



NCWSBA

BROKER DEVELOPMENT PROGRAM 2025

Co-ordinated by Bianca Heaney

Many thanks to our Sponsors who assist with funding of the Broker Development Program and the Young Wool Broker of the Year Award.



Overview of the 2025 Broker Development Program

This is the second year that NCWSBA have run the Broker Development Program. The aim of the Program is to prepare young brokers to be nominated for the annual prestigious award the “Young Broker of the Year Award” to be announced at the AGM in September 2025. It provides an opportunity for young brokers to learn and experience what happens with wool post farm gate. Speaking with various industry stakeholders also builds confidence. Presentations skills and preparing for the Award judging is also an important part of the development program. We would like to acknowledge all who contributed to this program to make it a huge success. Thank you.

Tasmania 29-31 May 2025

- Waverley Mills
- Wool Solutions – Store and new coring line
- Corra Linn Farm – Oli Lindsay
- Ashby Farm – Will Bennett
- Tasmanian Wool Centre in Ross
- Campbell Town Show (Friday & Saturday)

Melbourne & Geelong 2-3 June 2025

- AWTa – Raw Wool Testing
- Victorian Wool Selling Centre – Tottenham
- ABMT Textiles, Melton
- LoomTex Geelong
- ARC Future Fibres Hub – Deakin University Waurn Ponds, Geelong

◦ **Speakers**

- Waverley Mills – Penny Rundle
- Wool Solutions Store – Sharon Devine
- NCWSBA Vice President – Alistair Calvert – Role of Wool Broker at group dinner, Thursday evening Cataract on Paterson, Launceston
- Tasmanian Wool Centre – Jessica, Manager
- AWTa – Tim Steere
- 2024 Young Wool Broker of the Year recipient – Tamara Pabst
- AWEX – Andrew Partridge & Renee Timberlake
- ABMT Textiles – Julian Collins
- AWI Industry Relations Officer – Holly Byrne at Urban 35 Café
- WoolProducers Australia – Adam Dawes at Holiday Inn Geelong
- EP Robinson – Jim Robinson at Dinner Holiday Inn Geelong – Early Stage Scouring & Carbonising
- Techwool – Evan Croake – Role of Exporter
- LoomTex – Samantha Van Zyl
- ARC Future Fibres Hub – Dr Matt Boyd & Chris Hurren

NCWSBA YOUNG BROKER DEVELOPMENT PROGRAM 2025

29 May 2025 Visit to Waverley Mill, Launceston

On 28 May 2025, a total of seven young brokers from AWN SA, Nutrien Bendigo, Westcoast Wools WA, Fox & Lillie Rural NSW & Vic, flew into Launceston. We gathered early Thursday morning and travelled to Waverley Mill where we met Penny Rundle, Partnerships & Growth. Penny spoke about the history of the mill which commenced in 1874 and is still in operation today. A tour of the mill followed with Penny explaining every process that wool undertakes from greasy wool to the beautiful finished blankets and throws. Our brokers were amazed at the number of processes wool goes through from scouring, to dyeing, spinning, weaving, finishing and finally packing the beautiful products to send out to customers. (The only process not undertaken by Waverley Mills is the scouring of greasy wool. However, this is still done in Australia).

Launceston Tasmania 29 May 2025
Waverley Mills



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29 May 2025 Visit to Corra Linn Farm near Launceston

Visit to Corra Linn, Farm near Launceston. Oli Lindsay owns the mixed farming property which includes cropping, merino and first cross sheep and cattle, RWS certified and has been involved in direct wool supply contracts in the past. He gave us a tour of the property noting the harsh conditions that they are currently facing in the district.



**Thanks
Alistair and Sharon
for hosting us for
lunch as well.**

On the way back to Launceston we had a detour to Longford and met at the historic pub. It was time to chat with the young brokers on various topics inc. why they are brokers, their clients and in particular Mental Health issues faced by wool producers and how to recognise the signs and support them. They were able to share their stories and exchange ideas.



