

CAPE WOOLS SA
Final Wool Sales Report and Price Summary

Auction Date **20-Aug-2003**

Catalogue Number **MS01**



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Market Commentary

DISAPPOINTING OPENING FOR NEW WOOL SEASON

PORT ELIZABETH - The 2003/04 wool selling season opened on a disappointing note when Cape Wools' market indicator shed 10,4% compared to last season's closing sale in mid-June to finish the day at R35,15/kg (clean).

Topmakers say apart from a stronger currency, which saw the rand trading at around R7,32 to the US dollar and R4,79 to the Australian dollar for most of the day, orders from major clients have not been forthcoming and demand remains depressed with most of Western Europe still on summer vacation. Not even the good selection on offer could entice buyers to pay higher prices and average prices for all categories dropped sharply. Producers clearly weren't happy with current price levels and many opted not to sell, resulting in a fairly high pass-in rate. Of the 11 728 bales on offer only 83% changed hands.

Average clean price movements for good quality long (75 - 95mm) Merino fleeces (spinners' and good topmakers' styles) were as follows: 19 microns were down 8,4% at R51,10/kg, 20 microns dropped 19,5% at R50,32/kg, 21 microns shed 11,5% at R49,59/kg, 22 microns were down 13,2% at R49,44/kg, 23 microns were 14,2% cheaper at R49,27/kg, 24 microns shed 14,6% at R48,64/kg, but there were no quotes for 25 microns.

No sale has been scheduled for next week. Sales resume on 3 September.

Auction Analysis

| Composition of Fleece Offerings | | | Analysis of Offerings | | | | | |
|--|-------------|-------------|------------------------------|--------------|---------------|-------------|---------------|-------------|
| Description | % This Week | % Prev Week | Description | This Week | | | Previous Week | |
| | | | | % | Bales | % Sold | Bales | % Sold |
| Long Wool | 42.9 | 24.7 | Merino Fleeces | 59.5 | 6 973 | 77.6 | 3 491 | 99.2 |
| Medium Wool | 49.5 | 58.0 | Merino Bellies | 7.9 | 927 | 93.9 | 688 | 99.3 |
| Short Wool and Locks | 7.5 | 17.2 | Merino Lambs | 12.0 | 1 407 | 86.6 | 969 | 98.9 |
| Fine Wool (<20µ) | 9.7 | 14.6 | Merino Locks | 6.4 | 746 | 99.6 | 640 | 99.7 |
| Medium Wool (20 - 22µ) | 55.8 | 60.5 | Other | 14.3 | 1 675 | 86.2 | 3 717 | 97.6 |
| Strong Wool (22 - 24µ) | 29.5 | 22.7 | Total | 100.0 | 11 728 | 82.6 | 9 505 | 98.6 |
| Overstrong (24 - 27µ) | 4.9 | 2.1 | | | | | | |

Other Indicators

Offerings per Port

| Indicators | This Week | Prev Week | % Change | Ports | This Week (Bales) | | | Prev Week (Bales) | |
|----------------------------|--------------|--------------|--------------|----------------|-------------------|--------------|-------------|-------------------|--------------|
| | | | | | Offered | Sold | % Sold | Offered | Sold |
| SA Market Indicator | 3 515 | 3 922 | -10.4 | Cape Town | 2 606 | 1 206 | 46.3 | 1 598 | 1 558 |
| AWEX EMI | 921 | 954 | -3.5 | Durban | 482 | 380 | 78.8 | 1 242 | 1 234 |
| R/US Dollar | 7.3200 | 7.8300 | 6.5 | Port Elizabeth | 8 640 | 8 099 | 93.7 | 6 665 | 6 579 |
| R/A Dollar | 4.7962 | 5.2521 | 8.7 | Total | 11 728 | 9 685 | 82.6 | 9 505 | 9 371 |
| R/Euro | 8.1303 | 9.2371 | 12.0 | | | | | | |

