

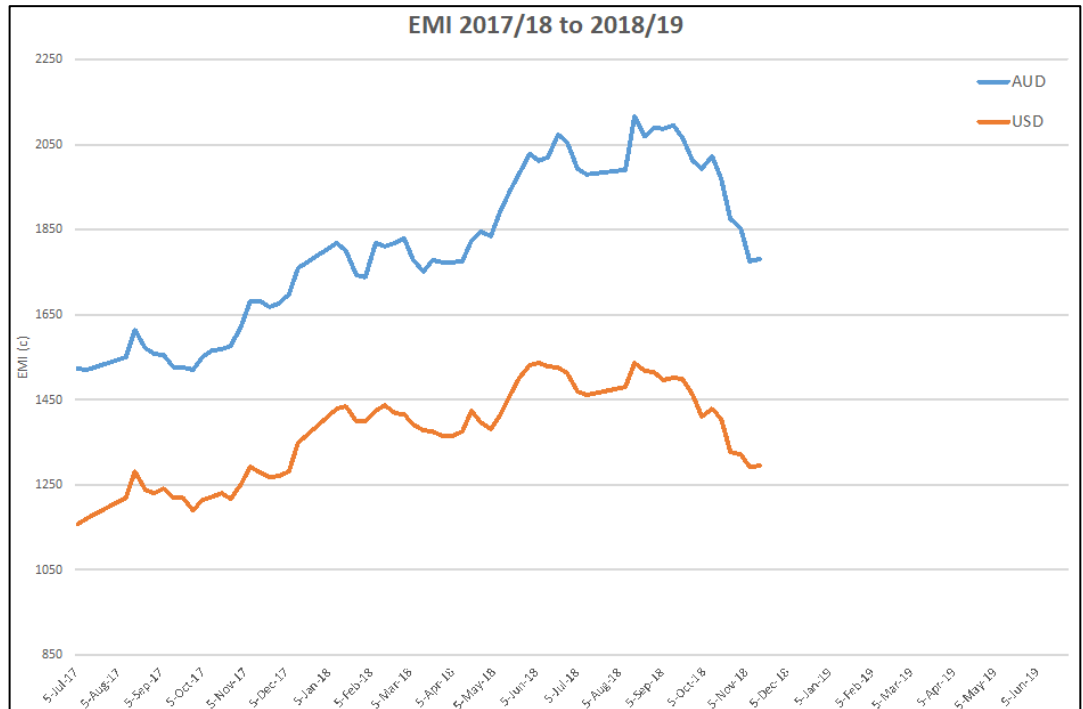


# MOSES & SON

WOOLBROKERS MERCHANDISE LIVESTOCK

## Week 21: 22/11/2018

The AWEX EMI posted a 77c rise, closing the week on 1858c at auction sales in Australia this week. The second week of positive price outcomes was welcomed by both seller and buyer - a much needed reversal of the 292c landslide experienced since June 21<sup>st</sup>. The 31,889 bale offering was met with spirited bidding, as last week results were ratified in the room, and from then on it was two days of steady increases until the last lot was offered.



**Merino Fleece** saw the largest rises (100-118c) in the 19-21 MPG's, the 18-18.5 MPG's added 65-72c whilst the 16-17.5 MPG's adding a meagre 15-27c.

**Merino Skirtings** were unable to match the rises of the fleece however rises of 40-80c were measured for the week with the largest increases focussed in the lots containing low VM.

**Crossbreds** posted rises of 50-105c with limited offerings hindering quotes in the northern region, however it was the finest microns in this category that attracted the most attention.

**Merino Cardings** were also able to continue their positive trajectory adding 80c in the northern markets.

MPG North	Percentile	22/11/2018	15/11/2018	Variance	5 Year Average	5 year var	5 year % var
17	89.2%	2,472	2,445	27	2,036	436	21.4%
18	92.7%	2,343	2,278	65	1,901	442	23.3%
19	95.5%	2,204	2,104	100	1,746	458	26.3%
20	95.8%	2,172	2,057	115	1,643	529	32.2%
21	96.0%	2,158	2,048	110	1,604	554	34.5%
22	96.0%	2,150	2,020	130	1,570	580	37.0%
30	77.0%	663	663	0	678	-15	-2.3%
EMI	96.9%	1,858	1,781	77	1,325	533	40.2%

