



auctionsplus
agricultural auctions at a click

Level 6
64 Clarence Street
Sydney NSW 2000

GPO Box 2671
Sydney NSW 2001

Phone: (02) 9262 4222
Fax: (02) 9262 3244

John Roberts,
WSSR Executive Officer
Wool Selling Systems Review
Australian Wool Innovation
GPO box 4177
Sydney NSW 2001

Dear John,

RE: Response to the Wool Selling Systems Review Issues Paper

Thank you for the opportunity to submit to the Wool Selling Systems Review board.

Please find attached the presentation we have completed for AuctionsPlus Wool and Wooltrade. The presentation and the following summary is intended to shed some insights on Phases 1 -4 of the WSSR's Issues Paper and also is a response to some of the overarching questions.

There is significant industry effort from all stakeholders to manage and use the current wool selling model we see today. If the industry had to start from the beginning and invent the model in 2015, we believe a significant online component would be implemented from the start.

Online trading systems in most local to global (B2C B2B) markets have been adopted worldwide as they are more efficient for all parties, provide more control to users, increase market liquidity, provide agile and flexible order execution, offer significant transparency and importantly entice more buyers.

AuctionsPlus is an advocate for online marketing tools and the clear advantages these products can bring to agriculture and wool. We have developed 3 products that are currently servicing the wool industry:

AuctionsPlus Wool, an online wool auction and price discovery mechanism, was established in 2012 and has offered 55,000 bales in 3 years. AuctionsPlus Wool has delivered approximately one percent (1%) market share - not bad for a new innovation in the early phase of uptake. AuctionsPlus Wool provides the potential to streamline the supply chain, increase profitability at the farm gate, and reduce the cost to serve with the reduction in size of selling centres and showroom floors. We believe that auctions are an important tool in setting the floor price of the market.

Wooltrade, an online offer board established in 2002, is now a mature product and is widely accepted by the majority of brokers and buyers. Utilised as an offer board and a place to store wool, the platform has sold 392,000 bales in 13 years of operation and at present is approximately 5% of the market. We feel this product could be utilised earlier in the supply chain allowing growers to forward market their clip prior to being tested.



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Wooltrade for Wool Growers is a complete online package for growers to manage their clip, view their history and pick marketing channels. This technology is shared with several wool brokers throughout the country. This package gives the grower the ability to self-manage their clip. It has the potential to expand and provide online feedback around the latest market trends, benchmarking of historical clips, market advice - from brokers utilising their own private networks should they chose to do so, or industry-wide advice provided by an industry body - utilising a user pays system.

AuctionsPlus believes that there is an opportunity for the wider adoption of our online technologies in the wool sphere as many of the wool users share a commonality with our successful livestock model.

AuctionsPlus has seen a soaring adoption rate from producers and agents for livestock and these users are frequently the same people who are selling wool through the physical auction. It has taken time to build trust in the platform from both the producer and the agencies and deliver to them increased competition, reduced risk and better returns. A producers reserve is protected throughout the process ensuring they are selling at a level they have predetermined and this will reduce their risk of selling in a flat market. This steep adoption rate is a strong indicator that primary producers are ready to look at new and innovative models to market.

It is clear that the achievements in livestock can be replicated in wool with some collaborative effort from stakeholders to reform the current model but what are the key benefits that brokers and buyers will see?

- A tangible reduction in the cost per bale to transact wool
- An increase in liquidity, faster execution of buying or selling orders
- Greater control and better management of the buying process and decision making
- Reduced knowledge barrier for market entry of new players
- Remote access to buy wool, reduced infrastructure and staff costs
- Greater competition
- Earlier and broader marketing of the wool product

Demonstrated in our existing online livestock auctions, currently transacting approximately 2.2 million sheep and 240,000 cattle per annum, the online platform increases competition by allowing national and international access to the auction. This would provide access to market for geographically challenged buyers should they choose to bid. We have found that by not disclosing the buyers, there is greater competition and less risk of 'the mood of the room' affecting the true floor price of the product. The greater access to buyers worldwide also has the potential to shorten the supply chain and in turn removing costs for the grower.

Suggestions of a single centralised site for wool sales have been made; we feel this will reduce costs; however it has the potential to fragment the Australian wool supply chain further. A centralised marketplace for wool growers could limit the number of selling options further and would potentially disadvantage those in more remote geographical locations.



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Our 3 platforms offer real alternatives to the physical auctions but we haven't finished building yet. We collaborate with stakeholders to enhance our systems so that issues arising out of change are solved in partnership with the industry and importantly, that wool growers will be well informed about the online marketing options available to them.

Technology moves very fast and it is of critical importance that the industry has robust, secure and up to date technical platforms to remain viable in the digital millennium. AuctionsPlus is built on the very latest technologies and has invested in the future for agricultural online marketing and we will continue to foster innovation in these areas by supporting new concepts, such as videos for samples instead of sample boxes, an idea that is deployed in our weekly AuctionsPlus Wool sale by a broker in NSW.

This is a real opportunity for the wool industry to create an open, accessible and competitive supply chain and to market Australia's wool story to the world but this is just the start. Consider online systems as the Kick-starter for marketing Australia's reputation for clean, green, renewable wool fibre with thousands of grower's products and stories to explore for everyone in the supply chain. A place where wool users in the supply chain can meet the farmer, get to know the farm brand, the location, the quality of the fibre and the treatment of the animal. This is also what consumers are asking for.

Consumers are informed, educated and are becoming wealthier. Shoppers will want to know the history and sustainability of the garment they are purchasing. Giving them the ability to see the person, the sheep and the environment behind the product is the way to sell our fibre to the world and in turn, it will help us understand what they want. Here is an opportunity to show the world why wool is the world's best fibre with an incredible story behind it. This is *most* possible in an online setting.

AuctionsPlus is committed to providing value to agricultural producers and we have a proven track record in engaging stakeholders in the uptake new technologies. We are one of a handful of companies who invest in new and cutting edge technology for the wool industry and we have a desire to grow and enhance our products to better suit the needs of the users. AuctionsPlus wants to build the best possible environment to transact wool in the 21st century and are happy to work with the industry to transform it.

