

# Network NEWS

AWN Client Newsletter

Issue 45, Autumn/Winter 2021



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livestock agency continues to  
gain momentum with dedicated  
agents coming on board at a very  
fast rate, from all over Australia."**

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*delivering the vision*



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*delivering the vision*

# Managing Director's report



*AWN Managing Director John Colley*

**As I write this, AWN has just ticked over 22 years of operations. I only just realised how much I enjoy sitting down every six months and trying to put all my thoughts into 250 words...it's really difficult in such an environment as we have today.**

The last 12 months have been a roller coaster of the most turbulent times. This time last year we were recovering from bushfires and drought and COVID had come to stay all over the world. Our new favourite sayings became "flatten the curve" and "lockdown" whilst "Zoom"

became the new normal in business communication.

A year on, the wool market has dropped and recovered, cattle prices are at an all-time high, sheep and lamb prices are in the top five per cent of all time and we now see grain getting extremely expensive on the back of world shortages. Could it be that finally the increase in population and the need for food and natural fibre has finally caught up with us? It is a great question and one I am asked almost daily.

Will the prices remain long term and what of the unsaid....the Australia/ China trade war?

It would appear that as Australia produces such a high percentage of the apparel raw wool (in excess of 75%) and China is setting the price at auction, adding value throughout the chain and then consuming most of the finished garments within its borders, we may have a chance to stay away from the trade war....the pipeline works for China at the moment. When Europe and India recover, we may see a greater uplift, but sadly the predictions for recovery in Europe are now transferring as far out as 2023/24. A sobering thought....

AWN's expansion into livestock agency continues to gain momentum with dedicated agents coming on board at a very fast rate, from all over Australia. Our dedicated team has done an excellent job in expanding AWN's services, albeit aided by some of the dearest prices in history. I now believe Australian cattle are the most expensive in the world and personally I don't know how we breed them for the price. Let's hope the rest of the world thinks that as well.

The weather pattern seems to be changing again and the long-term forecasts may see us return to more 'average' conditions. I hope those who need rain get it before we get too cold and I hope the markets stay in a place where everyone can take advantage of the good commodity prices we are enjoying.

Take care in these turbulent times... they are not easy to navigate.

AWN's expansion into livestock agency continues to gain momentum with dedicated agents coming on board at a very fast rate, from all over Australia.

## Women making their mark in wool industry



*AWN Wool & Sheep Specialists' Cassie Baile & Ally Colwell*

**Networking with other women in the wool industry proved an invaluable experience for AWN's Cassie Baile and Ally Colwell.**

The wool and sheep specialists were able to take advantage of the opportunity to attend the Women in Wool conference which was celebrated with an International Women's Day Zoom meeting.

Held in March, the second annual Women in Wool conference allowed Cassie and Ally to fully appreciate the sheer number of women involved in the wool industry and the diversity of their involvement.

Ally, who is based in Parkes in Central West NSW, said the conference highlighted how many passionate young women were involved in the agricultural industry.

"There are a lot of women out there breaking glass ceilings and this conference demonstrated just how many avenues within the industry there are to pursue," she said.

Based in Goulburn in the Southern Tablelands of NSW, Cassie said this was the first time she had attended an event such as this and it was incredible to see the support with women working in every facet of the industry.

"There were four generations of women

represented and it was pleasing to see the recognition of the work women do and the important roles they undertake," she said.

"Through this experience I feel we will be able to go out and better support all farmers, particularly the younger generation."

The conference included three industry leaders as guest speakers.

Rebecca McErvale, runs Leroy Mac Designs with her husband Rodney and produces a range of machine washable woollen clothing made using wool from their Lexton farm.

Australian Wool Exchange and ProTen chair Robyn Clubb and fifth generation farmer Kate McBride from Tolarno Station, NSW, who was recently appointed a member of the 2021 WoolPoll Panel, also spoke.

Photographer Chantel McAlister, who launched the Truth About Wool campaign in 2015, was also a popular speaker.

## Parkes business takes out rural sales award



*AWN Langlands Hanlon Parkes Branch*

**Hard work, enthusiasm and professionalism has paid off for the team at AWN Raine & Horne Parkes taking out the award for Raine & Horne rural broadacre sales NSW office of the year.**

Licensee Geoff Rice was clearly impressed with the great result.

"We have been able to step into a competitive market and secure listings over our competitors who have been in this market a lot longer than we have. You've got to have listings to be able to make sales and we have been able to take market share," he said.

"This result comes off the back of COVID, so it is truly amazing and shows how strong our rural market has been. The increase in value we've seen in our area shows the growth in Raine & Horne's footprint.

"In the past five years the land values in the rural market in this area have jumped 50-80 per cent and this has happened despite the drought. Our sales saw our office obtain and beat the previous best local sales and we are seeing a really good increase in land values on the back of low interest rates. The Tablelands

area has also seen some hard to believe increases in values with city investment and that is creating a ripple effect in pushing our land values up."

Geoff said the AWN Langlands Hanlon staff had been working very closely with Angus Raine (Raine & Horne chairman) and Andrew Brien (Raine & Horne CEO) on its rural business and under the AWN banner would continue to work with AWN and Raine & Horne to combine both names to grow the business.

"I can see AWN and Raine & Horne agents working together and I see great opportunities for further expansion for the business in the future. Our sales have been conjunctual with AWN and Raine & Horne and the future is looking very exciting," he said.

The Parkes business took out third place at the national awards last year and is looking forward to the 2021 national awards to be held later in the year.

# Twenty years of making his 'Mark' for National Manager



*AWN National Wool & Livestock Marketing Manager Mark Quartermain*

A group of like-minded wool and sheep specialists had a vision to build a unique wool marketing organisation that brought growers and suppliers together and AWN was born. This year AWN's National Wool and Livestock Marketing Manager Mark Quartermain celebrates 20 years with the organisation.

Mark said it was the grower to processor ownership which attracted him to AWN and it gave him the opportunity to market wool 'outside the square'. He enjoys being part of a company which has built a reputation for innovation, passion and commitment to delivering the highest level of service to clients.

"It all started in Wagga when I sat down with John Colley and the other guys I had previously worked with and I was offered the opportunity to be based in Wagga for a couple of years to develop the southern and Riverina regions with Mark Hedley (NSW and Queensland State Manager)," Mark said.

"The board then asked me to move to Victoria to set up Victoria, South Australia and Tasmania so my wife and young son moved to Ballarat and over time I developed that area.

"I spent a lot of time finding the right

people to work with and we continue to do this today. It is a real privilege to be able to choose the people you work with and I count my work colleagues as my friends."

AWN has given Mark the ability to be able to market wool outside the auction system through direct selling and marketing of special wool types.

"The company and the board have given us the capacity to do this and this is what separates us from the rest. I enjoy my days as I'm not just dealing with one thing, there

are a variety of options on offer and we are always endeavouring to grow and maintain the business," Mark said.

"The biggest change I have seen in my 20 years has been the number of younger people moving into

and are being aided by technology. There are also a lot more marketing platforms which offer more opportunities.

"As the years go by, I believe you continue to develop more confidence in what you do as you are exposed to different opportunities. This gives you confidence in yourself and your team. I have found in the last five to 10 years it has been easy to back my judgement as I have experienced more highs and lows and it gives you more ability to help people. If someone is having a down day, it is good to be able to help put a smile on their face.

"The company has always had to grow business, but this has been done in the right framework and without corporatisation which means we still have control."

Mark said he would like to thank the board, and especially John Colley who gave him his start in the business.

"To all staff from all parts of the business thank you for your mateship. Being able to work closely with my colleagues is a big thing for me. I also thoroughly enjoy working alongside our clients and I thank them for their support. And to my tower

To all staff from all parts of the business thank you for your mateship. Being able to work closely with my colleagues is a big thing for me. I also thoroughly enjoy working alongside our clients and I thank them for their support.

the industry on the growing side. They are prepared to work outside the square and it is a great opportunity to work with them. Our wool producers are also now better at producing their product

of strength, my family – Lucy, William and Jock – thank you for always being there for me. Without a great support base at home I wouldn't be able to do what I do."

# AWN steps up to the tee to support life-changing program



**'It is easier to build a strong boy than repair a broken man' and that is exactly the reason why AWN has thrown its support behind the Boys to the Bush (BTTB) program which is literally changing lives.**

There's very few people who don't enjoy a round of golf, however the Goulburn Invitational is a tournament with a difference. It raises funds to be distributed to individuals in need of assistance and organisations which are making a difference throughout the Goulburn community and beyond.

