

To who it may concern.

[REDACTED] Western Australian wool brokering company with an ownership structure comprising of 8 key staff in partnership with Australia's largest wool broker [REDACTED]. We market in excess of 75000 bales per year from our WA base.

Along with our 20000 square metre wool store [REDACTED] we have 7 stores [REDACTED]  
[REDACTED]

We operate a business that is highly reliant on a financially sustainable and ethical sheep industry and have a culture of supporting WA sheep farmers at every opportunity.

In our role of marketing wool for our woolgrower clients we also sell on behalf of our biggest wool grower client who happens to be a live sheep exporter. They are a foundation client of our company with a relationship which spans 44 years. Over these years we have marketed excess of 175000 bales. Today they make up 5% of our business in quantity along with 5% of our 90million dollar turnover. Ten years ago this represented 30% of our business.

The impact of the Phase out is already evident today. There has been a significant loss of confidence in our Industry which has not only made [REDACTED] vulnerable but our entire client-base at a time when seasonal conditions are placing stress on our sector.

The flow-on effects for us is very real. Decisions will have to be made around country based staff and stores as we budget on a significant downturn in bale numbers over the next few years. We believe we could see a downturn of a minimum of 25% in sheep numbers. The direct consequence of this would be a reduction of fulltime staff in both Head office and in country WA.

At the moment we have put a hold on all store lease negotiations [REDACTED] and our regional areas. Our fork lift leases along with local transport of wool to dumps and Wharf contracts are under revision. All new employment is on hold.

We take this opportunity to extend our full support to maintaining the live sheep trade. We believe that live export of sheep under scientifically-proven best practice animal husbandry will result in excellent welfare outcomes for the sheep in transit.

Only this scenario will result in a resilient and sustainable sheep industry in WA.

Yours Sincerely,

Peter Howie  
[REDACTED]