



A.C.N. 002 591 737

Australian Mohair Marketing Organisation Ltd

A2022 NEWSLETTER

MARKET COMMENT

Mohair Auction Held in Narrandera 22nd April 2022

The AMMO auction held today Friday 22nd April saw the beginning of a new era, with RMS mohair being offered for sale for the first time in Australia. It was an excellent result for Australian producers and the broader Industry.

Continuing strong demand and low international supply meant there has never been a better incentive for current producers to increase their production. As well as a fantastic opportunity for new producers to enter the market.

Today's auction was characterised by very strong competition from all buying houses, with a 100% total clearance. The price summary is presented in the table below:

Lines	Total kg sold	Ave \$/kg
Non RMS	13223.0	\$ 35.93
RMS	3963.0	\$ 43.65
Total	17186.0	\$ 37.71

RMS lines of mohair were especially sought after, with an overall average price premium of over 11% above the corresponding NON-RMS lines of fibre, when comparing similar lines.

Analyzing commercial sales data can be somewhat personal in the application of statistical methods. We encourage individual recipients of this report to conduct their own analysis that best suits their enterprise. The detailed sales report is included so that this analysis can be performed at enterprise level.

THE TOP AUCTION PRICE FOR EACH REPRESENTATIVE CATEGORY ARE LISTED BELOW.

Price quoted are in cents per kilogram greasy.

Fine Kid: CFKID 25-micron 6300 C/kg

KID: CKID 26.7-micron 6020 C/Kg

FYG: CSFYG 28.2-micron 5500 C/Kg.

FFH: CFFH 30.7-micron 4600C/Kg.

FH: CFH 33.4-micron 3140 C/Kg

Full market report attached.

Craig Clancy

Warehouse Manager

Grant Forsdick

Chairman AMMO

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Australian Mohair Marketing
Preliminary Auction Report

Sale Date 22 APRIL 2022
Sale Season A2022

43 Lots in 102 Bales

LOT No	DESC	PRICE c/kg	MEAN DIAM	YIELD %	NETT KGS	BALES
1	CFK	6300	25.0	81.6	201.0	1
2	DFK	5870	25.8	83.2	591.0	3
3	EFK	2590	23.9	82.0	153.0	1
4	CK	5700	27.3	82.5	299.0	2
5	CFKSDY	4800	25.0	75.3	307.0	2
6	CSFFYG	4600	30.2	84.1	175.0	1
7	CFYG	4700	29.7	80.9	676.0	4
8	DSYG	4800	30.4	82.5	196.0	1
9	DYG	4760	28.7	80.8	1572.0	9
10	EYG	2600	27.7	80.6	330.0	2
11	CFYGSDY	3010	28.4	74.4	590.0	3
12	CFFH	3770	31.4	83.3	617.0	3
13	DSFFH	3910	31.2	0.0	119.0	1
14	DFFH	3620	31.8	82.3	1286.0	7
15	DFFH	3700	30.3	81.3	1220.0	7
16	EFFH	2100	30.4	83.6	296.0	2
17	CFH	3140	33.4	81.3	545.0	3
18	DFH	3020	33.4	82.2	540.0	3
19	CXFH	2300	30.0	83.4	534.0	3
20	CFHSDY	2800	31.7	74.7	660.0	4
21	SCOT	3600	30.6	83.4	488.0	3
22	FSTN	4500	28.2	0.0	120.0	1
23	STN	3440	31.1	81.4	659.0	4
24	DSTN	1150	29.5	77.1	311.0	2
25	LOX	510	31.3	77.2	465.0	3
26	DLOX	410	28.9	79.7	160.0	1
27	STNSDY	1095	29.1	66.7	113.0	1
28	DFK	6000	25.6	79.0	233.0	2
29	EFK	3200	25	0.0	124.0	1
30	CK	6020	26.7	81.9	200.0	1
31	CFKSDY	5600	26.5	0.0	104.0	1
32	CSFYG	5500	28.2	81.4	399.0	2
33	DYG	5200	27.8	79.5	518.0	3
34	EYG	2670	27.1	77.7	139.0	1
35	CFYGSDY	4030	27.8	71.8	121.0	1
36	CFFH	4600	30.7	82.5	287.0	2
37	DFFH	4590	29.2	79.8	602.0	3
38	CFHSDY	3460	31.4	80.7	118.0	1
39	SCOT	4140	29.4	79.4	302.0	2

