



A.C.N 002 591 737

# Australian Mohair Marketing Organisation Ltd

## A2023 NEWSLETTER

### MARKET COMMENT

AMMO held its first Auction for 2023 on the 26th of May in Narrandera.

Prices achieved were strong with a clearance of 92% of bales on offer sold.

50 lots were sold and 6 lots were passed in. The average price across all lots sold was \$27.36/kg greasy (\$34.20 clean) and the highest price paid was \$60/kg greasy (\$75/kg clean)

Grant Forsdick

AMMO Chairperson

### PROPOSED SELLING SEASONS FOR 2023

<u>SEASON</u>	<u>CLOSE OF RECEIVALS</u>	<u>SALE DATE</u>
B2023	TBA	24TH NOVEMBER 2023

### AMMO AGM 2023

Will be held on Friday 24th NOVEMBER 2023 after the A2023 sale.

Venue and time to be confirmed.

#### Summary of lots sold by buyer

<u>Buyers</u>	<u>Lots</u>	<u>Bales</u>
Stucken	17	30
Sudwolle	8	14
Aust Spec Fibres	1	3
AMT	24	43
<b>Total</b>	<b>50</b>	<b>90</b>

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Australian Mohair Marketing  
Auction Report

Sale Date 26 May 2023  
Sale Season A2023

LOT No	DESC	PRICE c/kg	MEAN DIAM	YIELD %	NETT KGS
1	CFFK	6000	22.8	82.1	124.0
2	BFK	5500	25.7	83.5	107.0
3	CFK	Unsold	25.3	80.9	101.0
4	DFK	Unsold	24.7	80.4	123.0
5	CK	Unsold	24.5	80.6	156.0
6	EFK	2100	23.6	82.1	128.0
7	CFKLSDY	3300	23.4	81.6	112.0
8	BFFYG	3580	27.4	82.4	149.0
9	CFFYG	3550	27.4	84.8	120.0
9A	BFYG	3460	27.5	84.0	195.0
10	CFYG	3460	28.2	83.6	301.0
11	DFYG	3450	27.0	81.7	457.0
12	EFYG	3520	27.0	81.0	171.0
13	CFYGLSDY	2900	26.7	80.5	113.0
14	BFFH	2765	29.6	81.0	373.0
15	CFFH	2850	29.4	82.0	490.0
16	DFFH	2910	28.8	82.1	1015.0
17	EFFH	2400	29.6	81.5	696.0
18	BFH	2840	30.0	80.6	196.0
19	CFH	2910	30.3	83.4	591.0
20	DFH	2680	31.6	80.9	1136.0
21	CXFH	Unsold	30.3	83.5	419.0
22	CFHLSDY	2330	29.8	77.1	189.0
23	CFHSDY	2030	29.3	76.9	201.0
24	CH	2560	33.0	85.3	148.0
25	SCOT	2900	28.0	81.3	608.0
26	CKSTN	2900	24.2	78.1	162.0
27	CFFHSTN	2630	29.7	79.7	440.0
28	DFFHSTN	2420	29.5	80.8	494.0
29	LOX	560	30.2	77.9	104.0
30	LOX2	400	30.1	70.1	184.0
31	DFFHLOX	410	29.0	75.4	366.0

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**  
Auction Report

Sale Date 26 May 2023  
Sale Season A2023

LOT No	DESC	PRICE c/kg	MEAN DIAM	YIELD %	NETT KGS
32	BFK	Unsold	25.7	0.0	111.0
33	CFK	Unsold	25.8	80.5	168.0
34	DFK	5190	24.2	81.7	134.0
35	CFKLSDY	3750	23.7	80.4	181.0
36	BFFYG	3500	27.8	83.3	151.0
37	CFYG	3460	26.8	81.4	198.0
38	DFYG	3640	27.1	81.3	160.0
39	EFYG	2530	27.0	81.9	237.0
40	CFYGLSDY	3000	28.3	79.1	174.0
40A	CFFH	3120	29.7	81.1	430.0
41	DFFH	3210	29.3	80.4	310.0
42	EFFH	2020	29.3	0.0	519.0
43	BFH	2910	29.8	0.0	104.0
44	CFH	2830	31.6	0.0	381.0
45	DFH	3000	31.1	0.0	459.0
46	CFHLSDY	2350	30.4	0.0	174.0
47	CH	2710	30.2	0.0	90.0
48	SCOT	3000	30.8	0.0	143.0
49	CFFYGSTN	2820	27.7	0.0	156.0
50	CFFHSTN	2820	27.5	0.0	390.0
51	DFFHSTN	2640	28.2	0.0	300.0
52	LOX	525	29.2	0.0	114.0
53	DFFHLOX	420	29.4	0.0	199.0
54	LOX2	400	29.3	0.0	136.0
<b>TOTAL</b>					<b>15588.0</b>

