



A.C.N 002 591 737

Australian Mohair Marketing Organisation Ltd

A2018 NEWSLETTER

MARKET COMMENT A2018

Our first auction for 2018 was characterised by very spirited bidding and very buoyant prices reflecting mohair prices internationally. 28138 kgs were offered with a 98% clearance at auction and a subsequent 100% clearance of pooled lines. The sale average price of \$24.52/kg rose by a remarkable \$7.85/kg compared to the last Auction held in November 2017 and was the highest sale average since December 2015 where the average price was \$20.53/kg. This is an **Australian record sale average!!!**

The top price was for Lot 1 BSFFK 23.9 micron, purchased by New England Wools for \$42.50/kg. The best Young Goat price was \$32.05/kg and the best adult price was \$27.80/kg. The market continues to be driven by strong underlying demand and lower domestic and international production levels. Buyers at the auction had many favourable comments on the offering, stating that they were impressed by the uniformity of length and style of lines offered. From this we can deduce that changes to our classing recently introduced have been well received.

Buyer Totals

Craig Clancy, Manager

Buyers	lots	bales
AMT	21	65
Suedwolle	11	49
Stucken	10	34
New England Wools	3	4

OPENING HOURS

Please note Narrandera Warehouse is open

Mon, Thurs, & Fri: 8.30am - 4pm

And the office on Tues & Wed :9am - 4pm

NB: Office staff cannot unload bales!

Open at other times by prior arrangement only

STOP PRESS

- AMMO will continue to be open for your business!
- AMMO will continue to provide you with personal service concerning your Mohair!
- AMMO will continue to work on new innovative ideas to secure the future of the Australian Mohair Industry
- AMMO will continue to support the Mohair Industry!
- AMMO values your role to support Mohair production in Australia.
- AMMO needs your Mohair!!
- Talk to our friendly team today about your next mohair clip!



DATES FOR YOUR DIARY

B2018 Sale Season closes 12 Oct 2018 with the sale to be held on 23rd November.

24th November AMMO AGM in Narrandera

October 2018 - Classing school in Narrandera.

Dec 20th to Jan 7th, 2019 Warehouse closed

MARKET REPORT A2018

155 Bales in 46 Lots

LOT No	DESC	PRICE c/kg	MEAN DIAM	YIELD %	NETT KGS	BALES
1	BSFFK	4250	23.9		140	1
2	AFFK	4230	25.2		133	1
3	BFFK	3860	24.8	80.8	347	2
4	CFFK	3600	23.4	84.2	274	2
5	CFFK	3710	25.2		117	1
6	BFK	3680	26.5	80.6	171	1
7	FKID2	3220	24.3	75.3	453	3
8	CFK	3430	25.6	82.3	372	2
9	DFK	3000	24.5	84.5	651	4
10	EFK	2280	24.1		106	1
11	BKID	3405	27.4	78.4	126	1
12	FKIDV	2050	24.5	78.2	686	4
13	BFFYG	3205	28.5		108	1
14	AFYG	2890	29.8	77.4	131	1
15	BFYG	2780	30.3	80.6	403	2
16	CFFYG	3055	28.0	82.3	397	2
17	CFYG	2820	29.3	80.1	1371	7
18	FYG2	2550	27.9	79.7	186	1
19	DYG	2490	29.1	81.1	1529	8
20	EYG	1900	27.2		126	1
21	FYGV	2400	28.9	78.8	599	3
22	YGVV	880	27.8	74.9	152	1
23	BFFH	2650	32.3	80.9	879	5
24	BFFH	2660	32.5	78.6	187	1
25	FFH2	2600	31.3	81.9	316	2
26	CFFH	2780	31.0	81.7	2053	10
27	CFFH	2680	32.0	81.7	1579	8
28	DFFH	2650	31.2	81.3	1960	10
29	DFFH	2650	31.7	81.4	1276	7
30	EFFH	1750	30.1	81.5	497	3
31	BFH	2400	34.1	85.1	211	1
32	CFH	2400	34.5	82.5	1590	9

MARKET REPORT A2018

LOT No	DESC	PRICE c/kg	MEAN DIAM	YIELD %	NETT KGS	BALES
33	FHK	1900	34.3	87.9	134	1
34	CFHK	1900	32.7	82.6	518	3
35	FHV	2240	31.9	76.5	789	4
36	BH	2030	36.6	82.3	154	1
37	FCOT	2910	26.1	83.1	561	3
38	SCOT	2700	30.0	80.9	2016	11
39	COT	2470	29.4		188	1
40	COTV	1210	26.8	78.0	290	2
41	FSTN	2360	26.9	82.0	309	2
42	STN	2300	31.5	82.6	1187	6
43	LOX	660	30.8	71.5	922	5
44	STNV	660	28.5	72.0	627	3
45	DSTN	450	29.2	80.5	801	4
46	DLOX	200	28.3	72.4	516	3
	TOTAL				28138	155

Weaving Type Fibre Report

Classing of the 5000kgs of weaving type fibre was completed on Saturday evening 16th June, at 10pm after three long days. Generally GT reported the fibre submitted was well prepared and he was pleased with the overall result. Producers still need to pay attention to the minimum length required (120mm) and more attention to skirting of weaving type fleeces is required. Prices are generally contractual and are as follows for this sale:-

BSFFK23	5800		BSYG30	2780	We would like to apologise for the delay in getting payments to clients but our overseas buyers prefer to send one payment only for all fibre purchased including weaving type fibre. We feel that the result is worth the wait. If you would like to know more about weaving type mohair please contact the office.
BSFFK 24	5800		BSYG31	2600	
BSFFK25	5800		BYG32	2650	
BSFK26	3680		BYG33	2400	
BSFK27	3405		KN23	3500	
BSK28	3205		KN25	3000	
BSFYG29	2890		KN27	2500	



Visitors from across The Ditch!

