



EEU VAN GROEI 1919-2019
CENTURY OF GROWTH

OOS VRYSTAAT KAAP

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Operations Ltd.

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4 July 2019

Dear OVK Producer,

RECENT DEVELOPMENTS IN OVK FIBRE.

Please allow me the opportunity to inform you of the recent developments in OVK Fibre, and more specifically, our Mohair Division. Cape Mohair and Wool (CMW), OVK Fibre's predecessor, was formed in respect of the need among producers to address the monopoly of one broker in the mohair and wool industries. Producers now had a choice of brokers to market their mohair and wool, and competition was thus brought about. Over the years, CMW became the most prominent mohair broker in the world, the second largest wool broker in South Africa, and also competitive in the livestock industry. When OVK entered the fibre market through its acquisition of CMW, it was one of the company's objectives to provide the necessary continuous service and support to you as producer, in order to ensure that your product was marketed on a competitive basis.

With any business there is always a risk that key personnel employed by the business may resign their positions, for various reasons, at a very inappropriate time. During the past two months this happened in the Mohair Division. The current marketing team will still prepare the catalogue for the first auction in the new season, and the auction will be handled by the newly appointed marketing team. OVK mohair producers can therefore still continue to deliver their mohair at our premises as usual, since all the services will be available.

Notwithstanding the fact that this is a sensitive time, we have initiated the necessary action plans. The availability of technical field officers who specialises in mohair offers a challenge, since the decline in production over the past few years also led to fewer young technical field officers joining the industry. According to the information available to us, the personnel who resigned will be employed by a company owned by one of our competitors.

OVK Fibre, however, is committed to play a stronger role in the wool and mohair industries, and to this end have made the following appointments:

- Etienne Bezuidenhout – Manager Mohair (with effect 1 August 2019),
- Gerrit van Heerden – Marketing Manager Mohair (with effect 1 August 2019),
- Nando Friskin – Senior Technical Officer (with effect 4 August 2019),
- Johndré du Preez – Technical Officer (with effect 1 August 2019), and
- Hannes Olivier – Technical Field Officer: Beaufort-Wes.

Although time is of the essence, OVK Fibre will go to great lengths to identify and employ technical field officers with the necessary experience. In the interim, we will provide some of our existing technical field officers with mohair experience, to assist our producers. We will be in contact during the next two weeks to establish your requirements in respect of technical field and shearing services.

May I also take this opportunity to ensure you of OVK Fibre's continued involvement in the mohair and wool industries, and of our commitment to be of service to you as producer to handle and market your product with the necessary care and skill. OVK Fibre will constantly strive to improve our service delivery standards in order to meet your needs.

I would like to invite you to contact me on 041 406 7500 or 082 921 2563 or at walliew@ovk.co.za should you have any queries, or if you require any additional information.

Yours faithfully,



Wallie Weeks
General Manager: Fibre and Livestock (South)