AWN NSW/Queensland State Manager Mark Hedley said AWN was proud to have been associated with this event since its inception 14 years ago.

"This event consistently raises more than \$20,000 each year. One of our clients is on the board of BTTB and we thought it was such a great organisation we nominated it to be a recipient of funds from the golf day," he said.

The majority of funds raised come from

corporate partners, such as AWN, who sponsor a hole and take along a team of three players to participate in this fantastic community event.

Mr Hedley said the fellowship and business networking on the day was a key part of the event however the valuable funds raised year in

BTTB offers programs for disengaged boys where they have an opportunity to do a variety of activities unique to country living. The camps are based on farms near Howlong, Forbes and Lake Cargelligo in NSW. The boys have the choice of sleeping in a tent, shed or under the stars (weather permitting) and overnight camps can be organised at other locations.

The camp is an opportunity to engage with something/someone and to gain experience and skills associated with life on the land. The boys can take advantage of a 'digital detox' and learn the importance of being 'a good bloke'.

The statistics are alarming with three times more males likely to die by suicide than females and four out of five people in the justice system being males. BTTB is engaging with youth and creating better fathers, sons, husbands, brothers and employees for the future.

Mr Hedley says the program is changing lives for the better and AWN is proud to

The program is changing lives for the better and AWN is proud to support this worthy rural program.

and year out were the biggest benefit to those in need in our community.

support this worthy rural program.

"You too could join AWN and the golf day in supporting organisations such as BTTB. I congratulate the organisers of the golf day on their continued, successful effort to raise funds and get money where it is needed, when it is needed," he said.

**Anybody interested in supporting or learning more about BTTB can email the Director and**

**Co-founder Adam DeMamiel at [adam@boystothebush.org.au](mailto:adam@boystothebush.org.au)**



# Farming communities to benefit from mental health training



**AWN has been awarded gold status in the Mental Health First Aid (MHFA) Skilled Workplace Program and, on the back of this success, will be expanding its mental health training program to farming communities in NSW.**

With more than 30 employees now fully qualified, it is considered the ideal time to take the program out to the people. With the challenges of drought, bushfires, floods, trade wars and the global pandemic, the idea was born to train as many staff as possible in mental health to help both staff and clients cope in the face of these testing times.

AWN's General Manager People and Culture Harry Petropoulos said six months down the track, despite continued challenges such as floods, most people now had a spring in their step and it was felt communities could benefit from this program.

"Just last month we were thrilled to receive news of our gold status in a program which recognises workplaces for their commitment to MHFA training. It is MHFA Australia's way of celebrating organisations across Australia who not only invest in developing mental health first aid skills in their people, but also show a strong commitment to embedding the program into their organisation's culture; through actions like senior leadership support, relevant policies, supporting MHFA officers and continuous improvement," Harry said.

"During the drought, AWN has been the industry torch bearer for rural mental health and this recent recognition by MHFA Australia is a clear demonstration of AWN's commitment to mental health

in the workplace. We've now taken on the challenge of helping to roll out mental health training to the wider farming community."

Mental Health First Aid Australia offers courses which give participants the confidence to initiate a mental health conversation and refer someone to professional help if necessary.

Harry said the internal training of the MHFA program was going really well and AWN was now wanting to capitalise on research done in Orange in central west NSW in 2018.

"This research was spearheaded by the Centre for Rural and Remote Mental Health, the University of Newcastle and the NSW Ministry of Health. They invited counterparts from other states to come together to form the Orange Declaration which laid out a series of steps which would be helpful with dealing with mental health issues in rural and remote areas," Harry said.

"The research identified that an increase in government spending didn't always prove effective in solving problems in rural and remote areas and

communities to put them through their Mental Health First Aid training. We would run a different version to that which we use for our staff. It is known as Mental Health First Aid Community and we would invite farmers or service providers to attend as we take them through the steps."

These courses would be facilitated by a fully trained AWN staff member and continuity would be maintained by encouraging the groups to hook up and extend their purpose beyond mental health.

"Mental health would be the glue that connects the participants however they might like to share such things as farming practices. The idea is to initiate an exchange forum where group members can maintain contact," Harry said.

"Interest has been shown from farming communities in the central west NSW town of Wellington and Tibooburra in far north western NSW so these will be the first centres to benefit from the program.



Mental Health First Aid Australia offers courses which give participants the confidence to initiate a mental health conversation and refer someone to professional help if necessary.



special attention was needed. One area that has been targeted to strengthen the effectiveness of mental health strategies is growing your own experts and providing skills escalation and we think we can help give that a nudge especially in areas which are under-resourced.

"We would work with small groups of farmers or other service providers in rural

"The MHFA program has been a really successful Australian invention with more than four million people worldwide having completed the program. It is the cornerstone of our mental health and well being program and we would like to share it with others."

# Tibooburra couple keen to help people help themselves

**The opportunity to look after communities and establish connections through the expansion of AWN's mental health first aid training program is 'super exciting' for one farming couple living in the far North West of NSW.**

Bodie and Rachel Hill operate a 130,000-acre property at Tibooburra, 400km north of Broken Hill and 60km from Cameron's Corner, and have experienced first-hand the impact of drought and the challenges of living in an isolated location.

They were the first to put their hands up when approached by AWN to help facilitate the expansion of the mental health first aid training program into rural communities.

Rachel said she and Bodie were very excited and interested to be involved in this 'amazing idea'.

"We realise the importance of mental health and would love to be able to help facilitate this in the local area," she said.

"We have been through some turbulent times, so we see this concept as really cool. It empowers people to help themselves when things aren't going great."

AWN staff members have been offered courses through Mental Health First Aid Australia which give them the confidence to initiate a mental health conversation and refer someone to professional help if necessary. Such is the success of the program, AWN is now taking it into the community with Tibooburra and Wellington, in Central West NSW, the first to benefit.

In a world where we are so connected, we are really so distanced, Bodie said.

"When you are texting and using social media you can't really see what people are going through. We need to get people together to notice the signs and be able to help," he said.

Rachel and Bodie are literally champions of mental health awareness in every sense of the word.

Not only are they keen to be actively involved in rolling out the AWN program, Bodie and Rachel are also champions

for the We've Got Your Back (WGYB) mental health program, which is run by the Royal Flying Doctor Service South Eastern Section and Lifeline Broken Hill Country to Coast, in far Western NSW.

Having been identified and trained as champions, Bodie and Rachel play an active role in helping those in their community who may be suffering mental health issues and are able to refer them to local services.

"As champions we are the link between people on the land in need of help and those like Lifeline who can offer help," Bodie said.

"Sometimes it is hard for people to make that link and that is where we come in. WGYB is an amazing partnership which is great for direct lines of referral for those in need. With AWN it would be great if we could cover the step before



These types of courses are so valuable. If one pops up nearby, I encourage everybody to attend and become involved.



that and help people before their issues need referral. With the mental health first aid training we are talking about setting up peer groups which would enable us to try and solve problems before they begin, with everyone in the group helping each other."

The couple's enthusiasm and willingness to be involved in expanding the AWN program are palpable. Their genuine and honest demeanour, coupled with natural communication skills, make Bodie and Rachel the perfect advocates for those finding life difficult in remote communities.

"I think mental health first aid training should be a requirement for job positions. It gives people a better understanding that we all have physical and mental health, and at different times they are at different ends of the spectrum. While we completed mental health first aid to become champions, we would be very happy to extend on that training with AWN," Rachel said.

"Getting people together under the umbrella of mental health is super exciting and unites the town.

"We have been through anxiety and depression and have learnt to change our lifestyle to help deal with these problems. We realised it was all work, work, work so now we have included some hobbies. Our business is where we live so we are trying to establish a good balance of work and family time. We also need to look after our communities and establish connections, however it's important to remember social media is not a true connection.

"I have been seeing a bit of a change where people are now thinking about self-care, resilience and how to do things differently on their properties. They are taking the time to look at things differently."

While raising their young boys, Ethan (12) and Edward (9), Bodie and Rachel deal with the tyrannies of distance and isolation on a daily basis, along with whatever nature and unpredictable markets throw at them.

Their Merino enterprise normally comprises a flock of 5500-6000 sheep and a few cattle however drought has taken its toll and they were forced to destock. Fortunately, good

rains have seen excellent lambings and stock numbers are rising.

"We had four inches of rain in March and our annual average rainfall is only seven inches," Bodie said "so things are looking really good. Actually, the country is looking the best it has for a long time.

