

# Maximise returns for crossbred wool



**purelana**<sup>™</sup>

In return for supplying all your wool exclusively to New Zealand Wool Services International (WSI), the Purelana Direct Supply Initiative offers you:

- ⇒ Annual forward market price  
or
- ⇒ Spot market price
- ⇒ Lowest selling costs
- ⇒ Highest market price
- ⇒ Linked to branded marketing strategy

**Consign your wool on a forward contract, between one and three years, at your choice.  
Choose from one of the following Purelana direct supply options to best suit your requirements:**

## Purelana Forward Contract

Based on a forward price for up to 12 months for each wool type, set on the market price of the day the contract is signed.

- Annual forward pricing
- Prices fixed for 12 months
- Price based on the market at the time of signing
- 100 per cent payment 14 days after delivery
- No hidden charges
- Certainty of budgeting and cashflow.

## Purelana Spot

Based on full market price of the day.

- Lowest cost selling method
- Full market price on farm
- Full payment on prompt
- Shortest selling route from farm to processor
- Enables contracted grower to defer accepting prices until more favourable levels available.

## Service providers

**North Island  
Malcolm Ching**  
WSI Head Office  
Cell: 021 330 392

**South Island  
Milton Hume  
Ashburton**  
Woolrite  
Cell: 0272 299 794  
miltonhume@xtra.co.nz

**Jim Paterson  
Gore**  
Brian Redding Ltd  
Ph: 03 208 5965

**David McKitterick  
Ohai**  
Ph: 03 225 4244  
Cell: 021 307 505



New Zealand Wool Services International Ltd  
30 Sir William Pickering Drive; PO Box 29 383, Christchurch  
Ph: 03 357 8700; email: info@wool serv.co.nz or contact  
Malcolm Ching, Purelana Manager, email: malcolm@wool serv.co.nz