Auction Ave \$27.34 RMS Lines 92% Bales Sold

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

# Chairpersons Note

The past six months has been a very busy time for all at AMMO and there are exciting times ahead. After the cancelled B2022 sale and a rather uncertain start to the current calendar year, the sale of the B2022 mohair was successfully concluded at excellent prices for producers.

The prices at recent South African sales have not held up as expected, due to there being an excess of stock on the market. Given these circumstances and a background of global uncertainty and a devaluing South African currency, AMMO believes that the prices received for the lots offered at the A2023 sale on 26<sup>th</sup> May, were relatively strong.

International Classing Standards have finally been introduced into the AMMO catalogue. The low overall volume of mohair remains the biggest challenge to full implementation of international classing standards. Etienne Bezuidenhout from OVK in Port Elizabeth spent three weeks working with Craig assisting with classing, reviewing our systems and assessing the warehouse layout to facilitate a more productive classing environment. Etienne has provided the board with a comprehensive report and recommendations, which the board will review in preparation for the B2023 sale. This initiative is a first step on the succession planning journey.

I made a private visit to South Africa during the first week of May, and took the opportunity to meet a number of the decision makers within the South African Mohair industry. I also took the opportunity to see for myself how one of the on-farm shearing sheds operated. I visited both the House of Fibres and OVK classing and sales halls to get a perspective of what their layout looked like. It has been recommended that the AMMO lines should reflect their standards in future.

There were a few very important messages that I brought back from my discussions in South Africa, and I quote them all, even if they could be split between AMMO and MAL in their application:

1. Politics and divisions within the Australian mohair industry has been a hurdle for growth in the past and will continue to be a hurdle for progress and growth going forward.
2. The South African buyers are very concerned by the fragmented mohair industry in Australia as this does not bode well for a stable supply and the quality of mohair. This affects the global mohair industry.
3. The South African mohair industry is supportive of the Australian Growth initiative.
4. There is a place for an Australian brand within the global mohair industry.
5. The South African Mohair industry will continue to support the Australian industry by assisting with skills sharing and knowledge and continue to purchase mohair from AMMO. The Buyers and AMMO need to discuss and agree to sale dates that are beneficial to all parties.
6. There is support for the establishment of an international growth initiative within Mohair South Africa (MSA).

7. Responsible Mohair Standards (RMS) is on the verge of becoming an 'order qualifier' with approx. 80% of the South African clip qualifying, and price premiums are narrowing.
8. The Mohair Mark has been developed by MSA and is a 'fibre identifier' and an indication of quality mohair. They would like to see this emblem used across the mohair producing countries, in the same way that the wool mark is used across the globe. Ultimately, they want this emblem to be used on all finished items that contain more than 10% mohair.
9. Important projects with global threads and implications:
  - a. Life Cycle Assessment (LCA) project: MSA is taking the lead to do a LCA up to farm gate and thereafter to grave. These will be the first factual assessment of the impact mohair industry have on the environment. The results will benefit the global industry as the results should be similar around the world. The EU is drafting environmental regulation which all European textile companies needs to comply with. The LCA data is to be used to implement these regulations. Since approximately 50%+ for world mohair finds it way to Europe, it will directly impact the global mohair industry.
  - b. Traceability to source – Oritain is running a project with MSA to map a baseline for South African Mohair. This is an opportunity for Australian Mohair.
  - c. Regenerative Agriculture/EOV – this has the potential to become a differentiator as brands/retailers are starting to enquire about regenerative certified fibres/materials. Goals have been set in the EU to reduce carbon emissions by 45% by 2030 and the Textile Industry is the second biggest contributor towards carbon emissions. By offering regenerative certified mohair will create demand for Australian mohair.