Consider again if you were building the wool selling model in 2015. It would be very attractive for the architects to deploy online marketing tools as they provide significant advantages and cost savings over a physical auction and thus enables a future where marketing means more than delivering to store and adding it to the next available sale. Our world class product requires the best tools available and online marketing tools are the best way to deliver wool to the supply chain.



auctions**plus**
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Global, Transparent, Efficient
and Integrated Wool Auctions



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Overview

- AuctionsPlus
- History of AuctionsPlus Wool and Wooltrade
 - Benefits of Online Trading
 - Challenges
 - Where to next for AuctionsPlus
- Demonstration of AuctionsPlus Wool
- Demonstration of Wooltrade

AuctionsPlus

- 1986 – **Computer Aided Livestock Marketing**
 - 1996 – **CALM Services Pty Ltd**
 - 2000 – **AuctionsPlus**
-
- The number of livestock sold through physical saleyards has declined by ~40% over this period with the largest percentage moving to direct sales.

AuctionsPlus

Specialist Agricultural Auctions

- 236,000 Cattle
- 2,060,000 Sheep
- 6,500 Stud cattle
- 3,100 Stud sheep
- 12,894 Wooltrade bales sold
- 9,583 AuctionsPlus bales offered
- 48,000 users Australia Wide
- 22,000 Ave monthly web hits

Other auctions include:

Machinery, water, goats, forestry logs,
horses, vintage cars and Kelpies



Livestock Model

- **Independent Assessors**
- Assess stock – list with photos and **videos**
- Weekly Simultaneous Sales – generic and targeted
- Exposure to a **National and International Buying Pool**
- Buyer arranges transport
- Animal welfare risk reduced
- **Transparency of the auction system** – establishes a market floor
- Currently implementing a feedback mechanism which will create more buyer assurance. This will also allow flexibility in the long term model to market.

Would a similar model work for wool.....?

Wool Products

Wooltrade

Est. 2002 – 13 years

Online Offer board

- 392,000 bales sold since 2002
- 23,582 in 13/14
- 12,894 in 14/15 to date

AuctionsPlus Wool

Est. 2012 – 3 years

Weekly Online Wool Auction

- Auctioned 55,000 bales total
- 150 Auctions completed
- 16,390 offered in 13/14
- 9,583 offered in 14/15 to date

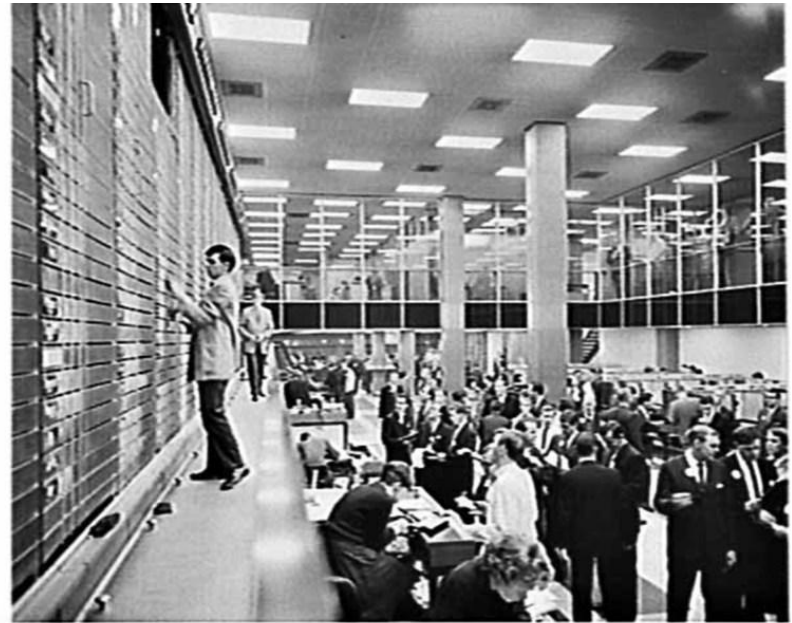


Shares and futures

1987: ASX implemented SEATS (stock exchange automated system) .

1990: Seats replaced all floor trading.

3 years



1999. Futures trading floor closes and starts
24 hr electronic trading **12 years.**



Fish Markets

- 1966-1994. Fish market open cry auction.
- 1994, Moved to electronic Dutch auction
- 2001. Introduced online trading system, SFMlive, which operates in addition to the current auction system.

Supplier Type of Auction

SFMlive - Buyer Application

File Search & sort Bids ShoppingList Wish List Rev Act Preferences Users Help

Supply

Lot No.	Species	State	Process	Size	Quality	Supplier	Auction	Close	Total	Avail	%demand
4	BROADBILL	ch	wh	M	B+	SFMlive	B & O	26/02/01 12:15 AM	30 Kg	30 Kg	
3	BROADBILL	ch	wh	M	B+	SFMlive	B & O	26/02/01 12:15 AM	50 Kg	50 Kg	
2	BLUEYE	ch	wh	L	A	SFMlive	B & O	27/02/01 12:15 AM	20 Kg	20 Kg	
5	PRN KING	ck	wh	L	B	SFMlive	B & O	26/02/01 12:15 AM	2000 Kg	1920 Kg	

Lot details

Species: Prawn King Quantity: 100 SPL Date caught: 25/02/01 Collect centre: Sup

State: Cooked Sales unit: SFM Small Date available: 25/02/01 Crate control: No

Process: Whole Quant/sales unit: 20 Kg Start date: 25/02/01 Cost per Crate:

Size: 30 - 40 /kg Bid price unit: Kilograms Start time: 7:15 PM Lot number: 5

Quality: B Min. quantity: 2 SPL Delivery date: 25/02/01

Method of catch: Transport option: Buyer

Bid Summary LotNo 5

Status	User	Price	Quantity	Min. Qty	Sale Unit	Counter offer	Shoppinglist	Delivery date	Bid Time
Transaction	007	\$26.00	2	2	SFM Small	\$0.00		25/02/01	25/02/01 8:23 PM
Neg. Adv.	007	\$19.00	2	2	SFM Small	\$0.00		25/02/01	25/02/01 8:12 PM
Transaction	007	\$25.00	2	2	SFM Small	\$0.00		25/02/01	25/02/01 8:12 PM
Neg. Adv.	007	\$10.00	2	2	SFM Small	\$15.00		25/02/01	25/02/01 8:12 PM

Bid details

Bid price: \$26.00/kg Total Bid Qty: 50 Kg Bid valid until: 26/02/01 12:15 AM Edit bid

Max bid: \$26.00/kg Total Bid Value: \$1,300.00 Est. freight cost: \$9.00 per Make a bid

Quantity: 2 SPL Shoppinglist: None View Transport Broker's comment

Min. quantity: 2 SPL Collect centre: Sup Cancel my bid My Credit Accept Cancel

Connected to Server Sydney: 25/02/2001 9:17 PM Test Buyer: 007 SCS / NS © 2000

status message



How has the wool industry changed?



