



**Table 1: Northern Region Micron Price Guides**

WEEK 19			12 MONTH COMPARISONS								3 YEAR COMPARISONS					10 YEAR COMPARISONS				
10/11/2021		4/11/2021	10/11/2020	Now	Now		Now		Now		Now		Now		Percentile	10 year		Now		Percentile
MPG	Current	Weekly	This time	compared	12 Month	compared	12 Month	compared	Low	High	Average	to 3yr ave	Low	High	Percentile	Low	High	Average	to 10yr ave	Percentile
	Price	Change	Last Year	to Last Year	Low	to Low	High	to High												
NRI	1394	-22 -1.6%	1213	+181 15%	919	+475 52%	1568	-174 -11%	919	2074	1509	-115 -8%	37%	955	2163	1383	+11 1%	61%		
15*	3500	-45 -1.3%	2485	+1015 41%	1945	+1555 80%	3460	+40 1%	1945	3545	2647	+853 32%	100%	1661	3700	2647	+919 36%	87%		
15.5*	3200	-5 -0.2%	2325	+875 38%	1800	+1400 78%	3260	-60 -2%	1800	3260	2492	+708 28%	100%	1519	3450	2647	+841 36%	87%		
16*	2760	-95 -3.3%	2125	+635 30%	1650	+1110 67%	3060	-300 -10%	1650	3060	2352	+408 17%	85%	1310	3300	2035	+725 36%	87%		
16.5	2535	-85 -3.2%	1919	+616 32%	1482	+1053 71%	2824	-289 -10%	1482	2824	2223	+312 14%	71%	1279	3187	1951	+584 30%	80%		
17	2338	-81 -3.3%	1791	+547 31%	1382	+956 69%	2623	-285 -11%	1382	2623	2118	+220 10%	66%	1229	3008	1847	+491 27%	77%		
17.5	2159	-53 -2.4%	1684	+475 28%	1291	+868 67%	2403	-244 -10%	1291	2572	2018	+141 7%	64%	1196	2845	1780	+379 21%	72%		
18	1950	-47 -2.4%	1545	+405 26%	1172	+778 66%	2203	-253 -11%	1172	2533	1915	+35 2%	59%	1168	2708	1708	+242 14%	69%		
18.5	1762	-50 -2.8%	1438	+324 23%	1062	+700 66%	2000	-238 -12%	1062	2451	1818	-56 -3%	40%	1131	2591	1640	+122 7%	63%		
19	1613	-27 -1.6%	1353	+260 19%	995	+618 62%	1830	-217 -12%	995	2422	1727	-114 -7%	38%	1096	2465	1572	+41 3%	61%		
19.5	1461	-23 -1.5%	1291	+170 13%	949	+512 54%	1669	-208 -12%	949	2404	1664	-203 -12%	28%	1057	2404	1522	-61 -4%	53%		
20	1334	-30 -2.2%	1219	+115 9%	910	+424 47%	1518	-184 -12%	910	2391	1609	-275 -17%	28%	1046	2391	1478	-144 -10%	42%		
21	1287	-25 -1.9%	1173	+114 10%	898	+389 43%	1381	-94 -7%	898	2368	1568	-281 -18%	40%	1016	2368	1445	-158 -11%	43%		
22	1204	-17 -1.4%	1172	+32 3%	863	+341 40%	1332	-128 -10%	863	2342	1543	-339 -22%	22%	1009	2342	1418	-214 -15%	30%		
23	1057	-9 -0.8%	1152	-95 -8%	814	+243 30%	1190	-133 -11%	814	2212	1453	-396 -27%	8%	957	2316	1373	-316 -23%	5%		
24	900	-1 -0.1%	1079	-179 -17%	750	+150 20%	1115	-215 -19%	750	2016	1306	-406 -31%	4%	895	2114	1261	-361 -29%	1%		
25	790	+7 0.9%	873	-83 -10%	552	+238 43%	914	-124 -14%	552	1701	1095	-305 -28%	8%	701	1801	1084	-294 -27%	2%		
26	740	+15 2.1%	818	-78 -10%	526	+214 41%	883	-143 -16%	526	1523	991	-251 -25%	18%	660	1545	975	-235 -24%	6%		
28	418	-12 -2.8%	585	-167 -29%	396	+22 6%	663	-245 -37%	396	1318	725	-307 -42%	3%	420	1318	735	-317 -43%	0%		
30	330	-40 -10.8%	470	-140 -30%	319	+11 3%	533	-203 -38%	319	998	582	-252 -43%	1%	342	998	625	-295 -47%	0%		
32	240	-13 -5.1%	287	-47 -16%	190	+50 26%	339	-99 -29%	190	659	377	-137 -36%	11%	215	762	484	-244 -50%	3%		
MC	858	+14 1.7%	728	+130 18%	621	+237 38%	979	-121 -12%	621	1251	943	-85 -9%	26%	559	1563	968	-110 -11%	38%		
AU BALES OFFERED			37,630	* 16.5 is the lowest Micron Price Guide (MPG) published by The Australian Wool Exchange (AWEX). Therefore MPG's below 16.5 micron are an estimate based on the best available information at the time of publication. Likewise, for any category where there is insufficient quantity offered to enable AWEX to quote, a quote will also be provided. * Recording of 15 & 15.5 micron commenced in October 2017, and as a result some historic data is not yet available for those MPG's. Where historic data is not available an estimate based on '16 micron statistics' and incorporating the existing 15 & 15.5 micron data, will be provided as a guide.																
AU BALES SOLD			32,268																	
AU PASSED-IN%			14.2%																	
AUD/USD		0.7368	-1.1%																	

Source: Australian Wool Exchange, Australian Wool Innovation, Riemann, x-rates.com, Reserve Bank of Australia, Australian Wool Testing Authority, Australian Bureau Statistics (ABS), Woolmark.

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## MARKET COMMENTARY Source: AWEX

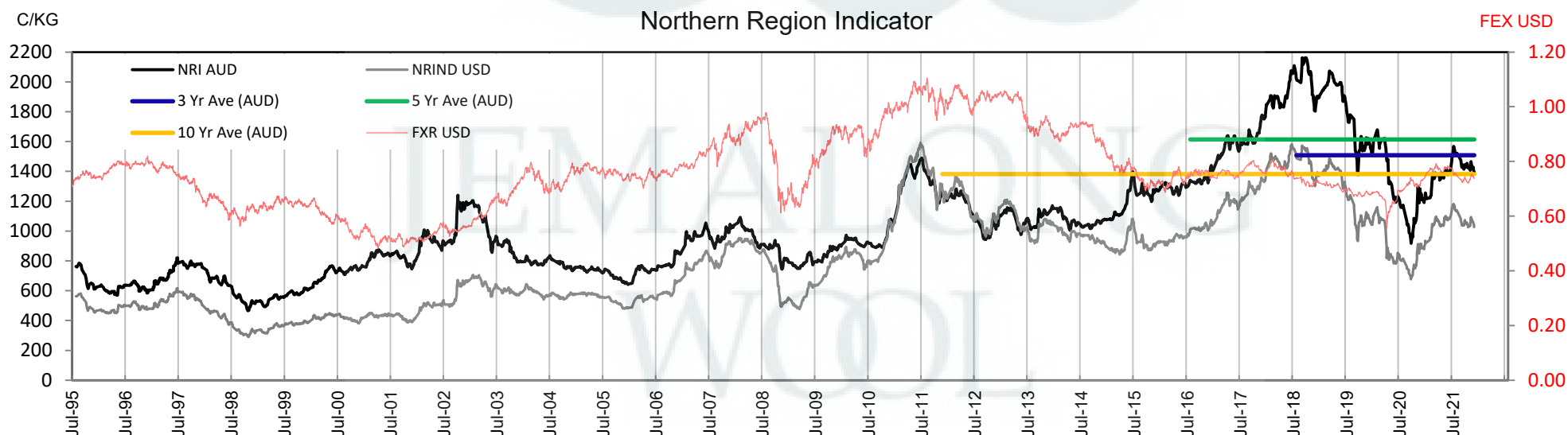
The wool market lost ground during this series, driven mainly by losses in the merino fleece sector. The national offering fell to 37,630 bales due to the 5.3% of wool withdrawn prior to sale. However, unlike last week, where it was mainly the finer merino microns recording losses, the falls were felt across all merino fleece types and descriptions.

The bulk of the losses were felt on the first day of selling. Across the country, the individual MPGs for 16.5 through to 21 microns lost between 9 and 82 cents, only the 22.0 micron MPG in the South managing a nominal 4 cent increase. These falls contributed to a 14 cent reduction in the AWEX Eastern Market Indicator (EMI).

During the second day of selling the market settled to a degree. In the Eastern markets, the movements in the MPGs ranged between +16 and -20 cents. In Fremantle, selling last, the market recovered slightly, this was reflected in the Western MPGs which ranged between -1 and +9 cents, showing promising signs for next week's sales. The EMI lost 7 cents on the second day, dropping 21 cents for the series, closing at 1,319 cents. Understandably, the drop in the market pushed the national passed in rate higher, as many sellers were either unwilling or unprepared to accept the prices on offer.

The passed-in rate nationally was 14.2%; this was 4% higher than in the previous series. Despite the falls experienced so far in the 2021/22 season, the market is still beyond the price levels of this time last year. Compared to the corresponding sale of the previous season, the EMI is 130 cents higher, an increase of 10.9%.

Despite the softer market, the national offering for next week has climbed, with 44,754 bales currently forecast nationally.





**Table 2: Three Year Decile Table, since: 1/11/2018**

Decile	%	16	16.5	17	17.5	18	18.5	19	19.5	20	21	22	23	24	25	26	28	30	32	MC
1	10%	1859	1726	1621	1517	1435	1359	1283	1243	1212	1170	1140	1067	944	810	719	448	368	237	739
2	20%	2015	1925	1810	1710	1583	1480	1394	1341	1294	1229	1188	1103	963	837	751	480	385	253	814
3	30%	2115	1995	1907	1861	1780	1672	1567	1466	1339	1265	1226	1118	979	851	769	505	410	268	866
4	40%	2175	2074	2005	1944	1849	1751	1624	1492	1365	1287	1249	1132	1010	861	790	530	435	275	886
5	50%	2290	2192	2117	1980	1913	1822	1675	1534	1433	1312	1280	1174	1086	886	822	607	478	285	909
6	60%	2460	2311	2222	2110	1956	1853	1756	1692	1684	1677	1655	1596	1473	1217	1109	841	671	413	976
7	70%	2610	2529	2394	2215	2039	1885	1811	1789	1771	1760	1742	1650	1523	1290	1170	886	704	469	1021
8	80%	2700	2585	2465	2328	2180	2082	2043	2036	2031	2017	2007	1899	1742	1437	1285	957	775	507	1085
9	90%	2865	2646	2537	2466	2418	2360	2300	2284	2268	2245	2227	2212	1855	1571	1412	1118	922	597	1145
10	100%	3060	2824	2623	2572	2533	2451	2422	2404	2391	2368	2342	2212	2016	1701	1523	1318	998	659	1251
MPG		2760	2535	2338	2159	1950	1762	1613	1461	1334	1287	1204	1057	900	790	740	418	330	240	858
3 Yr Percentile		85%	71%	66%	64%	59%	40%	38%	28%	28%	40%	22%	8%	4%	8%	18%	3%	1%	11%	26%

**Table 3: Ten Year Decile Table, since: 1/11/2011**

Decile	%	16	16.5	17	17.5	18	18.5	19	19.5	20	21	22	23	24	25	26	28	30	32	MC
1	10%	1430	1372	1298	1271	1230	1195	1169	1145	1131	1127	1107	1081	977	847	760	515	420	270	710
2	20%	1543	1461	1369	1328	1293	1260	1215	1193	1179	1164	1152	1119	1038	873	788	600	536	392	773
3	30%	1590	1528	1458	1412	1372	1335	1302	1274	1243	1226	1202	1143	1068	905	810	645	570	433	811
4	40%	1677	1587	1547	1513	1475	1440	1389	1357	1322	1272	1246	1195	1098	934	835	669	586	464	866
5	50%	1885	1788	1658	1600	1554	1505	1467	1434	1364	1320	1298	1264	1168	1029	928	718	624	485	954
6	60%	2110	2040	1910	1867	1781	1685	1592	1492	1428	1396	1369	1340	1237	1112	1019	772	645	507	1060
7	70%	2305	2279	2177	2111	1995	1860	1766	1671	1584	1489	1447	1404	1330	1182	1090	823	684	553	1094
8	80%	2594	2535	2399	2264	2163	2043	1897	1794	1761	1726	1700	1622	1490	1250	1143	871	722	595	1151
9	90%	2895	2729	2577	2502	2389	2269	2188	2161	2145	2129	2110	1961	1810	1502	1320	945	807	659	1264
10	100%	3300	3187	3008	2845	2708	2591	2465	2404	2391	2368	2342	2316	2114	1801	1545	1318	998	762	1563
MPG		2760	2535	2338	2159	1950	1762	1613	1461	1334	1287	1204	1057	900	790	740	418	330	240	858
10 Yr Percentile		87%	80%	77%	72%	69%	63%	61%	53%	42%	43%	30%	5%	1%	2%	6%	0%	0%	3%	38%

**Definitions:**

\* A Percentile, is a value on a scale of one hundred that indicates the percent of a distribution that is equal to or below it. In general a percentile between 25% and 75% is considered normal, a percentile below 25% is considered below normal and a percentile above 75% is considered above normal.

Three and ten year percentiles shown on the bottom line of table 2 & 3 (above) and in table 1 (on page 1), detail the amount of time during the past 3 & 10 years where the market has traded either at or below its current price.

\* Deciles are a method of sorting ranked data into 10 equal groups. The data may be ranked from largest to smallest or vice versa.

The above Decile tables sort price Percentiles into 10 equal groups (in ascending order), with table 2 ranking the previous 3 years prices, while table 3 ranks prices over the previous 10 years.

**Example:** In Table 2, a Decile Rank of 6 for 19 microns, shows 19 microns have traded at or below 1756 for 60% of the time, over the past three years.

In Table 3, a Decile Rank of 6 for 19 microns, shows 19 microns have traded at or below 1592 for 60% of the time, over the past ten years.



**Table 4: Riemann Forwards, as at: 10/11/21** **Any highlighted in yellow are recent trades, trading since: Thursday, 4 November 2021**

MICRON (Total Traded = 137)		18um (22 Traded)	18.5um (0 Traded)	19um (87 Traded)	19.5um (0 Traded)	21um (26 Traded)	22um (0 Traded)	23um (0 Traded)	28um (1 Traded)	30um (1 Traded)
FORWARD CONTRACT MONTH	Nov-2021 (24)	2/09/21 <b>1950</b> (1)		3/11/21 <b>1710</b> (14)		4/11/21 <b>1300</b> (9)				
	Dec-2021 (16)	7/10/21 <b>2020</b> (5)		21/09/21 <b>1670</b> (8)		8/11/21 <b>1320</b> (3)				
	Jan-2022 (25)	2/06/21 <b>1955</b> (1)		26/10/21 <b>1725</b> (20)		8/07/21 <b>1340</b> (3)			1/09/21 <b>500</b> (1)	
	Feb-2022 (13)			4/11/21 <b>1690</b> (9)		8/11/21 <b>1325</b> (3)				5/11/21 <b>375</b> (1)
	Mar-2022 (13)			4/11/21 <b>1690</b> (12)		29/04/21 <b>1300</b> (1)				
	Apr-2022 (12)	2/06/21 <b>1955</b> (1)		9/11/21 <b>1660</b> (9)		17/08/21 <b>1310</b> (2)				
	May-2022 (5)	4/06/21 <b>1955</b> (1)		22/10/21 <b>1740</b> (2)		17/08/21 <b>1310</b> (2)				
	Jun-2022 (6)	29/10/21 <b>2030</b> (4)		6/08/21 <b>1770</b> (1)		29/04/21 <b>1300</b> (1)				
	Jul-2022 (3)	27/10/21 <b>2050</b> (1)		10/11/21 <b>1660</b> (2)						
	Aug-2022 (7)	22/10/21 <b>2050</b> (6)		3/05/21 <b>1650</b> (1)						
	Sep-2022 (5)	20/10/21 <b>2050</b> (1)		22/10/21 <b>1725</b> (4)						
	Oct-2022 (5)			7/10/21 <b>1660</b> (3)		14/07/21 <b>1350</b> (2)				
	Nov-2022 (1)			28/09/21 <b>1680</b> (1)						
	Dec-2022									
	Jan-2023									
	Feb-2023									
	Mar-2023									
	Apr-2023 (1)			28/09/21 <b>1680</b> (1)						
	May-2023									
	Jun-2023 (1)	29/10/21 <b>2000</b> (1)								
	Jul-2023									
	Aug-2023									
	Sep-2023									

**Explanatory Notes:** Prices quoted reflect the most recent trades, at time of print.

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**Table 6: National Market Share**