It will be important for the Australian mohair industry to work together positively to ensure that the benefits of leveraging the above points to our advantage. The Agrifutures Goat Fibre RD&E plan is about to kick-off with the steering committee having been appointed. This together with a grant of \$246k plus GST from the Australian Government's Future Drought Fund, and a few other exciting projects should form the backbone of the future industry strategy over the next 3 to 5 years. AMMO will positively support and influence where we can to achieve a successful outcome.

Regards



Grant Forsdick  
Chairman  
AMMO

# Senior Technical Officer's Report

I would like to start by letting everyone know, I am not lost to the Australian mohair Industry rather I am transitioning from my current Permanent Part time position to a Casual position, so the recent retirement Dinner that was held for me was part of the transition period.

My career in the Angora mohair industry for me started way back in 1976 in central Gippsland in Victoria (Stratford), when as a thirteen-year-old child I was introduced to Angora goats when my parents

( Pat & Ron) purchased their first three angoras. At the peak of the Clancy family operation in the late 1980's the flock numbered about 700. I did my formal training at the Melbourne College of Textiles gaining a Certificate of Technology in 1987 after two years of full-time study. In the year of 1994, I added to my qualifications by gaining an ASSOCIATE DIPLOMA OF APPLIED SCIENCE (WOOL & FIBRE MARKETING).

Entry into the Broking side of the industry started for me at Elders pastoral in Sunshine Road WEST Footscray in late October 1986. I went there to press Mohair for three weeks and stayed with Elders in Melbourne and later Lara for about 3 and a half years. My career at AMMO started on the 6<sup>th</sup> August 1990.

I have taken a lot of pride in the service I have offered Australian mohair producers for 3 and a half decades, I have always been very aware of my responsibilities to producers and have always kept their best interests at the forefront of my mind.

As I stated at the beginning, I am not leaving the Industry and can assure you I will continue do my best in my new modified role with AMMO Ltd.

Regards



Craig Clancy

Senior Technical Officer

# Classer's Corner

## *Tips for packaging and consigning your clip*

- ◆ In addition to the consignment guidelines for the use of old feed or plastic bags, they must NOT be tied up as this poses a contamination risk and increases classing time. Please note the bags must NOT be damaged also.
- ◆ ALL bales should be clearly marked with the producers Name and Postal Address. For established clients either their Stud name or property name could be substituted for the producer's surname.
- ◆ Ring or email the Office once you have dropped your clip off to the receival depot. This helps the producer and AMMO with the quickest and most efficient travel time.
- ◆ Bulk classed bales with many layers/descriptions only need to be numbered. The contents of these bales should be listed **in order from top to bottom** of each bale and clearly defined on the classer's specification sheet. The classer's specification should be either forwarded with the consignment, or prior to shipment of the consignment via the post, email, or fax.





## Market Report

### Catalogue: 202307

Euro Rate:	20.58
Dollar Rate:	19.28

The last sale of the 2023 summer season took place in Port Elizabeth on 6 June 2023, with 170 420 kg on offer of which 63% was sold.

The offering consisted of mixed quality with good quality individual clips. The volume of the offering today was more than usual for a last sale of the season which put more pressure on the mohair market which is already feeling the effects of the struggling world markets. The average market indicator decreased by 5% from the previous sale, to close on R352.97 p/kg.

A highest price of R973 p/kg was paid for a bale 23 mikron super style kid mohair.

The average mohair price for the entire 2023 summer season is R374.05 p/kg, which is 11% less than the average mohair price for the 2022 summer season. The offering for the summer season of 2023 are 15% more in volume compared to the 2022 summer season.

It was clear that the RMS-certified mohair was the most sought after mohair fibre during the season, which consisted of 80% of the market.