Main Buyers

Receipts 15/08/2003 AMENDED

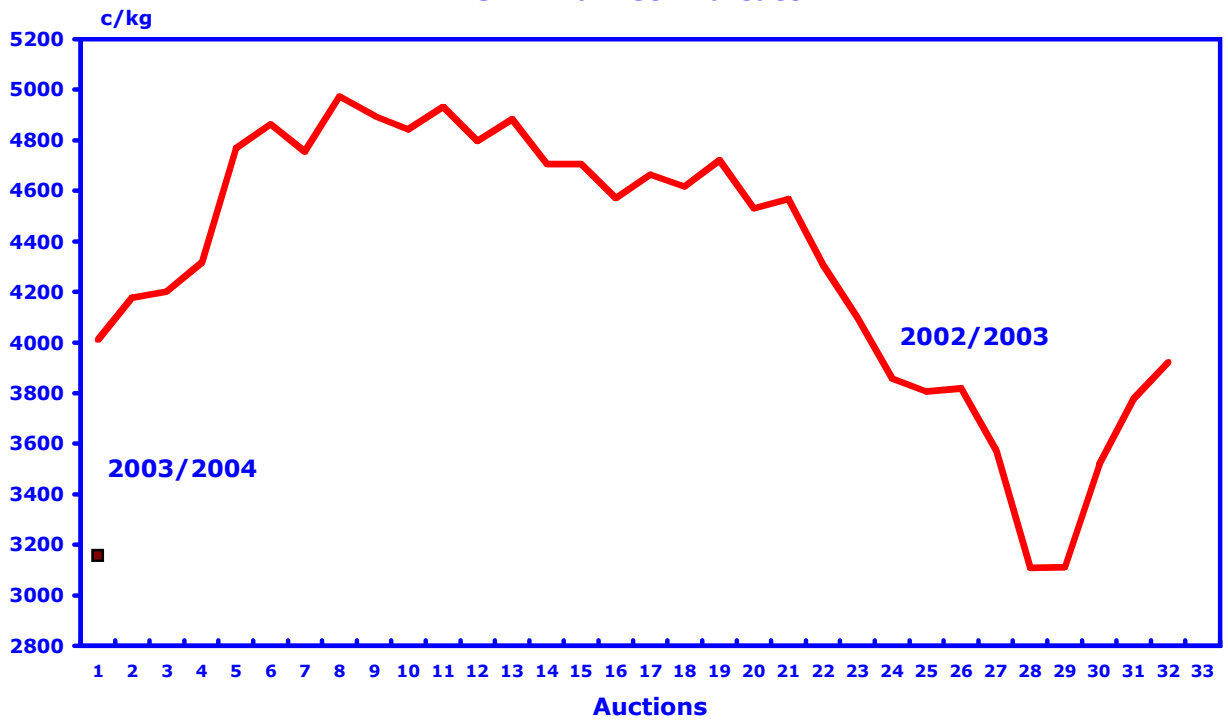
| Buyers | This Week | Prev Week | % Change | Season to Date (Kg) | Last Season (Kg) | % Change |
|----------------|-----------|-----------|----------|----------------------|------------------|--------------------------|
| | | | | 3 071 729 | 2 992 541 | 2.6 |
| Stucken | 2021 | 2030 | -0.4 | Next Auction | | |
| G Modiano | 2017 | 1869 | 7.9 | | | |
| ADF | 1785 | 553 | 222.8 | Name | Date | Offerings (Bales) |
| Chargeurs Wool | 1276 | 1414 | -9.8 | S A Wool Exchange | 03/09/2003 | ± 10 000 |
| United Wool | 1035 | 689 | 50.2 | Van Lill Wool Buyers | - | - |
| STD Wool | 742 | 981 | -24.4 | Saunders et al. | 02/09/2003 | ± 800 |
| Beier Fin | 617 | 1091 | -43.4 | Lanata | 02/09/2003 | ± 800 |
| Fibres Int | 192 | 277 | -30.7 | | | |
| CPC | 0 | 0 | 0.0 | | | |