Less than 5% uptake of the electronic auction system established in 2012



Auction 01
WT34/12/01

Auction Status: **Running**

Last Bid: G 026
11:16:15

11:12 AM: Sale drawing to conclusion

Time Remaining: **25 s**

Limit Bids										Auto Bids									
BT 001 995 GSY	BT 002 964 GSY on market	BT 003 893 GSY near reserve	BT 004 847 GSY	G 005 withdrawn	G 006 880 GSY on market	A 007 884 GSY	BT 008 414 GSY	BT 009 725 GSY	A 010 484 GSY	BT 011 731 GSY	BT 012 715 GSY	G 013 461 GSY on market	BT 014 442 GSY	G 015 841 GSY	G 016 741 GSY on market	G 017 767 GSY on market	G 018 761 GSY	G 019 870 GSY	G 020 821 GSY
G 021 380 GSY	G 022 633 GSY on market	G 023 448 GSY on market	G 024 545 GSY on market	G 025 401 GSY on market	G 026 387 GSY on market	G 027 385 S16 near reserve	G 028 397 GSY on market	G 029 366 GSY on market	G 030 383 GSY on market	G 031 382 GSY on market	G 032 484 GSY on market	G 033 245 GSY on market	G 034 380 GSY on market	G 035 402 GSY on market	G 036 231 GSY on market	G 037 517 GSY on market	G 038 386 GSY on market		

BT 001 Increment = 1c Greasy

Current Price: **995 GSY**

Bid Type: **c/kg Greasy**

Bid x 1: 996 GSY
Bid x 2: 997 GSY
Bid x 5: 1000 GSY

Or, Auto Bid to:

Catalogue: [Click here to view catalogue](#)

Lot: BT 001

Ref: ESM202164 LOC ESMET

Brand: BOXLEIGH PARK

Micron: 19.2

AWEX ID: MF4S

Descr: AAAAM

Bales/Gay Kgs: 5 / 949

VIMPOB MID: 1 / 93

Len / Strength: 72 / 50

ACY: 74.2

JCY: 77.8

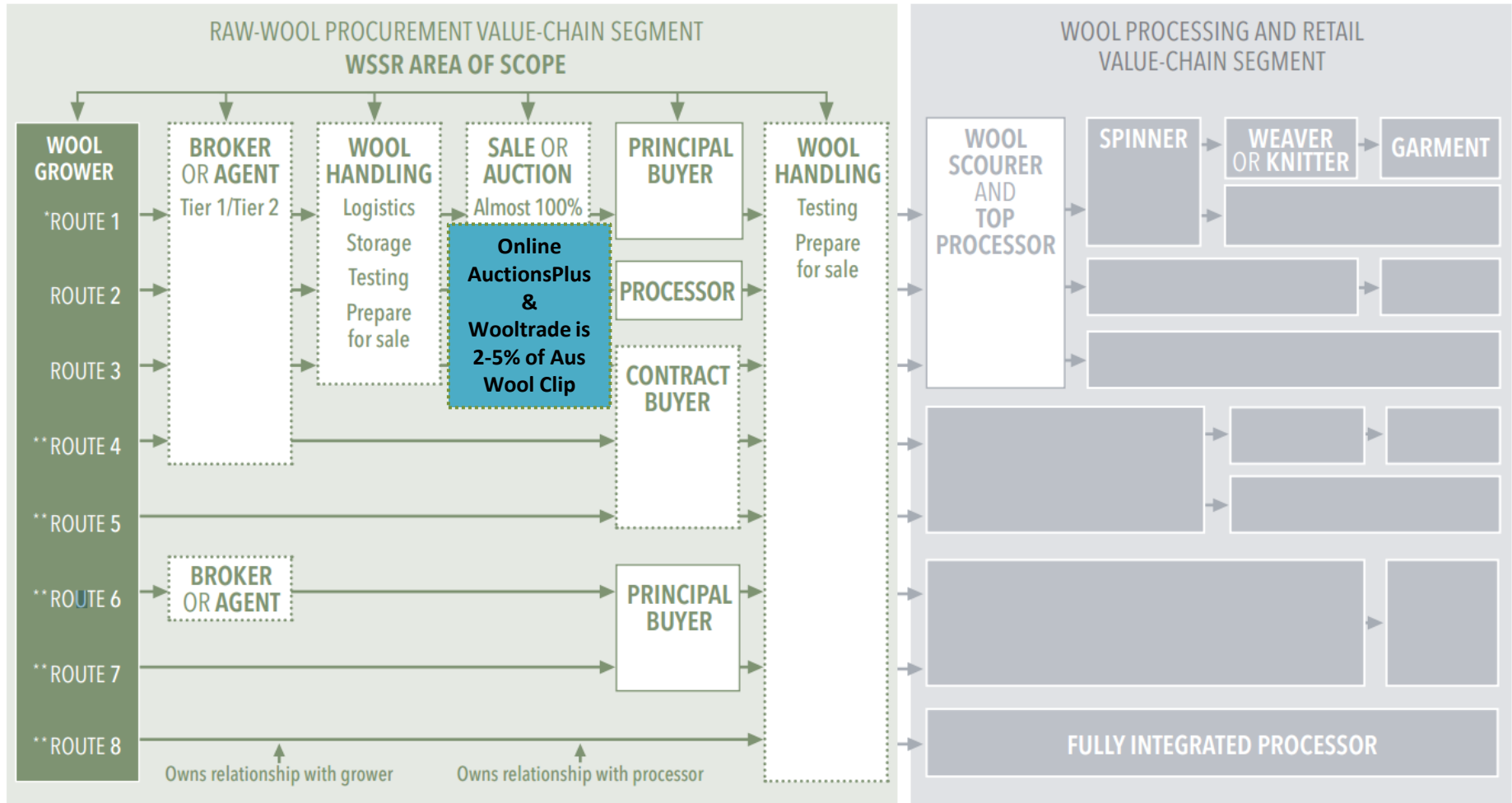
SCD: 75.6

Problems with the current Physical Auction model.....

