

Wools of New Zealand Shareholder Communication No. 27
14 March 2014

From the Chief Executive

Autumn Roadshow

Wools of New Zealand are going on the road again! Our autumn roadshow commences 1 April in Te Kauwhata and finishes up in Havelock on 9 April. The dates and venues are listed below.

Aside from the opportunity to touch base with our shareholders, we will be updating you on:

- The performance of the company
- Market outlook and the response from three international tradeshow
- Enhanced communication with our shareholders and supporters
- New contract opportunities to improve the value of your wool.

You will shortly receive an invitation in the mail. As always, you are welcome to bring along your partner and to invite friends, neighbours and any others who have an interest in a profitable wool industry. We look forward to seeing you at one of the venues listed below.

To ensure your place please get your RSVP's into Avril at avril.jordan@woolsnz.com or telephone 0800 OUR WOOL (687 9665) by Wednesday 26 March (North Island) or Tuesday 1 April (South Island).

North Island		
Tuesday 1 April	Rugby clubrooms, Maihi Road, Te Kauwhata The Waitomo Club, Cnr King St East and Taupiri St Te Kuiti	11:00am 5:00pm
Wednesday 2 April	The Club Hotel, 17 High St, Marton CHB Municipal Theatre, 18 Kenilworth St, Waipawa	11:00am 5:00pm
Thursday 3 April	Gisborne Conference Centre, 6 Reads Quay, Gisborne	11:00am
Friday 4 April	The Martinborough Hotel, The Square, Martinborough	4:00pm
South Island		
Monday 7 April	Otautau Courthouse, 146 Main St, Otautau Heriot Community Centre, Nith St, Heriot	11:00am 5:00pm
Tuesday 8 April	East Otago Events Centre, Main Rd, Waikouaiti Stonebridge Function Centre, 842 Winchester- Geraldine Rd, Geraldine	11:00am 5:00pm
Wednesday 9 April	Cheviot Hotel, State Highway 1, Cheviot Havelock Hotel, 54 Main Rd, Havelock	11:00am 5:00pm

Camira Lambswool Contract

There has been good progress with new applications over the last two weeks as many growers shear. We can still accept more high-end lamb's wool to fill this cornerstone contract. At \$6.25 this compares well with the \$5.10 spot market.

Grentex

We have closed out this contract. Many of you have struggled to meet the very tight colour specs in a year of very high colour wool production.

New Contract – Laneve Carpet Wool

Directly as a result of our presence at tradeshows in Germany and the USA, there are several small-scale trial opportunities for Laneve wool for Canada, Moldova, Italy, Belgium and others that form the basis for a generic Laneve contract. Specifications as follows:

- 200T for delivery in March and April 2014
- 34 to 37 Micron
- Colour (y-z) 2.5 max
- 2" to 3" length
- 0.1% VM
- Terms: 60 days from receipt
- Price: \$4.85/kg (clean)

If you are interested in signing up to this contract, contact us at tel. 0800 OURWOOL (0800 687 9665) or email info.nz@woolsnz.com
Ross Townshend

Market Report

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

The stronger NZ dollar compared to the last sale on 6 March accounted for most of the weakness in local wool prices. In off shore terms there is little change and in some areas prices lifted. Of the 6,300 bales on offer 78.5% sold with the balance retained in grower ownership.

Steady demand, limited wool volumes and exporter shipping requirements are in a fine balance at present, with only the stronger NZ dollar holding prices back.

Fine Crossbred Fleece and Shears 32 to 35 micron were firm to 1% cheaper.

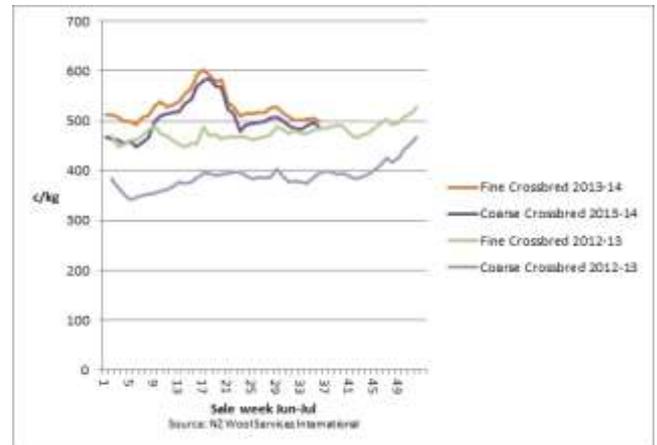
Good and Average Style full fleece 36 micron and coarser were up to 2% cheaper with poor styles fully firm.

Coarse shears were firm to 2% easier. Long coarser First Lambs were up to 3% cheaper with 2/4 inches firm to 1% dearer and shorter types firm to 2% cheaper.

Long Oddments were 2-4% cheaper with short oddments 1-2.5% cheaper.

Next sale on 20 March comprises approximately 13,700 bales from the North Island and 7,150 bales from the South Island.

Reproduced with permission.



Contact Us

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

Telephone: 0800 OURWOOL
0800 687 9665

Email: info.nz@woolsnz.com