

Wools of New Zealand Shareholder Communication No. 57  
27 July 2015

From the Executive Chairman

Appointment of New WNZ Chief Executive



I am pleased to announce the appointment of Rosstan Mazej as Wools of New Zealand (WNZ) Chief Executive.

Rosstan, who will relocate to Christchurch from Auckland with his family to take up the role on 7 September, is the Global Marketing Manager at fresh produce grower and exporter Turners & Growers. He has also held senior marketing and innovation roles at Zespri and Dairy Crest in the UK.

The appointment follows an extensive selection process and we were impressed with Rosstan's depth of experience and successful track record in building international brands. Rosstan also understands the importance of building and maintaining relationships with our stakeholders – from our shareholders and supporters through our supply chain partners to the consumer. Rosstan holds both a Bachelor of Commerce and a Law degree from the University of Otago.

New SLO for Upper North Island

We welcome Jan Ross to the team as supplier liaison officer (SLO) for the upper North Island. Jan's appointment brings the number of SLOs to six who are employed on a part time basis to ensure we have a direct face-to-face link with our shareholders and supporters.

Jan will be responsible for Northland, Waikato, Bay of Plenty, King Country and Taranaki. Jan is based in Te Awamutu and has good practical working experience with farmers.



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WNZ Laneve Integrity Program EU Eco-Label Compliant Lamb's Wool Contract

If you haven't already done so remember to sign up for the 2015/2016 WNZ Laneve lamb's wool contract **by this Friday 31 July** to ensure you qualify for the 10 c/kg (clean) early bird incentive. We have had a high level of interest in this year's contract, so contact your local SLO and give us your best estimate of supply.

A reminder also that WNZ requires a signed contract to ensure your inclusion in the lamb's wool or any WNZ contract. This is regardless of whether you have filled in a Staple commitment form.

As we have had a number of queries around pesticide requirements for this contract we will be providing some independent advice regarding pesticide use and best practice over the coming weeks.

**Key features:**

- Available to all WNZ shareholders and supporters
- An approximate 15% increase on last season’s contract price with improved payment terms
- Recognises the value of our brand partner relationships, our ability to build in-market relationships and our marketing and technical capabilities.
- A real market linked contract.

**Specifications:**

- EU Eco-Label compliant\*
- Micron: 28.0-31.5
- Length: 2”-3”
- VM: 0.0-0.2
- Colour: Y-Z 0.0-2.0

**Pricing:**

- \$7.15/kg\*\* clean (28.0-30.5 Mic + 0.0 VM + 0.0-1.0 Y-Z)
- \$7.00/kg\*\* clean (30.6-31.0 Mic or 0.1 VM or 1.1-1.5 Y-Z)
- \$6.70/kg\*\* clean (31.1-31.5 Mic or 0.2 VM or 1.6-2.0 Y-Z - limited volumes)

**Payment terms:**

- 50% paid 60 days after acceptance into contract
- 50% paid 240 days after acceptance into contract

\* To comply with EU Eco-Label standards all growers entering this contract must be WNZ Integrity Program registered and enter the contract knowing that they must comply with compliant pesticide requirements which will be subject to independent third party verification.

Mark Shadbolt

**Fixed Price Forward Contract**

<b>WNZ 062</b>	
Length	2-3” (can accept slightly longer)
Micron	35-39
Y-Z Colour	3.0 max
VM%	0.1 max
Delivery to scour	July to December 2015
Price/kg clean	\$5.20
Limited Volumes	

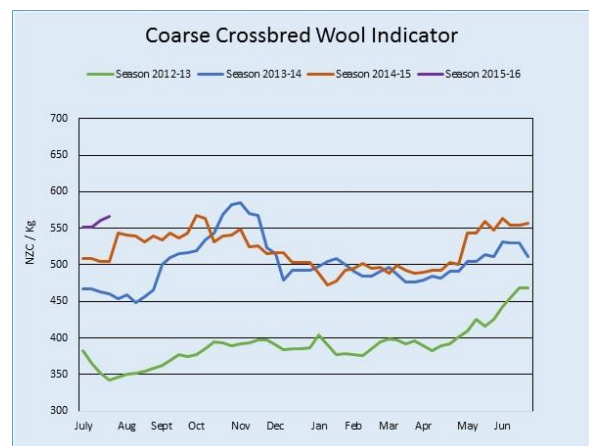
<b>WNZ 063</b>	
Length	2-4” (can accept slightly longer)
Micron	36-39
Y-Z Colour	3.0 max
VM%	0.1 max
Delivery to scour	July to October 2015
Price/kg clean	\$5.40
<b>Laneve Flexi-Forward</b>	
Length	2-3”
Micron	35-39
Y-Z Colour	2.5 max
VM%	0.1 max
Delivery	Q4 – October-December 2015
Price/kg clean	\$5.29

**Market Report – 23 July 2015**

Last week’s sale of 6,617 bales saw increases of 1-2% overall. A good result, considering offering of 52% Coarse Crossbred Early Shorn and Second Shear types.

There was good demand for shorter Second Shear types 2-3 inch 32-35 micron as buyers bid to cover Chinese orders. The trade weighted indicator was little changed from the last wool sale on 16 July. Compared to the South Island sale on 16 July Fine Crossbred Early Shorn and Second Shear types 3/5 and 3/4 inch were 1% dearer.

A limited offering of Coarse Crossbred Fleece wools were up 1%. Coarse Crossbred Early Shorn and Second Shear 37-39 micron 3/5 to 2/4 inch were 1% dearer, while 2/3 inch were firm. A nominal offering of Crossbred Combing Oddments were in sellers favour, while good colour Clothing Oddments increased by 2% with poorer colour remaining firm. Next sale on 30 July comprises approximately 8,000 bales from the South Island.



## Contact Us

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

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