| Price Analysis | | | | | | | | | | | |
|--|-----------------------|------------------|------------------|------------------|-----------------------|--------------------------------------|-----------------------|------------------|------------------|------------------|-----------------------|
| Long Merino Fleece Wool (75 - 95mm) | | | | | | | | | | | |
| Spinners, Best and Good Topmakers | | | | | | Average to Inferior Topmakers | | | | | |
| Micron | Price (c/kg) | | Lots Sold | | % Price Change | Micron | Price (c/kg) | | Lots Sold | | % Price Change |
| | This Week | Prev Week | This Week | Prev Week | | | This Week | Prev Week | This Week | Prev Week | |
| <18.7µ | 0 | 0 | 0 | 0 | 0.0 | <18.7µ | 0 | 0 | 0 | 0 | 0.0 |
| 18.8-19.2µ | 5 110 | 5 581 | 1 | 1 | -8.4 | 18.8-19.2µ | 5 070 | 0 | 1 | 0 | 0.0 |
| 19.3-19.7µ | 5 069 | 5 593 | 4 | 3 | -9.4 | 19.3-19.7µ | 5 023 | 0 | 1 | 0 | 0.0 |
| 19.8-20.2µ | 5 032 | 5 558 | 3 | 3 | -9.5 | 19.8-20.2µ | 4 945 | 0 | 1 | 0 | 0.0 |
| 20.3-20.7µ | 4 957 | 5 657 | 15 | 10 | -12.4 | 20.3-20.7µ | 5 004 | 5 752 | 1 | 1 | -13.0 |
| 20.8-21.2µ | 4 959 | 5 604 | 8 | 9 | -11.5 | 20.8-21.2µ | 4 755 | 5 680 | 1 | 2 | -16.3 |
| 21.3-21.7µ | 4 980 | 5 607 | 23 | 4 | -11.2 | 21.3-21.7µ | 4 441 | 5 436 | 1 | 1 | -18.3 |
| 21.8-22.2µ | 4 944 | 5 697 | 20 | 2 | -13.2 | 21.8-22.2µ | 0 | 5 554 | 0 | 3 | 0.0 |
| 22.3-22.7µ | 4 948 | 5 678 | 14 | 10 | -12.9 | 22.3-22.7µ | 4 954 | 4 921 | 3 | 2 | 0.7 |
| 22.8-23.2µ | 4 927 | 5 739 | 17 | 1 | -14.2 | 22.8-23.2µ | 0 | 0 | 0 | 0 | 0.0 |
| 23.3-23.7µ | 4 885 | 5 810 | 14 | 2 | -15.9 | 23.3-23.7µ | 4 855 | 0 | 1 | 0 | 0.0 |
| 23.8-24.2µ | 4 864 | 5 696 | 6 | 1 | -14.6 | 23.8-24.2µ | 0 | 0 | 0 | 0 | 0.0 |
| 24.3-24.7µ | 4 880 | 5 425 | 7 | 1 | -10.0 | 24.3-24.7µ | 4 617 | 0 | 1 | 0 | 0.0 |
| 24.8-25.2µ | 4 853 | 0 | 6 | 0 | 0.0 | 24.8-25.2µ | 0 | 0 | 0 | 0 | 0.0 |
| 25.3-25.7µ | 4 836 | 0 | 4 | 0 | 0.0 | 25.3-25.7µ | 0 | 0 | 0 | 0 | 0.0 |