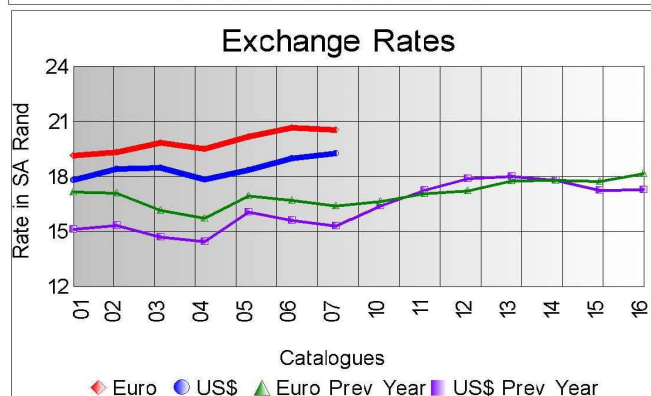
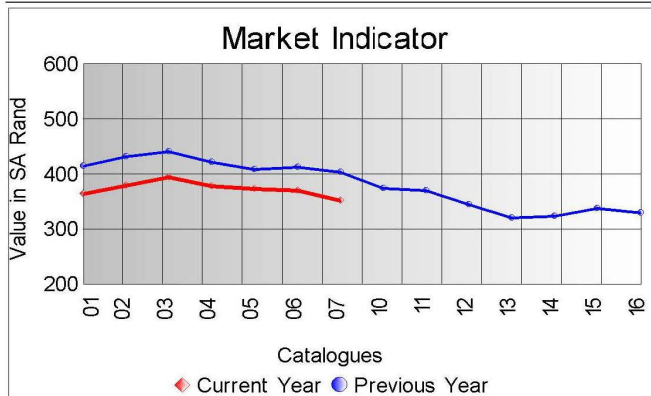
Compared to the previous sale, prices were as follows:

Kids	Down 3%
Young Goats	Down 5%
Fine Adults	Down 5%
Strong Adults	Down 5%
Average	Down 5%

The first sale of the 2023 winter season will take place on 15 August 2023.

Description	Mass			Market Indicator			Sold			Offered		
	Offered	Sold	% Sold	Current	Previous	Last Year	Bales	Nett Mass	Value	Avg. Price	Bales	Nett Mass
<b>Kids</b>												
Summer	18,646.4	16,128.2	86.49	647.74	667.77	696.86						
Winter												
<b>Young Goats</b>												
Summer	37,599.0	21,027.2	55.92	360.97	379.97	451.67						
Winter												
<b>Adults</b>												
Fine	41,430.7	21,835.0	52.70	322.59	339.56	365.97						
Strong	36,007.9	23,866.4	66.28	299.79	315.56	328.23						
<b>Total</b>	<b>170,420.4</b>	<b>106,873.0</b>	<b>62.71</b>	<b>352.97</b>	<b>371.54</b>	<b>404.50</b>						

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



Description	Sold			Offered		
	Bales	Nett Mass	Value	Avg. Price	Bales	Nett Mass
<b>Kids</b>						
Long (A/B) Summer	76	8,655.0	6,280,016.70	725.59	79	8,983.0
Long (A/B) Winter						
Medium (C) Summer	46	5,583.1	3,832,449.63	686.44	60	7,078.6
Medium (C) Winter						
Short (D) Summer	11	1,164.0	725,329.44	623.14	16	1,858.7
Short (D) Winter						
Washing (E) Summer	6	726.1	171,949.00	236.81	6	726.1
Washing (E) Winter						
Seady/Stain and Locks	43	4,980.1	1,224,639.72	245.91	58	6,597.9
Summer Total	139	16,128.2	11,009,744.77	682.64	161	18,646.4
Winter Total						

