

**CAPE WOOLS SA**  
**Final Wool Sales Report and Price Summary**

Auction Date **14-Jan-2004**

Catalogue Number **MS17**



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**Market Commentary**

**WOOL PRICES SOAR AT FIRST SALE**

**PORT ELIZABETH** - The first sale of 2004 opened on a high note when prices soared on the back of a weaker rand and a strong Australian market. Cape Wools' market indicator gained 18,8% to close at R33,43/kg (clean). It's the biggest increase since January 2002 when the indicator rose 26%.

The Australian market last week rose 2,1% when it re-opened after the Christmas recess, and gained another 3,8% at today's sale following strong competition among major buyers for the smaller quantities offered to fill orders negotiated over the recess. Further impetus was provided by the rand, which lost considerable value against major currencies. Buyers say rand volatility is creating huge uncertainties and making it extremely difficult to do business. The prices of all micron types rose by between 11% and 26%. The biggest increases were at the finer end of the market with 19 microns posting a 25% rise. The offering comprised 9 728 bales of which 95% was cleared to the trade. Major buyers were Chargeurs Wool, Modiano, Stucken, Beier Finances and United Wool.

Average clean price movements for good quality long (75 - 95mm) Merino fleeces (spinners' and good topmakers' styles) were as follows: 19 microns gained 25,8% to R52,61/kg, 20 microns were 22,4% higher at R49,57/kg, 21 microns rose 23,6% to R47,51/kg, 22 microns increased 18,8% at R44,79/kg, 23 microns were 21,8% dearer at R44,58/kg, 24 microns gained 21,5% at R43,64/kg, but there were no quotes for 25 microns.

Approximately 11 000 bales will come under the hammer at next week's sale.

**Auction Analysis**

<b>Composition of Fleece Offerings</b>			<b>Analysis of Offerings</b>					
Description	% This Week	% Prev Week	Description	This Week			Previous Week	
				%	Bales	% Sold	Bales	% Sold
Long Wool	37.5	49.4	Merino Fleeces	33.9	3 294	93.0	4 786	91.9
Medium Wool	52.0	41.2	Merino Bellies	7.1	691	95.7	729	91.8
Short Wool and Locks	10.5	9.4	Merino Lambs	5.2	507	92.9	821	93.4
Fine Wool (<20μ)	10.4	13.2	Merino Locks	5.2	501	94.8	514	96.3
Medium Wool (20 - 22μ)	58.7	59.0	Other	48.7	4 735	96.6	4 736	97.5
Strong Wool (22 - 24μ)	29.1	26.0	<b>Total</b>	<b>100.0</b>	<b>9 728</b>	<b>95.0</b>	<b>11 586</b>	<b>94.5</b>
Overstrong (24 - 27μ)	1.8	1.9						

**Other Indicators**

**Offerings per Port**

Indicators	This Week	Prev Week	% Change	Ports	This Week (Bales)			Prev Week (Bales)	
					Offered	Sold	% Sold	Offered	Sold
<b>SA Market Indicator</b>	<b>3 343</b>	<b>2 813</b>	<b>18.8</b>	Cape Town	1 511	1 160	76.8	889	738
AWEX EMI	821	777	5.7	Durban	2 632	2 573	97.8	2 673	2 504
R/US Dollar	6.8800	6.3700	-8.0	Port Elizabeth	5 585	5 511	98.7	8 024	7 703
R/A Dollar	5.3419	4.7125	-13.4	<b>Total</b>	<b>9 728</b>	<b>9 244</b>	<b>95.0</b>	<b>11 586</b>	<b>10 945</b>
R/Euro	8.7548	7.7816	-12.5						