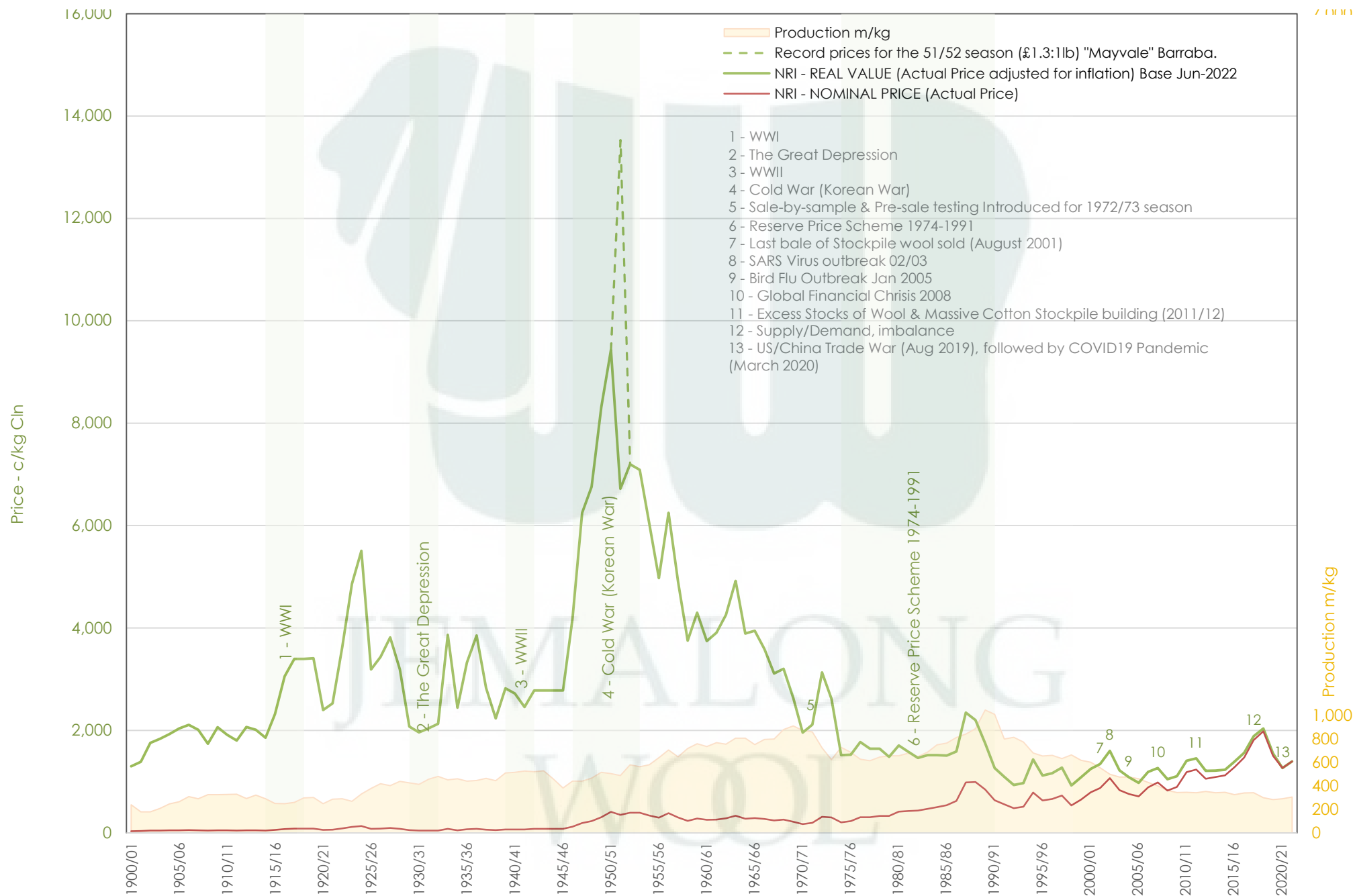
	Rank	Current Selling Week Week 19			Previous Selling Week Week 18			Last Season 2020-21			2 Years Ago 2019-20			3 Years Ago 2018-19			5 Years Ago 2016-17			10 Years Ago 2011-12		
		Buyer	Bales	MS%	Buyer	Bales	MS%	Buyer	Bales	MS%	Buyer	Bales	MS%	Buyer	Bales	MS%	Buyer	Bales	MS%	Buyer	Bales	MS%
Top 10, Auction Buyers	1	TECM	5,847	18%	TECM	6,880	20%				TECM	176,746	15%	TECM	183,590	12%	TECM	254,326	15%	VTRA	229,207	14%
	2	TIAM	2,873	9%	EWES	3,929	11%				EWES	111,152	9%	FOXN	137,101	9%	FOXN	187,265	11%	TECM	153,616	9%
	3	FOXN	2,727	8%	FOXN	2,571	7%				FOXN	111,069	9%	TIAM	125,963	8%	AMEM	131,915	8%	FOXN	136,698	8%
	4	EWES	2,631	8%	AMEM	2,399	7%				TIAM	99,632	8%	SETS	117,207	8%	CTXS	126,202	7%	QCTB	112,745	7%
	5	AMEM	2,130	7%	PMWF	2,322	7%				AMEM	95,222	8%	AMEM	112,113	8%	LEMM	117,132	7%	WIEM	100,817	6%
	6	PMWF	2,084	6%	TIAM	2,046	6%				PMWF	75,805	6%	EWES	94,720	6%	PMWF	110,465	6%	LEMM	88,348	5%
	7	MODM	1,394	4%	MCHA	1,862	5%				UWCM	60,137	5%	KATS	85,234	6%	TIAM	108,726	6%	MODM	74,646	4%
	8	MCHA	1,270	4%	UWCM	1,700	5%				KATS	50,277	4%	PMWF	80,474	5%	MODM	78,943	5%	CTXS	69,266	4%
	9	UWCM	1,268	4%	MODM	1,419	4%				MCHA	49,296	4%	UWCM	65,978	4%	MCHA	74,261	4%	PMWF	64,659	4%
	10	PEAM	1,261	4%	PEAM	1,181	3%				SETS	45,008	4%	MCHA	63,262	4%	KATS	57,998	3%	GSAS	58,233	3%
MFLC TOP 5	1	TECM	3,095	18%	TECM	3,972	21%				TECM	99,605	15%	SETS	109,434	13%	CTXS	123,858	13%	VTRA	171,425	19%
	2	TIAM	2,050	12%	PMWF	2,174	12%				TIAM	72,376	11%	TECM	99,231	12%	TECM	122,362	13%	QCTB	86,901	10%
	3	PMWF	1,951	11%	EWES	1,865	10%				PMWF	72,234	11%	TIAM	80,594	10%	PMWF	103,487	11%	TECM	76,083	8%
	4	AMEM	1,219	7%	TIAM	1,577	8%				FOXN	61,961	9%	PMWF	72,193	9%	FOXN	98,003	10%	LEMM	68,961	8%
	5	EWES	1,218	7%	FOXN	1,573	8%				EWES	51,367	8%	FOXN	65,851	8%	LEMM	79,024	8%	PMWF	60,070	7%
MSKT TOP 5	1	TECM	1,201	23%	TECM	1,058	20%				TECM	33,722	19%	AMEM	35,047	17%	TECM	47,486	18%	WIEM	43,156	16%
	2	EWES	818	16%	EWES	792	15%				EWES	23,530	13%	TECM	32,363	15%	AMEM	37,559	14%	MODM	30,285	11%
	3	FOXN	504	10%	AMEM	478	9%				AMEM	21,309	12%	TIAM	30,903	15%	TIAM	30,066	12%	TECM	25,264	9%
	4	TIAM	486	9%	MODM	468	9%				TIAM	20,170	11%	EWES	26,210	12%	MODM	23,900	9%	PLEX	21,990	8%
	5	WCWF	321	6%	UWCM	348	7%				UWCM	17,510	10%	MODM	16,112	8%	FOXN	20,167	8%	GSAS	16,284	6%
XB TOP 5	1	TECM	1,163	22%	TECM	1,452	23%				TECM	27,953	14%	TECM	35,843	14%	TECM	53,660	20%	FOXN	41,689	15%
	2	MODM	661	13%	EWES	859	13%				PEAM	23,607	12%	FOXN	35,810	14%	KATS	33,262	12%	VTRA	31,427	12%
	3	PEAM	577	11%	PEAM	802	12%				FOXN	22,019	11%	EWES	20,980	8%	FOXN	31,946	12%	TECM	31,094	11%
	4	AMEM	520	10%	MCHA	645	10%				EWES	20,353	10%	MODM	19,069	7%	LEMM	31,236	12%	QCTB	22,610	8%
	5	MCHA	499	10%	AMEM	632	10%				AMEM	20,039	10%	AMEM	17,248	7%	MODM	26,589	10%	CTXS	19,985	7%
ODDS TOP 5	1	FOXN	749	16%	MCHA	762	17%				MCHA	27,873	18%	MCHA	37,911	21%	MCHA	37,562	18%	FOXN	34,603	15%
	2	UWCM	508	11%	UWCM	644	15%				FOXN	18,687	12%	VWPM	26,672	15%	FOXN	37,149	18%	MCHA	30,689	13%
	3	MCHA	484	10%	FOXN	423	10%				EWES	15,902	10%	FOXN	26,591	15%	TECM	30,818	15%	VWPM	22,219	10%
	4	TECM	388	8%	EWES	413	9%				VWPM	15,673	10%	EWES	16,659	9%	VWPM	25,375	12%	VTRA	21,495	9%
	5	EWES	362	8%	TECM	398	9%				TECM	15,466	10%	TECM	16,153	9%	WCWF	8,029	4%	TECM	21,175	9%
Auction Totals		<u>Bales Sold</u>	<u>\$/Bale</u>		<u>Bales Sold</u>	<u>\$/Bale</u>		<u>Bales Sold</u>	<u>\$/Bale</u>		<u>Bales Sold</u>	<u>\$/Bale</u>		<u>Bales Sold</u>	<u>\$/Bale</u>		<u>Bales Sold</u>	<u>\$/Bale</u>		<u>Bales Sold</u>	<u>\$/Bale</u>	
		32,268			34,880	\$ 1,623		1,558,820	\$1,455		1,207,629	\$1,633		1,477,234	\$2,161		1,709,642	\$1,613		1,683,163	\$1,312	
		<u>Auction Value</u>			<u>Auction Value</u>		<u>Auction Value</u>		<u>Auction Value</u>		<u>Auction Value</u>		<u>Auction Value</u>		<u>Auction Value</u>		<u>Auction Value</u>		<u>Auction Value</u>		<u>Auction Value</u>	
		\$0			\$56,610,000		\$2,267,750,000		\$1,972,385,159		\$3,192,210,000		\$2,756,825,646		\$2,208,432,642							



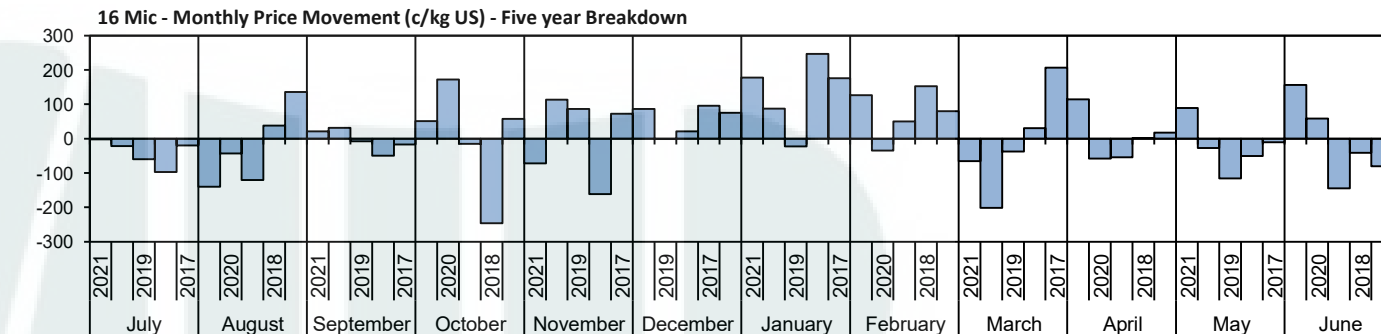
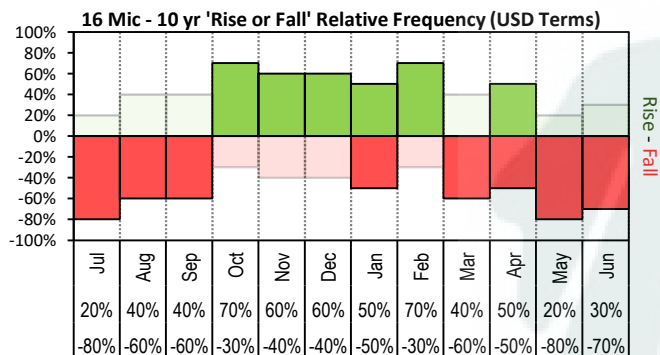
Table 7: NSW Production Statistics

MAX			MIN		MAX GAIN		MAX REDUCTION								
2020-21															
Statistical Devision, Area Code & Towns				Auction Bales (FH)	Micron	+/- YoY	Vmb %	+/- YoY	Yield % Sch Dry	+/- YoY	Length mm	+/- YoY	Strength Nkt	+/- YoY	Ave Price c/kg
Northern	N02	Tenterfield, Glen Innes		4,569	18.6	0.4	3.9	2.8	65.6	-2.2	83	4.2	35	-3.9	982
	N03	Guyra		42,000	20.7	1.2	2.9	1.3	63.1	-0.3	82	1.8	32	-3.3	829
	N04	Inverell		3,839	19.0	0.6	4.6	2.4	63.3	-1.4	85	4.5	34	-1.1	811
	N05	Armidale		1,066	20.2	0.1	5.6	2.7	62.0	-2.5	86	5.3	34	-4.8	715
	N06	Tamworth, Gunnedah, Quirindi		5,210	19.9	0.7	4.7	2.0	63.1	-1.1	84	0.0	33	-3.7	799
	N07	Moree		3,398	19.6	0.8	3.8	1.4	62.1	4.6	82	4.4	38	5.1	739
	N08	Narrabri		2,345	19.4	0.6	3.1	0.8	62.2	4.2	82	2.2	38	2.6	775
	North Western & Far West	N09	Cobar, Bourke, Wanaaring		6,767	20.2	0.7	3.6	-0.2	57.1	3.2	88	5.4	37	2.8
N12		Walgett		6,777	19.3	0.4	3.9	0.6	56.8	1.7	84	5.1	34	-1.1	725
N13		Nyngan		12,841	19.9	1.1	6.9	1.9	55.4	0.8	87	6.3	35	-0.1	612
N14		Dubbo, Narromine		16,904	20.5	0.1	4.5	1.0	59.0	3.3	84	1.3	36	1.3	635
N16		Dunedoo		7,568	20.3	0.4	3.9	1.4	63.0	2.9	86	2.7	36	1.2	752
N17		Mudgee, Wellington, Gulgong		20,045	19.6	0.3	3.1	1.0	64.5	3.1	84	2.6	35	-0.9	855
N33		Coonabarabran		3,092	20.6	0.6	5.8	3.1	61.5	3.2	89	3.3	34	1.6	670
N34		Coonamble		6,552	20.3	0.5	5.0	1.3	60.1	6.4	87	2.7	37	2.6	673
N36		Gilgandra, Gulargambone		5,152	20.5	-0.3	4.2	1.6	60.3	3.1	88	2.3	35	2.7	707
N40		Brewarrina		4,992	19.8	0.8	3.2	0.0	59.0	3.3	88	5.8	38	2.6	724
N10	Wilcannia, Broken Hill		13,384	20.5	0.5	3.2	0.7	54.9	0.1	89	3.0	35	-0.8	614	
Central West	N15	Forbes, Parkes, Cowra		36,588	20.4	0.4	3.1	1.2	60.6	3.9	87	4.5	35	-0.4	686
	N18	Lithgow, Oberon		2,947	22.2	0.6	1.7	0.0	69.3	2.0	86	-1.2	34	-4.2	803
	N19	Orange, Bathurst		41,422	21.3	0.0	2.0	0.4	65.8	3.0	88	0.7	35	-1.1	766
	N25	West Wyalong		21,091	20.0	0.4	2.9	1.2	59.2	4.4	89	3.3	35	0.7	694
	N35	Condobolin, Lake Cargelligo		9,053	20.0	0.3	5.4	1.4	56.6	2.9	80	-2.3	38	1.9	626
Murrumbidgee	N26	Cootamundra, Temora		25,430	21.0	0.0	1.7	0.6	61.8	4.2	90	3.0	34	-0.3	691
	N27	Adelong, Gundagai		13,369	21.2	0.5	1.7	0.4	65.8	3.1	89	1.5	35	1.3	728
	N29	Wagga, Narrandera		31,253	21.6	0.1	1.7	0.6	62.9	2.7	89	2.4	35	1.8	674
	N37	Griffith, Hillston		11,661	21.4	0.2	4.4	1.1	59.5	1.7	86	3.6	39	1.0	597
	N39	Hay, Coleambally		18,059	20.7	0.6	4.5	1.4	60.3	1.0	88	2.2	41	2.4	672
Murray	N11	Wentworth, Balranald		9,268	21.0	0.4	4.8	-0.3	56.7	2.3	92	3.9	38	2.5	596
	N28	Albury, Corowa, Holbrook		30,362	21.1	0.0	1.4	0.4	64.6	3.3	89	2.8	35	2.4	753
	N31	Deniliquin		23,644	21.0	0.6	3.0	1.0	63.9	0.6	90	6.0	38	2.9	702
	N38	Finley, Berrigan, Jerilderie		11,266	20.4	0.3	2.9	1.0	62.4	1.5	86	1.0	39	3.5	715
South Eastern	N23	Goulburn, Young, Yass		98,991	20.1	0.3	1.6	0.5	65.9	4.1	91	3.0	33	-1.4	864
	N24	Monaro (Cooma, Bombala)		27,316	19.1	-0.1	1.4	0.4	65.8	-0.7	94	0.1	31	-4.6	928
	N32	A.C.T.		104	18.6	-1.1	1.3	0.4	65.8	4.9	98	19.9	31	-7.4	991
	N43	South Coast (Bega)		392	18.4	-0.2	1.2	0.6	71.0	-1.8	91	0.3	35	-4.6	1119
NSW	AWEX Sale Statistics 20-21			609,176	20.5	0.3	2.7	0.9	62.6	2.3	87	2.1	35	0.2	758

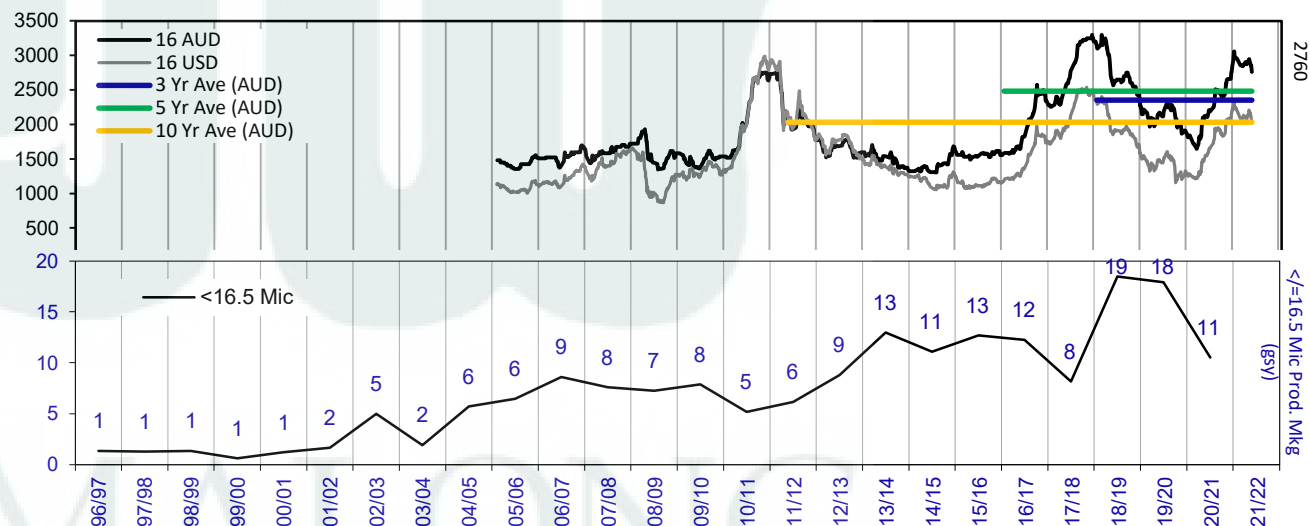
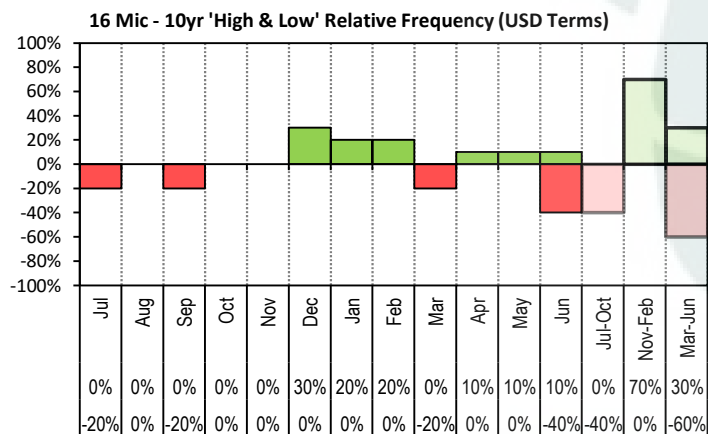
AWTA Mthly Key Test Data			Bales Tested	+/- YoY	Micron	+/- YoY	VMB	+/- YoY	Yld	+/- YoY	Lth	+/- YoY	Nkt	+/- YoY	POBM +/-
AUSTRALIA	Current Season	August	136,439	38,263	20.5	0.3	2.6	0.8	63.7	1.3	90	0.0	36	2.2	49 -2.9
		Y.T.D	239,149	65,028	20.7	0.4	2.6	0.8	63.6	1.6	89	0.0	36	2.0	49 -2.0
	Previous Seasons	2020-21	174,121	-38800	20.3	0.3	1.8	-0.3	62.0	0.3	89	3.0	34	-1.0	51 7.0
		2019-20	212,921	-36049	20.0	-0.2	2.1	-0.6	61.7	-1.0	86	0.0	35	-1.0	44 0.0
		Y.T.D.	2018-19	248,970	-14,296	20.2	-0.5	2.7	-0.3	62.7	-1.3	86	-2.8	36	0.8