Description	Sold			Offered		
	Bales	Nett Mass	Value	Avg. Price	Bales	Nett Mass
<b>Young Goats</b>						
Long (A/B) Summer	69	8,652.9	3,450,920.99	398.82	129	17,670.9
Long (A/B) Winter						
Medium (C) Summer	71	9,003.7	3,432,097.55	381.19	128	16,057.0
Medium (C) Winter						
Short (D) Summer	18	1,924.0	630,260.89	327.58	22	2,424.5
Short (D) Winter						
Washing (E) Summer	12	1,446.6	220,395.05	152.35	12	1,446.6
Washing (E) Winter						
Seady/Stain and Locks	34	4,027.9	721,281.96	179.07	66	7,700.5
Summer Total	170	21,027.2	7,733,674.48	367.79	291	37,599.0
Winter Total						

Description	Sold			Offered		
	Bales	Nett Mass	Value	Avg. Price	Bales	Nett Mass
<b>Adults</b>						
Long (A/B) Fine	58	7,600.1	2,392,466.93	314.79	75	10,229.6
Long (A/B) Strong	60	7,630.1	2,317,389.65	303.72	71	8,945.0
Medium (C) Fine	88	11,255.9	3,501,862.50	311.11	196	25,859.1
Medium (C) Strong	109	14,220.2	4,286,859.10	301.46	194	24,388.0
Short (D) Fine	18	2,100.3	567,900.80	270.39	38	4,463.3
Short (D) Strong	13	1,512.1	412,829.80	273.02	20	2,170.9
Washing (E) Fine	7	878.7	123,806.21	140.90	7	878.7
Washing (E) Strong	4	504.0	69,150.50	137.20	4	504.0
Seady/Stain and Locks	117	15,008.2	2,356,866.75	157.04	179	22,438.0
Fine Total	171	21,835.0	6,586,036.44	301.63	316	41,430.7
Strong Total	186	23,866.4	7,086,229.05	296.91	289	36,007.9

<b>Clean Market Indicator</b>			
Kids	729.27	Strong Adults	336.09
Young Goats	408.71	Average	0.00
Fine Adults	363.40		

<b>Buyers Analysis</b>		
	Bales	Bales
Suedwolle Group	5 Mosenthals Wool & Mohair	150
Samil (Pty) Ltd	422 New England Wool SA	26
Stucken & Co (Pty) Ltd	292 Seal and Connacher	2



## Australian Mohair Industry—moving forward

There are a number of very positive initiatives that are about to become reality. These have been the culmination of much hard work by the leadership of both MAL and AMMO, over the past 2 to 3 years. In no particular order of priority, the following projects underpin an industry growth plan:

### **1. Agrifutures RD&E Plan:**

This plan is targeting an additional 20 commercial mohair producers over a three year period. Preferred consultants were selected during June 2023, and the next stage will be the assessment of the detailed proposal during July 2023.

Note: There has been ongoing discussion about the lack of a market for good quality commercial angoras. Now there is a 'perfect storm' brewing. While abattoirs are not accepting many goats, and the meat price is depressed, there should be an opportunity to sell good quality commercial animals into the industry growth strategy. MAL is preparing to set up an industry register of producers who have good quality commercial animals for sale. This will be critical in establishing new commercial mohair producers.

### **2. Regenerative Farming project:**

AMMO has been successful in receiving a grant of \$248k plus GST to implement a proposed Mohair Industry Drought Resilience Project. This funding has been received from the Australian Government's Future Drought Fund. We are still in the process of finalising some of the administration and planning, and will then present the opportunity to producers. This project timeline extends to the end of June 2025.

AMMO is currently setting out eligibility criteria for producer participation and a separate note will be sent out to all mohair producers in Australia to invite application for participation.

### **3. Industry Vet Services:**

The conceptual stage of discussions between MAL and AMMO, to learn from the South African model, have been underway for some time. More recently this discussion has expanded to include Agrifutures. MAL plans to leverage from the MOU with Mohair South Africa for the sharing of intellectual property.

Discussions include a subsidized coupon system for telephonic vet advice co-funded by MAL and Agrifutures. This service will be managed by MAL.

### **4. Cash flow benefits:**

AMMO focuses on prompt payment to producers after auction. It is our aim to pay producers within 6 weeks of the auction date. AMMO continues to offer two advance payments for mohair consigned to AMMO for those producers requesting this service. This amounts to a total of \$10 per kg advance payment. The timing of payments will change as we change the way in which we operate the business. There will be further communications to explain these details over the next month or so.