- Increasing overheads
- Increased broker competition
- Decreased demand or consolidation of buyers
- Decreased clip
- Unsustainable

Where does AuctionsPlus and Wooltrade fit in to the Supply Chain?

TABLE 1. WOOL SUPPLY CHAIN FROM AUSTRALIAN GROWERS TO OVERSEAS PROCESSOR



AuctionsPlus Wool

- Real-time online Auction
- Benefits growers with simultaneous bidding – increase chance of higher price
- Simultaneous or sequential
- Live bidding or 'limit-bids' available
- Access to a National and International Buyer Pool
- Transparent - open to all industry participants
- Buyers cannot see who is bidding
- Operates Tuesday 11am
- List on Monday – sell on Tuesday - Fast to market
- Open to all growers to view sale and results

AuctionsPlus Wool 2nd Feature Sale

1st August 2014 Results

- 3,144 bales offered
- 2,445 bales sold
- 221 farm brands
- 20 major buyers bidding from home, China, Europe, Mission Beach Resort & Noosa.
- 14 brokers listed wool
- Market improved 10-20c/kg clean
- AuctionsPlus demonstrated that large volumes of wool can be sold online and at speeds comparable to the physical auction



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Even though the current physical model to market is failing..... We have had challenges with the new one...

- Speed
- Tradition
- Technology
- Mood of the Room
- Job protection
- Wool must be 'touched' by everyone.....

***“.... it is better for reputation to fail conventionally than to succeed unconventionally.”
-John Maynard Keynes***

Benefits of online selling platforms

- Market Wool Immediately OR all the time – increased exposure to market
- Increased competition – National & International
- Reduced primary cost of trading
- Reduced Cost to Serve
- Reduced errors
- Increase in liquidity
- Faster execution
- Flexibility & Agility to take advantage of market demands
- Increase in transparency
- Control of cost and reserve
- Reduced knowledge barrier for market entry – new players
- National pool of wool
- User pays opportunity
- Collaborative and engaging service – today's market insists that the service and information provided is as important as the product
- Immediacy of Data
- Up to date tech platform with redundancies and opportunities to move forward
- Remote access to market
- Reduced staff and infrastructure costs

Nothing beats the transparency of the auction system to establish the market floor.....

Costs Compared to Traditional Auction

\$1.50 per bale AuctionsPlus Wool

\$2.46 per bale Industry average bale cost for selling wool in physical auctions

61% cheaper per bale.

Online Auctions remove the travel costs, show floor rental, show floor staff and wool valuer costs. There is also the potential to look at new models for the BSC & other industry costs.

*Source, Wool Selling Review Survey 2009, Australian Farm Institute:

Sale room requirements \$126,000 (Page 25, table 4.3)

Show floor requirements: \$3,520,000 Av \$80psm*44,055 (P24, tbl 4.2)

Office requirements: \$872,000 (P27, tbl 4.6)

Total cost: \$4,518,000

Total bales sold 2013/14 1,835,822 (AWEX Auction Offering)

Summary \$2.46 Per Bale

Industry Integration

- AuctionsPlus Wool uses EDI (Electronic data Interchange) network for catalogues and results
- This method is identical to the physical auctions
- EDI has industry wide adoption
- EDI is efficient in collecting and sending information to brokers and buyers alike.
- Talman Pty Ltd manages EDI and there is a subscription charge to use the service
- AuctionsPlus where possible looks to integrate our services into current systems

Industry Overview

- The Industry needs reform in its current model to market
- The Industry needs reform in the method of data movements
- The Industry should control or provide competition for broker/buyer systems
- Industry needs a modernised platform with up to date databases
- The barrier of entry should be removed

Going Forward Online Trading

AuctionsPlus is:

- Tweaking current platform and testing with exporters
- Investing in system improvements, volume and the speed of the sale
- Building platforms using modern and best technology practices
- Future proofing systems
- Mobile device interactions for grower, broker and buyer
- Feedback mechanisms to ensure buyer confidence
- Committed to growth in online wool trading systems

Going Forward

Vision

- Low cost broker channels
- Sales 5-7 days a week
- Multiple sales per day
- Larger pool of buyers, more competition and engage external parties
- Payment guarantees
- Instant re-offer of lots and fast results
- The most efficient and transparent selling model for wool

The Wooltrade grower website is a valuable accessory to any growers marketing strategy

- See all my wool available for sale
- Get an independent appraisal
- See my full test results
- Pick a marketing channel. Offer board, online and physical auctions or a forward contract
- Set reserves
- See buyer activity and history
- View and export my sales history going back 10+ years
- Market reports and selling rosters.

Wooltrade allows growers to make an informed choice

Growers can take control of their marketing



Good Afternoon, Benham Tasmania
Thankyou for visiting our site.

