

The Falkland Islands Company, Limited

(INCORPORATED BY ROYAL CHARTER 1851)

REGISTERED 1902

Registration No. 74300 England
Telephone: 01-377 0566
Telegrams: Fleetwing, London E1

Registered Office
94A WHITECHAPEL HIGH STREET
LONDON, E1 7RH

DAB/JS.

1st June, 1982.

J. G. Field & Company,
Scotia House,
275, Thornton Road,
BRADFORD BD8 8LJ.

Dear Sirs,

F.I.T.C. Bank Account.

We have reviewed the situation concerning client farms bank accounts in Stanley. Referring to our letter dated 11th May, 1982 following which you remitted funds from wool proceeds held on trust by yourselves, we now believe that additional payments are necessary in order to minimise overdraft interest charges up to the end of April.

From all that we have been able to learn we understand that for much of the month of April The Falkland Islands Company were continuing to trade, albeit on a restricted basis. It is also reasonably certain that some invoicing would have taken place in April arising from goods in transit immediately prior to the invasion. Furthermore it is inevitable that some cheques issued by farms during March would not have been presented until April, thus following the traditional pattern

We therefore seek the following:-

	<u>£</u>
Smith Bros.	1,000
Chartres	2,000
West Point Island	500
Golding Island	600
Packe Bros.	2,000
NIPCO	500
S. C. Miller	500
Est. H. J. Pitaluga	1,000

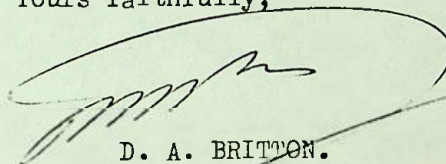
CONT'D.

J. G. Field & Company,
BRADFORD BDB 8LJ.

These amounts are below our assessment of normal funding requirements to allow for the present circumstances and do not include those clients where you have already advised us that you have no control of funds.

Referring to the question of freight charges, with one exception these have either been paid or special arrangements made. The exception is Port Louis where you have advised that instructions have been received to place wool proceeds into a specific bank account and freight charges of £2,985. 23 are outstanding. There is a small amount of wool held in Bower Green for this mark. Would you please confirm whether payment for the remaining wool has been made and also whether you received any further instructions following a telegram that you despatched to Port Louis whilst communications were still open.

Yours faithfully,



D. A. BRITTON.
Managing Director.

J. G. FIELD & CO.

Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 276 Thornton Road, Bradford BD8 8LJ England

To Mr. D.A. Britton,
The Falkland Islands Co. Ltd.,
94a Whitechapel High Street,
London E1 7RN.

5rd June 1982.

Dear Mr. Britton,

Mr Jack field has kindly passed to me your letter dated 1st June 1982 requesting I reply to it.

As previously stated, we are holding our Principals 1st shipment wool proceeds, earning deposit account interest, in trustee accounts at Williams & Glyn's Bank, on their behalf. Except in certain instances where the monies have been remitted per our Principals instructions or standing orders, JGF has endeavoured to ensure that where-ever possible all outstanding accounts for freight, clearance, haulage and warehousing have been paid in full. Further to this you requested payments to cover estimated expenditures unto the date of the invasion, covering possible farm purchases from FITC prior to 2nd April, in order to assist in ensuring that FITC was not "unduly out of pocket" we paid out a further £20,000 on trust, against your estimates. You are now asking for further payments to cover possible April expenditure which are substantially less than previous estimates and relatively insignificant in terms of the farms involved. It is difficult for JGF to pay amounts from these Trustee accounts against estimates without proper presentation of accounts and under the circumstances JGF feels now, it would best to await the instructions of our Principals, which hopefully should not take too long now.

Regarding Port Louis, the wool proceeds for every single bale, have been paid for by our client and remitted per Port Louis Ltd., standing orders, to Barclays Bank, 99 Bold Street, Liverpool. The amounts paid to Barclays Bank, exceed the freight account many times over, there is no doubt that except for the invasion and the breakdown of communications, Port Louis Ltd., would have seen to the payment of your freight Bill for £2,985.23 without any delay. It does not surprise me that the Argentin-e operator on the Stanley Telex and Cable link in the Post Office in Stanley, failed to pass our messages to Port Louis. Therefore as advised previously our client has properly paid in full for the entire 1st shipment, and they and Port Louis will not be too pleased to find any Port Louis wool, withheld on the instructions of FITC. JGF would therefore be grateful for the release of any wool held at Bower Green.

Purely on a personal note I would like to say that the decisions of JGF are divorced entirely from my own reservations, on behalf of San Carlos, about FITC "Banking Service -a", which I have mentioned before strongly, seem to amount to; FITC only offering supplies to most farms providing their account with FITC is in credit, including any goods not yet delivered or in a few cases by agreement allowing farms to run their accounts into debit. However no interest is credited to farms, no matter how substantial their credit balances, which I have seen individually as high as £60,000 but interest is charged at full UK rates on any farms in debit, including goods ordered but in transit and undelivered. This is not similar to any "Bank Accounts" I have seen, and underlines the need for a commercial Banking operation

To Page

2.

J. G. FIELD & CO. Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

To Mr. D.A. Britton,
The Falkland Islands Co. Ltd.,
94 Whitechapel High Street,
London E1 7RL.

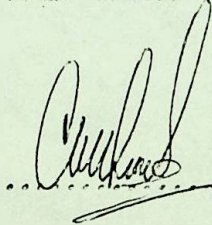
3rd June 1982.

Page 2.

in the Islands, offering full Banking services to Island farmers and businesses. This personal view-point does not in any way effect JGF's difficulty in paying out further amounts from our Principals Trustee accounts, based on estimates, without attached accounts.

Hopefully we will receive our Principals instructions within the very near future and we can then remit the monies in accordance with their instructions.

Yours sincerely,



..... C.N.L. Smith.

J. G. FIELD & CO.

Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

Mr. W.J. Smethurst,
Williams & Glyn's Bank Limited,
45 Bank Street,
Bradford BD1 1TS.

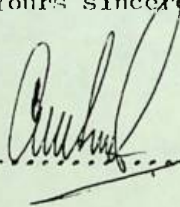
2nd June 1982.

Dear Mr. Smethurst,

Reference Deposit account 11955746 Smith & Blackmore, 1/RoyCove - Please could you advise me of the upto date accrued interest on this account, so that I may draw a cheque payable to The Falkland Islands Government at Crown Agents, closing this particular account. May I thank you on behalf of F.I.G and all at 1/RoyCove, West Falkland Islands for your assistance during this troubled time.

The other 17 deposit accounts remain for the time being, I hope it will not be too long before we are back in communications with the individual farm owners.

Yours sincerely,



..... C.M.L. Smith.



C M L SMITH ESQ

IN ACCOUNT WITH

WILLIAMS & GLYN'S BANK LIMITED

A MEMBER OF THE ROYAL BANK OF SCOTLAND GROUP

11933746

ACCOUNT NO.

L/ROYCOVE A/C

2

PAGE

DATE	PARTICULARS	DEBITS	CREDITS	BALANCE
30APR82	BALANCE FORWARD			33,339-78
5MAY82	701672 <i>payment to Crown Agents.</i>	33,339-78		0.00
7MAY82	CQ		3,560-23	3,560-23
21MAY82	701673 <i>payment to Crown Agents.</i>	3,560-23		0.00
<p><i>JGF must.</i></p> <p><i>Write to Weq. e ask for unlost</i></p> <p><i>Cheque.</i></p> <p><i>CML</i></p>				
7MAY82				0.00

Registered in England Registration No. 952374
Registered Office: 20 Birchin Lane, London EC3R 3DP

1988
79/C.C. 37578 W
CONTINUOUS

787006



C M L SMITH ESQ

IN ACCOUNT WITH

WILLIAMS & GLYN'S BANK LIMITED

BRADFORD BRANCH

A MEMBER OF THE ROYAL
BANK OF SCOTLAND
GROUP

11933746
ACCOUNT NO.

L/ROYCOVE A/C

1
PAGE

DATE	PARTICULARS	DEBITS	CREDITS	BALANCE
7APR82	CQ		37,254-56	37,254-56
21APR82	701671 FITC Freight. <i>[Signature]</i>	3,914-78		33,339-78
				<i>[Signature]</i>
30APR82				33,339-78

Registered in England Registration No. 952374
Registered Office, 20 Blichin Lane, London EC3P 3DP

D. S. & Co.
(Sheepfarming) Ltd.

Directors:
C. M. L. Smith
H. G. Allen
W. R. Luxton
Secretary:
G. Smith

Associated Companies
(Registered in the Falkland Islands)
San Carlos Sheep Farming Co. Ltd.
Mount Osborne Ltd.

ABBEY MILL FARM
ABBEY ROAD
KNARESBOROUGH
NORTH YORKSHIRE

Incorporated in England
Registered No. 247115
Telephone Harrogate (0423) 862115
Telex 517679 Engwol G

To Mr. D.A. Britton,
The Falkland Islands Co. Ltd.,
94a Whitechapel High Street,
London E1 7RH.

2nd June 1982.

Dear Mr. Britton,

Thank you for your letter dated 1st June 1982. Regarding the accounts in the Islands and in particular San Carlos, I had thought that I had well covered this point in my letters of 29th April. Sums of money have already been paid to cover estimated "overdrafts" as at 31st March 1982., these sums have been paid on trust. It is impossible to estimate what, if any transactions have taken place since 2nd April 1982, it seems very unlikely that any goods have got through to San Carlos and to try and make estimates of £2000 maybe over or underestimating the facts. Surely with such relatively small and more particularly unknown amounts involved, this would be best left until communications are re-established with the Islands and we can then ascertain the true situation with regard to the accounts and take necessary actions as we see fit.

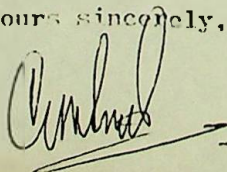
As a matter of interest San Carlos had over 100 people on it when it was freed by British forces, which would involve a large slice of Stanley people. I imagine that our reserves of stores, if not looted by the Argentines, are greatly depleted, in addition to which the recent bombing raids by Argentine planes may have caused extensive damage, in addition to which the transport of 5000 British Troops through San Carlos and KC will have damaged, fencing, bridges etc etc, it is likely also that the rams were put-out, with incalculable longterm effects. I am sure that Pat Short will not have charged for these matters. On the contrary. No doubt San Carlos is now being supplied by HM forces, who have fought with such bravery and distinction to relieve Darwin & Goose Green and hopefully in a short time the rest of the Islands. Following the cessation of fighting, if your present letters to JB and other farms, is the pattern FJTC is going to follow, in rebuilding what will probably be a shattered Island and farming economy, then we are in for a sorry time. I do not imagine, that overnight, everything will return to normal, indeed, I am almost sure that things will never be the same again.

With so many good friends, lives at risk in the Islands, with Robin Bilaluga arrested by the Argentine Military, some weeks ago, I feel this is an especially inappropriate time to be discussing these matters, particularly as you must be aware that I have done my utmost through JCF to see that farms freight accounts and estimated expenditures upto 31st March 1982 have been settled. If you insist a cheque should be sent from San Carlos for £2000 I will send one by return.

Just one further point before closing, Captain E.P. Carlisle, wrote to me on 31st May 1982, inferring that you agreed with him on the very controversial and extraordinary statements he had been making. Whilst we may have some differences, I cannot believe this to be true ?.

I pray the news from the Islands, maybe good, with everyone safe and sound.

Yours sincerely,



Falkland Islands' own wool labels

MR. COLIN SMITH, of J. G. Field, Bradford, knows the Falkland Islands almost as well as he knows Bradford! As agent for 40 farms independent of the Falkland Island Company and a partner in a farm, he has been making at least one visit there each year for a long time.

Although he has been interviewed on television and by the press on matters concerning the Islanders—a subject he is undoubtedly knowledgeable about—few people know that such has been his interest in, and support of, wool from the Falklands that he devised a label guaranteeing that the cloth bearing it is made of pure Falkland Islands wool.

Mr. Smith told the *Wool Record* that the label had proved popular in Italy, Japan and America but only one British retailer, Austin Reed, had used them for jackets made up of cloth woven in Scotland. The reverse of Mr. Smith's label describes the wool as having "superb strength, resilience and remarkable softness."

Following this initial success, the label has been placed under the control of the Falkland Islands Sheep Owners Association, of which Mr. Smith is a member.

It is good to know that Mr. Smith, like the Islanders, was keen to show his faith in the future of Falkland Islands wool with the inception of the label.

The last survivor passes on

LORD BARNBY, whose death at the advanced age of 97 is reported on page 8, was the last survivor of the great days of the Bradford wool trade before the First World War and his passing away means the end of an era. As Francis Vernon Willey, prior to succeeding his father as second baron in 1929, he had travelled all over the world as a wool tops salesman before the war broke out and he was so highly thought of even in those early days that, after active service in Egypt and Gallipoli, he was recalled, aged 31, to be made assistant director of ordnance stores (clothing) by the War Department. In June, 1916, he became controller of wool supplies and organised the purchase and distribution of British and colonial wool clips on Government and civilian account. At the end of the war, in 1918, he became Coalition Unionist MP for South Bradford, a seat he retained until 1922.

His industrial and commercial interests were many and varied and included directorships of such prestigious bodies as Lloyds Bank and the Commercial Union Assurance Company. His many honours included the CMG, CBE and MVO. But despite all these distinctions he never ceased to be a Bradford woolman at heart and had a profound affection for the industry and all its offshoots, with many of which he

was actively connected. He had a particularly soft spot for the *Wool Record* and maintained an intimate association with a succession of editors. He was always ready and willing to give his views on current problems.

He was also a great sportsman and was for many years MFH of the Blankney Hunt in Lincolnshire. He seemed to be quite ageless in his later years and went on riding, water ski-ing and surfing until quite recently. A tall, upright man (in all senses of that word), he had all the charm and manners of one who had been educated at Eton and Magdalen College, Oxford, but managed to combine with those qualities a down-to-earth Bradford practicality derived from long years in the wool trade.

In contrast with the dour exterior of the traditional woolman, however, there was an infectious cheerfulness, bonhomie and good humour about him which made him into a completely rounded person. He married an American lady, Banning Grange, in 1940 but, sadly, leaves no heir. He will be greatly missed all over the wool world.

Haggas companies return to family

DAWSON International PLC have entered into conditional contracts to sell John Haggas (Knitting) Ltd. and the business of John Haggas Ltd., both in Keighley, to Mr. J. Brian Haggas, a former Dawson director, and Mrs. M. M. Haggas. The Haggas fur fabrics subsidiary will remain in the Dawson group.

The total consideration payable is about £9.2m. in cash, subject to adjustment according to the book value of working capital on the date of completion. The sale is conditional upon approval by Dawson shareholders.

Dawson's bought the businesses only four years ago, hoping they would show growth, but trading has been more difficult than was expected. Trading profit for the year to March 31, 1982, before interest and tax, is £1.3m., showing a continued decline from the £2.5m. in 1977-78 prior to acquisition.

Wool research not retained

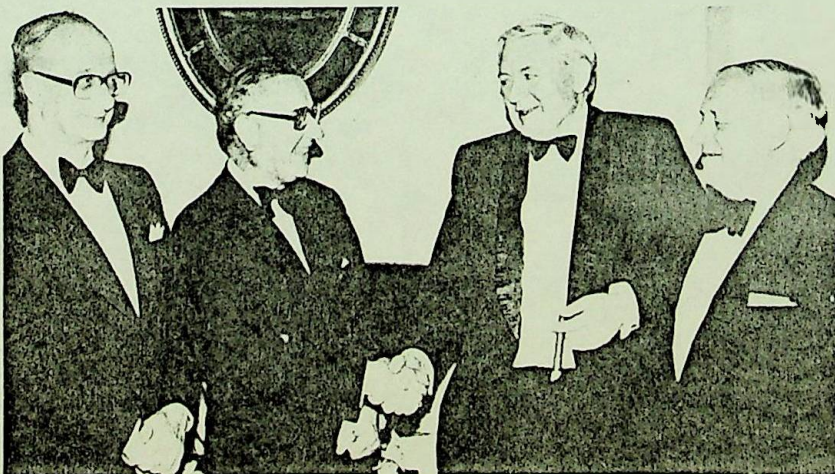
THE UK Agricultural Research Council (ARC) have now published their future plans for the Animal Breeding Research Organisation (ABRO) in Edinburgh, and although the wool biology research carried out there is the only work of its kind being done in Britain, it is not listed among the research topics to be retained following cuts in funding (referred to in our February issue).

The wool research is carried out by our regular contributor Dr. M. L. Ryder with two technicians, and Dr. Ryder was no doubt surprised when, for the first time, the ARC suggested that this work was being discontinued because it had not contributed to increased productivity in the recent past.

However, Dr. Ryder describes the unit as "modest," costing about £50,000 a year to run. Being small, it cannot tackle many problems at once: the two current projects are a study of wool growth control in response to the economic problem of fleece shedding, and a study of the causes of fleece variation with a view to increasing fleece weight or improving wool quality.

Wool's importance is clear enough when the annual UK clip realises about £35m., and Dr. Ryder also points out the importance of the fleece in protecting sheep which must survive in the hilly areas where most British sheep live.

Dr. Ryder told the *Wool Record*: "It is essential to the British sheep industry that a core of fundamental research in wool biology is kept in existence to provide the basic knowledge with which to tackle future possibly wide-ranging problems." If this is so, we can only hope that the ARC, having decided to continue research into the performance of sheep breeds, can find room for wool biology research under this heading.



Three members of the Confederation of British Wool Textiles were honoured for their outstanding service to the industry, at a recent dinner in Harrogate. They were Mr. Barry Spencer, president for the past two years, and two former vice-presidents, Mr. Bruce Murgatroyd and Mr. Bill Pirie, who were chairmen of the commerce council and industrial relations council respectively. Our picture shows, from left to right, Mr. Pirie, Mr. J. Alan Clough (president), Mr. Spencer and Mr. Murgatroyd.



Crown Agents for Oversea Governments and Administrations

4 MILLBANK WESTMINSTER LONDON SW1P 3JD

TELEPHONE 01-222 7730 TELEX 916205 TELEGRAMS CROWN LONDON SW1

M/s. J. G. Field & Co
Scotia House
275 Thornton Road,
Bradford BD8 8LJ.

Our ref AOS REM

Your ref

Letter 17/5/82.

Date

19-5-1982.

RECEIPT

Service

Amount

Remittance for £ 3560-23 has
been received.

£ 3,560-23

CROWN AGENTS FOR OVERSEAS
GOVERNMENTS & ADMINISTRATIONS

J. C. RODRIGUES

J. G. FIELD & CO. Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

28th May 1982.

Updating of information usually Broadcast each Friday from Port Stanley.

Australian Wool Market since 21st May 1982.

Australian Wool Commission Published Prices.

<u>Fleeces.</u> <u>Micron</u>	<u>Aust. Cents Clean.</u>	<u>Equivalent PEG Clean</u>	<u>Pence change</u>	<u>Exchange Rate.</u>
22	519	302	+1	1.72
23	467	272	UNCH	
24	458	255	UNCH	
25	406	248	-1	
27	380	221	+8	
30	306	178	+4	
<u>Crossbred Oddments.</u>				
XBDCA.	236	157	-2	

Markets generally firm, with some upward pressure on scarce end of season qualities, however markets overall remain very slow and quiet.
Sterling stronger following landings at JB/KC.
Sterling wool prices irregular.

General Note.

J(G) found a very quiet week,
P(W) still offering their few hoggets region 282pkg Dry.

J. G. FIELD & CO.

Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

To Mrs. Vincent,
CROWN AGENTS,
DEPARTMENT A05.,
35-41 Lower Marsh,
London SE1.

17th April 1982.

Dear Mrs Vincent,

Please find attached a cheque for £ 33,339=78 (33,539=78), for CREDIT to THE FALKLAND ISLANDS GOVERNMENT - GENERAL ACCOUNT. Your acknowledgement would be appreciated.

This cheque is in payment for:-

1/RoyCove wool proceeds	£37,254=56
Less all Falkland Islands	
Trading Co. Ltd freight	3,914=78

	<u>33,339=78</u>

Two further payments for this shipment are to follow, one for a further credit following a satisfactory laboratory result on the wool and the other for Bank Interest received whilst freight and other invoices were cleared and we generally sorted ourselves out after the horrifying events of recent weeks in the Islands, which we trust may soon be brought to a satisfactory conclusion. In the meantime it would be most helpful if you could advise us of the address at which Mr. F.E. Baker, Chief Secretary of the Falkland Islands Government can be contacted, in England so we can send him relevant copies of invoices etc., related to the above matters.

Yours sincerely,

C.M.L. Smith,
Agent

16-14-17

WILLIAMS & GYNS BANK LIMITED

BRADFORD WEST YORKSHIRE

PAY CROWN AGENTS - FALKLAND ISLANDS GOVERNMENT GENERAL ACCOUNT. OR ORDER

THIRTY THREE THOUSAND THREE HUNDRED AND THIRTY
NINE POUNDS 78P

£ 33,339=78

FOR L/ROY COVE ACCOUNT NR 6.

DATE 27TH APRIL 19 82

NOT NEGOTIABLE

1. 872307

J. G. FIELD & CO. Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

21st May 1982.

Updating of information usually broadcast each Friday from Port Stanley.

Australian Wool Market since 14th May 1982.

Australian Wool Commission Published Prices.

Fleeces.

<u>Micron</u>	<u>Aust. Cents Clean.</u>	<u>Equivalent Pkg Clean</u>	<u>Pence change</u>	<u>Exchange Rate.</u>
22My	513	301	+3	170.25
23	463	272	Unch.	
24	455	255	Unch.	
25	429	252	+2	
27	363	213	+2	
30	297	174	+1	
<u>Crossbred Oddments.</u>				
XBCCA	237	139	+1	

Markets generally unchanged and very quiet.
Sterling a little weaker due deepening Falkland Crisis.
Sterling Wool Prices a little dearer.

General Note.

J.G.Field sold some 24.8my Hoggets at 280p/kg clean dry to a speciality user.

It is believed that F(W) have still not sold their FIC Hoggets being offered at about the same basis.

WEIGHT LIST.

L/Roy COVE.

From J.G. Field & Co., Scotia House, 275 Thornton Road, Bradford BD8 8LJ.
For and on Behalf of our Principals :-

For Invoice Number 8240-2 Dated

Invoiced to WOOLCOMBERS LTD., FAIRWEATHER GREEN MILLS.

Original Falkland Islands Wool Bales, farm bales, presspacked wools.

Original Farm Mark L/Roy COVE. Bales of Wool 51

Description 51 BALES OF A GRADE FLEECES.

Nr. Grade kilos Nr. Grade kilos Nr. Grade kilos Nr. Grade Kilos Nr. Grade Kilos.

91	AW	272	140	AW	262	176	AE	275	181	AE	300		
95	AW	277	146	AW	270	177	AE	276	182	AE	297		
96	AW	280	147	AW	272	178	AE	281	183	AE	302		
97	AW	272	148	AW	270	179	AE	272	184	AE	305		
98	AW	276	149	AW	285	180	AE	277	185	AE	285		
99	AW	272	150	AW	268				186	AE	288		
100	AW	278	151	AW	277								
101	AW	272	152	AW	278								
102	AW	288	153	AW	283								
103	AW	275	154	AW	290								
104	AW	275	155	AW	282								
105	AW	271	156	AW	278								
113	AW	261	168	AW	265								
114	AW	270	169	AW	272								
115	AW	270	170	AE	270								
116	AW	260	171	AE	275								
117	AW	265	172	AE	285								
118	AW	262	173	AE	256								
119	AW	260	174	AE	245								
139	AW	266	175	AE	280								

Totals. Bales 51 Gross 14043 Tare 255 Nett. 13788

Shippers Weights to be reweighed at Bower Green Warehousing, Bradford.

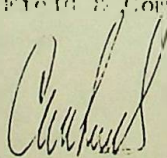
Delivered To Bower Green Warehousing Ltd Bradford - all charges to Bradford Farms account.

Warehouse Charges. All Warehouse charges buyers responsibility from 14 days after receipt at Bower Green.

Insurance. Insurance entirely Buyers responsibility from 14 days after receipt at Bower Green.

Core Testing. Has been arranged with Bower Green and WPSI Bradford for micron and yield on a clean dry schlumberger basis.
Bower Green/WPSI Reference.....
Core charges are to be shared between the farm and the buyer.

For and on Behalf of
J.G. Field & Company.



..... C.M.L. Smith.

WEIGHT LIST.

L/Roy Cove.

From J.G. Field & Co., Scotia House, 275 Thornton Road, Bradford BD8 8LJ.
For and on Behalf of our Principals :-

For Invoice Number 8240-2 Dated.....

Invoiced to WOOLCOMBERS LTD., FAIRWEATHER GREEN MILLS.

Original Falkland Islands Wool Bales, farm bales, presspacked wools.

Original Farm Mark L/ROY COVE. Bales of Wool 43

Description 43 BALES OF B GRADE FLEECES.

Nr. Grade kilos Nr. Grade kilos Nr. Grade kilos Nr. Grade kilos Nr. Grade kilos.

92	BW	275	163	BE	285	187	BE	310						
106	BW	269	164	BE	280	188	BE	301						
107	BW	270	165	BE	272	189	BE	305						
108	BW	268				190	BE	292						
109	BW	285				191	BE	300						
110	BW	276				192	BE	286						
111	BW	278				193	BE	288						
112	BW	281				194	BE	285						
133	BW	271				195	BE	280						
134	BW	280				196	BE	266						
135	BW	268				197	BE	292						
136	BW	278				198	BE	275						
137	BW	268				199	BE	282						
138	BW	267				200	BE	280						
157	BW	292				201	BE	272						
158	BW	287				202	BE	275						
159	BW	290				203	BE	282						
160	BW	284				204	BE	302						
161	BE	283				205	BE	286						
162	BE	273				206	BE	301						

Totals. 43 Bales..... Gross 12140 Tare 215 Nett 11925

Shippers Weights to be reweighed at Bower Green Warehousing, Bradford.

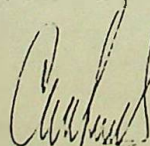
Delivered To Bower Green Warehousing Ltd Bradford - all cargoes to Bradford Farms account.

Warehouse Charges. All Warehouse charges buyers responsibility from 14 days after receipt at Bower Green.

Insurance. Insurance entirely Buyers responsibility from 14 days after receipt at Bower Green.

Core Testing. Has been arranged with Bower Green and TSI Bradford for micron and yield on a clean dry schlumberger basis.
Bower Green/TSI Reference.....
Core charges are to be shared between the farm and the buyer.

For and on Behalf of
J.G. Field & Company.



..... C.M.L. Smith.

WEIGHT LIST.

L/ROYCOVE.

From J.G.Field & Co., Scotia House, 275 Thornton Road, Bradford BD8 8LJ.
For and on Behalf of our Principals :-

For Invoice Number 8240-2 Dated.....

Invoiced to WOOLLOMBERS LTD, FAIRWEATHER GREEN MILLS.

Original Falkland Islands Wool Bales, farm bales, presspacked wools.

Original Farm Mark L/ROYCOVE Bales of Wool 27

Description 10 C FLEECE + 12 PEATY FLEECE + 3 BELLIES + 1 BELLIES/PIECE + 1 LOCKS.

Nr. Grade kilos Nr. Grade kilos Nr. Grade kilos Nr. Grade kilos Nr. Grade kilos.

94	CW	310	207	CE	322	93	PEATY W	278	141	BELLIES	285	145	LOCKS	335.
131	CW	280	208	CE	332	120	✓	283	142	BELLIES	295			
132	CW	280	209	CE	302	121	✓	280	143	BELLIES	280			
166	CE	295	210	CE	315	122	✓	277	144	PCS/BALL	320			
167	CE	293	211	CE	310	123	✓	271						
						124	✓	284						
						125	✓	282						
						126	✓	282						
						127	✓	295						
						128	✓	275						
						129	✓	280						
						130	✓	280						

Totals. Bales 27 Gross 7921 Tare 135 Nett 7786

Shippers Weights to be reweighed at Bower Green Warehousing, Bradford.

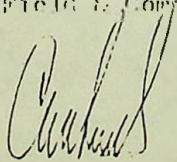
Delivered To Bower Green Warehousing Ltd Bradford - all charges to Bradford Farms account.

Warehouse Charges. All Warehouse charges buyers responsibility from 14 days after receipt at Bower Green.

Insurance. Insurance entirely Buyers responsibility from 14 days after receipt at Bower Green.

Core Testing. Has been arranged with Bower Green and WTSI Bradford for micron and yield on a clean dry schlumberger basis.
Bower Green/WTSI Reference.....
Core charges are to be shared between the farm and the buyer.

For and on Behalf of
J.G.Field & Company.



..... C.M.L. Smith.