"It's been a good start to the season so I think, going forward, now is a great time to start talking about the tough times we have been through and the AWN program would be perfect for this. It might mean that next time we will be more resilient, have a few tricks up our sleeves and we will already have the lines of communication open as there will be tough times again."

"These types of courses are so valuable. If one pops up nearby, I encourage everybody to attend and become involved," Rachel said.

# Young auctioneers among best in the business



*AWN Langlands Hanlon Livestock/Auctioneer Cooper Byrnes*

**They say the cream always rises to the top and that's certainly the case for three of our young auctioneers.**

Cooper Byrnes and Tom Davies have recently taken on the best in the nation in the ALPA National Young Auctioneers competition while Cody Fogarty showed exceptional skills to be selected to compete in the Victorian final.

Cooper is part of the AWN Langlands Hanlon team at Parkes in the Central West of NSW while Tom is based with the AWN team in Wangaratta in Victoria. It was a long wait for the fall of the hammer for Cooper who, despite qualifying for the 2020 national final, had his national finals postponed until 2021 due to COVID.

A great performance back in 2019 saw him named runner-up in the 2019 NSW competition which qualified him to compete at the national titles.

"National titles weren't held at all last year due to COVID and the event was postponed and held at the Sydney Show in early April this year," Cooper said.

The best young auctioneers from throughout the nation come together to vie for top honours at what is one of the most popular events held at the Sydney Show. As each competitor puts three show steers under the hammer,

in front of a large crowd, they are judged by a panel of experienced auctioneers on their diction, values, voice and manner.

"It was great. Despite the stress I really loved it. It was a good experience and offered an invaluable opportunity to network and gain some useful auctioneering advice," said Cooper, who has now been auctioneering for about five years.

Cooper's love of livestock began at school when he joined the cattle team.

"I don't think I even knew what a stock and station agent was," he said with a laugh. "It was suggested I do work experience in this field, so I contacted Geoff Rice (AWN Langlands Hanlon)

and he took me on board for work experience and it was great.

"I'm not off the land but I just seem to have a natural interest in livestock and a passion for agriculture in general."

Cooper said he had to admit he was 'pretty pleased' when he made it to the national competition.

"I just love auctioneering. I never thought I'd make it to the NSW competition let alone the national finals," he said.

"I was just so happy to be there."

Cody Fogarty, who works with the AWN Robson Donaldson team at Shepparton in Victoria also faced COVID challenges in his competition journey.

"You would normally attend an auctioneer school where they select the finalists however, due to COVID restrictions, we had to send in a video of ourselves selling three consecutive pens and the top 10 were chosen from throughout the State for the finals," Cody explained.

"I've been selling out of Shepparton, Wangaratta and Corowa for about two years and working with the AWN Robson Donaldson team for the past 12 months. I grew up on the land and I've always been around livestock.

"The competition was a great opportunity to network and meet new people. You catch up with nine other young people from around the State, share ideas and have some fun. It's a really good experience."



*AWN Robson Donaldson's Livestock Specialist, Cody Fogarty, and AWN Wangaratta Livestock Specialist Thomas Davies*

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# Changes aplenty during 40 years in the business



AWN Robson Donaldson Branch Manager Scott Donaldson and Allan Donaldson

**Mobile phones, post-sale weighing and covered saleyards are just some of the changes Allan Donaldson has seen over the years which have made life easier and more comfortable for stockies and stock alike.**

Shepparton-based, independent livestock agency Robson Donaldson came to fruition in 1981 thanks to a partnership between Allan Donaldson and Len Robson and this year celebrates 40 years. The business was acquired by AWN last year and is now known as AWN Robson Donaldson with Allan's son Scott at the helm.

Allan said he was very proud of the 40-year-milestone and while it had been hard work, he had thoroughly enjoyed it.

"This industry has been very good to me. I went out with young Cody the other day and was sharing the history with him – we worked very hard and we worked very long hours, but it was fun. I believe we have serviced our clients very well and it's been really enjoyable," he said.

"I've seen a lot of changes over the years. I started back in 1967 and with the liveweight cattle selling we would receive the cattle till 10pm then be up early the next morning to weigh everything before it was sold. That was a big job and then we had to pen the cattle and write up the display cards with the description of the cattle and have them on the pens before the sale started. The cattle had to then be delivered after they

were sold so it really was a lot of work. Moving to post-sale weighing certainly made life much easier."

Allan recalled having a dairy calf sale every Monday with about 1000 week-old bobby calves.

"Now that was a lot of work. But things have changed and we don't have all the family dairy farms like we used to," he reflected.

"Covered saleyards also make life a lot more comfortable for the people and the animals and mobile phones have also been another big change. We used to be making calls till 10 at night and we'd start again at 7 in the morning. In the old, old days I recall a dairy farmer ringing my partner Len

has gone really well.

"The clients have been very accepting of the change which has resulted in more scope and a larger network for the business. We have also gained a number of new clients," he said.

"Also, in transitioning we have seen Cody doing very well with his auctioneering having made the State finals. It is great to be able to mentor and help him develop his auctioneering skills. I have stepped back from the rail to allow him to further his experience so that's been a really good handover. I have turned my hand back to my grass roots to booking clerk, so things have come full circle.

"Those 40 years have no doubt brought a lot of changes however in the last two years we have seen a lot more use of technology with online selling platforms and in the last five to eight years there has been less saleyard work and more direct selling to abattoirs," Scott said.

"I have also never seen prices for lamb, cattle and breeding stock so good. While we are seeing these amazing prices, which are great for producers, to remain sustainable the agricultural industry probably needs a price correction. Not to be negative but as they say, what goes up must come down, and we are getting to the stage where the abattoirs are really starting to hurt so I think we need a bit of a softening effect."

Scott refers to the business as his father's legacy and while Allan may have retired

The clients have been very accepting of the change which has resulted in more scope and a larger network for the business. We have also gained a number of new clients.

Robson at 4.45am to see what time the Shepparton sale started. He asked him if he kept the phone beside his bed. That was just one of the things you had to do back then," Allan said with a laugh.

One of the biggest changes branch manager Scott Donaldson has seen is the acquisition by AWN, a transition he says

on May 5 one gets the feeling his expertise will never be far away.

"I've got a few acres, I play bowls and when I feel the time is right I might take a trip somewhere. I'll still be going to the yards occasionally just to keep in touch," he added.

# AWN expands into WA real estate market



Value adding and service expansion have been the cornerstone of business for AWN, Australia's largest, independently-owned wool broker, with the company building on this philosophy by adding a real estate arm to its arsenal.

Western Australia is benefiting from this expansion with rural property sales now complementing the well-established wool and livestock services enjoyed by AWN's clients.

Booming property prices and record low interest rates are proving the key drivers for both buyers and sellers with the South Coast of WA, reported by some as enjoying as much as a 60 per cent increase in prices last year, among the top performers as buyers seek country with reliable rainfall.

With a red-hot market and tight supply, AWN has hit the ground running by appointing Rob McMillan as the state's rural property manager.

AWN's General Manager Livestock and Property, Peter Weaver said the company was keen to expand by offering clients a rural property service.

"We are very fortunate to have Rob McMillan, who has been in the industry for more than 40 years. He comes to us highly credentialled as a former trainer for the Real Estate Institute of WA (REIWA). This is really important, especially when the compliance requirements are so stringent," Mr Weaver said.

"Expanding into real estate is a natural progression for us and our clients. Some of our livestock guys are already registered real estate representatives and we now have our corporate licence enabling us to work together to offer

this additional service. Our livestock representatives understand rural property and have the knowledge behind them to know how to sell it."

WA Rural Property Manager Rob McMillan said he had no hesitation about taking on the job when it was offered.

"There is a real penchant to establish this separate arm which complements the other areas of the business and ensures our clients are serviced in all areas. We are utilising our company's resources to provide leads on available properties. Our staff in the wool and livestock areas are keeping an eye out and working together as a team to secure property to sell. We are a small team creating a niche market for our clients and have adopted the slogan that together everyone achieves more," Mr McMillan said.

"Going from wool to livestock, real estate then dovetails into this. We are able, if we do it right, to look after our clients and a sale then creates another client. And do it right we will. We are continuing AWN's tradition of value adding by expanding on what we already have through adding to our arsenal."

Buyers are looking to secure more country to expand and consolidate and a tight supply of farmland is continuing to push values up.

"We are currently going through one of the best selling times we have seen. We have really started from a base of nothing and are looking for stock to sell. In the past six weeks we have listed and sold three properties and all these properties have been sold

within a week of listing. In this red-hot market we have plenty of buyers, but like everyone, we need stock to sell," he said.

