



DIRECT-2-SCOUR - Efficient Route to Market

The Wools of New Zealand Direct-2-Scour model has been developed to provide growers with an efficient network to get wool to the scour store for contract supply or presentation for prompt sale.

The best support you can give WNZ is by transacting your wool through WNZ and generating returns from the opportunities we offer.

Highlights of the Direct-2-Scour model include:

- Collaboration with logistics, handling, sales and marketing service providers
- NZ Woolscourers (NZW) independently handles, tests and appraises the wool
- A competitive cost structure
- Transport options – your choice
- Grouping of small lines and oddments (less than 4 bales), making them more commercially viable
- Ability to hold part consignments of wool outside of peak season*
- An increased range of sales platforms for the grower to choose from with a fortnightly Wool Tender and fortnightly Natural Fibre Exchange (NFX) Platform available
- Wool already being at the scour in Timaru and Napier – efficiencies for purchasers
- Competitive pricing from the WNZ Wool Tender and Natural Fibre Exchange (NFX) Platform to generate improved returns for growers
- Insurance – grower responsibility until sold and payment is received.

*NI: 1 December – 30 March, SI: 1 January – 30 April



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DIRECT-2-SCOUR

Information on the latest improvement to the Direct-2-Scour model.



100% New Zealand
Grower Owned

OUR WOOL. OUR BRAND >

WNZ DIRECT-2-SCOUR MODEL

> the route all wool takes to enable receipt, weighing, testing, and management through to an approved forward contract or selected sales option.



1. REQUIREMENTS

Spec Sheet

- > Email: direct2scour@woolnz.com
Fax: 03 595 2714
Ensure your Spec Sheet is received by all the people who need to see it – WNZ, Logistics company and NZ Woolscourers Ltd (NZW)
- > Send the top copy of your wool specification sheet with your wool shipment
- > Wool specification sheets must be sent prior to, or within 24 hours of, wool leaving your shed
- > Wool should not arrive at the scour store or depot unannounced
- > A new Spec Sheet can be downloaded at www.ourwool.co.nz

TIP:
You can take a photo of the Spec Sheet and send by email from your phone

Insurance

- > Risk and ownership remains with the grower until the wool is sold and payment is received
- > Growers to arrange insurance cover for wool while it is at the scour store :
 - Timaru**
Wools of New Zealand
c/o Canterbury Woolscourers No. 2 store 62-180 Hayes St, Timaru
 - Napier**
Wools of New Zealand
c/o Hawkes Bay Woolscourers 9 Coronation Street Ahuriri, Napier
- > WNZ recommends that you work with your insurance provider to ensure your wool is insured until payment is received
- > Wool accepted into a Forward Contract is insured by WNZ from the time the wool is accepted into the contract

2. DELIVERY OPTIONS

Either Direct-2-Scour or via a Depot

Direct-2-Scour (8am - 4pm)

- > **Timaru**
Wools of New Zealand
c/o Canterbury Woolscourers No. 2 store 62-180 Hayes St, Timaru
- > **Napier**
Wools of New Zealand
c/o Hawkes Bay Woolscourers 9 Coronation Street Ahuriri, Napier

Via a Depot

- > **Christchurch** (8am-3pm only)
Sollys Freight, 9 Sir James Wattie Dr, Hornby
- Dunedin**
Icon Logistics, 88 Parry St
- Invercargill**
TIL (TNL) Freight, 15 Spey St
- Gore**
Gore Freight & Storage, 5 Rata St
- > **Auckland**
Straight NZ, 50 Morrin Rd, St Johns
- Gisborne**
Farmers Transport, Solander St
- Piopia**
Progress Transport, 12 Huia St
- Palmerston North**
Maskill Contracting, 138 Benmore Ave
- Whanganui**
TIL (Hookers), 2-4 Heads Rd
- Masterton**
Burlings Transport, 5 Norfolk Rd

Freight Costs

South Island		
From	To	Rate/Bale*
Christchurch	Timaru	\$11.51
Dunedin	Timaru	\$14.00
Invercargill	Timaru	\$14.03
Gore	Timaru	\$14.03
North Island		
From	To	Rate/Bale*
Auckland	Napier	\$14.68
Gisborne	Napier	\$13.36
Piopia	Napier	\$14.70
Palmerston North	Napier	\$12.44
Whanganui	Napier	\$13.26
Masterton	Napier	\$11.34

*Excludes Road User Charges and Fuel Adjustment Factor

Growers can also arrange their own transport to the scour store

TIP:
Ensure your driver knows the address where your wool is to be delivered and that they have the original spec sheet with the wool

3. SALES OPTIONS

WNZ Forward Contracts e.g. second shear, lambswool

Market driven contracts will remain to be a key component of the WNZ strategy as we continue our in-market effort to provide increased forward contract options to you.

A tested line is a minimum of 4 bales. Anything less than 4 bales will be grouped together with similar wool types from other growers

Tender

- > The tender is designed to move growers' wool to the market in an efficient manner whilst seeking to achieve a competitive price
- > Operating on a fortnightly basis (dependent on volumes and seasonal variances)
- > Wool will be sold to the highest bidder
- > Offered to purchasers representing a significant proportion of the New Zealand export volume
- > By selecting the Tender Sales Platform, you appoint WNZ as your agent to sell the wool and you agree and acknowledge that WNZ will determine (at its discretion) whether to accept or reject any bid(s) for the wool, and that the wool will be sold at the price(s) accepted by WNZ
- > Growers will be paid 14 days after sale of wool – designed to attract increased competition and pricing from purchasers

Tested Line Charges

Handling	13c/kg
Transaction	16c/kg
Testing & Sampling	Actual costs passed on to grower
Freight charges	Actual costs passed on to grower

Natural Fibre Exchange (NFX)

- > The NFX is an independent online trading platform established to connect buyers and sellers
- > The platform provides transparent market-based reference prices and an efficient selling mechanism for wool
- > The aim of the NFX is to reduce transaction costs between sellers and buyers, increase the number of potential purchasers, enhance information flow, and provide objective reference pricing
- > Live trading events will occur fortnightly on Tuesdays
- > By selecting the NFX Sales Platform, you appoint WNZ as your agent to sell the wool and you agree and acknowledge that WNZ will sell any lots that have bids at or above the clean valuation price
- > Growers will be paid 14 days after sale of wool – designed to attract increased competition and pricing from purchasers

WNZ will take all of your wool, including bins and dags