**Launceston Tasmania 29 May 2025
Corra Linn Farm**

Prior to the farm visit we were hosted by Wool Solutions who have recently moved into a new building and installed a new core line. They were delighted to see the new core line in operations with AWTA staff overseeing the process.

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30 May 2025 Visit to Ashby Farm near Ross

Visit to Ashby, a superfine wool growing property near Ross. Our host Will Bennett owns a large mixed farming operation running 25,000 sheep, cropping, first cross lambs. Superfine wool between 13.5 and 16.5 micron RWS certified and has been involved in various brand partner arrangements. Ashby has been in the Bennett family for 5 generations, with the current custodians being Will & Nina Bennett. Will was delighted to share his knowledge and then found a superfine wool fleece and provided more information on its quality and specs..



On the way back to Launceston we had a detour to Longford and met at the historic pub. It was time to chat with the young brokers on various topics inc. why they are brokers, their clients and in particular Mental Health issues faced by wool producers and how to recognise the signs and support them.

Tasmania 30 May 2025
Ashby Farm & Tasmanian Wool
Centre in Ross

We paid a visit to the

Tasmanian Wool Centre in Ross.

We were greeted by Jessica, Manager of the centre who presented a short history of the centre and its origins.



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Campbell Town Show Tasmania --30-31 May 2025

After a short trip from Ashby, we arrived at Campbell Town to visit the Sheep & Wool Show. There were various events taking place on both days. It provided a great opportunity for the young brokers to see the Merino Ram judging, Fleece judging, the AWI Fashion Parade, yard dogs, dog high jump and the sausage dog race!



Young Champion Fleece & Judging



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2 June 2025 Visit to AWTA Testing Laboratory

Now back in Melbourne, we had an early start at the AWTA Testing Laboratory in Kensington. Four young brokers from Elders joined the program in Melbourne & Geelong. Tim Steere greeted us on arrival. Although some had previously been on an AWTA tour they were still impressed to see new testing equipment recently introduced to provide more data on the test certificates or requests from clients. There were lots of questions along the way but the biggest concern was the drop in wool production going forward. As we were guided through the facility, Tim explained every process from receivals of raw wool, the various tests from yield & fibre diameter, staple length and strength, fleece measurement, colour of greasy wool, pesticides residues, DMFR scheme, the robots and more. Thanks Tim for your time, the brokers thoroughly enjoyed your tour.

Melbourne – AWTA visit
2 June 2025



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2 June 2025 Visit to the Melbourne Wool Selling Centre

Young Broker of the Year Awardee 2024 Talk with Tamara Pabst

NCWSBA 2024 Young Broker of the Year Awardee. Tamara Pabst, spoke about her journey last year commencing with the opportunity to attend the Broker Development Program and applying for the Award. She provided some insights on what happened at Wool Week during the judging and presentation. All young brokers valued her input and recommendations on how to apply / be nominated for the Award and prepare for the judges questions.

She had just returned from IWTO Congress in Lille France and shared her experience representing NCWSBA and Australia.



Melbourne – 2 June 2025 at Wool Selling Centre Tottenham , talk with Tamara Pabst, NCWSBA 2024 Young Broker of the Year Awardee June 2025

AWEX Presentation by Andrew Partridge & Renee Timberlake

AWEX PRESENTATION by Andrew Partridge and Renee Timberlake who explained the role of AWEX, industry standards and certification, NWD, Australian Wool Sustainability Scheme, wool classer registrations. Also their role with the auctions and reporting to the wool industry. The young brokers asked a lot of question and thanked both Andrew and Renee for their support on the showfloor.



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2 June 2025 ABMT Textiles at Melton & AWI presentation



The group then travelled to Melton to visit ABMT Textiles. A circular knitting and dyeing facility for many well know brands. Julian Collins was delighted to show the young brokers around explaining that ABMT Australia is home to MerinoEdge and is a recognized global leader in natural fibre circular knit manufacturing servicing a diverse customer base covering local fashion retailers through to global sports and outdoor brands.