"If people are interested in an appraisal of their property they can talk to their wool or livestock buyer who will pass the details onto us and either myself, Don Morgan or Greg Tilbrook will visit and offer professional advice."

A true professional, Mr McMillan started out jackarooing in South Australia and Western Australia before gravitating into wool and livestock for more than 20 years. He then moved into real estate and later went into partnership with a friend who was also a valuer. His next move was operating his own business in Busselton selling rural and residential real estate and he enjoys running a small farm.

"I also became a trainer with the REIWA as I wanted to give something back to the business," he said.

Mr Weaver said the WA expansion had gone well since starting in December last year.

"As we all know, the rural property market has gone berserk so it is a matter of getting more listings. We do this through our existing relationships with our livestock and wool clients and we need to offer something the competition doesn't offer. Some people offer better service than others and I like to think we go the extra mile and make sure we get everything right," he said.

"Things are also moving along nicely in NSW and we will be looking for further expansion in NSW and Victoria as opportunities arise."



## For Sale

**View** By Appointment West Pingelly - Western Australia, Shire of Pingelly

**For Sale** Priced conservatively at \$950,000 for land and buildings plus a standing crop to be negotiated

**Website** [awn.net/property](http://awn.net/property)

**Contact** Rob McMillan  
0427 441 934  
rmcmillan@awn.net

**AWN**  
(08) 6173 8200  
17 Cocos Drive, Bibra Lake

00607-2105

### "Wirewood", West Pingelly WA

#### Look to the future – go green!

64.8 hectares (160 acres) only 130 kms SE of Perth in the sort after Avon Valley region. Features strong productive land with the typical York Gum, White gum, Marri and jam trees so indicative of the fertile soils of the region. The property has been farmed with future investment in mind with its 50acre plantation of WA Sandalwood well into its growth cycle delivering tonnes of nuts annually to the bushfood, cosmetic and edible oil industries; before the tree growth is fully realised within the next 7 years.

#### Features:

- 64ha (160 acres)
- 130 kms from Subiaco
- 1 hours commute to metro area
- Good fresh underground water, numerous sites
- Comfortable 3 bedroom 2 bathroom plus study home
- Large rainwater tank connected
- 5kw solar system
- 2 bores
- Machinery shed with power connected
- Tree crop 13 years into its cycle
- Positive cash flow from the nuts



Scan the QR code to view the full listing



## For Sale

**View** By Appointment

**For Sale** \$1,150,000

**Website** [awn.net/property](http://awn.net/property)

**Contact** Rob McMillan  
0427 441 934  
rmcmillan@awn.net

**AWN**  
(08) 6173 8200  
17 Cocos Drive, Bibra Lake

00608-2105

### 34 Francis Road, Popanyinning WA

#### Stretch your imagination and enjoy the land and its lifestyle.

This undulating property formerly timbered with jam trees, Mallet and wandoo faces to the North East has it all, the sheds, the water supply both from the bore and the 5 dams provides water to the 8 well fenced paddocks which has in previous years been sown to a good oat crop sown for small square bales of hay for the horse industry.

#### Features:

- Fully productive small scale commercial farming enterprise
- 118.2ha or 292 acres
- 98ha cropable
- 450mm annual rainfall
- Large hay shed
- Large machinery shed
- Good size general purpose shed
- 5 Silos
- 10kw solar power



Scan the QR code to view the full listing



**For Sale**  
**Alectown,**  
**"Goonahra"**  
Price on Application  
2700 acres

### "Goonahra", Alectown NSW

**View** By Appointment

**Price** Price on Application

**Website** [rh.com.au/parkes](http://rh.com.au/parkes)

**Contact** Greg Miller  
0448 433 317  
gmiller@awn.net

#### Prestigious Blue Ribbon Property

Consisting of 2700 acres on undulating red loam country, with scattered timber of Box and Pine. The high calibre property is 95% arable and has consistently run a successful self-replacing merino operation of 1500 ewes alongside 400 wethers, whilst producing outstanding crops.

#### Features:

- Solid 4 Bedroom home with new large kitchen, 2 spacious living areas.
- Split systems including the master bedroom with heated flooring.
- Open plan lounge, kitchen and dining area. Large outdoor entertaining area with covered inground pool.
- 45' x 50' Machinery / Workshop with concrete flooring
- 60' x 80' Hayshed with concrete floor, steel construction
- 30' x 45' Grain shed, with concrete floor
- 27' x 40' American barn, colour bond with concrete floor
- 4 Stand shearing shed
- Steel sheep yards, basic cattle yards
- 2 x 75t Lysaght silo, 2 x 70t Lysaght silos, 4 x 50t HE silos, 2 x 40t Nelson silos, 4 x 12 HE seed silos
- 16 Paddocks
- 22 Dams
- Unequipped bore



Scan the QR code to view the full listing

**Raine & Horne**



## For Sale Walcha, "The Tops"

1800 acres

## For Sale Uralla, "Whyworry"

944 acres

### FOR SALE

### "The Tops", Walcha NSW

**View** By Appointment  
**Price** \$2,500 an acre  
**Website** [rh.com.au/parkes](http://rh.com.au/parkes)  
**Contact** John Croake  
0428 977 589  
jcroake@awn.net  
Greg Miller  
0448 433 317  
gmiller@awn.net

Scan the  
QR code  
to view  
the full  
listing



#### High Country Grazing at Its Best

Consisting of 1800 acres in total, "The Tops" is being offered in 2 portions, the main block 1300 acres of semi-open undulating grazing country, and 500 acres of rolling hills just a short distance from the main property known as "Branch Creek".

#### The Tops

- 1300 acres
- 2 x tidy 3 bedroom homes, main with established garden
- 9 x 12 Workshop
- 9 x 12 Machinery / Hayshed
- Hayshed

- 3 Stand shearing shed (shed 500)
- Sheep yards (cap. 1200 hd)
- Steel Cattle yards (cap.180 hd)
- 11 paddocks
- 14 dams, mostly spring-fed and a spring-fed creek

#### Branch Creek

- 500 acres
- Steel sheep yards

- Steel cattle yards
- 2 dams and permanent creek (Branch Creek)

**Raine&Horne®**



### FOR SALE

### "Whyworry", Uralla NSW

**View** By Appointment  
**Price** \$3,000 an acre  
**Website** [rh.com.au/parkes](http://rh.com.au/parkes)  
**Contact** John Croake  
0428 977 589  
jcroake@awn.net  
Greg Miller  
0448 433 317  
gmiller@awn.net

Scan the  
QR code  
to view  
the full  
listing



#### Productive New England Grazing Country

Located at Uralla, in the renowned New England area is "Whyworry". A productive grazing property held in the family since 1946, "Whyworry" has not only run a highly successful commercial self-replacing merino operation but has been an acclaimed superfine merino stud as well as a being known for growing cold country grapes for wine production with a cellar door. Not many properties come this diversified with plenty of potential.

- 944 Acres of predominately basalt country
- Solid 4 bedroom brick home with tiled roof in extensive garden setting
- Second 3 bedroom brick home on property
- 30m x 10m workshop and chemical room with concrete flooring, lockable
- 60m x 30m machinery shed
- 14m x 9m hayshed

- Cellar door 17.6m x 10m fully furnished for catering and wine sales
- Magnificent landscaped garden setting for functions
- 2 Stand shearing shed
- Wooden sheep yards (capacity 1200)
- Extensive ram shed
- 2 x 30t Nelson silos,
- 1 x 40t Nelson silo
- 30 Paddocks
- 24 Dams

**Raine&Horne®**



## For Sale Woolbrook, "Couborn Creek"

1200 acres

## For Sale Tullamore, "Emu Valley"

5341.7 acres

### FOR SALE

### "Couborn Creek", Woolbrook

**View** By Appointment  
**Price** \$1.45m  
**Website** [rh.com.au/parkes](http://rh.com.au/parkes)  
**Contact** John Croake  
0428 977 589  
jcroake@awn.net  
Greg Miller  
0448 433 317  
gmiller@awn.net

Scan the  
QR code  
to view  
the full  
listing



#### Situated just 16km from Woolbrook is the majestic rolling hills of "Couborn Creek"

Consisting of 1200 acres of creek flats stretching up to steep rises of top granite and basalt soil this property is an excellent grazing opportunity. There is scattered timber throughout the property of stringybark and box, with some kurrajong and applewood. It is divided into 8 paddocks serviced by 18 dams, one of which is spring-fed. All the dams have been cleaned out in the last 3 years. There is also a bore on the property which is piped to 4 dams which is a great back up in drier times. Boundary is predominately netting fencing, with the internals plain with a barb, all in stock proof condition. There is crutching shed on the property with a good set of steel sheep yards as well as steel cattle yards.

