



# The National Council of Wool Selling Brokers of Australia Inc

## NEWSLETTER

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### From the desk of Chris Wilcox, Executive Director

- Merino wool prices slide, Crossbreds on the rise
- Consumer confidence at highest level since 2000
- Clothing retail sales on the rise in key markets
- Exports from the major wool exporting countries lift in 2017/18
- Registrations open for the IWTO 2018 Congress
- Upcoming events



### Sample article

#### Consumer confidence hits peaks, triggers lift in retail sales

With Merino wool prices doing so well, it is timely to see what the situation is in the major retail markets for wool and see how retail sales have been going in the Northern Hemisphere Autumn/Winter. The good news is that consumers in the major wool consuming countries (the US, countries of the European Union, China, Japan and South Korea) are feeling more and more confident about current economic conditions. Consumer confidence in the US continues to rise steadily and currently sits near the highest level since 2000. Consumer confidence in the European Union is also at the highest level since 2000. In Asia, consumers are increasingly confident, with consumer confidence in China at the highest level since the turn of the millennium. These high consumer confidence levels set the scene for increased consumer spending and, hopefully, good retail sales of wool clothing, carpets, rugs and blankets.

This seems to be helping retail sales of clothing in the seven major wool consuming countries. The latest data shows that growth in retail sales of clothing was higher in 2017 than in 2016 in five of the seven countries.

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#### INDUSTRY EVENTS

The **World Merino Congress** will be held in Montevideo, Uruguay on 12<sup>th</sup> to 14<sup>th</sup> April 2018. Click [here](#) for details.

The **IWTO 2018 Congress** will be held in Hong Kong on 14<sup>th</sup> to 16<sup>th</sup> May 2018. Click [here](#) to register.

The **IWTO 2018 Round Table** will be held in Buenos Aires on 3<sup>rd</sup> to 4<sup>th</sup> December 2018.

The **IWTO 2019 Congress** will be held in Venice on 9<sup>th</sup> to 11<sup>th</sup> April 2019.

#### WOOL SALES WEEK BEGINNING 12<sup>th</sup> FEB 2018 – week 33 (roster as at 8/2/2018)

##### Sydney

Wed, 21<sup>st</sup> Feb; Thurs, 22<sup>nd</sup> Feb 10,022 bales

##### Melbourne

Tues, 19<sup>th</sup> Feb; Wed, 21<sup>st</sup> Feb; Thurs, 22<sup>nd</sup> Feb 23,875 bales

##### Fremantle

Wed, 21<sup>st</sup> Feb; Thurs, 22<sup>nd</sup> Feb 10,101 bales

*Information in the Weekly Newsletter is intended to provide general information only and is not intended to constitute advice for a specific purpose.*