



August (Winter) 2013, 1 page

2013/14 ADH&CP UPDATE

Australian Deer Horn & Co-Products Pty. Ltd.

29th August 2013

Dear Velvet Growers,

It has been brought to my attention that some farmers are under the misconception that because the ADH Velvet Pools will not be operating this year, there is nowhere for growers to sell their product.

This is NOT true.

The key reason that ADH's market share has decreased is due to the increased operations of other commercial velvet buyers.

Please be assured that, had these buyers not been operating, ADH would have run a velvet collection process for this season.

ADH has been informed that velvet collections will take place in Melbourne and Adelaide the same as last season by the same agents that were contracted to buy the pools last year.

Information regarding dates and venue will be advertised a little closer to the collection date.

If you have any further queries or concerns, please do not hesitate to contact me on 0418 330089.

Yours sincerely

Nigel Barry
Chairman ADH & Co