



Australian Government

Department of Education, Employment and Workplace Relations

AHCWOL401A Determine wool classing strategies

Release: 1

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Modification History

Not Applicable

Unit Descriptor

Unit descriptor	This unit covers the process of developing classing strategies to be used for classing a wool clip and defines the standard required to: source market and client information on clip preparation requirements; lay out a wool room for efficient operation; accurately assess wool quality and types; develop classing strategies that meet the requirements of codes of practice and seek to optimise returns for the grower; communicate specific and detailed requirements for clip preparation to shed staff; and review strategies and implement plans for improvement.
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Application of the Unit

Application of the unit	This unit applies to wool classers working independently within their own area of responsibility. This involves accessing all sources of relevant information to allow appropriate decision-making, developing the strategy, communicating the strategy to shed staff and grower/manager and then evaluating the strategy for the clip.
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Licensing/Regulatory Information

Not Applicable

Pre-Requisites

Prerequisite units		

Prerequisite units		

Employability Skills Information

Employability skills	This unit contains employability skills.
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Elements and Performance Criteria Pre-Content

Not Applicable

Elements and Performance Criteria

ELEMENT	PERFORMANCE CRITERIA

ELEMENT	PERFORMANCE CRITERIA
1. Source information for input to classing strategies	1.1. Information on previous year's clip preparation and sale results is obtained, including classer's specification, test results, skirting ratios, AWEX-ID, sale prices, and any grower or processor feedback. 1.2. Information on growing and management history for the mobs over the last twelve months is obtained from the grower. 1.3. Current market trends and premiums and discounts are researched. 1.4. Current recommendations appropriate to the specific wool clip are identified in the Code of Practice for Preparation of Australian Wool Clips. 1.5. Current specific exporter and processor requirements and limitations are obtained and relevant details recorded. 1.6. Marketing and selling methods and end uses for the wool are identified from the marketing plan and their implications on clip preparation are determined. 1.7. Estimated prices for specific lines are identified from market information. 1.8. Factors that will influence the classing process in the organisation are identified.
2. Develop strategies for classing this clip	2.1. Fleece type is identified and suitable fleece, skirting and oddment lines are set up according to industry guidelines. 2.2. Clip preparation methods and standards are selected to suit the fleece type and market requirements in consultation with the manager and other shed personnel. 2.3. Operating procedures that eliminate contamination are selected and adopted. 2.4. Wool classing procedures, methods and criteria are selected in line with fleece type, market requirements and industry standards. 2.5. Shed layout and facilities are selected that will permit efficient workflow. 2.6. Occupational Health and Safety (OHS) hazards are identified, risks assessed and suitable controls determined. 2.7. Requirements for labelling and placement of bins and containers are selected.

ELEMENT	PERFORMANCE CRITERIA
3. Communicate classing strategy	3.1. The shed layout, equipment and facilities required are prepared and requirements for clip preparation are conveyed to shed staff. 3.2. Clip preparation methods and classing procedures are clearly communicated to, and confirmed with, the wool handlers.
4. Review the success of the strategies for the clip	4.1. Classed clips are analysed and strategies reviewed based on lines made, AWEX-ID, test results, selling costs and prices obtained. 4.2. Alternative clip preparation and classing strategies are compared for profitability of the clip. 4.3. Conclusions and actions of review processes are incorporated into future classing decisions and instructions to shed staff. 4.4. Review of classing and marketing alternatives is discussed with owner/manager.

Required Skills and Knowledge

REQUIRED SKILLS AND KNOWLEDGE

This section describes the skills and knowledge required for this unit.

Required skills

- establish and maintain consistent methods of clip preparation
- analyse classed clips and test alternative classing strategies for profitability
- review classing strategies based on broker and buyer feedback
- adapt classing strategies for buyer requirements, marketing systems and owner manager
- value lines of wool using industry descriptions and test results
- incorporate review of classing strategies into instructions for shed staff
- discuss clip test results, prices and alternative classing strategies with owner/shed manager
- observe, identify and react appropriately to environmental implications and OHS hazards
- use literacy skills to read, interpret and follow organisational policies and procedures, develop sequenced written instructions, record information collected accurately and legibly, and select and apply procedures to a range of tasks
- use oral communication skills/language competence to fulfil the job role as specified by the organisation, including questioning, active listening, asking for

REQUIRED SKILLS AND KNOWLEDGE

- clarification, negotiating solutions and responding to a range of views
- use numeracy skills to estimate, calculate and record routine and more complex workplace measures and data
 - use interpersonal skills to work with others and relate to people from a range of cultural, social and religious backgrounds and with a range of physical and mental abilities.

Required knowledge

- industry descriptions (AWEX-ID)
- requirements of the organisation's wool marketing and production plans
- wool testing, broking and export organisations and practices
- clip preparation and analysis processes for the major wool types
- requirements and standards of the national wool processing industry
- methods used for processing wool and the impact on clip preparation and marketing
- marketing alternatives and implication for classing
- wool brokering services available
- efficient wool room layout
- sale catalogue and market reports
- specifications for classers
- industry description and premiums and discounts
- relevant national codes of practice for the industry.

Evidence Guide

EVIDENCE GUIDE

The evidence guide provides advice on assessment and must be read in conjunction with the performance criteria, required skills and knowledge, range statement and the Assessment Guidelines for the Training Package.

Overview of assessment

Critical aspects for assessment and evidence required to demonstrate competency in this unit

The evidence required to demonstrate competency in this unit must be relevant to workplace operations and satisfy holistically all of the requirements of the performance criteria and required skills and knowledge and include achievement of the following:

- source market and client information on clip preparation requirements
- lay out a wool room for efficient operation
- accurately assess wool quality and types
- develop classing strategies that meet the requirements of codes of practice and seek to optimise returns for the grower
- communicate specific and detailed requirements for clip preparation to shed staff
- review strategies and implement plans for improvement.

Context of and specific resources for assessment

Competency requires the application of work practices under work conditions. Selection and use of resources for some worksites may differ due to the regional or enterprise circumstances.

Range Statement

RANGE STATEMENT

The range statement relates to the unit of competency as a whole.

Clips may include:

- all types of merino and cross-bred clips that are to be sold through the Australian wool auction selling system.

Unit Sector(s)

Unit sector	Wool
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Co-requisite units

Co-requisite units		

Competency field

Competency field	
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