

Wools of New Zealand Shareholder Communication No. 31  
23 May 2014

## From the Chief Executive

### Available Contracts

We are still taking applications for Camira and the recently expanded Laneve® Carpet wool contracts. The latter, for delivery to scour from 12 May to 30 June, is on the following specification and price:

- 2" to 4" y-z<2.5  
VM 0.1% max 35 to 39 Micron \$5.20/kg clean
- 3" to 5" y-z<2.5  
VM 0.1% max 35 to 39 Micron \$5.45/kg clean
- 3" to 5" y-z<7  
VM 0.1% max 35 to 39 Micron \$5.15/kg clean
- 4" to 6" y-z<2.5  
VM 0.1% max 35 to 39 Micron \$5.15/kg clean

Contact us now to secure these good margins over auction prices:

<http://www.ourwool.co.nz/sales-options/> or phone 0800 687 9665.

### Staff Announcements

**Tim Lonsdale**, Operations Manager, is stepping down from his role at Wools of New Zealand after 16 years' service to WNZ and its predecessors. Tim has been a valuable team member especially during the formative stages of WNZ, representing the "first point of contact" for many of you over the last few months. Tim is leaving to pursue some private endeavours. He will finish at the end of June.

After an extensive recruitment process to replace Tim, we have appointed **Jason Everson** to the role. Jason is currently

Christchurch based and working for another wool industry business. He will start with us on 23 June, ensuring an effective handover from Tim.

We will miss Tim and he has been especially helpful to me during my first nine months and during my frequent absences to our international markets.

I advised on the roadshows and in earlier communications to you, that we were seeking to appoint some new staff to better manage our relationships with shareholders and supporters. I can announce the appointment of three regional Supplier Liaison Officers (SLO's), who will be your first point of contact with the company.

**Hannah Coop** is the SLO for the **Upper North Island**. Hannah has a B.Ag.Sc (hons) degree from Lincoln and Cornell Universities and has worked as a DairyNZ Consulting Officer, where she had extensive relations with farmers. Hannah is recently married to Richard, a Mahia Peninsula WNZ shareholder. She will be responsible for relating to growers north of a line from Mohaka to Waiouru to Patea.

**Wayne Baxter** is the SLO for the **Lower North Island**. Wayne was previously Area Manager Lower North Island and Upper South Island for AsureQuality, after a long career with Ministry of Agriculture and Fisheries (now MPI). Wayne is based in Wanganui. He holds a Wool and Wool Classing Diploma from Massey University and other agriculture-related qualifications. Wayne will relate to growers in a line south of Mohaka to Waiouru to Patea.

**George Affleck** is the SLO for the **Lower South Island**. George and her husband Craig have recently stepped back from sheep farming near Gore, to take up horticulture and viticulture in Cromwell. Previously, George was on the Wool Growers Advisory Panel when Wool Partners International was being formed. She holds a Diploma in Occupational Therapy and has run a small food business in Gore. George's territory will be the area south of the Waitaki River. The SLO's are 30% full-time positions and they will be connecting with you via phone and email. We see no value in a field force driving up driveways. The three SLO's will each have ~250 growers to liaise with.

The SLO's will report to a **Shareholder Relations Manager**. I advise that **Brent Melville** has accepted the role, and will be starting 9 June. As well as over-viewing our shareholder relations team and a range of other matters, Brent will have responsibility for the ~250 growers in the **Upper South Island**, north of the Waitaki River. Brent will be known to some of you as our PR advisor.

These new appointees will work closely with our new **Grower Advisory Panel (GAP)**. GAP is meeting by teleconference (3x to date) and face-to-face (once) and providing great grower feedback to help WNZ to better relate with you. I will be spending all of June and most of July and August at our Ilkley, West Yorkshire UK office. I am keen to build closer relationships with our British and European customers and with the staff at our "Wool Centre of Excellence". More than half of our 18 staff are based at Ilkley and it is a "jewel in the crown" for WNZ.

I will only be a phone call or an email away, and can respond to all WNZ matters, albeit 12 hours behind NZ time.

Ross Townshend

## Market Report

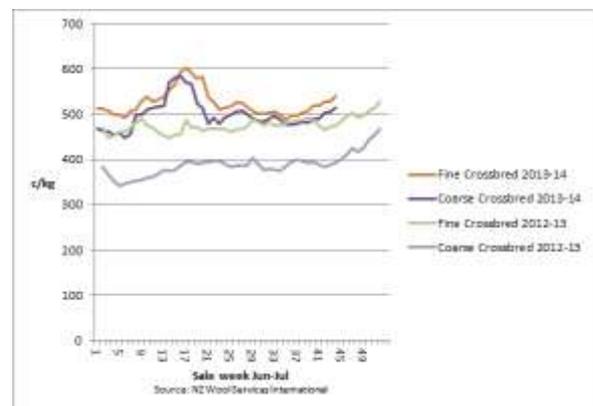
Of the 8,900 bales on offer this week, 87% sold with the balance still not meeting growers' price expectations.

Fine Crossbred Full Fleece and Shears were between 2.5-5% dearer. Good Colour Coarse Crossbred Fleece were 2-3% stronger, with average style firm and poorer styles between 1-3% dearer.

Longer Coarse Shears were 1-2% firmer with shorter types 2-3% stronger. Long First Lambs were strongly contested lifting 6-10% with shorter types ranging from firm to 4.5% dearer. Long Oddments were also in strong demand increasing 6-9% while good style Short Oddments were firm to 2% dearer with poorer styles 5-10% stronger.

The next sale on 29 May comprises approximately 10,400 bales from the North 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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0800 687 9665  
Email: info.nz@woolsnz.com