Please Note: Prices quoted in this report are those achieved at auction and may vary slightly from actual final payments to producers

Australian Mohair Marketing
Preliminary Auction Report

Sale Date 22 APRIL 2022
Sale Season A2022

LOT No	DESC	PRICE c/kg	MEAN DIAM	YIELD %	NETT KGS	BALES
40	FSTN	4970	27.3	80	173.0	1
41	STN	3500	29.9	82.2	320.0	2
42	DSTN	1090	28.5	79.4	151.0	1
43	DLOX	480	29.6	73.6	172.0	1
	TOTAL				17186.0	102
		Grower lots		Sale Avg		SOLD
		NIL		\$37.71		100%

RMS LOTS 28- 43



AMMO would like to Welcome all our new producers/members that have joined the industry recently.

FYI

- * We have published in this newsletter an updated list of prices charged by carrier for freight costs.
- * AMMO pay the freight on incoming consignments that are on the list, however there are some agents/receival centres that require an upfront payment. The freight costs incurred to AMMO on behalf of the producer are deducted from the producer's sale proceeds.
- * There is also a Compulsory Fibre Levy that is deducted on behalf of the Producer and paid to the Department of Agriculture, Water and The Environment. (DAWE)

PROPOSED SELLING SEASONS

SEASON

CLOSE OF RECEIVALS

SALE DATE

B2022

29th JULY 2022

25th NOVEMBER 2022

Please Note: Prices quoted in this report are those achieved at auction and may vary slightly from actual final payments to producers

Chairpersons Report

Dear Producers,

AMMO has made some significant progress this year. There are a few points worth mentioning:

A2022 Sale: We have conducted the first sale which included Australian produced RMS certified mohair. The sale results speak for themselves, with significant price premiums being paid for RMS certified mohair.

We encourage producers to consider the commercial opportunities related to Responsible Mohair Standards (RMS) certification. Our market intelligence indicates that the demand for RMS certified mohair will increase.

Strategy development: The board is well into the process of developing a 5 year strategy and hope to have a comprehensive strategy to present at the AGM.

Ivan Smith presented an international perspective on the future for mohair brands to the board at the strategy workshop prior to the last sale. Ivan is a director of Mohair South Africa and Managing Director of Sudwolle. This provided excellent insight into the opportunities for Australian Mohair.

We have completed two of three strategy workshops and will have some further work to complete over the next few months to pull it all together.

Setting future sale dates: After consultation with buyers, and assessing the most appropriate timing for local production, the board has agreed to set annual sale dates as follows:

A Sale annually on the last Friday in May – 26 May 2023 (A2023)

B Sale annually on the last Friday in November - 25 November 2022 (B2022)

It is hoped that this long term commitment will allow both producers and buyers to plan ahead.

Narrandera Operations: Craig and Michelle have done a great job in cleaning up the offices and warehouse. A new computer has been installed for Michelle, with her old computer being setup for Craig, so please contact him directly craig@ausmohair.com.au

There are plans for further housekeeping improvements and the rear gutter to the warehouse is due for replacement.

There are a number of initiatives underway which the board considers should provide a positive future for the industry. It is premature for me to list these until such time as the strategy has been finalized.

The board is in discussion with Mohair Australia regarding a date and program for the AGM.

There is a lot on the go at present, and I plan to keep members and producers informed on the progress on the key challenges for AMMO.

Yours sincerely



Grant Forsdick

News from the Director's

Biggest Mohair Cheque to Date for the Gorrie's at Spring Range

As our own farm enterprise has turned up the production, I decided to join the board of AMMO. Since joining the board it has given me more insight into the operations and how critically low the total Australian mohair volumes are.

