

Wools of New Zealand Shareholder Communication No. 17
15 November 2013

From the Chief Executive

Today is Canterbury Anniversary Day, with the main drawcard being the A&P Show which is expected to draw thousands of visitors – getting back to pre-earthquake levels. It's gratifying to see people flocking back to this event, representing an excellent opportunity for farmers to showcase their products and livestock, keeping in touch with their end customers.

Camira Fabrics

In regard to end customers, we plan to firm up final details of the 2014 lamb's wool supply contract with Camira Fabrics by the end of this month, with discussion also being held around future years supply, re-affirming Camira's commitment to the integrity credentials of our Laneve® brand.

John Quarmby, Camira's Supplier Development Manager is currently in New Zealand evaluating systems around traceability, scouring, and testing. We will report back to shareholders once the discussions are complete with Camira and there are early indications that we may need to increase the volume of supply at a price of \$6.10/kg.

Direct-to-Scour

There is increasing interest and volume through the Direct to Scour sales option. A reminder to ensure your Wool Specification Sheet accompanies your wool deliveries. For details of the process and to download a Wools of New Zealand Wool Specification Sheet please go to www.ourwool.co.nz/sales-options

Annual General Meeting

A final reminder that Wools of New Zealand will be holding its first AGM in Gore on Wednesday 20 November at the Heartland Croydon Hotel at 12 noon. The Wools of New Zealand Annual Report is also available online at www.ourwool.co.nz; if you'd prefer a hard copy please phone 0800 687 9665 or email info.nz@woolsnz.com and we'd be happy to mail you a copy.

Ross Townshend

Market Report

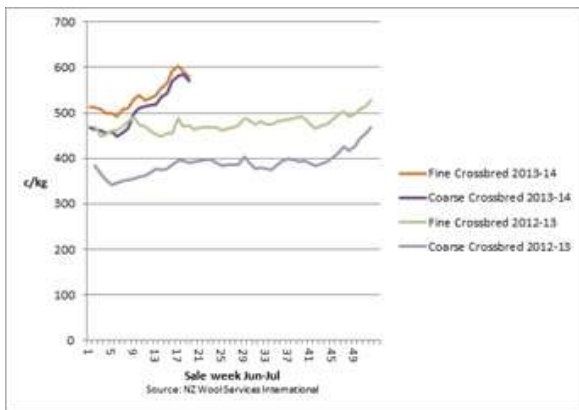
New Zealand Wool Services International reported the following from this week's wool sale:

A 91% clearance on the 6,600 bales on offer on the North Island this week with most types at lower levels than at the previous South Island sale held on the 7 November 2013.

Fine Crossbred Fleece 33 to 35 micron was up to 5% cheaper as was Crossbred Full Fleece 37 micron and Coarser. Finer Crossbred early shorn and second shear types 32 to 35 micron were generally 2.5-5% cheaper while Combing Oddments were 5% down and carding oddment types were par to 2.5% easier.

Principal buyers were China, Australasian Carpet Mills, supported by Western Europe. The next sale on 21 November will comprise 5,890 bales from the South Island.

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Contact Us

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

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