

and then grouped by bales with similar bales from other farms and owners. Grouped by the broker but it is not to be recommended for good wools. This method is usually adopted to avoid broker's reclassing costs, but is liable to miss any premium being paid for whole or part speciality types.

Star Lots. Odd lots of three bales or less must be sold as *star lots*, and are sold after the main catalogues are finished. In practically all cases these would be far better sold in the broker's binned or group lots and should be avoided whenever possible.

BUYING.

On the buying side, orders for purchases at auction are received in various ways. In almost all cases, overseas orders are restricted to a price limit in one of the following methods:—Cost in Top d/d Mill, clean cost c.i.f. and clean cost f.o.b., or first cost auction. Orders may be given for quantities in bales, grease weight in lbs. or kilos, clean weight in lbs. or kilos, or occasionally, with some Southern European countries, in short tons.

When a buyer receives an order he must work out his limits for various qualities and types over a range of yields, to a New Zealand saleroom basis. This price is then put in his catalogue, usually in code, against each lot of wool during valuation if possible, but very often it is not possible to do this until the valuing is finished. Valuing, therefore, means that the buyer must inspect the wool thoroughly and put in his catalogue sufficient information as to quality, style, yield, etc., to enable him to put the right price on any lot if an order is received, say, during the actual sale.

In the saleroom a buyer then has to prove his ability to buy his wool at the *room's* prices—and no more—irrespective of how much more he could pay and still bring the wool in within his limits. A farthing per lb. paid more than is necessary is a farthing wasted, and mounts up to a large sum when buying in big quantities. The policy of buying decided upon by the user or manufacturer who places the order may be termed the *strategy*, and the buyer's efforts in the

saleroom the *tactics* of a wool supply campaign.

When the sale is over there comes another very important part of a buyer's business, that is reporting to various parts of the world the level and condition of the market. This means extensive cabling, the costing of actual purchases, quoting of values of hundreds of different types and the main sources of competition and buying power.

After cabling is completed, instructions must be set out and distributed for re-branding, invoicing, shipping, etc., all to be done before moving on to the next auction. Payment for purchases, except in the case of urgent shipments, is made on *prompt* day, 14 days after the close of the sale. New Zealand buyers receive payment in most cases through confirmed letters of credit. In odd cases other methods have to be adopted, but are not favoured.

SPECIALITIES.

New Zealand wools are noted for the many *speciality* types to be found among them. These speciality types usually carry with them a *speciality* price, and although the proportion of these types may be relatively small, the effect on the general price level can be, and is, quite considerable.

Of these *specialities* probably paper felt wools are the most important, and in a good season when ample supplies of these wools are available the effect on the market level is very noticeable.

MARKETS.

The wide variety of types, the general good style and usefulness of New Zealand wools, makes their market a wide one and almost every wool-using country has bought in the New Zealand market. Exports pre-war included wools to practically every country in the world.

War-time conditions, of course, have limited exports considerably and a great deal of hard work and difficulty will be experienced after the war in trying to regain the old and develop new outlets.

POST-WAR.

Naturally, one of the main thoughts in the minds of those connected with the buying and selling of wool is what