I have enjoyed attending the sales and getting more involved with the staff (Craig, Michelle) and the other board members. I would like to congratulate AMMO for embracing Responsible Mohair Standard (RMS), which required the development of an internal process to ensure traceability, and then offering these lines separately at the last sale. In all the years we have been selling mohair we had our biggest payment to date from the last sale which was over \$40,000.00 net (cost of sales taken out). Total volume and RMS were a factor. Another important point for us was the speed at which we received payment. The AMMO Mohair Sale was held on the 22 April 2022, and we were paid in full on the 25 May 2022.

All RMS bales on offer included a list of the contents, their source producer and the weight contributed by each producer. What made it even more satisfying for me was that I had sheared all the animals myself!!!

It was a ripper of a sale. Although I remind myself that really good mohair is not easy to produce, and we need to receive good prices to continue our efforts to improve. This sale has proved that this is possible

I also think we have a real job at hand in lifting production and developing existing and (please) some new commercial growers in Australia. Angoras do require a bit more care and they are also susceptible to intestinal worm infection. Not dissimilar to sheep under the current weather conditions. The recent weather has forced us all to lift our game in better management of animal health related to intestinal worms. The current commercial returns make that journey worthwhile

I recently attended an AWI Webinar on Barbers Pole Worm (BPW) from Sheep Connect NSW because merino breeders are also being having problems in the area. "Following the drought, barber's pole worm (PBW) has come out swinging on many properties, and the recent wet and warm conditions have let to a longer than usual BPW season, catching some woolgrowers out. This hasn't been helped by drought, restocking and trading which has seen sheep moving into different regions bringing drench resistant worms in new areas." Speakers included Dr Brown Besier, Dr Matt Playford and Ben Foster.

Nick Gorrie

AMMO Director

Bellow are a couple of photos from the AMMO shed before the A2022 sale courtesy of Nick Gorrie.



News from the Board continued

The first Mohair sale in Australia for 2022, held at AMMO which featured the first mohair lots that met Responsible Mohair Standards. It was pleasing to see that the average price paid for RMS certified mohair was over 11% more than the average for non-RMS lines.

The floor price average for non-RMS certified mohair was \$35.93 100% of the mohair offering was sold on the day!!

The overseas mohair market has been steadily climbing in value with South Africa Mohair producer's undertaken certification of RMS of which has had an impact on all mohair sold in that country along with our sales here in Australia. It is pleasing to be a part of the Australian mohair industry right now. Our Australian Mohair industry is following in the footsteps of other natural fibre industries under the International Textile Exchange Standards

For us, at Lynndon Grove at Moonta in South Australia we have taken on board the full certification of RMS and the potential rewards it's offering us. We participated in a weaving group certification process. We believe that this takes our production process to the next level. We began working with the weaving project in 2012 and have been extremely satisfied with progress along the journey to date. RMS certification is just another step along the journey of improvement.

We have our management plans in place for all age groups and our kid fibre is our top priority. We aim to produce the best workable fibre that we can produce. We are producing consistently each year with our focus being our best kid fibre of purity, length, Kemp free, lustrous mohair. Our achievements to date are, rewarding on a personal and commercial basis. Our microns range of under 25 averages of 22.3 overall of our first shearing. Our overall herd microns are averaging of 28.9 from young goats to our adults

We have learnt a lot about the value adding process of mohair and how our preparation and presentation of the raw mohair can impact on later processes.

How we shear our own kids though to young goats allows us to carefully class our mohair to the premium level that is presented for the final quality assurance classing at AMMO.

I pride myself on my ability to class our Kid mohair to the highest standard for the international market

Our herd genetics play a major role in the type of fibre that we produce from our property. Our selection process of does and keeper bucks, that we retain, are our focus on producing the best mohair possible for the international market in all mohair type lines from kid to adult.

It's an important for us to breed a robust animal that has the do-ability, the body type and mohair qualities

The increased commercial benefits that we have experienced from the early days of producing and presenting floor mohair through our journey of improvement with the weaving group and finally achieving RMS certification has paid for the extra effort two fold. Our choice to have undertaken the challenge to be better breeders of Angora goats producing premium quality mohair has rewarded us both personally and commercially for doing so.

Our management systems have remained the same even if we hadn't taken on the Weaving and Certification of RMS it has made us more self aware of what the marketplace for our mohair is demanding of producers and the future of the mohair industry globally.