AMMO collects the production levy and its producers fund the ongoing investment in the Australian industry.

### **5. AMMO Succession Plan and technical partnership underway.**

AMMO completed a contract classing trial in preparation for the A2023 auction.

OVK, from Port Elizabeth, provided technical expertise and resources. It is intended that the future relationship with OVK will be formalized and repeated for the B2023 auction.

### **6. Shearer training**

It is agreed that industry growth will be limited by the availability of shearers competent in mohair shearing. There are no plans worth reporting on to date, and discussions are ongoing with Agrifutures regarding the source of funding and scope for this important project. This will be an AMMO led project.

### **7. Classing Training 2023**

AMMO is planning a classing training workshop aligned with the MAL AGM in early December 2023.

### **8. Australian Mohair industry participation in global initiatives**

The following two global initiatives are underway and the Australian component will need to be included in these projects

- Mohair Life cycle assessment (LCA) project
- Oritan mohair traceability project

AMMO Receival Centres and Transport Depots - JULY2023 NSW VIC WA QLD TAS SA

- **BEGA AGRICULTURAL SERVICES** - 32 West St BEGA NSW 2550  
(02) 64921711
- **BATHURST BURKES TRANSPORT** – 19 Vale Rd Bathurst (02) 6331 4755
- **COOMA MONARO WOOL SERVICE** – 54-56 Polo Flat Rd (02) 6452 4494  
0428 445 064
- **DUBBO STORAGE AND WAREHOUSING** - 15 Janalli Rd DUBBO  
(02) 6882 1264
- **GOULBURN EXPRESS FREIGHT** – Rail Freight Centre Sloan St GOULBURN  
(02) 48214033  
Cameron 0417739665
- **HUNTER SANDIE SMITH** – “Inwood” Lindsay Rd, Nth Rothbury  
Phone before delivery (02) 4938 7536
- **NARRANDERA AMMO Ltd** - Lot 3 River Street (02) 6959 2988
- **\*NEW\* SYDNEY SPARTRANS Pty Ltd** – Warehouse 3/56 Jones St PENDLE  
HILL/WENTWORTHVILLE (for collection by Hayllar’s Transport)  
(NO B Double access) 0426966460
- **QUEANBEYAN NSW DAVID LILLIS** 36 Munro Road Queanbeyan NSW  
David 0413426290
- **\*NEW\* MELBOURNE AUSTRALIAN MERINO LOGISTICS** 8 Holcourt Rd LAVERTON  
Shed 6 (for collection by Hayllar’s Transport)  
Robert 0420875363
- **BAIRNSDALE GRINTER TRANSPORT** - 16 Lawless St (Old railway freight yards)  
(03) 5152 5778 0418516857
- **SHEPPARTON S. E. NATIONAL** - 50 Lemnos North Rd SHEPPARTON - opp Campbell’s  
soup (Collection by GUILFORD TSPT) (03) 5829 9399
- **PERTH** North-line Transport WA 84 logistics Bvd KENWICK 6107 1300722534  
\*Payment must be made upfront
- **WILSON’S TRANSPORT 67 Boundary Rd CAROLE PARK is a Depot For  
JDP Logistics LEETON.**
- **WARWICK QLD ‘CHARLIE ANGORA STUD’** 4249 Leyburn-Cunningham Road  
WHEATVALE via WARWICK Ph Jacob 0419696842
- **LAUNCESTON TAS AUSTRALIAN WOOL NETWORK** - 11/23 Murphy St Launceston  
TAS  
(03) 6331 9666
- **ADELAIDE SA EAST WEST EXPRESS** – 34A Wilkins Rd GILLMAN SA  
MON/WED/THURS ONLY (NO storage facilities Adam 0415938823
- **ADELAIDE SA WEBB HAULAGE** - 10 Helling Terrace TINTINARA SA  
(08) 87572126



Australian Mohair Marketing  
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admin@ausmohair.com.au

**NEW ADDRESS FOR MELBOURNE DEPOT  
8 HOLCOURT RD LAVERTON SHED 6 AS  
OF 21/6/2023 CALL ROBERT  
0420875363 BEFORE ANY DROP OFFS!!**

## FREIGHT COSTS UPDATE

June 2023

Dear Producers,

With the recent increase in freight costs to AMMO, freight costs have increased.