**Main Buyers**

**Receipts 09/01/2004**

Buyers	This Week	% of Sale	To Date *	Season to Date (Kg)	Last Season (Kg)	% Change
				29 031 173	27 701 305	4.8
Chargeurs Wool	2 492	27.0	30 661	<b>Next Auction</b>		
G Modiano	2 275	24.6	36 668			
Stucken	1 743	18.9	24 511	<b>Name</b>	<b>Date</b>	<b>Offerings (Bales)</b>
United Wool	958	10.4	11 521	S A Wool Exchange	21/01/2004	± 11 000
Beier Fin	808	8.7	11 296	Van Lill Wool Buyers	-	-
STD Wool	442	4.8	8 660	Saunders et al.	-	-
Fibres Int	441	4.8	6 137	Lanata	-	-
ADF	85	0.9	12 876			
CPC	0	0.0	369			

\* Including Aftersales up to 12/12/2003

<b>Price Analysis</b>											
<b>Long Merino Fleece Wool (75 - 95mm)</b>											
<b>Spinners, Best and Good Topmakers</b>						<b>Average to Inferior Topmakers</b>					
<b>Micron</b>	<b>Price ( c/kg )</b>		<b>Lots Sold</b>		<b>% Price Change</b>	<b>Micron</b>	<b>Price ( c/kg )</b>		<b>Lots Sold</b>		<b>% Price Change</b>
	<b>This Week</b>	<b>Prev Week</b>	<b>This Week</b>	<b>Prev Week</b>			<b>This Week</b>	<b>Prev Week</b>	<b>This Week</b>	<b>Prev Week</b>	
<18.7µ *	0	0	0	0	0.0	<18.7µ	0	0	0	0	0.0
18.8-19.2µ	5 261	4 180	5	4	25.8	18.8-19.2µ	0	0	0	0	0.0
19.3-19.7µ	5 036	4 107	2	7	22.6	19.3-19.7µ	0	0	0	0	0.0
19.8-20.2µ	4 957	4 050	8	12	22.4	19.8-20.2µ	4 799	4 060	1	1	18.2
20.3-20.7µ	4 818	3 958	6	19	21.7	20.3-20.7µ	0	0	0	0	0.0
20.8-21.2µ	4 751	3 842	7	22	23.6	20.8-21.2µ	4 584	3 592	2	2	27.6
21.3-21.7µ	4 602	3 822	16	26	20.4	21.3-21.7µ	4 574	3 691	2	4	23.9
21.8-22.2µ	4 479	3 767	15	21	18.9	21.8-22.2µ	4 284	3 705	3	6	15.6
22.3-22.7µ	4 420	3 738	12	27	18.2	22.3-22.7µ	0	3 701	0	2	0.0
22.8-23.2µ	4 458	3 661	7	12	21.8	22.8-23.2µ	4 443	3 442	2	1	29.1
23.3-23.7µ	4 191	3 647	5	18	14.9	23.3-23.7µ	0	3 532	0	1	0.0
23.8-24.2µ	4 364	3 591	4	6	21.5	23.8-24.2µ	0	0	0	0	0.0
24.3-24.7µ	3 863	3 466	1	5	11.5	24.3-24.7µ	0	3 325	0	1	0.0
24.8-25.2µ	0	0	0	0	0.0	24.8-25.2µ	0	0	0	0	0.0
25.3-25.7µ	4 060	0	2	0	0.0	25.3-25.7µ	0	0	0	0	0.0
>25.8µ	0	0	0	0	0.0	>25.8µ	0	0	0	0	0.0

