
November 2004 NEWSLETTER

NEW DIRECTION

At the Scourers AGM held in Hanmer in late September the shareholders approved some significant changes to the direction of the company.

The company has appointed Phil Wilkins as Marketing Director and his appointment in part signals a move of the LTC to focus to a higher level, on understanding of our customer's needs and to thereby ensure the LTC delivers wherever able, a more exacting product.

Research into quality improvement advantages and the particular properties of New Zealand woolgrease are also being allocated a high priority. Phil will also take responsibility for both Lanolin and the NZ Wool Scourers Assn research portfolios.



Hanmer was a great venue for a conference giving the shareholders time to debate the future direction. There is still full support for the co-operative nature of the company and this is reflected in the decisions above. There was a surprise for all on Tuesday morning when we awoke to snow. Quite unusual for the time of year.

Next year's conference and AGM is booked at the Oceanside Twin Towers Resort Mt Manganui September 24th to 26th 2005

WELCOME #1

Phil Wilkins – Marketing Director



Phil rejoins Lanolin after over 20 years in the scouring industry and a past term on the Board...

Phil started his employment career as an industrial chemist in the early 1980's and joined Clifton Woolscour Ltd in 1985 as assistant plant manager, and subsequently was promoted to the role of Chief Executive for Godfrey Hirst's New Zealand wool processing interests, which included management and directorship responsibilities for Clifton Wool Scour Ltd and Clive Scouring Company. This period saw a lot of change in the scouring industry with new technology and rationalization rampant.



Phil Wilkins – Marketing Director

Continued

Phil is well known for his persistence in chasing innovation and his commitment to strive for technical excellence coupled with having a passion for matters of wool grease.

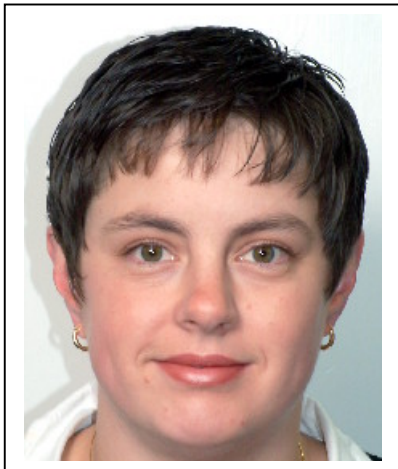
For the last 3 years, up until he elected to retire from corporate roles, Phil was resident in Australia, acting as Chief Operations Officer, Director for Godfrey Hirst Australia Pty Ltd, based in Geelong, Victoria, Australia.

Phil was previously a Director of the LTC from September 1994 until September 2002 and has a vast understanding of the Wool Industry and in particular, of matters related to the Woolgrease Industry.

The board welcomes Phil's return to the LTC and looks forward to the depth of experience Phil brings being available to client and producer alike...

WELCOME #2

Melissa Forbes - Shipping Manager



In May we welcomed Melissa Forbes. Melissa has a background in shipping and has been appointed to the role of shipping manager. The transition to her new role was a busy time for Melissa as she had to quickly learn the intricacies of shipping woolgrease before Chris left. Looking forward, Melissa will respond to day to day enquiries, and provide support to Phil in his role of marketing director to ensure all needs of the LTC are responded to promptly.

Melissa works Monday Wednesday and Thursday, with a service desk available to all Monday to Friday, 8.30am to 5.00pm.

For matters financial, as previously, please contact Rick Hill, LTC's administration, accounting manager...

FAREWELL

Christine Swadel

On 7th May after 18 years Lanolin Trading said farewell to Chris Swadel. It was an emotional day for all involved. A dinner was held on the Thursday night at which Lanolin was represented by Ian Caradus. Doug Rankin from Canesis attended as did our long standing agent, Mitsui & Co, represented by Hec Martin.

Chris started in the role of shipping clerk on 12 hours per week and moved on through the positions of Shipping Manager, Export Manager, General Manager and over the last 2 1/2 years Managing Director. Throughout the period her role has been part time with the last few years seeing her working 25 hours per week.

It was also a pleasure to welcome Chris to the Hanmer conference where the whole industry had a chance to say farewell and wish her well for her new fulltime job.



RESEARCH ACTIVITIES

Cholesterol

In June last year Lanolin, in conjunction with Waikato University appointed a Post-graduate Scholar working under the direction of Dr Marilyn Manly-Harris to produce a thesis re cholesterol, the short title of which is: “*Identification of factors influencing the Cholesterol content of New Zealand Woolgrease.*”

The preliminary phase of the study is advancing with completion of the thesis scheduled for mid to late 2005

Colour

Some buyers of New Zealand wool grease have expressed an interest in the LTC supplying lighter coloured wool grease and research into the factors that contribute to New Zealand’s generally accepted darker wool grease colour is planned for coming months.

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Woolscour Members

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Clive Scouring Company
State Highway 2, Whakatu,
Napier

Whakatu Wool Scour
Railway Road, Whakatu, Napier

Feltex Carperts Ltd
Main Rd, Kakariki, Halcombe

Kaputone Wool Scour
Station Rd, Belfast, Christchurch

**Woodhams Ashburton
Woolscour**
Alford Forest Rd, Ashburton

Canterbury Woolscourers Ltd
Meadows Rd, Timaru

Clifton Wool Scour
Bluff Rd, Clifton, Invercargill