"Couborn Creek" represents an excellent grazing opportunity for breeding or growing out either sheep or cattle. Owner estimates a carrying capacity of 2400 wethers or equivalent. A great opportunity to secure a grazing block of this scale in the New England.

**Raine&Horne®**



### FOR SALE

### "Emu Valley", Tullamore NSW

**View** By Appointment  
**Price** \$1.55m  
**Website** [rh.com.au/parkes](http://rh.com.au/parkes)  
**Contact** Greg Miller  
0448 433 317  
gmiller@awn.net

Scan the  
QR code  
to view  
the full  
listing



#### Excellent Grazing Opportunity

Emu Valley consists of 5341.7 acres (2161.7 ha) of gently undulating Kurrajong, Mallee and Box country with quartz ridge to sandy loam soils. Divided into 12 paddocks, consisting of hinge joint and netting. Emu Valley is watered by 20 dams, including some large dams with good catchments and contour work to efficiently capture more water. Approximately 3500 acres have been cleared, with 2000 acres which can be cultivated, which can be increased with further development.

- 3 Bedroom fibro home
- Machinery shed
- Silo
- Hay shed
- Car shed

- 60 x 40 3 stand shearing shed with a 60 x 60 skillion
- Steel sheep yards
- Bore

**Raine&Horne®**



# National report



It has been great to see tremendous gains being made in the wool market in the 18 micron and finer categories which has encouraged growers to sell wool they have on hand. The medium microns are not seeing the support as we had hoped but, as the supply of finer microns tightens, it is hoped buyers will move into the medium wool markets.

Crossbreds are unfortunately again finding it tough as markets for these types of wools is weak. These wools are used for such things as furnishings and carpets and, due to COVID,

incentives for manufacturing and that involves wool. There are more stimulus packages available which have driven more orders post-Christmas and this is where we are seeing demand for the Merino wools.

It is pleasing to see the sales of the past four months having an impact on the amount of wool held in the grower stockpile in sheds and stores. We have seen large offerings of up to 50,000 bales per week which has helped flush the stockpile. Industry estimates were that there were 100,000 bales in the stockpile

The clients have been very accepting of the change which has resulted in more scope and a larger network for the business. We have also gained a number of new clients.

there is little demand. Also, due to the immense amount of this type of wool being available, it is only attracting base price. We are hopeful of a turnaround in this area in the next 12-18 months.

The big driver behind the wool market has been China but unfortunately there is limited competition from Europe and India. The Chinese Communist Party is this year marking its 100th anniversary and, as a result, there are a lot of

and a substantial amount of this has been sold.

Moving into clip preparation for the upcoming wool season, it is imperative skirting and classing are of a high standard. Wools which aren't prepared well are suffering quite substantial discounts so we are urging clients to make sure clip preparation is as good as it can possibly be. An average product is only achieving an average price.

With the Australia-New Zealand travel bubble, hopefully we will see more New Zealand shearers and shed hands coming across to help with what is going to be a very busy spring shearing season. One million more sheep have come across to the eastern states from Western Australia, we have more lambs and bigger wool cuts so it is going to be extremely busy. We would ask our clients to work with their contractors and, our representatives are there to lend assistance where they can. I have heard from contractors that shearers have already begun coming across so hopefully this will make things easier.

It is also becoming more important that classer reports are signed off correctly by the grower and the classer. We would also ask growers to fill out the mulesing section. It is becoming a continual problem that documentation is not being signed or filled out correctly and we would also encourage classers to use the AWEX stencil.

We are developing a new audit process in relation to non-mulesed wools and NZMerino. This will involve one farm visit for two accreditations – one for ZQ and one for RWS. This will allow growers to sell both to New Zealand and outside the square moving forward. There are also more programs being released where brand partners are interested in working with people who are involved in such things as carbon credits, wildlife corridors and waterways.

We are very fortunate that most areas have received good summer rains. While there are portions of country in a number of states which are still a bit dry, overall we are in pretty good shape – it just has to keep raining.

It won't be long before we are heading into a new ram selling season and we are looking forward to catching up with our clients around the sales. If anybody needs help with breeding expectations and selections please get in touch with one of our staff who will be only too pleased to assist you.

**Mark Quartermain**

**National Wool & Livestock  
Marketing Manager**

M 0429 466 248

# Wool market report

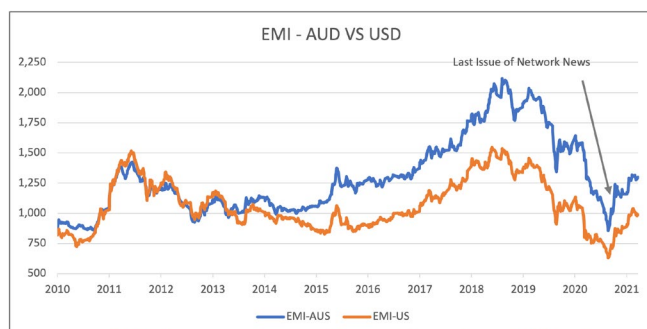


After a considerable period of market volatility and negative sentiment, the Merino market appears to be consolidating at a sustainable level, while the crossbred sector continues to lag. The global supply of Merino wool is yet to fully recover, as Australian wool producers continue to rebuild their flock numbers from recent years of drought. Chinese demand for high-quality Merino wool is increasing on the back of strong retail sales during the first quarter of 2021, while the lucrative apparel markets of the US and greater Europe are yet to recover to their pre-COVID levels.

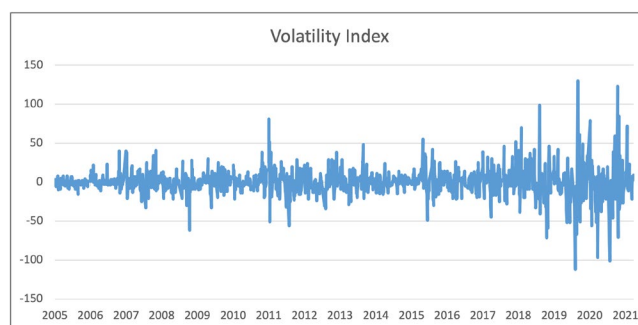
## Market Recap

When writing the last issue of Network News, the benchmark Eastern Market Indicator (EMI) was trading around 1,150c/kg and has since gradually increased to be currently trading at 1,300c/kg. This has largely been driven by a surge in fine wool prices, particularly those under 18 microns.

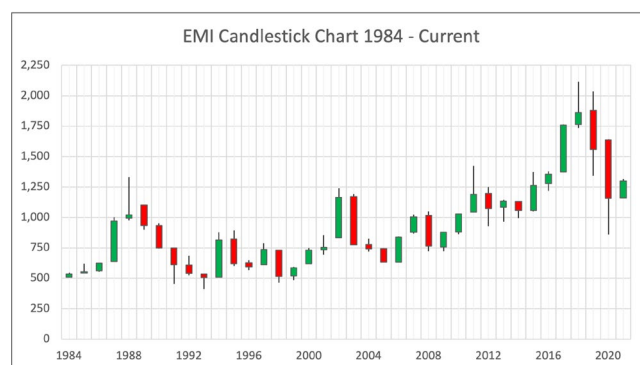
In recent weeks, shipping issues have been prominent in most exporters' discussions as freight companies struggle to keep up with the surge in demand for global freight services. The 369 ships stranded as a result of the 'Ever Given' blocking the Suez Canal was estimated to have prevented \$9.6 billion worth of trade. This isolated event may seem insignificant given that only a tiny percentage of wool passes through the Suez Canal, but a ripple effect saw an increased strain on already stretched shipping resources, culminating in delays to wool shipments to China. Typically, processors' banks release Letters of Credit for their wool purchases once they receive confirmation the wool is on a vessel. In many cases this delay in shipment has caused a significant drain on exporter cashflow. Unofficial estimates were that there was up to \$30 million of unreleased exporter funds retained by the banks due to the inability to ship wool.



Much of the extreme volatility that has characterised the wool market over the last few years has waned since Christmas, with the largest daily movement being around 30c/kg – a far cry from the 100-150 cent swings that we experienced during the unpredictability of the last couple of years. To highlight the market volatility, I have again included a volatility index which shows daily movement of the EMI, with the last few months showing notably less peaks and troughs.

