

Plenty of options for growers with unsold cotton

By James Holden

As many as 400,000 bales of cotton remain unsold this season in New South Wales alone. That's according to Tony Baird of Wakefield International Classing Services of Brisbane.

"There is a lot of unsold cotton from this season," Tony said. "For instance it's estimated around 100,000 bales are uncommitted just from the Gwydir Valley."

Tony said larger than expected crops were one reason for the large number of unsold bales. But he said many growers had not sold the balance of their crops because they were waiting to see if the cotton price would improve.

He said there were plenty of options for growers with unsold cotton.

But Tony said before committing any unsold bales, growers should get classing results.

"I recommend growers get unsold cotton classed to know what quality they have. This way they can offer it to a number of merchants and get the best price.

"There are normally a few days' grace between ginning a module and shipping the bales from the gin, which allow time for growers to get their classing results and choose a merchant.

"Alternatively growers can store unsold bales in an independent storage facility."

Tony said there were storage costs with this option, but it gave growers more time to find the right buyer for their cotton.

Quality information

He said Wakefield offers a full classing and HVI service to growers and helps them get their cotton's quality information to merchants

"Patrick McDonnell, who was head of classing at Namoi and has 10 year's classing and HVI experience, has recently begun classing with us."

He said Patrick is well respected for his knowledge of quality ginning and classing and his appointment would further enhance Wakefield's service.

Patrick helped establish Wakefield's HVI and classing facility in Uzbekistan.



Storing bales can give growers more time to find the right buyer for their cotton.

Apart from working with Australian cotton, he will spend time in Brazil and Uzbekistan classing their cotton crops.

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