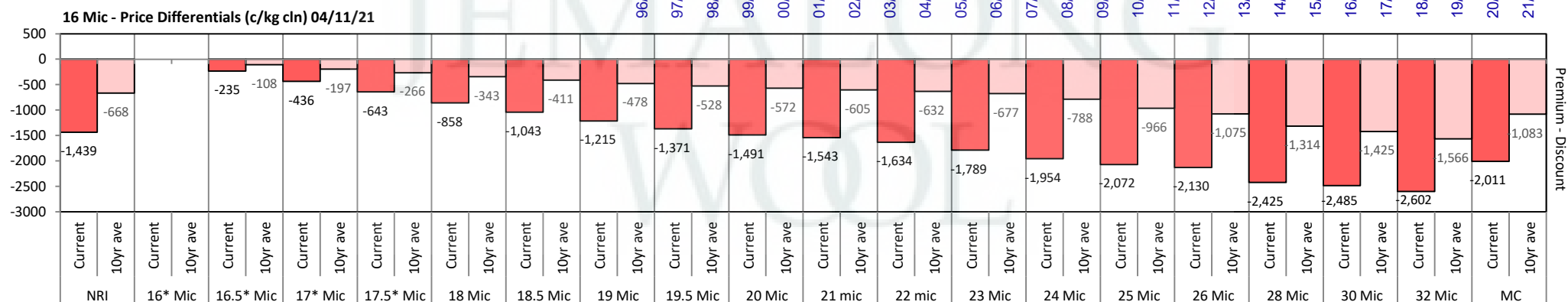


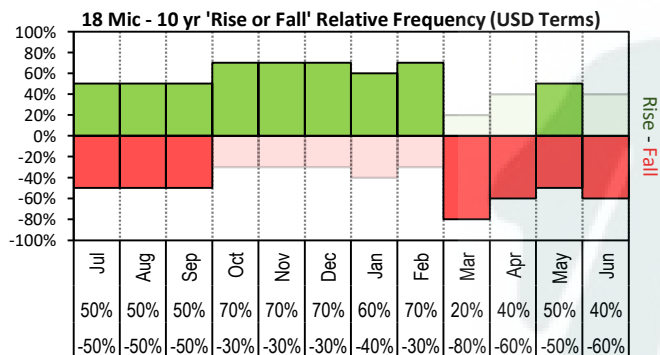


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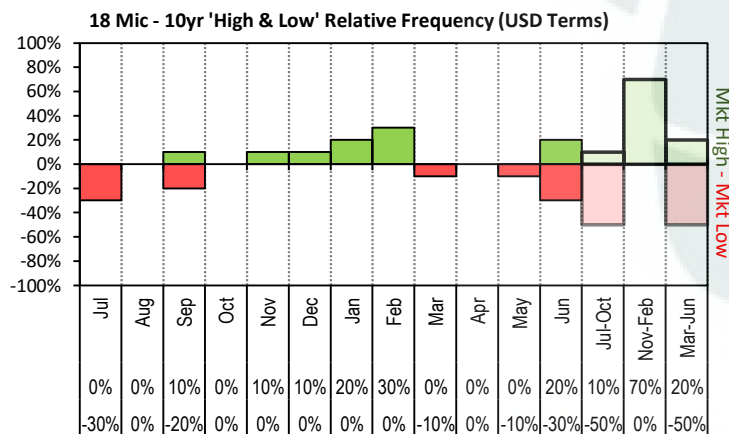
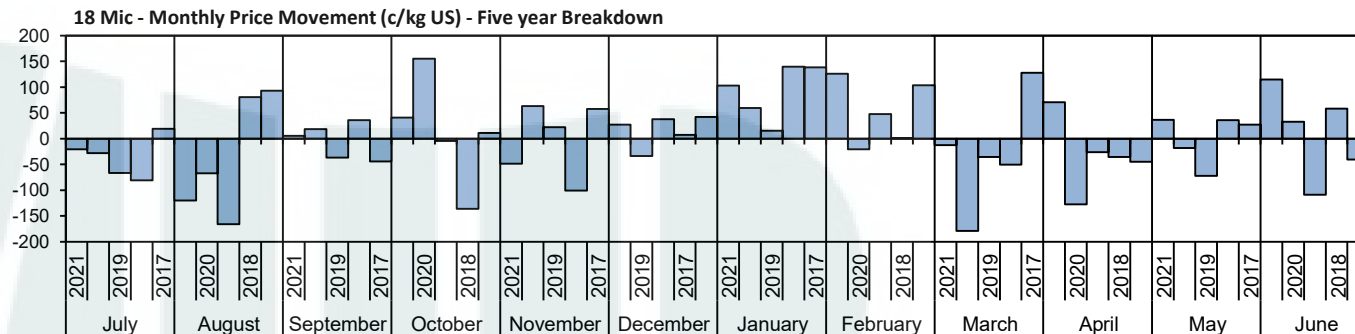


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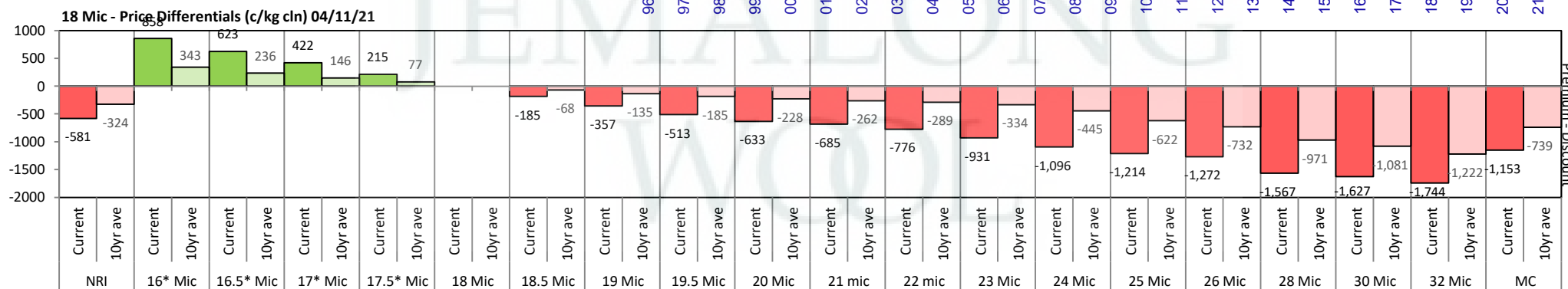
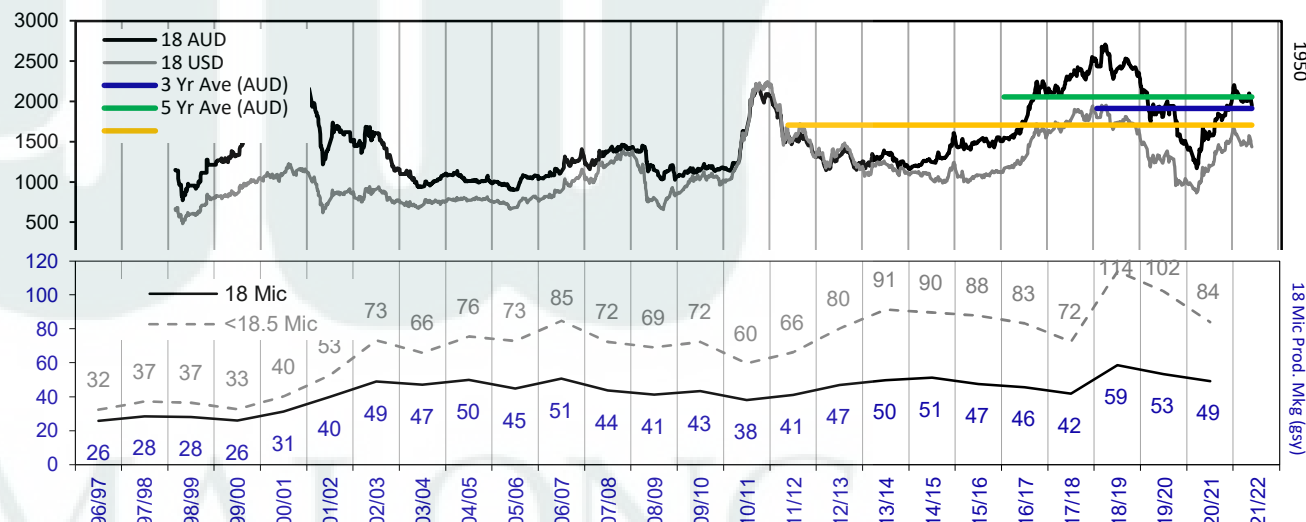


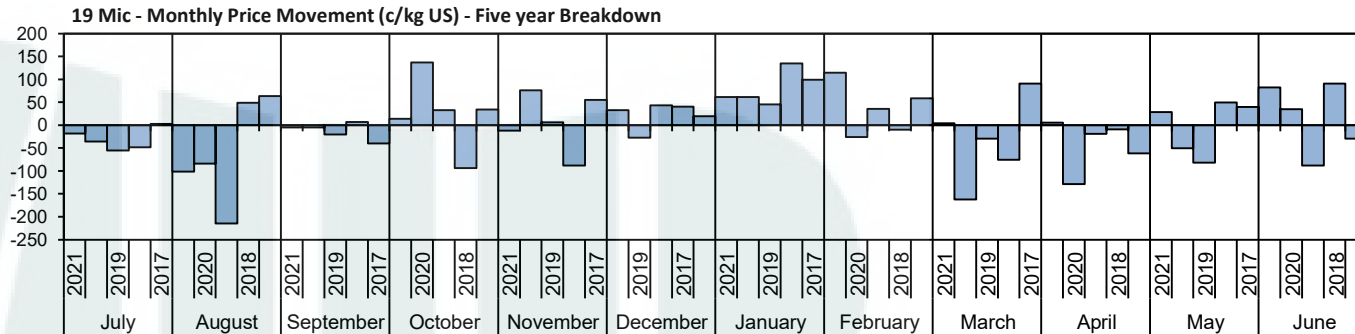
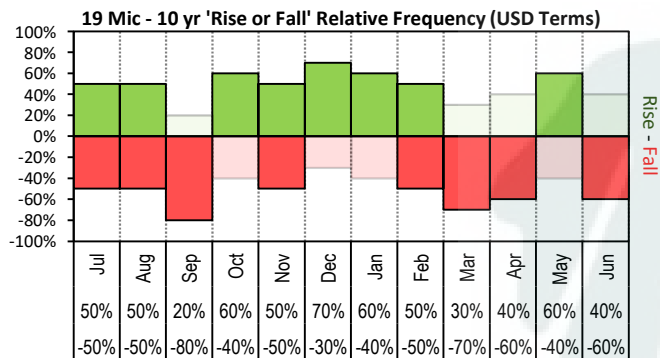


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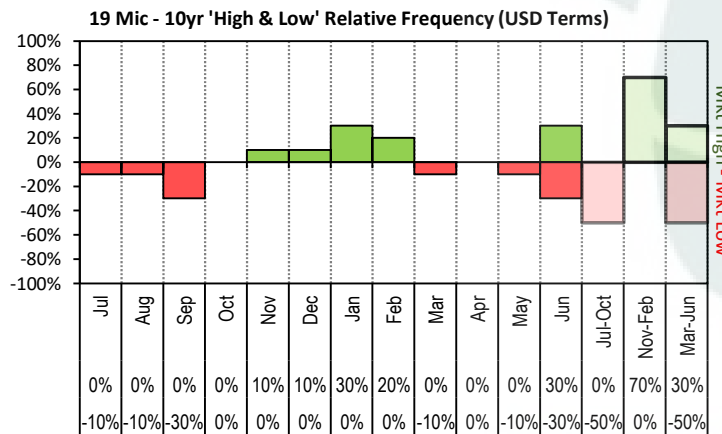


The above graph, shows how often the '12 month high & low' have been achieved for a given month over the past 10 years. It is not a measure of probability.

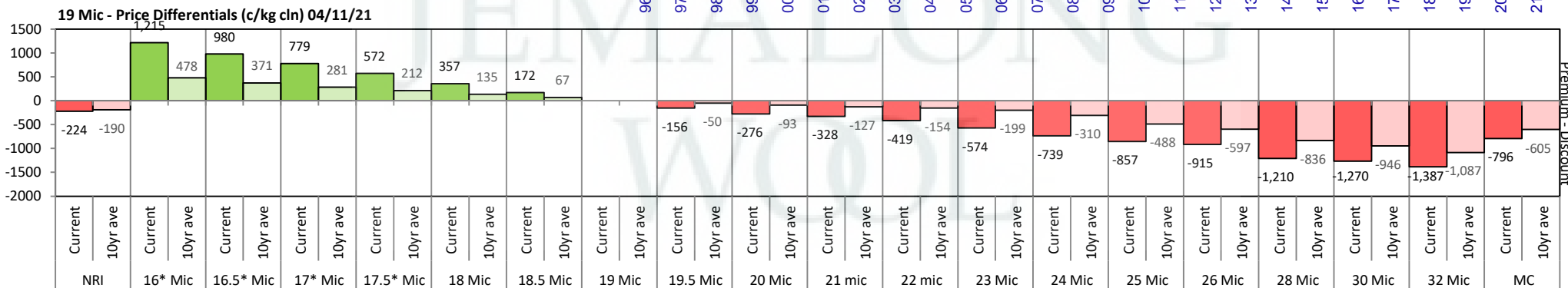
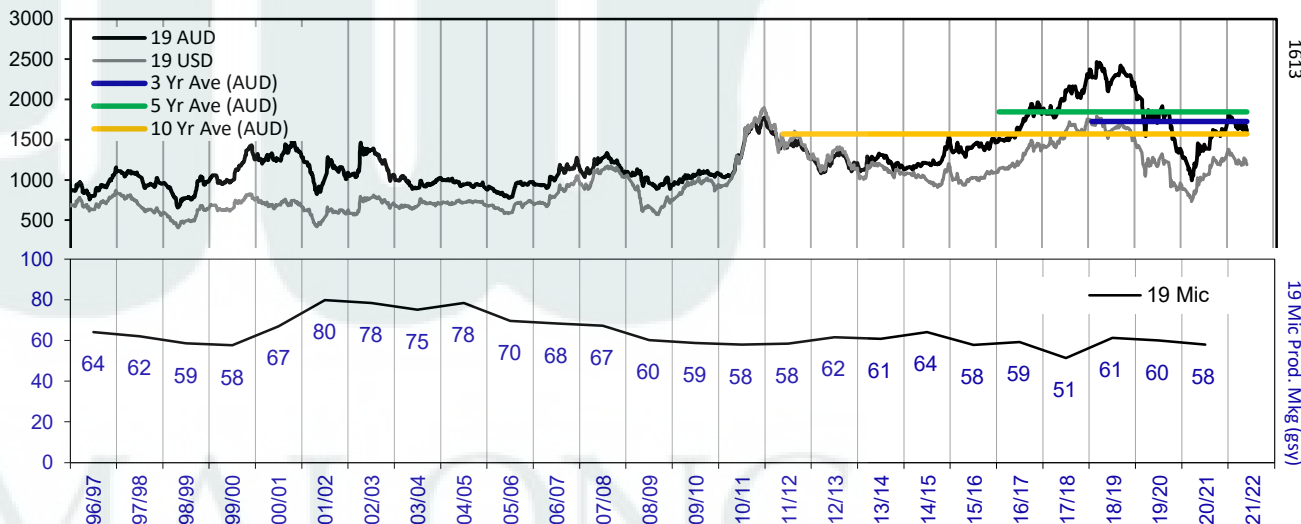


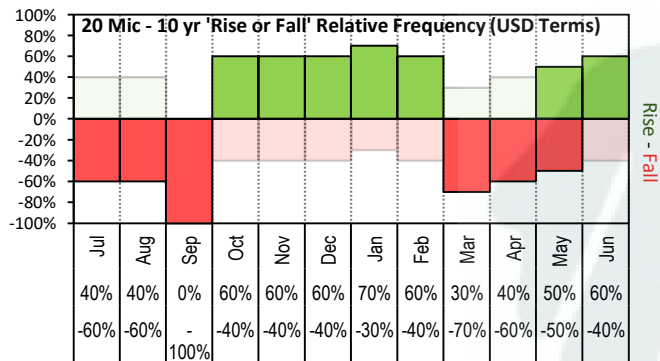


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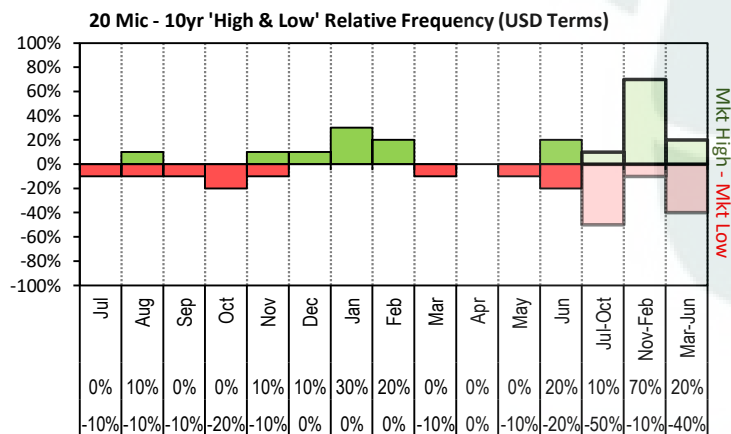
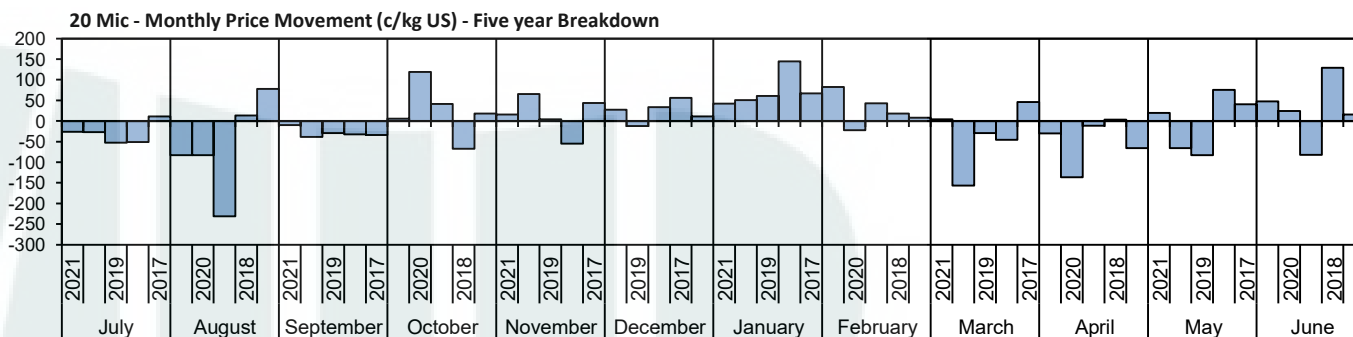