Lynne Carter

AMMO Director

Lynndon Grove Angora Stud





Market Report

Catalogue: 202207

Euro Rate:	16.44
Dollar Rate:	15.35

The last sale of the 2022 summer season took place in Port Elizabeth on 7 June 2022, with 127 139 kg on offer of which 86% was sold.

The offering consisted of mixed quality with good quality individual clips. The SA currency again traded stronger than the previous sale, which put pressure on the mohair market. The average market indicator decreased by 2% (unchanged in dollar terms) from the previous sale, to close on R404.50 p/kg.

A highest price of R880 p/kg was paid for a bale 22.5 mikron super style kid mohair.

The average mohair price for the entire 2022 summer season is R420.10 p/kg, which is 11% more than the average mohair price for the 2021 summer season.

It was clear that the RMS-certified mohair was the most sought after mohair fiber during the season, with buying houses competing actively for this segment of the market.

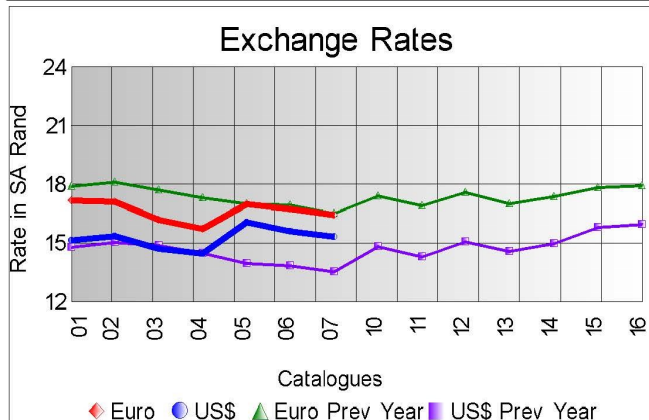
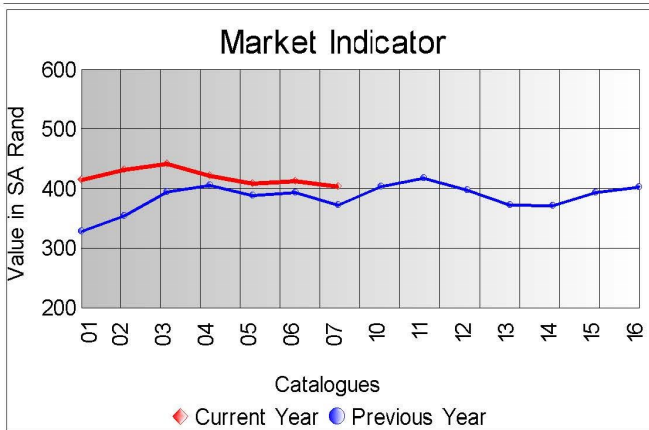
Compared to the previous sale, prices were as follows:

Kids	Down 1%
Young Goats	Down 4%
Fine Adults	Down 4%
Strong Adults	Down 3%
Average	Down 2%

The first sale of the 2022 winter season will take place on 16 August 2022.

Description	Mass			Market Indicator		
	Offered	Sold	% Sold	Current	Previous	Last Year
Kids						
Summer	12,338.6	12,160.6	98.56	696.86	707.69	727.78
Winter						455.00
Young Goats						
Summer	27,818.1	26,796.1	96.33	451.67	507.70	497.18
Winter						
Adults						
Fine	25,964.1	21,737.1	83.72	365.97	381.08	361.40
Strong	18,519.1	10,626.8	57.38	328.23	339.98	298.56
Total	127,139.1	109,049.0	85.77	404.50	413.87	373.50

The grand total includes Seady/Stain & Locks not represented in this report



Description	Sold			Offered	
	Bales	Nett Mass	Value	Avg. Price	Nett Mass
Kids					
Long (A/B) Summer	63	6,854.6	5,033,811.01	734.37	65
Long (A/B) Winter					7,032.6
Medium (C) Summer	31	3,523.7	2,474,906.52	702.36	31
Medium (C) Winter					3,523.7
Short (D) Summer	11	1,000.8	669,181.38	668.65	11
Short (D) Winter					1,000.8
Washing (E) Summer	7	781.5	192,567.50	246.41	7
Washing (E) Winter					781.5
Seady/Stain and Locks	50	5,554.8	1,947,674.74	350.63	62
Summer Total	112	12,160.6	8,370,466.41	688.33	114
Winter Total					12,338.6

