

# Wool Weekly

# LANDMARK

Friday, 16 March 2018

## Wool Market Movements

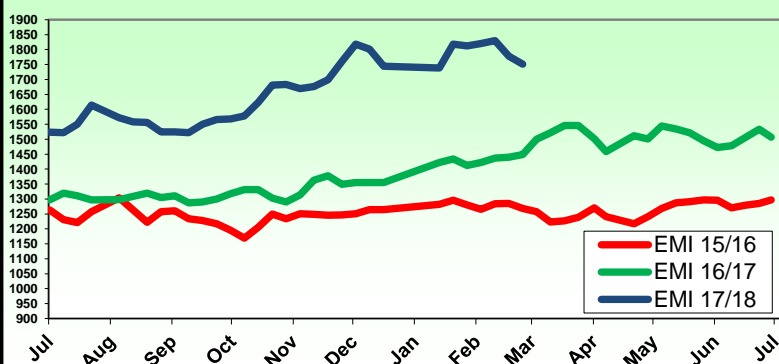
- The Australian wool market continued to slide this week, as buyer's take a more cautious stance. Prices fell back in all three centres, with the most significant declines seen in Sydney and Fremantle for Merino wools. Melbourne fared a little better. Demand for Merino wool was hampered by a less attractive offering with increased lots with higher VM and lower strength in the selection. The EMI closed at 1751 c/kg, down by 27 cents. The AUD rose against the USD and the EMI was 13 USc lower at 1379USc/kg. 42,645 bales were offered of which 9% was passed-in.
- Melbourne hosted a two-day sale this week, with 22,671 bales on offer. Prices fell back on Wednesday before steadying a little on Thursday. Buyers were choosy about their purchases, discounting Merino lots with higher VM and lower strength. They did, however, compete strongly for the better style and strength types, and the lower VM skirtings lots. After falling by 30-40 cents on Wednesday, Merino prices were more mixed on Thursday as the market seemed to find a level. The same was true for Crossbred wools, although prices were only 10-15 cents lower on Wednesday. Locks, Stains and Crutchings were generally steady, and buyers were keen on the lower VM lots.
- Sydney's two-day sale saw a more restricted offering of Merino wools, with less fine wools and a selection which had a higher proportion of lower spec wools with higher VM. This was less attractive to buyers and so prices for Merino wool fell back on both days. Medium and broad Merino wools fell by 30-50 cents, while finer wools were down by 50-80 cents. Crossbred wools eased a little on both days, to finish down by 5 to 15 cents over the week. Locks fell on both days, Stains were unchanged and Crutchings were lower after falling on Thursday.
- The two-day sale in Fremantle saw buyers increasingly selective in their purchases, reluctant to buy poorer specc'ed lots on offer and keen on those lots with low mid-point breaks and lower VM. This was particularly the case for the finer wools on offer, with prices falling on both sale days to finish the week 50-80 cents down. While wools of 20 micron and broader fell on Wednesday, a stylish selection on Thursday attracted interest and prices rose. Oddments fell by 20-40 cents for the week.

## AWEX WEEKLY WOOL PRICES

Regional Indicator	North	Wkly Chg	South	Wkly Chg	West	Wkly Chg
c/kg clean	1826	-43	1704	-16	1834	-22
MICRON PRICE GUIDES						
16.5	2970n	-69	-	-	-	-
17	2746n	-56	-	-	-	-
17.5	2542	-66	2493n	-49	-	-
18	2328	-67	2283	-70	2197n	-62
18.5	2148	-66	2152	-2	2066n	-70
19	2027	-58	2026	-17	1981	-70
19.5	1960	-45	1962	+1	1939	-40
20	1912	-46	1920	-12	1901	-35
21	1854	-33	1863	-20	1859	-25
22	1823n	-40	1808	-30	1844n	-14
23	-	-	1756n	-77	-	-
24	-	-	-	-	-	-
25	1305n	-8	1303n	-17	-	-
26	1153	-17	1179	-19	-	-
28	804	-4	815	-5	-	-
30	571	-9	563	-7	-	-
32	396n	-7	400n	-8	-	-
MC	1298n	-21	1299n	0	1239n	-30

## AWEX EMI 2015/16 & 2016/17 Season vs Current

Currently: 1751 c/kg clean



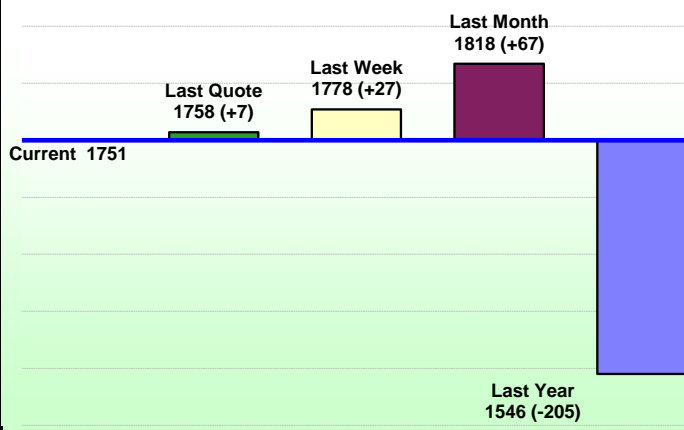
## Upcoming Auction Volumes

	19/03/2018	26/03/2018	2/04/2018
Northern	S38	S39	S40
Sydney	7,522	12,110	RECESS
Southern	M38	M39	M40
Melbourne	22,279	23,430	RECESS
Western	F38	F39	F40
Fremantle	9,048	9,050	RECESS
<b>Total</b>	<b>38,849</b>	<b>44,590</b>	<b>RECESS</b>