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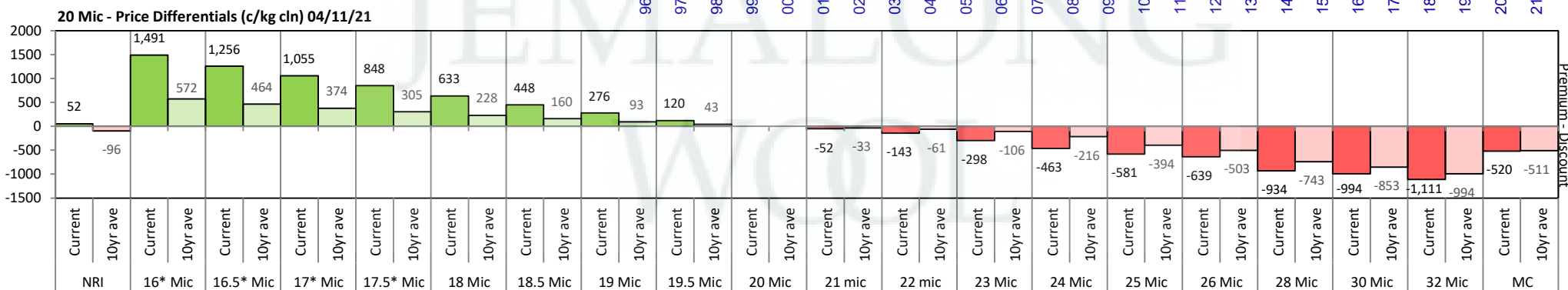
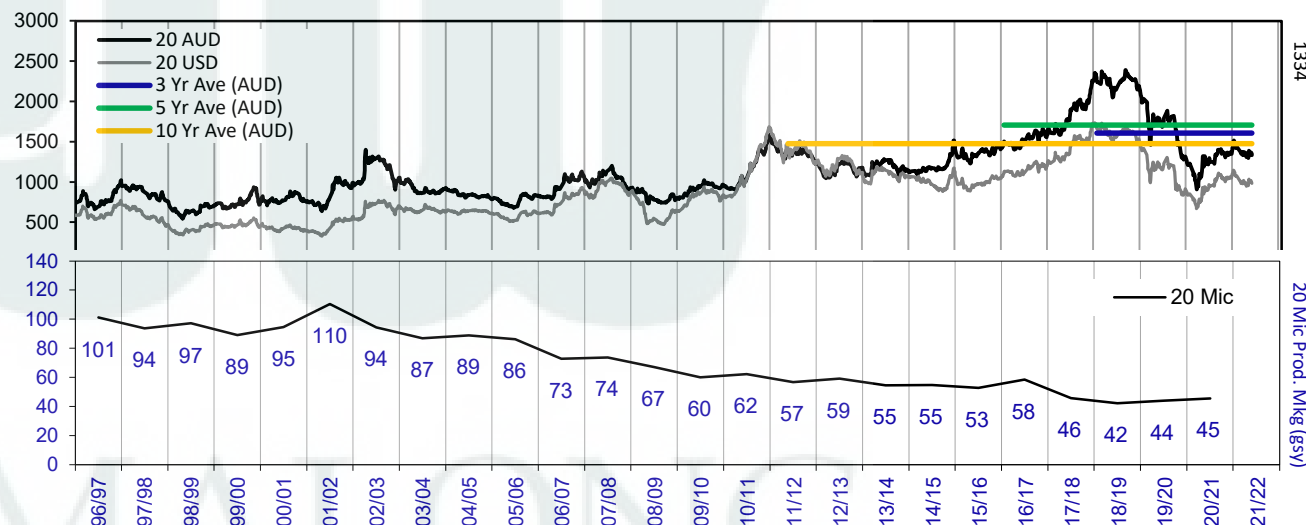


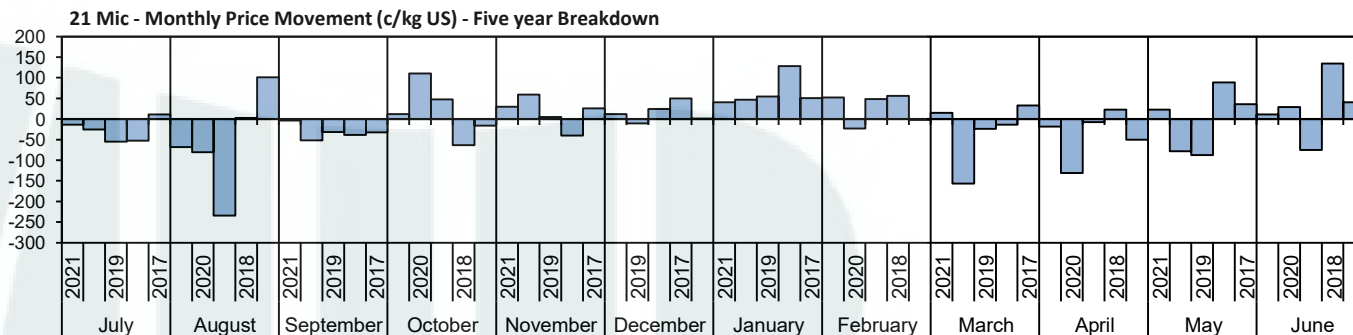
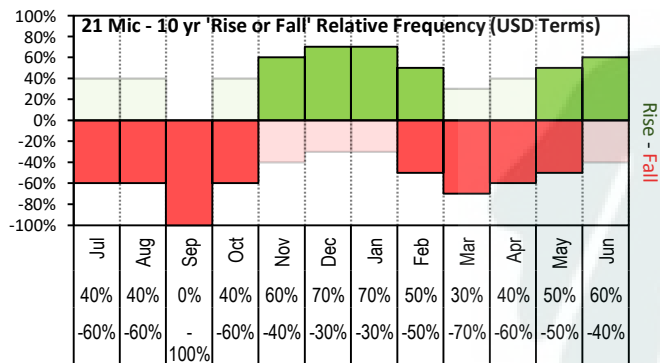


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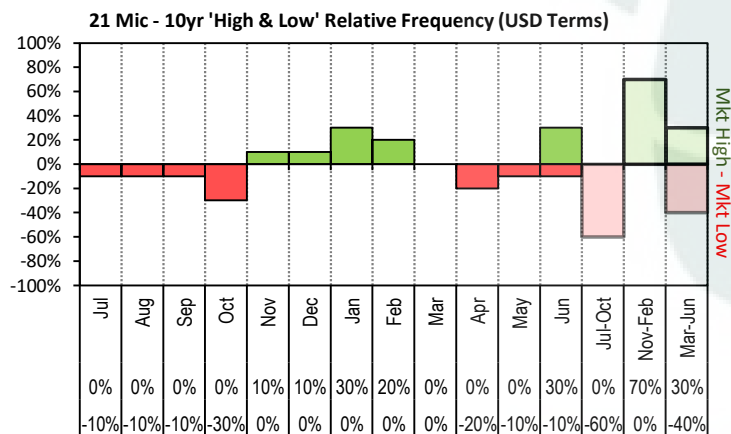


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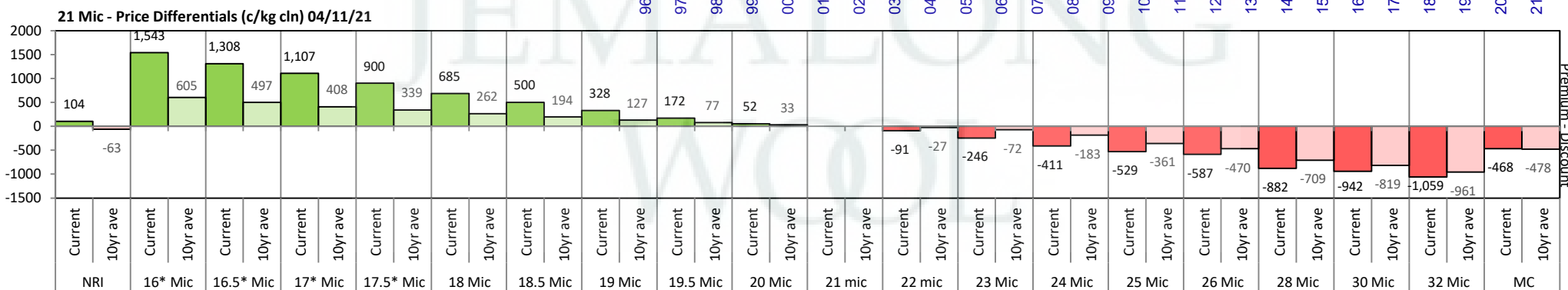
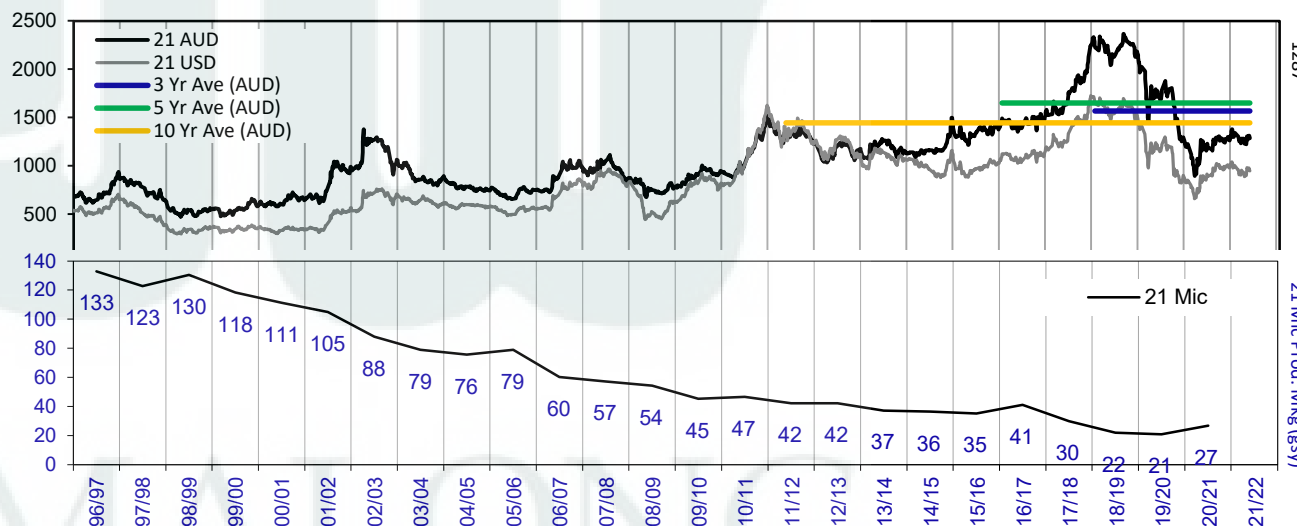




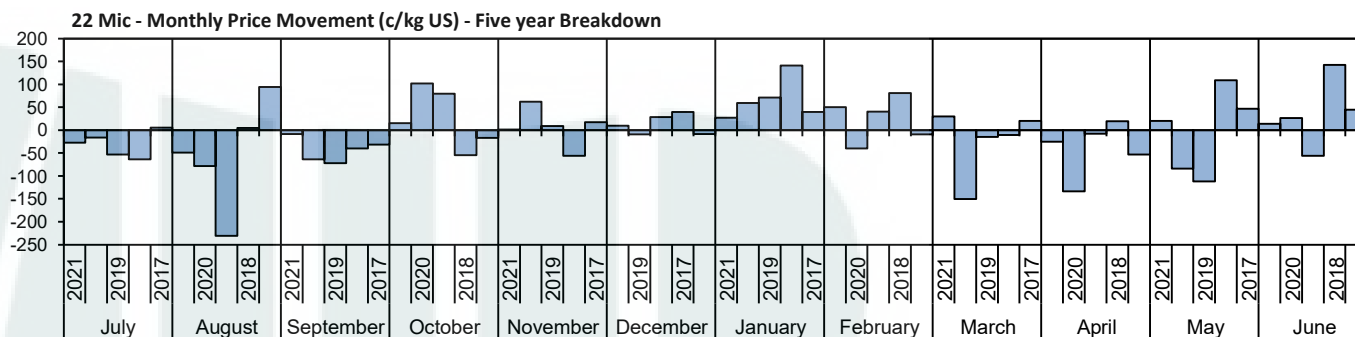
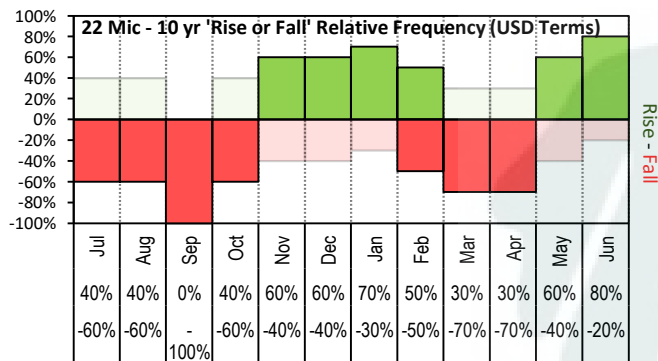
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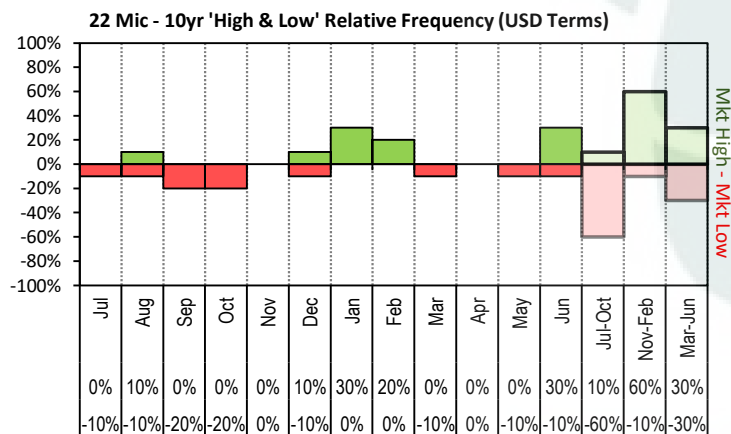
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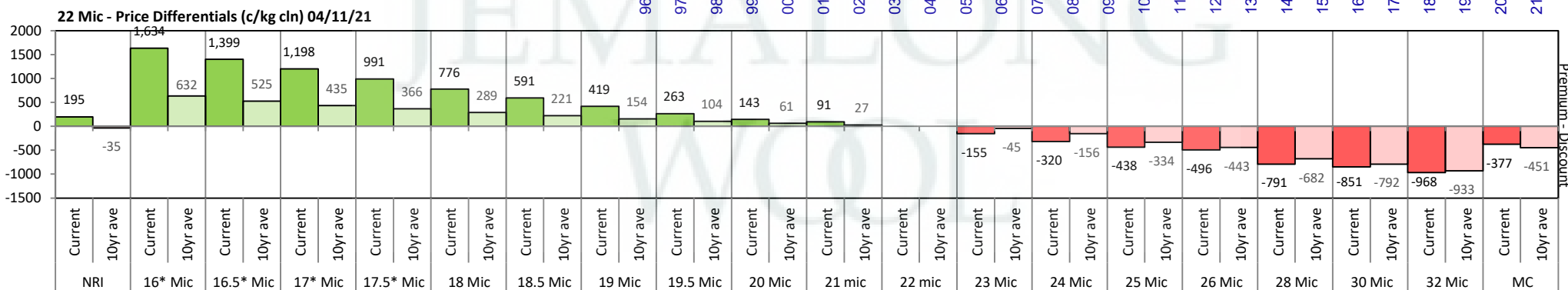
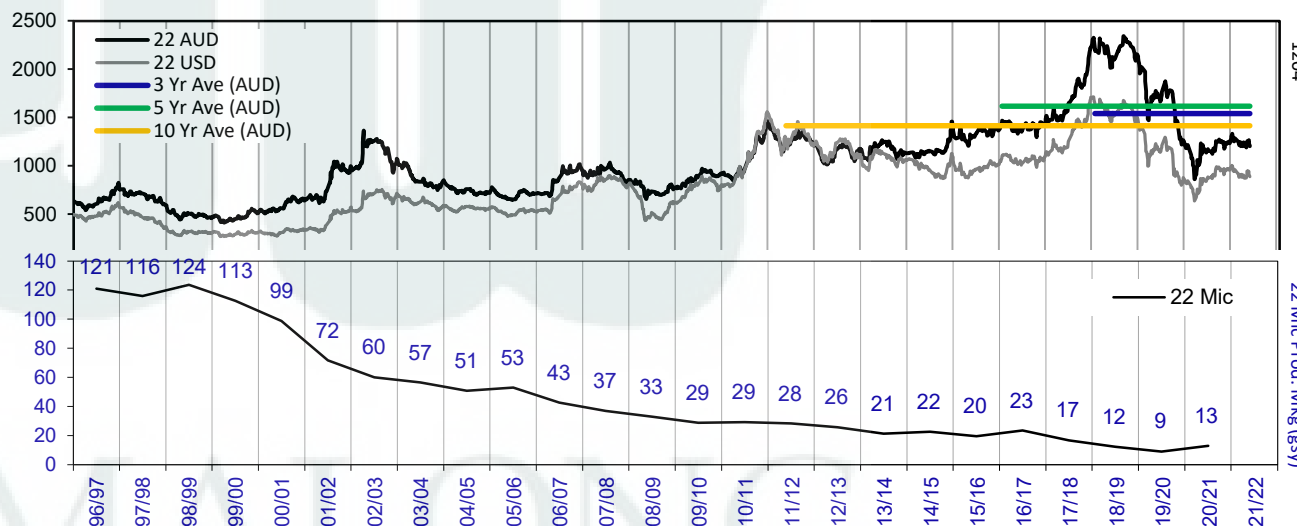


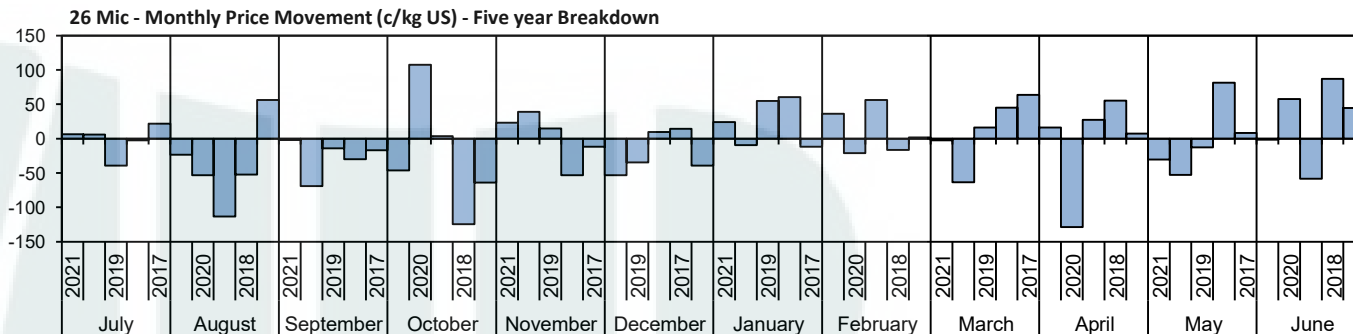
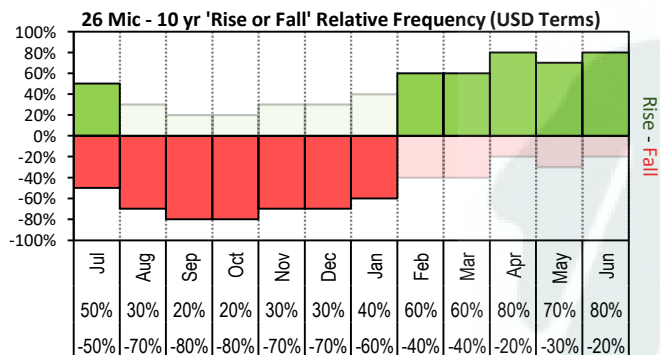