*Be aware that if you send via two depots you need to add the cost of freight for both (i.e., Cooma to Goulburn then to Narrandera \$60\*).*

We will still offer our service to our producers where we pay the freight costs upfront and deduct these costs from the sale proceeds.

LEAVE	CARRIER	ARRIVAL @	COST
Option 1. GILLMAN SA	EAST WEST EXPRESS	MELBOURNE	\$168.30* PER BALE or Butt
Option 2. TINTINARA SA	WEBB HAULAGE	MELBOURNE	\$60.40* PER BALE or BUTT
MELBOURNE VIC	HAYLLAR TRANSPORT	NARRANDERA	\$38.50* PER BALE or butt
BAIRNSDALE VIC	GRINTER TRANSPORT	MELBOURNE	\$35.00* PER BALE or butt
COOMA NSW	MONARO FREIGHT	GOULBURN	\$46.20* per bale or butt
WARWICK QLD	JDP LOGISTICS	NARRANDERA	\$85.00* PER BALE
GOULBURN FREIGHT CENTRE	HAYLLAR TRANSPORT	NARRANDERA	\$30.00* PER BALE or butt
SYDNEY WENTWORTHVILLE	HAYLLARS TRANSPORT	NARRANDERA	\$33.00* PER BALE or butt
LAUNCESTON TAS	TAS TRANS	MELBOURNE	\$100.00* PER BALE
SHEPPARTON VIC	GUILFORDS TRANSPORT	NARRANDERA	\$30.00 PER BALE

\*Prices are subject to change and based solely on what we are charged by the freight companies and are correct as of June 2023.

## AMMO – BUT WHERE DID IT BEGIN?

A Local Narrandera farmer, with a herd of commercial angoras, Mr D W (Wal) Charles and other producers perceived a need for a new marketing arm for the Angora Breed Society of Australia and Mr Charles presented a proposal to the Annual General Meeting of that organisation in 1976. Prior to this time major wool broking firms were generally controlling the marketing of mohair.

It was decided that Region 5 of the ABS (Riverina) would establish a marketing body that was fully controlled by angora farmers so they could exercise some control over their own product. The marketing system was to be loosely based on the wool market's bulk classing system and the body proceeded to gather a sizeable quantity of mohair towards a sale pool. Initial assistance was provided by Mr David Williams, who was at the time the principal buyer for Ian Laycock Pty Ltd.



A local Narrandera wool broker, Mr Maurie Moses, provided space in his building for the classing, re-sorting and storage of the fibre prior to sale, and the body commenced trading as the Australian Mohair Marketing Organisation.

After that first pool, it soon became obvious that support for this type of marketing was growing and larger premises would be needed. What followed were several moves to larger premises, all in Narrandera. Eventually the need was perceived for A.M.M.O. to become incorporated as a public company limited by Guarantee (non-profit, producer controlled) and this step was taken on 16 May 1983. Founding Directors of this company were Stewart Thomson, Daryl Finch, David Gillard, Ian Kelly, Wal Charles, Stuart MacPherson, Brian Helyar, Maurice Winter and Eric Beck.

During the latter part of the 1980's and following several Industry Development awards, A.M.M.O., with the help of Narrandera Shire Council, purchased 2 hectares of land at its current site and erected a shed large enough to accommodate future expansion plans. The complex was opened on 15/10/1988 by local State Member, Mr Adrian Cruikshank.

Continued expansion of A.M.M.O.'s market share has seen improvements made to the current premises in the shape of enlarged offices and administration areas, and recent seasons have seen the capacity of the building stretched to its limits.

Today A.M.M.O. Ltd operates as the only producer controlled, not for profit mohair broker in Australia, and currently enjoys a 90% market share of the Australian mohair clip.

