

100% NZ
GROWER
OWNED



CHANGE THE GAME

Strength through innovation

Vision

To be the leading innovative sales and marketing company for New Zealand strongwool.



From the Chairman

DuPont

We have recently conducted some grower and industry meetings with DuPont representatives to explain the developing partnership between Wools of New Zealand and DuPont. The aim of this partnership is to create a new generation of products for textiles that will offer enduring performance characteristics with sustainable, eco-friendly attributes.



DuPont is a major global business that has been able to bring biomaterials to market on a commercial scale. Like WNZ, DuPont is committed to delivering added value innovation without compromising the planet or its inhabitants. Together with our combined resources and know-how, we can create an exciting new yarn that aligns with our purpose to change the game through innovation and to connect the people who grow our fibre with the end consumer.

The response of all those who attended a

meeting with DuPont was extremely positive and we can now look forward to a developing collaboration going forward.

We will be conducting further grower meetings in the next few months, as DuPont representatives visit New Zealand, to enable as many growers as possible to engage directly with the individuals and learn about the opportunities.

Recognising your Ongoing Support

As part of the 2012/13 capital raise grower shareholders in Wools of New Zealand committed to paying the WMDC (Wool Market Development Commitment) for the first five years through to June 2018.

In earlier communications to shareholders, we mentioned that Wools of New Zealand would be registering an offer (Product Disclosure Statement) to grower shareholders to increase their shareholding in the company. We are not asking for money, this is a reward for commitment to the WMDC. We want to recognise our committed shareholders by providing them additional shares in Wools of New Zealand.

Existing grower shareholders who are up to date with payment of the WMDC when it ceases in June 2018 will be eligible for additional shares in the company based on one additional share for every dollar of WMDC paid since inception.

As a Board, we want to make sure that

current committed grower shareholders are acknowledged and rewarded for their commitment to the company they created and that they have continued to help grow and develop through the WMDC.

The Board also encourages any grower shareholders who are in arrears with their WMDC to engage with Wools of New Zealand and discuss how they can catch up to ensure their eligibility for the additional shares post June 2018.

As outlined in our 2017 Annual Report, WMDC collected has enabled the company to invest in research and development, open up markets and create innovative opportunities that will be to the ultimate benefit of our grower shareholders. The most recent being the announcement of the DuPont relationship relating to our innovation investment in the GlacialXT scour process.

Approximately 70% of WMDC has been invested into Wools of New Zealand's marketing or innovation strategies. The balance has supported operational activity to establish a successful commercial model.

Mark Shadbolt
Chairman



**From the
Chief Executive**

Introducing Mandi Bates, new Grower Liaison Manager

Hi, I'm Mandi Bates, your new Grower Liaison Manager. Eight weeks into the role and my



head hasn't exploded yet with the amount of information to learn, know, understand and share. This is a huge role but at the crux of it all – I love wool!

The areas that I look after are from the northern bank of the Clutha river in the South Island, north to the Pongaroa, Hunterville, Raetahi and

Hawera in the North Island, and everything in between.

With the rest of the team here at the office in Christchurch, we assist Bridget Russell and Jan Ross too.

How did I get to be here?

After 12 years in the Manawatu, of which seven years was running a family business based in the Manawatu with liquid and hazardous waste transport (I'll let intelligent people such as yourselves figure what else it could be called). It wasn't the most exciting of roles but taught me a great deal about people and business.

Prior to that I was with New Zealand Young farmers as Regional (North Island) Liaison officer, supporting young farmers into getting connected with each other through clubs and other networks - much fun but, too much traveling.

I returned to Canterbury to begin this role in January 2018 which was an easy decision to make with no children or partner to consider. My father still lives in Whitecliffs (Central Canterbury) on the remains of the farm I grew up on. I brought my horse, Samwise, a thoroughbred, and dog Lucy, German short haired pointer, with me too.

I see my role with Wools of New Zealand as being vital for the many aspects of grower/company interface. I look forward to being of assistance to you with Wools of New Zealand.

I'm in this for the long haul.

Emailing of Specification Sheets

A reminder to growers to please send your specification sheets to

direct2scour@woolsnz.com and your local grower liaison (jan.ross@woolsnz.com, bridget.russell@woolsnz.com, or mandi.bates@woolsnz.com), **not**

info.nz@woolsnz.com. The

direct2scour@woolsnz.com email address

sends your specification sheet to everyone

that needs to see it. Your grower liaison

follows your wool through the system from

the specification sheet to payment so copying

them as well assists this process.

Honouring Contracts

It is timely to remind our growers of the obligations that go with committing wool to a contract. Wools of New Zealand as a company signs a contract with our customers and we have an obligation to fill that contract both in terms of specification and kgs of wool. In turn we sign up contracts with growers that meet the specification and kgs of wool to match the commitment to our customer. When wool is received that does not meet specification or number of bales committed, this impacts on our ability to meet our obligation, and requires us to source the shortfall of wool elsewhere, sometimes at a higher cost.

Please be aware of the amount of wool you have committed to a contract and let us know urgently if anything changes.

Rosstan Mazey
Chief Executive



Please contact your regional Grower Liaison (GL) directly if you wish to discuss anything.

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