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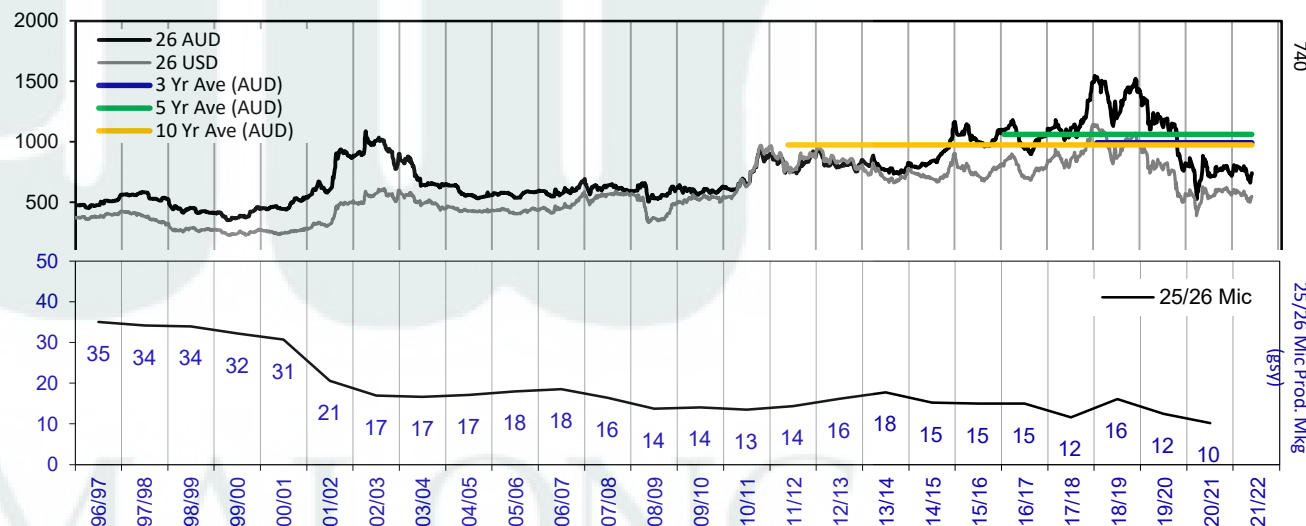
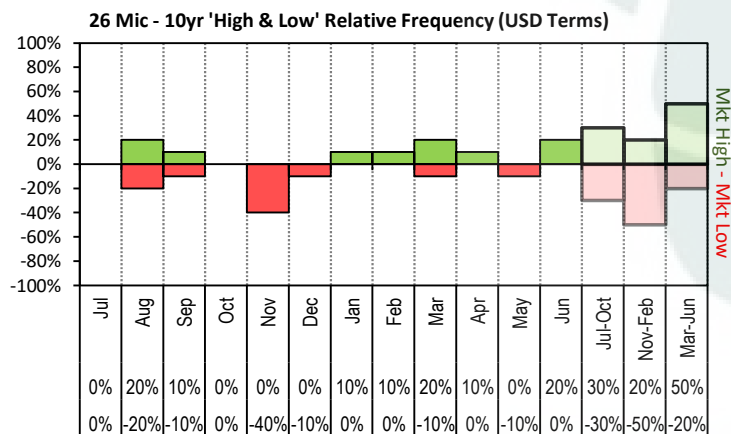


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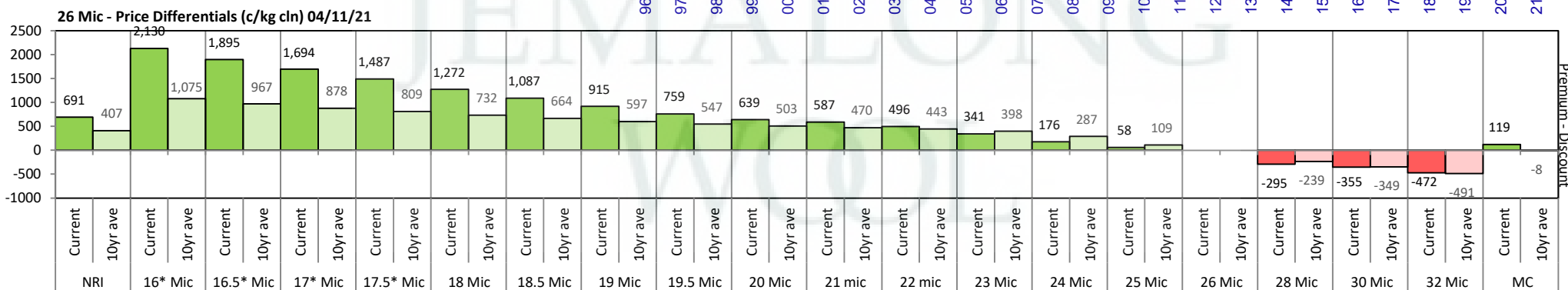


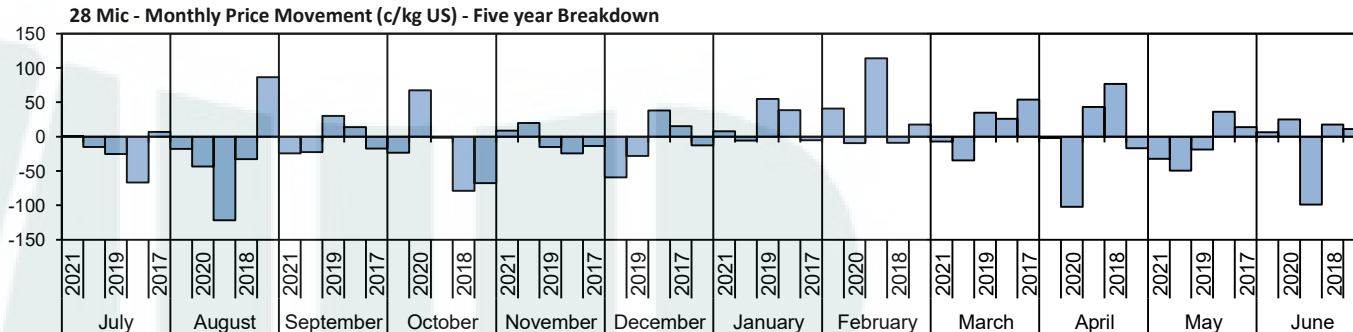
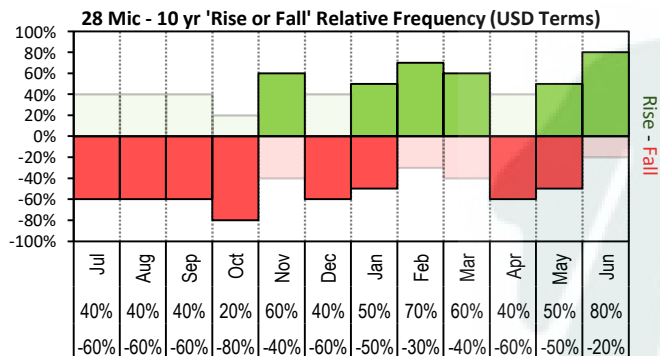


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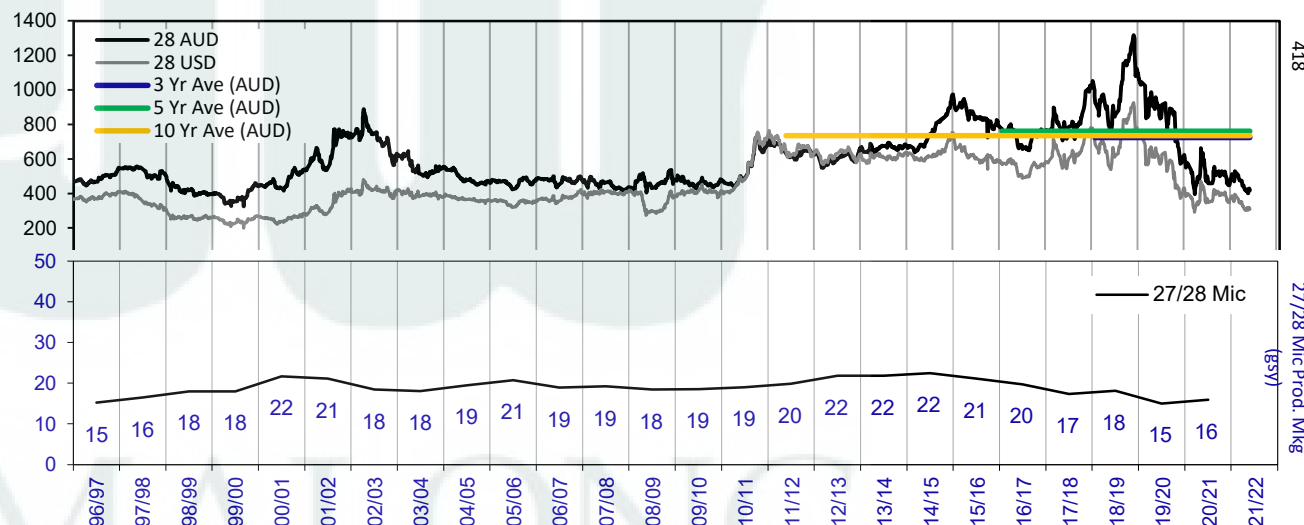
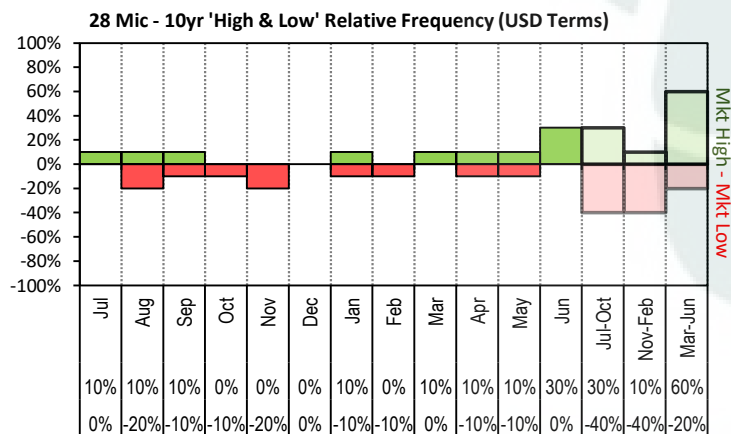


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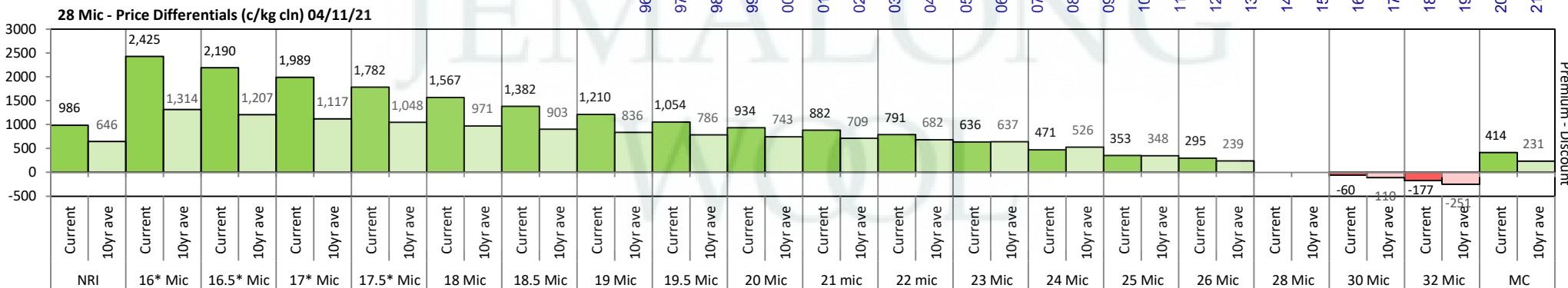


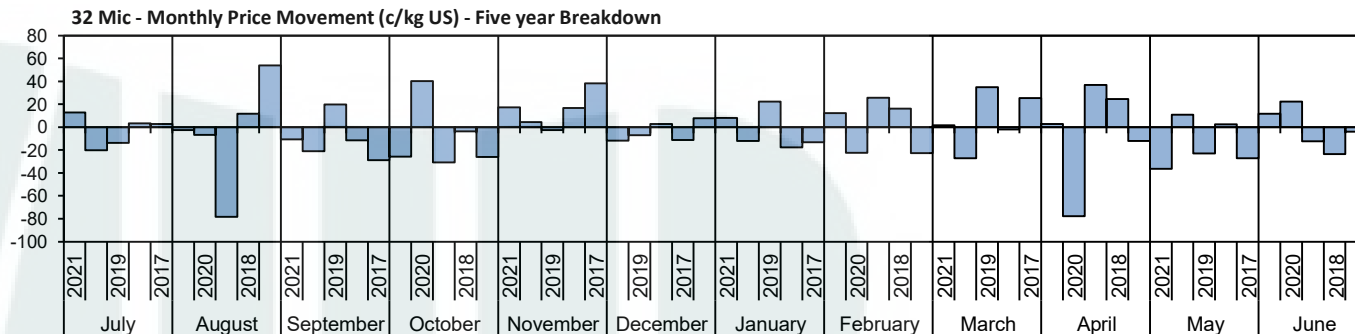
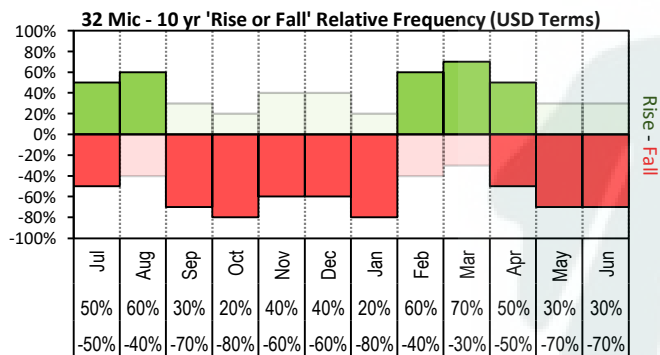


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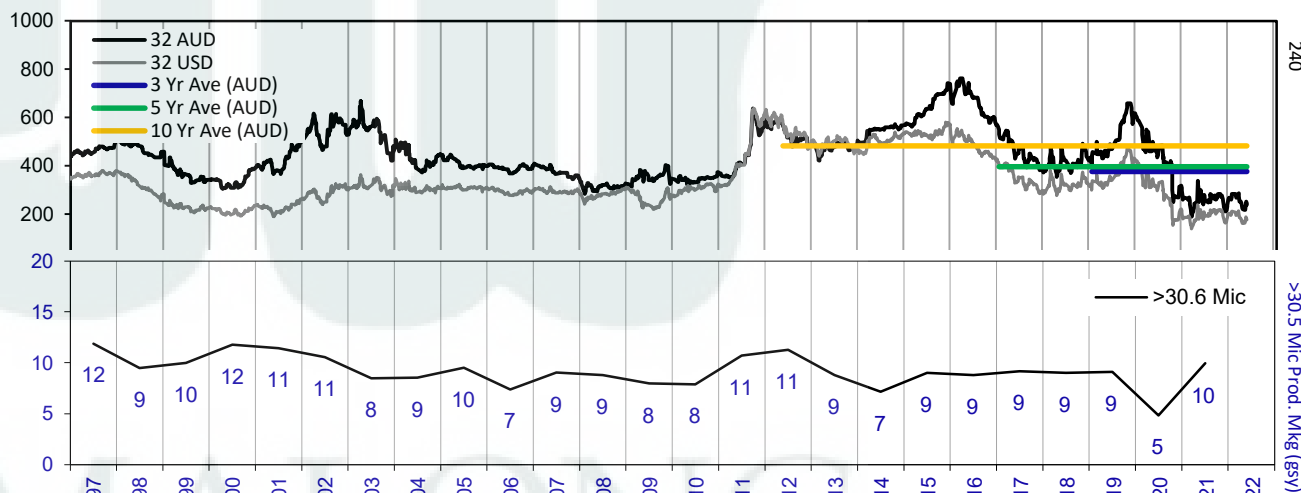
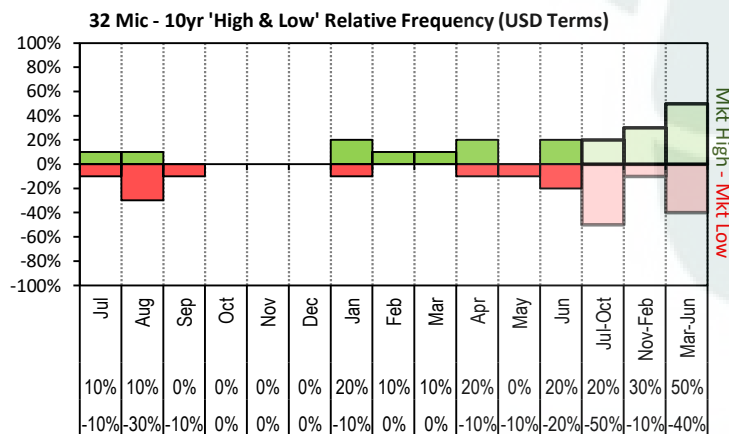


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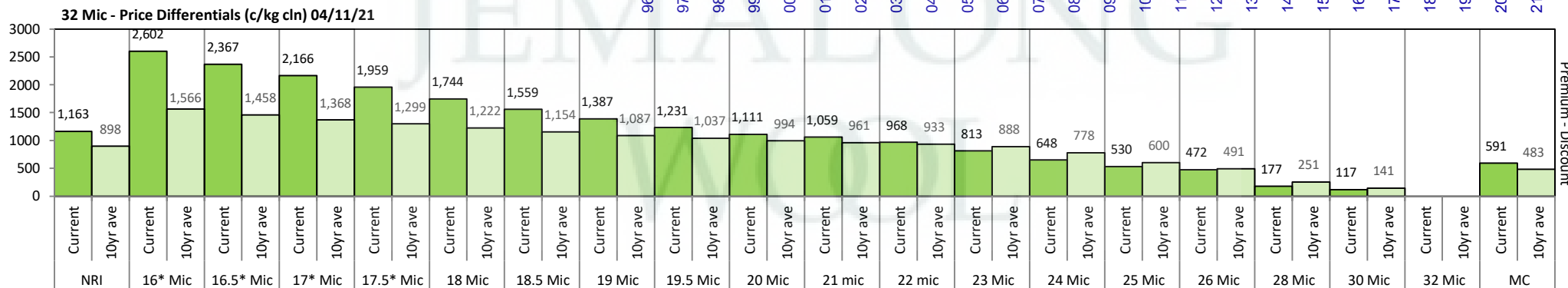