Market Information

Market Reports

Selling Roster

Wool In-Store

Results & Estimates

Budgeting

Forward Cover

Change My Profile

Sold wool

In A Season

In A Sale

My wool In store with full test results

History		Sale Instructions (All selected lots):		Available Wooltrade Only		Submit		Export		Print		Finish		Help														
Select.	Reserve	RES	High Est	Low Est	Lot(\$) Value	Status	NO	Ref	Bls	Descr.	MIC	SCH	VM	MM	NKT	POB M	WID		Nett	CVD	POB T	POB B	HA	COMF	SDEV	CUR	ROM	SEA
ALL WOOL AVAILABLE FOR TRADING FOR AW Iles & HR Clark (VALUATION BASIS AS AT 09/01/15 09:41 WST) 15/01/15 09:56:56																												
<input checked="" type="checkbox"/>	<input type="checkbox"/>	1150	1021	998	2841	WOOLTRADE	12	331787	2	SUPAAAFINE	16.4	76.5	0.3	75	41	9	ASF4E.		247	18.9	2	89	73	99.7	3.1	92.0	11.4	13/14
<input type="checkbox"/>	<input type="checkbox"/>	1000	928	907	2920	WOOLTRADE	12	331792	2	AAAFINE	17.1	75.7	0.2	83	34	13	MF4E.		292	18.7	2	85	76	99.7	3.2	78.0	11.1	13/14
<input type="checkbox"/>	<input type="checkbox"/>			0	0	AVAILABLE	0	345817	1	AAASUPFINE			0.0				008.		166						0.0	0.0		14/15
<input type="checkbox"/>	<input type="checkbox"/>			0	0	AVAILABLE	0	345818	1	AAAFM			0.0				009.		167						0.0	0.0		14/15
<input type="checkbox"/>	<input type="checkbox"/>			0	0	AVAILABLE	0	345819	1	AAAFINE			0.0				017.		169						0.0	0.0		14/15
<input type="checkbox"/>	<input type="checkbox"/>			0	0	AVAILABLE	0	345820	1	AAAFM			0.0				017.		167						0.0	0.0		14/15
<input type="checkbox"/>	<input type="checkbox"/>			0	0	IN SALE L33/14	0	345810	2	SUPAAAFINE	16.3	76.7	0.5	76	45	4	ASF4E.B		312	19.6		96	75	99.7	3.2	89.0	10.7	14/15
<input type="checkbox"/>	<input type="checkbox"/>			0	0	IN SALE L33/14	0	345805	4	SUPAAAFINE	16.6	76.3	0.6	77	53	28	ASF3E.		634	18.1	2	70	74	99.8	3.0	81.0	9.1	14/15
<input type="checkbox"/>	<input type="checkbox"/>			0	0	IN SALE L33/14	0	345809	3	AAAFINE	17.2	75.8	0.3	75	46	28	ASF4E.		492	19.2	3	69	73	99.6	3.3	90.0	10.0	14/15
<input type="checkbox"/>	<input type="checkbox"/>			0	0	IN SALE L33/14	0	345811	2	AAAFINE	17.3	79.5	0.4	83	42	68	MF4E.		283	20.2		32	69	99.3	3.5	79.0	9.7	14/15
<input type="checkbox"/>	<input type="checkbox"/>			0	0	IN SALE L33/14	0	345807	4	AAAFINE	17.3	77.4	0.4	92	49	45	MF3E.		661	19.7	3	52	79	99.2	3.4	76.0	7.2	14/15
<input type="checkbox"/>	<input type="checkbox"/>			0	0	IN SALE L33/14	0	345806	3	SUPAAAFINE	17.3	75.8	0.2	77	52	15	ASF4E.		473	17.9		85	79	99.6	3.1	89.0	8.5	14/15
<input type="checkbox"/>	<input type="checkbox"/>			0	0	IN SALE L33/14	0	345815	2	AMBL5	17.5	65.6	1.2	71	37	73	MB5S.		279	22.9	7	20	57	99.3	4.0	81.0	12.6	14/15
<input type="checkbox"/>	<input type="checkbox"/>			0	0	IN SALE L33/14	0	345808	2	AAAFINE	18.1	78.0	0.2	84	55	43	MF3E.		336	18.8	8	49	78	99.5	3.4	82.0	6.5	14/15
<input type="checkbox"/>	<input type="checkbox"/>			0	0	IN SALE L33/14	0	345816	2	AMLKS	16.7	63.2	0.9				MZ4S.		313	24.0				98.9	4.0	80.0		14/15
<input type="checkbox"/>	<input type="checkbox"/>			0	0	IN SALE L33/14	0	345813	4	AAFMPCS	16.8	71.0	0.9	80	44	49	ASP4S.		604	20.2	24	27	69	99.3	3.4	76.0	10.4	14/15
<input type="checkbox"/>	<input type="checkbox"/>			0	0	IN SALE L33/14	0	345812	2	AAFMPCS	17.0	70.9	1.0	76	48	59	ASP4S.		280	20.6	11	30	66	99.4	3.5	83.0	10.2	14/15
<input type="checkbox"/>	<input type="checkbox"/>			0	0	IN SALE L33/14	0	345814	2	AAMBL5	17.3	70.4	1.6	81	35	56	MB4S.		284	18.5	16	28	68	99.7	3.2	83.0	12.1	14/15
					5761	TOTALS			40		17.0	74.1	0.5					6159										

Pick a marketing channel

On Wooltrade, I can:

Set & my amend reserves

See independent estimates

Decide on a selling channel

- Wooltrade
- Online Auction
- Physical auction

Execute changes immediately.


<http://www.wooltrade.com.au/cgi-bin/wooltrade>

History

Sale Instructions (All selected lots):

No Selection

Available for Sale

Next Auction Sale

Available Wooltrade Only

Withdraw from Sale

Place on Hold

value

Submit

Export

Select.	Reserve	RES	High Est	Low Est			NO	Ref	Bls	Descr.
ALL WOOL AVAILABLE FOR TRADING FOR AW Iles & HR Clark (VALUATION BASE)										
<input checked="" type="checkbox"/>		1150	1021	998	2841	WOOLTRADE	12	331787	2	SUPAAAFINI
<input type="checkbox"/>		1000	928	907	2920	WOOLTRADE	12	331792	2	AAAFINE
<input type="checkbox"/>				0	0	AVAILABLE	0	345817	1	AAASUPFINI
<input type="checkbox"/>				0	0	AVAILABLE	0	345818	1	AAAFM
<input type="checkbox"/>				0	0	AVAILABLE	0	345819	1	AAAFINE
<input type="checkbox"/>				0	0	AVAILABLE	0	345820	1	AAAFM
<input type="checkbox"/>				0	0	IN SALE L33/14	0	345810	2	SUPAAAFINI
<input type="checkbox"/>				0	0	IN SALE L33/14	0	345805	4	SUPAAAFINI
<input type="checkbox"/>				0	0	IN SALE L33/14	0	345809	3	AAAFINE
<input type="checkbox"/>				0	0	IN SALE L33/14	0	345811	2	AAAFINE
<input type="checkbox"/>				0	0	IN SALE L33/14	0	345807	4	AAAFINE
<input type="checkbox"/>				0	0	IN SALE L33/14	0	345806	3	SUPAAAFINI
<input type="checkbox"/>				0	0	IN SALE L33/14	0	345815	2	AMBLS
<input type="checkbox"/>				0	0	IN SALE L33/14	0	345808	2	AAAFINE
<input type="checkbox"/>				0	0	IN SALE L33/14	0	345816	2	AMLKS
<input type="checkbox"/>				0	0	IN SALE L33/14	0	345813	4	AAFMPCS
<input type="checkbox"/>				0	0	IN SALE L33/14	0	345812	2	AAFMPCS
<input type="checkbox"/>				0	0	IN SALE L33/14	0	345814	2	AAMBLS
					5761	TOTALS			40	

Start a Forward contract

Forward Physical

About Forward
Physical

Examples of
Physical Contract

Forward Market
Information

New Forward
Contract



Good Afternoon, Benham Tasmania
Thankyou for visiting our site.