A.M.M.O. Ltd continues to set the standard for mohair classing, rehandling and broking and operates at all times with the best interest of the producer as its focus.

### REPRINT

*\*taken from The Narrandera Argus dated Tuesday May 10th 2016*



Above: Interior of Charles Street, Narrandera c. 1979



Right: Official opening of current premises in River Street Narrandera in 1988.



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20 July 2023

## Australian Mohair Producers Drought Resilience Implementation Plan

(This project has received funding from the Australian Government's Future Drought Fund)

### Producer Expressions of Interest

Dear Mohair producer,

AMMO is proud to announce that we have been successful in our grant application for the above project. We have received \$246 000.00 plus GST from the Australian Government's Future Drought Fund to implement an industry wide regenerative farming project between 'now' and mid-2025.

The proposal includes the training, implementation, monitoring and verification of progress using regenerative farming philosophies through the application of Holistic Management principles and practices.

AMMO and MAL have provided the co-funding and it is envisaged that the grant budget will cover the vast majority of project costs. It is envisaged that producer's contribution will be in their time attending training, implementing principles on their properties and pay their own out of pocket expenses related to travel and accommodation where required to attend face to face training/workshops.

I did receive expressions of interest from a number of producers last year in the lead up to the preparation of the grant application. Now that we have the funding in place, I am able to better ascertain what we can achieve under this funding. The board has decided to open the participation to all mohair producers in Australia. Once we have an indication of the level of participation, we will be able to tailor the project to best suit participants. It is envisaged that project delivery will be via virtual training workshops as well as face to face workshops.

The project is based on Holistic Management (Savory Institute) training and Ecological Outcomes Verification (EOV by Land to Market). The subjects of Landscape Rehydration and intestinal parasite management are also included. The move to Regenerative Farming and verification is a direction advocated by Textile Exchange in a recent document, and these two organisations appeared on their list of approved providers.



**Australian Government**  
**Department of Agriculture,  
Fisheries and Forestry**



**Future  
Drought  
Fund**

Responsible Mohair Standards (RMS) has already become an 'order qualifier' in the global mohair supply chain, with the vast majority of producers having obtained RMS certification. There exists an opportunity to differentiate the Australian clip by obtaining Regenerative farming verification. This project caters for those producers who would like to take the step to EOv.

The question producers are likely to ask:

1. What benefits vs costs to producers?

The benefits should be reduced farming input costs, improved soil health, and potentially a differentiated product with a price advantage.

2. What subject matter will be covered and will this be relevant to my enterprise?

Subject matter that will be presented includes the following topics. These subjects will be combined to assist producers improve their drought resilience.

- Manage Ecosystem Processes
- Develop and use a Holistic Context
- Monitor Land Holistically
- Develop a Holistic Financial Plan
- Develop a Holistic Grazing Plan
- Develop a Holistic Land Plan
- Landscape Rehydration
- Sustainable Parasite Management

Producers may have received training and applied some or all of these principles. Presenters will focus on delivering the latest and most relevant subject matter in a pragmatic way.

3. What commitment is expected from participants?

It will be expected that participants attend the education and training, implement principles on their properties, within their own context, and actively participate in group activities/workshops. Time commitment will be key.

There will be a requirement to pay for your own travel and accommodation where required.

4. Is there a limit to the size of my enterprise in order to participate?

There is no enterprise size limitation, nor a limit on the number of angora goats under management. It really is up to the producer to decide on whether they consider this as a worthwhile project.

5. How will the project be delivered across Australia?

The project will be delivered through a combination of virtual training and face-to-face training workshops.



**Australian Government**  
**Department of Agriculture,  
Fisheries and Forestry**



**Future  
Drought  
Fund**

# ADVERTISEMENTS

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PLEASE CONTACT AMMO



## 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!!*

## Newsflash!!

**Our Office and Warehouse hours are changing...**

**New times to be advised in the next few weeks.**

*Stay tuned*



**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 or put it inside the top of the bale.

**Phone: 02 6959 2988**

**Fax: 02 6959 3004**

**E-mail: [admin@ausmohair.com.au](mailto:admin@ausmohair.com.au)**