

Wools of New Zealand Shareholder Communication No. 70  
12 June 2016

## From the Chief Executive

It was different territory for a number of Wools of New Zealand shareholders last week as they swapped their paddocks for the boardroom at WNZ's one-day Grower Advisory Panel (GAP) meeting.

The session, held at WNZ's Christchurch office, provided a great opportunity for GAP members – an important sounding board for WNZ - to gain insight into the future direction of the company, while working through grower concerns and 'test driving' proposed company initiatives.

There was a lot of constructive discussion and overall general agreement on three key areas:

- Increased focus on growing WNZ's market share and returns to growers
- WNZ to continue its investment in innovation and technology to deliver more differentiation, and
- WNZ to work with others in the industry and collaborate for mutual benefit.

GAP members also heard about proposed changes to some of the senior roles at WNZ as we focus on the commercial growth of our young company. The changes are ultimately about creating more opportunities in the market for your wool. To this end we have created a new role, Global Commercial Manager. This role will have the sole focus of driving commercial relationships and programmes with a targeted group of key customers. David Hammond, who some of you will know, will be taking on this role, effective 1 July 2016.



*Some of the GAP team above – from left, Dan Jex-Blake, Peter Baker, Duncan Menzies, Ian Richardson, Marty Westenra, David Gardner, Diana Baird, David Hobson, Greg Anderson, Robyn Williamson*



David has been with the company for seven years and has most recently been responsible for our UK and USA markets and teams. His 26 years' experience in wool trading and

exporting will stand him in good stead in the new role which will be focused on creating value chains that add value to our wool for our growers, customers and ultimately the consumer.

## Wool Scour Merger

The High Court has again ruled in favour of Commerce Commission approval for a merger of the scour businesses of Cavalier Woolscourers with NZ Wool Services International. It is the second time the High Court had ruled in favour of commission approval for a merger of the two groups.

## Grower Liaison – Central South Island

Unfortunately, Brent Melville will be departing Wools of New Zealand at the end of June. Brent has provided invaluable shareholder communications support to the company over the past three years. We wish Brent and his family all the best in their move from Timaru to Christchurch where he will be taking up a full time role with Chambers PR.

Central South Island growers are to please contact Avril Jordan or Jason Everson until the company recruits a new Grower Liaison.

Regards  
Rosstan Mazey

## Market Report

A rapidly strengthening New Zealand dollar impacted on local wool levels for the 8,000 bales of North Island Wool on offer at auction this week. Due to the lower levels some grower reserves were not met with 78% selling. Compared to last week, the weighted currency indicator increased 3.73% with the NZ to US dollar 4.40% stronger. In off-shore client terms the market in their currencies remains firm to dearer.

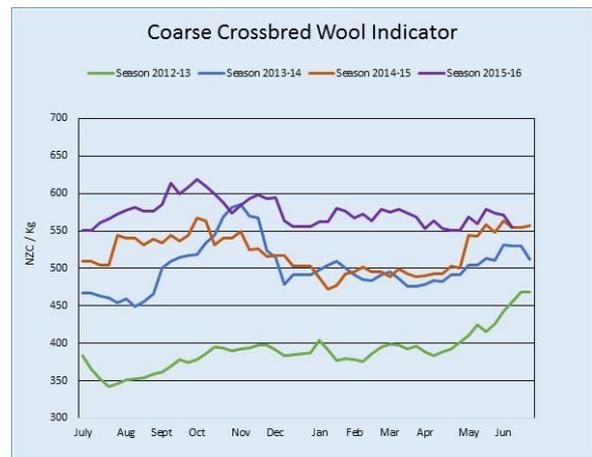
North Island price levels for the predominantly short second shear offering are again below the more varied selection from last weeks' South Island auction.

Compared to the last comparative offering at the 26 May North Island auction:

- Fine Crossbred Early Shorn and Second Shears were 1-4% cheaper.

- Coarse Crossbred Full Fleece were 3.5% cheaper for average style and 1-3% dearer for poor colour.
- Coarse Shears were firm to 3% cheaper with bigger discounts for high seed content lines.
- First Lambs were 4-6% cheaper.
- Crossbred Oddments ranged from firm to 7% easier.

Next sale on 16 June comprises a nominal offering of 4,100 bales from the South Island due to weather affected harvesting.



## Contact Us

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

Upper North Island – Jan Ross 021 897 662.  
[jan.ross@woolsnz.com](mailto:jan.ross@woolsnz.com)

Easter North Island – Hannah Coop  
027 390 0483. [hannah.coop@woolsnz.com](mailto:hannah.coop@woolsnz.com)

Lower North Island – Wayne Baxter  
021 529 506. [wayne.baxter@woolsnz.com](mailto:wayne.baxter@woolsnz.com)

Upper South Island – Brent Melville  
021 876 636. [brent.melville@woolsnz.com](mailto:brent.melville@woolsnz.com)

Upper South Island – Julie Graham  
021 876 393. [julie.graham@woolsnz.com](mailto:julie.graham@woolsnz.com)

Lower South Island – Bridget Russell  
027 220 4737. [bridget.russell@woolsnz.com](mailto:bridget.russell@woolsnz.com)

General: 0800 OURWOOL 0800 687 9665

Email: [info.nz@woolsnz.com](mailto:info.nz@woolsnz.com)

[www.ourwool.co.nz](http://www.ourwool.co.nz)