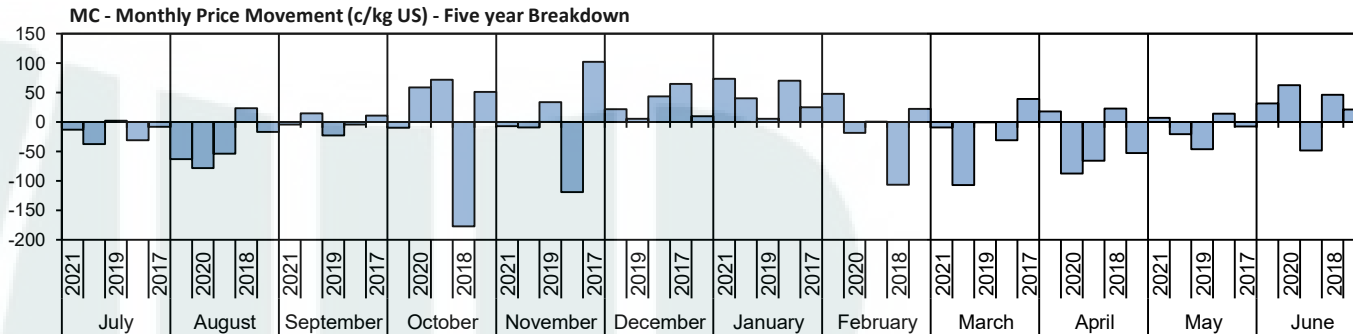
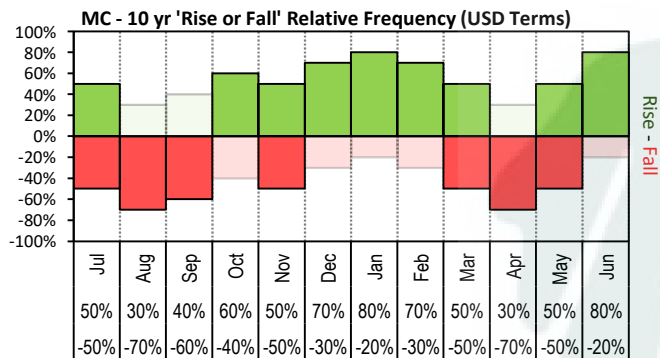


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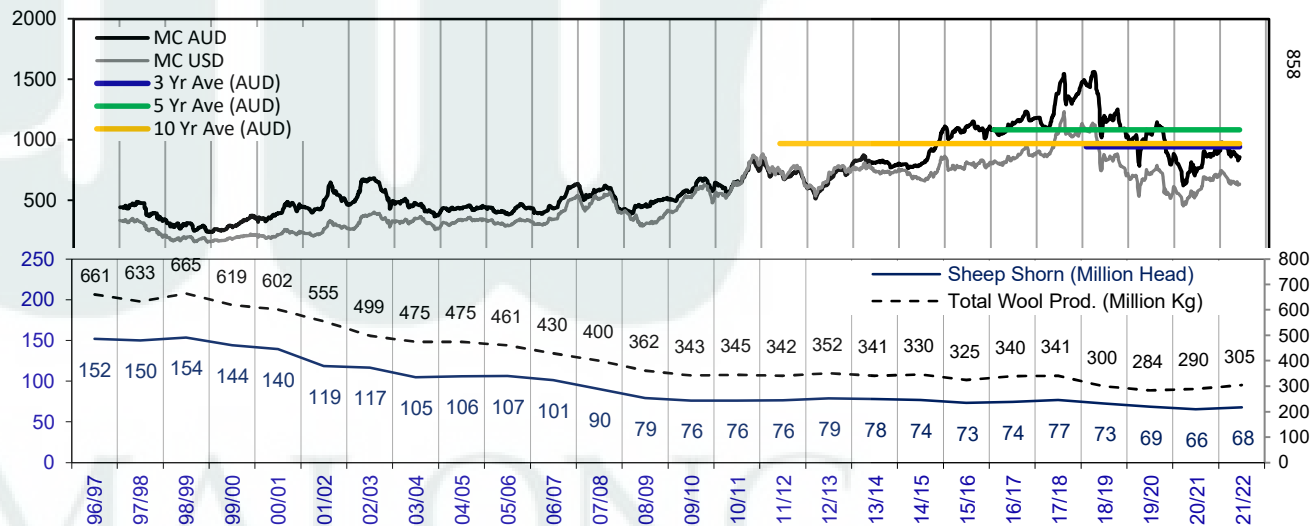
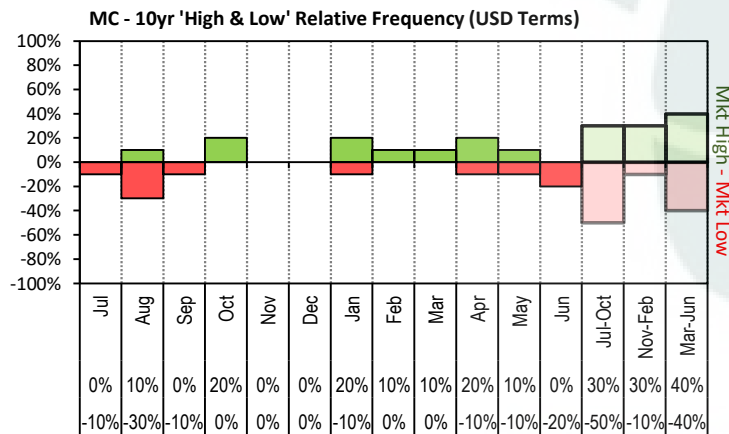


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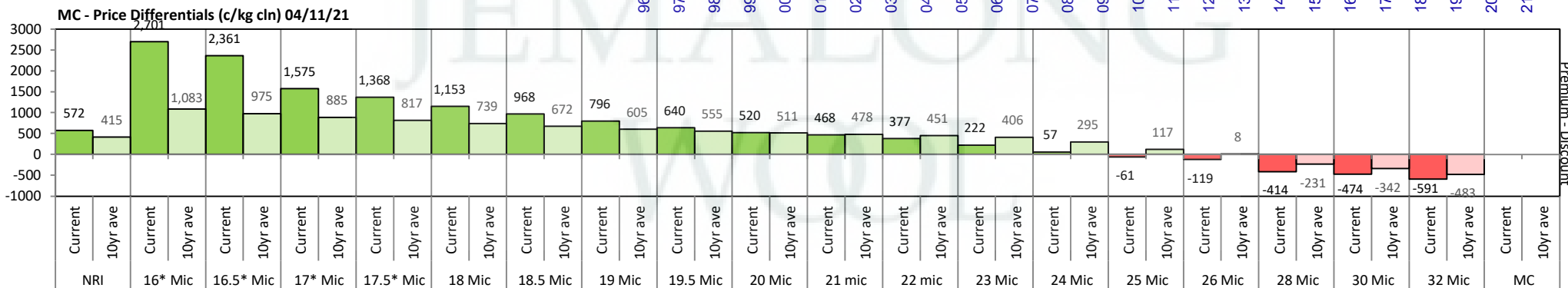




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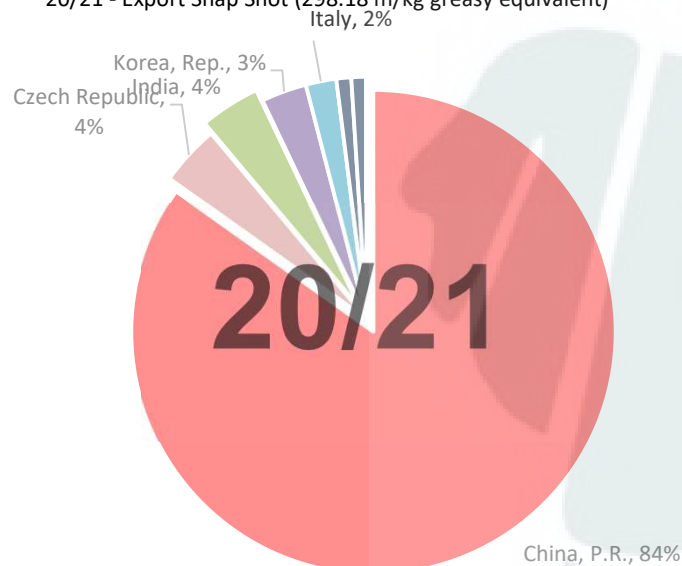


The above graph, shows how often the '12 month high & low' have been achieved for a given month over the past 10 years. It is not a measure of probability.

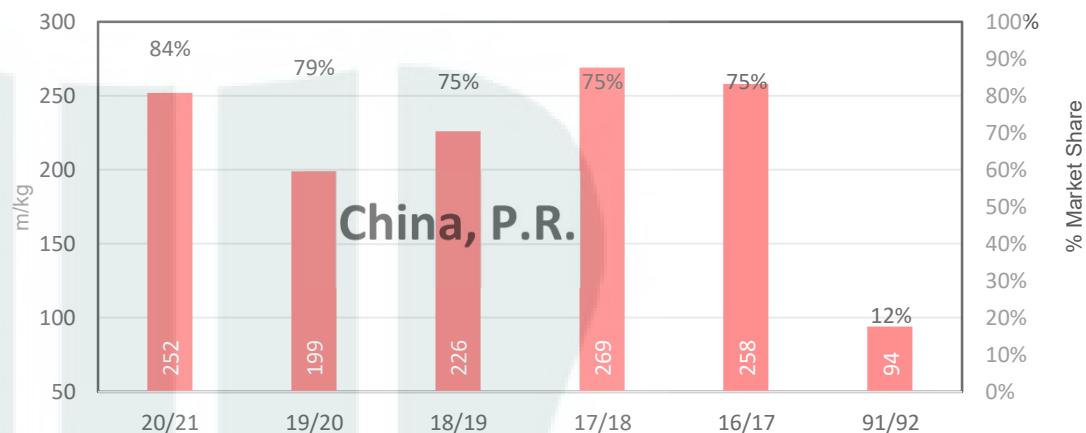




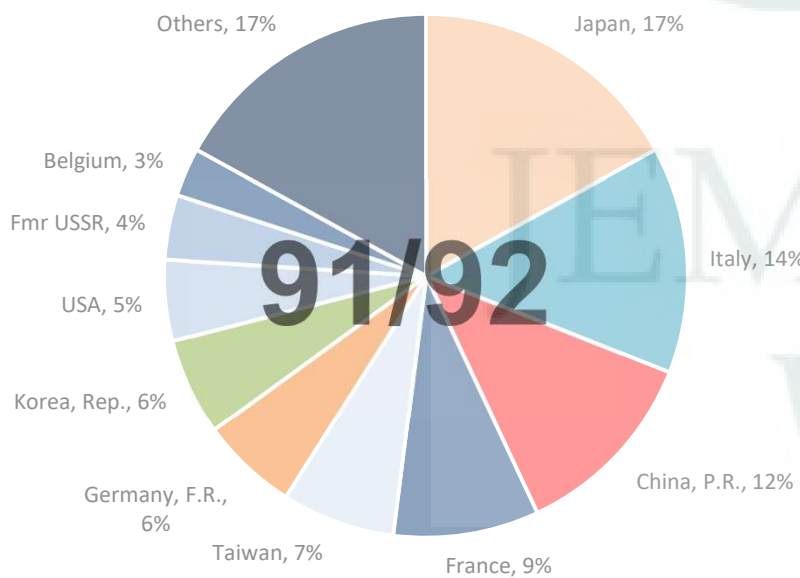
20/21 - Export Snap Shot (298.18 m/kg greasy equivalent)



China, P.R. (Largest Market Share)



91/92 - Export Snap Shot (784.7 m/kg greasy equivalent)



Seasonal Change m/kg

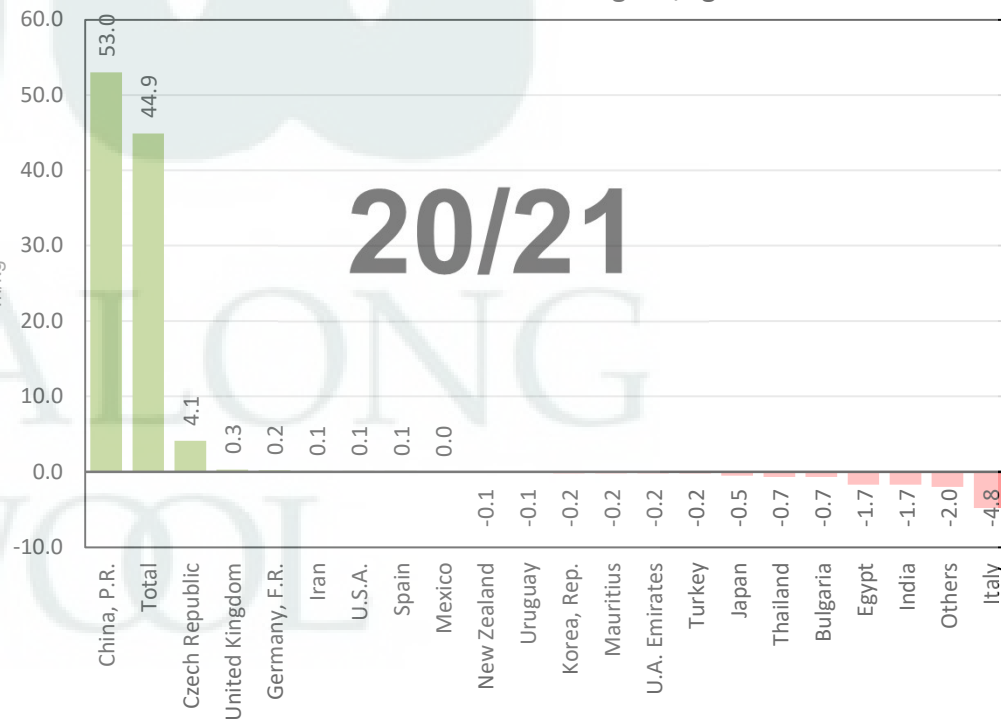




Table 8: Returns pr head for skirted fleece wool.

Skirted FLC Weight		Micron																	
9 Kg		16	16.5	17	17.5	18	18.5	19	19.5	20	21	22	23	24	25	26	28	30	32
Yield (Sch Dry)	25% Current	\$62	\$57	\$53	\$49	\$44	\$40	\$36	\$33	\$30	\$29	\$27	\$24	\$20	\$18	\$17	\$9	\$7	\$5
	10yr ave.	\$46	\$44	\$42	\$40	\$38	\$37	\$35	\$34	\$33	\$33	\$32	\$31	\$28	\$24	\$22	\$17	\$14	\$11
	30% Current	\$75	\$68	\$63	\$58	\$53	\$48	\$44	\$39	\$36	\$35	\$33	\$29	\$24	\$21	\$20	\$11	\$9	\$6
	10yr ave.	\$55	\$53	\$50	\$48	\$46	\$44	\$42	\$41	\$40	\$39	\$38	\$37	\$34	\$29	\$26	\$20	\$17	\$13
	35% Current	\$87	\$80	\$74	\$68	\$61	\$56	\$51	\$46	\$42	\$41	\$38	\$33	\$28	\$25	\$23	\$13	\$10	\$8
	10yr ave.	\$64	\$61	\$58	\$56	\$54	\$52	\$50	\$48	\$47	\$46	\$45	\$43	\$40	\$34	\$31	\$23	\$20	\$15
	40% Current	\$99	\$91	\$84	\$78	\$70	\$63	\$58	\$53	\$48	\$46	\$43	\$38	\$32	\$28	\$27	\$15	\$12	\$9
	10yr ave.	\$73	\$70	\$66	\$64	\$61	\$59	\$57	\$55	\$53	\$52	\$51	\$49	\$45	\$39	\$35	\$26	\$23	\$17
	45% Current	\$112	\$103	\$95	\$87	\$79	\$71	\$65	\$59	\$54	\$52	\$49	\$43	\$36	\$32	\$30	\$17	\$13	\$10
	10yr ave.	\$82	\$79	\$75	\$72	\$69	\$66	\$64	\$62	\$60	\$59	\$57	\$56	\$51	\$44	\$39	\$30	\$25	\$20
	50% Current	\$124	\$114	\$105	\$97	\$88	\$79	\$73	\$66	\$60	\$58	\$54	\$48	\$41	\$36	\$33	\$19	\$15	\$11
	10yr ave.	\$92	\$88	\$83	\$80	\$77	\$74	\$71	\$68	\$67	\$65	\$64	\$62	\$57	\$49	\$44	\$33	\$28	\$22
	55% Current	\$137	\$125	\$116	\$107	\$97	\$87	\$80	\$72	\$66	\$64	\$60	\$52	\$45	\$39	\$37	\$21	\$16	\$12
	10yr ave.	\$101	\$97	\$91	\$88	\$85	\$81	\$78	\$75	\$73	\$72	\$70	\$68	\$62	\$54	\$48	\$36	\$31	\$24
	60% Current	\$149	\$137	\$126	\$117	\$105	\$95	\$87	\$79	\$72	\$69	\$65	\$57	\$49	\$43	\$40	\$23	\$18	\$13
	10yr ave.	\$110	\$105	\$100	\$96	\$92	\$89	\$85	\$82	\$80	\$78	\$77	\$74	\$68	\$59	\$53	\$40	\$34	\$26
	65% Current	\$161	\$148	\$137	\$126	\$114	\$103	\$94	\$85	\$78	\$75	\$70	\$62	\$53	\$46	\$43	\$24	\$19	\$14
	10yr ave.	\$119	\$114	\$108	\$104	\$100	\$96	\$92	\$89	\$86	\$85	\$83	\$80	\$74	\$63	\$57	\$43	\$37	\$28
	70% Current	\$174	\$160	\$147	\$136	\$123	\$111	\$102	\$92	\$84	\$81	\$76	\$67	\$57	\$50	\$47	\$26	\$21	\$15
	10yr ave.	\$128	\$123	\$116	\$112	\$108	\$103	\$99	\$96	\$93	\$91	\$89	\$86	\$79	\$68	\$61	\$46	\$39	\$30
	75% Current	\$186	\$171	\$158	\$146	\$132	\$119	\$109	\$99	\$90	\$87	\$81	\$71	\$61	\$53	\$50	\$28	\$22	\$16
	10yr ave.	\$137	\$132	\$125	\$120	\$115	\$111	\$106	\$103	\$100	\$98	\$96	\$93	\$85	\$73	\$66	\$50	\$42	\$33
	80% Current	\$199	\$183	\$168	\$155	\$140	\$127	\$116	\$105	\$96	\$93	\$87	\$76	\$65	\$57	\$53	\$30	\$24	\$17
	10yr ave.	\$147	\$140	\$133	\$128	\$123	\$118	\$113	\$110	\$106	\$104	\$102	\$99	\$91	\$78	\$70	\$53	\$45	\$35
	85% Current	\$211	\$194	\$179	\$165	\$149	\$135	\$123	\$112	\$102	\$98	\$92	\$81	\$69	\$60	\$57	\$32	\$25	\$18
	10yr ave.	\$156	\$149	\$141	\$136	\$131	\$125	\$120	\$116	\$113	\$111	\$108	\$105	\$96	\$83	\$75	\$56	\$48	\$37

The above shows estimated returns per head for skirted fleece wool. These figures do not take into account the value of skirtings and oddments and do not take into account discounts that may apply for faults under individual circumstances. These figures are based on a market index of 100% and should be used as a guide only. Returns over \$30 / head for fleece wool are highlighted.



