

NEW ZEALAND WOOL SERVICES LIMITED

ISSUES FOR CONSIDERATION BY THE COMMERCE COMMISSION

New Zealand Wool Services International Limited (*WSI*) makes further comment on the matters raised in the submission dated 2 May 2011 submitted by Bell Gully. In clause 5 of that submission CWH states that it disagrees with Futures analysis of new entry costs. There is evident disagreement between the assessment made by Futures and the assessment made by Nera. The question of costs for a new entry are matters which are not private to either CWH or WSI and the request by CWH for those issues to be considered in close session is inappropriate.

It is accepted by WSI that the numbers for two 2.4 metre scours, contained in Appendix B to the submission made by Futures are private and confidential but the numbers provided by Futures for a one 2.4 metre scour are not.

Futures have used the costs to determine the initial cost of entry and there is no private and confidential information with regard to those figures. They are not CWH's numbers but are numbers obtained by Futures for which it does not claim confidentiality.

If during the course of discussions CWH consider that confidential information needs to be disclosed then at that time only those persons who have signed confidentiality agreements could attend with all others being excluded from that part of the session.

It is submitted that the costs of entry are such an important and fundamental factor in assessing this application that those costs should not be confidential and should be discussed in open session.

3 May 2011