<b>Medium to Long Merino Fleece Wool (60 - 70mm)</b>											
<b>Spinners, Best and Good Topmakers</b>						<b>Average to Inferior Topmakers</b>					
<b>Micron</b>	<b>Price ( c/kg )</b>		<b>Lots Sold</b>		<b>% Price Change</b>	<b>Micron</b>	<b>Price ( c/kg )</b>		<b>Lots Sold</b>		<b>% Price Change</b>
	<b>This Week</b>	<b>Prev Week</b>	<b>This Week</b>	<b>Prev Week</b>			<b>This Week</b>	<b>Prev Week</b>	<b>This Week</b>	<b>Prev Week</b>	
<18.7µ *	0	0	0	0	0.0	<18.7µ	0	0	0	0	0.0
18.8-19.2µ	5 008	4 042	7	10	23.9	18.8-19.2µ	4 682	3 987	1	6	17.4
19.3-19.7µ	4 850	4 085	8	11	18.7	19.3-19.7µ	4 442	3 796	2	7	17.0
19.8-20.2µ	4 653	3 984	12	22	16.8	19.8-20.2µ	4 657	3 894	6	14	19.6
20.3-20.7µ	4 747	3 884	24	32	22.2	20.3-20.7µ	4 392	3 740	8	11	17.4
20.8-21.2µ	4 655	3 760	30	37	23.8	20.8-21.2µ	4 380	3 630	17	12	20.7
21.3-21.7µ	4 568	3 734	26	43	22.3	21.3-21.7µ	4 326	3 605	16	27	20.0
21.8-22.2µ	4 360	3 735	38	50	16.7	21.8-22.2µ	4 203	3 588	16	22	17.1
22.3-22.7µ	4 403	3 696	26	27	19.1	22.3-22.7µ	3 958	3 604	15	18	9.8
22.8-23.2µ	4 331	3 665	21	18	18.2	22.8-23.2µ	4 282	3 614	9	8	18.5
23.3-23.7µ	4 279	3 638	10	14	17.6	23.3-23.7µ	4 271	3 458	2	2	23.5
23.8-24.2µ	4 218	3 556	5	13	18.6	23.8-24.2µ	0	3 559	0	1	0.0
24.3-24.7µ	4 150	3 510	3	4	18.2	24.3-24.7µ	4 171	0	1	0	0.0
24.8-25.2µ	4 246	3 269	1	3	29.9	24.8-25.2µ	0	0	0	0	0.0
25.3-25.7µ	0	3 264	0	2	0.0	25.3-25.7µ	0	3 259	0	1	0.0
>25.8µ	0	3 309	0	2	0.0	>25.8µ	0	0	0	0	0.0

\* Available on Request    \*\* Insufficient quantities to quote reliable price movements

<b>Price Analysis</b>											
<b>Medium Merino Fleece Wool (40 - 55mm)</b>											
<b>Spinners, Best and Good Topmakers</b>						<b>Average to Inferior Topmakers</b>					
<b>Micron</b>	<b>Price ( c/kg )</b>		<b>Lots Sold</b>		<b>% Price Change</b>	<b>Micron</b>	<b>Price ( c/kg )</b>		<b>Lots Sold</b>		<b>% Price Change</b>
	<b>This Week</b>	<b>Prev Week</b>	<b>This Week</b>	<b>Prev Week</b>			<b>This Week</b>	<b>Prev Week</b>	<b>This Week</b>	<b>Prev Week</b>	
<18.7µ	0	0	0	0	0.0	<18.7µ	0	0	0	0	0.0
18.8-19.2µ	4 242	3 846	5	11	10.3	18.8-19.2µ	4 121	3 699	2	7	11.4
19.3-19.7µ	4 491	3 689	8	8	21.8	19.3-19.7µ	4 121	3 655	4	1	12.8
19.8-20.2µ	4 462	3 653	14	14	22.2	19.8-20.2µ	4 046	3 510	10	4	15.3
20.3-20.7µ	4 337	3 611	23	18	20.1	20.3-20.7µ	4 211	3 547	7	11	18.7
20.8-21.2µ	4 304	3 616	18	28	19.0	20.8-21.2µ	4 217	3 499	12	14	20.5
21.3-21.7µ	4 300	3 604	26	25	19.3	21.3-21.7µ	4 161	3 448	13	9	20.7
21.8-22.2µ	4 112	3 560	12	28	15.5	21.8-22.2µ	3 942	3 292	6	10	19.7
22.3-22.7µ	3 979	3 574	13	20	11.3	22.3-22.7µ	3 471	3 458	1	2	0.4
22.8-23.2µ	4 101	3 498	11	8	17.2	22.8-23.2µ	4 072	3 397	2	4	19.9
23.3-23.7µ	4 036	3 450	3	10	17.0	23.3-23.7µ	3 964	0	2	0	0.0
23.8-24.2µ	4 091	3 385	8	6	20.9	23.8-24.2µ	0	2 504	0	1	0.0
24.3-24.7µ	4 192	3 309	1	3	26.7	24.3-24.7µ	0	0	0	0	0.0
24.8-25.2µ	0	3 210	0	1	0.0	24.8-25.2µ	3 845	0	1	0	0.0
25.3-25.7µ	0	3 034	0	1	0.0	25.3-25.7µ	0	0	0	0	0.0
>25.8µ	0	3 297	0	1	0.0	>25.8µ	0	2 821	0	1	0.0