Contract Number R00352

Settlement Date 25/03/2015

Grower Code 540381z

Growing Region TAS

Warehouse ROBL

Offer 1000

VM Type Shive

Components	Fleece	Pieces	Bellies
Bales	50	20	5
Kgs			
Micron	18.5	18	18
VM	1.5	2	3
SCH Yield	70	66	62
Length	95	80	60
Strength	44	40	32
POB Mid	58		

Style 5

Skirted Yes

Notification Notify by SMS when an offer is made ☐

Number:

Add Contract

Return to Forwards Screen

See buyer activity on my wool

Extra Details - Internet Explorer

http://www.wooltrade.com.au/cgi-bin/wooltrade.pl?action=5&wn_no=ROBL_331787

Date	Time	Res	Yield	Basis	Buyer
WOOLTRADE ACTIVITY FOR WEIGHT NOTE 331787					
15/01/15	08:37:24	1150	SCH	CLEAN	TEC
15/01/15	08:03:08	1150	SCH	CLEAN	TEC

Close


A history of changes

Extra Details - Internet Explorer								
http://www.wooltrade.com.au/cgi-bin/wooltrade.pl?action=tradinghistory								
Ref	Desc	Bls	Nett Kgs	Request	New Res	Prev Res	Response	Date
GROWER AMENDMENT HISTORY AS AT 15 Jan 2015 10:01:46								
331792	AAAFINE	2	292	UPDATE RESERVE	1000	1020	Reserve amended	13/01/15
331787	SUPAAAFINE	2	247	UPDATE RESERVE	1150	1200	Reserve amended	13/01/15

A complete history of sales on all marketing channels over many seasons

Roberts

Good Afternoon, Benham Tasmania
Thankyou for visiting our site.



Choose another season: Current View Measurements Export Print																	
Ref	Sale No	Sale Date	Lot No	Desc	AWEX-ID	No BIs	Nett Kilos	MIC	CVD	VM	SCH	NKT	POB (M)	Clean Price	Grsy Price	Gross Proceeds	Select
O/ROC/TASMANIA LOTS SOLD 14/15 SEASON																	
						0	0									0.00	
O/ROC/TASMANIA/ASWGAT276 LOTS SOLD 14/15 SEASON																	
339301	M09/14	25/08/14	32	XXXSUP	ASF4S.	4	771	16.9	18.9	1.0	69.7	46	62	1319	920	7,093.20	<input type="checkbox"/>
339317	M09/14	25/08/14	4014	AAMWPCS	ASWP4S.	4	799	14.9	22.8	2.4	67.2	39	77	1236	831	6,639.69	<input type="checkbox"/>
339316	E10/14	04/09/14	10012	AAMPCS	MP4S.	5	918	15.3	20.3	2.3	65.2	29	41	1119	730	6,701.40	<input type="checkbox"/>
339305	E12/14	16/09/14	10011	XXXSUPWNS	ASWF4S.	6	1127	15.1	20.5	1.4	72.4	43	63	1629	1180	13,298.60	<input type="checkbox"/>
339304	E12/14	18/09/14	10012	XXXSUP	ASF4S.	8	1480	15.1	20.5	0.9	73.6	34	40	1671	1230	18,204.00	<input type="checkbox"/>
342688	M19/14	03/11/14	61	XXXSUPWNS	ASWF4S.	6	1137	14.9	19.5	0.9	72.2	36	71	1454	1050	11,938.50	<input type="checkbox"/>
342689	M19/14	03/11/14	62	AAAFINEWNS	ASWF4S.	4	699	14.3	20.3	1.2	70.0	33	67	1942	1360	9,506.40	<input type="checkbox"/>
342690	M19/14	03/11/14	63	AAAMWNS	ASWF4S.	5	896	15.6	18.6	0.8	72.9	33	73	1303	950	8,512.00	<input type="checkbox"/>
342691	M19/14	03/11/14	64	AAASUP	ASF4S.	3	470	15.0	19.3	1.0	75.5	40	31	1748	1320	6,204.00	<input type="checkbox"/>
342692	M19/14	03/11/14	65	AAAFINE	ASF4S.	2	345	14.4	18.8	0.9	74.6	33	27	2466	1840	6,348.00	<input type="checkbox"/>
342693	M19/14	03/11/14	66	AAAM	ASF4S.	6	1146	15.6	19.2	1.0	75.0	36	30	1466	1100	12,606.00	<input type="checkbox"/>
342694	M19/14	03/11/14	4017	AAAMWPCS	MWP4S.	5	945	14.8	20.3	2.3	64.7	33	54	1700	1100	10,395.00	<input type="checkbox"/>
342695	M19/14	03/11/14	4018	AAAMPCS	MWP4S.	6	1157	15.2	20.4	3.9	64.5	33	44	1185	765	8,851.05	<input type="checkbox"/>
339299	M21/14	17/11/14	86	XXXXSUP	ASF4E.	4	760	16.8	19.0	0.7	72.7	44	43	1347	980	7,448.00	<input type="checkbox"/>
339300	M21/14	17/11/14	87	XXXXSUP	ASF4S.	6	1162	16.3	17.8	0.9	72.8	40	30	1354	986	11,457.32	<input type="checkbox"/>
339302	M21/14	17/11/14	88	XXXXSUP	ASF4S.	7	1357	15.9	18.2	0.8	71.6	39	20	1396	1000	13,570.00	<input type="checkbox"/>
339303	M21/14	17/11/14	89	XXXXSUP	ASF4S.	3	546	16.1	18.0	0.8	74.6	36	13	1340	1000	5,460.00	<input type="checkbox"/>
						84	15715									164,233.16	

Free Market Reports- Value

AuctionsPlus Wool

AuctionsPlus Wool Inaugural Recess Sale

Thursday, August 1st 2013



Offering Analysis by Region (Bales)