AWI presentation by Holly Byrne

Holly Byrne was appointed as an Industry Relations Officer in Victoria to manage AWI's on the ground relationships and engagement with woolgrowers and wool industry networks. Holly grew up on her family's sheep and cropping property near Bendigo and was keen to explain her new role with AWI which commenced in July.



Melbourne - 2 June 2025 visit at ABMT Textiles



Afternoon Tea with Holly Byrne
AWI Industry Relations Officer
At Urban35, Cobblebank.

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2 June 2025 Presentation by Adam Dawes, General Manager
WoolProducers Australia

Next stop - Geelong.

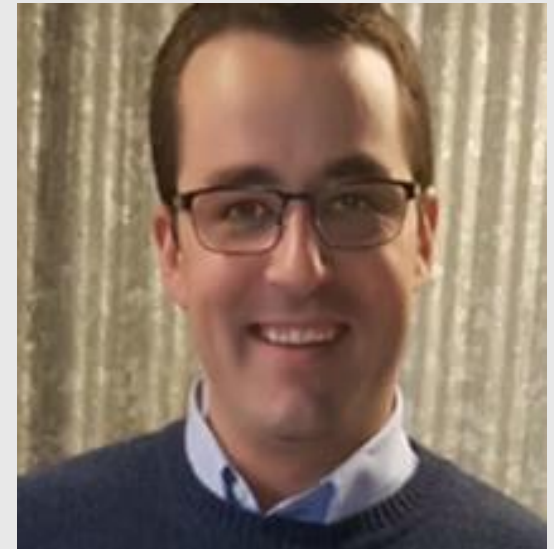
The young brokers settled into the Holiday Inn and attended a pre-dinner presentation by Adam Dawes who spoke on the key issues which are addressed by WoolProducers Australia:

- * Who we (WPA) are and our roles in industry
- * What is policy and the policy development process
- * Key policy issues:
 - Biosecurity including Traceability (sheep and AWTH), EADRA and EAD preparedness
 - Welfare
 - Sustainability
 - Trade
 - Sheep Sustainability Framework and Trust In Australian Wool
- The logical alignment between WPA and NCWSBA

The group were presented with the “Trust in Australian Wool” and the Australian Sheep Sustainability Framework Handbooks.

Comments following included “Adam Dawes insight into national policies was very educational” and good to hear about what they are doing to help wool growers and the wool industry.

Melbourne – 2 June 2025
WoolProducers Australia
Presentation by Adam Dawes,
General Manager.



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2 June 2025 Dinner with Jim Robinson & Evan Croake

Dinner & presentations . Special guests invited

Jim Robinson from EP Robinson, Geelong - early stage wool processor.

EP Robinson Pty Limited is a commission wool processing company specialising in the scouring and carbonising of all grades of Australian wool for the global worsted and woollen trade. He explained the process of early stage wool processing and difference between scouring and carbonising of greasy wool . Also what happens with wool grease which is a sought after by-product. He touched on the history of early stage processing in Australia and that there are now only two companies left in Australia and most of the early and late stage processing is now done in China, India and some in Europe.



Geelong- 2 June 2025
Dinner with Jim Robinson and
Evan Croake.



Evan Croake - Techwool - Major Wool Exporter. - The Role of the Wool Exporter

Evan explained that exporters will source greasy wool (all micron types) direct from wool-growers through its extensive buying network, and at major auction centres around Australia. They work closely with wool brokers to ensure they purchase wool that is sought after by their clients in Australia and overseas. He also covered the topics of Logistics and Transportation, Quality Assurance, Risk Management, Facilitating Processing, Navigating Trade Regulations, Supporting Woolgrowers, Connecting to Global Markets, Technological Advancements, Focus on Sustainability and more.

The young brokers gained a lot of knowledge from his presentation and understanding the complexity of the exporters role in the wool trade.



