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27th of February 2015

Wool Selling Systems Review
Australian Wool Innovation
GPO Box 4177
Sydney NSW 2001

To whom it may Concern

Dear Sirs,

Motohiro Co. is a Japanese, family owned company, whom have been buying wool in Australia since 2003. We supply wool tops to various spinners, weavers and retailers throughout Japan. We have an office in Sydney, which oversees the buying and valuing. We use the local services of G Schneider Australia to physically buy and export the wool. We scour a large proportion of our wool locally in Australia and process the tops in various locations throughout Asia. We have strict quality assurances measures in place in order to provide our clients with a product that meets their requirements.

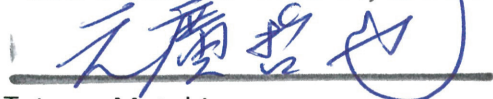
We would like to make the following comments, with regards to the Wool Selling Systems Review:

- Auction - We feel the current auction system is transparent both to the grower and buyer and is recognised worldwide as being well regulated market. If this transaction process was to be made available off shore we feel this could be detrimental to the industry as it would be extremely hard to regulate.
- Wool Preparation – In the last 10 years, we feel that there has been a gradual decline in the preparation of the wool clip. There has been a significant increase to the volume of 'D' certificates in the market. This affects us as many of our clients will not accept 'D' certificate wools, this therefore reduces our opportunities and competitiveness in the market place.
- Sale by description – Motohiro is strongly against this. The 'wool sample' is an integral part of our operation and is our best form of quality assurance to our clients. We occasionally find wool that doesn't represent the test results and it's only through the sample that we can identify this. If wool was sold by description, who would guarantee its results to our clients?
- Post Sale Charge – we have seen significant increases to the PSC over the years and this continues to put more pressure on our business. We feel that growers should be given a full break down of all costs and chargers when selling their wool, which will hopefully enable them to make sound commercial decisions.

We are supportive of the Wool selling review and hope that it can achieve some positive outcomes for the industry nationally and internationally.

Yours faithfully

MOTOHIRO & CO., LTD.



Tetsuya Motohiro

President Motohiro & Co., Ltd.