SPECIFICATION

SHEET 1

90 Bales of Wool

Per MONSUNEN Voyager K11 to Stanley

Bales of Skins

For Shipment to LONDON

Bundles or Loose Hides

Numbers as per margin Mark L

Numbers	Description	GROSS Lbs.	GROSS KILOS	For London Office use only
L 91	WETHER A		272	
92	WETHER B		275	
93	WETHER PEATY		278	
94	WETHER C		310	
95	WETHER A		277	
96	WETHER A		280	
97	WETHER A		272	
98	WETHER A		276	
99	WETHER A		272	
100	WETHER A		278	
101	WETHER A		272	
102	WETHER A		288	
103	WETHER A		275	
104	WETHER A		275	
105	WETHER A		271	
106	WETHER B		269	
107	WETHER B		270	
108	WETHER B		268	
109	WETHER B		285	
110	WETHER B		276	
111	WETHER B		278	
112	WETHER B		281	
113	WETHER A		261	
114	WETHER A		270	
115	WETHER A		270	
116	WETHER A		260	
117	WETHER A		265	

SPECIFICATION

SHEET 2

90

Bales of Wool

Conds

Per

MONSUNEN

Voyage K 11

to Stanley

Bales of Skins

For Shipment to LONDON

Bundles or Loose Hides

Numbers as per margin

Mark L

Numbers	Description	GROSS Lbs.	GROSS KILOS	For London Office use only
	FROM GROSS WGS CARRIED FORWARD		7686	
L 119	WETHER A		260	
120	WETHER PEATY		283	
121	WETHER PEATY		280	
122	WETHER PEATY		277	
123	WETHER PEATY		271	
124	WETHER PEATY		284	
125	WETHER PEATY		282	
126	WETHER PEATY		282	
127	WETHER PEATY		295	
128	WETHER PEATY		275	
129	WETHER PEATY		280	
130	WETHER PEATY		280	
131	WETHER C		280	
132	WETHER C		280	
133	WETHER B		271	
134	WETHER B		280	
135	WETHER B		268	
136	WETHER B		278	
137	WETHER B		268	
138	WETHER B		267	
139	WETHER A		266	
140	WETHER A		262	
141	WETHER BELLIES		285	
142	WETHER BELLIES		295	
143	WETHER BELLIES		280	
144	WETHER 2 ND PIECES + BELLIES		320	
145	WETHER LOCKS		335	
146	EWE A		270	
147	EWE A		272	15812 GROSS Kgs

SPECIFICATION

SHEET 3.

90

Bales of Wool *Combed*

Per *MONSUNEN* *Voyage KU* to Stanley

Bales of Skins

For Shipment to LONDON

Bundles or Loose Hides

Numbers as per margin Mark *L*

Numbers	Description	GROSS Lbs.	GROSS KILOS	For London Office use only
<i>L</i> 148	EWE A		270	
149	EWE A		285	
150	EWE A		268	
151	EWE A		277	
152	EWE A		278	
153	EWE A		283	
154	EWE A		290	
155	EWE A		282	
156	EWE A		278	
157	EWE B		292	
158	EWE B		287	
159	EWE B		290	
160	EWE B		284	
161	EWE B		283	
162	EWE B		273	
163	EWE B		285	
164	EWE B		280	<i>Summary Super 173 lbs</i>
165	EWE B		272	<i>90 Bales Gross Wgt 24986</i>
166	EWE C		295	<i>Less Ten 20 x 3 kgs 180</i>
167	EWE C		293	NETT KGS 24806
168	EWE A		265	
169	EWE A		272	
170	EWE A		270	
171	EWE A		275	
172	EWE A		285	
173	EWE A		256	
174	EWE A		245	
175	EWE A		280	
176	EWE A		275	
177	EWE A		276	
178	EWE A		281	
179	EWE A		270	

cutted from sheet 2

15812

Additional to previous No 91-180

..... Bales of Wool Per Monsieur K. H. to Stanley
 NIL Bales of Skins For Shipment to LONDON
 NIL Bundles or Loose Hides Numbers as per margin Mark L

Numbers	Description	GROSS Lbs.	GROSS KILOS	For London Office use only
L 181	EWE A		300	
182	EWE A		297	
183	EWE A		302	
184	EWE A		305	
185	EWE A		285	
186	EWE A		288	
187	EWE B		310	
188	EWE B		301	
189	EWE B		305	
190	EWE B		292	
191	EWE B		300	
192	EWE B		286	
193	EWE B		288	
194	EWE B		285	
195	EWE B		280	
196	EWE B		266	
197	EWE B		292	
198	EWE B		275	
199	EWE B		282	
200	EWE B		280	
201	EWE B		272	
202	EWE B		275	
203	EWE B		282	
204	EWE B		302	
205	EWE B		286	
206	EWE B		301	
207	EWE C		322	
208	EWE C		332	
209	EWE C		302	
210	EWE C		315	
211	EWE C		310	
		GROSS KGS	9118	
	Less TARE 31 x 5, NORT K'n		185	
			8963	

121 Bales Totals.
 24986
 9118
 34104

51 BLS A 14043 41%
 43 BLS B 12140 36%
 100 + 12 PERRY 7921 23%
 + 5000 BLS

121 34104

J. G. FIELD & CO.

Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

To Mrs Vincent,
CROWN AGENTS,
Department 105.,
35-41 Lower Marsh,
London SE1.

17th May 1982.

Dear Mrs, Vincent,

Please find attached a cheque for £3560=23 (3560=23) for CREDIT to THE FALKLAND ISLANDS GOVERNMENT - GENERAL ACCOUNT. Your acknowledgement would be appreciated.

Yours sincerely,



C.M.L. Smith.
Agent.

16-14-17

WILLIAMS & GLYN'S BANK LIMITED

BRADFORD WEST YORKSHIRE

PAY CROWN AGENTS - FALKLAND ISLANDS GOVERNMENT (GENERAL ACCOUNT) OR ORDER

THREE THOUSAND FIVE HUNDRED AND SIXTY POUNDS

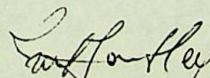
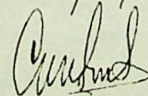
TWENTY THREE PENCE

£3560=23

FOR L/ROY COVE ACCOUNT NR 6

DATE 17TH MAY 1982.

NOT NEGOTIABLE



⑈ 701673 ⑈ 16 ⑈ 14171: 1 1 9 3 3 7 1/2

J. G. FIELD & CO. Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

14th May 1982.

Updating of information usually Braodcast each Friday from Port Stanley.

Australian Wool Market since 14th May 1982.

Australian Wool Commission Published Prices in Australian Dollars Dry Clean Basis

<u>Fleeces.</u>	<u>Aust Cents Clean.</u>	<u>Equivalent PKG c/n</u>	<u>Pence change</u>	<u>Exchange Rate</u>
Micron.				
22my	511	298	-4	171.75
23	467	272	-8	
24	459	255	-8	
25	429	250	-1	
27	365	211	-1	
50	297	173	-1	
	(psc rd 297 7th May)			
<u>Crossbred Oddments.</u>				
XBDCA	237	158	-1	

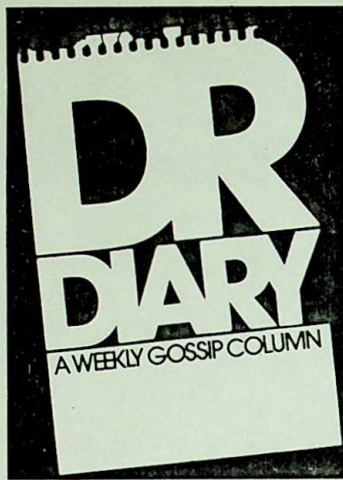
Markets still tending slightly cheaper, with very quiet trading conditions, doldrums. Sterling a little stronger again, inspite of Falkland crisis. Sterling wool prices a little cheaper.

General Note.

J.G.Field sold a small weight of locks and brown ends in the period at 50p greasy.

F(W) continued to offer a few FIC hoggets on the basis of 23.6my 292pkg dry and 25/25.5my 283pkg dry, without apparent success at selling, although the market is slow at present generally, the prices seem a little low especially the 23.6my fleeces.





Those islands

A LABEL, guaranteeing that the product bearing it is made from 100 per cent pure Falkland Islands wool, has suddenly become topical in a way its inventor can hardly have envisaged.

He is Colin Smith of J G Field in Bradford, agent for the 40 farms not part of the Falkland Island Company, and himself a partner in a farm. The labels, printed in substantial numbers, are welcomed by manufacturers and retailers in Italy, Japan and the USA but sadly not to such an extent in Britain.

Every single kilo of wool produced on the islands, where the inhabitants rely entirely on wool for their livelihood, came to Britain in a ship, which made the outward journey full of provisions — "from whisky to tractors" says Mr Smith.

The label's reverse describes the unique qualities of this wool, "... superb strength, resilience

and remarkable softness producing luxurious, elegant material".

As Mr Smith points out, one of the concrete aspects to come out of the present situation is that the islands are now firmly on the map — people no longer think they are to be found somewhere off the north coast of Scotland. It could bode well for the future of the label if all goes well.

Pukka talk

CROSSLED is an intriguing word heard on the lips of Gordon Stow, managing director of English Sewing, several times recently by your reporter. Could this synonym for puckered (he was talking about seaming problems) be a charming part of local textile terminology?

Tackled for the etymology of his word, the articulate Mr Stow had to admit otherwise. "Well, actually, I made it up. It reminds me of very well cooked fried bacon and egg burnt around the edges," he explained mouth-wateringly.

Now had he instead said cockle, Mr Stow would have won the full approval of the Oxford English Dictionary which gives as one definition: "to cause to pucker, to wrinkle, to crease."

Who's next?

TAKING time off from organising the new June Midseason show this week is Peter Phillips, joint managing director of Dresswell, who is heading south for the Maldives (no, not the Malvinas) for his honeymoon.



SEE "Those Islands"

Peter is clearly following Dresswell tradition, just before the Mainseason show fellow md Mike Bridge tied the conjugal knot — who will be next?

For the record the new Mrs Phillips wore a dress, jacket, hat and purse in creamy chiffon with handbeading made by Tehreen Khan. Chauffeur for the happy couple was Lawrie Lewis (also joint md of Dresswell) while best man was Simon Chapman, formerly of Frog's Legs where Peter worked back in the early '70s.

Haircut 5000

HERE'S a chance to help a London child and witness a sight the fashion trade thought it would never see.

Chris Kyriacoudis (Kriss) is going to cut that well-known red head of Giffy Fields (Coppernob) at the barbecue party to launch the new London Midseason on June 29 in the Roof Gardens at the Kensington Exhibition Centre.

Sponsors are wanted (whether on the basis of weight, length or even lock, is not clear) but in any case Mr Kyriacoudis and Mr Fields have guaranteed £5,000 for the Help a London Child charity appeal.

Diary dates

May 9: Sponsored assault course, in aid of the Cottage Homes, Roman Way Camp, Colchester Garrison, Colchester starting at 10.30am.

May 10: City of London Linen Trades Association evening, at the Phoenix, Cavendish Square, London, and retirement presentation to Alan Corless (Debenhams).

May 10-12: Informoda fashion prediction meetings for women's, men's and children's wear, Informoda, 5/34 Ennismore Gardens, London SW7.



THE sun shone this year for the Cottage Homes annual Croydon to Brighton relay walk which is expected to raise more than £2,000 for the charity. More than 100 walkers took part with four hikers completing the whole course. Off on the first leg are Pauline Adams (Boots), Harvie Harrington (assistant general manager, Debenhams, Croydon), David Martyn (general manager, London Manufacturing), Robert Cartoon (deputy manager, Littlewoods, Croydon), Marlene Chandler (manageress, Woolworths, Croydon) and Mary Cumbers (manageress, Pratts, Streatham).

Moves of illegal furs

A NATIONAL campaign to stop illegal trading in furs, particularly those of endangered species, is being launched by the Protection and Conservation of Animals and Plantlife group, after its successful prosecution of a fur trader for trying to sell a leopard's coat.

The coat, valued at £1,000, was seen in the window of Raimond Furs, King Street, Manchester by the group's founder, Daniel Lindsay, who posed as a potential customer and obtained a written estimate of the price.

The estimate was used as evidence in a private prosecution brought by the group against Bankruptcy Fur Company, a shop's owner, which was fined £750 for an offence under the Endangered Species Act.

As a result of this victory the group is producing a report on leaflets on endangered species to distribute to its 5,000 members and the public. It plans to continue picketing fur shop staging demonstrations.

Goldberg on the air

AN instore radio station will broadcast every Saturday bank holiday during the season at Goldberg of Blackpool.

Radio G, which has a purpose-built for the store Wrygges Boutique, will provide requests for shoppers, introduce customers and promote sales lines of merchandise as well as provide suitable backing music.

From June, the Burton Group will sell advertising air time on instore radio stations at the Shop, Oxford Circus and the West One complex in London.

Going retail

JEAN manufacturer Inverweir, formerly chief supplier to Dirts, has opened a retail shop in Glasgow to sell at bargain prices the stock it seized from the account firm for non-payment.

Some 20,000 pairs of jeans are being sold at the St Vincent Street store which trades as Inverweir The Jeans Shop. The company intends to continue trading under its own label as the current stock runs out.

J. G. FIELD & CO. Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

To. Mr. D.A. Britton,
The Falkland Islands Co. Ltd.,
94a Whitechapel High Street,
London E1 7RH.

29th April 1982.

Dear David,

Many thanks your phone call today and our discussion regarding Independent farmers FITC accounts. I feel in this appalling time that we should bury any 'Hatchets' and endeavour to do our best for all concerned. On reconsidering our conversation there are one or two points which need raising.

- 1) Where-ever we have had funds available in the trustee deposit accounts we have properly I feel seen to it, that FITC has received payment in full for any outstanding freight accounts, including haulage and warehousing. In the cases of :-

HP/Rincon Grande - Ronald & Dianna Turner, we paid substantial funds to the Government Savings Bank in Stanley via Crown Agents, prior to the Invasion.

AP/Salvador - Robin Pitaluga, we paid again substantial funds to Lloyds Bank Ltd., South Kensington to their account.

TR/port Louis - we paid again substantial funds to Barclays Bank Ltd, Bold Street Liverpool to their account.

Obviously these three farms are well funded, but their monies are unobtainable at this time in the various Banks and it is not possible for us to clear the freight, with the entire proceeds paid to the various accounts. I hope therefore that you will not as you propose, with-hold the farms wool, from our clients, who have paid in full for the wool.

- 2) In the cases of :-

NWLI/Long Island - Neil Watson, freight has been paid, but the wool proceeds which are substantial have now been remitted in full to their account at the National Westminster Bank at Canford Heath, Poole, Dorset.

I/RoyCove - The Falkland Islands Government, freight has been paid, but the wool proceeds which are substantial have now been remitted to the Falkland Islands Government - General Account at Crown Agents.

- 3) At this time we still hold substantial amounts in deposit accounts earning interest (trustee accounts) for :-

Golding Island - Fenton Hirtle.

P.T.O. Page 2.

J. G. FIELD & CO. Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

To Mr. D.A. Britton,
FIC.

29th April 1982.

Page 2.

Estancia - E.T. Heathman.
Horse Shoe Bay - Peter Goss.
Carcass Island - Robin McGill.
West Point Island - R. Napier.
Kepple Island - S & C Miller.
Mount Kent Farm - Terance Philips.
Moddy Valley - Richard Hills.
Murrel Farm. - C. Molkenbuhr.
Packes Bros.
Teal Inlet
Brookfield - Jock McPhee.
Rincon Grande - (a small sum)
New Island - Chris McCallum.
Smith Bros - Johnsons Harbour
Chartres.

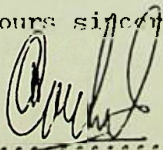
We discussed on the phone further payments to FITC to :-

- a) clear any existing overdraft.
- b) cover expenses since the invasion.

and at the time of our discussion I felt this would be agreeable and indicated so. However now on re-consideration, it is of course impossible to estimate what (if any) drawings the farms may be making on their Stanley accounts, from what I am told the Monsunen has been requisitioned by the occupying Argentine forces and physically the farms are cut off from Stanley, further to this I hear that the R/T is forbidden any use except for urgent medical calls and now we have news of a dusk to dawn curfew, it seems to me therefore that the farms will be unable to make substantial drawings of any sort on FITC Stanley. In addition I imagine everything will be strictly under the control of the occupying forces. I agree with you that we should clear any overdraft in the farms FITC accounts but only to the extent of the KNOWN overdraft and without adding on estimates of theoretical expenditure since 2nd April 1982. On the other hand you may be assured that as soon as you receive a call for money either from FITC Stanley or the farms we will instantly TT this to FITC Barclays, 54 Lombard Street, your FITC a/c 60387544, which would mean the farms funds would be available in your account the same day. In the meantime they are secure in individual trustee accounts earning interest, and if we receive a call direct from the farms, we can also follow their instructions.

Of course the sooner that communications are re-established, the happier we will be, and we can then remit the money via normal channels to Stanley.

Yours sincerely,



..... C.M.L. Smith.

J. G. FIELD & CO. Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

7th May 1982,

Updating of information usually broadcast each Friday from Port Stanley.

Australian Wool Market since 29th April 1982.

Australian Wool Commission Published Prices in Aust. Dollars. Dry Clean Basis.

Fleeces.

<u>Micron</u>	<u>Aust Cents Clean</u>	<u>Equivalent pkg clean</u>	<u>pence change</u>	<u>Exchange Rate</u>
22my	516	502	-3	171.00
23my	478	280	unchanged	
24my	449	263	-1	
25my	429	251	-2	
27my	363	212	+3	
30my	247	174	-1	
Crossbred Oddments.				
XBDCA.	237	139	-1	

Markets still tending slightly cheaper in very subdued market, with little activity.
Sterling a little stronger.
Sterling wool prices a shade cheaper.

General note.

J.G.Field sold in the period,

1. a few bales of first shipment double grown fleeces/oddments at 113pkg greasy.
2. a few bales of first shipment C/CC/mixed/sandy/ram fleeces at 225pkg clean dry. (29.7my).

The first sale of Falkland wool since 2nd April by JGF.

J. G. FIELD & CO. Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

29th April 1982.

Updating of information usually Broadcast each Friday from Port Stanley.

Australian wool market. Since 26th March 1982.

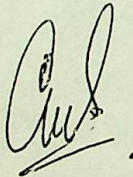
Australian wool commission prices.

Fleeces.

<u>Micron</u>	<u>Australian cents clean</u>	<u>equivalent pkg clean</u>	<u>pence change</u>	<u>Exchange rate.</u>
22my	517	305	+7	169.50
23my	475	280	unchanged	
24my	447	264	-6	
25my	429	253	-3	
27my	354	209	-3	
30my	297	175	-1	
<u>Crossbred Oddments.</u>				
XBDCA	238	140	-1	

Markets tending cheaper in terms of Australian dollars, inspite of cancellation of all supplies of Argentine wools.

Sterling wool prices irregular with sterling a little easier against the Australian Dollar over the period.



From C.M.L. Smith, Abbey Mill Farm, Abbey Road, Enaresborough, North Yorkshire.
Private & Confidential Report and General News to Independent farms only dated
29th April 1982.

General Wool Markets.

The markets are generally very quiet, without any great activity, inspite of an embargo on all wool from Argentina through-out Europe, little interest has been stimulated with buyers not as yet replacing lost contracts. Prices in Sterling edged a few pence higher mainly due to the slight weakening of sterling. All Argentine firms face horrendous problems, including Caminos, with their finances locked into Europe.
JG Field.

The past few weeks has been completely taken-up with completing the first shipment core test results, collecting the farms monies and paying these either as instructed to UK Banks or failing that into safe trustee deposit accounts at Williams & Glyn's Bank (part of the Royal Bank of Scotland) earning full Bank Interest deposit rates for the various farms, this has involved the opening of 18 seperate Bank accounts for each farm concerned, from these accounts we have paid any outstanding FITC freight and carriage Bills and met any claims which FITC may have made for outstanding overdrafts. The balances are held waiting (hopefully shortly) the re-opening of communications with the Islands and our Principals instructions. Any urgent calls for money can be made instantly by same day telephonic or telex or cable transfers. The accounts are in the names of each farm and are drawn under selected signatories including a solicitor.

In the past week, we offered for one farm 24.8 Falkland Hoggets at 300pkg clean dry, unfortunately the following day P(W) made their first offers of this season ex the FIC first shipment on the basis of:-

23.6my 7.900kg cln 0.35VM 296pkg dry

24.5my 8.100kg cln 0.54VM 292

25.2my 5.500kg cln 0.40VM 285

We were informed that they received bids at about 10p less, these prices were somewhat disappointing, as currently with buyers' sympathies running so strongly in favour of Falkland wools, higher prices should have been obtainable.

Needless to say that the sooner normality returns the happier we will all feel at JGF. In the meantime Independent farms first shipment proceeds is being safely held earning interest.

ABOUT SANCARLOS MATTERS

General.

With the general situation in the Islands at present, I find it very difficult to write an intelligent report or to concentrate on matters in hand, I hope therefore you will excuse the brevity of this report and its content, whilst so many good friends are faced with an horrific circumstance such reports and information seems entirely superflous and out of keeping with the stark reality and life and death situation being faced by peaceful and kind people throughout the Islands. I hope at the end of the day all will be well, all will be safe and free.

Paul

RESULTS.

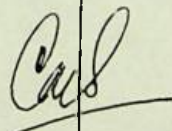
BALES	GRADES	REFERENCE	MICRON	DRY YIELD	VEGETABLE.
31	BELLIES.	8210	26.9	63.47	0.83
24	PIECES SECOND/STAINED	8210	26.6	56.39	0.81
45	HOGGETS	8211	24.0	77.14	0.38
6	MIXED FLEECES A/B/C	8211B	26.5	75.19	0.21
6	ODDMENTS	8211C	29.2	69.08	0.28
8	HOGGETS	8212A	22.6	71.32	0.34
38	MIXED FLEECES A/B/C	8212B	26.7	65.83	0.16
7	ODDMENTS	8212C	25.9	59.08	0.44
11	HOGGETS	8213	24.5	74.36	0.38
19	HOGGETS	8214	23.4	73.88	0.26
27	SHEARLINGS A/B/C	8215	25.1	72.27	0.22
19	SHEARLINGS A/B/C	8216	26.2	70.62	0.37
11	HOGGETS/SHEARLINGS	8217	24.4	67.25	0.33
27	B HOGGETS/SHEARLINGS	8218	24.6	66.53	0.50
13	SHEARLINGS	8219	27.3	68.86	0.21
14	SHEARLINGS/HOGGETS	8220	26.1	67.07	0.41
26	HOGGETS.	8221	22.5	68.54	0.53
		8222			
26	EW R FLEECES /ODDMENTS	8223	29.1	67.12	0.58
21	EW R FLEECES /ODDMENTS	8224	28.6	69.96	0.29
32	EW R FLEECES /ODDMENTS	8225	29.5	68.52	0.40
18	EW R FLEECES /ODDMENTS	8226	28.2	64.38	0.40
21	EW R FLEECES /ODDMENTS	8227	29.9	69.26	0.58
26	HOGGETS	8228	24.4	70.23	0.30
36	EW R FLEECES /ODDMENTS	8228A	26.5	69.62	0.35
10	ODDMENTS	8228B	24.7	64.67	0.77
18	VARIOUS EW R.	8229	28.4	66.03	0.21
54	HOGGETS	8230	24.3	71.69	0.45
28	VARIOUS EW R	8231	28.3	68.61	0.25
19	FLEECES & ODDMENTS	8231A	28.0	65.47	0.98
60		8232			
72	FLEECES A/B/C	8233-1	26.6	64.61	0.35
13	ODDMENTS	8233-2	27.5	64.96	0.48
17	AW + HOGS	8234A	25.9	68.38	0.52
11	ODDMENTS	8234B	28.0	61.19	0.65
22	FLEECES & ODDMENTS	8235	28.9	61.10	0.78
12	ODDMENTS	8236	28.5	60.01	0.63
		8237			
13	HOGGETS	8238	24.4	70.28	0.44
28	SHEARLINGS + A	8239	26.8	67.42	0.63
23	FLEECES & ODDMENTS	8239A	28.9	65.71	0.49
52	EW R FLEECES.	8240A	25.7	71.44	0.53
12	ODDMENTS	8240B	24.6	59.15	1.62

CONTINUED PAGE 2.

Chris
J.G. Fielder

RESULTS PAGE 2.

BALES	GRADES	REFERENCE	MICRON	DRY YIELD	VM
		8241			
		8242			
		8243			
0	FLEECES & ODDMENTS	8244	29.0	69.97	0.44
		8245			
21	HOGGETS	8246	23.4	66.60	0.39
23	FLEECES & ODDMENTS	8247	26.5	65.38	0.33
16	SKINWOOL.	8247	29.9	67.93	0.31
59	HOGGETS & SHEARLINGS	8248	24.8	73.02	0.30
28	SHEARLINGS	8249	27.2	68.65	0.43
14	FLEECES	8250	28.0	63.32	0.31
20	SHEARLINGS	8251A	26.9	68.50	0.37
45	EUR FLEECES.	8251D	29.9	68.64	0.42
15	ODDMENTS	8251B	27.5	65.28	0.99
10	LOCKS	8252			
26	HOGGETS	8249D	24.8	73.06	0.26
9	DOUBLE FLEECE & ODDMENTS	8249C	28.0	65.96	0.83
10	BELLIES/NECKS/A+AA FLEECES.	8249B	26.1	66.49	0.69
16	BULK C./VARIOUS FLEECES.	8249A	29.7	64.13	0.19
31	HOGGETS	8251C	24.9	70.19	0.38



J. C. Field & Co

J. G. FIELD & CO. Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

Internal Memorandum.

Dated 5th April 1982,
From C.M.I. Smith.

To Mr. D. Hanson
cc Mr. RW. III. KJ.

Falkland Islands.

- 1) JGF represents as wool and general UK Agent 55 farm principals in the Falkland Islands, consisting of medium sized Limited Trading companies registered in the Islands and the United Kingdom and also owner-occupied farms of various sizes between 50000 and 200 sheep.
- 2) We have sold on behalf of our Principals their 1981/2 seasons wool clip, the 1st shipment of which docked in March due for payment 5th April 1982. The wool is sold to Woolcombers, Bussey-Hewitt, Jacomb Hoare, Bloch e Behrens, Francis Willey (BW 1935) amongst others.
- 3) In some cases we have been requested to pay the proceeds to UK Banks and these are no problem. However in 17 cases we have been asked to remit the monies direct to the farms accounts in the Islands. (see attached list) it is impossible for us to do so, due to the Argentine invasion of the Islands. We cannot remit via Crown Agents in London or via the Falkland Islands Trading Co., which are the preciously normal methods of sending monies. We cannot remit via Argentina because we have no instructions to do so from our Principals and in addition this would not conform to the UK Governments statements of an embargo with Argentina.
- 4) The writer has instructed that all monies are to be paid direct to JG Field & Co., and at the same time feels that it is our duty as Agent to now ensure that these 17 Principals' proceeds are securely and safely held for them, earning interest, whilst we await instructions. This could be for days, weeks, months or God Forbid years. At the same time the money must be quickly available when called for by our Principals.
- 5) It seems to me that the money should be held at an Independant Bank, with some knowledge of the Islands and its trade, each farm with a seperate deposit account (for accounting purposes). Williams & Glyn's Bank would suit this purpose because
 - a. They already carry one Independant Farm account (Packes Bros Ltd).
 - b. They are prepared to issue small cheque books for each account - we need to clear outstanding debts on these wools, being freight, clearance, carriage, warehousing and insurance charges.
 - c. Being optimistic, once the situation returns to normal, then the Islands farms may well retain these accounts, greatly improving the payment/cooperative nature of JGF and the farm Principals.
 - d. Being a small Bank, there is likely to be easier and less problems in setting up these accounts and running them.

To Page 2.

J. G. FIELD & CO. Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

To Mr. D. Hanson.

Dated 5th April 1982.

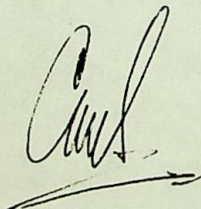
From C.M.L.Smith.

Internal Memorandum

Page 2.

- 6) Signatories to the account would be the writer C.M.L.Smith together with the mandated signatories of Woolcombers Ltd.. The accounts must be independent from Woolcombers Ltd., and secure in every respect possible.
- 7) I have discussed this with Mr. Maurice Waldron - Depury Chairman of the farmers association in the Islands. Mr W.W. Blake a Director of Holmsted Blake & Co an important Independent farm, and the wife of one of the small farmers, all agree and applaud the measures proposed.
- 8) The monies are now in JGF's hands or will shortly be, it is essential that prompt action is taken, these are not monies which in any way belong to IM or Woolcombers but belong to JGF'S principals, it is in my view our duty and obligation to act quickly to ensure these monies are safely held earning interest.
- 9) There is no perfect solution to the problem, only remitting these monies to JGF'S principals in the Islands, and that hopefully not before too long, in the meantime JGF as the farms Agent, is responsible, for seeing that we act in the farms best interests.

Time is against us, the last day of Grace for payments is today 5th April 1982. In my view we should be transferring the money to a safe and secure interest earning Bank, without any delay.



The Falkland Islands Company, Limited

(INCORPORATED BY ROYAL CHARTER 1851)

REGISTERED 1902

Registration No. 74300 England
Telephone: 01-377 0566
Telegrams: Fleetwing, London E1

Registered Office
94A WHITECHAPEL HIGH STREET
LONDON, E1 7RH

5 April 1982

Mr C M L Smith
J G Field & Co
Scotia House
275 Thornton Road
Bradford
BD8 8LJ

Dear Mr Smith

I was not particularly appreciative of your telephone call on Friday evening 2 April advising me that you do not propose to remit to FITC wool proceeds for those independent farmers who have instructed you to do so.