| >25.8µ | 0 | 5 094 | 0 | 1 | 0.0 | >25.8µ | 0 | 0 | 0 | 0 | 0.0 |
| Medium to Long Merino Fleece Wool (60 - 70mm) | | | | | | | | | | | |
| Spinners, Best and Good Topmakers | | | | | | Average to Inferior Topmakers | | | | | |
| Micron | Price (c/kg) | | Lots Sold | | % Price Change | Micron | Price (c/kg) | | Lots Sold | | % Price Change |
| | This Week | Prev Week | This Week | Prev Week | | | This Week | Prev Week | This Week | Prev Week | |
| <18.7µ | 0 | 0 | 0 | 0 | 0.0 | <18.7µ | 0 | 0 | 0 | 0 | 0.0 |
| 18.8-19.2µ | 4 902 | 5 504 | 8 | 4 | -10.9 | 18.8-19.2µ | 4 987 | 5 690 | 1 | 1 | -12.4 |
| 19.3-19.7µ | 4 949 | 5 679 | 16 | 8 | -12.9 | 19.3-19.7µ | 4 927 | 5 347 | 3 | 6 | -7.9 |
| 19.8-20.2µ | 4 932 | 5 544 | 26 | 10 | -11.0 | 19.8-20.2µ | 4 499 | 5 360 | 2 | 2 | -16.1 |
| 20.3-20.7µ | 4 883 | 5 617 | 36 | 22 | -13.1 | 20.3-20.7µ | 4 566 | 5 244 | 6 | 9 | -12.9 |
| 20.8-21.2µ | 4 893 | 5 582 | 49 | 18 | -12.3 | 20.8-21.2µ | 4 561 | 5 472 | 6 | 12 | -16.6 |
| 21.3-21.7µ | 4 869 | 5 548 | 74 | 25 | -12.2 | 21.3-21.7µ | 4 639 | 5 449 | 13 | 9 | -14.9 |
| 21.8-22.2µ | 4 879 | 5 564 | 65 | 12 | -12.3 | 21.8-22.2µ | 4 740 | 5 437 | 8 | 5 | -12.8 |
| 22.3-22.7µ | 4 855 | 5 652 | 61 | 14 | -14.1 | 22.3-22.7µ | 4 792 | 5 478 | 4 | 4 | -12.5 |
| 22.8-23.2µ | 4 872 | 5 508 | 47 | 12 | -11.5 | 22.8-23.2µ | 4 754 | 5 329 | 4 | 4 | -10.8 |
| 23.3-23.7µ | 4 849 | 5 461 | 32 | 16 | -11.2 | 23.3-23.7µ | 4 640 | 5 607 | 5 | 3 | -17.2 |
| 23.8-24.2µ | 4 789 | 5 519 | 19 | 1 | -13.2 | 23.8-24.2µ | 0 | 5 647 | 0 | 2 | 0.0 |
| 24.3-24.7µ | 4 697 | 5 428 | 10 | 8 | -13.5 | 24.3-24.7µ | 0 | 5 143 | 0 | 1 | 0.0 |
| 24.8-25.2µ | 4 734 | 5 528 | 5 | 1 | -14.4 | 24.8-25.2µ | 4 573 | 0 | 1 | 0 | 0.0 |
| 25.3-25.7µ | 4 548 | 4 997 | 5 | 1 | -9.0 | 25.3-25.7µ | 0 | 4 873 | 0 | 1 | 0.0 |
| >25.8µ | 4 497 | 4 765 | 7 | 3 | -5.6 | >25.8µ | 0 | 0 | 0 | 0 | 0.0 |

