



# MOSES & SON

WOOLBROKERS MERCHANDISE LIVESTOCK

## Week S35:

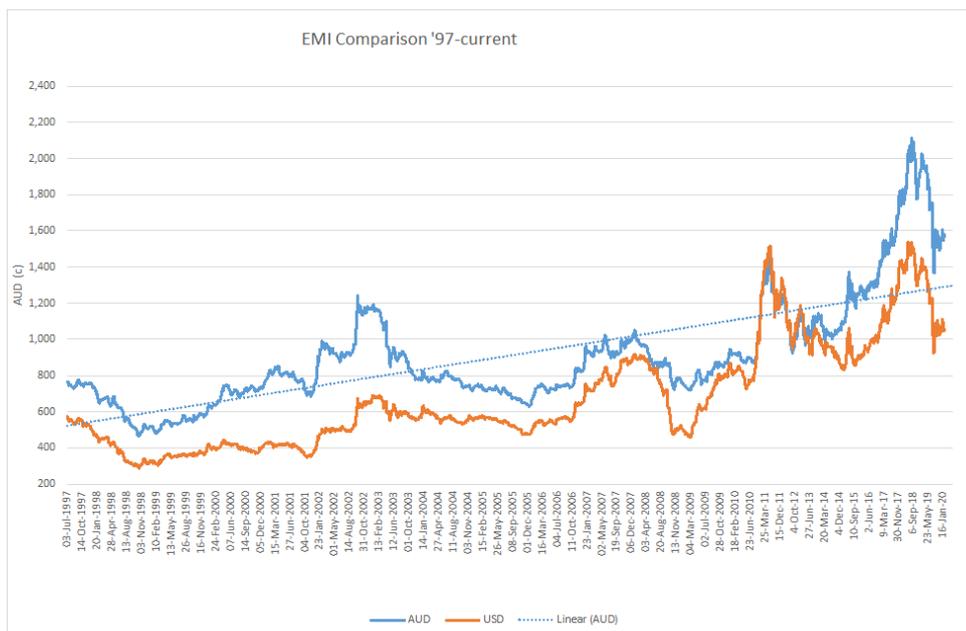
Wool Auctions were postponed this week! Just as confidence was beginning to be restored after the turmoil and uncertainty of the Coronavirus outbreak and we thought were over the worst, something else has blindsided the Wool Industry. Early in the week the industry was notified by OZDocs (a provider of systems to buyers and sellers in the meat and wool industry) that their systems had been infected by a Crypto Virus. In short a Crypto Virus is a bug that finds its way into a computer operating system and locks down files. The virus operators then ask for a ransom to be paid online in bitcoin to release the files.

What does this mean for the Wool Industry?

1. The EDI network is disabled- which affects transmission of catalogue data, wool movement orders, sale invoices, and sale room transmissions amongst quite a few more essential functions.
2. Clients of OzDocs that use their Cloud Hosted Software (ASP) could not operate. This included many brokers and buyers alike who could not perform the simplest task. Buyers could not pay for wool, ship or take stock of wool inventory and orders.
3. Clients like Moses and Son who have their own servers were able to operate as normal with the exception of the sale catalogue transmissions, transmitting sale room data, invoicing or shipping functions. Bale receipt and Sampling was able to be performed as usual.

The virus resulted in (S35) this week's sale being cancelled, which is a first for my time in the industry. The wool from S35 has been transferred into Next week S36 however the early Sale schedule has advertised 72,000 bales with the amalgamation of these two sales.

AUD is down 1.05% closing at 65.34c which is a new 10y low as world markets struggled under the pressure of the COVID19 escalating death and infection rates and more so the spread to other countries around the world.



Buyers are hoping that the large volumes do not thwart the new interest from Chinese mills after the freeing up of wool movement and the completion of Letters of credit. However it is hard to see next week's sale closing in positive territory after canvassing exporters late this week.

Before we worry too much about that, we have to get the network restored and the data flowing. It seems ironic that the wool industry cops plenty of criticism for being old fashioned and running out of date systems however the realisation arrived at this week would certainly challenge that theory as without the power of an electronic data interchange no business can or will be done.



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We will provide more information on the market opening ASAP and please note that the Tickets sales close next Friday 7<sup>th</sup> for the 100 years in business celebration dinner on the 14<sup>th</sup> March.

– Marty Moses

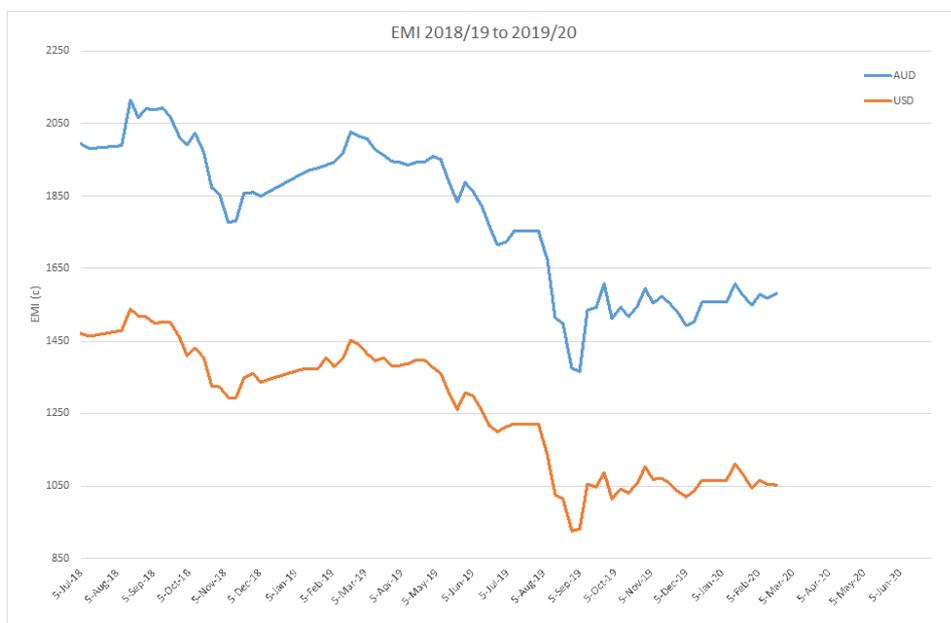


Table 1: Current MPG's

MPG North	Percentile	20/02/2020	13/02/2020	Variance	5 Year Average	5 year var	5 year % var
17	66.5%	2,082	2,063	19	1,998	84	4.2%
18	67.1%	1,945	1,928	17	1,885	60	3.2%
19	75.6%	1,839	1,833	6	1,739	100	5.7%
20	82.5%	1,813	1,803	10	1,644	169	10.3%
21	83.4%	1,798	1,780	18	1,606	192	12.0%
22	83.8%	1,785	1,770	15	1,571	214	13.6%
30	70.5%	690	690	0	702	-12	-1.7%
EMI	84.0%	1,581	1,568	13	1,495	86	5.7%