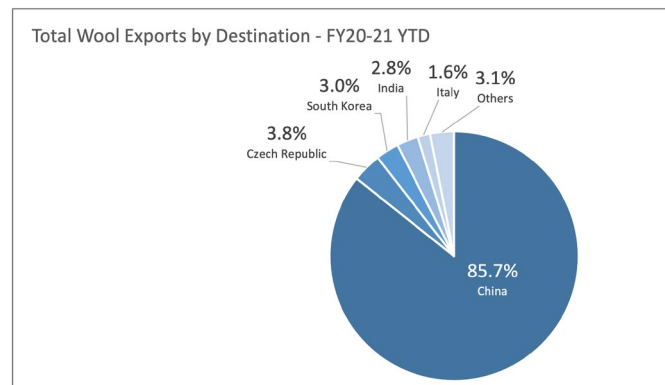


For those that are familiar with financial charts, I have included a candlestick chart of the EMI which again demonstrates the considerable swings that the market has seen in recent years.



# Wool market report

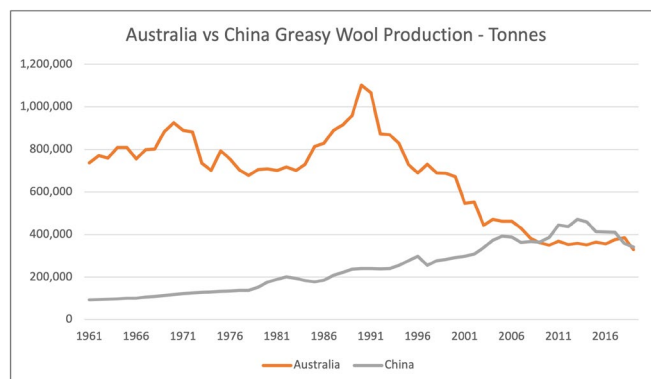
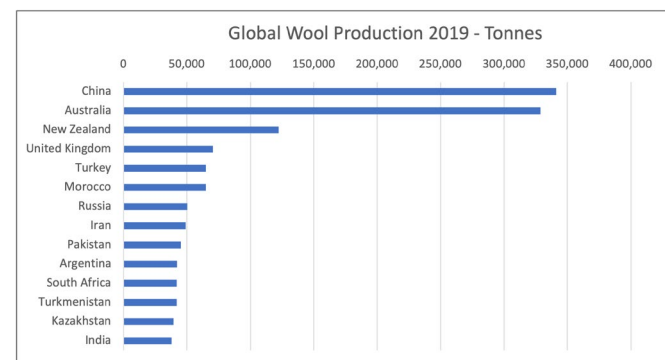
The Australian wool industry remains very much reliant on China with 85.7% of Australian wool exported to China this financial year.



## Supply

Wool production in Australia is forecast to rise by 2% for the 2020-21 season, to 288,000 tonnes, as wool growers around the country begin to rebuild their flocks after the recent drought years. As seasonal conditions have improved, fleece weights are expected to surge which will compensate for the reduced sheep numbers.

China continues to build its own domestic wool production capabilities and, surprisingly to most Australians, has produced significantly more wool than Australia over the last 10 years. This is a significant change from the historical trend which traditionally saw Australia producing 4-5 times the amount of raw wool as China.



Taken in isolation, the increase in Chinese domestic production could be concerning to Australian wool growers but it is important to note that Australia remains the dominant supplier of Merino wool. Over 90% of the world's Merino fibre under 19.5 micron is still produced in Australia.

On a global scale, a spike in food production and competition for arable land due to a swelling global population, has led to an increased breeding of crossbred sheep for meat, instead of wool. This becomes relevant when discussing the state of the subdued crossbred wool market, as factors outside Australia are likely to determine any rapid price movements given the sheer volume of crossbred wool produced around the globe.

## Demand

The major factor pushing wool demand is the increasing domestic consumption of luxury wool textiles in countries such as China, United States and Europe. Wool itself is a natural decomposer since it is biodegradable and provides less harm to the environment. In addition, wool itself consists of thermal insulation properties making it preferable for consumers.

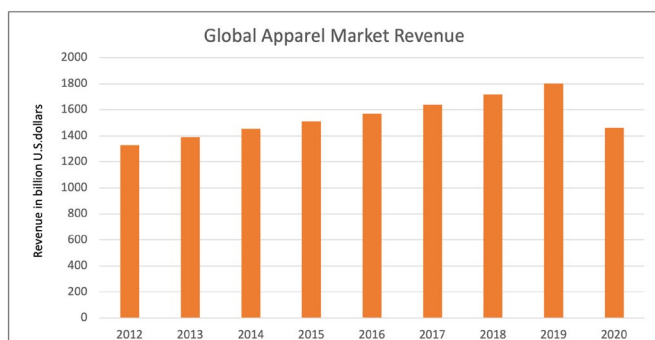
The continued trend of 'athleisure' in the fashion industry and the increase in number of people embracing the trends of sporting athletic wear outside of the gym is likely to continue to fuel demand for wool. Advancements in spinning and knitting technologies, which delivers a soft-touch garment to the consumer, is likely to contribute to the overall growth of the market.

Chinese demand for high quality Merino wool is increasing on the back of strong retail sales during the first quarter of 2021, while the lucrative apparel markets of the US and greater Europe are yet to recover to their pre-COVID levels. Chinese Retail Trade Revenue for January and February was up by 73 billion yuan (more than 40%) on the same, albeit COVID affected, period last year.



Growth opportunities mainly lie with millennial consumers whose purchasing behaviour, such as the preference for quality, authenticity and transparency, is driving the demand for wool.

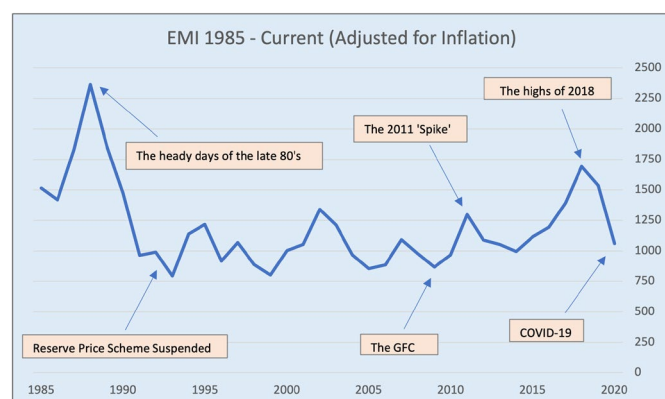
Growing population and rising urbanization are also factors leading to an increase in the wool market. As the population increases the demand rises for woollen clothing.



## Indicators & Statistics

As wool industry participants, we regularly compare the current market to 'last year's prices,' 'the spike in the late 80s,' or 'the crash when the reserve price scheme was abolished' or any other notable period in the market. While these comparisons are commonplace, it is difficult to compare prices achieved over the last 40 years with the current market, as inflation has eroded the value of today's prices. To provide some context, I have included a chart of the EMI which has been adjusted for inflation, using the Consumer Price Index published by the Australian Bureau of Statistics (ABS).

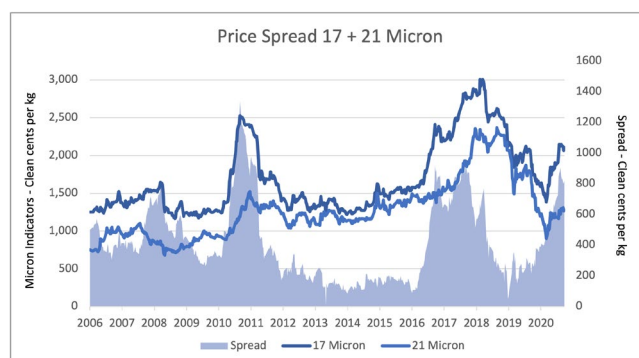
From the data it is obvious that the market boom of 2017-18 did not achieve the comparative strength of the late 80s; and the subsequent downturn due to COVID didn't reach the lows experienced when the Reserve Price Scheme was suspended in 1991.



While the EMI is good measure for macro level market trends, it is always worth drilling down into some individual Micron Price Guides (MPGs) to determine the relative strength of individual markets. I have included a 'speedo' chart showing the 10-year trading ranges for all the major MPGs and their current value. The superfine market continues to outperform the medium microns and cardings, while the crossbred sector lags well behind. The

price differential, or spread, between the 17- and 21-micron MPGs is well above average, clearly indicating the market's support for the finer types. Historically, once price differentials become so marked, processors begin to substitute the premium finer microns for the broader and cheaper medium microns.