	Offered	Sold	Passed In	PI %	W'drawn
NORTH	2683	1677	742	27.7	0
SOUTH	3068	2055	828	27	449
WEST	354	111	243	68.6	0
Total	6105	3843	1813	29.7	449

Offering Analysis by Wool Category (Bales)

	Offered	Sold	Passed In	PI %	W'drawn
MFLC	3653	2086	1238	33.9	329
MSKT	811	577	189	23.3	45
XBFS	1209	836	324	26.8	49
ODDS	432	344	62	14.4	26
Total	6105	3843	1813	29.7	449

AuctionsPlus Micron Price Guides (c/kg clean)

	NORTH	SOUTH	WEST
16	1508n		
17	1293n		
17.5	1269n		1119n
18			1137n
18.5	1128n	1128n	
19	1119n	1121n	
19.5	1112n	1101n	1101n
20	1097n	1097n	
21	1087n	1091n	1085n
22	1089n	1085n	1081n

Highest (Grsy) Bid Prices

Region	c/kg grsy	Status	AWEX-ID	MIC	VMB	MM	YIELD	STR
NORTH	1185	PI	MWF4E.M	15.2	0	73	76.5	33
	1125	PI	MWF5S.	15.9	0.1	63	74.6	47
	1100	PI	MF4E.	15	0	62	77.4	36
SOUTH	1119	S	MWF4E.	15.9	0	89	75	29
	1110	PI	MWF4S.H1	15.1	0	64	69.2	40
	1101	PI	MWF5S.H1	15.7	0.3	80	71.6	33
WEST	821	PI	MF5S.	17.4	0	83	68.4	27
	775	PI	MF4S.	17.9	0.1	80	68	26
	774	PI	MF5S.	18	0	82	68.1	32

Wooltrade Top Prices Summary

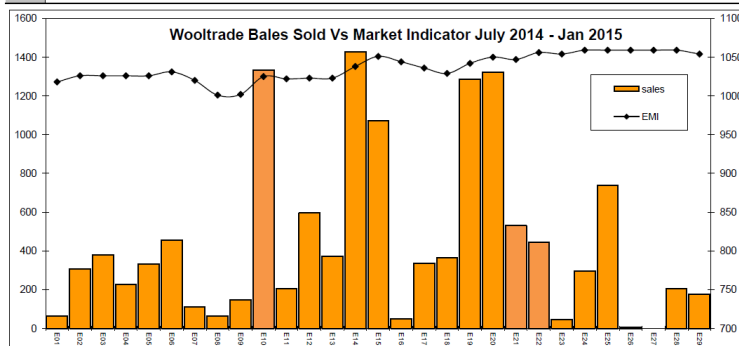


Wooltrade Top Prices Summary E29/14

Regional Micron Price Guides as at: 16/01/2015

	18	18.5	19	19.5	20	21	22	23	24	25	26	28	30	32	MC
South	1243	1219	1200	1180	1167	1162	1143	1130	0	917	838	766	714	625	838
North	1243	1235	1205	1187	1173	1160	1144	0	0	932	848	770	728	648	829
West		1196	1182	1173	1163	1157	1146	0	0						825

	Date Sold	Wool ID	Bales	Nett	MIC	VMB	SCH	MM	NKT	Grsy	Clean	Region
<17 Mic	16/01/2015	ASF4S.	2	312	14.6	1.6	70.0	75	47	1350	1929	SOUTH
	16/01/2015	ASF4E.	2	252	14.7	0.3	76.0	95	36	1320	1737	SOUTH
	16/01/2015	MF4S.M	2	354	15.1	0.6	74.2	81	39	1110	1496	NORTH
17 Mic	16/01/2015	MWF5E.	2	231	17.6	0.4	65.8	85	47	865	1315	SOUTH
	16/01/2015	MWF4E.	3	426	17.0	0.3	70.9	67	46	900	1269	SOUTH
	16/01/2015	MWF5B.F1	10	1813	17.3	4.0	69.5	75	41	749	1259	NORTH
18 Mic	14/01/2015	MOF5E.	9	1639	18.3	0.7	62.4	119	22	680	1090	WEST
	15/01/2015	MWF4E.	11	1981	18.7	0.4	70.7	74	21	770	1089	WEST
20 Mic	14/01/2015	MF5S.H1	4	675	20.0	0.4	76.2	105	41	834	1094	NORTH
	14/01/2015	MF4E.	7	1312	20.5	0.7	75.1	118	36	805	1072	SOUTH
21 Mic	14/01/2015	MF5B.	12	2107	21.3	1.9	60.2	99	25	655	1088	SOUTH
	14/01/2015	MF4E.H1	4	767	21.1	0.4	75.8	122	49	815	1075	NORTH
>24 Mic	16/01/2015	MF5S.	11	2108	23.9	3.0	72.8	98	37	759	1098	NORTH
	14/01/2015	MF5B.	12	2235	24.0	2.2	67.2	102	51	690	1027	SOUTH
	15/01/2015	XNF5E.120U'	15	2817	33.2	0.2	71.4			416	583	SOUTH
	15/01/2015	XNF5E.120U'	13	2475	33.5	0.4	70.4			404	574	SOUTH
Skts	15/01/2015	MP5B.	3	561	20.7	5.3	52.3	83	26	502	960	SOUTH
	15/01/2015	MB5S.	6	1034	20.0	6.0	52.3	70	15	464	887	WEST
	16/01/2015	XB5S.80	5	849	32.9	2.2	54.8	0	0	254	464	SOUTH
Cards	15/01/2015	MZ5S.	5	911	17.8	1.4	53.1	0	0	440	829	NORTH
	16/01/2015	XLF5S.50H1	5	811	27.1	0.6	74.1	0	0	439	592	SOUTH