| Price Analysis | | | | | | | | | | | |
|--|-----------------------|------------------|------------------|------------------|-----------------------|--------------------------------------|-----------------------|------------------|------------------|------------------|-----------------------|
| Medium Merino Fleece Wool (40 - 55mm) | | | | | | | | | | | |
| Spinners, Best and Good Topmakers | | | | | | Average to Inferior Topmakers | | | | | |
| Micron | Price (c/kg) | | Lots Sold | | % Price Change | Micron | Price (c/kg) | | Lots Sold | | % Price Change |
| | This Week | Prev Week | This Week | Prev Week | | | This Week | Prev Week | This Week | Prev Week | |
| <18.7µ | 0 | 0 | 0 | 0 | 0.0 | <18.7µ | 0 | 0 | 0 | 0 | 0.0 |
| 18.8-19.2µ | 4 182 | 0 | 5 | 0 | 0.0 | 18.8-19.2µ | 4 631 | 4 698 | 2 | 4 | -1.4 |
| 19.3-19.7µ | 4 367 | 5 004 | 14 | 14 | -12.7 | 19.3-19.7µ | 4 423 | 5 071 | 6 | 6 | -12.8 |
| 19.8-20.2µ | 4 399 | 5 002 | 13 | 12 | -12.1 | 19.8-20.2µ | 4 263 | 4 486 | 12 | 6 | -5.0 |
| 20.3-20.7µ | 4 127 | 4 838 | 23 | 23 | -14.7 | 20.3-20.7µ | 4 047 | 4 629 | 4 | 16 | -12.6 |
| 20.8-21.2µ | 4 325 | 4 972 | 32 | 24 | -13.0 | 20.8-21.2µ | 4 173 | 4 604 | 11 | 18 | -9.3 |
| 21.3-21.7µ | 4 312 | 5 067 | 39 | 25 | -14.9 | 21.3-21.7µ | 4 208 | 4 832 | 10 | 22 | -12.9 |
| 21.8-22.2µ | 4 316 | 4 887 | 25 | 18 | -11.7 | 21.8-22.2µ | 4 185 | 4 745 | 13 | 11 | -11.8 |
| 22.3-22.7µ | 4 478 | 4 977 | 20 | 29 | -10.0 | 22.3-22.7µ | 3 997 | 4 754 | 6 | 6 | -15.9 |
| 22.8-23.2µ | 4 287 | 4 933 | 16 | 7 | -13.1 | 22.8-23.2µ | 4 096 | 3 460 | 5 | 5 | 18.4 |
| 23.3-23.7µ | 4 189 | 4 787 | 11 | 6 | -12.5 | 23.3-23.7µ | 4 429 | 4 426 | 3 | 2 | 0.1 |
| 23.8-24.2µ | 4 645 | 4 481 | 6 | 2 | 3.7 | 23.8-24.2µ | 0 | 0 | 0 | 0 | 0.0 |
| 24.3-24.7µ | 4 422 | 4 665 | 6 | 4 | -5.2 | 24.3-24.7µ | 3 832 | 0 | 1 | 0 | 0.0 |
| 24.8-25.2µ | 4 093 | 0 | 1 | 0 | 0.0 | 24.8-25.2µ | 0 | 0 | 0 | 0 | 0.0 |
| 25.3-25.7µ | 4 332 | 3 660 | 2 | 1 | 18.3 | 25.3-25.7µ | 0 | 0 | 0 | 0 | 0.0 |
| >25.8µ | 0 | 0 | 0 | 0 | 0.0 | >25.8µ | 0 | 3 741 | 0 | 1 | 0.0 |
| Short Merino Fleece Wool (20 - 35mm) | | | | | | | | | | | |
| Spinners, Best and Good Topmakers | | | | | | Average to Inferior Topmakers | | | | | |
| Micron | Price (c/kg) | | Lots Sold | | % Price Change | Micron | Price (c/kg) | | Lots Sold | | % Price Change |
| | This Week | Prev Week | This Week | Prev Week | | | This Week | Prev Week | This Week | Prev Week | |
| <18.7µ | 0 | 0 | 0 | 0 | 0.0 | <18.7µ | 0 | 0 | 0 | 0 | 0.0 |
| 18.8-19.2µ | 3 302 | 0 | 3 | 0 | 0.0 | 18.8-19.2µ | 3 332 | 2 385 | 1 | 1 | 0.0 |
| 19.3-19.7µ | 3 389 | 3 886 | 1 | 1 | -12.8 | 19.3-19.7µ | 3 732 | 2 569 | 1 | 3 | 0.0 |
| 19.8-20.2µ | 3 650 | 0 | 4 | 0 | 0.0 | 19.8-20.2µ | 2 010 | 2 341 | 1 | 2 | -14.1 |
| 20.3-20.7µ | 3 872 | 3 947 | 1 | 2 | -1.9 | 20.3-20.7µ | 0 | 3 653 | 0 | 7 | 0.0 |
| 20.8-21.2µ | 3 328 | 3 705 | 2 | 2 | -10.2 | 20.8-21.2µ | 3 638 | 3 398 | 1 | 2 | 7.1 |
| 21.3-21.7µ | 3 144 | 3 591 | 2 | 3 | -12.4 | 21.3-21.7µ | 0 | 3 626 | 0 | 3 | 0.0 |
| 21.8-22.2µ | 3 112 | 4 311 | 4 | 2 | 0.0 | 21.8-22.2µ | 0 | 3 623 | 0 | 2 | 0.0 |
| 22.3-22.7µ | 3 267 | 0 | 1 | 0 | 0.0 | 22.3-22.7µ | 2 154 | 3 705 | 1 | 6 | 0.0 |
| 22.8-23.2µ | 2 779 | 0 | 1 | 0 | 0.0 | 22.8-23.2µ | 0 | 0 | 0 | 0 | 0.0 |
| 23.3-23.7µ | 0 | 3 645 | 0 | 2 | 0.0 | 23.3-23.7µ | 0 | 0 | 0 | 0 | 0.0 |
| 23.8-24.2µ | 3 600 | 0 | 1 | 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 | 2 165 | 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 | 0 | 0 | 0 | 0 | 0.0 | 25.3-25.7µ | 0 | 3 415 | 0 | 1 | 0.0 |
| >25.8µ | 0 | 0 | 0 | 0 | 0.0 | >25.8µ | 0 | 0 | 0 | 0 | 0.0 |