**Table 9: Returns pr head for skirted fleece wool.**

Skirted FLC Weight <b>8 Kg</b>		Micron																	
		16	16.5	17	17.5	18	18.5	19	19.5	20	21	22	23	24	25	26	28	30	32
Yield (Sch Dry)	25% Current	\$55	\$51	\$47	\$43	\$39	\$35	\$32	\$29	\$27	\$26	\$24	\$21	\$18	\$16	\$15	\$8	\$7	\$5
	10yr ave.	\$41	\$39	\$37	\$36	\$34	\$33	\$31	\$30	\$30	\$29	\$28	\$27	\$25	\$22	\$20	\$15	\$13	\$10
	30% Current	\$66	\$61	\$56	\$52	\$47	\$42	\$39	\$35	\$32	\$31	\$29	\$25	\$22	\$19	\$18	\$10	\$8	\$6
	10yr ave.	\$49	\$47	\$44	\$43	\$41	\$39	\$38	\$37	\$35	\$35	\$34	\$33	\$30	\$26	\$23	\$18	\$15	\$12
	35% Current	\$77	\$71	\$65	\$60	\$55	\$49	\$45	\$41	\$37	\$36	\$34	\$30	\$25	\$22	\$21	\$12	\$9	\$7
	10yr ave.	\$57	\$55	\$52	\$50	\$48	\$46	\$44	\$43	\$41	\$40	\$40	\$38	\$35	\$30	\$27	\$21	\$18	\$14
	40% Current	\$88	\$81	\$75	\$69	\$62	\$56	\$52	\$47	\$43	\$41	\$39	\$34	\$29	\$25	\$24	\$13	\$11	\$8
	10yr ave.	\$65	\$62	\$59	\$57	\$55	\$52	\$50	\$49	\$47	\$46	\$45	\$44	\$40	\$35	\$31	\$24	\$20	\$15
	45% Current	\$99	\$91	\$84	\$78	\$70	\$63	\$58	\$53	\$48	\$46	\$43	\$38	\$32	\$28	\$27	\$15	\$12	\$9
	10yr ave.	\$73	\$70	\$66	\$64	\$61	\$59	\$57	\$55	\$53	\$52	\$51	\$49	\$45	\$39	\$35	\$26	\$23	\$17
	50% Current	\$110	\$101	\$94	\$86	\$78	\$70	\$65	\$58	\$53	\$51	\$48	\$42	\$36	\$32	\$30	\$17	\$13	\$10
	10yr ave.	\$81	\$78	\$74	\$71	\$68	\$66	\$63	\$61	\$59	\$58	\$57	\$55	\$50	\$43	\$39	\$29	\$25	\$19
	55% Current	\$121	\$112	\$103	\$95	\$86	\$78	\$71	\$64	\$59	\$57	\$53	\$47	\$40	\$35	\$33	\$18	\$15	\$11
	10yr ave.	\$90	\$86	\$81	\$78	\$75	\$72	\$69	\$67	\$65	\$64	\$62	\$60	\$55	\$48	\$43	\$32	\$28	\$21
	60% Current	\$132	\$122	\$112	\$104	\$94	\$85	\$77	\$70	\$64	\$62	\$58	\$51	\$43	\$38	\$36	\$20	\$16	\$12
	10yr ave.	\$98	\$94	\$89	\$85	\$82	\$79	\$75	\$73	\$71	\$69	\$68	\$66	\$61	\$52	\$47	\$35	\$30	\$23
	65% Current	\$144	\$132	\$122	\$112	\$101	\$92	\$84	\$76	\$69	\$67	\$63	\$55	\$47	\$41	\$38	\$22	\$17	\$12
	10yr ave.	\$106	\$101	\$96	\$93	\$89	\$85	\$82	\$79	\$77	\$75	\$74	\$71	\$66	\$56	\$51	\$38	\$33	\$25
	70% Current	\$155	\$142	\$131	\$121	\$109	\$99	\$90	\$82	\$75	\$72	\$67	\$59	\$50	\$44	\$41	\$23	\$18	\$13
	10yr ave.	\$114	\$109	\$103	\$100	\$96	\$92	\$88	\$85	\$83	\$81	\$79	\$77	\$71	\$61	\$55	\$41	\$35	\$27
	75% Current	\$166	\$152	\$140	\$130	\$117	\$106	\$97	\$88	\$80	\$77	\$72	\$63	\$54	\$47	\$44	\$25	\$20	\$14
	10yr ave.	\$122	\$117	\$111	\$107	\$102	\$98	\$94	\$91	\$89	\$87	\$85	\$82	\$76	\$65	\$59	\$44	\$38	\$29
	80% Current	\$177	\$162	\$150	\$138	\$125	\$113	\$103	\$94	\$85	\$82	\$77	\$68	\$58	\$51	\$47	\$27	\$21	\$15
	10yr ave.	\$130	\$125	\$118	\$114	\$109	\$105	\$101	\$97	\$95	\$92	\$91	\$88	\$81	\$69	\$62	\$47	\$40	\$31
	85% Current	\$188	\$172	\$159	\$147	\$133	\$120	\$110	\$99	\$91	\$88	\$82	\$72	\$61	\$54	\$50	\$28	\$22	\$16
	10yr ave.	\$138	\$133	\$126	\$121	\$116	\$112	\$107	\$103	\$101	\$98	\$96	\$93	\$86	\$74	\$66	\$50	\$43	\$33

The above shows estimated returns per head for skirted fleece wool. These figures do not take into account the value of skirtings and oddments and do not take into account discounts that may apply for faults under individual circumstances. These figures are based on a market index of 100% and should be used as a guide only. Returns over \$30 / head for fleece wool are highlighted.



**Table 10: Returns pr head for skirted fleece wool.**

Skirted FLC Weight <b>7 Kg</b>		Micron																	
		16	16.5	17	17.5	18	18.5	19	19.5	20	21	22	23	24	25	26	28	30	32
Yield (Sch Dry)	25% Current	\$48	\$44	\$41	\$38	\$34	\$31	\$28	\$26	\$23	\$23	\$21	\$18	\$16	\$14	\$13	\$7	\$6	\$4
	10yr ave.	\$36	\$34	\$32	\$31	\$30	\$29	\$28	\$27	\$26	\$25	\$25	\$24	\$22	\$19	\$17	\$13	\$11	\$8
	30% Current	\$58	\$53	\$49	\$45	\$41	\$37	\$34	\$31	\$28	\$27	\$25	\$22	\$19	\$17	\$16	\$9	\$7	\$5
	10yr ave.	\$43	\$41	\$39	\$37	\$36	\$34	\$33	\$32	\$31	\$30	\$30	\$29	\$26	\$23	\$20	\$15	\$13	\$10
	35% Current	\$68	\$62	\$57	\$53	\$48	\$43	\$40	\$36	\$33	\$32	\$29	\$26	\$22	\$19	\$18	\$10	\$8	\$6
	10yr ave.	\$50	\$48	\$45	\$44	\$42	\$40	\$39	\$37	\$36	\$35	\$35	\$34	\$31	\$27	\$24	\$18	\$15	\$12
	40% Current	\$77	\$71	\$65	\$60	\$55	\$49	\$45	\$41	\$37	\$36	\$34	\$30	\$25	\$22	\$21	\$12	\$9	\$7
	10yr ave.	\$57	\$55	\$52	\$50	\$48	\$46	\$44	\$43	\$41	\$40	\$40	\$38	\$35	\$30	\$27	\$21	\$18	\$14
	45% Current	\$87	\$80	\$74	\$68	\$61	\$56	\$51	\$46	\$42	\$41	\$38	\$33	\$28	\$25	\$23	\$13	\$10	\$8
	10yr ave.	\$64	\$61	\$58	\$56	\$54	\$52	\$50	\$48	\$47	\$46	\$45	\$43	\$40	\$34	\$31	\$23	\$20	\$15
	50% Current	\$97	\$89	\$82	\$76	\$68	\$62	\$56	\$51	\$47	\$45	\$42	\$37	\$32	\$28	\$26	\$15	\$12	\$8
	10yr ave.	\$71	\$68	\$65	\$62	\$60	\$57	\$55	\$53	\$52	\$51	\$50	\$48	\$44	\$38	\$34	\$26	\$22	\$17
	55% Current	\$106	\$98	\$90	\$83	\$75	\$68	\$62	\$56	\$51	\$50	\$46	\$41	\$35	\$30	\$28	\$16	\$13	\$9
	10yr ave.	\$78	\$75	\$71	\$69	\$66	\$63	\$61	\$59	\$57	\$56	\$55	\$53	\$49	\$42	\$38	\$28	\$24	\$19
	60% Current	\$116	\$106	\$98	\$91	\$82	\$74	\$68	\$61	\$56	\$54	\$51	\$44	\$38	\$33	\$31	\$18	\$14	\$10
	10yr ave.	\$85	\$82	\$78	\$75	\$72	\$69	\$66	\$64	\$62	\$61	\$60	\$58	\$53	\$46	\$41	\$31	\$26	\$20
	65% Current	\$126	\$115	\$106	\$98	\$89	\$80	\$73	\$66	\$61	\$59	\$55	\$48	\$41	\$36	\$34	\$19	\$15	\$11
	10yr ave.	\$93	\$89	\$84	\$81	\$78	\$75	\$72	\$69	\$67	\$66	\$65	\$62	\$57	\$49	\$44	\$33	\$28	\$22
	70% Current	\$135	\$124	\$115	\$106	\$96	\$86	\$79	\$72	\$65	\$63	\$59	\$52	\$44	\$39	\$36	\$20	\$16	\$12
	10yr ave.	\$100	\$96	\$91	\$87	\$84	\$80	\$77	\$75	\$72	\$71	\$69	\$67	\$62	\$53	\$48	\$36	\$31	\$24
	75% Current	\$145	\$133	\$123	\$113	\$102	\$93	\$85	\$77	\$70	\$68	\$63	\$55	\$47	\$41	\$39	\$22	\$17	\$13
	10yr ave.	\$107	\$102	\$97	\$93	\$90	\$86	\$83	\$80	\$78	\$76	\$74	\$72	\$66	\$57	\$51	\$39	\$33	\$25
	80% Current	\$155	\$142	\$131	\$121	\$109	\$99	\$90	\$82	\$75	\$72	\$67	\$59	\$50	\$44	\$41	\$23	\$18	\$13
	10yr ave.	\$114	\$109	\$103	\$100	\$96	\$92	\$88	\$85	\$83	\$81	\$79	\$77	\$71	\$61	\$55	\$41	\$35	\$27
	85% Current	\$164	\$151	\$139	\$128	\$116	\$105	\$96	\$87	\$79	\$77	\$72	\$63	\$54	\$47	\$44	\$25	\$20	\$14
	10yr ave.	\$121	\$116	\$110	\$106	\$102	\$98	\$94	\$91	\$88	\$86	\$84	\$82	\$75	\$64	\$58	\$44	\$37	\$29

The above shows estimated returns per head for skirted fleece wool. These figures do not take into account the value of skirtings and oddments and do not take into account discounts that may apply for faults under individual circumstances. These figures are based on a market index of 100% and should be used as a guide only. Returns over \$30 / head for fleece wool are highlighted.





Table 11: Returns pr head for skirted fleece wool.

Skirted FLC Weight 6 Kg		Micron																	
		16	16.5	17	17.5	18	18.5	19	19.5	20	21	22	23	24	25	26	28	30	32
Yield (Sch Dry)	25% Current	\$41	\$38	\$35	\$32	\$29	\$26	\$24	\$22	\$20	\$19	\$18	\$16	\$14	\$12	\$11	\$6	\$5	\$4
	10yr ave.	\$31	\$29	\$28	\$27	\$26	\$25	\$24	\$23	\$22	\$22	\$21	\$21	\$19	\$16	\$15	\$11	\$9	\$7
	30% Current	\$50	\$46	\$42	\$39	\$35	\$32	\$29	\$26	\$24	\$23	\$22	\$19	\$16	\$14	\$13	\$8	\$6	\$4
	10yr ave.	\$37	\$35	\$33	\$32	\$31	\$30	\$28	\$27	\$27	\$26	\$26	\$25	\$23	\$20	\$18	\$13	\$11	\$9
	35% Current	\$58	\$53	\$49	\$45	\$41	\$37	\$34	\$31	\$28	\$27	\$25	\$22	\$19	\$17	\$16	\$9	\$7	\$5
	10yr ave.	\$43	\$41	\$39	\$37	\$36	\$34	\$33	\$32	\$31	\$30	\$30	\$29	\$26	\$23	\$20	\$15	\$13	\$10
	40% Current	\$66	\$61	\$56	\$52	\$47	\$42	\$39	\$35	\$32	\$31	\$29	\$25	\$22	\$19	\$18	\$10	\$8	\$6
	10yr ave.	\$49	\$47	\$44	\$43	\$41	\$39	\$38	\$37	\$35	\$35	\$34	\$33	\$30	\$26	\$23	\$18	\$15	\$12
	45% Current	\$75	\$68	\$63	\$58	\$53	\$48	\$44	\$39	\$36	\$35	\$33	\$29	\$24	\$21	\$20	\$11	\$9	\$6
	10yr ave.	\$55	\$53	\$50	\$48	\$46	\$44	\$42	\$41	\$40	\$39	\$38	\$37	\$34	\$29	\$26	\$20	\$17	\$13
	50% Current	\$83	\$76	\$70	\$65	\$59	\$53	\$48	\$44	\$40	\$39	\$36	\$32	\$27	\$24	\$22	\$13	\$10	\$7
	10yr ave.	\$61	\$59	\$55	\$53	\$51	\$49	\$47	\$46	\$44	\$43	\$43	\$41	\$38	\$33	\$29	\$22	\$19	\$15
	55% Current	\$91	\$84	\$77	\$71	\$64	\$58	\$53	\$48	\$44	\$42	\$40	\$35	\$30	\$26	\$24	\$14	\$11	\$8
	10yr ave.	\$67	\$64	\$61	\$59	\$56	\$54	\$52	\$50	\$49	\$48	\$47	\$45	\$42	\$36	\$32	\$24	\$21	\$16
	60% Current	\$99	\$91	\$84	\$78	\$70	\$63	\$58	\$53	\$48	\$46	\$43	\$38	\$32	\$28	\$27	\$15	\$12	\$9
	10yr ave.	\$73	\$70	\$66	\$64	\$61	\$59	\$57	\$55	\$53	\$52	\$51	\$49	\$45	\$39	\$35	\$26	\$23	\$17
	65% Current	\$108	\$99	\$91	\$84	\$76	\$69	\$63	\$57	\$52	\$50	\$47	\$41	\$35	\$31	\$29	\$16	\$13	\$9
	10yr ave.	\$79	\$76	\$72	\$69	\$67	\$64	\$61	\$59	\$58	\$56	\$55	\$54	\$49	\$42	\$38	\$29	\$24	\$19
	70% Current	\$116	\$106	\$98	\$91	\$82	\$74	\$68	\$61	\$56	\$54	\$51	\$44	\$38	\$33	\$31	\$18	\$14	\$10
	10yr ave.	\$85	\$82	\$78	\$75	\$72	\$69	\$66	\$64	\$62	\$61	\$60	\$58	\$53	\$46	\$41	\$31	\$26	\$20
	75% Current	\$124	\$114	\$105	\$97	\$88	\$79	\$73	\$66	\$60	\$58	\$54	\$48	\$41	\$36	\$33	\$19	\$15	\$11
	10yr ave.	\$92	\$88	\$83	\$80	\$77	\$74	\$71	\$68	\$67	\$65	\$64	\$62	\$57	\$49	\$44	\$33	\$28	\$22
	80% Current	\$132	\$122	\$112	\$104	\$94	\$85	\$77	\$70	\$64	\$62	\$58	\$51	\$43	\$38	\$36	\$20	\$16	\$12
	10yr ave.	\$98	\$94	\$89	\$85	\$82	\$79	\$75	\$73	\$71	\$69	\$68	\$66	\$61	\$52	\$47	\$35	\$30	\$23
	85% Current	\$141	\$129	\$119	\$110	\$99	\$90	\$82	\$75	\$68	\$66	\$61	\$54	\$46	\$40	\$38	\$21	\$17	\$12
	10yr ave.	\$104	\$100	\$94	\$91	\$87	\$84	\$80	\$78	\$75	\$74	\$72	\$70	\$64	\$55	\$50	\$37	\$32	\$25

The above shows estimated returns per head for skirted fleece wool. These figures do not take into account the value of skirtings and oddments and do not take into account discounts that may apply for faults under individual circumstances. These figures are based on a market index of 100% and should be used as a guide only. Returns over \$30 / head for fleece wool are highlighted.





