



Wools of New Zealand Shareholder Update No. 106, 14 December 2018



FROM THE CHIEF EXECUTIVE ROSSTAN MAZEY

Standard Lambswool Contract Pricing Lowering

Our current standard lambswool contract price of \$5.70/kg clean (Tier 1) will be reducing to \$5.50/kg clean (until further notice) for contracts sent out from Tuesday 18 December 2018.

You have until 5pm Monday 17 December 2018 to sign up at \$5.70/kg clean and lock in your returns.

Specifications:

Length: 2-3"
Micron: 28-31.5
Colour: 2.0 Y-Z max
VM: 0.2 max

Price:

Tier 1 - \$5.70/kg clean (28.0-30.0 mic; 0.0 VM; 0.0-1.0 Y-Z)
Tier 2 - \$5.50/kg clean (30.1-31.0 mic; 1.1 VM; 0.1-1.5 Y-Z)
Tier 3 - \$5.30/kg clean (31.1-31.5 mic; 2.0 VM; 1.6-2.0 Y-Z)

If you know of any other wool growers who may be interested in taking up this offer, please pass their details on to your local Grower Liaison.

Expression of Interest – 34 Micron Wool

We have been working with a UK customer developing a new product range of fabric destined

for the transport sector using **EU Ecolabel compliant** wool. We are now in the final stages of negotiating a contract for wool suitable for this product range.

Should you have **EU Ecolabel compliant** wool meeting the specifications below, then we would appreciate your expression of interest please.

Specifications:

Length: 2-3"
Micron: 34 max
VM: 0.1 max
Colour: 2.0 Y-Z max
Indicative Price: \$3.50/kg clean - approximately 40c/kg above current market price

Delivery: by end of February 2019 or sooner

Please contact your local Grower Liaison before 5pm Tuesday 18 December 2018 advising how many bales you would intend to contract, and the appropriate delivery date.

Meet Our New Commercial Innovation Manager – Craig Sheridan

Hi Everyone,

I joined Wools of New Zealand this week as Commercial Innovations Manager.

I have over 30 years' experience in Sales and Marketing/ Management in New Zealand and Australia across the wool, textile and apparel sectors.

Over the last 12 years I have worked across all



sectors of the wool industry from selling scoured wool to global markets, greasy wool on the domestic market, managing a team of wool buyers and wool store operations in both the North and South Islands. I have also been involved in developing new innovative wool products for new and existing markets both here in New Zealand and overseas.

My history ticks all the boxes for this new role and I am excited to be part of the team promoting Glacial XT, building the business through forward contracts, developing new products and uses for our wool, and telling the Wools of New Zealand wool story to the world.

Business Development Manager Wanted

WNZ are looking for a Business Development Manager – this role would suit someone from within the wool industry who has the technical experience to advise and collaborate with grower shareholders with the view to growing our wool volume. If you know of someone who could be suitable for this role, please direct them to the following link for more information <https://www.seek.co.nz/job/37881492?searchrequestoken=7a331329-c42f-4b08-ac92-26fda7838b7a&type=standard>

Administration

WNZ Office Closure

The Wools of New Zealand office will be closing at midday Friday 21 December 2018 and reopening 8.30am Monday 7 January 2019.

Store Closures

Both the North Island and South Island stores will be closing at midday Friday 21 December and reopening 8.00am Thursday 3 January 2019.

Sales Events

The last sales event for 2018 will be a Natural Fibre Exchange trading event on Tuesday 18 December 2018. The first event of 2019 will be a Tender on Wednesday 9 January 2019.

STAPLE

Our STAPLE Annual Wool Production Indicator is a critical planning tool and is essential to understand individual grower wool types and supply patterns to enable us to connect grower supply to customer needs. You should have received a STAPLE form in the mail within your grower pack. If you haven't received your grower pack yet, please contact your Grower Liaison and we can get a pack out to you. I would urge you to complete your STAPLE form and

return it to us to be eligible for the Grower of the Year Award.

TAHI NGATAHI

Tahi Ngatahi means “one together” and is an on-line training platform for everyone working in and around the woolshed. Tahi Ngatahi was officially launched at the NZ Agricultural Show in Christchurch on Thursday 15 November 2018 by farming industry leaders such as NZ Shearing Contractors Association Inc, Federated Farmers of NZ, ACC, and Work Safe NZ. The purpose of Tahi Ngatahi is to make the workplace a safer place for woolshed workers, farmers and shearing contractors. For more information please go to www.tahingatahi.co.nz

Contact Us

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Please contact your regional Grower Liaison (GL) directly if you wish to discuss anything

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