In March 2018 AMMO was part of the itinerary for a group of New Zealand mohair producers on a fact finding mission in Australia. Craig and Cheryl were delighted to host these producers and show them around the warehouse explaining our methods and practices as well as discussing the differences between the marketing systems of our two countries.



Mohair Producer and marketer, GT Ferreira was recently in Japan, promoting Australian mohair to the Japanese market at an Australian Trade Commission event in Osaka.



Sydney Royal 2018

Left—RAS state final Young Judges Winners

Right—Sarah Morris assessing animals

Congratulations to these wonderful young people and their mentors. Hopefully some will go on to a future in the industry.

Classing School

AMMO Ltd will present a marvellous opportunity for a limited number of producers to be schooled in proper preparation of their mohair clip. A highly knowledgeable and experienced classer will assist us to present this informative, not to be missed training. We are still in negotiations as to timing but we are hoping to hold this 2 day school in October 2018 here in Narrandera and will provide hands on training and assessment on a one to one basis and we encourage all producers to express an interest in attending by phoning or emailing the office ASAP. Again—it will be a limited opportunity for a maximum of 20 participants so get in early to reserve your place.

‘Through the door’ purchases

In 2018 AMMO will instigate a process whereby smaller producers may choose to have clips up to 50kg purchased on delivery to the AMMO warehouse. This will help us with our accounting process and will give these producers the opportunity to get payment for their mohair sooner. Purchase prices will be advised on delivery, and this pre-purchase will be an option only, not mandatory so there will always be an option to wait until the pool is sold. We see this as a benefit to both AMMO to ease the burden of the number of sales to be processed after an auction, and to assist smaller producers who may not wish to wait for their sale proceeds until the next AMMO pool.

Classing and Preparation

The quality and degree of preparation of your clip on form can significantly impact on the time taken to process fibre through the warehouse and this will be reflected in the charges applied. The standard of preparation for this first season of 2018 varied considerably right across the scale. It has become apparent that the possibility of being able to train the majority of producers to class to a professional level may not be achievable. However, that will not deter AMMO from continuing to work together with producers to encourage the very best level of farm preparation by the majority of producers. Whilst it is not practical to have all mohair classed in farms across Australia done in the shed to a professional level correct skirting would significantly reduce preparation time and costs. Correct skirting means the removal of all light and heavy stained fibres such as urine stain, pen stain and grass or chemical stained fleece. Clumpy vegetable matter and cotted portions of a fleece should also be removed and consigned separately provided the fibre can still be handled and opened up. This simple measure which requires no particular expertise will be an advantage to both growers and AMMO.

APMC—Australia Premier Mohair Company

AMMO directors continue to give their full support to the formation of the Australian Premier Mohair Company and would like to see this organisation up and running in the near future. We believe that this company has a role to stabilise the industry and secure a viable future for mohair production and encourage producer confidence in the Australian mohair industry. Contact Lynne Carter or Brett Grant for more information about the APMC.

MEMBERSHIPS

Have you paid your membership? Membership invoices are included with this email or mail out. Please contact the office if you don't have yours. Payment is due before 30th July each year and can be deducted if you have fibre in the this sale only.

AT AMMO we are striving to do our very best for mohair producers in Australia and to take Australian mohair onto the world stage as the greener, cleaner, better prepared option to other sources, but WE NEED YOUR HELP! It will begin with better on-farm preparation and we must strive for this every day but especially during shearing.

FOR SALE

Angora herd, 12 does and 7 wethers various ages. 12 months fleece,
Selling due to relocating.

Selling as herd of 19 goats \$1520.00
i.e. \$80.00 each

Located west of Dubbo.
mobile: 0405235411 or
email: pamelame@bigpond.com

16 May 2017

FOR SALE

40 Angora Does for sale \$100 each
2 years old, unjoined, shorn 14.4.18

Formerly Iluska Angora Stud established 1976,
ending an era due to ill health and retirement.

Ph 02 63 77 5222
A & S Klepper

29 May 2018

LYNNDON GROVE ANGORA GOAT STUD and AMARULA ANGORA GOAT STUD (PURE AFRICAN)
MOONTA SOUTH AUSTRALIA

“Quality Weaving Animals producing Quality Weaving Type Mohair”

“Lifetime of breeding practice using Advanced Genetics”

ON FARM INSPECTIONS WELCOME

DOES AND BUCKS FOR SALE ANNUALLY

CONTACT:

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ANDREW GOSSIP

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ANNUAL GENERAL MEETING

The AGM is to be held in Narrandera on 24th November 2018. In Late August we will call for nominations for the position of Director of the company. Directors are not paid, but are entitled to travel and other expenses to attend meetings. A Director must be a current member and be nominated by another current member of AMMO. They must have the proper nomination form signed by themselves and the nominator which must arrive at the office by the given date. Please take some time to consider being a part of the team that administers AMMO and be involved in the decisions for the future direction of the Company that you own as mohair producers and AMMO members.

The Directors of AMMO would like to thank those members who attend meetings, vote and return RSVP's and flock surveys for their interest in the business that is AMMO Ltd.

Please Note: Although advertising in this newsletter is free, advertisements will only be run for two issues unless we are advised in writing prior to publishing.

**Australian Mohair Marketing
Organisation Ltd**
68 River Street
NARRANDERA NSW 2700

Please ensure that your fibre is prepared to the best of your ability. We are always available for advice

—even after hours on **0474911155**

Be sure to consign your mohair to us as soon as possible after preparation is completed.

Email, Fax or post Specification **before** consigning

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