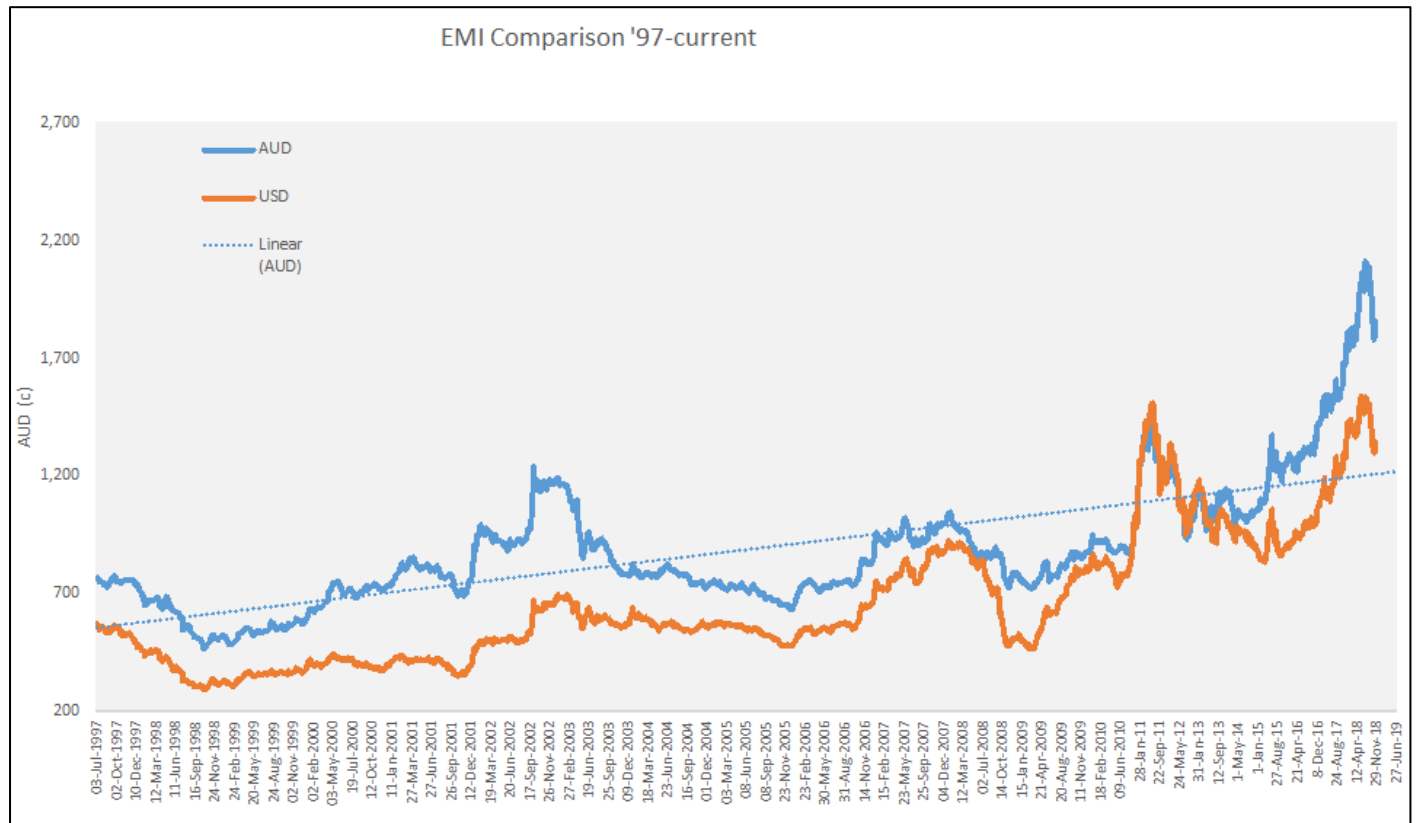
**Commentary:** Support was widespread but the noticeable leaders were buying for Chinese interests. In the fleece, bidding was dominated by Tianyu and PJ Morris who set the pace - anyone else who wanted to purchase had to match or better the price and so the auction became alive with the beautiful noise of panic buying. Endeavour, Techwool and Tianyu mirrored this in the skirtings whilst the cardings were dominated by Mitchell and Endeavour.



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Region	Centre	22/11/2018	15/11/2018	Variance	Bales Offered	Bales Sold	Pass-in%	Next Sale Offering
Northern	Sydney	1,898	1,819	79	7,852	7,660	2.4%	9,239
Southern	Melbourne	1,832	1,758	74	15,016	14,343	4.5%	19,441
Western	Fremantle	2,016	1,935	81	7,893	6,992	11.4%	7,767
National	AWEX EMI	1,858	1,781	77	31,889	30,020	5.9%	36,447



Next week we see 36,477 bales go under the hammer and whilst the offering is down 17.7% in bales compared to the same time last year, the actual figure of clean wool has now reached -20%. With three weeks of sales, one would be naïve to think we can continue to add 40c/day to the EMI, but I think volatility will be the new normal from here on. My only concern is that this week's price movement will attract some more wool onto the market that has been passed in previously.

Whilst the weekly offerings are well below last year's numbers, any substantial increase in the estimated numbers could spook the buyers from the positive frame of mind they currently possess. I believe next week's 36,447 bales will be met with spirited bidding.

~ Marty Moses

Moses & Son Top price report							
Desc	District	Micron	VM	Yield	SL	SS	Price
AAAA M	Young	18.4	0.4	72.0	80	50	1638
AAA M	Catherine Field	17.1	0.6	69.4	82	34	1612
AAA M	Wagga Wagga	16.2	1.0	69.5	70	22	1598
AAA M	Wagga Wagga	17.5	1.3	70.2	79	29	1588
AAA SUP	Millthorpe	14.4	0.5	68.1	62	26	1588