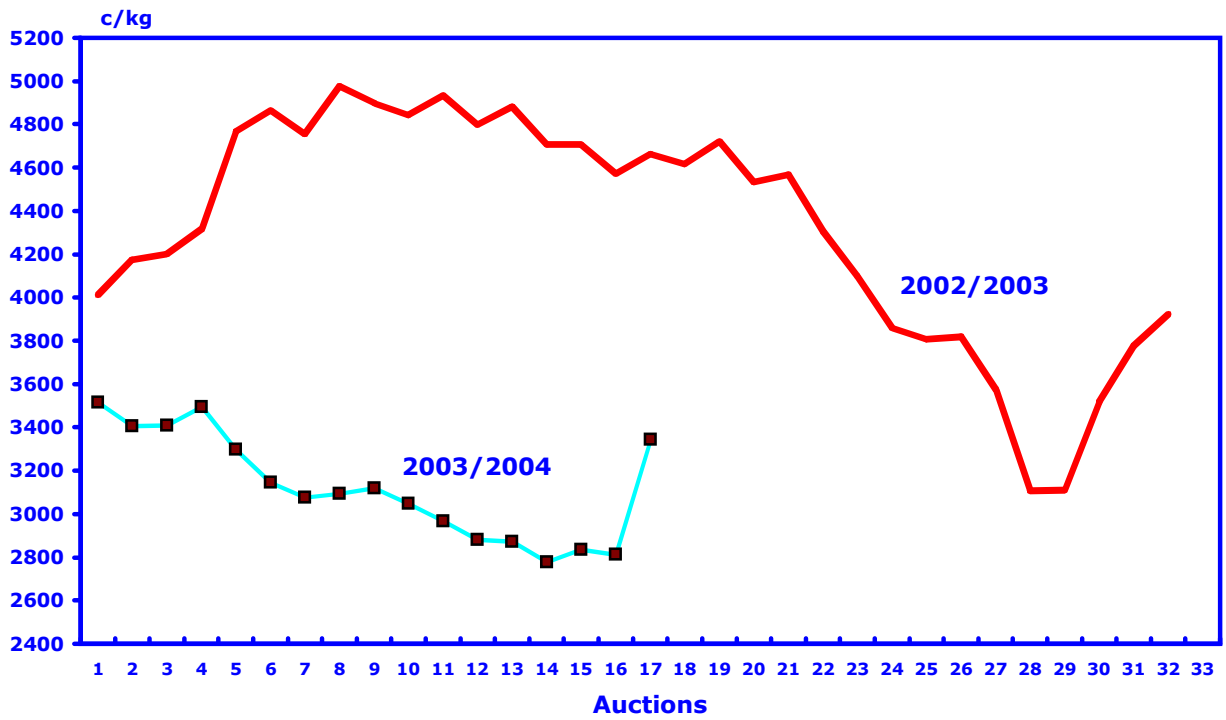
  

<b>Short Merino Fleece Wool (20 - 35mm)</b>											
<b>Spinners, Best and Good Topmakers</b>						<b>Average to Inferior Topmakers</b>					
<b>Micron</b>	<b>Price ( c/kg )</b>		<b>Lots Sold</b>		<b>% Price Change</b>	<b>Micron</b>	<b>Price ( c/kg )</b>		<b>Lots Sold</b>		<b>% Price Change</b>
	<b>This Week</b>	<b>Prev Week</b>	<b>This Week</b>	<b>Prev Week</b>			<b>This Week</b>	<b>Prev Week</b>	<b>This Week</b>	<b>Prev Week</b>	
<18.7µ	0	0	0	0	0.0	<18.7µ	0	0	0	0	0.0
18.8-19.2µ	0	0	0	0	0.0	18.8-19.2µ	4 023	1 830	1	2	0.0
19.3-19.7µ	0	3 416	0	2	0.0	19.3-19.7µ	0	0	0	0	0.0
19.8-20.2µ	3 157	3 475	1	1	-9.1	19.8-20.2µ	0	0	0	0	0.0
20.3-20.7µ	3 521	2 794	1	2	26.0	20.3-20.7µ	0	2 035	0	1	0.0
20.8-21.2µ	0	3 565	0	1	0.0	20.8-21.2µ	3 776	3 447	1	1	9.5
21.3-21.7µ	1 848	1 989	1	1	-7.1	21.3-21.7µ	0	0	0	0	0.0
21.8-22.2µ	3 357	3 461	2	1	-3.0	21.8-22.2µ	0	0	0	0	0.0
22.3-22.7µ	0	0	0	0	0.0	22.3-22.7µ	0	0	0	0	0.0
22.8-23.2µ	0	0	0	0	0.0	22.8-23.2µ	2 301	0	1	0	0.0
23.3-23.7µ	0	0	0	0	0.0	23.3-23.7µ	0	2 618	0	1	0.0
23.8-24.2µ	0	0	0	0	0.0	23.8-24.2µ	0	0	0	0	0.0
24.3-24.7µ	0	0	0	0	0.0	24.3-24.7µ	0	0	0	0	0.0
24.8-25.2µ	0	0	0	0	0.0	24.8-25.2µ	0	0	0	0	0.0
25.3-25.7µ	0	0	0	0	0.0	25.3-25.7µ	0	0	0	0	0.0
>25.8µ	0	0	0	0	0.0	>25.8µ	0	0	0	0	0.0