**Table 12: Returns pr head for skirted fleece wool.**

<b>Skirted FLC Weight</b> <b>5 Kg</b>		<b>Micron</b>																	
		16	16.5	17	17.5	18	18.5	19	19.5	20	21	22	23	24	25	26	28	30	32
<b>Yield (Sch Dry)</b>	25% Current	\$35	\$32	\$29	\$27	\$24	\$22	\$20	\$18	\$17	\$16	\$15	\$13	\$11	\$10	\$9	\$5	\$4	\$3
	10yr ave.	\$25	\$24	\$23	\$22	\$21	\$21	\$20	\$19	\$18	\$18	\$18	\$17	\$16	\$14	\$12	\$9	\$8	\$6
	30% Current	\$41	\$38	\$35	\$32	\$29	\$26	\$24	\$22	\$20	\$19	\$18	\$16	\$14	\$12	\$11	\$6	\$5	\$4
	10yr ave.	\$31	\$29	\$28	\$27	\$26	\$25	\$24	\$23	\$22	\$22	\$21	\$21	\$19	\$16	\$15	\$11	\$9	\$7
	35% Current	\$48	\$44	\$41	\$38	\$34	\$31	\$28	\$26	\$23	\$23	\$21	\$18	\$16	\$14	\$13	\$7	\$6	\$4
	10yr ave.	\$36	\$34	\$32	\$31	\$30	\$29	\$28	\$27	\$26	\$25	\$25	\$24	\$22	\$19	\$17	\$13	\$11	\$8
	40% Current	\$55	\$51	\$47	\$43	\$39	\$35	\$32	\$29	\$27	\$26	\$24	\$21	\$18	\$16	\$15	\$8	\$7	\$5
	10yr ave.	\$41	\$39	\$37	\$36	\$34	\$33	\$31	\$30	\$30	\$29	\$28	\$27	\$25	\$22	\$20	\$15	\$13	\$10
	45% Current	\$62	\$57	\$53	\$49	\$44	\$40	\$36	\$33	\$30	\$29	\$27	\$24	\$20	\$18	\$17	\$9	\$7	\$5
	10yr ave.	\$46	\$44	\$42	\$40	\$38	\$37	\$35	\$34	\$33	\$33	\$32	\$31	\$28	\$24	\$22	\$17	\$14	\$11
	50% Current	\$69	\$63	\$58	\$54	\$49	\$44	\$40	\$37	\$33	\$32	\$30	\$26	\$23	\$20	\$19	\$10	\$8	\$6
	10yr ave.	\$51	\$49	\$46	\$45	\$43	\$41	\$39	\$38	\$37	\$36	\$35	\$34	\$32	\$27	\$24	\$18	\$16	\$12
	55% Current	\$76	\$70	\$64	\$59	\$54	\$48	\$44	\$40	\$37	\$35	\$33	\$29	\$25	\$22	\$20	\$11	\$9	\$7
	10yr ave.	\$56	\$54	\$51	\$49	\$47	\$45	\$43	\$42	\$41	\$40	\$39	\$38	\$35	\$30	\$27	\$20	\$17	\$13
	60% Current	\$83	\$76	\$70	\$65	\$59	\$53	\$48	\$44	\$40	\$39	\$36	\$32	\$27	\$24	\$22	\$13	\$10	\$7
	10yr ave.	\$61	\$59	\$55	\$53	\$51	\$49	\$47	\$46	\$44	\$43	\$43	\$41	\$38	\$33	\$29	\$22	\$19	\$15
	65% Current	\$90	\$82	\$76	\$70	\$63	\$57	\$52	\$47	\$43	\$42	\$39	\$34	\$29	\$26	\$24	\$14	\$11	\$8
	10yr ave.	\$66	\$63	\$60	\$58	\$56	\$53	\$51	\$49	\$48	\$47	\$46	\$45	\$41	\$35	\$32	\$24	\$20	\$16
	70% Current	\$97	\$89	\$82	\$76	\$68	\$62	\$56	\$51	\$47	\$45	\$42	\$37	\$32	\$28	\$26	\$15	\$12	\$8
	10yr ave.	\$71	\$68	\$65	\$62	\$60	\$57	\$55	\$53	\$52	\$51	\$50	\$48	\$44	\$38	\$34	\$26	\$22	\$17
	75% Current	\$104	\$95	\$88	\$81	\$73	\$66	\$60	\$55	\$50	\$48	\$45	\$40	\$34	\$30	\$28	\$16	\$12	\$9
	10yr ave.	\$76	\$73	\$69	\$67	\$64	\$62	\$59	\$57	\$55	\$54	\$53	\$51	\$47	\$41	\$37	\$28	\$23	\$18
	80% Current	\$110	\$101	\$94	\$86	\$78	\$70	\$65	\$58	\$53	\$51	\$48	\$42	\$36	\$32	\$30	\$17	\$13	\$10
	10yr ave.	\$81	\$78	\$74	\$71	\$68	\$66	\$63	\$61	\$59	\$58	\$57	\$55	\$50	\$43	\$39	\$29	\$25	\$19
	85% Current	\$117	\$108	\$99	\$92	\$83	\$75	\$69	\$62	\$57	\$55	\$51	\$45	\$38	\$34	\$31	\$18	\$14	\$10
	10yr ave.	\$86	\$83	\$78	\$76	\$73	\$70	\$67	\$65	\$63	\$61	\$60	\$58	\$54	\$46	\$41	\$31	\$27	\$21

The above shows estimated returns per head for skirted fleece wool. These figures do not take into account the value of skirtings and oddments and do not take into account discounts that may apply for faults under individual circumstances. These figures are based on a market index of 100% and should be used as a guide only. Returns over \$30 / head for fleece wool are highlighted.



**Table 13: Returns pr head for skirted fleece wool.**

Skirted FLC Weight <b>4 Kg</b>		Micron																	
		16	16.5	17	17.5	18	18.5	19	19.5	20	21	22	23	24	25	26	28	30	32
Yield (Sch Dry)	25% Current	\$28	\$25	\$23	\$22	\$20	\$18	\$16	\$15	\$13	\$13	\$12	\$11	\$9	\$8	\$7	\$4	\$3	\$2
	10yr ave.	\$20	\$20	\$18	\$18	\$17	\$16	\$16	\$15	\$15	\$14	\$14	\$14	\$13	\$11	\$10	\$7	\$6	\$5
	30% Current	\$33	\$30	\$28	\$26	\$23	\$21	\$19	\$18	\$16	\$15	\$14	\$13	\$11	\$9	\$9	\$5	\$4	\$3
	10yr ave.	\$24	\$23	\$22	\$21	\$20	\$20	\$19	\$18	\$18	\$17	\$17	\$16	\$15	\$13	\$12	\$9	\$8	\$6
	35% Current	\$39	\$35	\$33	\$30	\$27	\$25	\$23	\$20	\$19	\$18	\$17	\$15	\$13	\$11	\$10	\$6	\$5	\$3
	10yr ave.	\$28	\$27	\$26	\$25	\$24	\$23	\$22	\$21	\$21	\$20	\$20	\$19	\$18	\$15	\$14	\$10	\$9	\$7
	40% Current	\$44	\$41	\$37	\$35	\$31	\$28	\$26	\$23	\$21	\$21	\$19	\$17	\$14	\$13	\$12	\$7	\$5	\$4
	10yr ave.	\$33	\$31	\$30	\$28	\$27	\$26	\$25	\$24	\$24	\$23	\$23	\$22	\$20	\$17	\$16	\$12	\$10	\$8
	45% Current	\$50	\$46	\$42	\$39	\$35	\$32	\$29	\$26	\$24	\$23	\$22	\$19	\$16	\$14	\$13	\$8	\$6	\$4
	10yr ave.	\$37	\$35	\$33	\$32	\$31	\$30	\$28	\$27	\$27	\$26	\$26	\$25	\$23	\$20	\$18	\$13	\$11	\$9
	50% Current	\$55	\$51	\$47	\$43	\$39	\$35	\$32	\$29	\$27	\$26	\$24	\$21	\$18	\$16	\$15	\$8	\$7	\$5
	10yr ave.	\$41	\$39	\$37	\$36	\$34	\$33	\$31	\$30	\$30	\$29	\$28	\$27	\$25	\$22	\$20	\$15	\$13	\$10
	55% Current	\$61	\$56	\$51	\$47	\$43	\$39	\$35	\$32	\$29	\$28	\$26	\$23	\$20	\$17	\$16	\$9	\$7	\$5
	10yr ave.	\$45	\$43	\$41	\$39	\$38	\$36	\$35	\$33	\$33	\$32	\$31	\$30	\$28	\$24	\$21	\$16	\$14	\$11
	60% Current	\$66	\$61	\$56	\$52	\$47	\$42	\$39	\$35	\$32	\$31	\$29	\$25	\$22	\$19	\$18	\$10	\$8	\$6
	10yr ave.	\$49	\$47	\$44	\$43	\$41	\$39	\$38	\$37	\$35	\$35	\$34	\$33	\$30	\$26	\$23	\$18	\$15	\$12
	65% Current	\$72	\$66	\$61	\$56	\$51	\$46	\$42	\$38	\$35	\$33	\$31	\$27	\$23	\$21	\$19	\$11	\$9	\$6
	10yr ave.	\$53	\$51	\$48	\$46	\$44	\$43	\$41	\$40	\$38	\$38	\$37	\$36	\$33	\$28	\$25	\$19	\$16	\$13
	70% Current	\$77	\$71	\$65	\$60	\$55	\$49	\$45	\$41	\$37	\$36	\$34	\$30	\$25	\$22	\$21	\$12	\$9	\$7
	10yr ave.	\$57	\$55	\$52	\$50	\$48	\$46	\$44	\$43	\$41	\$40	\$40	\$38	\$35	\$30	\$27	\$21	\$18	\$14
	75% Current	\$83	\$76	\$70	\$65	\$59	\$53	\$48	\$44	\$40	\$39	\$36	\$32	\$27	\$24	\$22	\$13	\$10	\$7
	10yr ave.	\$61	\$59	\$55	\$53	\$51	\$49	\$47	\$46	\$44	\$43	\$43	\$41	\$38	\$33	\$29	\$22	\$19	\$15
	80% Current	\$88	\$81	\$75	\$69	\$62	\$56	\$52	\$47	\$43	\$41	\$39	\$34	\$29	\$25	\$24	\$13	\$11	\$8
	10yr ave.	\$65	\$62	\$59	\$57	\$55	\$52	\$50	\$49	\$47	\$46	\$45	\$44	\$40	\$35	\$31	\$24	\$20	\$15
	85% Current	\$94	\$86	\$79	\$73	\$66	\$60	\$55	\$50	\$45	\$44	\$41	\$36	\$31	\$27	\$25	\$14	\$11	\$8
	10yr ave.	\$69	\$66	\$63	\$61	\$58	\$56	\$53	\$52	\$50	\$49	\$48	\$47	\$43	\$37	\$33	\$25	\$21	\$16

The above shows estimated returns per head for skirted fleece wool. These figures do not take into account the value of skirtings and oddments and do not take into account discounts that may apply for faults under individual circumstances. These figures are based on a market index of 100% and should be used as a guide only. Returns over \$30 / head for fleece wool are highlighted.



Table 14: Returns pr head for skirted fleece wool.

Skirted FLC Weight 3 Kg		Micron																	
		16	16.5	17	17.5	18	18.5	19	19.5	20	21	22	23	24	25	26	28	30	32
Yield (Sch Dry)	25% Current	\$21	\$19	\$18	\$16	\$15	\$13	\$12	\$11	\$10	\$10	\$9	\$8	\$7	\$6	\$6	\$3	\$2	\$2
	10yr ave.	\$15	\$15	\$14	\$13	\$13	\$12	\$12	\$11	\$11	\$11	\$11	\$10	\$9	\$8	\$7	\$6	\$5	\$4
	30% Current	\$25	\$23	\$21	\$19	\$18	\$16	\$15	\$13	\$12	\$12	\$11	\$10	\$8	\$7	\$7	\$4	\$3	\$2
	10yr ave.	\$18	\$18	\$17	\$16	\$15	\$15	\$14	\$14	\$13	\$13	\$13	\$12	\$11	\$10	\$9	\$7	\$6	\$4
	35% Current	\$29	\$27	\$25	\$23	\$20	\$19	\$17	\$15	\$14	\$14	\$13	\$11	\$9	\$8	\$8	\$4	\$3	\$3
	10yr ave.	\$21	\$20	\$19	\$19	\$18	\$17	\$17	\$16	\$16	\$15	\$15	\$14	\$13	\$11	\$10	\$8	\$7	\$5
	40% Current	\$33	\$30	\$28	\$26	\$23	\$21	\$19	\$18	\$16	\$15	\$14	\$13	\$11	\$9	\$9	\$5	\$4	\$3
	10yr ave.	\$24	\$23	\$22	\$21	\$20	\$20	\$19	\$18	\$18	\$17	\$17	\$16	\$15	\$13	\$12	\$9	\$8	\$6
	45% Current	\$37	\$34	\$32	\$29	\$26	\$24	\$22	\$20	\$18	\$17	\$16	\$14	\$12	\$11	\$10	\$6	\$4	\$3
	10yr ave.	\$27	\$26	\$25	\$24	\$23	\$22	\$21	\$21	\$20	\$20	\$19	\$19	\$17	\$15	\$13	\$10	\$8	\$7
	50% Current	\$41	\$38	\$35	\$32	\$29	\$26	\$24	\$22	\$20	\$19	\$18	\$16	\$14	\$12	\$11	\$6	\$5	\$4
	10yr ave.	\$31	\$29	\$28	\$27	\$26	\$25	\$24	\$23	\$22	\$22	\$21	\$21	\$19	\$16	\$15	\$11	\$9	\$7
	55% Current	\$46	\$42	\$39	\$36	\$32	\$29	\$27	\$24	\$22	\$21	\$20	\$17	\$15	\$13	\$12	\$7	\$5	\$4
	10yr ave.	\$34	\$32	\$30	\$29	\$28	\$27	\$26	\$25	\$24	\$24	\$23	\$23	\$21	\$18	\$16	\$12	\$10	\$8
	60% Current	\$50	\$46	\$42	\$39	\$35	\$32	\$29	\$26	\$24	\$23	\$22	\$19	\$16	\$14	\$13	\$8	\$6	\$4
	10yr ave.	\$37	\$35	\$33	\$32	\$31	\$30	\$28	\$27	\$27	\$26	\$26	\$25	\$23	\$20	\$18	\$13	\$11	\$9
	65% Current	\$54	\$49	\$46	\$42	\$38	\$34	\$31	\$28	\$26	\$25	\$23	\$21	\$18	\$15	\$14	\$8	\$6	\$5
	10yr ave.	\$40	\$38	\$36	\$35	\$33	\$32	\$31	\$30	\$29	\$28	\$28	\$27	\$25	\$21	\$19	\$14	\$12	\$9
	70% Current	\$58	\$53	\$49	\$45	\$41	\$37	\$34	\$31	\$28	\$27	\$25	\$22	\$19	\$17	\$16	\$9	\$7	\$5
	10yr ave.	\$43	\$41	\$39	\$37	\$36	\$34	\$33	\$32	\$31	\$30	\$30	\$29	\$26	\$23	\$20	\$15	\$13	\$10
	75% Current	\$62	\$57	\$53	\$49	\$44	\$40	\$36	\$33	\$30	\$29	\$27	\$24	\$20	\$18	\$17	\$9	\$7	\$5
	10yr ave.	\$46	\$44	\$42	\$40	\$38	\$37	\$35	\$34	\$33	\$33	\$32	\$31	\$28	\$24	\$22	\$17	\$14	\$11
	80% Current	\$66	\$61	\$56	\$52	\$47	\$42	\$39	\$35	\$32	\$31	\$29	\$25	\$22	\$19	\$18	\$10	\$8	\$6
	10yr ave.	\$49	\$47	\$44	\$43	\$41	\$39	\$38	\$37	\$35	\$35	\$34	\$33	\$30	\$26	\$23	\$18	\$15	\$12
	85% Current	\$70	\$65	\$60	\$55	\$50	\$45	\$41	\$37	\$34	\$33	\$31	\$27	\$23	\$20	\$19	\$11	\$8	\$6
	10yr ave.	\$52	\$50	\$47	\$45	\$44	\$42	\$40	\$39	\$38	\$37	\$36	\$35	\$32	\$28	\$25	\$19	\$16	\$12

The above shows estimated returns per head for skirted fleece wool. These figures do not take into account the value of skirtings and oddments and do not take into account discounts that may apply for faults under individual circumstances. These figures are based on a market index of 100% and should be used as a guide only. Returns over \$30 / head for fleece wool are highlighted.



Table 15: Returns pr head for skirted fleece wool.

Skirted FLC Weight		Micron																	
2 Kg		16	16.5	17	17.5	18	18.5	19	19.5	20	21	22	23	24	25	26	28	30	32
Yield (Sch Dry)	25% Current	\$14	\$13	\$12	\$11	\$10	\$9	\$8	\$7	\$7	\$6	\$6	\$5	\$5	\$4	\$4	\$2	\$2	\$1
	10yr ave.	\$10	\$10	\$9	\$9	\$9	\$8	\$8	\$8	\$7	\$7	\$7	\$7	\$6	\$5	\$5	\$4	\$3	\$2
	30% Current	\$17	\$15	\$14	\$13	\$12	\$11	\$10	\$9	\$8	\$8	\$7	\$6	\$5	\$5	\$4	\$3	\$2	\$1
	10yr ave.	\$12	\$12	\$11	\$11	\$10	\$10	\$9	\$9	\$9	\$9	\$9	\$8	\$8	\$7	\$6	\$4	\$4	\$3
	35% Current	\$19	\$18	\$16	\$15	\$14	\$12	\$11	\$10	\$9	\$9	\$8	\$7	\$6	\$6	\$5	\$3	\$2	\$2
	10yr ave.	\$14	\$14	\$13	\$12	\$12	\$11	\$11	\$11	\$10	\$10	\$10	\$10	\$9	\$8	\$7	\$5	\$4	\$3
	40% Current	\$22	\$20	\$19	\$17	\$16	\$14	\$13	\$12	\$11	\$10	\$10	\$8	\$7	\$6	\$6	\$3	\$3	\$2
	10yr ave.	\$16	\$16	\$15	\$14	\$14	\$13	\$13	\$12	\$12	\$12	\$11	\$11	\$10	\$9	\$8	\$6	\$5	\$4
	45% Current	\$25	\$23	\$21	\$19	\$18	\$16	\$15	\$13	\$12	\$12	\$11	\$10	\$8	\$7	\$7	\$4	\$3	\$2
	10yr ave.	\$18	\$18	\$17	\$16	\$15	\$15	\$14	\$14	\$13	\$13	\$13	\$12	\$11	\$10	\$9	\$7	\$6	\$4
	50% Current	\$28	\$25	\$23	\$22	\$20	\$18	\$16	\$15	\$13	\$13	\$12	\$11	\$9	\$8	\$7	\$4	\$3	\$2
	10yr ave.	\$20	\$20	\$18	\$18	\$17	\$16	\$16	\$15	\$15	\$14	\$14	\$14	\$13	\$11	\$10	\$7	\$6	\$5
	55% Current	\$30	\$28	\$26	\$24	\$21	\$19	\$18	\$16	\$15	\$14	\$13	\$12	\$10	\$9	\$8	\$5	\$4	\$3
	10yr ave.	\$22	\$21	\$20	\$20	\$19	\$18	\$17	\$17	\$16	\$16	\$16	\$15	\$14	\$12	\$11	\$8	\$7	\$5
	60% Current	\$33	\$30	\$28	\$26	\$23	\$21	\$19	\$18	\$16	\$15	\$14	\$13	\$11	\$9	\$9	\$5	\$4	\$3
	10yr ave.	\$24	\$23	\$22	\$21	\$20	\$20	\$19	\$18	\$18	\$17	\$17	\$16	\$15	\$13	\$12	\$9	\$8	\$6
	65% Current	\$36	\$33	\$30	\$28	\$25	\$23	\$21	\$19	\$17	\$17	\$16	\$14	\$12	\$10	\$10	\$5	\$4	\$3
	10yr ave.	\$26	\$25	\$24	\$23	\$22	\$21	\$20	\$20	\$19	\$19	\$18	\$18	\$16	\$14	\$13	\$10	\$8	\$6
	70% Current	\$39	\$35	\$33	\$30	\$27	\$25	\$23	\$20	\$19	\$18	\$17	\$15	\$13	\$11	\$10	\$6	\$5	\$3
	10yr ave.	\$28	\$27	\$26	\$25	\$24	\$23	\$22	\$21	\$21	\$20	\$20	\$19	\$18	\$15	\$14	\$10	\$9	\$7
	75% Current	\$41	\$38	\$35	\$32	\$29	\$26	\$24	\$22	\$20	\$19	\$18	\$16	\$14	\$12	\$11	\$6	\$5	\$4
	10yr ave.	\$31	\$29	\$28	\$27	\$26	\$25	\$24	\$23	\$22	\$22	\$21	\$21	\$19	\$16	\$15	\$11	\$9	\$7
	80% Current	\$44	\$41	\$37	\$35	\$31	\$28	\$26	\$23	\$21	\$21	\$19	\$17	\$14	\$13	\$12	\$7	\$5	\$4
	10yr ave.	\$33	\$31	\$30	\$28	\$27	\$26	\$25	\$24	\$24	\$23	\$23	\$22	\$20	\$17	\$16	\$12	\$10	\$8
	85% Current	\$47	\$43	\$40	\$37	\$33	\$30	\$27	\$25	\$23	\$22	\$20	\$18	\$15	\$13	\$13	\$7	\$6	\$4
	10yr ave.	\$35	\$33	\$31	\$30	\$29	\$28	\$27	\$26	\$25	\$25	\$24	\$23	\$21	\$18	\$17	\$12	\$11	\$8

The above shows estimated returns per head for skirted fleece wool. These figures do not take into account the value of skirtings and oddments and do not take into account discounts that may apply for faults under individual circumstances. These figures are based on a market index of 100% and should be used as a guide only. Returns over \$30 / head for fleece wool are highlighted.