Description	Sold			Offered	
	Bales	Nett Mass	Value	Avg. Price	Nett Mass
Young Goats					
Long (A/B) Summer	87	10,463.9	5,069,688.23	484.49	90
Long (A/B) Winter					10,917.9
Medium (C) Summer	112	13,011.0	5,681,555.13	436.67	115
Medium (C) Winter					13,293.0
Short (D) Summer	18	1,964.5	949,900.24	483.53	18
Short (D) Winter					1,964.5
Washing (E) Summer	11	1,356.7	216,779.50	159.78	13
Washing (E) Winter					1,642.7
Seady/Stain and Locks	66	8,109.8	1,801,492.84	222.14	68
Summer Total	228	26,796.1	11,917,923.10	444.76	236
Winter Total					27,818.1

Description	Sold			Offered	
	Bales	Nett Mass	Value	Avg. Price	Nett Mass
Adults					
Long (A/B) Fine	58	7,361.2	2,762,788.14	375.32	65
Long (A/B) Strong	35	4,490.3	1,514,695.29	337.33	54
Medium (C) Fine	92	11,817.1	4,311,174.99	364.83	117
Medium (C) Strong	38	4,921.5	1,625,860.47	330.36	78
Short (D) Fine	13	1,348.3	450,750.96	334.31	17
Short (D) Strong	10	1,215.0	377,137.10	310.40	10
Washing (E) Fine	10	1,210.5	164,583.00	135.96	10
Washing (E) Strong					1
Seady/Stain and Locks	199	24,063.8	4,777,761.33	198.55	231
Fine Total	173	21,737.1	7,689,297.09	353.74	209
Strong Total	83	10,626.8	3,517,692.86	331.02	143

Clean Market Indicator			
Kids	779.05	Strong Adults	369.21
Young Goats	509.21	Average	0.00
Fine Adults	412.64		

Buyers Analysis		
	Bales	Bales
Suedwolle Group	82	Mosenthals Wool & Mohair
Samil (Pty) Ltd	419	New England Wool SA
Stucken & Co (Pty) Ltd	314	Seal and Connacher
	89	
	9	
	10	

Letters from Mohair Producers

My flock now is an old one, the youngest animals are ten years old. It is also a small flock, only 27 animals at the last shearing. My country is not ideal for producing mohair, being cold and producing very little grass over winter. Despite all this, I grossed over \$1500 for approximately 60 kg of mohair. Now would be a very good time to get into mohair.

Regards

Linda Kendall

Urila NSW



I would like you to know how happy I am since retiring from beef farming, downsizing and now running a small flock of angora wethers. Many years ago I ran 450 angoras on a property near Tamworth. This country was very hilly, accessible only by 4/wd or horseback. The pasture was wire grass. This was my first venture into Angoras and I found them to be the animal most suited to this hard country. The market then was about \$12kg for kid, \$5 for adult, but even then they were profitable for both meat and fleece. My small herd now is astounding me with their profitability since the big increase in mohair prices. During the last drought, there was a waiting list of six weeks to send animals to the abattoirs. When I wanted to book some older, shorn wethers in and the abattoirs realised I had angoras they said 'can you bring them in tomorrow, we cannot get enough of them'. This still stands even now, no waiting, instant market. The price I received for these off shears wethers exceeded my expectations by far.

Over my lifetime I have had, pigs, stud sheep, cattle and horses. Now that I am retired, I find the angoras easiest of all to manage. They are low maintenance compared to sheep, do not suffer from fly strike, are selective grazers and do not eat the ground bare. If I were a young farmer starting out, angoras would be my choice of livestock. I cannot praise them enough. Convincing people is not easy, for reasons which I cannot understand.

