



FOR IMMEDIATE RELEASE

27 AUGUST 2008

## **NAB BACKS TMC POOLS**

### **A FIRST FOR THE WOOL INDUSTRY**

Woolgrowers will be the big winners with significantly improved cash flow and secure payments through the introduction of The Merino Company's (TMC) exciting new pool payment structure, backed by National Australia Bank Limited.

Mark Mackinnon, Chief Executive Officer of TMC, today announced the new model will provide TMC's committed wool growers throughout Australia a great advantage and added financial security.

"We have been working hard to further enhance our pool products with certain cash flow for our growers. It has taken a little longer than anticipated, but growers will reap the benefits".

"The implementation of this new Delivery Payment gives TMC the ability to provide pool participants with better cash flow and stable and sustainable returns for their wool. The fact that our 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. TMC's unique and innovative wool pools include Roberts Wool Link in Tasmania; Merino Advantage and X-Bred Advantage on the eastern seaboard; Prime in Western Australia, ZeroCO2 and Organic.

TMC is in its fourth year of operation and is a joint investment by the Lempriere and Lillie families, serious players in the Australian wool industry, committed to the future of wool.

The Lempriere and Lillie families wanted to create a business model that provides an opportunity for growers to step away from the volatility of the commodity market and auction spot pricing. The TMC business model is the only active wool marketing programme that provides such an alternative.

TMC provides a genuine wool marketing mechanism aimed at building long term relationships with retail and apparel brands around the globe to deliver stable and sustainable returns to growers involved.

These direct relationships allow for greater transparency throughout the supply chain, and provide growers a better understanding of the destination and end use of their wool.

Focusing on growing marketing contracts with the likes of Marks and Spencer, Gap and Banana Republic to name just a few, as well as providing significantly improved cash flow, TMC will provide its participating growers a bright future in the wool industry.

**The TMC 2008/2009 Wool Pool Program is open for contracting now. For further information on TMC's wool pools' and the new funding model delivering up-front payments to participants, contact Bruce McDonald on Tel: 03 8625 6516 or email: [brucem@merinocompany.com](mailto:brucem@merinocompany.com)**

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