The timing and tone of your call at the moment of crisis appeared to me to be most provocative.

I explained to you that even though you have said that you will cover the freight and associated costs, there are a number of client farms whose accounts will almost certainly require reinforcement to cover normal operations in our capacity as bankers.

Until such time as communications are reopened it is quite impossible to tell the state of any particular account - not that we could supply this information to third parties anyway unless we had instructions to do so.

Your suggestion that by sending funds to us for onward transmission to the Islands could cause loss to those farms for whom you act because such money could be appropriated by the Argentines is ludicrous. Credits and debits received in the UK become paper transfers to client accounts in our Colony bank - physical transfers are between London and our holding account with the FIG treasury, and when they restart will be at our risk. I informed you that we would act in this connection in a wholly responsible manner as is our practice.

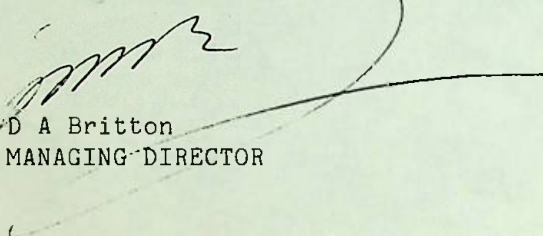
2

Mr C M L Smith

5 April 1982

I suggest therefore that you reconsider your decision and remit wool proceeds to us in the normal way until such time as the situation becomes clearer.

Yours faithfully
THE FALKLAND ISLANDS CO LTD



D A Britton
MANAGING DIRECTOR

J. G. FIELD & CO.

Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

Mr. D.A. Britton,
The Falkland Islands Co. Ltd.,
94a Whitechapel High Street,
London E1 7RH.

6th April 1982,

Dear Mr Britton,

I acknowledge receipt of your letter dated 5th April 1982 and agree that this is an extremely unhappy and miserable time for anyone who has been involved with the Falkland Islands.

To assist us and our Principals in the Islands, we again ask, that you send to us copies of all accounts, relating to freight, clearance and sundry charges for all those wools our Principals consigned and sold through JG Field as their Agent, for the recent voyage of the AES, we will arrange for payment to be made to you, for these services without delay.

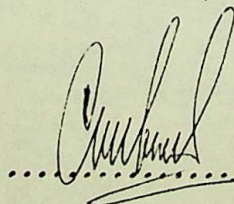
At this time the instructions from our Principals cannot be carried out, we are unable to remit wool proceeds to the Islands, by any method. It is therefore our duty as the farms Agent to ensure that their monies are safely held and earn a full commercial rate of Bank interest, until such time (and hopefully soon) communications are re-established and we can remit the monies per our Principals instructions.

For your information, the monies are being retained in individual Trustee Bank accounts at Williams & Glyn's Bank, in each farm owners name.

If you receive an urgent call from one of our Principals for funds, monies can be telephonically transferred to your account at Barclays Bank, 54 Lombard Street, London Number 60587541, without the slightest delay.

We have discussed this matter with Mr Maurice Waldron (Chairman UK Sheep Owners) and Mr Blake, more importantly last night we received instructions from the McCallums to handle their monies exactly in line, with those we had decided to take. I hope you appreciate that we feel that we must act in the very best interest of our Principals and the course of action we have taken has been only with that thought in mind. The only perfect solution to the present problem would be a re-establishment of communications and instructions to remit monies from our Principals without delay. We hope and pray that may be soon.

Yours sincerely,



..... C.M.L. Smith.

J. G. FIELD & CO. Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

To Woolcombers Ltd.,

Fairweather Green,

Reference Orders Merino Division 7212/7250

15th April 1982.

Debit Note 8221/8240-CT1

For and on Behalf of our Principals in the Falkland Islands.

INTO/WTSI Core Test adjustment.

I/RoyCove- Re The Falkland Islands Government, Chief Secretary.

Our original Invoices Dated 2nd March 1982 (paid 8th April 1982 to deposit a/c)

<u>Ref.</u>	<u>Gross</u>	<u>Tare</u>	<u>Nett</u>	<u>est yield</u>	<u>Clean kgs</u>	<u>pkg</u>	<u>£</u>
8221	6983	78	6905	65%	4488	307	13778.16
8240A	13587	156	13431	63%	8462	235	19885.70
8240B	3415	56	3379	55%	1858	235	4366.50
Total Invoices Paid in advance.							58050.16

Core Test results. INTO/WTSI.

8221	6983	78	6905	68.54%	4732.5	307	14528.78
8240A	13587	156	13431	71.44%	9595.0	235	22548.25
8240B	3415	56	3379	59.15%	1999.0	235	4697.65
Final Totals due.							41774.68

Difference in favour of I/RoyCove. 5744.52
Add $\frac{1}{2}$ Core Test charges. 109.40

Nett amount due prompt 5853.92

Please pay :-

- 1) £5560.23 by cheque payable to "I/RoyCove A/C Nr 6"
- 2) 293.69 by cheque payable to "J.G.Field & Co."

Cheque payable to JGField consists of;

£218.80 recovery of core test charges, £74.89 commission @ 2% on £3744.52.

Comments.

Very large reweight differences - scales at I/RoyCove weighing bales consistantly light. Micron results = excellent. Yield results distorted by reweight differences, and on basis reweight yields, much as expected being average cleanliness.

Branch of Woolcombers Ltd, Merchanting Division.

J. G. FIELD & CO. Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86
 To Woolcombers Ltd.,
 Fairweather Green,
 Reference Orders Merino Division 7212/7250

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

15th April 1982.
 Debit Note 8221/8240-CT1

For and on Behalf of our Principals in the Falkland Islands.
INTO/WTSI Core Test adjustment.

L/RoyCove- Re The Falkland Islands Government, Chief Secretary.

Our original Invoices Dated 2nd March 1982 (paid 8th April 1982 to deposit a/c)

<u>Ref.</u>	<u>Gross</u>	<u>Tare</u>	<u>Nett</u>	<u>est yield</u>	<u>Clean kgs</u>	<u>pkg</u>	<u>£</u>
8221	6983	78	6905	65%	4488	307	13778.16
8240A	13587	156	13431	63%	8462	235	19885.70
8240B	3415	56	3359	55%	1858	235	4566.50
Total Invoices Paid in advance.							38050.16

Core Test results. INTO/WTSI.

8221	6983	78	6905	68.54%	4732.5	307	14528.78
8240A	13587	156	13431	71.44%	9595.0	235	22548.25
8240B	3415	56	3359	59.15%	1999.0	235	4697.65
Final Totals due.							41774.68

Difference in favour of L/RoyCove. 3744.52
 Add $\frac{1}{2}$ Core Test charges. 109.40

Nett amount due prompt 3853.92

Please pay :-

- 1) £3560.23 by cheque payable to "L/RoyCove A/C Nr 6"
- 2) 293.69 by cheque payable to "J.G.Field & Co."

Cheque payable to JGField consists of;
 £218.80 recovery of core test charges, £74.89 commission @ 2% on £3744.52.

Comments.

Very large reweight differences - scales at L/RoyCove weighing bales consistantly light. Micron results = excellent. Yield results distorted by reweight differences, and on basis reweight yields, much as expected being average cleanliness.

Branch of Woolcombers Ltd, Merchandising Division.

J. G. FIELD & CO. Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86
To Woolcombers Ltd.,
Fairweather Green,

Scotia House, 275 Thornton Road, Bradford BDB 8LJ England

Reference Orders Merino Division 7212/7250

15th April 1982.
Debit Note 8221/8240-CT1

For and on Behalf of our Principals in the Falkland Islands.

INTO/WTSI Core Test adjustment.

L/RoyCove- Re The Falkland Islands Government, Chief Secretary.

Our original Invoices Dated 2nd March 1982 (paid 8th April 1982 to deposit a/c)

<u>Ref.</u>	<u>Gross</u>	<u>Tare</u>	<u>Nett</u>	<u>est yield</u>	<u>Clean kgs</u>	<u>pkg</u>	<u>£</u>
8221	6985	78	6905	65%	4488	307	15778.16
8240A	13587	156	13431	63%	8462	235	19885.70
8240B	3415	56	3379	55%	1858	235	4566.30
Total Invoices Paid in advance.							38050.16

Core Test results. INTO/WTSI.

8221	6985	78	6905	68.54%	4732.5	307	14528.78
8240A	13587	156	13431	71.44%	9595.0	235	22548.25
8240B	3415	56	3379	59.15%	1999.0	235	4697.65
Final Totals due.							41774.68

Difference in favour of L/RoyCove. 3744.52
Add $\frac{1}{2}$ Core Test charges. 109.40

Nett amount due prompt 3853.92

Please pay :-

- 1) £3560.25 by cheque payable to "L/RoyCove A/C Nr 6"
- 2) 293.69 by cheque payable to "J.G.Field & Co."

Cheque payable to JGField consists of;

£218.80 recovery of core test charges, £74.89 commission @ 2% on £3744.52.

Comments.

Very large reweight differences - scales at L/RoyCove weighing bales consistantly light. Micron results = excellent. Yield results distorted by reweight differences, and on basis reweight yields, much as expected being average cleanliness.

Branch of Woolcombers Ltd, Merchandising Division.



TW No. 8920

WTSI No.: 8161

Area No.: BG2010

Your Reference: 8221

Date: 20th April 1982

**Wool
Testing
Services
International**
LTD

A Division of
Quality Control International Ltd.

CERTIFICATE OF TEST

TEST ON:—26 BALES OF Greasy Falkland Island Wool

MARKS & NUMBERS:— L

VESSEL: AES

Fibre Fineness (Airflow Method)

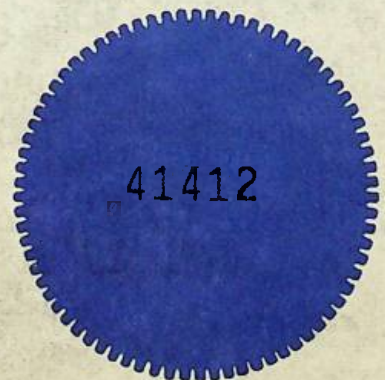
Mean Fibre Fineness (microns) 22.5

FOR WOOL TESTING SERVICES INTERNATIONAL LIMITED

CERTIFICATING OFFICER

KENNETH LEES B.Sc., Ph.D., C. Chem, F.R.I.C. F.T.I.

TECHNICAL DIRECTOR



Certificate must bear embossed Company Seal. Invalid if altered. May not be reproduced.



WOOL TESTING SERVICES INTERNATIONAL LIMITED



THE LABORATORIES, ALPERTON LANE, WEMBLEY HAO 1JL

TELEPHONE: 01-998 2171/4

CABLES: COREBORE WEMBLEY

TELEX No. 25658

J.G. Field & Co.,
Scotia House,
275, Thornton Road,
BRADFORD, BD8 8LJ,
West Yks.

V.A.T. Registration No. : 227 0564 76

INVOICE N^o 33412

INVOICE DATE 20th April 1982

TAX POINT 20th April, 1982

WTS Lot No. 8161 A

Area No. BG 2010

Date Sampled

Client's Ref. 8221 - 26 Greasy Falkland Island Wool

To :— Core Sampling & Yield Testing / Sampling & Condition Testing

£60.00

Clean lbs./kg. @

p. per lbs./kg.

Additional Test

Additional Sampling, Part Lots

Extra Certificates

Fibre Fineness Airflow/Projection Microscope

£13.60

Telex/Cable Charges

Travelling/Weighing Charges

Freight on samples from

Airport Clearance Fee

Surcharge

Total

£73.60

Value Added Tax @ 15 %

£11.04

INVOICE TOTAL

£84.64

SALE

PLEASE REFER TO THIS INVOICE NUMBER WHEN MAKING PAYMENT

Bankers: Midland Bank Ltd., Alperton Branch, 245 Ealing Road, Wembley HAO 1EX Sorting Code No. 40-08-19 A/C No. 90882690.



**Wool
Testing
Services
International**

LTD
A Division of
Quality Control International Ltd.

WTSI No.: 8162 A

Area No.: BG 2011

Your Reference: 8240A

Date: 20th April, 1982

CERTIFICATE OF YIELD TEST

IN ACCORDANCE WITH THE PROCEDURES
SPECIFIED BY IWTO 19

TEST ON:- 52 BALES OF Greasy Falkland Island Wool

MARKS & NUMBERS:- L

VESSEL:- A E S

I, the undersigned, do hereby certify that on the 3.4.82 52 bales were sampled by an Authorised Representative of WTSI Ltd. at Bower Green Warehousing Ltd. in accord with procedures specified by IWTO regulations. No. Subsamples Tested 3

1. Vegetable Matter Base	0.53	%
(Incl 0.04 % of Hards Heads & Twigs)		
2. Wool Base	56.73	%
3. IWTO Clean Wool Content on Reweight	67.91	%
4. IWTO Clean Wool Content on Invoice weight		%
VMB% as a % of WB%		%

Invoice Weight, declared by Supplier

Gross 13587 kgs.	Tare 156 kgs.	Nett 13431 kgs.
------------------	---------------	-----------------

Reweight, declared by Wool Testing Services International Limited

Gross 14767 kgs.	Tare 156 kgs.	Nett 14611 kgs.
------------------	---------------	-----------------

kgs. @ % = kgs. clean

"The following values are calculated from the tested and certified values given above using standard Processing Allowances incorporated in the IWTO Core Test Regulations. These values are not certified"

5. Theoretical Top Noil Yield (without allowance for processing loss)	68.47	%
6. Processing Allowance	2.80	%
7. Estimated Commercial Top & Noil Yield on Reweight	Schlum Dry	Combed 65.67 %
Estimated Commercial Top & Noil Yield on Invoice Weight	Schlum Dry	Combed 71.44 %

13431 kgs. @ 71.44 % = 9595.0 kgs. clean



FOR WOOL TESTING SERVICES INTERNATIONAL LIMITED

[Signature]
KENNETH LEES, B.Sc., Ph.D., F.R.I.C., F.T.I.
 CERTIFICATING OFFICER TECHNICAL DIRECTOR

Certificate must bear embossed Company Seal. Invalid if altered. May not be reproduced.



**Wool
Testing
Services
International**

LTD

A Division of
Quality Control International Ltd.

TW No. 8921

WTSI No.: 8162 A

Area No.: BG 2011

Your Reference: 8240A

Date: 20th April, 1982

CERTIFICATE OF TEST

TEST ON:— 52 BALES OF Greasy Falkland Island Wool

MARKS & NUMBERS:— L

VESSEL: A E S

Fibre Fineness (Airflow Method)

Mean Fibre Fineness (microns) 25.7

FOR WOOL TESTING SERVICES INTERNATIONAL LIMITED

CERTIFYING OFFICER

KENNETH LEES B.Sc., Ph.D., C. Chem, F.R.I.C. F.T.I.

TECHNICAL DIRECTOR



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WOOL TESTING SERVICES INTERNATIONAL LIMITED



THE LABORATORIES, ALPERTON LANE, WEMBLEY HAO 1JL

TELEPHONE: 01-998 2171/4

CABLES: COREBORE WEMBLEY

TELEX No. 25658

J. G. Field & Co.,
Scotia House,
275, Thornton Road,
BRADFORD BD8 8LJ,
West Yks.

V.A.T. Registration No. : 227 0564 76

INVOICE No 33398

INVOICE DATE 20th April, 1982

TAX POINT 20th April, 1982

WTS Lot No. 8162 A

Area No. BG 2011

Date Sampled

Client's Ref. 8240A - 52 Greasy Falkland Island Wool

To :—Core Sampling & Yield Testing/~~Sampling & Condition Testing~~

£64.00

Clean lbs./kg. @

p. per lbs./kg.

Additional Test

Additional Sampling, Part Lots

Extra Certificates

Fibre Fineness Airflow/~~Projection Microscope~~

£13.60

Telex/Cable Charges

Travelling/Weighing Charges

Freight on samples from

Airport Clearance Fee

Surcharge

Total

£77.60

Value Added Tax @ 15 %

£11.64

INVOICE TOTAL

£89.24

SALE

PLEASE REFER TO THIS INVOICE NUMBER WHEN MAKING PAYMENT

Bankers: Midland Bank Ltd., Alperton Branch, 245 Ealing Road, Wembley HAO 1EX Sorting Code No. 40-08-19 A/C No. 90882690.



Wool Testing Services International

LTD
A Division of
Quality Control International Ltd.

WTSI No.: 8160
Area No.: BG2009
Your Reference: 8240B
Date: 21st April 1982

CERTIFICATE OF YIELD TEST

IN ACCORDANCE WITH THE PROCEDURES SPECIFIED BY IWTO 19

TEST ON:- 12 BALES OF Greasy Falkland Island Wool

MARKS & NUMBERS:- L

VESSEL:- AES

I, the undersigned, do hereby certify that on the 3.4.82 12 bales were sampled by an Authorised Representative of WTSI Ltd. at Bower Green Warehousing Ltd in accord with procedures specified by IWTO regulations. No. Subsamples Tested 5

1. Vegetable Matter Base	1.62 %
(Incl .05 % of Hards Heads & Twigs)	
2. Wool Base	48.84 %
3. IWTO Clean Wool Content on Reweight	58.47 %
4. IWTO Clean Wool Content on Invoice weight	%
VMB% as a % of WB%	%

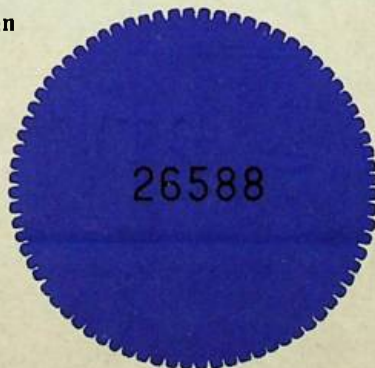
Invoice Weight, declared by		Supplier			
Gross 3415 kgs.	Tare 36 kgs.	Nett 3379 kgs.			
Reweight, declared by		WTSI Ltd			
Gross 3632 kgs.	Tare 36 kgs.	Nett 3596 kgs.			

kgs. @ % = kgs. clean

"The following values are calculated from the tested and certified values given above using standard Processing Allowances incorporated in the IWTO Core Test Regulations. These values are not certified"

5. Theoretical Top Noil Yield (without allowance for processing loss)	58.95 %
6. Processing Allowance	3.37 %
7. Estimated Commercial Top & Noil Yield on Reweight Schlum Dry	55.58 %
Estimated Commercial Top & Noil Yield on Invoice Weight Schlum Dry	59.15 %

3379 kgs. @ 59.15 % = 1999 kgs. clean



FOR WOOL TESTING SERVICES INTERNATIONAL LIMITED

[Signature]
KENNETH LEES, B.Sc., Ph.D., F.R.I.C., F.T.I.
CERTIFYING OFFICER TECHNICAL DIRECTOR

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**Wool
Testing
Services
International**
LTD

A Division of
Quality Control International Ltd.

TW No. 8919

WTSI No.: 8160

Area No.: BG2009

Your Reference: 8240B

Date: 21st April 1982

CERTIFICATE OF TEST

TEST ON:— 12 BALES OF Greasy Falkland Island Wool

MARKS & NUMBERS:— L

VESSEL: AES

Fibre Fineness (Airflow Method)

Mean Fibre Fineness (microns) 24.6

FOR WOOL TESTING SERVICES INTERNATIONAL LIMITED

CERTIFYING OFFICER

KENNETH LEES B.Sc., Ph.D., C. Chem, F.R.I.C. F.T.I.

TECHNICAL DIRECTOR



Certificate must bear embossed Company Seal. Invalid if altered. May not be reproduced.



WOOL TESTING SERVICES INTERNATIONAL LIMITED



THE LABORATORIES, ALPERTON LANE, WEMBLEY HAO 1JL

TELEPHONE: 01-998 2171/4

CABLES: COREBORE WEMBLEY

TELEX No. 25658

J. G. Field & Co.,
Scotia House,
275, Thornton Road,
BRADFORD, BD8 8LJ,
West Yks.

V.A.T. Registration No.: 227 0564 76

INVOICE N^o 33429

INVOICE DATE 21st April, 1982

TAX POINT 21st April, 1982

WTS Lot No. 8160

Area No. BG2009

Date Sampled

Client's Ref. 8240 B - 12 Bales Greasy Falkland Island Wool

To:—Core Sampling & Yield Testing/~~Sampling & Condition Testing~~

£54.00

Clean lbs./kg. @

p. per lbs./kg.

Additional Test

Additional Sampling, Part Lots

Extra Certificates

Fibre Fineness Airflow/~~Projection Microscope~~

Telex/Cable Charges

Travelling/Weighing Charges

Freight on samples from

Airport Clearance Fee

Surcharge

£13.60

Total

£67.60

Value Added Tax @ 15 %

£10.14

INVOICE TOTAL

£77.74

SALE

PLEASE REFER TO THIS INVOICE NUMBER WHEN MAKING PAYMENT

Bankers: Midland Bank Ltd., Alperton Branch, 245 Ealing Road, Wembley HAO 1EX Sorting Code No. 40-08-19 A/C No. 90882690.

W.T.S.I. Form 9

No.

Dr. to

THE FALKLAND ISLANDS TRADING CO., LTD.

94a Whitechapel High Street
London E1 7RH

TAX POINT: 30.3.82

VAT REGISTRATION No. 239 5364 43

Bertrand & Felton Ltd,
Roy Cove
FALKLAND ISLANDS

Freight and charges on 90 bales
of wool shipped per the 'AES' arrived
Gravesend March 1982.

Farm mark; - L

Freight Farm/U.K.

25,286 kgs at £112.32 per 1000 kgs

Landing, clearance, delivery to vehicles
and haulage to Bradford

Warehouse charges Bradford-excluding
rent.

2840 12

695 37

379 29

£ 3914 78

16-14-17

WILLIAMS & SON

BRADFORD WEST YORKSHIRE

PAY THE FALKLAND ISLANDS TRADING CO LTD (FREIGHT) OR ORDER

THREE THOUSAND NINE HUNDRED AND FOURTEEN

POUNDS 78P

£3914-78

DATE 16TH APRIL 1982

FOR L/ROY COVE (FI GOVERNMENT) N.C.6

Caution

W. H. Bentley

⑈ 701671 ⑈ 16 14 17 ⑈ 1 1 ⑈

51221 AIREWL G
915623 CAFUND G

TLX117 JC 5/5/82 1522

FOR ATTN CML SMITH-AGENT
OUR REF FC11/249

REF YRLTR DATED 17/4 WE CONFIRM RECEIPT L33,339-78 VALUE 30/4.
WITH REG ARD TO YOUR REQUEST FOR AN ADDRESS FOR MR F E BAKER
WE WOULD SUGGEST YOU CONTACT MR ALEC SMITH AT THE FOREIGN AND
COMMONWEALTH OFFICE ON TEL NO 01-233-3386.

REGARDS

AS DAVIS
GENERAL FINANCIAL SERVICES DEPT

FUNDSCROWN

++++
915623 CAFUND G
51221 AIREWL G

To. F.I. Government,
Chief Secretary,
Port Stanley,
The Falkland Islands,
South Atlantic.

From Mr & Mrs. C.M.L. Smith,
Abbey Mill Farm,
Abbey Road,
Knaresborough,
North Yorkshire.
6th April 1982.

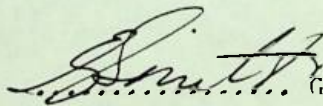
ACCOUNT. - Mr. & Mrs. C.M.L. Smith, Re J.G. Field & Co A/C I/Roy Cove, The Falkland
Government. (6)
Dear, Mr. Baker.

We confirm that we hold the balance in the above account, for the time being,
(including accrued interest) for you as trustee absolutely and that we have no
personal interest in it.

Yours sincerely,



..... C.M.L. Smith.



..... Gillian Smith.

Bank - Williams & Glyn's Bank Limited,
A member of the Royal Bank of Scotland,
45 Bank Street,
Bradford BD1 1TS,
West Yorkshire.
Telephone (0274) 55515 Manager Mr. M.J. Smethurst.

Signatories to the account :-
C.M.L. Smith, Gillian Smith, and A.E. Blackmore (Solicitor),
countersigned by
R. Waterhouse, I. Hartley, John Pulling of J.G. Field & Co/Woolcombers Ltd.

Type of account - Deposit. - interest earning.

cc. Williams & Glyn's, Simpson Curtis & Co - Mr. A.E. Blackmore, Woolcombers/J.G. Field.



J. G. FIELD & CO. *Wool Brokers . Merchants . Insurance Assessors*

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

4th June 1982.

Updating of information usually Broadcast each Friday from Port Stanley

Australian Wool Market since 21st May 1982.

Australian Wool Commission Published Prices.

Fleeces.

<u>Micron</u>	<u>Aust Cents Clean.</u>	<u>Equivalent PKG Clean</u>	<u>Pence change</u>	<u>Exchange Rate.</u>
22	510	303	+1	1.7125
23	469	274	+2	
24	440	257	+2	
25	426	249	+1	
27	381	222	+1	
30	312	182	+4	

Crossbred Oddments.

XBDCA	235	137	Unch.
-------	-----	-----	-------

Markets generally firm to a little dearer, as good wools become shorter in supply as the season draws towards its final part. Overall markets continue very quiet.

Sterling very slightly weaker.
Sterling wool prices slightly dearer.

General Note.

- 1) JGF found a very quiet week, which is a holiday week in Bradford.
- 2) The Australian Wool Commission is believed to be seeking a 5-5.5% average increase in the floor price for next season, which is a little disappointing. However this can be explained by the current situation as follows.

Micron	19	20	21	22	23	24	25	27	30	MerCa	XBDca.
Current Floor Price.	515	491	473	466	450	429	396	348	286	308	230
Current levels paid in Australian Auctions.	579	567	551	520	469	440	426	381	312	310	235
Current levels price difference in Australian Cents above floor price.	64	76	78	54	19	11	30	33	26	2	5
Percentage Difference	12 $\frac{1}{2}$ %	15 $\frac{1}{2}$ %	16.5%	11 $\frac{1}{2}$ %	4 $\frac{1}{2}$ %	2.5%	7 $\frac{1}{2}$ %	9 $\frac{1}{2}$ %	9%	2%	2%

With a large percentage of the clip falling in the category around 23my it does not leave a great deal of room for manoeuvre at the moment, as the Commission will buy all wool on offer at the floor price level.

J. G. FIELD & CO. Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

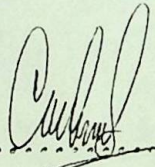
To Mrs Vincent,
CROWN AGENTS,
Department A05.,
55-41 Lower Marsh,
London SE1.,

8th June 1982.

Dear Mrs Vincent,

Please find attached a cheque for £169=83 (169=85) for CREDIT to the FALKLAND ISLANDS GOVERNMENT - GENERAL ACCOUNT. Your acknowledgement would be appreciated.

Yours sincerely,


..... G. H. Smith
Agent.

16-14-17

WILLIAMS & GLYN'S BANK LIMITED



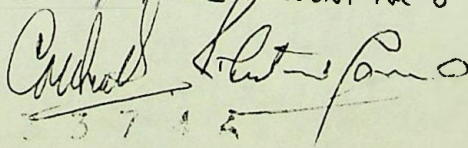
BRADFORD WEST YORKSHIRE

PAY CROWN AGENTS - FALKLAND ISLANDS GOVERNMENT GENERAL ACCOUNT. OR ORDER

ONE HUNDRED AND SIXTY NINE POUNDS 83P

£169=83

DATE 8TH JUNE 1982.

FOR L/ROY COVE ACCOUNT NR 6


⑈ 701674⑈ 16⑈ 1417⑈ 1 1 9 3 7 1 4

BRADFORD
BRANCH

45 BANK STREET BRADFORD
WEST YORKSHIRE BD1 1TS

TELEPHONE
BRADFORD (0274) 33513

7th June 1982

ND/NJU

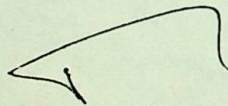
C M L Smith Esq
J G Field & Co
Scotia House
275 Thornton Road
Bradford

Dear Mr Smith

Further to your letter of the 2nd June 1982
we write to advise you that the up to date
interest accrued on account number 11933746,
L/Roycove amounts to £169-83.

We trust this information is sufficient for
your purposes.

Yours sincerely



R J Denney
Assistant Manager.



D. S. & Co.
(Sheepfarming) Ltd.

ABBAY MILL FARM
ABBAY ROAD
KNARESBOROUGH
NORTH YORKSHIRE

Incorporated in England
Registered No. 247115
Telephone Harrogate (0423) 862115
Telex 517679 Engwol G

7th June 1982.

Directors:
C. M. L. Smith
H. G. Allen
W. R. Luxton

Secretary:
G. Smith

Associated Companies
(Registered in the Falkland Islands)
San Carlos Sheep Farming Co. Ltd.
Mount Osborne Ltd.

To Mr. D.A. Britton,
The Falkland Islands Co. Ltd.,
94a Whitechapel High Street,
London E1 7RH.

