



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

**Keep up to date on the WISS iPhone app. Download free now from your app store.**

## September report

Southern Indicator 01/09/2017		Southern Indicator 28/09/2017		Movement C/kg c/n	Percentage Movement
1509		1473		-36	-2.4%
AWEX Micron Price Guides			Movement C/kg c/n	Percentage Movement	Percentile Rank
Micron	01/09/2017	28/09/2017			
16.5	2311	2264	-47	-2.0%	90%
17.0	2290	2199	-91	-4.0%	89%
17.5	2218	2164	-54	-2.4%	90%
18.0	2149	2078	-71	-3.3%	95%
18.5	2015	1945	-70	-3.5%	96%
19.0	1856	1790	-66	-3.6%	98%
19.5	1739	1691	-48	-2.8%	97%
20.0	1645	1604	-41	-2.5%	98%
21.0	1577	1524	-53	-3.4%	99%
22.0	1516	1476	-40	-2.6%	99%
23.0	1456	1444	-12	-0.8%	99%
24.0	1303	1296	-7	-0.5%	100%
25.0	1216	1198	-18	-1.5%	98%
26.0	1121	1103	-18	-1.6%	97%
28.0	850	813	-37	-4.4%	94%
30.0	628	563	-65	-10.4%	68%
32.0	420	388	-32	-7.6%	33%
MC	1080	1139	59	5.5%	97%
\$Aud:US	0.7706	0.7815	0.0109	1.4%	
\$Aud:EUR	0.6733	0.6667	-0.0066	-1.0%	

*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 are becoming extremely keen to acquire these wools so to ensure maximum support please ensure all boxes are completed correctly.

### A DATE TO FIXTURE IN YOUR WISS DIARY.

[Due to unforeseen circumstances our guest speaker, Anna Speer, can't fulfil an earlier announcement to attend our AGM this year. Fortunately, we've been able to engage a very adequate replacement in Angus Street, also from Auctions Plus who will be a more than adequate alternative.](#)

- **Friday October 27<sup>th</sup>** is the 38<sup>th</sup> WISS AGM which will be held this year in Ararat at the Chalambar Golf Club, with a twilight start of 5.00pm, followed by a dinner. Our guest speaker will be **Angus Street Sales manager Wool Trade/Auctions Plus** Angus is looking forward to meeting as many WISS clients as possible. Below is an insight into Angus's history.
- My passion is in digital disruption, despite having worked in the ag sector my whole life. I have close ties to the wool industry through my grandfather who managed/owned Mumblebone Merino stud for many years. I have also worked with AWI on many marketing / branding campaigns that aligned with the wider ag sector. Currently, I am the sales manager at AuctionsPlus with the task of empowering users to adopt new technologies that drive profitably for their business. Obviously, AuctionsPlus is one of those platforms however I take the approach of showcasing the power of digital networks and ecosystems around the world and introducing likely examples for local Australian producers.