factors noted previously. Clean price is then combined with a value for yield to arrive at a grease price using the following formula:

\[ \text{Clean Price} \times \text{Yield} = \text{Grease Price} \]

Grease price determined in this manner is usually a ‘delivered’ price. To determine grease price at a given point, handling costs such as freight, grading, storage, commissions, coring and testing are deducted. Because these charges involve wool in the greasy state, they are subtracted from the delivered grease price rather than clean price. The formula for determining the grease price actually paid to the wool grower becomes:

\[ (\text{Clean Price} \times \text{Yield}) - \text{Handling} = \text{Grease Price, Received By Grower} \]

Wool Price Example
(Actual figures will vary)

| Clean Price Delivered | $2.12 |
| -Multiply- Yield | \[ \times \] 0.58 |
| **Grease Price, Delivered** | **$1.23** |
| -Minus- Transportation and Other Handling Charges | \[ - \] 0.15 |
| **Grease Price, Received By Grower** | **$1.08** |
Considerations for growers:
The formulas for determining grease price of wool suggest that producers can adjust their management systems to change one or more of the factors to increase the price they receive for their wool clips.

Fiber diameter and length are the two factors that primarily determine clean price. These factors can be altered by changes in breeding and/or nutrition. If the nutritional program is correct for optimum lamb production, dietary changes to influence wool growth are seldom justified. Average fiber length can be increased and average fiber diameter can be reduced to increase clean price by using different breeds or by within-breed selection.

Response to within-breed selection for these traits is relatively slow; however, resulting changes tend to be permanent. Changing breeds is usually not encouraged for existing flocks which the breed or breed combinations used have been selected to fit specific management systems and environments.

Year-long care and proper wool handling at shearing time affect both clean price (due to contaminants) and yield (due to level of non-wool components). Harvest time (shearing) is especially crucial because entire clips can be improved or spoiled during that period. Management adjustments at shearing time are usually rewarding to producers because they are quite easily accomplished, readily visible and, in the long-term, increase grease price with minimal cost.

Careful attention to marketing options available and the cost/benefit relationships associated with each can usually reduce handling (marketing) charges.

When possible, objective measurement (coring with laboratory analysis) should be used to measure the basic wool value determining factors. Wool that is described accurately has a better chance of being correctly priced.