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3 June 2025 Visit to LoomTex Geelong

Samantha Van Zyl, CEO provided a history and overview of their operations in Geelong. LoomTex is an Australian textile mill + dye house, the fusion of Geelong Dyeing, Geelong Weaving Mill & Geelong Textiles. LoomTex manufactures a wide range of textiles with applications for commercial and residential interiors, apparel and technical areas such as Defence, Aerospace and Fire & Emergency Services

LoomTex has partnerships with Deakin University's Institute of Frontier Materials, RMIT, University of Melbourne & CSIRO to foster innovative, sustainable fibres & textiles.

She is very passionate about the business, it's future and the partnerships that have been created to support the wool industry in Australia.

Andrew then took us through the processing of the wool through to weaving. The young brokers were amazed at the number of different process the wool has to go through to get to the end product.

Geelong- 3 June 2025
Visit to LoomTex



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3 June 2025 Visit to Australian Research Council Future Fibres Hub

Our young brokers were welcomed by Dr Matt Boyd, Hub Manager and Associate Professor Chris Hurren, Protective Textiles and Textiles Engineering who spoke on the development of the Hub. The ARC Research Hub for Future Fibres utilises the capabilities of Deakin's Institute for Frontier Materials by connecting with Industry Partners to solve real world problems. It harnesses the unique capabilities of the largest and most advanced fibre research group in the Southern Hemisphere, for research across the whole fibre value chain. Their focus is on sustainability, circular economics and extraordinary functionality.

The young brokers were excited to see the latest project "Mud to Marle". This project is an Australian initiative focused on transforming low-value, mud-matted wool into high-quality yarn and fabric for fashion. The Mud to Marle demonstrates the potential for:

Circular economy: Repurposing waste materials.

Onshore manufacturing: Producing textiles entirely within Australia.

Low-impact production: Minimizing environmental impact through resource-efficient methods.

Sustainable fashion: Creating high-quality, ethically produced garments.

At the end of the 2 hour tour we met to review the program and highlights. We also discussed the process for "The Young Broker of the Year Award", how to apply, what the judges look for and so on.



Geelong- 3 June 2025 Visit to ARC Future Fibres Hub at Deakin University, Waurn Ponds



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Feedback from the Young Brokers who attended the program.

"Overall, the program was perfect, it provided a better understanding on the whole process of wool from farm to the end product for the consumer". Also "Very helpful for myself personally being able to talk to someone like Alistair who has a wealth of knowledge was very beneficial for myself". After visiting the ARC Future Fibres Hub, "Getting a further understanding on what the future holds for wool fibres, was very interesting and very positive about the future of the wool industry". **Josh Beer, Fox & Lillie Rural.**

"Was a great experience to see some more of the 'wool pipeline' and not just on the farm and in the wool stores and listen to people from all different areas of the wool industry. Seeing the processing side of things was a great experience as I had never seen any of that before. Seeing that all of these Australian processors are all buying non mulesed wool is also very interesting and one that I will be taking back to some of my clients to see if they can implement in their own farming operations to improve their wool product." **Liam Mondy, Westcoast Wools WA**

"What you organised was absolutely fantastic and I think everyone got a huge amount of new knowledge out of it. I know I did. I know we had chats over food and some drinks which was great. However, I think a dedicated time at the end of each day, like what we did at Deakin, would be really beneficial." **Sarah Polderman, Fox & Lillie Rural**

Did it meet your expectations?

"Definitely did, all the people that we met were very knowledgeable about everything that was covered, also Bianca did an excellent job with organizing the whole trip." **Henry West, Elders (Thanks Henry! Bianca)**

"I would say that the program exceeded my expectations, I went into it without any concrete idea of how it was going to go and then as the itinerary came through I was very pleased by the overall program and the places we were going to go to, especially as industry relevant they were, as well as the excellent and valuable guest speakers." . **Jared Phillips, AWN, SA**