Dear Mr. Britton,

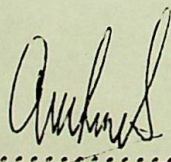
Thank you for your letter dated 3rd June 1982, I enclose a cheque for £2000 (2000) payable to the Falkland Islands Trading Co. a/c SANCARLOS, this is not a large amount of money and once JB account is reconciled, we can view the position then. I am reasonably sure that the £6000 sent to the Islands in the latter part of March, will infact still in part be available for funding purchases in the Islands, it may well have been partly transferred by Mr. Monk to the FIGSB but as with so many transactions been interrupted by the invasion of April 2nd, with normal transfers back to FITC being prevented.

I agree almost entirely with the contents and sentiments of your letter, firstly the safety of everyone in the Islands and then the re-building of the farms, the reparation of damage and the re-establishment of the farms economy. I hope that no one is physically hurt or suffers, but mistrust the appointed military "authorities" in the Islands, who themselves are an extreme faction of an extreme military government. I believe the majority of the Islanders are a resilient bunch and will recover from the strains they have suffered and face the future with the determination they have demonstrated in the past. In the meantime I pray for their safety and freedom.

I did not believe Mr. Carlisle's inferences that you agreed with his extra-ordinary views. I think possibly there may be more to this affair than at first meets the eye, I am not sure what events took place in the Islands, with reference to Mr Carlisle, following the invasion on April 2nd and his departure, with the Argentine military "Authorities" assistance to Comodoro, where he made his statements purporting to represent majority Islander opinion. Currently Mr & Mrs Carlisle own 54% of SanCarlos and DS & Co 66% and the Directors of the Company are Mr Luxton, Mr R.Pitaluga, Mr A.Monk, Mr Carlisle and I. Mr Carlisle has no authority to act for the Company without the express authority of a properly constituted Directors Meeting. His activities prior to and following the invasion seem to have been intended to be most disruptive in all respects, my single greatest concern, was when he wrongly represented himself as speaking on behalf of the majority of Islanders, when clearly it was merely his own opinion, and, secondly matters and people he may have discussed with the Argentine "Authorities" prior to his departure from the Islands. In any event we can only for the time being speculate on such matters. The truth will eventually be known.

Let us hope that soon we will hear good news from the Islands and that everyone is safe and well.

Yours sincerely,



..... C.M.L. Smith.

D. S. & Co.
(Sheepfarming) Ltd.

**ABBAY MILL FARM
ABBAY ROAD
KNARESBOROUGH
NORTH YORKSHIRE**

Incorporated in England
Registered No. 247115
Telephone Harrogate (0423) 862115
Telex 517679 Engwol G

Directors:
C. M. L. Smith
H. G. Allen
W. R. Luxton

Secretary:
G. Smith

Associated Companies
(Registered in the Falkland Islands)
San Carlos Sheep Farming Co. Ltd.
Mount Osborne Ltd.

To Mr. D.A. Britton,
The Falkland Islands Co. Ltd.,
94a Whitechapel High Street,
London E1 7RH.

8th June 1982.

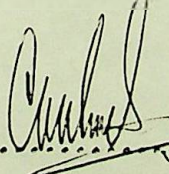
Dear David,

Our letters dated 7th June 1982 crossed, in any event, following our telephone conversation today. I feel that any differences between us should now be firmly forgotten and treated as "water-under-the-bridge". Much greater events have taken place, pulling into insignificance any matters we disagreed upon. We have now many more matters of agreement, not least the wish to see a speedy and safe freeing of the Islanders, generally the reconstruction of the farm economy and supporting services, thirdly hopefully playing our part in developing a better and more hopeful future for those who live and work in the Islands and for businesses trading in the Islands. In this rather larger perspective we have many areas in common, the work of reconstruction on PIC farms and Independents such as JB will be a major task, best tackled, with a united front, rather than disarray, which will benefit no one.

Regarding the Carlisle, I was interested to hear your thoughts and that you feel there might also be more behind the scenes yet to be revealed. Perhaps when the Islands are fully free again, the truth will be known. This is a minor issue, again, in the whole perspective of current events, however, it is very close to home and I regret ever having involved Captain Carlisle in the Islands, being over-impressed originally with his background and relations, which he laid stress upon. His outspoken statements do not concur with those normally held by some-one of his own description in letters to me.

With any disagreements firmly buried, lets hope that we can all now tackle the main and immense problems in front of us both at JB and through-out the farms in the Islands. I shudder to imagine what events may be taking place, even in West Falkland, where B or Fox Bay may also have suffered at the hands of ill-equipped and supplied isolated Argentine troops. The damage suffered on any farm is still to be revealed, it may be that the rams were not put-at, it may be that property, buildings are damaged or destroyed, stores and materials looted, fencing, jetties or bridges in need of repair, we just do not know, the wool clip may have been exposed to the elements and consequent loss. First must come the safety of the Islanders, this we can do little or nothing about, it is in the hands of courageous paratroops and marines and the rest of BE forces. We can do our bit however, to help in a united front on the reconstruction of the Islands.

Yours sincerely,


..... C.M.L. Smith.

J. G. FIELD & CO. Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

Updating of information usually Broadcast each Friday from Port Stanley.

11th June 1982.

Australian Wool Market since 21st May 1982.

Australian Wool Commission Published Prices.

Fleeces.

<u>Micron.</u>	<u>Aust.Cents Clean</u>	<u>Equivalent PKG Clean</u>	<u>Pence Change</u>	<u>Exchange Rate.</u>
22	523	306	+3	170.75
23	472	276	+2	
24	440	258	+1	
25	418	245	-4	
27	385	225	+3	
30	304	178	-4	

Crossbred Oddments.

XBDCA	235	138	+1	
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Markets generally firm but very quiet.
Sterling a little weaker.
Sterling wool prices no great change.

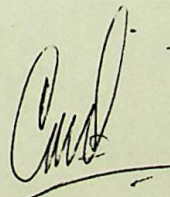
General Note,

JGF is offering a few bales of Hoggets 24.9 my at 300pkg Dry, the last instruction received from that farm, but the general market level is somewhat lower (about 275/280pkg Dry region). We are also offering one lot of 25.3my hoggets at 285pk and a mixed lot of bellies/necks and fleece 26.1my (bulk bellies) at 235pk Dry. The market is very quiet, with few buyers showing any interest. "Doldrums".

FW, JH & Hammand all quiet.

Weight Lists.

Assuming a return to normal conditions, we urgently need copies airmailing by what-ever means of transport may be available, of all Independant Farm wool not shipped on the 1st Voyage AES.



Directors:
C. M. L. Smith
H. G. Allen
W. R. Luxton

Secretary:
G. Smith

Associated Companies
(Registered in the Falkland Islands)
San Carlos Sheep Farming Co. Ltd.
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ABBAY MILL FARM
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NORTH YORKSHIRE

Incorporated in England
Registered No. 247115
Telephone Harrogate (0423) 862115
Telex 517679 Engwol G

To The Falkland Islands Sheepowners' Association,
c/O Miss P.C. Norman,
4, The Chine,
Farnham,
Surrey.

11th June 1982,

Dear Phyllis,

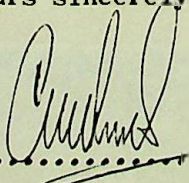
Reference the FISOA Meeting on 16th June 1982, I acknowledge receipt of the Agenda.

- 1) I apologise for my absence from the meeting.
- 2) Mr M.C. Waldron will be most sadly missed.
- 3) Regarding the Position of the 1981/2 Wool Clip. The majority of the Independent farms have sold the balance of their wools through J.G. Field & Co, it should be expected that all the buyers will meet their contractual obligations, no matter how long the delay in shipment, I feel sure they will honour the "Force majeure" clauses of the wool confederations, which cover in full this situation. Therefore Contract, deliveries and payments should all be completed.

However the most important position to eventually ascertain, when conditions allow, is if the wool is still safely stored, under cover, in Stanley warehouses. If the bales of wool have been removed and exposed to the elements, I can only imagine that the wool will have become thoroughly wet with winter conditions. This wetting would be the worst possible damage that could occur to the wool-clip and the consequential chemical reaction and "heating-up" of the wool fibre in its greasy state, will lead to irretrievable deterioration of the wool, probably leading to total loss and non-shipment. This would again be covered by the Confederations "Force Majeure" clauses and the farms would not be obligated to replace the wool, by the buyers. However the consequential loss of revenue from the wool clip would be disastrous to the Independent and the FIC farms and whilst the wool is covered fully by Insurance, through FIC and I think the Royal Insurance Co, I am somewhat doubtful if they will pay-out under a War clause ruling. Needless to say the loss of this wool without Insurance settlement or some other form of compensation would be ruinous to practically all the farms in the Islands.

- 4) I pray soon that we may soon hear that all our friends in the Islands are safe and well.

Yours sincerely,


..... C.M.L. Smith.



Foreign and Commonwealth Office

London SW1A 2AH

Telephone 01-

C M L Smith Esq
DS & Co (Sheep Farming) Ltd
Abbey Mill Farm
Abbey Mill Road
Knaresborough
N. Yorks

Your reference

Our reference

Date

Dear Mr Smith,

Although we have never actually met I have heard that your name frequently mentioned by such people as Bill Luxton and Adrian Monk and no doubt our paths will cross sometime. I write now briefly to thank you for sending me copies of documents relating to J G Field and Company transactions concerning the Roy Cove wool. I am, of course, filing these here and hope soon to be in a position to hand them over to Adrian who of course has a watching brief on Roy Cove affairs in his capacity of Government Agricultural Officer.

There is however one small matter which I would like to take up with you concerning the documentation you are sending me, namely the copies of our correspondence which you have enclosed. These include exchanges of correspondence between yourself and David Britton and also papers relating to other farms. It occurred to me to wonder whether these might have been included in error or whether, in fact, you wished me to be aware of these matters and to have copies of the relevant documents. Naturally such papers are treated by me as being entirely private, but I thought I should perhaps make this enquiry just to be sure that they had not been sent to me in error.

I would much appreciate your advice on this and look forward to meeting you in due course. No doubt like us you are constantly thinking of present events in the Islands and hoping for a speedy and satisfactory outcome. Please let me know if there is anything I can do to assist in your particular activities concerning the Islands.

Yours sincerely

F E Baker

J. G. FIELD & CO.

Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

To Mr. Charles Hazelton,
The Falkland Islands Co. Ltd.,
94a Whitechapel High Street,
London E1 7RH.

11th June 1982.

Dear Charles,

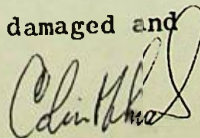
Many thanks for your letter dated 9th June 1982., regarding Mark F Bale Nr. 32., since reading past correspondence I now see that this bale was dropped in the water at the jetty at Teal Inlet and was not shipped per the AES 1st shipment thus agreeing with your figure of 110 bales shipped Nos 1-111 less bale Nr 32.

Regarding weight lists of the Independant Farms, it would be very helpful, if you have copies, to send photostats to me at J.G.Field of any of the following :-

<u>Mark.</u>	<u>1st Ship</u>	<u>Already Received.</u>	<u>Not received and copies appreciated.</u> (photostats will do)
JB	1-100	101-220	221 & up.
HP	1-59	-	60 & up.
L/RoyCove	1-90	91-211	212 & up.
MP	1-16	17-31	32 & up.
NWLI	1-26	-	27 & up.
TPMK	1-21	22-33	34 & up.
MM	1-32	33-52	53 & up.
HE	1-18	19-30	31 & up.
GHSB	1-37	-	38 & up.
S & S	1-91	92-180	181 & up.
TRI/PH	1-33	-	34 & up.
TRI/DH	1-39	-	39 & up.
TRI/FB	1-67	68-79	80 & up.
AP	1-100	-	101 & up.
NIPCO	1-22	-	23 & up.
Golding.	1-29	-	30 & up.
TR	1-42 & 51-72	-	43-50, 73 & up.
BB	-	-	1 & up.
Split/Felton	-	-	1 & up.
Sedge.	-	-	1 & up.
HRII	1-40	-	41 & up.
H & B	1-91	92-211	212 & up.
B & H	-	-	1 & up.
F	1-111	112-193	194 & up.
Z	1-100	101-200	201 & up.
RPM	1-15	-	16 & up.
WP	1-28	29-50	51 & up.
S & C M KI	1-33	34-74	75 & up.

When the wool will be shipped, is impossible to judge, indeed it may be damaged and lost, in any event, we will need to prepare documentation.

Thanks,



From C.M.L.Smith, Abbey Mill Farm, Abbey Road, Knaresborough, North Yorkshire.
To the Falkland Islands Independent Farmers, Private & Confidential, Dated 15th June 1982.

SURRENDER of the Argentine Forces in the Islands, this is a very fine day to celebrate, and to praise the courage and determination of the British troops, through-out the task force, the remarkable achievements in the face of the Argentine Airforce, thousands of troops in prepared positions and adverse weather and sea conditions is an indication of the professionalism and bravery of HM Forces. I never thought that this day would really be reached, although I hoped and prepared for it and now it is here the reality of it has bearily sunk in.

These envelopes contain, in some instances core -test results, debit & credit notes, market information in others newspaper cuttings and financial information. This has been a most difficult time, not only because of the continuous worry for friends in the Islands but because lack of communications have prevented receiving the Independent farms instructions. JGF and I have endeavoured to act in your best interests. Some of the enclosures of a financial nature with the opening of trustee deposit accounts earning interest for 18 farms are very confidential and the information is restricted to the 18 farms involved and of course the actual sums of money involved have been revealed only to the particular farm involved.

It has been difficult to judge if these envelopes have been in fact worth keeping to this extent, as I am sure that on receipt in the Islands, everyone will be upto their necks in re-constructing their day-to-day lives and many of the enclosures will seem immaterial. It has also been difficult to judge, on how much information to reveal, about some matters, but, better to be thought of as revealing too much, in confidence, to the Independent farmers only, than to reveal to little and especially as individual communications on a day to day basis have not been possible, as in the past.

Specifications.

Whether the wool in Stanley is damaged or undamaged, please send all remaining wool specifications, for the entire remainder of the clip.

News Broadcasts. - I have restricted myself to comments, on the way of life in the Islands, farming and wool marketing, plus comment on Captain E.P.Carlisle's extraordinary statements.

When questioned about FIC, I have been scrupulous in avoiding any comment on differences in policy and have endeavoured to present a united front.

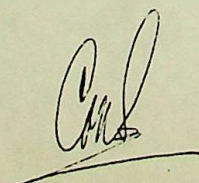
Perhaps this would be summed up by a request from NBC News to appear on a program with Mr Needham about the Islands economy I quote my telex reply today. "You will soon be able to send an NBC News Team to the Islands and ask the inhabitants of the Islands their views for the future, their freedom to express their opinion and to determine their future coupled with the ability for NBC to ask them without any outside pressure or prejudice, is one of the points of principle which have been at stake. Whilst I personally have very deep felt feelings for the Islands and friends there, these are basically an outsiders viewpoint and inevitably tainted with commerce and prejudice. I feel strongly that it is for the Islanders to speak for themselves."

Wool Markets.

As you will see from the attached reports, wool prices are fairly static in quiet trading, with hoggets around 275/280 and B grade fleeces around 230/235 pence clean dry. However demand is very slack, much less than in January and is only matched by current lack of supply as the wool selling season heads to a recess. Prices remain close to the current floor price levels and other than due to some strengthening in the value of sterling, sterling wool prices seem to be stable for the time being. The wool Boards are expected to seek a modest increase in the Floor prices for next season.

The writer is leaving on an extensive business trip between 18th July and 10th August, and, hopefully intends to visit the Islands in late October or early November.

No doubt there will be much to be done, many decisions to be taken, by everyone in and connected with the Islands, but, now there are clearly many and powerful friendly influences at work, to assist in taking those decisions and reconstructing the Islands. I hope we all look forward to a better future.



Telegrams Crown London SW1
Telephone 01 222 7730
Telex 916205

CROWN AGENTS
FOR OVERSEA GOVERNMENTS AND ADMINISTRATIONS

4 MILLBANK
LONDON SW1P 3JD

our ref AOS REM

our ref Letter of 8/6/82

Date 10 JUN 1982

received
from Mrs. J. G. Field & Co
Scotia House
275 Thornton Road
Bradford BD8 8LT

RECEIPT

Service	Amount
Remittance for £169-83 has been received as per your above quoted letter	£169-83

FOR CROWN AGENTS FOR OVERSEA GOVERNMENTS AND ADMINISTRATIONS

[Signature]

D. S. & Co.
(Sheepfarming) Ltd.

ABBAY MILL FARM
ABBAY ROAD
KNARESBOROUGH
NORTH YORKSHIRE

Incorporated in England
Registered No. 247115
Telephone Harrogate (0423) 862115
Telex 517679 Engwol G

Directors:
C. M. L. Smith
H. G. Allen
W. R. Luxton
Secretary:
G. Smith

Associated Companies
(Registered in the Falkland Islands)
San Carlos Sheep Farming Co. Ltd.
Mount Osborne Ltd.

To Mr. F. E. Baker,
Chief Secretary,
The Falkland Islands Government,
c/o The Foreign & Commonwealth Office,
South American Department,
Room Number K267,
King Charles Street,
London SW1.

15th June 1982,

Dear Mr. Baker,

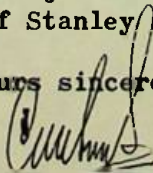
Thank you for your letter received today, a day full of good news from the Islands. I too hope that you will soon be able to pass them to Adrian (i.e the RoyCove papers), and in the very near future. I had heard a rumour, that he was being held as a guest of Menendez at Government House, following damage to 5B Ross Road West, I do not know if this is fact or indeed if he was a willing guest, knowing Adrian he will be glad to see the backs of the Argentines as they sail away to whence they came.

As to the enclosures, this has been a most difficult time, in managing the JGF Falkland wool Agencies, our day to day communications, with all our farm Principals, large and small, including The Falkland Islands Government/FIG+L/RoyCove have been all but severed, with no postal or telex links. Previously matters were dealt with on a day to day basis, according to the Principals instructions, however, following April 2nd we were forced to take major decisions including the payment of over £300,000 of monies belonging to the Independent Farms, which in the event we placed in Trustee Deposit accounts earning over £600 per week, for our Principals. However these were difficult decisions and not beyond criticism as we had not received direct instructions from the Independent farms, this is why I wished you, as a part of FIG to be aware of the action we had taken and that I knew such papers would be kept entirely private. With such large sums of money involved it is essential that any actions we took, should be seen to be beyond reproach and that we had made every effort to disclose our decision. Subsequently we were asked by FIC to pay sums from these accounts, which again were difficult decisions, without contact with our Principals. I do hope, that in the event, we have acted in the best interest of the farms, as was and remains our intention.

JGF & Co., acts as the farmers Agent, we follow the farms instructions and provide them with every piece of information at our disposal. We always endeavour to keep individual farms financial matters, strictly confidential to that farm, whilst at the same time providing the maximum information to the farms, about the marketing of their wools, current market conditions and prices, core test and laboratory results, shipping and handling information etc., we are always seeking comment and criticism on how we can improve, from our Principals, and at times receive it.

After the Argentine invasion and surrender, there will no doubt be a period of reconstruction, just as before April 2nd, JGF and I will be striving as the Independent Farmers Agent, to further improve the marketing of FI wool. In this thought I am sure we share a common view just as today I am sure we share grateful thanks to HM forces for the recovery of Stanley and the Islands.

Yours sincerely,



C.M.L. Smith.

(D)

Represents the following Falkland Islands Farm Principals.

Owners.	Name of Station.	Rams	Ewes Breeding	Ewes Cast	Ewes Maiden	Wethers	Hoggets	Total Sheep	Sheep Shorn	Kilos Wool	Lambs	Horses	Cattle	Dogs	Poultry	Swine	Labour Employed
& R Hills	Moody Valley.	34	645	223	190	1010	523	2625	2556	9253	560	4	71	4	-	-	3
San Carlos SFCo	San Carlos.	347	9411	833	2581	9057	5434	27663	24502	82690	5855	130	560	32	226	-	16
Pitaluga Co	Gibraltar.	163	5283	190	1586	6390	3204	16816	15476	56790	3730	44	113	19	86	-	10
Neil Watson	Long Isl.	20	60	649	1276	1191	-	3196	3196	11600	-	35	51	4	20	-	1
Water Goss	Horse Shoe Bay	74	2266	1637	480	947	98	5502	5502	20000	-	15	29	3	12	-	1
Philips.	Mount Kent.	6	483	236	-	2331	-	3056	3056	11200	-	6	42	5	12	-	1
T.Heathman	Estancia.	8	260	278	-	872	1450	2868	2868	10400	-	8	40	6	6	-	1
Molkenbuhr	Murrel River.	21	520	700	-	2100	-	3311	3311	12200	-	10	34	9	71	3	2
J.McPhee	Brookfield.	49	1316	250	100	60	795	2570	2570	9400	-	26	31	21	46	7	2
Smith Bros	Berkeley Sound.	87	6214	-	1560	5299	3115	16275	14631	48262	3211	40	221	23	76	2	7
Kilmartin	Bluff Cove.	78	2659	-	978	879	-	4591	3709	9797	7892	2	50	5	28	-	2
Douglas St.Ltd	Douglas.	173	6176	-	1209	5878	2635	16071	14364	44588	2874	128	298	28	169	-	9
Seal Inlet Ltd.	Evelyn.	299	8183	278	2336	5754	4076	20926	19435	64637	4819	82	274	26	-	-	9
St.HJ Pitaluga	Rincon Grande	93	2750	480	522	3703	1285	8833	7976	30254	1285	71	68	8	78	7	4
Bundes R Hills	Sparrow Cove	17	636	-	-	193	88	934	817	3946	306	4	8	3	-	-	2
Holmsted Blake	Hill Cove.	398	11936	-	2804	13061	6812	35011	32946	116982	7646	91	392	47	-	1	17
Macke Bros	Fox Bay East.	273	10099	100	2242	10014	6717	29445	26672	108455	6052	69	176	31	-	-	19
Chartres SFCo	Chartres.	425	8603	2000	2476	7971	5666	27141	27788	96253	5666	124	331	51	302	1	18
& F Ltd	RoyCove.	146	6183	600	1666	6829	3462	18886	16674	71532	3698	53	191	24	78	-	12
Dean Bros	Pebble Island	181	2622	-	795	2820	1623	8041	7907	25991	1713	324	93	11	-	-	3
R.P.McGill	Carcass Island	12	388	285	173	669	408	1935	2045	9525	408	-	27	7	67	-	1
R.B.Napier	West Point.	14	635	40	291	801	395	2196	2011	9117	415	2	21	-	32	-	1
McCallum	New Island.	2	510	712	150	595	145	2111	1954	9525	145	6	17	2	13	-	1
S.R. C Miller	Keppel Island.	25	791	236	330	1431	577	3390	2851	11974	580	7	57	5	32	-	1
Hirtle	Golding Island	20	680	-	220	1700	312	2932	2620	12201	342	3	15	7	21	-	2
A. Felton	Split Island.	1	78	-	20	22	75	196	131	590	75	-	-	-	-	-	1

Subtotal

Partially Represented.

Browning	Mullet Creek.*	48	782	17	-	208	134	1189	1151	2585	306	4	8	3	-	-	2
Port San Carlos Ltd	P.S.C.	339	11133	1700	3386	9251	7633	33442	29163	102512	8114	120	706	48	165	2	16
L Waldron Ltd	Port Howard.	453	13638	-	3581	11865	8234	35400	35400	135866	9083	172	630	44	213	2	21
H Hamilton	Weddel Group.	113	3080	421	898	3328	1578	9418	8474	35607	1700	50	192	19	112	5	8
H Hamilton	Saunders Is.	181	2622	-	795	2820	1623	8041	7007	25991	1713	24	93	11	-	-	3
C.Clifton	Sea Lion Is.	11	270	-	317	699	316	1613	1584	9601	145	2	21	-	-	-	1
Macbeth.	Sedge Is.*	12	147	60	40	611	81	957	873	3447	85	-	10	-	-	-	2

Now fully represented.

4250 126068 13866 33680 127278 73114 378031 343482 1281000 81380 1789 5225 563 2420 32 197

**J. G. FIELD & CO.***Wool Brokers . Merchants . Insurance Assessors .*

VAT. 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ, England

Our Ref:- CMIS/MLDD

1 April, 1981.

FALKLAND ISLANDS WOOLS

The Terms and conditions of sale of Falkland Islands Wools to the Buyers and the Agreement with J.G. Field & Co. (hereinafter called the Agent) will be as follows:-

- (1) All Wools, as normal will be Delivered Bower Green, Bradford with all charges the farms account.
- (2) Payment by the Buyer, as normal, 14 days Grace - nett cash prompt against Invoice and Delivery Order, no Wools will be transferred at Bower Green to the Buyers order until payment has been received by the farms Bankers from the Buyer.
- (3) Payment to be made to the Independent Farms Bankers in the United Kingdom or to "F.I.T.C." account at Barclays Bank, Lombard Street by the Buyer, as per the farms instructions, after deduction of the Agents Commissions and any Service charges.
- (4) All Insurances and Warehouse charges will be the responsibility of the farm upto payment by the Buyer and thereafter will be the responsibility of the Buyer.
- (5) The Agent will use at all times his best endeavours to promote and extend the sales of the farms products and to work diligently to obtain orders.
- (6) The Agent will promptly submit to the Farms all enquiries for the products from purchasers in sufficiently full and accurate details as to enable the Farms with the least possible delay to respond effectively to the enquiries and to fulfil the orders.
- (7) The Agent will in all correspondence and other dealings relating directly or indirectly to the sale of the products clearly indicate that it is acting as selling Agent for the farms.

Continued .?/...

J. G. FIELD & CO. *Wool Brokers . Merchants . Insurance Assessors .*

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ, England

2/Continued

- (8) The Agent will not accept orders or make contracts on behalf of the farms other than subject to confirmation and acceptance by the farms and to the farms conditions of sale for the time being operative and will not make any promises, representations, warranties or guarantees with reference to the products except such as are consistent with those conditions of sale.
- (9) The Agent will not incur any liability on behalf of the Farms or in any way pledge or purport to pledge the Farm's Credit or accept any order or make any contracts binding upon the Farm without the Farm first approving the terms.
- (10) The Agent will not at any time after making this Agreement divulge any information in relation to the Farm's affairs or business or method of carrying on business.
- (11) The farm at its own expense will supply the Agent with such amount of samples, weight lists and prices as it considers reasonably sufficient with a view to promoting the sale of its products.
- (12) The farm will reimburse the Agent in full for all expenses and costs incurred by the Agent in connection with disputes between the farm and the Buyer.
- (13) All goods comprised in orders accepted by the Farm shall be subject to the International Wool Textile Organisation terms and conditions and Arbitration Agreement.
- (14) The farm shall pay to the Agent a commission of two per cent on the gross Invoice price of the products in accordance with all orders ratified by the Farm.
- (15) Commission shall be paid by the Farm in respect only of those Invoices of the Farm which have been paid in full by the purchasers except where payments for purchases are made in instalments the Agent shall be entitled to be paid a proportionate part of the commission on receipt by the Farms Bankers of each such payment.
- (16) The Agent will provide when requested by the farm a "lotting" service, splitting the Wool shipping specification into saleable lots and issuing instructions to Bower Green Warehouse on behalf of the farm, with copies to the farm. A charge of £25 per shipment will be made by the Agent to the farm for this service.

Continued 3/...

J. G. FIELD & CO. *Wool Brokers . Merchants . Insurance Assessors .*

VAT. 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ, England

3/Continued

- (17) The Agent will provide when requested by the farm a "core-testing" service, using an Independent recognised Testing Authority, Wool Testing Services International. The farm will reimburse the Agent the actual costs of the tests, as evidenced by Invoices plus a service charge of £5 per lot tested. Half the core-test charges will automatically be credited to the farm if the Wool is sold through the Agent on a clean basis.
- (18) The Agent will provide when requested an Invoicing service on behalf of the farm. The farm will remain the Principal and Contractual party but the Agent will prepare on the farms behalf Sales contract, Sales Invoice and attached weight lists and delivery orders sending these to the Buyer on the farms behalf, with copies sent at the same time to the farm. A charge of £10 per order will be made by the Agent to the farm for this service.
- (19) This agreement does not appoint the Agent to be the farms sole and exclusive Agent for the sale of its products and the farm may sell its products to any Buyer as it sees fit.
- (20) Any dispute difference or question which may arise at any time hereafter between the Farm and the Agent shall be referred to the decision of a single arbitrator to be agreed upon between the parties or in default of agreement for fourteen days to be appointed at the request of either party by the President for the time being of the Bradford Chamber of Commerce in accordance with and subject to the provisions of the Arbitration Act 1950 or any statutory modification or re-enactment thereof for the time being. The agreement shall be deemed to have been made in England and the construction, validity and performance of the Agreement shall be governed in all respects by English Law.
- (21) Any transactions carried out by J.G. Field & Company will, as Agent on the Farms behalf, incorporate the Terms and Conditions set out in paragraphs 1 to 20 above. These paragraphs are based upon the standard Agency Agreement normally drawn up between Agent and Principal in the U.K. textile industry.

For and on behalf of J.G. Field & Company.

J.G. Field

.....