\* Available on Request    \*\* Insufficient quantities to quote reliable price movements

<b>Other Types</b>					
<b>Spinners, Best and Good Topmakers</b>					
<b>Micron</b>	<b>Price ( c/kg)</b>		<b>Lots Sold</b>		<b>% Price Change</b>
	<b>This Week</b>	<b>Prev Week</b>	<b>This Week</b>	<b>Prev Week</b>	
Long Lambs (19μ)	4 937	3 960	6	2	24.7
Long Lambs (20μ)	4 744	3 913	1	6	21.2
Medium Lambs (19μ)	4 573	3 828	9	6	19.5
Medium Lambs (20μ)	4 592	3 643	3	5	26.1
Long Bellies (20μ)	4 275	3 589	2	1	19.1
Long Bellies (21μ)	4 072	3 598	2	9	13.2
Medium Bellies (20μ)	4 221	3 592	6	5	17.5
Medium Bellies (21μ)	4 145	3 541	3	9	17.1
Long Locks (Good Color)	2 508	2 599	11	15	-3.5
<b>Other Types</b>					
<b>Average to Inferior Topmakers</b>					
<b>Micron</b>	<b>Price ( c/kg)</b>		<b>Lots Sold</b>		<b>% Price Change</b>
	<b>This Week</b>	<b>Prev Week</b>	<b>This Week</b>	<b>Prev Week</b>	
Long Lambs (19μ)	0	3 930	0	1	0.0
Long Lambs (20μ)	0	3 841	0	1	0.0
Medium Lambs (19μ)	4 180	3 679	1	1	13.6
Medium Lambs (20μ)	4 336	3 198	2	2	35.6
Long Bellies (20μ)	4 322	3 590	4	5	20.4
Long Bellies (21μ)	4 341	3 585	3	10	21.1
Medium Bellies (20μ)	4 283	3 514	14	12	21.9
Medium Bellies (21μ)	4 234	3 458	10	11	22.4
Long Locks (Stain)	2 218	2 300	3	4	-3.6

### S.A. Market Indicator



### Aust Market Indicator