While we haven't yet seen the start of any substitution in the marketplace, we would expect to see the 17-21 micron spread start to reduce later this year, as processors 'cheapen' their batches. It will remain to be seen whether the fine microns get cheaper, or the medium microns get dearer; most pundits believe it will be a combination of the two.



## Forward Market

Much like the physical market, volatility in the forward market has reduced in recent months and is now showing excellent value compared to the 'spot' market. The table below outlines the historical forward curve discount to the spot market, i.e., if you had taken out a forward contract in 2018/19 with a maturity of 60 days from signing, the contract would have averaged 52c/kg lower than the spot market.

Almost unheard of in the wool industry, the forward market is currently trading at a premium to the spot market. For most growers, if you were to sign a forward contract with a maturity of six months hence, you would likely achieve 17c/kg more than you would expect at auction on the week of signing.

The forward market is notoriously complex to navigate so I would encourage all wool growers to speak to their local wool specialist, as it has rarely been so attractive to sell into the forward market.

# Wool market report

Season	Volume	30 Days	60 Days	90 Days	120 Days	180 Days	360 Days
2016/17	205	-21	-41	-61	-84	-84	-161
2017/18	229	-20	-31	-64	-99	-99	-172
2018/19	217	-39	-52	-80	-97	-130	-167
2019/20	225	-39	-26	-39	-62	-78	-81
2020/21	131	-6	-7	12	17	7	10

## Crystal Ball

The Australian Bureau of Agriculture and Resource Economics (ABARES) is official forecasting for the total value of Australian wool exports to increase to \$3.2 billion for the 2021-22 financial year, up from the expected \$2.5 billion in the 2020-21 financial year.

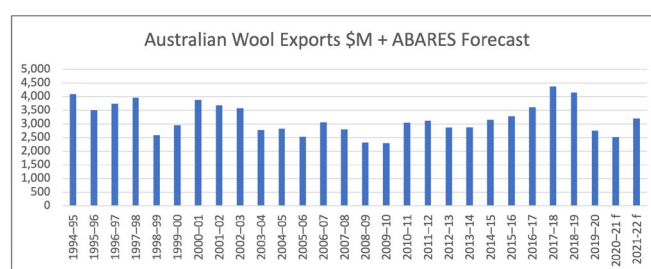
With the technological advancement in the wool manufacturing industry, there is a rapid development of spinning and weaving tools leading to increased sales of clothing across the globe.

Wool is a commodity traded globally, and its diversity in the market is vast and ever evolving. With the trend towards eco-friendly, sustainable and biodegradable parameters in the apparel industry, demand for wool is growing worldwide as it provides comfort to the skin.

Due to fluctuations in wool production and increase in the preference for cheap, petro-chemical based fibres, the global demand for wool is currently based on a market where consumers value wool properties such as comfort, elasticity, durability and breathability. As Merino wool is emerging as a key fabric for sportswear and even shoes, higher innovation and investments are directed towards this specific source of wool.

As sustainability has forayed into the woollen and textile industry on the account of large numbers of fast fashion garments ending up in landmines due to short lifespans, Merino wool is expected to be increasingly appreciated by discerning consumers. In addition, despite the entry of other natural fibres such as cotton and silk into performance and sustainability sectors, the anti-odour benefits of Merino wool will continue to give it a heads up in several applications.

In the short to medium term, wool price growth is expected to also be somewhat dampened by the supply of wool exceeding demand until global stocks are cleared.



Ben Stace

Wool Trading Manager

M 0409 672 315

# Welcome To Your New Wool Client Portal

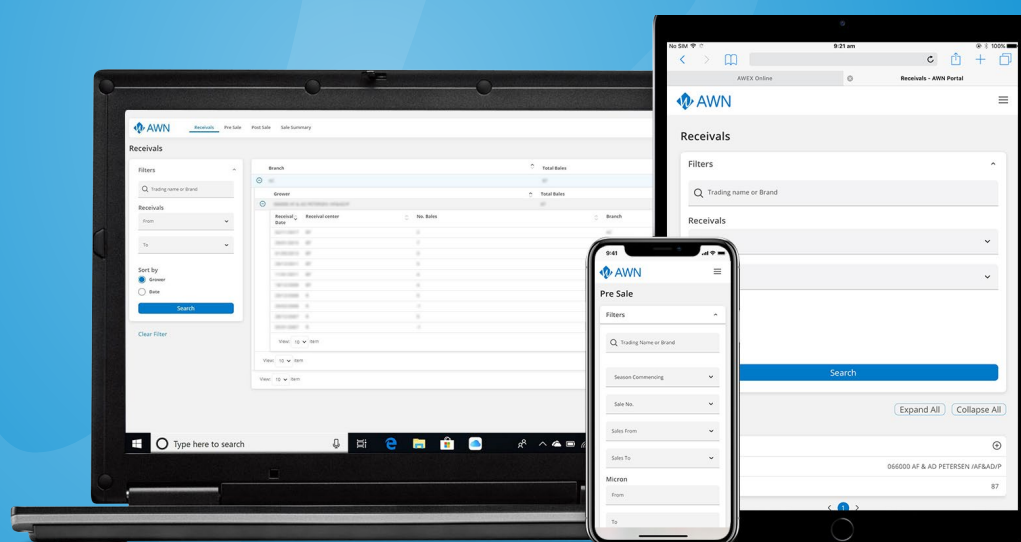
**Mobile optimised** - Easily access all of your wool information on the go through your smartphone or tablet.

**Information readily available** - All of your Receivables, Pre Sale advice, Post Sale, and Sale Summary results are available at your fingertips.

**Sale Summary** - Access to your Sale Summary Report after the sale.



Scan the QR code to login to your Client Portal



# Regional reports

## Queensland

The rain influence during the Easter weekend brought substantial falls to many areas of Queensland. It covered a vast area extending from the North West of Queensland, well into parts of New South Wales. Drought-affected properties received their first decent rainfalls, breaking a long dry period, with others benefiting from the follow-up rain.

Central regions North of Longreach are still patchy with drought evident on and off towards Winton. The situation improves further North to Hughenden where consecutive falls were experienced. At present, some of the driest areas are South West of Winton.

The Maranoa and Warrego areas, Roma, Mitchell, Charleville, Quilpie and south to Cunnamulla are experiencing a favourable season.

Going East to Bollon, there were some light patches, but St George, Dirranbandi, Goondiwindi, Tara and Moonie have all now received reasonably good falls which will carry them through to next summer.

## Northern NSW

The New England North West and the Upper Hunter are experiencing one of the best seasons on record. This has been aided by the reduced number of livestock as most producers are only breeding up their stock numbers rather than purchasing sheep and cattle to build their numbers. Most sheep and cattle producers in this area only have about half their normal stock numbers. With the season being so good, we expect to see more sound wool produced and with better yields than we have seen in the past few seasons. Despite this, most of the clip grown in this region will carry quite a high percentage of vegetable matter and we will be suggesting removing the necks and heavier VM from the main portion of the fleece at shearing.

Wool prices have been steadily rising since the lows of last spring with finer wool prices, especially 17 micron and finer, are at higher levels than March 2020.

## Central and Western NSW

The autumn months brought some much-needed rain with a large proportion of the Central and Western regions of NSW recording falls. The rainfall bolstered buyer and seller confidence, with cattle and sheep prices remaining relatively stable over the last few months.

Sheep numbers are on the incline as many producers are looking to restock and rebuild numbers which were reduced during the drought. The strong prices for sheep, lamb and mutton have continued well into 2021, driven by producers and processors bidding over the short supply. Despite the rise in sheep numbers, Australia has a while to go, with the lowest sheep numbers in more than 100 years recently recorded. Cattle numbers are also on the rise, rebuilding from a 25-year low with weaners and female stock being highly sought.

In the wools delivered over the last few months, we have seen a higher percentage of vegetable matter and water damage due

## Victoria

It is fantastic to see the positivity in the wool market from where we were 12 months ago to where we are now. The turnaround has been magnificent and has been good for the growers who have been able to hold on as they are now attracting a premium compared to a year ago.

China is extremely positive which is great to see. COVID is still a major issue around the world but to the industry's credit we have been able to work through this for the past 12 months and continue to market our product around the world.

Seasonal conditions are also good. South of the divide is extremely good. They have been having an unbelievable season but are looking for rain as we speak. Wool cuts are up, and microns are a little broader, however the extra weights are making up for that. North of the divide it is getting dry and there have been a number of frosts. They are needing rain however, overall the picture is quite positive.

Our staff have had a tough 12 months with COVID and the restrictions that it placed on us all, however everyone has come out the other side and it is a credit to our staff how they have been able to continue to service clients and attract new business.