(8)

The Falkland Islands Company, Limited

(INCORPORATED BY ROYAL CHARTER 1851)

REGISTERED 1902

Registration No. 74300 England
Telephone: 01-377 0566
Telegrams: Fleetwing, London E1

Registered Office
94A WHITECHAPEL HIGH STREET
LONDON, E1 7RH

DAB/FN

14th January, 1981.

C.M.L. Smith, Esq.,
Abbey Mill Farm,
Abbey Road,
Knaresborough,
Yorks.

Dear Colin,

Wool Marketing 1981.

To give some advance information on our wool marketing proposals, I am enclosing a draft paper which you might have time to read before we meet here at Whitechapel at 11.15 a.m. on Tuesday, 20th January. There could be some alterations to the final format as not all of my own Board have seen it yet and there may be some additions or amendments which may need to be discussed at the meeting.

I have also sent a copy by hand today to Jim Clement in the Islands.

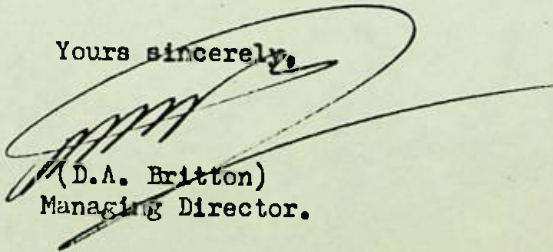
Unhappily Maurice Waldron is not too well at the moment although he has told me he will do his very best to make the meeting. If he cannot make the journey I know you will join me in wishing him a speedy recovery.

*not surprising
Maurice not
happy with
FIC.*

I look forward to meeting some members for the first time on Tuesday and hope you will have time to stay for a drink and sandwich lunch afterwards.

Sgt touch

Yours sincerely,


(D.A. Britton)
Managing Director.

FUTURE WOOLMARKETING PROPOSALS

1. F.I.C. WOOLMARKETING POLICY

- 1.1 F.I.C. will definitely not be entering their own wool clip into auction during 1981 (and almost certainly not thereafter).
- 1.2 A new marketing department has been created at Brearton Street, Bradford - formed out of David Smith & Company. This will be incorporated into The Falkland Islands Trading Co.Ltd under the control of the Managing Director of the Falkland Islands Company.
- 1.3 The marketing department will trade under the name -

FALKLAND (WOOLSALES)

Subject to registration of their business name (Referred to hereafter as F(W)..)

- 1.4 The objectives of F(W) will primarily be the marketing of Falkland Wool, but within restricted parameters it will also act as a wool merchant.
- 1.5 Woolsales can either be to end users, processors or Jacomb Hoare or Hammands, with the aim of maximising the price to the producing farm.

The Falkland Islands Company will be handling all their own wool in this way and invite client farmers to participate in the scheme on equal and identical terms to the F.I.C.farms.

2. PROCEDURES

- 2.1 F(W) will take control of wool ex U.K. port and arrange transport to warehouse, and lotting into suitable lots, generally not less than 20 bales. Actual cost of transport and handling to be met by the farms.
- 2.2 F(W) will arrange core testing of all lots directly after arrival at Bradford. Coretesting fees will be met by farms. (Usually 50% of coretesting fees are recovered from the ultimate buyer). Coretest results to be advised immediately to farms by F(W).
- 2.3 All F.I.C. wool will be sold on certificate and it will not be F.I.C. policy to forward sell wool untested either on sheepback or in transit. It will become apparent through this document that pretesting is essential not only to enhance the value of the wool, but also to enable accurate precosting of sales contracts to take place thus establishing the maximum price that can be paid to the farms (F.I.C. or client). Participation of client farms in the scheme must therefore be subject to agreement to coretesting.
- 2.4 'Lots' of wool can be entered for sale at any time after test results are established, but F(W) must be given a reserve price before they will offer the wool on the market. Reserve prices may be altered or wool withdrawn from offer at any time it remains unsold.

*Marketing division
Fic marketing division
why put it through auction
when they have own marketing
division*

*✓✓✓
control
Fic 17.1*

*✓ combine running
in competition
with JH/HW/H/D/CW
how can it be
equal when Fic
own Fw.*

*Fw control
from port
why change from
Fic control?*

*Coretesting
not by
the farms
only farms should
only pay 50%*

*That be
certificate*

*no attempt
benefit of Fw the
should pay 50%*

*Reserve
price
Reserve prices fine
but if there is no
alternative how
can independent
use reserve price*

2. PROCEDURES cont/d..

2.5 To assist farm owners/managers to set meaningful reserves F(W) will provide weekly figures in U.K. and Stanley showing New Zealand, Australian and South American latest auction prices less selling commission, adjusted for currency and freight to equate to Bradford auction equivalent. The attached appendix (A) shows the format of this information and the method of calculation converting clean to greasy prices. A appendix (C) details test certificates.

less selling commission and freight with a true market indicator.

THIS EQUALS 2.6 9 1/2% on price to farm - Nuts! 7 1/2% on the gross price 9 1/2% 2%

As wool becomes available with specified reserve prices F(W) will set up sales contracts. Wool will be "sold at best" and an accurate costing carried out to determine the maximum price that can be paid to the farm, such price to be at or above reserve.

The method of establishing the price to be paid to the farms will be the actual sale price achieved by F(W) less a 7 1/2% marketing charge, less actual costs including finance and funding incurred. This is set out in more detail in Appendix B example 1.

F/W profit between \$80000/250000 after all expenses including overheads!! depending how much wool must be sold.

There will be an exception to the 7 1/2% marketing charge in the case of greasy baled wool being sold to Jacomb Hoare and Hammonds where the marketing charge will be 1p. per kilo only. This is set out in more detail in Appendix B example 2.

Hammond Jacomb Hoare only

To clarify the point of costs -

2.6.1 The farm will pay all freight, costs and storage up to the point when F(W) sell the wool.

2.6.2 F(W) Pay all ensuing costs and bear stocking charges up to the time of payment by the ultimate purchaser. These costs together with the marketing fee are deducted from the actual sale price to arrive at the price to be paid to the farm.

2.6.3 The system will apply equally to F.I.C. and client farms - there will be no distinction in terms of sale price, marketing fee, priority etc. between them.

The 7 1/2% (or 1p. per kilo in the case of Jacombs or Hammonds) has been fixed for the marketing fee as it has been estimated that with total support from all Island producers this will just about cover the operating overheads of the marketing department.

3. TERMS AND CONDITIONS

F.I.C. are convinced that by direct selling their own wool, the sheepfarming element of their business will receive the best price for their wool. The marketing policy has been set in such a way that Jacomb Hoare and Hammonds will continue to have access to the wool at equivalent price to our own marketing division and will therefore compete on equal terms.

what about other buyers? wool etc. this is a closed shop for FIC/HWH/JH !!! including the wool which F/W should be to sell no control of farms on time allowed

FIC wool pays marketing fee but FIC own the company overheads of \$10000 profit net of selling/processing/finance etc would be between \$165/335000 !!!

FIC wool sells for best price but FIC must take all the profit !!!

what about other buyers? they pay 7 1/2% on gross sales price HWH & JH only pay 1p - built in profit to disadvantage of non club members. inform all. write Chalkers Peckers Sabatier Rameau Sam Lela Roy Cole Johnsons phone given to all.

3. TERMS AND CONDITIONS cont/d..

3.1 Client farmers are invited to join the scheme by appointing F(W) as their sole selling agents, BUT the offer is conditional upon all client farmers participating. It would clearly be impractical to operate a telephone auction for some and direct selling for others.

Sole Agency.
no alternative if you are in your stay in.

3.2 If all client farmers freely and willingly agree to give F(W) 100% of their woolclip under the sole agency agreement, the conditions of pretesting and reserve price setting must also be accepted. The only exception would be for those small producers whose wool cannot be lotted into minimum 20 bales - or a few low quality wool bales - sweepings etc. where pretesting would not be warranted. In such cases reserve prices must still be given.

No option to own what about wool clips like Kettle and Special

3.3 The agreement will be for a period of one year to cover the 1980/81 woolclip and will be subject to review.

locked in for 1 year

4. ASSURANCES

It is recognised that client farms must have absolute confidence that F(W) are not receiving more than 7½% of the sale price (or 1p. per kilo for Jacombs/Hammonds and that sales contracts are matched to purchasers fairly between producers. The latter is particularly important because from time to time particularly lucrative sales contracts will be made which will in turn give rise to an exceptionally good price to the farms. The following safeguards are proposed.

4.1 F.I.C. are prepared to offer an auditors certificate annually to the F.I.S.O.A. which will validate that F(W) will have deducted 7½% of the selling price + or - 1% (See item 5.4)

Auction would not understand pre-sale contracts and accept that FIC show them

4.2 Immediately F(W) make a sale contract, pretesting will be carried out and a 'price to farm' established. This price will be compared with a running schedule and the contract will be matched to the first suitable lot on the 'wool offer' schedule strictly on a FIRST COME FIRST SERVED basis. - See Appendix B for further details.

No farm makes! the schedule would benefit FIC who run it and can see whole picture.

As wool is offered for sale it will be entered immediately on to the schedule in date (or if more than one offer in a day, also timed) sequence.

This schedule will be strictly confidential but will be available for spot checking by an independent arbiter who will be able to certify to the F.I.S.O.A. that sales contracts are correctly awarded. Any fees arising for this service to be met by the F.I.S.O.A. and apportioned.

5. GENERAL

5.1 Finance charges applied by F(W) will be at 2% over bank rate applied between the date of payment to the farm and the receipt of payment from the buyer.

Normal wheat take 1½%

*ECGD
BASE + 5%
BS overdraft
Base + 1½%
FIC overdraft
Base + 1%*

cont/d..

They charge 7½% on top of 2%

5. GENERAL cont'd..

Cont/d..

5.1 This will be allowed for when precosting, based on terms of the contract with the buyer, and there will be no adjustment subsequently against the farm in the event of late payment by the ultimate buyer.

no doubt this will allow for late payment in collg

FIC (F/W)

5.2 Bad debts arising from F(W) wool sales will be accepted by F(W).

They charge farms 7% ECEID Premium + 7 1/2%

5.3 Contracts for export sales to non sterling countries will have currency exchange rates covered by the bank, and charges arising will be included in precosting.

charge + 7 1/2%

There may be small exchange rate differences between the time F(W) quote an overseas buyer and the date contracts are made. In such cases F(W) will absorb currency variation up or down.

5.4 Although all precosting will allow exactly 7 1/2% marketing fee, the actual end profit to F(W) could vary marginally because of item 5.1 and 5.3 above - hence the 1% latitude suggested in the auditors certificate.

6 1/2 / 8 1/2 %

5.5 It is known that for a test certificate to have any value, the core testing must be carried out by an independent tester. If it is felt that testing should be carried out earlier in order to forward sell wool, it would be necessary to train and appoint an independent tester at Stanley. Subject to acceptable weighing machines being available, wool could be tested at Stanley - or conceivably at the farms. The cost of air mailing samples to U.K. however would be considerable. This is a matter on which F.I.C. seek the views of client owner/managers.

What about forward selling?

5.6 F(W) will continue to advise the F.I.S.O.A. of prices paid to farmers on a regular basis.

By radio? Ryan

6. MARKETING

It is felt that with the sole agency agreement, it will be easier to monitor the progression of wool to the ultimate garment manufacturer, and that it may well be worth while re-opening the question of a suitable trademark.

Equal for FIF to do as they like.

The problems of registration are acknowledged, but even if it is not practical to register a suitable mark it may well be advisable to create a suitable design and issue licences, even though it may be legally difficult to enforce any protection.

Registration is needed

F.I.C./F(W) would like to re-open discussions concerning the cost of registration and design with the aim of creating a marketing strategy directed towards the Pure Falkland Wool theme.

7. ALTERNATIVE

If client farmers do not accept the proposals put forward 'en masse', with reluctance F.I.C. will continue to run a telephone auction from London under the existing arrangements, but with no undertaking to enter any of their own wool into the auction.

Auction would be a fare if FIC wool not included

cont/d..

7. ALTERNATIVE cont/d..

F(W) would step into David Smith & Co. shoes and act as buyers of clients wool in competition with Jacombs and Hammonds.

In this event, F.I.C/F(W) would not 'lot' clients wool, organise coretesting, or give the previously suggested world price comparisons (para 2.5) on a F.O.C. basis. The company would however be prepared to negotiate through the F.I.S.O.A. suitable fees for carrying out all or any of these services, and also renegotiate the auction commission percentage.

threats!

higher prices for services!

APPENDIX (A).

WORLD WIDE WOOL COMPARISONS

Each Friday F(W) will correlate information on Australia, New Zealand and South American auction prices. These prices expressed in pence per kilo CLEAN DRY wool will be adjusted to give an equivalent Bradford price by allowing for auction handling costs as confirmed by the various wool boards - freight and transport - also confirmed by wool boards, and adjusted for current exchange rates.

Careful comparison has been made between Falkland wool which has been tested and Australian/New Zealand/South American specifications. The Falklands wool has been related as accurately as possible to equivalent grade.

A weekly Telex will be sent to Stanley (which hopefully can be broadcast by F.I.B.S) and a copy to F.I.C. London for U.K. information.

The format of the Telex will be as follows -

COMPARISONS W.E.....			
(A) F.I. Type	(B) Australian Price	(C) New Zealand Price	(D) South American Price
1	220 + 11	223 + 12	2 \$19 N.C.
2	200 + 11	204 + 7	200 + 5
3	197 + 7	200 + 7	196 + 5
4	194 + 7	193 + 5	187 + 4
5	191 + 6	192 + 5	186 + 4
6	192 + 7	190 + 4	185 N.C.
7	186 + 4	183 + 1	179 - 1
8	184 + 1	182 N.C.	178 - 2
9	175 + 1	174 - 1	170 - 2

200 + 11 + Dry + 205 + Exchange

category 1 G.S.

17V 4.50 + 241 to 15700

195 dry

+ 100

to 191 + premium

205

These prices must be imaginary

no deduction of 75%

All prices above are quoted in clean dry pence per kilo. The + or - figures refer to changes from the previous week. Testing to IWTO/WTS standards.

To calculate the more commonly expressed greasy equivalent price multiply the clean dry price quoted in the Telex for the applicable type by the core test yield; - for example

B Grade fleeces 29.5 MY 68.97% Dry at 193p.per kilo (F.I.type 4)

$$193 \times 68.9\% = 133\text{p/kilo greasy.}$$

APPENDIX B

The policy states that wool will be assembled into saleable lots at Bradford by F(W) who will arrange core-testing and give result of tests to the producer. The producer will also have received advice on New Zealand, Australian and South American wool prices and at any time will be able to give instructions to F(W) to sell specific lots with a reserve minimum price against each lot.

The producer will pay all freight and wharfage charges, Stanley to U.K., delivery costs docks to warehouse, warehouse charges up to the point of sale and core-testing charges.

It will be assumed that once a lot has been entered for sale and a reserve given it will be freely available to F(W) until instructions are given either to withdraw from sale or a new reserve stated.

F(W) will also advise producers when a demand exists and will give advice when lots ~~should~~ ^{must} be entered for sale.

F(W) will make best efforts to sell all available lots at best prices - either in greasy or processed form and will pay the producer:-

Sale price of the wool including 50% of core-testing charges where recovered

LESS

- a) Warehouse charges after point of purchase
- b) Transportation charges (Freight and carriage)
- c) Sorting, scouring, top-making and other processing charges, allowing for wool losses in processing and packing.
- d) Final certificates if applicable.
- e) Funding costs between date of payment to producer and date of payment by purchaser at Bank rate + 2%
- f) Any other costs arising between points of purchase and sale i.e. middle commission agent
- g) Marketing charge $7\frac{1}{2}\%$ sale or 1p. per kilo (J.H. & Hammands)

no line credit control F.W.
no line credit F.W.
credit control F.W.
overcharge
7 1/2% on gross commission

*= 7 1/2% on gross selling price before office overhead after paying all else!
Gross Margin!*

Columns (A) to (D) in the Telex refer to the following specifications.

Pieces
Copy of my own work

COLUMN (A) refers Falkland Island types.

- 1 = Hogget Fleeces 25.5 MY *24/26*
- 2 = A Grade Fleeces 27.5 MY *26/29*
- 3 = AA Grade Fleeces 27.5 MY *26/29*
- 4 = B Grade Fleeces 29.5 MY *28/30.5*
- 5 = BB Grade Fleeces 29.5 MY *28/30.5*
- 6 = C Grade Fleeces 30.5 MY *29/33*
- 7 = CC Grade Fleeces 30.5 MY *29/33*
- 8 = Bellies/1st Pieces 30.5 MY *29/33*
- 9 = 2nd/Stained Pieces 32.5 MY *29/34*

COLUMN (B) refers Australian Types equivalent to Falkland

- 1 = Type 432 Australian fleece 60's 25.5MY good/average style and length
- 2 = Type 433 Australian fleece 58's 27.5MY " " " " "
- 3 = Type 443 Australian fleece 58's 27.5MY average " " "
- 4 = Type 434 Australian fleece 56's 29.5MY good/average " " "
- 5 = Type 444 Australian fleece 56's 29.5MY average " " "
- 6 = Type 435 Australian fleece 56's 30.5MY average " " "
- 7 = Type 445 Australian fleece 56's 30.5MY average " " "
- 8 = Type 479 Australian good average broken, 1st pieces and best combing bellies, good length. 30.5MY 56's
- 9 = Type 507 Australian stained pieces good length 50's/56's 32.5MY (source Australian wool commission/Marubeni Australia)

Wool lying Bradford.

COLUMN (C) refers New Zealand Wool Board types equivalent to Falkland.

- 1 = 25AIV 60's 25MY good/average style 85mm + length *Fleece*
- 2 = 27AIV 58's 27MY " " " 90mm + length
- 3 = 27F2W 58's 27MY average " 75/110mm length
- 4 = 29AIV 56's 29MY good/average style 100mm + length
- 5 = 29F2W 56's 29MY average style 85/110 length
- 6 = 31AIV 56's 31MY good/average style 110mm + length
- 7 = 31F2W 56's 31MY " " " 100/125mm length *Bellies*
- 8 = 31BIX 56's 31MY " " " 75/110mm length *Pieces (too coarse.)*
- 9 = 35YL 50's 35MY Heavy stained and long.

(source New Zealand wool Board/Marshall New Zealand)

COLUMN (D) refers to South American types equivalent to Falkland.

- 1 = 25.5 MICRON SUPER FLEECES 75 - 80 MM LENGTH
- 2 = 27.5 Micron Super Fleeces 78 - 82
- 3 = 27.5 Micron Good/Super Fleeces 75 - 78
- 4 = 29.5 Micron Super Fleeces 80 - 85
- 5 = 29.5 Micron Good/Super Fleeces 75 - 80
- 6 = 31.5 Micron Super Fleeces 83 - 88
- 7 = 31.5 Micron Good/Super Fleeces 80 - 85
- 8 = 31/32 Micron Average Fleeces 75 - 70
- 9 = 31/32 Micron Average Fleeces 70 - 75.

WHICH SOUTH AMERICAN?
FIV ?
PUNTA ?
ARGENTINE ?
where do you find
25.5 MY S. American
75/80mm ? only some
hoggets already not
AV. How regularly are
they graded?

EXAMPLE 1

LOT NO. 1

- 1) 20 bales B.B. ewes - nett weight 5880 kilos tested at 65.0% yield.
- 2) Greasy reserve price 110 p/kilo (equivalent 169.2 p/kilo clean)
- 3) Clean selling price per kilo 242.0p.

Costs per

Kilo...	Processing and sorting	2.7
	Scouring	23.3
	Wool losses	3.6
	Finance	1.6 (Purchase date to invoice date i.e. during processing)
	Freight/Carriage	7.5
	Sales commission agent	4.5
	Packing	2.8
	Finance	4.7 (Sale date to payment date. i.e. credit term to buyer)

50.7

Marketing charge
7½% x 242

18.2

(10½%) not 7½%

=====

TOTAL COSTS

68.9 Clean equivalents

=====

Sale Price Clean
Total costs Clean

242.0p
(68.9p)

PRICE TO FARM CLEAN

173.1p

at 65% yield equal
to greasy

112.5 = Price paid to farm

Compared with

110.0 Reserve

*173.1 price to farm (18.2 Commission) / 10.5%
before overhead of office.*

EXAMPLE 2

LOT NO.2

20 Bales B.B.ewes - nett weight 5,880 kilos

Sale: 5880 kilos at 112p (To Jacomb)	6,585.6
50% core-testing at 1.2p kilo	35.3
	<hr/>
	6620.9
	<hr/>
Less: Marketing 1p kilo	(58.8)
	<hr/>
	6562.1
	<hr/>
Equivalent to greasy	111.6 p/kilo
Reserve price (say)	110.0 p/kilo

Where wool is to be processed as Example (1) it would not be practical to calculate the price to the producer if any lot ends up in more than two separate sale contracts other than by a negotiated price between F(W) and the producer.

.....

All growers must have equal opportunity to sell their wool and F.I.C. Farms must sell on equal terms to the independents. Occasions will arise when F(w) will sell lots at top price thus returning an exceptionally good price to the producer. The fairest method is therefore on the 'first come' basis. As wool is offered - either by F.I.C. or independents - F(W) will construct a schedule showing -wool on offer.

- Lot No.
- Lot contents
- Mark
- Date offer received by F(W)
- Reserve price
- Price to producer

When F(W) make a sale contract, pre sale costing will establish the greasy equivalent price to the producer.

This 'wool purchase' price will be checked against the schedule and the first matching lot on the list in descending date sequence, that has a reserve price equal to or below the 'wool purchase' price will be the lot actually sold.

From this it is apparent that it is critically important for the producer not only to establish a sensible reserve - but to do so quickly.

If a lot is withdrawn from offer the entry on the schedule will be withdrawn.

If a producer alters his reserve price - up or down, the line will be deleted from the schedule and re-entered at the bottom of the listing.

F(W) 'WOOL ON OFFER SCHEDULE

*any 80%
only 64% independent*

Lot No.	Contents *	Mark	Date Offered	Reserve	Comment	Sale Greasy Equivalent
1	104 20 bales B Ewes 6125 Kilos 28m 65%	J.L.W	1.3.80	120p		123p 10.3.80
2	3 30 bales Hog. 7500 Kilos 30m 69%	F.I.C./ N.A.	1.3.80	140p		161.2 23.3.80
3	17 17 bales C W 5117 Kilos 26m 61%	Z	2.3.80	110p	Withdrawn - re-entered No.11.	-
4	46 18 bales C C E 5670 Kilos 26m 59.5%	J.L.W.	5.3.80	106p		
5	239 44 bales B W 13,112 Kilos 27m 63%	F.I.C./ S	10.3.80	119p		
6	108 10 bales Bellies 2880 Kilos Not tested	G.G	10.3.80	98p	Telex 10.3.80 - would consider less if nothing else on offer	
7	16 26 bales B W 7254 Kilos 27m 63%	H R H	10.3.80	116p		
8	37 25 bales A W 6150 Kilos 29m 67%	F.I.C./ D.H	12.3.80	118p		

Lot No.	Contents *	Mark	Date Offered	Reserve	Comment	Sale Greas Equiv
9	312 31 bales AA 9275 Kilos 29m 62%	JH/Weddell	15.3.80	120p		
10	41 35 bales A ME 10010 Kilos 30m 66%	Z	15.3.80	122p		
11	17 17 bales C W 5117 Kilos 27m 61%	Z	16.3.80	105p		105 13.3.80
12	407 5 bales Sweepings 1600 Kilos Not tested	F.I.C./ D H	20.3.80	60p	Due 3rd boat	
13	131 20 bales Mixed BE, BW, BBE 6150 Kilos 27m 62%	F.I.C./ S.I	20.3.80	116p	Offered No.7 but max.required 6500 Kilos	117 22.3.80

* F(W) will keep an ancillary schedule showing the individual bale numbers against each lot - together with the test certificate.

99.

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APPENDIX C

CORETESTING

Coretesting will be carried out initially at Bradford by Wool Testing Services International Ltd who's laboratories are at Wembly.

PROCEDURE

Each individual bale in the lot to be tested must be weighed and sample cores are taken from each bale. The core samples are carefully packed and sent to the laboratories for testing.

To avoid any bias in the favour of the seller or purchaser, core testing is carried out by independant 3rd parties who are specially trained and supervised by W.T.S.I.

TESTING

From the samples delivered to their laboratories. W.T.S.I. carries out tests to provide the following information shown on two separate certificates.

1. FIBRE FINENESS - Expressed in MICRONS
2. SCHLUM DRY YIELD - The amount of drycombed Top and noil (Clean) products which would be produced if the greasy wool were actually processed on Schlumberger combs in a combing plant. This "clean" quantity is expressed as a percentage of the greasy wool weight. This percentage figure is known as the YIELD.
OR
S.B. YIELD
3. VEGETABLE MATTER - The amount of vegetable matter found in the core samples expressed as a percentage of the greasy wool weight.
BASE OR V.M.

The certificate is used and accepted 1. Internationally by SELLERS and BUYERS.

2. Applies ONLY to the complete lot of bales as shown on the face of the certificate - e.g. The certificate is invalid if this lot is broken up in any way.

The attached sample certificates give the following information.

(A) <u>FIBRE FINENESS</u>	32.7 MICRONS
(B) <u>S.B.DRY YIELD</u>	63.85%
(C) <u>V.M.</u>	0.30%
(D) <u>GREASY WEIGHT</u>	5762 kilos nett
(E) <u>CLEAN WEIGHT</u>	3679 kilos nett

Why such a poor example!

RESULTS

F(w) will retain certificates for onward transmission to the ultimate buyer having passed information (A) to (C) above to the farm. Knowing the S.B. yield the farm can relate the applicable type to world wide prices as previously described.

COST OF TESTING

On the basis of coretesting the entire Falklands wool clip - approximately 2.1 million tonnes greasy. W.T.S.I. Ltd have offered a special discount giving rise to actual charges as follows (current 3.12.80).

<u>AVERAGE LOT SIZE (Greasy kg)</u>	<u>PENCE PER GREASY KILO</u>
5000 - 5999	1.20p
6000 - 6999	1.00p
7000 - 7999	0.90p
8000 - 8999	0.80p
9000 - 9999	0.70p
10000 - 10999	0.67p
11000 - 11999	0.60p
12000 - 12999	0.56p
13000 - 13999	0.51p
14000 - up	0.46p

Normally, 50% of coretesting costs are recovered from the ultimate buyer indicating currently a maximum charge applicable of 0.6p/kilo on 20 bale lots.

11 March, 1981.

c.c. C.M.L. Smith, Esq.

Dear Sir,

I write to inform you that I have accepted a position commencing on the 1 April, 1981 at Woolcombers Limited, Fairweather Green, Thornton Road, Bradford 8, West Yorkshire (Tele:- Bradford (0274)-42255, Telex England 517679 Cables to Telex 517679 Bradford England).

During 1980 I was deeply involved in the preparation of the Falkland Islands Company's proposals for future Wool marketing, my main principals were:-

- (1) Provision of a full lotting and core-testing service for the Independent Farms.
- (2) Provision of an impartial information service for the Independent Farms.
- (3) Provision of a marketing service, covering the widest possible area, with equal opportunities and price basis for all buyers, on both "F.I.C." and Independent farms wool.
- (4) For only a fair commercial commission to be levied on Independent farms wool. However the scheme finally proposed by the Falkland Islands Company in my opinion failed to fulfil the last two principles.

Since resigning I have given a great deal of thought about the position of the Independent Farms now and have arrived at the following thoughts:-

- (5) The Independent Farms in the Falklands should be able to ensure that they receive the highest possible price for their wool, on any particular day, in order to offset increasing farm wages, material costs and freight rates, which are outside their control.
- (6) There are only three direct buyers of Independent Farm Wool, known in the Islands however each of these, I believe, act as Principals, selling to numerous buyers after incorporating commissions or profits or both, on a scale outside the control of the Independent Farms.
- (7) There have always been a large number of buyers and potential buyers of greasy Falkland Islands wool, totally unknown to the Independent Farmers which are supplied by the three direct buyers, under the "F.I.C." proposals these additional buyers were to be penalised by a 7½% commission on the gross selling price
- (8) The Falkland Islands Company is in the position of owning one of the three direct buyers (DS/FW) however the Independent Farms have no such advantage and I believe no Company acts totally on the Independent Farms behalf.

Therefore my conclusions are that:-

- (9) A Company should be found that acts truly and totally on behalf of the Independent Farms; purely on a fair and agreed Commission basis. Which does not act as a Principal and benefits itself only by maximising the selling price of Independent Farms wool.

Continued .?/...

- (10) Just as important - the Sales Contracts and Invoices should be between the ultimate buyer and the Independent Farm. The Agent should act only in the interest of and on behalf of the Independent Farms. Stemming from this all buyers of Falkland Wool through the Agent should know for the first time, that they were on an equal and fair basis compared to any other buyer. As the Sales Contracts and Invoices would be between the ultimate buyer and the farm, the farms would know for the first time that they had achieved the maximum price with the buyer, without the inclusion of any additional profit by the Agent.
- (11) The Agent should be most reputable, of long standing in the trade and with a large existing turnover, with all potential buyers of Falkland wool, without exception.

