



Please Note:
Our website now has the ability to download extra stationery if required eg. Wool classer speci, shed books, tally books & vendor declaration

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November report

The final week of sales for the spring period has seen prices over the past month trekking north with some serious numbers on Indicator levels. It's well worth noting that selected wools have sold well in excess of the respective levels and provided some excellent wool returns. Providing prices can maintain somewhere within these levels and there seems to be nothing to suggest they won't over the next period of time, finally most clients will have had an opportunity to market wools into and around these levels. The most talked about item seems to be cash flow for exporters and as it has been noted each week the turnover volumes are increasing as the bales sold are increasing. The positive vibe to take away from the recent sales is the cash flow. As serious as it is, it's not "when will the market come back" but rather "when will the money arrive to continue purchasing the product". Another positive point is exporters are commenting that business keeps coming from all sectors of the trade, which has importantly allowed the market to progress; except for the minor hump in the road. Forward prices of recent times suggest that following the Christmas recess, hopefully more cash injection into the exporter's pockets will keep sustained pressure on the market. To compliment the fleece prices, skirting's of all types have been well supported; as have combing length lambs, bulky crutching's and combing stains. Crossbreds have been the toughest to market, except for the 2 weeks when prices jumped without any signals and just as quickly eased back. The most common thread being noted weekly from AWEX, via their wool reports, is that poorer prepared wools are being heavily discounted, whereas better prepared wools, although easier, have been less discounted.

We now have only 2 weeks of sales remaining prior to the Christmas recess with sales resuming week commencing 8th January 2018.

Next week we will publish a list of store closures over the festive season and reopening dates in 2018.

Please also note the 2018 WISS diaries and the 2016/17 rebates will be distributed over the next 2 weeks.

Southern Indicator		Southern Indicator		Movement	Percentage
27/10/2017		01/12/2017		C/kg c/n	Movement
1517		1626		109	7.2%
AWEX Micron Price Guides					
Micron	27/10/2017	01/12/2017	Movement	Percentage	Percentile
			C/kg c/n	Movement	Rank
16.5	2391	2518	127	5.3%	96%
17.0	2273	2467	194	8.5%	99%
17.5	2258	2371	113	5.0%	99%
18.0	2153	2291	138	6.4%	100%
18.5	2009	2108	99	4.9%	98%
19.0	1892	2009	117	6.2%	100%
19.5	1788	1890	102	5.7%	99%
20.0	1653	1770	117	7.1%	100%
21.0	1556	1644	88	5.7%	99%
22.0	1491	1561	70	4.7%	99%
23.0	1459	NQ	0	0.0%	0%
24.0	NQ	1361	0	0.0%	99%
25.0	NQ	1211	0	0.0%	94%
26.0	1014	1051	37	3.6%	82%
28.0	705	734	29	4.1%	65%
30.0	518	536	18	3.5%	14%
32.0	399	425	26	6.5%	17%
MC	1239	1389	150	12.1%	99%
\$Aud:US	0.7657	0.7562	-0.0095	-1.2%	
\$Aud:EUR	0.6582	0.639	-0.0192	-2.9%	

Percentiles calculated using weekly data since 1996 except the 16.5-17.5 percentiles which have been calculated using weekly data since May 2009 from AG Concepts

OBSERVATIONS FROM THE SALE ROOM

Over recent reports we've mentioned the need to fill in correctly the National Wool Declaration on our classer's specification, particularly the Non-Mulesing component if you have Non-Mulesed wool either Merino or Crossbred or used Pain relief. It's become very apparent that the trade is becoming extremely keen to acquire these wools so to ensure maximum support please ensure all boxes are completed correctly.