AuctionsPlus Wool: Participating in an Auction

Auction 1
DEMO WOOL AUCTION

Auction Status: **Running**

Last Bid

9:34 AM: Please leave us some feedback. Click on the Mail button

Time Remaining **40 s**

Limit Bids Auto Bids

B 001 29992 GSY near reserve	B 002 29971 GSY near reserve	B 003 15039 GSY on market	B 004 3980 GSY near reserve	B 005 3983 GSY near reserve	B 006 2968 GSY	B 007 5970 GSY	B 008 9958 GSY	B 009 2469 GSY	B 010 5950 GSY
BA 011 3952 GSY	BA 012 2469 GSY	BA 013 2480 GSY	BA 014 2462 GSY	BA 015 1433 GSY	B 016 3366 GSY	B 017 3957 GSY	B 018 1957 GSY	B 019 2997 GSY near reserve	B 020 4465 GSY
B 021 3976 GSY	B 022 3965 GSY	B 023 2952 GSY	B 024 4984 GSY	B 025 3773 GSY	B 026 4474 GSY	B 027 3974 GSY	B 028 3997 GSY	B 029 1951 GSY	B 030 3451 GSY
B 031 2485 GSY	B 032 3986 GSY	B 033 3490 GSY	B 034 2966 GSY	B 035 3162 GSY	B 036 5982 GSY	B 037 2469 GSY	B 038 4488 GSY	B 039 2463 GSY	B 040 1959 GSY
B 041 4965 GSY	B 042 4475 GSY	B 043 2474 GSY	B 044 1979 GSY	B 045 3488 GSY	B 046 3983 GSY	B 047 2791 GSY	B 048 2800 GSY on market	B 049 2000 GSY on market	B 050 4490 GSY
B 051 2457 GSY	B 052 3986 GSY	B 053 1975 GSY	B 054 2951 GSY	B 055 2989 GSY	B 056 1584 GSY	B 057 2479 GSY	B 058 3492 GSY	B 059 3474 GSY	B 060 2032 GSY
B 061 2958 GSY	B 062 1963 GSY	B 063 2461 GSY	B 064 2472 GSY	B 065 4470 GSY	B 066 2958 GSY	B 067 2662 GSY	B 068 3955 GSY	B 069 2358 GSY	B 070 3255 GSY
B 071 2179 GSY	B 072 2956 GSY	B 073 2166 GSY	B 074 2958 GSY	B 075 2662 GSY	B 076 2702 GSY on market	B 077 2950 GSY	B 078 3077 GSY	B 079 3182 GSY	B 080 3285 GSY

Current Price **4488 GSY**

Bid Type: c/kg Greasy

Bid x 1 4489 GSY Bid x 2 4490 GSY Bid x 5 4493 GSY

Or, Auto Bid to:

3 Bid Buttons or Auto-bid

Lot is above reserve

Price is near reserve

Tick indicates my bid

Essential Lot info

Catalogue	Click here to view catalogue
Lot	
Ref	LMKM_490492/ LOC: LMKG
Brand	KARALTA / M / ASWGA
Micron	14.3
AWEX ID	
Descr	EXFINESUPAAAM
Bales/Gsy Kgs	1 / 101
VM/POB MID	0.2 /
Len / Strength	70 / 31
ACY	70.4
JCY	74.3
SCD	75.1
SCH	73.5
HT	
CVH / CVD	/


Wooltrade Offer board

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WOOL TRADE

offering wool to the world

SEARCH RESULTS

<http://www.wooltrade.com.au> - Selection Summary - Microsoft...

Loc	Bales	Kgs	Avg MIC	Avg VM	Avg MM	Avg NKT	Avg Ht	Avg YLD	Price
MISC	26	3134	18.39	0.24	93	33	77	65.5	NaN
WACF	129	10586	15.8	3.86	69	39	55	61.3	NaN
Total	155	13720	16.39	3.03	75	37	60	62.3	NaN

Done Internet

D	DESCRIPTION	BLS	MIC	CVD	CF	VM	YLD	KGS	MM	NKT	POB MID	HT	AWEX-ID	CID	LOC	PRICE	Select Inv
OVER VARIOUS CENTRES (MISC) - SELECTED LINES WEBSUMMARY (Enq# 37479A) **** CLEAN PRICES AND KGS (YLD = SCH)																	
Test	AAAM	4	16.1	24.4	99.3	0.2	63.8	475	78	27	58	59	MMVF5E.	P	MISC		<input checked="" type="checkbox"/>
Test	AAM	9	18.5	22.9	98.1	0.4	62.2	1034	86	36	19	77	MF5E.	P	MISC	1270	<input checked="" type="checkbox"/>
Test	AAAM	7	18.8	23.5	97.2	0.1	66.5	849	100	35	46	78	MF5E.	P	MISC	1143	<input checked="" type="checkbox"/>
Test	AAAM	6	19.2	21.1	98.3	0.2	70.0	776	104	32	15	86	MF4E.	P	MISC	1129	<input checked="" type="checkbox"/>
	AVERAGES	26	18.33	22.9	98.1	0.24	65.4	3134	91	33	31	77					
OVER WOOL AGENCY FREMANTLE (WACF) - SELECTED LINES WEBSUMMARY (Enq# 37479A) **** CLEAN PRICES AND KGS (YLD = SCH)																	
WEST / WALCHA	SUPAA	1	12.9	21.9	99.6	0.5	70.2	138	67	44	81	51	MMVF5E.H2	P	WACF	1638	<input checked="" type="checkbox"/>
LEN NORTH	SUPAAAF	3	13.3	22.5	99.6	0.8	62.9	311	71	36	68	51	MMVF5S.	P	WACF	3021	<input checked="" type="checkbox"/>
WIE / GLENELG	SUPAAAF	3	13.8	19.6	99.6	0.3	75.3	350	62	47	53	56	ASF4E.	P	WACF	1680	<input checked="" type="checkbox"/>
OR	AAM	1	14.2	22.6	99.2	0.6	63.7	121	96	25	49	64	MMVF5E.	P	WACF	1823	<input checked="" type="checkbox"/>
LE	AAAM	2	14.9	23.4	99.1	1.5	67.8	222	79	31	72	54	MF5S.	P	WACF	1740	<input checked="" type="checkbox"/>
NE	AAAFM	5	14.9	23.4	99.4	0.3	75.3	726	79	32	66	56	MF4E.M	P	WACF	1262	<input checked="" type="checkbox"/>
LE	AAAVN	2	15.2	20.1	99.5	0.4	72.7	177	55	59	58	58	MMVF4E.	P	WACF	1444	<input checked="" type="checkbox"/>
ANBE	AAAAM	6	15.6	19.7	99.4	5.2	54.9	614	69	43	67	54	MMVF5B.	P	WACF	1184	<input checked="" type="checkbox"/>
ANBE	AAAAM	6	15.6	19.7	99.4	5.2	54.9	406	69	43	67	54	MMVF5B.	P	WACF	1184	<input checked="" type="checkbox"/>

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