J.G. Field & Company, Scotia House, 275 Thornton Road, Bradford 8, West Yorkshire, Telephone (0274)-42266, Telex England 51221 - 51274 Cable Jackfield Bradford, England (the proposed Agent) is part of the Woolcombers Group, one of the larger wool textile companies in Europe with its own scouring, combing and lanolin refining plants. A major proportion of the Falkland Wool Clip is already processed within the Group, and many members are important buyers of Falkland Wools, both greasy and processed. Woolcombers in turn is a subsidiary of Illingworth, Morris & Company Limited, a Group which has worldwide connections, and in addition to the activities of its major subsidiary Woolcombers, is engaged in Spinning and Weaving, both Woollen and Worsted, and has interests in knitting and clothing manufacture. The fact that companies within the Woolcombers Group are already buyers of Falkland Wool does not conflict with the activities of J.G. Field & Company (the Agent) which is managed by Mr. Jack Field and works as an independent subsidiary as an Agent, representing the interests of:-

- (a) A major Co-operative of Uruguayan farmers selling on their behalf about 2000 tonnes of their wool this season to date.
- (b) An important wool exporter in Buenos Aires which is part of the largest textile group in France.
- (c) As a damaged wool assessor on behalf of Wool and Insurance Companies.

Mr. Jack Field is most widely respected in the Wool industry and sells his Principals wools to every possible consumer on a regular basis. Mr. Field would be handling the sale of Falkland wool and I will be working under him, with a first priority of obtaining offers of wool from the Independent farms on an equal basis to the three existing direct buyers. I am convinced that J.G. Field & Company and Mr. Jack Field fulfils entirely the requirements of an Agent acting solely in the interests of and on behalf of the Independent Farms.

Enclosed you will find a copy of the Terms of Sale through J.G. Field & Company, (the Agent). If you have any comments or objections to the proposals or the terms of the transactions, or thoughts on improving the proposals please do not hesitate to contact J.G. Field & Company. As from the 1 April, 1981, you can in addition contact me directly at Telephone Number Bradford (0274)-42255 or by Telex or Cable to Telex Number England 517679 ENGWOL.

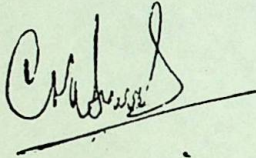
Many of the farms have now allocated or committed their first shipments to one or other of the direct buyers. However it would be most helpful if you could advise J.G. Field & Company.

- (A) For information purposes to send airmail a copy of your full wool specification for your total 1980/81 Wool Clip, including the first shipment.

- (B) Advise J.G. Field & Company by airmail or by cable of any first shipment or later shipments you may have unsold or uncommitted giving brief details of the bales in each grade separately i.e. hogget fleeces, A Grade, AA Grade, B Grade, BB Grade, C Grade, CC Grade, Necks, Bellies, Pieces, Locks etc and if possible price indications, clean or greasy.

It must be in the interests of the Independent farms to increase the number of buyers for their wools and to have an Agent truly acting solely on their behalf of this reputation and size. For these reasons I ask you to consider supporting J.G. Field & Company, by at least giving an equal opportunity in buying your wool clip on behalf of the numerous buyers presently excluded from the existing marketing arrangements. The terms and conditions, commissions and charges are clearly set out in the enclosure, which we are sending to almost every farm in the Islands and to the F.I.S.O.A. We await your news with great interest and look forward with keen anticipation to commencing marketing Falkland Wool.

Yours faithfully,

A handwritten signature in cursive script, appearing to read 'C.M.L. Smith', written over a horizontal line.

C.M.L. Smith.

Enc.

J. G. FIELD & CO. Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

To Mr. Roger Charnley,
The British Wool Confederation,
60 Toller Lane,
Bradford 8.,
West Yorkshire.

17th June 1982.

Dear Roger,

Reference The Falkland Islands and Falkland Wool marketing.

There have been major changes in Falkland wool marketing since the publication of the Shackleton report. Attached you will find the following enclosures :-

- A) A letter from the writer at Abbey Mill Farm dated 11 March 1981, which was sent to every Independent farm in the Islands. I had personally become a shareholder in the Independent farms as long ago as 1971 and am still a shareholder in two Companies namely San Carlos Sheep Farming Co Ltd and Chartres Sheep Farming Co. Ltd. These Independent farming Companies, partnerships or owner-occupied farms grow between them 58% of the Falkland Islands wool clip, and the farms range in size from Anthony Felton who rents Split Island with 196 sheep through to Port Howard owned by a farming Company with 35400 sheep. Many of the farms are owner occupied and I have a great respect for the way of life of the farmers. Following pressure from the Islands Council one Falkland Islands Company farm and later an Independent farm were each subdivided into owner occupied farms of 3000 or so sheep each, giving Islanders a greater opportunity of owning more land, with FI Government assistance, this very healthy development, was an ongoing process interrupted by the invasion of April 2nd, 1982. The Islands Independent farms were broadly dependant on the Falkland Islands Company for their wool marketing and most other services.
- B) A letter and proposal from the Falkland Islands Co Ltd., dated 14th January 1981. Please excuse the scribbled notes made at the time, the document was presented to me.
- C) J.G.Field & Co's own proposals dated 1st April 1981.

In the event, JGF commenced operations in the Islands on 1st April 1981, well after the start of the 1981 season, but in that first year we handled as Agent over 50% of the Independent farmers production and in 1982 practically all of it. Please find attached :-

- D) A list of farms using J.G.Field as their Agent.

To Page 2.

J. G. FIELD & CO. Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

To The British Wool Confederation.

17th June 1982.

Page 2.

The services which JG Field offers, have so far developed to consist of :-

- 1) A full information service, briefly consisting of :-
 - a) Information on prices, a weekly telex giving the Australian Wool Commission floor prices and sterling equivalents, broadcast over Stanley radio. A regular News Letter giving all relevant Falkland prices, including the FIC quotations for their production of FIC wool and also wools of other origins. Our or buyers recommendations on improving the wool clip, classing and presentation.
 - b) This broadened out to include some information, on other services in the Islands, including the sale of skins and other products, alternative supplies, information about shipping and any related matter attached to the farmers economy.

This service was provided free of charge. We recieved considerable information from the Independant farmers in return, and a mutual trust developed, which would have been inconcievable between a buyer/seller and only possible between a genuine Agent and his Principals.

- 2) A full lotting and core-test, laboratory services, with the assistance of Bower Green and Wool Testing Services International, we provided full and detailed test results, microns, yields, vegetable matter contents and tests for fibre length and strength and coloured fibre contents. (All excellent results). Every farmer for the first time knows the true characteristics of their wool production, in relation to their neighbours and other origins.
- 3) A full marketing service, with all offers from the Independant Farms, offered to every possible consumer through-out the World, both UK and Export. Sales were sucessfully made to overseas countries, with JGF organising without extra charge all the additional shipping and paperwork. Our Commission 2% on the wool proceeds.
- 4) JGF prepared for the farms, the majority of the paperwork, sending copies of every and any document, invoices, weight lists, laboratory test certificates, warehouse receipts, photostats of cheques and payment orders, an immense amount of paperwork.

Prices for Falkland wool in the period rose by 45% approximately, this was due to a combination of circumstances, not least JGF's efforts and the selling of the clip on a clean price basis, compared to the previous greasy price basis. We have also involved ourselves in the promotion of Falkland wool through the Falkland Islands 100% guaranteed labelling campaign, you will have seen articles in the Wool Record and Drapers Record.

Our whole policy, is one of complete "openness" and full disclosure of all facts to our Principals.

To Page 3.

J. G. FIELD & CO.

Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

To The British Wool Confederation

17th June 1982.

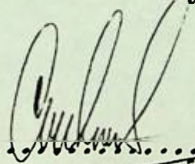
Page 3.

JGF met opposition from the Falkland Islands Co. and their subsidiary Falkland (Woolsales). Their own policy as openly stated in their letter dated 14th January 1981 was to establish a monopoly which would have cost the Independant farmers at least 10 $\frac{1}{2}$ % on the nett wool proceeds.

The writer is a member of The Falkland ^IIslands Sheep Owners Association Ltd., which is a body consisting of the Falkland Islands Co and most but not all the Independant farms, with a full time paid Secretary, however the Chairman is the StanleyManager of the FIC, and 3 of the 6 Directors are I think from FIC. So that there is absolutely no degree of confidentiality when discussing areas of the economy where FIC hold a predominant position, which is most areas, as an organisation for negotiating with the Union it serves a purpose, but otherwise their is no association representing all the Independant farmers or any forum acting as a sounding board, where they can state their views in confidence.

I hope this letter is of some assistance and thank the Confederation and yourself for the interest and concern expressed in seeing the sucessful development of the Island and its resourses,

Yours sincerely,


..... C.M.L.Smith.

J. G. FIELD & CO. *Wool Brokers . Merchants . Insurance Assessors*

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

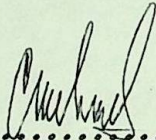
Mr. F.E. Baker,
Chief Secretary,
The Falkland Islands Government,
c/o The Foreign & Commonwealth Office,
South American Department,
Room K267.,
King Charles Street,
London SW1.

17th June 1982,

Dear Mr. Baker,

Please find attached a report to our Confederation, which they requested,
it may be of interest.

Yours sincerely,



..... C.M.L.Smith.



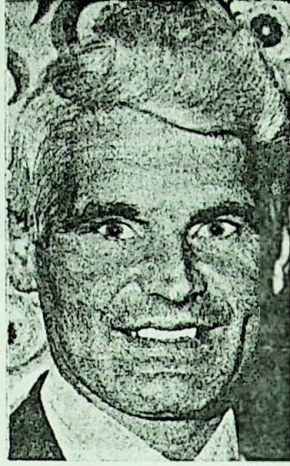
Councillor—
Earl Ferrers



Knighthood—
Mr Maitland Mackie



Knighthood—
Mr Peter Mills, MP



CBE—
Mr John Cameron

Knighthood for Mackie in birthday honours list

End April + May.
cl →

of the Ministers of Agriculture is promoted to the Government's top advisory committee, a milk board chairman is knighted and a National Farmers' Union committee chairman is made a CBE—all in the Queen's birthday honours list.

The Minister is Earl Ferrers, Minister of State at the Ministry of Agriculture since 1979; the knighthood went to Mr Maitland Mackie, chairman of the Milk Marketing Board. Mr Peter Pearson, chairman of the NFU's central horticultural committee becomes a CBE.

Earl Ferrers gained the highest honour in the list with his appointment as Privy Counsellor. He has had responsibility for agricultural resources including agriculture in the national economy, agricultural finance and taxation, supplies of inputs to the industry, agriculture, animal health and welfare and a host of other duties.

Earl Ferrers, who is viscount of Hedingham, lives at Hedingham Hall, Norfolk. He was Parliamentary Secretary with the Ministry in the Government's previous term of office.

Mr Mackie farms 180 hectares growing cereals, sugar beet, peas and vining peas and runs a herd of Charolais

part from Mr Maitland Mackie, three names well known in the agricultural industry are included in the list of honours.

They are Mr Leslie Fowden, director of the Rothamsted experimental station Harpenden; Mr Paul Hawkins, Tory MP for Norfolk, SW, and Mr Peter Mills, Tory MP for Devon

Mr Fowden was appointed director at Rothamsted nine years ago. He studied chemistry at University College London then went to work at the Rothamsted Nutrition Unit for 3 years before returning to his old job as a member of the scientific staff in the botany department. He was a lecturer, reader and

eventually became a professor. During his last three years at the college he became Dean of Sciences. His knighthood reflects his academic career over the years.

Mr Hawkins, who has held his Norfolk Parliamentary seat since 1964, is a chartered surveyor, auctioneer and valuer in an agricultural practice. He joined the family firm of Charles Hawkins in 1930.

His political positions have included Assistant Government Whip, Lord Commissioner of the Treasury and Vice-Chamberlain of the Queen's Household. He was also appointed to the first select committee on agriculture.

Since 1976, he has been a member of the British delegation to the Council of Europe.

Mr Maitland Mackie's knighthood is awarded for public services in Scotland in recognition of his work as lord lieutenant of Aberdeenshire, a role carried out in recent years despite continuing heavy involvement in the farming industry.

Already a CBE, awarded in 1965, Mr Mackie's top farming position has been as chairman of the Aberdeen and District Milk Marketing Board. He joined the board in 1953 and became chairman in 1962. He has already announced, however, that he will relinquish the chairmanship at the board's forthcoming annual meeting.

The past few weeks have also seen his retirement as a governor of the North of Scotland College of Agriculture, an appointment made in 1968 which included the membership of many college committees.

He was awarded an honorary degree by the University of Aberdeen in 1976.

Mr Peter Mills, who gave up

farming in 1971 when his political career started to become too hectic, has been an MP since 1964. For 10 years he was Torrington's MP before the constituency shake-up. He was elected MP for Devon West in 1974 and has held that seat ever since.

His political appointments have included Parliamentary Secretary at the Ministry of Agriculture in 1972.

Another major honour for Scotland included the CBE for Mr John Cameron, president of the Scottish National Farmers' Union since 1979.

A substantial farmer in his own right with holdings in Fife, Perthshire and Inverness-shire, Mr Cameron is a former convenor of the union's hill farming and livestock committees. He also served as union vice-president for two years before taking over the top elected position three years ago.

Mr Ronald Wilson, Inchture, Dundee, a partner in Bell-Ingram, the firm of chartered surveyors and land agents, is made a CBE. Mr Wilson was president of the Royal Institution of Chartered Surveyors in 1979-80 and is a member of the Board of Central Farmers, the Fife-based co-operative.

Mr Joe Patton, a dairy farmer who retired as president of the Ulster Farmers' Union last year, is another CBE. He is still active in public life and is a regional member of the Northern Ireland Milk Marketing Board. He also holds several advisory posts. Last week he was appointed to the council of Food from Britain.

Mr Sidney Robinson, former main board director of RHM and chairman of RHM Agriculture, who was president of the United Kingdom Agricultural Supply Trade Association from 1979 until 1980, also becomes a CBE. He spent his entire life in the RHM organisation, joining in 1934 and holding a variety of posts. He became managing director of the agriculture wing

in 1969.

Mr Peter Pearson, chairman of the NFU's central horticultural committee since 1977, who also becomes a CBE, farms in partnership with his brother and son near Boston, Lincs.

His union appointments include a spell as chairman of the vegetable committee, a member of the horticultural policy sub-committee, and potato committee, a member of the general purposes committee and finance committee.

During 1973-74 he prepared a special report on the horticultural structure of the union.

An OBE goes to Mr Norman Hussey, senior principle scientific officer at the Glasshouse Crops Research Institute, Littlehampton.

An OBE also goes to Mr Peter Kemp, chairman of the National Egg Packers' Association. He has held this post since 1975. Mr Kemp is also director of Chickstart, a charity which he runs with his brother. He is also managing director of Golden Lay Eggs and a director of Yorkshire Egg Producers.

Mr C Douglas Scott, former chairman of the Board of Governors of the North of Scotland College of Agriculture, also becomes an OBE. He farms at Waterside, near Ellon, and retired as college chairman last year.

MBEs go to Mr Walter Banks, of Inverness, a chief administrative officer of the Highlands and Islands Development Board and farmer's representative; Miss Vera Jones, county officer of the British Young Farmers Clubs since 1954.

Miss Muriel Jupp, an executive officer at the Ministry of Agriculture, becomes an MBE for her services to the Agricultural Wages Board.

There are also MBEs for Skye veterinary surgeon, Mr Donald MacLennan, of Broadford, and the senior estate manager at the Land Settlement Association's Sidlesham Estate, near Chichester, Mr Thomas Scott.

Falkland farmers count the cost

FALKLAND Island farmers are now counting the cost of the war.

Damage to farm buildings and pasture, together with losses to livestock, is estimated to run into many thousands of pounds. It could be months before the final bill is known.

One long-term effect is the disruption to the reproductive cycle of the islands' 200,000 breeding ewes.

Normally tupping starts at the beginning of April — autumn in the region — but hundreds of ewes are still to run with the ram.

The seriousness of this is emphasised by Mr Colin Smith, a Yorkshire wool dealer who is a shareholder in one Falkland farm and partner in another. He told FARMERS WEEKLY: "We have 27,000 sheep at our farm at San Carlos," the manager told me, after the British had liberated them, that he hadn't been able to get the ram to the ewes.

"He said he was doing this now, even if it was two months late. It does rather mess up the way we do things down there. I understand that many other farmers have had the same problem."

British war correspondents have reported that Argentine soldiers have slaughtered sheep to supplement their rations.

How many of the islands' cattle have been killed is not known. Some reports from journalists have spoken of cattle and horses setting off landmines laid by the Argentines.

Miles of fencing, farm dwellings and outbuildings have been destroyed. Who foots the bill for this has still to be decided.

The Falkland Islands Company — part of the Coalite Group — owns 55 per cent of the land on the islands. It is also the biggest employer.

The company's chairman and chief executive, Mr Ted Needham, said after the capitulation of Argentine troops: "We are sending a man down there to assess the extent of the damage. We don't know how severe it is yet. We understand that there has been quite a lot."

Days before the invasion 750 tonnes of wool clippings were shipped from Port Stanley. 1450 tonnes were still in store. The various qualities are said to be worth more than £100,000.

Fears are that the Argentines have moved the fleece bales into the open and they have rotted.

Much of the material needed for repairing buildings and fencing will have to be shipped in — but that must wait until normal shipping lanes to the islands are reopened.

by WILLIAM THOMSON

General Report From C.M.L.Smith, Abbey Mill Farm, Abbey Road, Knaresborough, N. Yorks.
Private to Independant Farms only. 18th June 1982.

Updating of information usually Broadcast each Friday from Port Stanley (and hopefully again soon).

Australian Wool Market since 11th June 1982.
Australian Wool Commission Published prices.

Fleeces.

Micron.	Aust Cents Clean.	Equivalent PKG Clean	Pence Change	Exchange Rate.
22	517	305	-1	169.75
23	464	273	-3	
24	432	254	-4	
25	413	243	-2	
27	385	227	+2	
30	304	179	+1	

Crossbred Oddments.

XBDCA. 233 137 -1

General Wool Markets.

The wool market is still very quiet and going through one of the those temporary periods when buyers have no wool to buy, for a combination of reasons, very strong dollar, heavy purchases earlies in the year, temporary lack of demand and so on, it will no doubt eventually change and improve again, the underlying trend is always upwards, with periods, of which this is one, of hesitation and doldrums. Prices at the moment are generally drifting lower, with some cheap offers of New Seasons wool from Uruguay for shipment end 1982, early 1983, this is not a good time to be selling wool, and is definitely a "buyers market".

Falkland Prices.

We have offered through JGF hoggets at between 280-300 pence, JGF has very little wool left to sell, ^{NEARLY} all this seasons Independant farm production being sold earlier in the year. The price of selling hoggets today is difficult to judge, but below 280. EWR fleeces also are drifting lower, in the region 220 or less. The main problem for any seller at the moment is finding a buyer to make a bid. We have seen all this before however and eventually no doubt the same buyers will be falling over themselves to buy everything in sight.

Falkland wool in Stanley.

I hope the wool is undamaged and will be shipped in due course, the buyers are obligated to take delivery as any delay is due to "Force Majeure" and circumstances beyond the farms control.

WEIGHT LISTS for all the balance of the wool to ship are Urgently needed.

Falkland (Wool Sales), Jacomb and Hammand are all quiet.

First shipment wool proceeds.

We are holding for a number of farms their first ship wool proceeds less any freight or other bills from FITC in Trustee Deposit accounts earning for the farms involved full UK rates of Deposit account interest, since April 2nd this has involved setting up a large number of individual accounts, the amounts involved are large and the interest earned overall in the region of £600 per week. This together with the balance of the proceeds, will be distributed as and when called for by our farm Principals, through FITC or as instructed. We await the instructions of each farm involved. Documentation and Statements are being sent under seperate cover. The trustee accounts, require 2 signatories and we felt that the money was best held securely earning interest unless we recieved instructions to the contrary.

AGAIN I STRESS THE URGENT NEED FOR THE WEIGHT LISTS OF ALL UNSHIPED INDEPENDANT FARMS WOOL, NOT SHIPPED ON THE AES 1st VOYAGE.

A A

General Report From C.M.L.Smith, Abbey Mill Farm, Abbey Road, Knaresborough, N.Yorks.
Private to Independent Farms only. 25th June 1982.

Today the first and very welcome cable was received from Keppel Island, many thanks glad to hear you again.

First The Australian Prices, - as the Telex link is still not operative.

<u>Fleeces.</u>				
<u>Micron.</u>	<u>Aust Cents Clean</u>	<u>Equivalent PKG Clean</u>	<u>Pence change</u>	<u>Exchange</u>
22	515	306	+1	168.25
23	460	273	unch	
24	437	260	+6	
25	416	247	+4	
27	358	213	-14	
30	305	181	+2	
<u>Croosbred Oddments.</u>				
XBDCA.	233	138	-1	

General Wool Markets.

I am afraid that it was one of those weeks when the market was like a newly discovered Egyptian Tomb, absolutely dead quiet, practically no activity, buyers gone to sleep. The strength of the dollar and consequently the Australian dollar which is linked to the American currency, kept wool prices firm in Australia, and in any event the season is drawing towards the Winter recess. Farmers in Uruguay continue to offer for Nov/Dec ship at low prices to try to get collateral for borrowings, this at a time when buyers are not really in the market. No doubt all this will change, I wish I could report better news, but we have all seen it before, and what a buyer does not choose to purchase today, he will buy twice as much tomorrow at a higher price !, for those who have not yet sold, JGF continues to Telex prices out with regularity, plus making visits and calls on the phone, no joy at the moment. Prices are roughly around 275pkg for 25-25.5my hoggets, and 220pkg Dry for 28-29 B grade fleeces, if you can get a buyer to raise himself from his deep slumber. Only by patience and continuous offering or taking some low cut-price can business be found, at this moment. The market is just like, a crowd of large fat overweight buyers stood round a bath full of water, each waiting for the other to jump in and eventually they ALL will.

AES.

I understand the AES will dock in Stanley on 1st July with stores and DAB on board.

Wool.

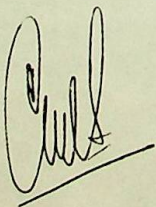
The Condition of the wool stored in Stanley, remains unknown at present, except for one message that wool is strewn all over the town. Well if it is there will have to be some hefty compensation. I MUST STRESS AGAIN THE URGENT NEED FOR ALL WOOL SPECIFICATIONS, BALE NUMBERS, GRADES AND WEIGHTS for Independent farms wools not including the 1st ship AES. Even if the wool is damaged and unshipped, we can prepare documentation for its value. In any event, lotting, coring and invoicing must be prepared in good time, for the undamaged and shippable bales. PLEASE SEND SPECIFICATIONS SOONEST.

Shackleton.

Please find attached some information for Shackleton, the analysis is confidential, because it gives in absolute detail every detail, the sale of your wool and all the other farms. Including core-results, prices, buyers etc etc. With Shackleton I am laying emphasis on the importance of first repairing the damage to the farms and second seeing to assist their future development. The farms after all produce the bulk of the Islands income at present.

Office closure.

I will be away personally on a long arranged business trip between 18th July and 10th August, so if there is a break in communications, it will not be because the Welsh have occupied Abbey Mill Farm. Mr Jack Field will be operating from Scotia House during my absence, but no doubt will be upto his eyes in Central lanera Coop in Montevideo, where the farmers are keen sellers at present, for the wrong reasons.



To Doctor Hugh Williams,
 The Shackleton Report on The Falkland Islands,
 Old Admiralty Buildings,
 Rooms 1-6,
 Whitehall,
 London SW1.

From Colin.M.L.Smith,
 Abbey Mill Farm,
 Abbey Road,
 Knaresborough,
 North Yorkshire.

Telephone.
 at work, 0274-42255
 at home, 0423-862115.
 Telex 517679 Engwol G.

25th June 1982.

Dear Doctor Williams,

I am pleased to enclose an analysis, written in long-hand, of J.G.Fields work as Agent for the Independant Falkland farmers, this is in precise form, drawn quickly several thick files of telexs, correspondence, cables, contracts, invoices and attached paper-work. In detail however it shows the rise in prices and improvement in marketing during the period 81-82. It contains confidential information and comments from Islanders, however I feel that if you are to have a chance of truly producing an updated report which helps the development of the Islands, you must know the facts, all of them, and it is J.G.F.'s duty and mine as Agent to disclose them to you in confidence.

With most of the Independant farmers wool contracted through J.G.Field as their Agent to a number of buyers, I am able to give you approximate estimates as to the value of the 1981-2 wool clip, delivered in the year-ending December 31st 1982. As follows :-

	<u>Current High</u>	<u>Approx Average</u>	<u>Current Low.</u>
<u>Gross Bradford</u>	165pk	150pk	143pk
<u>Less FIC charges.</u>			
Freight, AES + Monsunen	12.11	12.11	12.11
UK Landing, Clearance & Haulage	2.75	2.75	2.75
Rummaging & Warehousing Bradford	1.50	1.50	1.50
Total (16.36pkg)	-----	-----	-----
	148.64	133.64	126.64
	=====	=====	=====
Less JGF Commission + charges (ca. 2.1%)	3.46	3.15	3.00
	-----	-----	-----
Nett Farm proceeds at farm gate.	145.18	130.49	123.64
	=====	=====	=====

From these figures it is reasonable to estimate the total wool clip proceeds for 1982 as follows :-

	<u>Independant,</u>	<u>FIC,</u>	<u>Total</u>
Approx wool production kilos	kg. 1,281,000	937,000	2218,000
Gross Sterling Bradford	£. 1,921,500	1,405,500	3,327,000
<u>Less FIC charges.</u>			
Freight AES + Monsunen.	£. 155,129	113,471	268,600
UK Landing, Clearance & Haulage	£. 35,228	25,768	60,996
Rummaging & Warehousing Bradford (£362,866)	£. 19,215	14,055	33,270
	-----	-----	-----
	1,711,928	1,252,206	2,964,134
Less Approx Selling Expenses	40,352	--(??)	40,352
	-----	-----	-----
Nett Farm gate proceeds.	£ 1,671,576	1,252,206	2,923,782
	=====	=====	=====

To be added to these figures to obtain the farms totat proceeds are sales of livestock, and bales of skins and futher to that any investment or other income.

The rise in prices for Falkland Islands wool in the past 12 months took place against a background of economic recession and low demand, and whilst due to inflation World wool values in the various origins were at least firm or tended dearer, Falkland wool rose sharply in value, fleeces by 30/35% with some grades by 50% and oddments more erratically between par to 10% with pieces by 40/45%.

As to selling expenses the British wool marketing boards costs are extra-ordinarily high, although they do much valuable publicity and promotion work, Comparing the Falklands for 1982 against New Zealand for 1979/80, the last set of figures I have from the NZ wool Board, we see :-

<u>1. Farm to Sale.</u>		<u>New Zealand</u>
<u>-----</u>		
Ex Table 6.11 NZWB HandBook.		<u>1 January 1980</u>
		<u>-----</u>
Transport to store.	NZ \$	29.80
Insurance Sheeps Back/Store	per	3.52
Brokers charges	MT.	61.26
Wool Board Levy		<u>81.18</u>
		176.76
		<u>-----</u>
<u>Sale to European Mill.</u>		
Buyers Commission		54.12
Brokers Delivery charge		19.80
Preshipment chgs + Ocean Freight		313.25
Marine Insurance		6.66
Destination Port charges/Transport to Mill		48.96
		<u>442.79</u>
		<u>-----</u>
Total Farm in NZ to Mill Europe		618.55
NZ Dollars per Tonne.		=====

The Average Price of New Zealand Greasy wool sold at auction was 265.1 NZ cents to which should be added 44.28 cents to bring you to the European Mill or Gross Bradford Price or 309.38 cents greasy. Thus on a percentage basis we see that the NZ farmer is paying as compared to the Falkland farmer the following;-

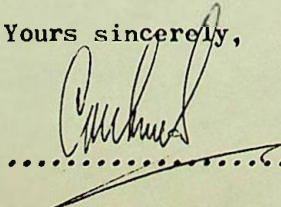
	NZ.		Falkland.
European Mill Price	309.38 NZ cents	(100%)	150pkg. (100%)
Transport.	40.22 NZ cents	(12.99%)	16.36 (10.91%)
Levies/Fees/Commisions	21.64 NZ cents	(6.99%)	3.15 (2.10% if JGF)
	<u>247.52 NZ cents</u>	<u>(80.02)</u>	<u>130.49pkg (86.99%)</u>
	=====		=====

In addition to which the New Zealand farmer pays the 3% IWS levy.

Improvements in the field of Falkland wool marketing have been made, since your 1976 Report, BUT there is no question that work still has to be done, especially in the creation of a greater awareness by buyers and the Public, of the superb speciality characteristics of Falkland wool, and the reasons for paying more for it !.

In my opinion improvements can also be made in the preparation of the wool clip for sale and in the wools characteristics, through improvements in micronage, with improved flocks and better classing and fleece preparation. There is also the need to develop further the reputation of JG Field as the farmers Agent, with buyers knowing that they are buying directly from the farms through the farms' Agent. Whilst JGF has developed a close relationship with the farms and built up considerable mutual trust, these relationships need to be strengthened further.

Yours sincerely,



..... C.M.L.Smith.

