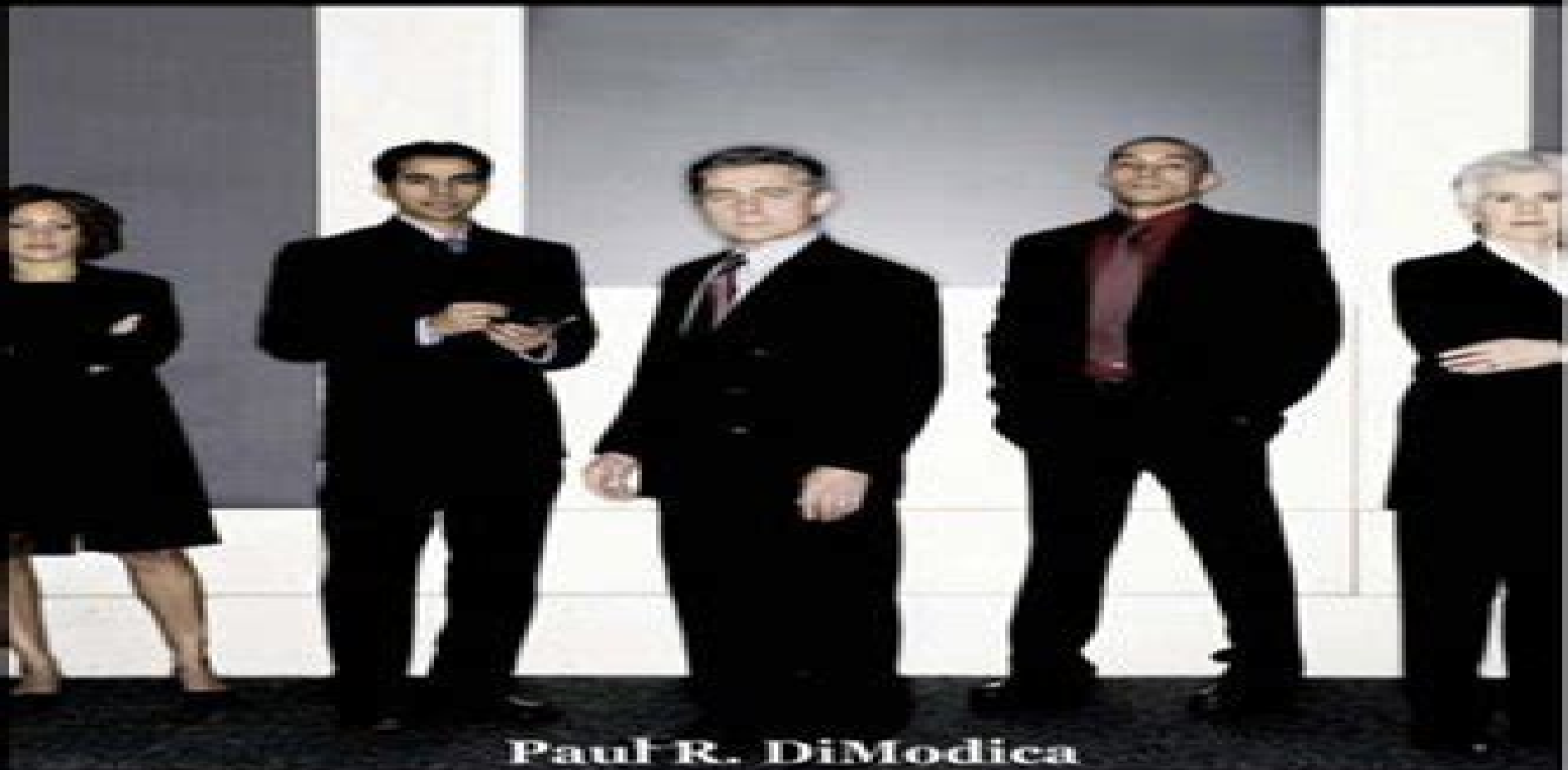


# Value Forward Selling

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instead of a vendor waiting in the hallway!*



Paul R. DiModica

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growing enterprises identifying customer needs assessing profitability establishing breeding objectives selection and culling joining management nutrition pastures and grazing management flock health preparation and sale of the wool clip Table of Contents Chapter 1 The Australian wool industry Chapter 2 Enterprise choice Chapter 3 Who are your customers Chapter 4 Can Merino wool be profitable Chapter 5 Establish your breeding objective Chapter 6 Choosing a ram source Chapter 7 Selection and culling Chapter 8 Ram and ewe management Chapter 9 Joining management Chapter 10 Nutrition requirements and digestion Chapter 11 Wool production from pasture Chapter 12 Grazing management Chapter 13 Flock health Chapter 14 Preparing and selling your wool clip Chapter 15 How much is your wool worth Appendices 1 Gross margin templates 2 Glossary of wool processing terms 3 Cost of production template 4 Individual animal management 5 Liveweight and body condition assessment 6 Pasture assessment 7 Fodder budgeting calculation template 8 Predicted daily intake of pasture by ewes 9 Some sheep diseases and their prevention 10 Merino wool clip worksheet 11 Shearing data and clip analysis templates References Further Reading

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**Advertising & Selling**, 1930      **Advertising Fortnightly**, 1925      *Advertising Cyclopedic of Selling Phrases* William Borsodi, 1909      System and Business Management Norman Charles Firth, Arthur H. Little, 1930 Apr 1931 issue

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