| Other Types | | | | | |
|--|----------------------|------------------|------------------|------------------|-----------------------|
| Spinners, Best and Good Topmakers | | | | | |
| Micron | Price (c/kg) | | Lots Sold | | % Price Change |
| | This Week | Prev Week | This Week | Prev Week | |
| Long Lambs (19μ) | 4 972 | 5 707 | 15 | 3 | -12.9 |
| Long Lambs (20μ) | 5 003 | 5 486 | 13 | 2 | -8.8 |
| Medium Lambs (19μ) | 4 465 | 4 910 | 13 | 13 | -9.1 |
| Medium Lambs (20μ) | 4 453 | 4 818 | 12 | 5 | -7.6 |
| Long Bellies (20μ) | 4 774 | 0 | 2 | 0 | 0.0 |
| Long Bellies (21μ) | 4 573 | 0 | 1 | 0 | 0.0 |
| Medium Bellies (20μ) | 4 260 | 0 | 3 | 0 | 0.0 |
| Medium Bellies (21μ) | 4 264 | 4 800 | 5 | 1 | -11.2 |
| Long Locks (Good Color) | 1 909 | 1 864 | 10 | 5 | 2.4 |
| Other Types | | | | | |
| Average to Inferior Topmakers | | | | | |
| Micron | Price (c/kg) | | Lots Sold | | % Price Change |
| | This Week | Prev Week | This Week | Prev Week | |
| Long Lambs (19μ) | 4 902 | 5 645 | 3 | 1 | -13.2 |
| Long Lambs (20μ) | 4 943 | 5 365 | 2 | 2 | -7.9 |
| Medium Lambs (19μ) | 4 394 | 4 772 | 4 | 2 | -7.9 |
| Medium Lambs (20μ) | 4 284 | 4 793 | 4 | 3 | -10.6 |
| Long Bellies (20μ) | 4 623 | 0 | 2 | 0 | 0.0 |
| Long Bellies (21μ) | 4 390 | 0 | 5 | 0 | 0.0 |
| Medium Bellies (20μ) | 4 076 | 4 641 | 7 | 7 | -12.2 |
| Medium Bellies (21μ) | 4 252 | 4 758 | 13 | 7 | -10.6 |
| Long Locks (Stain) | 1 711 | 1 639 | 6 | 4 | 4.4 |

S.A. Market Indicator



Aust Market Indicator