NEW

TREND OF THINGS: Compiled by Edward Riley Halifax Courier

That Falklands link is as strong as ever

A FORMER Halifax man is hoping that the end of the Falklands Crisis will enable him to renew business activities started over 100 years ago.

Mr Colin Smith is a direct descendant of Ald David Smith, of Siddal, who in the 1870s founded the firm of David Smith and Co Ltd to import wool from the Falklands Islands.

The story of the firm was told in "Trends" two weeks ago and

was read by ex-Halifax RUFC player Mr Smith, who now lives in Knaresborough. And he points out that our claim that the family connection with the Falklands ended in 1981 was incorrect.

"The firm D. S. and Company (Sheepfarming) Limited of which I am a director has an interest in the wool from the islands which is as strong as ever, although only about a third of last season's clip

has been brought to the UK," explains Mr Smith. "San Carlos sheep farm in the East Falklands is still in our ownership, and we still have an interest in the Char- tres farm in West Falkland.

In addition Mr Smith manages an agency for J. G. Field and Co. in Bradford, which represents the interest of 40 independent smaller farms on the island, and sells over 50 per cent of the

production, or over 1,000 tonnes of raw wool per season. In some cases the farms are only small with a few hundred sheep, but the larger ones have herds of over 30,000.

So that sales of wool — the islands' only commercial product — are maintained and improved. Mr Smith has made yearly visits to the farms and built up the connection to the advantage of the islands and its economy, and

in furthering its interests has devised a label guaranteeing cloth made from the wool.

It describes the material as having "superb strength, resilience, and remarkable softness" which has proved popular in Italy, Japan and America, although only one British retailer has used it on jackets produced from cloth woven in Scotland. After the early success of marketing products made from all Falk-

land Islands wool, use of the label is under the control of the Falkland Islands Sheep Owners Association of which Mr Colin Smith is a member.

"Although the hostilities did not allow communication with the island farmers, our faith in the future of their exports remains unshaken, and ere long the clip will be on its way to the UK," adds Mr Smith.

General Report from C.M.L. Smith, Abbey Mill Farm, Abbey Road, Knaresborough, N. Yorks.
Private & Confidential, Independent Farms only.

Australian wool market since 18th June 1982.
Australian Wool Commission published prices.

<u>Fleeces.</u>	<u>Aust Cents Clean.</u>	<u>Equivalent PKG Clean.</u>	<u>Pence Change.</u>	<u>Exchange Rate.</u>
22	502	295	-9	
23	458	269	-4	170.25
24	437	257	-3	
25	416	244	-3	
27	358	210	-3	
30	305	179	-2	
<u>Crossbred Carding Oddments.</u>				
XBDCA	233	137	-1	

General Wool Markets.

Again one of those weeks which is best over and forgotten, absolutely dead quiet, practically no activity. The Australian Season is now ended for the winter recess and perhaps Elders report sums it up "Although the wool market has been far from steady we feel that movements in currency have had a much greater effect than movements in wool, a situation exacerbated by high interest rates which on one side discourages every section of the merchanting and manufacturing sections to avoid holding stocks and on the other encourages growers to sell their wool as soon as it is shorn.

Whilst most wool producing countries are prepared to reduce prices in order to gain foreign currency it would appear that the Australian Grower will once again underwrite the World price. It is rumoured that the floor price for the new season will be announced early next week with most observers expecting a rise of 2% or 3% but necessarily not "across the board" of all qualities.

It appears that now is not a good time for selling wool, and farms who have sold already may have done well, whilst those who have not, may perhaps be best keeping their powder dry until the next buying bout, which will hopefully develop before not too long. In the meantime in the writers opinion this is the quietest period of general textile demand since JGF commenced Falkland operations. But do not be despondent, we have seen it all before.

As to Falklands, Hogget Fleeces now are around 270pkg dry and EWR fleeces 220pkg dry or less. Business is very quiet. There is little sign of activity from F(W), JH and none from Hammand. F(W) and JH are pulling their wool prices down alternatively.

Damaged Wool.

Please advise any information about damaged wool, when available.

Wool Specifications.

Please in any event send a full set of wool specifications URGENTLY, not including the 1st shipment.

Business Trip.

The writer will be away from 18th July to 10th August.

Trustee Bank Accounts.

Since Funds are likely to be required in the near future by many farms, before 18th July, unless we receive instructions to the contrary we will send all balances to the various FITC accounts, via London Office. Following up later with the interest earned, which hopefully is some small compensation for the delay in being able to remit the funds. The interest payment will follow after 10th August.

Communications.

The Telex and Telegraph links are only just becoming reasonably operative to and from the UK, the Telex link via London is still very difficult, not doubt IM Forces and the Post Office, will soon have everything in full operation.

Memorandum,
To Mr Roger Charnley
& Mr Colin Poole
British Wool Confederation.

From Colin Smith,
Abbey Mill Farm,
Abbey Road,
Knaresborough,
North Yorkshire.
Friday 2nd July 1982.

Brief Notes on meeting with the Shackleton Team on the Falkland Islands.

Present Lord Shackleton, Doctor Hugh Williams, and Foreign Office officials.

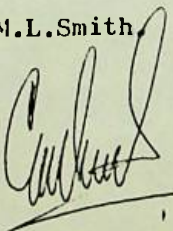
The Shackleton Team has been instructed to very rapidly update the entire Shackleton 1976 Report on the Falkland Islands and the Development of its economy, in a very short time, in fact Mrs Thatcher wants basic recommendations on her desk by next Wednesday, which has given the team only three weeks. Following from these, action will be taken in specific areas and where necessary more detail studies made, however it is very apparent that many of the recommendations of the 1976 Shackleton report will now be implemented without delay and some good will come of the recent events to benefit the Islands and the Islanders, who have suffered so much in recent months.

- a) The team asked for specific ideas on where improvements could be achieved in the Islands economy and these are the areas I discussed :-
- i) Insurance against Political/War Risks or losses, the availability for existing Companies and Individuals or new investors in the Islands, to insure against Capital losses, property losses, inability to remit funds, due to disruptions by war or political changes of any sort, including sovereignty. Perhaps something in the order of a premium of 1% on Capital Invested and $\frac{1}{2}$ % on retained profits. This Insurance Cover, would encourage local and outside investment in the Islands, which, would otherwise be doubtful.
 - ii) Banking, the availability of a Bank in Stanley (other than the Government Savings Bank or perhaps in conjunction with it) offering to the Islands a full set of Banking services, including business and personal loans, deposit accounts, a cambio for tourists and business. This to encourage local business and enterprise who at present have practically no ability to raise finance for sound business possibilities or obtain loans no matter what collateral is offered. The development of the economy would surely need the services of a proper Bank.
 - iii) The reconstruction and repair of damage must take place with buildings and property destroyed, livestock lost, fencing damaged, wool destroyed or damaged, business and personal losses of all types, these must be put right before development can take place, otherwise the development would be taking place on shattered foundations.
 - iv) Communications, the development of a full length runway and airtservice from the UK independant of South America, plus possible development of Port facilities to take long-distance liner service ships e.g. West coast liner services such as Hapag Lloyd or Sud-Americana Vapores de Chile. Plus tourist liners which presently cannot dock and increased merchant shipping linked to increased Stanley population and development in fishing etc..
 - v) Farms, help in the following specific areas :-
 1. Assistance in importation of Pedigree rams and perhaps ewes, from Tasmania, Victoria and South Island New Zealand, Polwarth and Corriedale, to continue the improvement in wool microns and fleece weights. Or other suitable, colour fibre free breeds.
 2. Assistance in sub-division of large farms, to give greater opportunity of land ownership to Islanders and to outsiders, with particular skills suitable to the increased need of supplying a larger Stanley population.
 3. Assistance in developing, small farm supply businesses in vegetables, horticulture, milk, meat, eggs, etc etc for Stanley.
 4. Assistance in providing improvement in shearing shed lay-outs classing table/bins packing arrangements to assist in ensuring efficient classing of fleeces WITHOUT tail-banding or other tying.
 5. Assistance in providing improved fencing and therefore livestock management.
 6. The importance of the Report of the Grassland Trials Unit in Stanley, and assistance in implementing their most promising recommendations.
 7. Assistance in developing a cattle trade, improving stock with A.I. and the possibilities of winter feed and shelter.
 8. Assistance in helping smaller farms to have presspacking facilities producing high density wool bales with low cost freight charges.
 9. The continuance of the Grassland Trials unit, coupled with a permanent vet and shearing/classing experts in the shearing season.

- 10) Marketing of livestock and the provision of freezing/canning in Stanley perhaps in conjunction with Fisheries.
 - 11) Attempts to provide some afforestation and land improvement/shelter.
 - 12) Every effort to increase the quality and quantity of the farms wool production and other products, where each gain is building on existing sound businesses with a nett gain to the Islands economy.
 - 13) Assistance in promoting the "100% guaranteed Falkland Islands Wool Label" and creating a greater awareness amongst consumers that J.G.Field is the Agent of the majority of farmers Independent of the Falkland Islands Co., and purchases from JGF are made in effect direct from the farms.
Encouraging a UK vertical manufacturer to adopt the "100% guranteed Falkland Islands wool " label. (There was detailed examination of the Agency services of J.G.Field which include the provision of full market information, AWC prices, News letters and Telexs linked with Stanley Radio Broadcasts, invoicing, lotting and coretesting services, marketing both home trade and export, collection of wool proceeds and trustee deposit accounts and remittances)
Assistance in making buyers more aware of the intrinsic qualities of Falkland wool.
- vi) General, the need for the development of fisheries, with E.E and Japanese deep sea trawlers harvesting Falkland waters, whilst UK and in particular East Yorkshire coast trawlermen and trawlers rot in Hull and Grimsby deprived of their traditional Icelandic waters and limited by quotas elsewhere.
- vii) Land Sales, there was a general discussion on the value of Falkland farm properties put at £20 per head of sheep lock, stock and barrel but not including any investments. This in the light of the writer's recent experience as UK Agent for the sale of Island property. Given Insurance or a complete resolution of Political uncertainty, this was thought to be possibly as much as £60 per head in line with Patagonia.
- viii) Assistance in further developing Tourism was briefly discussed.
- ix) The effects of the large garrison in Stanley and their supporting services and possible social problems were briefly discussed. The change in Stanley life was speculated upon, the lesser effect or advantageous effect to the farms was discussed in brief.

The writer had the distinct impression that the Shackleton Team was in the business of rapidly producing the updated report so that the development of the Islands Economy following the reconstruction, could take place without delay.

C.M.L.Smith.



AGR 11/1

The Daily Telegraph

9,520 TUESDAY, JULY 6, 1982

Printed in MANCHESTER and LONDON

HEAVY LOSSES SUFFERED BY FALKLANDS FARMS

By IAN GLOVER-JAMES

WOOL valued at up to £500,000 and 10,000 livestock may have been lost in the Falkland Islands in the destruction caused by 10 weeks of Argentine invasion and British counter-attack.

First reports of damage suffered on outlying sheep stations are reaching Britain, and they present a mixed picture. Some farms have emerged unscathed, others have lost all.

The Falklands export £3 million worth of wool a year, the main plank of the islands' economy.

The 600,000 sheep are sheared between November and February, the wool reaching Britain in three major shipments. Only the first had arrived by the time the Argentinians invaded.

Mines danger

"Two thirds of the wool is still on the islands and it is worth more than £2 million," said Mr Colin Smith, a Bradford-based wool merchant with established Falkland interests. "We are not going to see up to 25 per cent of that. It could be £500,000 worth of wool."

His reports from the sheep stations are so far piecemeal: short Telex messages from angry farmers with vituperative comments about Argentine troops.

"Regret Mullet Creek wool totally destroyed in conflict," was the short message from Mr R. W. Browning, who had 1,189 sheep, 300 lambs, eight head of cattle, four horses and three sheep dogs on the farm he runs with the help of two hands near Port Stanley.

Mr Sidney Miller, manager of three farms on West Falkland, reported: "Very considerable damage to buildings at Dunnose Head, virtually none at Packs, Point Howard, fair degree at Fox Bay East. All the materials and timber, every stick, used by Argentinians at Fox Bay.

"We hope to effect sufficient repairs to be able to commence shearing by October. Mines left makes work dangerous. My Tim (Mr Miller's 30-year-old son) lost left eye from shrapnel at Dunnose Head"

'Much worse'

Mr Miller reported wool bales at Stanley had suffered being stored in mud. About 6,000 bales of wool remain on the Falklands and Mr Smith estimated more than two thirds would still be on the sheep stations.

Mr Charles Needham, chairman and chief executive of the Coalite Group, which owns the Falkland Islands Co, said reports of damage to farms and properties was sparse, but the worst hit area appeared to be that around Darwin and Goose Green.

"A number of houses have been blown up at Goose Green and the school building at Darwin has been completely destroyed," said Mr Needham. "That is where our main losses will have been."

Mr Smith, who handles wool from the individually-owned farms, said: "The communications are only just beginning to work. Whereas at first we thought there had been little damage done, it now looks much worse."

"I think at the end of the day the reports are not going to be of good news," he said. The Falkland Islands Co. said there had been reports of Argentinians shooting livestock indiscriminately at Goose Green. Mr Smith estimated up to 10,000 livestock could have been lost on the islands.

Compensation problem

"Replacing these will be a long-term job," he said. "The sheep will have to come from Australia and New Zealand, as they have the compatible breeds."

Compensation for islanders who have suffered losses will become a mounting problem. Most islanders are insured with Royal Insurance — the Falkland Islands Co. are their agents — and most policies have a war risk exclusion clause.

Donations to the Falklands Appeal can be sent to 12, Greycoat Place, London SW1 or paid into account number 24224030 at any branch of the National Westminster Bank.

From C.M.L.Smith, Abbey Mill Farm, Abbey Road, Knaresborough, North Yorkshire.
12th July 1982. To Independent Farms + FISOA, not confidential.

Falkland Label.

I am pleased to report that Woolcombers Ltd/Illingworth Morris are discussing with Marks & Spencers the inclusion in their winter range of a special, single, designed pullover/cardigan of high quality, to be manufactured from 100% pure Falkland Islands wools. This will be a single design in view of the limited quantities available, produced from B+C Ewe/Wether wools, bulk 28.5-29.5 microns, combed and worsted spun and knitted. It is hoped to provide numbered labelling. Full details should be known towards the end of August and will be advised, I will report further as this matter develops.

Compensation. & Reparation of Damage

Please find attached a further press cutting from the Yorkshire Post, no doubt soon it will become fully clear, if full compensations and reparations are going to be made, including personal injury and losses due to Argentine (not direct British) actions. News from the Islands, where no doubt events are taking their course would be welcome.

YORKSHIRE POST SATURDAY JULY 10 1982

9

Falklands plea for the 'forgotten few'

THE Prime Minister is being urged to set up an emergency fund of up to £3m. to help families who lost their homes and possessions in the battle for the Falklands.

Mr. Colin Smith, of Abbey Road, Knaresborough, a partner in a farm on the islands and an agent for 40 sheep farmers there, says reports reaching him suggest the damage to civilian property is worse than was first thought.

He said that a series of telexes and letters tell of more than 70 homes in Stanley being destroyed.

One farmer at Mullet Creek had lost his entire wool crop — his sole source of income for the year.

Other farms had been

looted by Argentine troops or wrecked by fighting.

A letter from San Carlos, where British troops went ashore, spoke of flattened fences, roads turned into seas of mud, and wool sheds damaged in attacks on the British bridgehead.

Mr. Smith has written to Mrs. Thatcher asking her to set up a fund to help the islanders.

He said last night: "Everyone is grateful for what the troops did, and they are rightly being honoured, but we should not forget the problems of the people just because the troops are home."

The islanders' insurance policies exclude war damage, he said.

A COMMONS row broke out last night after a Labour MP's Bill to make sure all Falkland Islanders get full British citizenship was blocked by the Government.

Mr. Robert Kilroy-Silk (Lab., Ormskirk) accused the Government of "hypocrisy" after his Falkland Islands (British Citizenship) Bill was scuppered.

About 1,400 of the 1,800 Falkland Islanders can claim British citizenship under the terms of the British Nationality Act, passed last year because they or their parents or grandparents were born here.

Mr. Kilroy-Silk's Bill would have extended it to the rest.

To The Prime Minister,
Mrs Margaret Thatcher,
10 Downing Street,
Whitehall,
London SW1.
(Copy to Doctor David Owen MP).

From Mr. Colin Smith,
Abbey Mill Farm,
Abbey Road,
Knaresborough,
North Yorkshire
Tuesday 13th July 1982.

Dear Mrs. Thatcher,

I wrote on 8th July about the disturbing messages which I am receiving from the Falkland Islands and asking about compensation and reparation for the Islanders, their property, farms and businesses and personal injuries and losses. I continue to receive letters, cables and telexes. I quote from two of them :-

1) Letter from Mr. Claud E. Molkenbuhr, Murrell Farm, East Falkland Island.

" I thought I would drop you a few lines as I would like to know what happens to Murrell wool now we are British again. I am hoping to get a full report from you soon about my wool clip. Tony Heathman did pass your message saying our money was safe.

We were at Port Howard at the time of the Argentine invasion and managed to get a lift on the m/v Penelope, across the Falkland Sound and then overland to the Murrell via Stanley. The Argentines came and told us not to cross the river to town, to get stores etc., as they had mined the tracks. By going easy on flour etc and with plenty of vegetables in the garden we managed quite well.

When the British forces landed at San Carlos we decided things were getting too hot here so we went by tractor to Johnsons Harbour. After a few days there I joined forces with the other local men and took my tractor and helped the British cart men and supplies, including ammunition to the front. We were around Estancia and Mount Kent for 19 days with the troops.

After getting back to Johnsons Harbour we were told not to go back home overland because of mines and unexploded bombs so I finally got a lift by a helicopter to the Murrell. I discovered that the farm had been occupied by the Argentines, whilst we were at Mount Kent and the house almost completely wrecked and looted. Out of 12 Pigs I have 3 left and 90 Odd poultry were killed and the wreckage and mess impossible to describe. Judy and Lee got home today after I managed to salvage and borrow a few essentials to exist upon.

Before I went to Johnsons I took a ride to put the rams out and on getting to Kidney Cove found 9 of the cattle maimed on the mine fields also 1 horse and many sheep. Sheep and cattle have been butchered and fences cut down to get the battens and stakes for firewood. At a guess I have lost around 1000 sheep. Not much of a picture.

Well I hope our problems with the Argentines are over and wool prices go up and we manage to get replacements for the stock we have lost. I am sure there are a lot of us in the same boat and it will take much hard work to get things going again

signed yours C.Molkenbuhr",

Mr. Molkenbuhr is a typical example of the damage that is facing the Islands the second letter is less typical.

2) Letter from Mr. Tim Miller, Dunnose Head, West Falkland Islands.

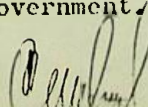
" I expect my father will have now informed you of the serious damage at Fox Bay East and Dunnose Head. Unfortunately I was hit in the head with shrapnel in the Dunnose Head bombing and lost my left eye - however, since the nearest 1000 pounder was only 25 yards away I am thankful for still being alive !. "

San Carlos settlement is described as " a disaster area with fences flattened or gone, woolsheds and other buildings considerably damaged, roads tracks and fields a sea of mud. Busy helicopter squadron still in residence and helpful when possible but workforce too small to cope with rehabilitation "

The South Atlantic Appeal, is for British servicemen and civilians with the task force and is an excellent cause, but none is for the Islands, or the Islanders. However there will not be one Islander I am sure, who does not, thank HM forces and merchant marine for their courage and sacrifice.

The Falkland Island Office at 2 Greycoat Place, Westminster, is running the Falkland Appeal, which is excellent, but will hardly I imagine, be sufficient to compensate the major losses through-out the Islands, with 70 or so houses destroyed or in need of replacement, with thousands of sheep slaughtered, miles of fencing destroyed, about £500,000 of wool destroyed or damaged, with all types of personal injuries and losses. Government action is essential and soon. Delay only increases the problems of the Islanders, I think they need to know now, that all will be put right, compensated or repaired with the full support of the British Government.

Yours sincerely,



WEIGHT LIST.

L/Roy COVE.

From J.G.Field & Co., Scotia House, 275 Thornton Road, Bradford BD8 8LJ.
For and on Behalf of our Principals :-

For Invoice Number 8240-2 Dated AUGUST

Invoiced to WOOLCOMBERS LTD., FAIRWEATHER GREEN MILLS.

Original Falkland Islands Wool Bales, farm bales, presspacked wools.

Original Farm Mark L/ROY COVE. Bales of Wool 51

Description 51 BALES OF A GRADE FLEECES.

Nr. Grade kilos Nr. Grade kilos Nr. Grade kilos Nr. Grade Kilos Nr. Grade Kilos.

91	AW	272	140	AW	262	176	AE	275	181	AE	300		
95	AW	277	146	AW	270	177	AE	276	182	AE	297		
96	AW	280	147	AW	272	178	AE	281	183	AE	302		
97	AW	272	148	AW	270	179	AE	272	184	AE	305		
98	AW	276	149	AW	285	180	AE	277	185	AE	285		
99	AW	272	150	AW	268				186	AE	288		
100	AW	278	151	AW	277								
101	AW	272	152	AW	278								
102	AW	288	153	AW	283								
103	AW	275	154	AW	290								
104	AW	275	155	AW	282								
105	AW	271	156	AW	278								
113	AW	261	168	AW	265								
114	AW	270	169	AW	272								
115	AW	270	170	AE	270								
116	AW	260	171	AE	275								
117	AW	265	172	AE	285								
118	AW	262	173	AE	256								
119	AW	260	174	AE	245								
139	AW	266	175	AE	280								

Totals. Bales 51 Gross 14043 Tare 255 Nett 13788

Shippers Weights to be receipted at Bower Green Warehousing, Bradford.

Delivered To Bower Green Warehousing Ltd Bradford - all charges to Bradford Farms account.

Warehouse Charges. All Warehouse charges buyers responsibility from 14 days after receipt at Bower Green.

Insurance. Insurance entirely Buyers responsibility from 14 days after receipt at Bower Green.

Core Testing. Has been arranged with Bower Green and TESI Bradford for micron and yield on a clean dry schlumberger basis.

Bower Green/TESI Reference 8240-2

Core charges are to be shared between the farm and the buyer.

For and on Behalf of J.G.Field & Company.

C.N.L. Smith.

From J.G.Field & Co., Scotia House, 275 Thornton Road, Bradford BD8 8LJ.
 For and on Behalf of our Principals :-

For Invoice Number 8240-2 Dated AUGUST

Invoiced to WOOLCOMBERS LTD., FAIRWEATHER GREEN MILLS

Original Falkland Islands Wool Bales, farm bales, presspacked wools.

Original Farm Mark L/ROY COVE. Bales of Wool 43

Description 43 BALES OF B GRADE FLEECER.

Nr. Grade kilos Nr. Grade Kilos Nr. Grade Kilos Nr. Grade Kilos Nr. Grade Kilos.

92	BW	275	163	BE	285	187	BE	310						
106	BW	269	164	BE	280	188	BE	301						
107	BW	270	165	BE	272	189	BE	305						
108	BW	268				190	BE	292						
109	BW	285				191	BE	300						
110	BW	276				192	BE	286						
111	BW	278				193	BE	288						
112	BW	281				194	BE	285						
133	BW	271				195	BE	280						
134	BW	280				196	BE	266						
135	BW	268				197	BE	292						
136	BW	278				198	BE	275						
137	BW	268				199	BE	282						
138	BW	267				200	BE	280						
157	BW	292				201	BE	272						
158	BW	287				202	BE	275						
159	BW	290				203	BE	282						
160	BW	284				204	BE	302						
161	BE	283				205	BE	286						
162	BE	273				206	BE	301						

Totals. 43 Bales. Gross 12140 Tare 215 Nett 11925

Shippers Weights to be reweighed at Bower Green Warehousing, Bradford.

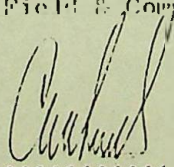
Delivered To Bower Green Warehousing Ltd Bradford - all charges to Bradford Farms account.

Warehouse Charges. All Warehouse charges buyers responsibility from 14 days after receipt at Bower Green.

Insurance. Insurance entirely Buyers responsibility from 14 days after receipt at Bower Green.

Core Testing. Has been arranged with Bower Green and TESI Bradford for micron and yield on a clean dry schlumberger basis.
 Bower Green/TESI Reference 8240-2
 Core charges are to be shared between the farm and the buyer.

For and on Behalf of
 J.G.Field & Company.


 C. M. Smith.

From J.G. Field & Co., Scotia House, 275 Thornton Road, Bradford BD8 8LJ.
For and on behalf of our Principals :-

For Invoice Number 8240-2 Dated AUGUST

Invoiced to WOOLCOMBERS LTD, FAIRWEATHER GREEN MILLS.

Original Falkland Islands Wool Bales, farm bales, presspacked wools.

Original Farm Mark L/ROYCOVE Bales of Wool 27

Description 10 C FLEECE + 12 PEATY FLEECE + 3 BELLIES + 1 BELLIES/PIECE + 1 LOCKS.

Nr. Grade Kilos Nr. Grade Kilos Nr. Grade Kilos Nr. Grade Kilos Nr. Grade Kilos.

94	CW	310	207	CE	322	93	PEATY W	275	141	BELLIES	285	145	LOCKS	335.
131	CW	280	208	CE	332	120	✓	283	142	BELLIES	295			
132	CW	280	209	CE	302	121	✓	280	143	BELLIES	280			
166	CE	295	210	CE	315	122	✓	277	144	RES/BALL	320			
167	CE	293	211	CE	310	123	✓	271						
						124	✓	284						
						125	✓	282						
						126	✓	282						
						127	✓	295						
						128	✓	275						
						129	✓	280						
						130	✓	280						

Totals. Bales 27 Gross 7921 Tare 135 Nett 7786

Shippers Weights to be reweighed at Bower Green Warehousing, Bradford.

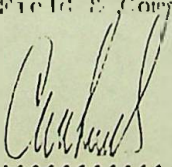
Delivered To Bower Green Warehousing Ltd Bradford - all charges to Bradford Farms account.

Warehouse Charges. All Warehouse charges buyers responsibility from 14 days after receipt at Bower Green.

Insurance. Insurance entirely Buyers responsibility from 14 days after receipt at Bower Green.

Core Testing. Has been arranged with Bower Green and WTSI Bradford for micron and yield on a clean dry schlumberger basis.
Bower Green/WTSI Reference 8240-2
Core charges are to be shared between the farm and the buyer.

For and on Behalf of
J.G. Field & Company.



C.M.L. Smith.

SPECIFICATION

SHEET 1

90 Bales of Wool

Per MONSUNEN Voyager Kil to Stanley

Bales of Skins

For Shipment to LONDON

Bundles or Loose Hides

Numbers as per margin Mark L

Numbers	Description	GROSS Lbs.	GROSS KILOS	For London Office use only
L 91	WETHER A		272	
92	WETHER B		275	
93	WETHER PEATY		278	
94	WETHER C		310	
95	WETHER A		277	
96	WETHER A		280	
97	WETHER A		272	
98	WETHER A		276	
99	WETHER A		272	
100	WETHER A		278	
101	WETHER A		272	
102	WETHER A		288	
103	WETHER A		275	
104	WETHER A		275	
105	WETHER A		271	
106	WETHER B		269	
107	WETHER B		270	
108	WETHER B		268	
109	WETHER B		285	
110	WETHER B		276	
111	WETHER B		278	
112	WETHER B		281	
113	WETHER A		261	
114	WETHER A		270	
115	WETHER A		270	
116	WETHER A		260	
117	WETHER A		265	

SPECIFICATION

SHEET 2

90 Bales of Wool ^{Condit}

Per MONSUNEN Voyage K11 to Stanley

Bales of Skins

For Shipment to LONDON

Bundles or Loose Hides

Numbers as per margin Mark L

Numbers	Description	GROSS Lbs.	GROSS KILOS	For London Office use only
	FROM GROSS VGS CARRIES FORWARD		7686	
L 119	WETHER A		260	
120	WETHER PEATY		283	
121	WETHER PEATY		280	
122	WETHER PEATY		277	
123	WETHER PEATY		271	
124	WETHER PEATY		284	
125	WETHER PEATY		282	
126	WETHER PEATY		282	
127	WETHER PEATY		295	
128	WETHER PEATY		275	
129	WETHER PEATY		280	
130	WETHER PEATY		280	
131	WETHER C		280	
132	WETHER C		280	
133	WETHER B		271	
134	WETHER B		280	
135	WETHER B		268	
136	WETHER B		278	
137	WETHER B		268	
138	WETHER B		267	
139	WETHER A		266	
140	WETHER A		262	
141	WETHER BELLIES		285	
142	WETHER BELLIES		295	
143	WETHER BELLIES		280	
144	WETHER 2 ND PIECES + BELLIES		320	
145	WETHER LOCKS		335	
146	EWE A		270	
147	EWE A		270	

SPECIFICATION

SHEET 3

90

Bales of Wool *center*

Per *MORISJUNEN* *Voyager Ku* to Stanley

Bales of Skins

For Shipment to LONDON

Bundles or Loose Hides

Numbers as per margin Mark *L*

Numbers	Description	GROSS Lbs.	GROSS KILOS	For London Office use only
<i>L</i> 148	EWE A		270	
149	EWE A		285	
150	EWE A		268	
151	EWE A		277	
152	EWE A		278	
153	EWE A		283	
154	EWE A		290	
155	EWE A		282	
156	EWE A		278	
157	EWE B		292	
158	EWE B		287	
159	EWE B		290	
160	EWE B		284	
161	EWE B		283	
162	EWE B		273	
163	EWE B		285	
164	EWE B		280	<u>SUMMARY SHEET 175 lbs</u>
165	EWE B		272	90 Bales Gross Wgt 24986
166	EWE C		295	Less Ten Pk x 36p 180
167	EWE C		293	NETT KGS <u>24806</u>
168	EWE A		265	
169	EWE A		272	
170	EWE A		270	
171	EWE A		275	
172	EWE A		285	
173	EWE A		256	
174	EWE A		245	
175	EWE A		280	
176	EWE A		275	
177	EWE A		276	
78	EWE A		281	
179	EWE A		272	
80	EWE A			

center from sheet 2

15872

Additional to previous No 91-180

31 Bales Bales of Wool
 NIL Bales of Skins
 NIL Bundles or Loose Hides

Per Monsieur K.H. to Stanley
 For Shipment to LONDON
 Numbers as per margin Mark L

Numbers	Description	GROSS Lbs.	GROSS KILOS	For London Office use only
L181	EWE A		300	
182	EWE A		297	
183	EWE A		302	
184	EWE A		305	
185	EWE A		285	
186	EWE A		288	
187	EWE B		310	
188	EWE B		301	
189	EWE B		305	
190	EWE B		292	
191	EWE B		300	
192	EWE B		286	
193	EWE B		288	
194	EWE B		285	
195	EWE B		280	
196	EWE B		266	
197	EWE B		292	
198	EWE B		275	
199	EWE B		282	
200	EWE B		280	
201	EWE B		272	
202	EWE B		275	
203	EWE B		282	
204	EWE B		302	
205	EWE B		286	
206	EWE B		301	
207	EWE C		322	
208	EWE C		332	
209	EWE C		302	
210	EWE C		315	
211	EWE C		310	
		GROSS KGS	9118	
	Less TARE 31 x 5.		155	
	Nett Kgs		8963	
				121 Bales Totals.
				24986
				9118
				<u>34104</u>
				51 BLS A 14043 41%
				43 BLS B 12140 36%
				100 + 12 PEATY 7921 23%
				+ 500000
				<u>121 34104</u>

From C.M.L.Smith, Abbey Mill Farm, Abbey Road, Knaresborough, North Yorkshire.
To Independent Farms.