## THIS WEEK'S SALES STATISTICS

Centre	Bales Originally	Bales Offered	Bales Sold	Pass in Rate
Northern	9,840	10,352	9,782	5.5%
Southern	20,647	22,671	20,900	7.8%
Western	8,650	9,622	8,141	15.4%
<b>TOTAL</b>	<b>39,137</b>	<b>42,645</b>	<b>38,823</b>	<b>9.0%</b>

### AWEX Weekly Eastern Market Indicator



### AUD vs USD from 06-Jul-04 to 15-Mar-18



Micron	EMI	16.5	17	17.5	18	18.5	19	19.5	20	21	22	23	25	28	AUD
<b>Current MPG's</b>	1751	2970	2746	2518	2306	2150	2027	1961	1916	1859	1816	1756	1304	810	0.788
<b>10 year Average</b>	1029	1663	1492	1497	1368	1307	1238	1176	1120	1079	1047	1020	831	589	0.847
<b>This time last year</b>	1546	2342	2301	2277	2223	2107	1953	1781	1634	1506	1427	1428	1123	752	0.769
<b>10 year High</b>	1834	3044	2804	2630	2401	2265	2170	2085	2030	1938	1909	1840	1323	976	1.090
<b>10 year Low</b>	632	1259	1073	1087	881	833	777	736	686	659	654	646	549	339	0.604
<b>% Reported above current</b>	2%	1%	1%	1%	2%	2%	2%	2%	1%	1%	1%	1%	0%	9%	54%
<b>Diff b/w High &amp; Current</b>	83	74	58	112	96	115	144	124	114	80	94	84	19	167	0.302
<b>Diff b/w Ave &amp; Current</b>	722	1307	1254	1020	937	843	789	785	796	780	768	736	473	220	-0.059

### Percentile Bands

<b>95%</b>	1525	2580	2383	2286	2150	2018	1875	1742	1625	1534	1470	1437	1593	838	1.048
<b>90%</b>	1369	2368	2214	2191	2036	1852	1675	1555	1485	1438	1394	1364	1401	806	1.030
<b>80%</b>	1251	1892	1633	1635	1537	1490	1455	1408	1368	1332	1303	1271	1275	720	0.959
<b>75%</b>	1215	1757	1557	1565	1490	1450	1401	1365	1328	1301	1256	1225	1237	679	0.934
<b>60%</b>	1054	1558	1432	1458	1353	1293	1238	1192	1167	1156	1140	1119	1076	630	0.877
<b>50%</b>	998	1515	1370	1371	1275	1236	1180	1141	1096	1063	1026	1002	1023	548	0.803
<b>40%</b>	926	1471	1307	1315	1216	1173	1112	1063	1007	966	932	895	952	485	0.777
<b>25%</b>	813	1406	1247	1250	1138	1073	1008	947	877	821	797	772	819	468	0.756
<b>10%</b>	729	1333	1173	1183	1029	996	928	865	804	748	717	697	746	448	0.723

### Indicative Basis Contract Prices

Date	MPG	17	17.5	18	18.5	19	19.5	20	21	22	23	28
Mar-2018		2450	2300	2100	2000	1955	1870	1840	1770	1680	1600	700
Apr-2018		2420	2280	2090	1990	1935	1860	1810	1740	1640	1560	700
May-2018		2400	2260	2070	1970	1920	1830	1790	1720	1620	1540	680
Jun-2018		2380	2240	2045	1945	1900	1800	1750	1690	1580	1500	660
Jul-2018		2370	2200	2020	1920	1870	1760	1710	1640	1560	1460	660
Aug-2018		2330	2160	2000	1900	1840	1740	1690	1620	1520	1420	650
Sep-2018		2380	2220	2040	1940	1880	1760	1710	1640	1560	1450	650
Oct-2018		2340	2180	2010	1910	1850	1750	1700	1635	1500	1400	650
Nov-2018		2300	2160	1970	1870	1830	1740	1690	1630	1480	1320	640
Dec-2018		2250	2150	1950	1850	1800	1700	1650	1600	1450	1300	630
Jan-2019		2250	2130	1930	1850	1720	1650	1600	1550	1400	1280	630
Feb-2019		2250	2100	1920	1850	1680	1600	1550	1500	1400	1260	630
Mar-2019		2250	2100	1920	1850	1680	1600	1550	1500	1400	1240	630
Apr-2019		2250	2100	1920	1850	1680	1600	1550	1500	1380	1220	630
May-2019		2250	2100	1890	1800	1660	1580	1530	1470	1260	1180	630

All prices on this sheet are listed in c/kg clean. Basis Contract prices are indicative only. The levels are published to use purely as a guide. For more information regarding forward contracts or to submit a GTC or Target order, contact your local Landmark wool manager, or call Landmark Risk Management on 1800 629 396.

Please use above figures as a guide to submit your GTC or Target orders. Call 1800 629 396.