

## CERTAIN CASH FLOW FOR ROBERTS WOOL LINK

Roberts Wool Link (RWL) has introduced an exciting new pool payment structure for its Tasmanian wool pool participants. Backed by National Australia Bank Limited and TMC Pools, RWL participants will be guaranteed significantly improved cash flow and secure payments.

Eric Hutchinson, Marketing Manager of RWL, believes the new pool payment structure provides participants a great advantage and confirms RWL's commitment to its Tasmanian growers.

"Our growers told us they needed improved cash flow from the pool. We listened and have been working hard to improve the pool payment structure. It has taken a little longer than anticipated, but growers are certain to reap the benefits".

"The implementation of this new Delivery Payment gives RWL the ability to provide pool participants with better cash flow and assist the pool manager to provide stable and sustainable returns for their wool. The fact that the business model has attracted independent funding from one of Australia's leading Agribusiness banks is even further proof of its success and strength".

The new Delivery Payment is based on 80% of the Pool Entry Value, paid just 28 days after the end of each delivery period of wool into the pool. The balance of the pool return will be paid at pool finalisation, plus any premiums generated or applied throughout the pool year.

RWL is in its third year of operation and is a collaboration between Roberts Ltd, Tasmania's foremost wool broker, and The Merino Company (TMC), a Melbourne based innovative wool marketing company that offers the best retail and apparel brands around the globe, natural fibre solutions from sheep to shelf (S2S).

On behalf of RWL, TMC establishes long term marketing contracts with leading retailers around the world for Natural Tasmanian Wool. These direct relationships allow for greater transparency and provide growers a better understanding of the destination and end use of their wool.

In addition, any remaining pool wool is professionally managed by the RWL Pool Manager with a view to maximising the returns to the participants. Utilising the vast amount of information in pricing signals and risk management tools, the managed funds aspect of the RWL pool far outweighs the usual selling options available to woolgrowers.

Focusing on establishing long term marketing contracts with the likes of Asics, St. John and Zignone to name just a few, as well as providing significantly improved cash flow, RWL will provide its participating growers a bright future in the wool industry.

**The RWL 2008/2009 Wool Pool Program is open for contracting now. For further information on RWL and the new funding model delivering up-front payments to participants, contact Eric Hutchinson on Tel: 03 6391 8633 or email: [ehutchinson@robertsltd.com.au](mailto:ehutchinson@robertsltd.com.au)**

For all media enquiries please contact Felicity McDonald, Public Relations, TMC,  
Tel: 03 8625 6516 or email: [felicitym@merinocompany.com](mailto:felicitym@merinocompany.com)

[www.robertswoollink.com](http://www.robertswoollink.com) / [www.merinocompany.com](http://www.merinocompany.com)