



# Fixed Price Forward Contracts

AS AT 1 SEPTEMBER 2011

**Through our wool export subsidiary, Bloch & Behrens Wool (NZ) Ltd, we are pleased to offer wool growers price certainty.**

Bloch & Behrens has direct relationships with manufacturers around the world, many of whom are seeking supply and price certainty. As a result, we can offer growers Fixed Price Forward Contracts while the wool is growing on the sheep's back. Some of the benefits that Fixed Price Forward Contracts offer are:

- Forward Contracts provide price certainty**  
 Locking in part of your future wool clip means you are not as reliant on the spot price on the day the wool is ready for sale. This is similar to managing loans by using a mixture of Fixed and Floating Interest Rates.

- Forward Contracts are "Bankable Documents"**  
 A Fixed Price Forward Contract provides certainty around cashflow and future incomes. These contracts will assist in obtaining seasonal finance.
- Forward Contracts provide certainty of supply**  
 Our global partners are provided with certainty of supply, thereby securing their long term commitment to New Zealand wool.
- Forward Contracts form closer links**  
 Manufacturers and growers working together will create long term price stability.

For more information contact your local Wool Representative or  
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**Historical Wool Price Movements**

