

15<sup>th</sup> March 2018

Senator Barry O'Sullivan  
Chair  
Senate Rural & Regional Affairs and Transport Legislation Committee  
PO Box 6100  
Parliament House  
Canberra ACT 260



Dear Senator O'Sullivan

Having reviewed the proof Hansard of the Senate Estimates conducted on 27 February 2018, AWI wish to make several factual corrections to the information provided.

During the discussion with Senators some inaccurate statements were inadvertently made to the committee and there were discussions with the Committee which used incorrect figures. This letter updates the Committee with information to assist its consideration of the issues discussed.

1. I would like to correct the terminology recorded in the AWI Chair's opening statement. On page 20 of the Draft Hansard it currently reads:

*This is not just an Australian dollar-related event; it's gone up in the US as well to US\$1,437.*

I wish to advise the committee that the correct terminology for recording wool prices is cents, not dollars, and that it has been wrongly recorded in Hansard.

*This is not just an Australian dollar-related event; it's gone up in the US as well to US1437c.*

2. I would like to make a factual correction to the AWI Chair's opening statement. On page 20 of the Draft Hansard it currently reads:

*I think it's some six to seven years since we started marketing.*

I wish to highlight to the committee that on page 20 I mistakenly stated that it was 6 to 7 years when AWI returned to marketing activities. AWI purchased the Woolmark Company in October 2007, and returned to marketing activities eight years ago.

*I think it's some eight years since we started marketing.*

3. I would like to make a factual correction to the AWI Chair's opening statement. On page 20 of the Draft Hansard it currently reads:

*Some 22 per cent of shareholders voted for the board of the company, and I've been elected chairman.*

I wish to advise the committee that since the hearing it has been drawn to my attention that on page 20 the correct terminology is 22 per cent of total votes lodged.

*Some 22 per cent of shareholders voted in the director elections at the AWI AGM, and I've been elected chairman.*

4. I would like to make a correction to my response to a question by Senator Williams. The relevant dialogue is on page 22 of the Hansard and currently reads:

*No. We were seeking advice from the committee, after speaking to the committee secretariat on 15 December and then following up with your correspondence—*

I wish to highlight to the committee that on page 22, I mistakenly stated AWI spoke with the Committee Secretariat on 15 December, however it was the 5 December.

*No. We were seeking advice from the committee, after speaking to the committee secretariat on 5 December and then following up with your correspondence—*

5. The correction relates to the respondent answering Senator O'Sullivan's question on page 22 of the Hansard. It currently reads:

*Mr Story: I'm happy for mine to be public as well.*

I wish to advise the committee that this statement was wrongly attributed to Mr Story in the Hansard and was actually a statement made by Mr McCullough.

*Mr McCullough: I'm happy for mine to be public as well.*

6. I would like to make a correction to the AWI Chair's response to a question by Senator Williams. The relevant dialogue is on page 23 of the Hansard and currently reads:

*I think something like 7,000 of those packs have gone out to shearing sheds around Australia, at a moderate cost.*

I wish to highlight to the committee that on page 23, while 7,000 have been produced, around 3,000 have gone out to woolgrowers.

*I think something like 3,000 of those packs have gone out to shearing sheds around Australia, at a moderate cost.*

7. I would like to make a correction to the AWI CEO's response to a question by Senator Williams. The relevant dialogue is on page 23 of the Hansard and currently:

*We'll promote that heavily in our publications across all our 55,000 shareholders.*

I wish to highlight to the committee that on page 23 I mistakenly stated shareholders, however the correct terminology is eligible levy payers. As a result the correct number is 42,224 eligible levy payers.

*We'll promote that heavily in our publications across all our 42,000 eligible levy payers.*

8. I would like to correct a reference by Senator O'Sullivan on page 27 of the Hansard. It currently reads:

*Is it your memory that Mrs Garnsey-Cummins said, 'We've considered this matter at length in committee.'*

I wish to advise the committee that the correct name is Ms Colette Garnsey.

*Is it your memory that Ms Garnsey said, 'We've considered this matter at length in committee.'*

9. I would like to make a correction to the AWI CEO's response to a question by Senator Williams on page 28 of the Hansard:

**Senator WILLIAMS:** *I have just one question. Mr McCullough, in relation to your costs there, I was just reading here: 'The US dollar cost was \$67,125 at an exchange rate of 96c.' So one Australian dollar would buy US96c. So I've just calculated and they've done the calculation wrong.*

**Mr McCullough:** *They have done the calculation wrong.*

**Senator WILLIAMS:** *Yes. It should have been \$69,921.*

I wish to advise that the amounts provided in the QON20 relating to Stanford includes an exchange rate of 0.960. In fact, the exchange rate provided (0.960) was incorrect and was above parity at the time. The amounts as provided in USD and AUD are correct.

**Senator WILLIAMS:** *I have just one question. Mr McCullough, in relation to your costs there, I was just reading here: 'The US dollar cost was \$67,125 at an exchange rate of 96c.' So one Australian dollar would buy US96c. So I've just calculated and they've done the calculation wrong.*

**Mr McCullough:** *The exchange rate provided was incorrect, but the amounts provided were correct.*

**Senator WILLIAMS:** *Yes. It should have been US\$67,125.*

10. I would like to correct the respondent answering to Senator Williams' question on page 28 of the Hansard:

**Mr Merriman:** *I accept that. I noticed that the other night.*

I wish to advise the committee that this statement was wrongly attributed to Mr Merriman in the Hansard and was actually a statement made by Mr McCullough.

**Mr McCullough:** *I accept that. I noticed that the other night.*

11. I would like to correct the terminology used by Senator Rhiannon on page 31 of the Hansard:

*AWA does not focus per se on investment in mulesing or non-mulesing programs.*

I wish to advise the committee that the correct acronym is AWI.

*AWI does not focus per se on investment in mulesing or non-mulesing programs.*

12. I would like to correct the terminology used by Senator Rhiannon on page 31 of the Hansard:

*AWA does promote the use of the National Wool Declaration to provide transparency in the marketplace.*

I wish to advise the committee that the correct acronym is AWI.

*AWI does promote the use of the National Wool Declaration to provide transparency in the marketplace.*

We thank you for the opportunity to review and correct the proof Hansard from estimates on 27 February. If you or your Committee have any further please contact myself on 0400171957.

Yours sincerely

**Peta Slack-Smith**  
General Manager – Corporate Affairs & International Market Access