

Wools of New Zealand Shareholder Communication No. 14
27 September 2013

Positive Response to North Island Roadshow

We have just completed the first half of our roadshow to shareholders and supporters in the North Island. Over the past five days we have been very encouraged with the support and interest shown by growers. It's been great presenting opportunities to put some dollars in the hands of growers rather than raising capital from farmers!

Cheryl Kindness of Camira Fabrics, UK, provided an insight into the high-end upholstery market and the opportunity for wool if we can deliver a quality, traceable product and stressed the value of working in partnership.

Steven Parsons, Wools of New Zealand's head of Market Development and Innovation, based at the Centre of Wool Excellence in Ilkley, UK, reinforced the importance of innovation in the wool market and how colour and design impacts on demand. Both presentations were extremely well received as illustrated by the quotes below:

"A well organised, interesting, relevant information opportunity. Congratulations on your efforts to date."

"Excellent presentation. Very interesting speakers from the UK."

"Keep up the progress, you've made a good start. We need to promote the attributes of wool to the younger generation."

Importantly, there was also strong interest in the new Wools of New Zealand direct to scour sales options being offered through a service relationship with leading exporter/scourer – New Zealand Wool Services International.

We are looking forward to kicking off the South Island part of the roadshow on Monday at Mossburn. To confirm your attendance at any of the below presentations please contact Angela Waghorn via email on angela.waghorn@woolsnz.com or phone 0800 687 9665.

We look forward to seeing you and your partner there.

Ross Townshend
CEO, Wools of New Zealand

Auction Results

New Zealand Wool Services International reported the following from this week's wool sale:

The weaker New Zealand dollar played a small role in the South Island Wool auction of 10,300 bales this week, with supply and demand factors influencing sectors differently. There was a 90 percent clearance rate with the fine wool sector making up most of the passed in lots.

The weighted indicator for the main trading currencies eased 1.53 percent compared to the last sale on the 19th September. Compared to the last time offered on 12th September Merino Fleece 17 to 19 microns ranged from slightly easier to slightly dearer.

Mid Micron Fleece 24 to 25.5 microns were firm to 1.5 percent cheaper with 26 to 31.5 microns 3 to 4.5 percent cheaper.

Compared to 19th September, Fine Crossbred Full Fleece, 3 to 5 inch and 2 to 3 inch were 1 to 3 percent dearer with 3 to 4 and 2 to 4 inches firm to 2 percent cheaper.

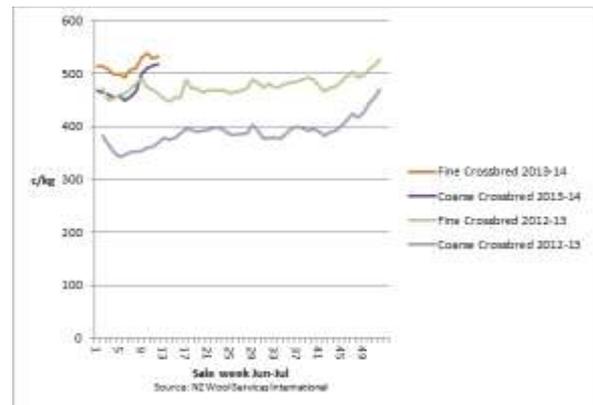
Coarse Crossbred Fleece, 3 to 5 inch and 2 to 3 inch wools were 1 to 2 percent dearer with 3 to 4 and 2 to 4 inch wools up to 3 percent cheaper.

Long Oddments remained generally firm with short types 2 to 4 percent stronger.

Wide spread competition with China, Western Europe and Australasia dominating, supported by United Kingdom, India and Asia.

Next sale on 3rd October comprises approximately 6,700 bales from the North Island which is 30 percent below anticipated roster.

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Roadshow Schedule

SOUTH ISLAND		
Monday, 30 September	Mossburn Railway Hotel, 16 York Street, Mossburn	11:00 am
	Heartland Hotel Croydon, 100 Waimea Street, Gore	5:00 pm
Tuesday, 1 October	Outram Hotel, 23 Holyhead Street, Outram	11:00 am
	Kingsgate Hotel Brydone, 115 Thames Street, Oamaru	5:00 pm
Wednesday, 2 October	Poplars, 891 Pleasant Point Highway, Pleasant Point	11:00 am
	Russley Golf Club, 428 Memorial Avenue, Christchurch	5:00 pm
Thursday, 3 October	Tapawera Hotel, 84 Main Road, Tapawera	11:00 am
	Woodbourne Tavern, 78 High Street, Renwick	5:00 pm

Contact Us

As always, please feel free to contact us if you wish to discuss anything.

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