Yours faithfully,

Annette Hamilton

Henty NSW



Useful links

ausmohair.com.au

<https://mohair.com.au/>

www.mohair.co.za

AUSTRALIAN MOHAIR MARKETING ORGANISATION LTD

FREIGHT CHARGED BY CARRIERS AS AT 1/6/2022

Place of Origin	Transport Company/s	Place of Arrival	Bale Price \$
ADELAIDE SA	Web Haulage Adelaide	MELBOURNE VIC	25.00
*MELBOURNE VIC	Hayllar's Transport	NARRANDERA NSW	30.00
BAIRNSDALE VIC	Grinter's Transport	MELBOURNE VIC	31.00
BATHURST NSW	Burkes Transport Upfront payment required	NARRANDERA NSW	102.60
COOMA MONARO WOOL NSW	TJ Murphy's Transport	GOULBURN NSW	26.00
BRISBANE QLD G & D PARTNERS CAROL PARK	JDP LOGISTICS Leeton	NARRANDERA NSW	77.00
WARWICK QLD CARLY ANGORA STUD	JDP LOGISTICS Leeton	NARRANDERA NSW	64.00
COWRA NSW	Cowra Freight Upfront payment required	NARRANDERA NSW	116.55

DUBBO	Land Transport	NARRANDERA NSW	150.00
*GOULBURN GRANGER'S	Hayllar's Transport	NARRANDERA NSW	22.00
HUNTER SJM SMITH NORTH ROTHBURY	Hengl Transport	KITCO INGLEBURN	30.00
SYDNEY/INGLEBURN KITCO	Hayllar's Transport	NARRANDERA NSW	30.00
LAUNCESTION TAS	Tas Trans	MELBOURNE VIC	80.00
PERTH WA	Northline Transport Upfront payment required	MELBOURNE VIC	175.00
SHEPPARTON VIC	Guilford's Transport	NARRANDERA NSW	25.00

PLEASE NOTE *

Hayllar's Transport have introduced a MINIMUM requirement for pickup of bales from GOULBURN AND MELBOURNE.

THERE IS NOW A REQUIREMENT FOR A MINIMUM OF **5 BALES** TO BE PICKED UP AT THESE DEPOTS.

TO ENSURE THAT WE KEEP TRACK OF THE MOHAIR TO BE PICKED UP, **ALWAYS** LET US KNOW via Phone call or email AFTER IT HAS BEEN DROPPED OFF.

When smaller consignments travel together with other producers the freight cost is shared equally amongst all producers.

ADVERTISEMENTS

TO ADVERTISE IN
THIS NEWSLETTER
PLEASE CONTACT AMMO

Receival Centre: QUEANBEYAN A.C.T. David LILLIS

*Please note: Call to arrange on farm pick up or to drop off.

0413426290 36 MUNRO ROAD QUEANBEYAN



FASTER COMMUNICATION

- * **HAVE WE GOT YOUR CURRENT EMAIL ADDRESS?**
- * **DON'T MISS OUT ON IMPORTANT PAPER-WORK!**
- * **IF YOU HAVE RECENTLY CHANGED ANY OF YOUR CONTACT DETAILS OR GST STATUS IT IS IMPORTANT TO LET THE OFFICE KNOW ASAP.**

INCORRECT EMAIL, BANK DETAILS OR CONTACT NUMBER CAN DELAY YOUR PAYMENTS!!

Media statement:

Foot and mouth disease detected in Indonesia

Released: 9 May 2022

The department has been advised of an outbreak of foot and mouth disease (FMD) in Indonesia. Until this outbreak, Indonesia had been FMD free since 1986, a status recognised internationally by the World Organisation for Animal Health in 1990. FMD is a contagious viral disease of cattle, sheep, goats and pigs with severe consequences for animal health and trade.

Australia has offered assistance to Indonesia to combat and contain the outbreak in Java and Sumatra. The department has reviewed import permits for animal products from Indonesia that may carry FMD and suspended those of concern.

Australia is free from FMD.

To read more

<https://www.awe.gov.au/about/news/media-releases/media-statement-foot-and-mouth-disease-detected-indonesia>

Source: Department of Agriculture, Water & The Environment (DAWE)

**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 during business hours.

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

Email or post Specification **before** consigning

Phone: 02 6959 2988

Fax: 02 6959 3004

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admin@ausmohair.com.au

Craig: craig@ausmohair.com.au