

Wools of New Zealand Shareholder Communication No. 40
29 September 2014

From the Chief Executive

Spring Roadshow

I look forward to meeting you at our North Island roadshow which starts on Monday 20 October in Wellsford. Dates and venues for these meetings are listed below for your calendar. South Island meetings will be held in November and we will send details of these in our next bulletin and in the post.

I urge you to attend and hear about our in market activity, upcoming supply opportunities and examples of our wool innovation. Each meeting will take approximately 90 minutes including refreshments. Bring your partner, neighbours and anyone with an interest in the future of strong wool.

To confirm your attendance at any of these presentations please contact Avril Jordan via email on avril.jordan@woolnz.com, phone 0800 ourwool (0800 687 9665) or talk to your local SLO.

NORTH ISLAND ROADSHOW		
When	Where	Venue
Monday, 20 October, 11:00 am	Wellsford	St John Wellsford Hall 98a Rodney Street
Monday, 20 October, 5:00 pm	Tirau	Tirau Memorial Hall Cnr Station Rd and State Highway 1
Tuesday, 21 October, 11:00 am	Taumararui	Central Park Motor Inn, 5-7 Meata Street
Tuesday, 21 October, 5:00 pm	Stratford	Shakee Pear Café, Pioneer Village 3912 Mountain Road
Wednesday, 22 October, 11:00 am	Hunterville	Hunterville Town Hall Bruce Street
Wednesday, 22 October, 3:00 pm	Hastings	Vidal Winery 913 Aubyn Street East
Friday, 24 October, 11:00 am	Gisborne	Cosmopolitan Club 190 Derby Street
Monday, 24 November, 11:00 am (AGM and lunch)	Masterton	The Horseshoe Room Farmers Bar and Eatery

Camira Lamb's Wool Contract

There has been a positive response to the new Camira Lamb's Wool Contract with a number of shareholders having committed to the contract and qualifying for the bonus of 10c/kg clean for committed supply by 31 October 2014.

If you haven't yet committed, we would urge you to sign up soon, to ensure you get a contract while available, assist with our supply planning to Camira and of course, secure the commitment bonus.

A reminder that the wool to be supplied is to the same standards and specifications and prices as 2014, namely:

- Full traceability from Camira back to farm
- WNZ Integrity Program accredited farms
- Approved pesticide declarations with wool consignments
- 0.0% VM, with some 0.1% and 0.2% accepted (with price steps as below)
- Colour: y-z 0.0 to 1.0 max
- 28 to 30 micron
- 2" to 3" length

Prices:

- \$6.25/kg clean for 0.0% VM
- \$6.10/kg clean for 0.1% VM
- \$5.85/kg clean for 0.2% VM (limited quantities)
- NEW commitment bonus of 10c/kg for committed supply by 31st October 2014.

Easier terms:

- 40% paid at 30 days (twice as much twice as fast, to cover shearing and other costs)
- 40% paid at 30th November 2015
- 20% paid at 28th February 2016

New Supplier Liaison Officer

Welcome to Bridget Russell who has joined us as the SLO for the Lower South Island. Based in Heriot, Bridget grew up on a high country sheep farm and manages a secretarial service for rural clients in the area. She has hit the ground running and we are pleased to have her as a valued member of the team.

Ross Townshend

Market Report

This week's South Island sale prices held firm to slightly dearer across all categories.

A small halfbred offering was generally 2.5-3.5% dearer through all microns 25-30. Crossbred Fleece, Second Shear and related oddments continued the strong trends of recent North and South Island sales selling par to 2% above previous quotations.

Fine Crossbred Fleece, rose 1.5-2% against the South Island sale of 11 September, while Coarse Crossbred Fleece remained firm. Compared to the North Island sale of 18 September Fine Crossbred Early Shorn and Second Shear types 32-33 micron 3-5 inch remained firm while 32-36 micron 3-5 inch through to 2-4 inch were 2-3% dearer. Coarse Crossbred Early Shorn and Second Shear compared to the North Island sale were 2-4% dearer. Combing Oddments compared to the South were extreme rising fully 7% while Clothing Oddments compared to the North 18th September were 5% dearer.

Next sale on 2nd October comprises approximately 6,600 bales from the North Island.



Contact Us

Please contact your regional Supplier Liaison Officer (SLO) directly if you wish to discuss anything.

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