The Downs, Warwick, Millmerran and Stanthorpe were all covered with 100mm to 150mm around the period leading up to and including Easter. Most of Queensland can now look forward to a better-than-average winter.

### Greg Hunt

Wool & Sheep Specialist  
M 0429 129 072

### Stephen Maunder

Agent  
M 0429 460 469

### Warren Zernike

Wool Technical Manager  
M 0407 169 698

Some regions have been receiving heavier falls of rain recently with the Armidale water supply only filling up in March this year. It is a similar case with on-farm dams and, in the North of the state, some areas only received their first decent falls of rain in December. Since then they have experienced flooding which has been a difficult time for them.

Like a lot of places in New South Wales, our region has had mice problems with the most mice seen in this area for many years. The heavy rain did not get rid of them so we are hoping the frosts will do a better job of getting rid of them.

### Harold Manttan

Regional Manager - NSW/QLD  
M 0418 253 976

to the rainfall, however wools are still yielding relatively well.

Mice have plagued Central and Western NSW for months, with numbers in some localities starting to dwindle following significant rainfall and a cold snap however not before causing considerable damage to hay sheds, grain bags and stubble paddocks. Producers planting winter crops have or will spread mouse bait alongside fertiliser and seed to assist with reducing numbers in the paddock prior to seed germination.

At the time of writing this report, many growers are looking for some autumn rainfall to boost the winter cropping and pasture season throughout the district.

### Ally Colwell

Wool & Sheep Specialist  
M 0438 093 759

People are really putting their trust in their AWN representatives which is making relationships even stronger.

We are looking forward to new contracts becoming available in the non-mulesed and ceased mulesed programs for the new season. We are hopeful these will be available shortly for growers looking to lock in.

Lamb and mutton prices have been extremely positive and, as a result of this, some clients have been able to hold onto their wool while waiting for the market to rise to where it is now. It is also great to see older sheep moving on and receiving fantastic prices which is another bonus for our clients and allowing them to buy in more sheep to trade or replenish younger breeding stock.

Another special thank you to all our valued clients who continue to support AWN in its national growth and we look forward to the coming season.

### Kelvin Shelley

State Manager – VIC  
M 0427 055 622

# Regional reports

## Tasmanian

Tasmania has experienced the rare occurrence of a second consecutive favourable autumn. However, after the good start to 2021, many producers are now desperately in need of another rain to finish off this current autumn going into winter. Regardless of this, all stock are in excellent condition.

Woolgrowers have just commenced their annual “pre-lamb” shearing which is now the peak of the Tasmanian shearing season starting from the end of April and continuing for the next three months. Wool cuts are up as indicated by the sheep being currently shorn and reflective of the good growing conditions experienced over the past 14 months. Whilst micron diameter is expected to increase on average year-on-year, so too is staple length. Tensile strength appears reasonably good at this stage with only a small amount of tender wool coming through, mainly from, but not excluded to, hoggets.

Yields will be up as a result of the extra length. Vegetable matter will remain relatively low, typical of the state’s production in this regard over many years. All of this will result in a quality wool clip exhibiting good colour and bloom, albeit a little stronger than in the past few years, but probably reflective of the true micron of the sheep.

Whilst it has been the general intention of many producers to focus on rebuilding numbers by holding back an additional age group of ewes, this may now be tempered by the current dry end to the autumn and strong mutton prices.

### Brett Cox

Regional Manager – Launceston

M 0499 772 517

## South Australia

Overall, the state has fared much better seasonally, with rain to our pastoral regions during the past 12 months. The five-year drought cycle is breaking and brings hope and some confidence to pastoralists. This is very important for Chris Chatten in Broken Hill and many of my own pastoral clients.

It has been pleasing to see the yield improvements in recent shearings compared to last season. Considering the pandemic effects on the world, the wool market is in reasonable shape, and the premiums for fine wools have been considerable. Given the national clip average is 19 micron, the 16.5 MPG sits 674 cents higher at the time of writing. With Chinese mills and consumers

keenly seeking our wools, the rate of increased buying in Europe, India, and America will keep pace with vaccination programs, and reaching population immunity levels.

Hard-working shearing contractors and teams are keeping at it to pick up the backlog in a season like no other, as the market moves beyond last year’s levels in prices and bales sold. Sold bales go into congested international shipping and container routes, as the world works hard at getting going again. The prospect of international travel is on people’s minds with today’s reality of sudden changes at the forefront.

### Rod Miller

State Manager – SA

M 0428 256 495

## Western Australia

The Northern area of Western Australia had good summer rains which put water into dams and got pasture going. The recent cyclone, however, has left a trail of destruction with sheds and fences severely damaged. With cropping underway this has meant the sheep are going as they can’t be contained. Muchea yarding increased from 6,000 to 20,000 after the storm went through. The storm did bring good follow-up rain throughout the state and most farmers are now into seeding programs. More acres are going to cropping programs this year due to the current pricing levels for grains.

The Great Southern and South of the state missed out on most of the summer rains and this has meant some sheep have been sold off due to lack of water and feed, but with the money on offer from the East it has meant good returns for growers. More than 2.5 million sheep have gone over the border in the last 15 months with more than half being breeding ewes. This will

have a big impact on wool volumes in the coming 12 months although cut per head is extremely good at the moment. Current ewe scanning would indicate an above average lambing this year if the feed hangs on.

Most fine wool growers have been selling held stocks recently, however the mid and broader growers are still holding for another lift in the market. With the market very flat and another wool clip on the way, there is some increased appetite to sell.

### Greg Tilbrook

Wool Manager

M 0407 303 721

# Why you must complete the National Wool Declaration correctly

Buyers use the information supplied on the National Wool Declaration (NWD) to make purchasing decisions. Non-compliant or incorrectly filled out NWD's may impact on the sale of your wool.

## THE NWD IS THE RESPONSIBILITY OF THE OWNER OR MANAGER – NO ONE ELSE.

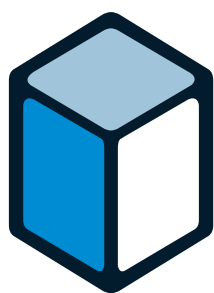
- ◆ It must be filled in correctly.
- ◆ It must be signed by the Owner or the Manager – **no one else.**
- ◆ It must be completed using a pen with neat, **legible writing.**
- ◆ Do not send a photo of your completed form (eg. in a JPG or PNG format).
- ◆ It **must be scanned and emailed** as a PDF to your AWN Wool Specialist.

To **SCAN** using your smart phone we suggest using an app such as **CAMSCANNER.**

## WHERE DO MOST ERRORS OCCUR?

Dot points below are the most common errors to occur when completing the National Wool Declaration;

- ◆ Box not ticked for the questions  
**"Have any lambs born on this property been mulesed in the last 12 months?"**  
**"Have any mulesed (or AA) ewes or wethers been purchased?"**  
**This must be completed.**
- ◆ Mob Breaks have been incorrectly allocated.
- ◆ Owner or Manager has not signed the form.
- ◆ Property Identification number not provided.



# WoolClip

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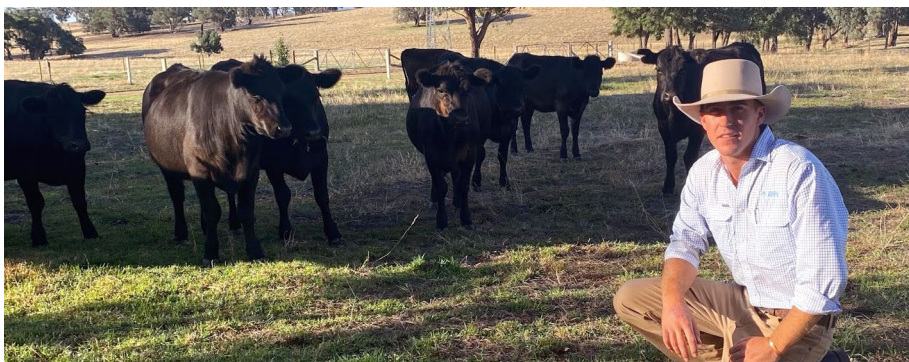
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### AWN

Gate 2, 14 Dennistoun Avenue  
(PO Box 266), Guildford NSW 2161

P (02) 9912 6222 F (02) 9632 8750

[awn.net](http://awn.net)

### Dyson Jones

PO Box 1119 Bibra Lake WA 6965  
Howson Way Bibra Lake WA 6163

P (08) 9434 1699 F (08) 9434 1604

[dysonjones.com.au](http://dysonjones.com.au)

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