Following the announcement of the formation of the joint British Wool Marketing Board and Woolcombers Ltd company, the offices are being re-organised and a new block built at Cumberland works. Therefore from now on please address all letters and matters sent by post to :-

C.M.L.Smith, Abbey Mill Farm, Abbey Road, Knaresborough, North Yorkshire.
(Telephone 0423-862115)

All cables to be sent addressed to JACKFIELD BRADFORD or to telex numbers
51221 or 51274, addressed "attention Mr. Colin Smith"

I will in fact be working from J.G.Field & Co's present offices at Scotia House
275 Thornton Road, Bradford BD8 8LJ (Telephone Bradford 0274-42266) but these will
be later transferred to Cumberland works, therefore it is best to send postages
to Abbey Mill Farm, until further notice.

ACKRILL NEWSPAPER GROUP.

16TH JULY 1982.

KNARESBOROUGH POST.

HARROGATE EX.

BOROUGHBRIDGE, RIDON, THIRSK, PICKERING, SCARBOROUGH, YORK, POSTS.

but the only problem "I have now informed

'Disturbing' letters from Falklands

A KNARESBOROUGH man is lobbying the Prime Minister and other leading politicians to set up an emergency fund for Falkland Islanders who lost their homes and possessions during the recent hostilities.

Mr. Colin Smith, of Abbey Hill Farm, Abbey Road, a partner in a San Carlos farm on the islands and an agent for 40 sheep farmers, this week claimed to be receiving "disturbing" letters and cables from farmers and friends.

He said the correspondence told of more than 70 homes in Stanley destroyed and outlined many individual tragic stories, including one farmer at Mullet Creek who had lost his entire wool crop.

Another farmer, Mr. Claude Mollenbuhr, had his farmhouse almost wrecked and completely looted and most of his livestock butchered by the Argentinians.

"Urgent action is needed. In my view one course of action would be a fund under the control of the Falkland Islands Government, which has sufficient resources to rapidly repair and compensate", he says in his letter to Mrs. Thatcher.

Mr. Smith has also approached Dr. David Owen, MP, and Lord Shackleton who is heading a Government team investigating the future development of the Falkland Islands.

"I understand from the Shackleton Team that it is urgently updating its excellent 1978 Report on developing the islands and that they assume that reconstruction and compensation will take place.

"I am sorry to say that assumption



Mr. Colin Smith (A1228/20A).

does not put a roof over someone's head, replace a lost home or a shattered business, compensate for personal injury or give confidence to those who have suffered losses", said Mr. Smith this week.

He claimed to know at least one Falkland Islander who had decided to quit the islands and he fears that others will do the same unless quick, effective help is given.

The Falkland Islands office at Greycoat Place is running an appeal to assist Falkland Islanders, but Mr. Smith maintains that this will barely cover personal losses let alone replace entire farmhouses and livestock. He advocates an emergency fund of up to £3m. The Islanders' insurance excludes war damage.

Mr. Smith, who visits the Falkland Islands several times a year for the Bradford-based firm J. G. Field, hopes to get a reply from the Prime Minister within the next few weeks.

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N. B.
VISITED SEVERAL
TIMES.

Handwritten signature

J. G. FIELD & CO. Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

To Mr. Michael Pattison,
Bower Green Warehousing Ltd.,
Filey Street,
Bradford 1.,
West Yorkshire.

Tuesday 13th July 1982.

Dear Michael,

Reference Falkland wools.

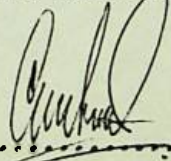
- 1) I attach a further copy of my letter to you of 30th June 1982 giving preliminary details of the Falkland shipments.
- 2) The latest news is that the AES left Port Stanley with a full load of wool on July 8th and is due at Gravesend on August 8th 1982.
- 3) FIC cannot yet advise which farm lots are onboard.
- 4) For your additional information I attach farm specifications received to date with lotting and coring instructions, these instructions will be subject to amendment as information becomes available.
- 5) If in doubt and the wool starts to arrive, simply lot any farm without specifications into two lots :-
 - a) All fleeces - WTSI to core as one lot.
 - b) All oddments - necks, bellies, pieces, camp, locks, sweepings etc. WTSI to core as a second lot.
- 6) The writer is away between the 18th July to 10th August, but it is unlikely that wool will start to arrive at Bower Green prior to my return, when I can issue any amendments and provide hopefully all remaining specifications.

Specifications attached for - JB, RoyCove, MP, TPMK, MM, HE, S & S, AP, H & B, F, Z, RPM, WP, S.CM.KI..

Specifications awaited for - HP, NWLI, GISB, TRI/FB, TRI/DH, TRI/PH, NIPCO, HIRTLE-GOLDING, TR, BB, SPLIT-FELTON, SEDGE, IIRH, B&H,

Mr Field has my forwarding address in emergencies.

Yours sincerely,


..... Colin M.L. Smith.

c.c. Eddie Stocks, WTSI.

Telegraph & Argus

No. 35,299

14p

BRADFORD, TUESDAY, JULY 13, 1982

Bradford plea for Falkland farms

BRADFORD wool broker Colin Smith has made a direct plea to the Prime Minister for immediate compensation for Falklands Islands sheep farmers.

He says many of them face ruin because of the British - Argentinian fighting on the islands.

Mr. Smith, of J. G. Field and Co., Thornton Road, who represents 40 independent Falklands sheep farms, says an appeal launched by the Falklands Islands Office in London for cash to aid the islanders would not meet the cost of replacing entire homes and valuable livestock.

In his letter to Mrs. Thatcher Mr.

Smith says that farms had suffered varying degrees of damage ranging from nothing to total destruction. One small farmer at Mullet Creek had lost his entire income for the year with the destruction of his wool clip. "The loss in wool stored in the Islands is likely to be large. There was £2m. worth in store but not yet delivered or paid for and part of this at least has been destroyed," says Mr.

Smith who claims that homes and stores had been looted and vandalised by Argentinian troops.

He says: "Urgent action is needed. In my view one course of action would be a fund under the control of the Falklands Islands government which has sufficient resources to rapidly repair and compensate. Time is not on our side. The islanders, including some who have lived there all their lives, will start pulling out. They need news of positive action now".

He tells Mrs. Thatcher that the Falklands were one of the most peaceful places in the world. Mr. Smith says he had visited every farm and settlement and found the people kind, self resilient and hospitable.

YORKSHIRE POST TUESDAY JULY 13 1982 3

*£60,000 LOOKS TOTALLY INADEQUATE
WHEN DAMAGE PROBABLY £300,000+*

Falklands appeal reaches £60,000

ALREADY £60,000 has been donated to The Falklands Appeal, launched last month under the patronage of Lord Shackleton.

The appeal was set up to give immediate help to the Falkland Islanders in the aftermath of the invasion in which 72 houses in Port Stanley were destroyed or badly damaged.

The islanders do not benefit from the South Atlantic Fund — which is intended only for Forces and their families.

Most houses on the island had been looted, some were totally stripped, in others clothes were torn up and personal possessions smashed, say the appeal organisers.

The Civil Commissioner has asked for 1,000 tons of solid fuel to be sent urgently.

There was wholesale slaughter of livestock and recent heavy snow falls are also hampering a full assessment of the situation.

The 25-year-old daughter of one of the three civilians killed in the conflict suffers from cerebral palsy and needs total and constant nursing, says the appeal.

Directors:
C. M. L. Smith
H. G. Allen
W. R. Luxton

Secretary:
G. Smith

Associated Companies
(Registered in the Falkland Islands)
San Carlos Sheep Farming Co. Ltd.
Mount Usborne Ltd.

D. S. & Co.
(Sheepfarming) Ltd.

ABBAY MILL FARM
ABBAY ROAD
KNARESBOROUGH
NORTH YORKSHIRE

Incorporated in England
Registered No. 247115
Telephone Harrogate (0423) 862115
Telex 517679 Engwol G

Mr. Alex Smith,
The Falkland Unit,
Room W1301,
The Foreign & Commonwealth Office,
King Charles Street,
London SW1.

15th July 1982,

Dear Mr. Smith,

Confirming our telephone conversation today and my request to be added to the priority list of passengers for the Falkland Islands.

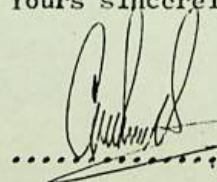
To be brief, the reason for my inclusion is as follows :-

- 1) As Chairman and a shareholder in San Carlos Sheep Farming Co (now a famous farm)
- 2) As Director and a shareholder in Chartres Sheep Farming Co, West Falkland.
- 3) As Agent for (managing the Falkland section of J.G.Field & Co) the Independent farms throughout the Islands, numbering 38, for whom we sell over 1000 Tonnes of Falkland wool representing £1,500,000 of the Islands Exports.
- 4) As Agent for the sale of Packes Bros Ltd Farms in the Islands, Fox Bay East, Dunnose Head and Packes Port Howard, West Falkland Island.
- 5) Above all because a number of farms management and a number of friends have asked me to come soon.

My life revolves around the m/v AES, ideally I would like to leave week 15th November returning before Christmas. It is just possible that I could leave for the month of September. I realise that at the moment such 'niceties' as fixed dates are practically impossible, however if you could contact me when a place becomes available I would be most grateful.

I would be prepared to travel by Hercules from Ascencion. Please advise in due course the return fare cost c/o H.M.Forces.

Yours sincerely,



..... C.M.L.Smith.

c.c. Mr. W.R.Luxton, Chartres,
Mr. F.E.Baker, Chief Secretary
Mr. Robin Pitaluga, Salvador
Mr. Sydney Miller, Packes,
Mr. Pat Short SanCarlos,
Mr. J.G.Field and Mr. John Pulling.

'Falklands farmers on verge of leaving'

MANY sheep farmers on the Falklands could decide to leave because their livelihood has been destroyed by the war with Argentina, claims a Bradford wool merchant.

Mr. Colin Smith, of J. G. Field and Co., Thornton Road, who is agent for 40 independent farmers on the Falklands, says that many farmers face ruin.

He has urged the Government to quickly provide cash for the farmers.

Mr. Smith has raised the question of compensation with Lord Shackleton, who is updating his 1976 report on the future development of the islands for the Government.

"But he said his brief was to concentrate on long-term development of the Falklands. He assumed that compensation would be provided for those who have suffered from the conflict.

Survive

"But these people cannot survive on assumptions. Though the Falkland Islands Office in London has launched a fund there is no-one else, as far as I know, in the process of providing compensation for the islanders."

Mr. Smith says the fighting on the Falklands had killed an estimated 10,000 livestock and destroyed about £500,000 worth of wool. Some farms were unscathed by the conflict but others had been almost totally destroyed, particularly those around Darwin and Goose Green.

Help

Though the Government was pledged to pay compensation for damage caused by British troops during the war, there was no guarantee that islanders who suffered from the original Argentinian invasion would receive help, said Mr. Smith.

It was also likely that, though most of the farmers were insured, they would not

be paid out because of a war risk exclusion clause in their policies.

Trust

"What I am hearing from the Falklands, where I have many friends who trust me, is sad news. People there are in a state of shock and paralysis and have gone through much heartache in the past few weeks.

"Action at the highest level is needed to help them. It is no use talking about developing the Falklands until life there has returned to normal and for this to happen compensation must be paid," he added.

From C.M.L.Smith, Abbey Mill Farm, Abbey Road, Knaresborough, North Yorkshire.
General Report and newsletter private & confidential for Independant Farms only
9th July 1982.

1) Australian Report.

The Australian wool season is now in winter recess, therefore the only changes are for currency adjustments as follows :-

Micron.	Aust Cents Clean	Equivalent PKG Clean	Pence change	Exchange Rate.
22	502	297	+2	169.00
23	458	271	+2	
24	437	259	+2	
25	416	246	+2	
27	258	212	+2	
30	305	180	+1	
Oddments				
XBDC.A.	233	138	+1	

As expected, the Australian Minister for primary industry announced a rise in the floor price for the season 1982/83 of an average of 12 Aust.Cents or 2.9%.

This is spread across the micron range as follows. :-

Micron.	Reserve Prices= 81/2	Pct Change	82/3	Market closing price.
Overall Market	410	+2.93	422	437
19	515	+3.88	535	579
20	491	+4.28	512	560
21	473	+4.02	492	533
22	466	+3.86	484	502
23	450	+3.56	466	458
24	429	+3.50	444	437
25	396	+4.04	412	416
27	348	+0.57	350	358
30	286	unchanged	286	305
Oddments	308	-1.01	304	308
Merino	230	unchanged	230	233
Crossbred				

So Australia with its strong farmers lobby will again "beef-up" the wool market next season and since they produce a third of the World's exportable wool, they will have the muscle to do so. In spite of cheap new season offers from Uruguay as farmers try to sell forward in order to raise finance at the Bank.

Business is generally exceptionally quiet, with practically no activity. JGF has offered a few hoggets in the region 24.9 -25.3 microns without response from the buyers. The market is still around 270 clean for hoggets and 220 clean for B grade fleeces, but with very few buyers.

Compensation.

I have not heard any clear statement about compensation in the UK yet, perhaps you have more news in the Islands. It seems essential to make the Independant farmers voice heard, the "Big Battalions" will no doubt be making themselves very clearly heard. The Press is not always 100% reliable and writes the stories to suit themselves however it is a powerful weapon and the Government yesterday made statements about compensation and mention was made of £500,000 damage to wool and the replacement of 70 houses although as yet no definite undertakings.

Wool Specifications.

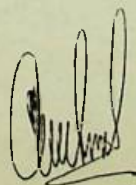
Again I stress the need for all remaining wool specifications even for wool that may have been destroyed, JGF can draw up the exact and necessary documents to establish the value of any wool destroyed for compensation purposes.

Visit to the Islands.

I am planning a visit perhaps in November (maybe earlier) in particular to JB but also including as many Independant farms as possible.

Business Trip.

The writer will be away from 18th July to 10th August.



To The Prime Minister,
Mrs Margaret Thatcher,
10 Downing Street,
Whitehall,
London SW1.
(Copy to Doctor David Owen M.P.)

From Mr. Colin.M.L.Smith,
Abbey Mill Farm,
Abbey Road,
Knaresborough,
North Yorkshire.
8th July 1982.

Dear Mrs. Thatcher,

For over 20 years I have had interests in the Falkland Islands and also manage for J.G.Field & Co an Agency representing 40 individual Falkland Islands sheep farms. On 6th July I sent you a copy of an article printed that day in the Daily Telegraph and written by Mr. Ian Glover-James. I continue to receive telexes, cables and now letters from the Islands which disturb me deeply, not only from farms but from trusted friends.

The Falkland Islands Office at Greycoat Place is running an Appeal to assist Falkland Islanders but this can barely assist those individual and personal losses, Islanders personal possessions, furniture, childrens toys. It surely will not be able to replace entire houses that are destroyed or so severely damaged as to be uninhabitable in Stanley and the farm settlements. There are all types of business and property losses and there scale is only just becoming clear, as communications are re-established.

There are personal injuries, losses which cannot be repaired, such as Mr. Tim Miller at Dunnose Head, who lost an eye from shrapnel.

Farms large and small have suffered varying degrees of damage, from none at all to practically total destruction. Rex Browning a small farmer at Mullet Creek has lost his entire income for the year, with the destruction of his wool clip. The loss in wool stored in the Islands is likely to be large there was £2 million in store sold but not yet delivered or paid-for, part at least is destroyed.

As to insurance this was practically all insured with Royal Insurance and most people and farms were very well insured but to no avail, the policies as is usual carry war risk exclusion clauses.

There is some talk of compensation or at least reconstruction, however there is also mention that this may be limited to damage caused by British forces directly, which suggests that if you or your property are hit by an Argentine bomb, nothing will be forthcoming.

Homes and stores have been looted and vandalised and worse by Argentine troops.

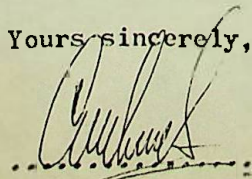
I understand from the Shackleton Team that they are urgently updating their excellent 1976 Report on developing the Islands and they "assume" that reconstruction and compensation will take place. I am sorry to say that "assumption" does not put a roof over some-ones head, replace a lost home or a shattered business, compensate for personal injury or even give confidence to those who have suffered losses. If urgent action is not soon taken the Shackleton Team will be making their recommendations on the basis of a shattered Island economy, with people in a state of shock, losing heart and hope for the future, the Shackleton Team will be building on rotten foundations.

With many Islanders and businesses having come through unscathed the misery is not even equally shared out, two Islanders lost all, they lost their lives.

Urgent action is needed, in my view one course of action would be a fund under the control of the Falkland Islands Government, which has sufficient resources to rapidly repair and compensate. Time is not on our side. The Islanders, at least some of them, including some who have lived there all their lives will start pulling out and leaving. They need news of positive action now.

The Islands were one of the most peaceful places in the World and I have visited every farm and settlement, to find kind, hospitable, self-reliant people always willing to help each other and lend a hand. They must now be overwhelmed with shock. I am sure they all thank you and those who supported you for freeing them, but it has been at a cost, I am sure they will always honour those who gave their lives, but please therefore let us see some good come out of it., and soon.

Yours sincerely,



..... Colin M.L.Smith.

Growers' Interest

Mr. Walter Elliot, OBE, FRAGS., Chairman of the British Wool Marketing Board said in Bradford today:

"As wool growers, our interest in the raw material we supply to the textile industry does not stop at the farm gate. We are concerned to see a strong and expanding market for British Wool. I am confident that our new association with Woolcombers - one of the great names in British wool processing - will be of lasting value to our British growers".

Mr. Robert Waterhouse, who has been joint managing director of Woolcombers Topmaking Division, becomes managing director of the new company. Other appointments to the new Board will be announced shortly.

Scouring Plans

Woolcombers and the Wool Board are also forming a new joint company to take over Woolcombers' scouring operations. It will trade as Woolcombers [Scourers] Limited, with Woolcombers in this case holding the major share of the equity.

The same services as are currently available will be offered and it is anticipated that plans already approved will lead to greater efficiency and the use, where proven, of new techniques.

As part of the overall arrangements, the Wool Board's Scottish subsidiary, Stewart and Ramsden Limited, will be acquiring the business of L. J. Macdonald Limited from Woolcombers.

L. J. Macdonald's main business is in British carpet wools and the trading name will be retained.

- ends -

Note From C.M.L.Smith/J.G.Field & Co. Re Falkland Islands Agency.

These changes leave J.G.Field & Co unaffected and offering the usual full service to Independent Falkland farmers. Obviously the moves strengthen Woolcombers Group and the participation and co-operation of the Wool Board and through them the British farmers, can only be considered a good basis for the future. J.G.Field & Co continues to operate an Independent Agency for the Falkland Islands, with C.M.L.Smith as manager of the Falkland section.

- ends -

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To CS/AGR/1/1

Joint Press Announcement by
Illingworth, Morris PLC and
the British Wool Marketing
Board

JUL 1982
Not for publication before
15.00 hours BST Thursday,
1 July, 1982

WOOLCOMBERS LINK WITH WOOL BOARD

Plans for joint operations in wool topmaking and scouring were announced today by Illingworth, Morris PLC and the British Wool Marketing Board. Their aim is to strengthen the market for British wools and to safeguard the future of wool processing in this country.

The Wool Board - which is responsible for marketing the wool produced by Britain's 90,080 growers - is acquiring a 60 per cent interest in Woolcombers [Topmakers] Limited. Illingworth, Morris' major subsidiary, Woolcombers Limited, will retain the balance of 40 per cent of the equity.

The agreement provides that the investment by the Wool Marketing Board in Woolcombers [Topmakers] Limited will be on the basis of the net asset value at 1st April, 1982 with adjustments for movements in net asset values between that date and 1st July, 1982. The net assets are represented by an inter Company account. It will be repaid with the exception of that amount representing Woolcombers' continuing interest in Woolcombers [Topmakers] Limited which will be converted into share capital of the latter Company. The repayment amounts to approximately £2.17m. Including the assumption by Woolcombers [Topmakers] Limited of overdrafts associated with its operations amounting to approximately £3.75m, the cash effect on the Illingworth Morris Group will amount to an inflow of approximately £5.92m.

The Board's interest in the joint Company will be through its subsidiary holding Company, Wool Growers [Great Britain] Limited and Cecil Waterhouse and Sons Limited, one of the best-established names in the British wool trade, which it is acquiring from Woolcombers.

The joint topmaking company will continue to use the trading name of Cecil Waterhouse and Sons and to operate from Woolcombers' premises at Fairweather Green, Bradford.

Illingworth, Morris' Chairman and Chief Executive, Mr. Donald Hanson, will be chairman of the joint company. In Bradford today, Mr. Hanson said:

"I believe this joint enterprise will not only improve market prospects for British wools but will serve also to strengthen and safeguard the future of the United Kingdom wool textile industry. Over the years, close relationships have developed between the executives of our two organisations. Because we each have an understanding and appreciation of each other's role, I am delighted that we now have the opportunity of working together for the benefit of the industries we serve".

Wool markets.

The slow downward slide in prices continues, with Sterling strong against the US dollars and NZ/Australian Dollars, reducing equivalent sterling wool prices, coupled with a continuing period of very low general demand with manufacturers very reluctant buyers due lack of current retail demand for all textiles.

JGF.

Contrary to the general trend JGF had a good week with more enquiries for wools, we received bids for several types and the following business was concluded :-

- 1) Sale of wet/damaged wools, on a sound value basis, greasy pence per kilo :-
Necks 125pkg, Bellies 115pkg, Alloggets 150pkg A Ewes 135-160pkg, B Ewes 145-150pkg
C Ewes 115-120pkg, Sandy Ewes 115pkg.
- 2) Sale of 60% Bellies 20% Necks 10% A Ewe 10% AA Ewe at 202pkg clean dry.
- 3) Sale of 24.9my Hoggets at 255pkg clean dry, these were merchanted from a Bradford merchants stocks after an independent farm had rejected the price as being too low. Thus the buyer was not frustrated and the available wool in Bradford sold, JGF made a small % commission, perhaps the market may soon improve allowing the sale of the Independent farmers hoggets at a better price, without competition from the merchants stock.

We continue to quote Hoggets 260/270 A grade 240/260 (depending microns) B grade 230, C grade 220, although generally wool price have tended lower since 19th August.

Jacomb

We are pleased to report, that during this period, they have been most helpful in accepting damaged and wools, into sorting at their premises. This assisted JGF and the Independent farms in minimising the losses to the wool by minimising further deterioration and rotting of the wools damaged by water, ex AES. During the period we purchased 10,000kgs of Falkland Hogget Bales ex first shipment from them, merchenting them with a small commission to JGF.

F(W)

Have received a major shipment on this AES, much of which is believed to be unsold. we expect them to commence offering shortly, to the trade generally.

F71 AES

Independent Farmers shipments.

Only 18 Independent farms were onboard the vessel, in theory a total of 738 Bales, of these 39 bales (5.3%) were missing left behind in Stanley, 67 were severely damaged by water (9.1%) of which 62bales (8.4%) were shipped as deck cargo.

By comparison FIC was fortunate with over 1600 bales on the vessel of which so I believe none were missing (0%), 6 were severely damaged (0.00375%) and 5 of these were deck cargo.

The shipment was expected to consist of about 1500 bales Independants of which less than 50% have been shipped and 1200 FIC of which 133% have been shipped. The situation cash flow wise for the Independent farms must in some cases be very serious. Most of the Independent farmers wools were sold in the period November to February, at good prices, in the event for delivery March, May, August. Many of the farms are severely disrupted with in some cases no wool proceeds at all. Taking the example of one farm intimately known to the writer, we had the following wools ready

100 Bales March (shipped) arrival.

120 Bales May arrival.

100 Bales August arrival.

So far we have recieved only 100 bales, where we would have normally received 320 bales, with a selling price/contract price of £420 per bale approx, the problems are clear. FIC advises "Because the AES left Stanley without a full load in July, in view of communications difficulties which existed at that time, there will clearly be problems in getting the remaining wool of the 1981/2 clip on the third voyage leaving the Falkland Islands in September. It is hoped that the remaining wool will be got away on the AES, but no guarantee can be given of this". In my opinion it is essential that all the remaining independent farmers wools is collected by the AES or failing that the balance by the vessel immediately following, probably the Sigrid S. Such undertaking is needed urgently, not only for cash reasons, but also to advise buyers who are being considerably inconvenienced by the fact there is an unknown quantity of sound/damaged/ or destroyed wool in the Islands, sold to them, which may or may not be shipped per AES or by some later vessel (how much later months?) - buyers Cannot plan any sales or production when schedules are so indefinite, and Independent farms cannot plan any cash flow position for the future. It is of course very doubtful that credit will be forthcoming from FITC, to carry the particular farms over. This matter is of importance and shipping schedules should be decided without delay.

Onus

PERFECT, LAMBERT & CO.

LONDON: RIVER HOUSE, 119-121 MINORIES, EC3N 1PP
Telephone: 01-709 9644
Telegraphic Address: MARSURVEYS, LONDON EC3
Telex No. 883186 PLCO G

IPSWICH: 84 FORE STREET, IP4 1LB
Telephone: 0473-213971

GRAVESEND: 57 WINDMILL STREET, KENT, DA12 1BB
Telephone: 0474-57181/2

BRISTOL: WESTERN HOUSE, BLAGDON, BS18 6RS
Telephone: 0761-62499

HONG KONG: ROOM 1406, GUARDIAN HOUSE, 32 01 KWAN ROAD,
HAPPY VALLEY, HONG KONG
Telephone: 5-739257/8
Telex: 76398 PLCO HX

PARIS: 91 RUE DU FAUBORG ST. HONORÉ.
75008 PARIS
Telephone: 266 9075
Telex: 642066 BBEHON F

and at GLASGOW, SINGAPORE

4th FLOOR,
CUNARD BUILDING,
LIVERPOOL, L3 1EG
Tel: 051 - 236 8547
Telex No. 627543 PLCO G

AND AT LLOYD'S

25th August, 19 82

Our Ref: LC:2660 JHB/SL

Your Ref:

Messrs. J.G. Field & Co.,
Scotia House,
275 Thornton Road,
BRADFORD, BD8 8LJ.

For the attention of Mr. Colin Smith

Dear Sirs,

"A E S" arrived August 1982
Various Bales Falkland Island Wool
A/c: Independent Farms

We refer to our surveys conducted during discharge of the above cargo and subsequently at the warehouses of Messrs. Bower Green at Bradford.

Of the total 2371 bales shipped 68 were stowed on deck and these were discharged from the vessel at Dentons Wharf, Gravesend on the 16th August. All these bales were found to be in a severely water damaged condition.

We note that a further five bales, also water damaged, were delivered subsequently, and we are endeavouring to establish the circumstances of this damage. We are aware that one vehicle, regd. No.KRY 746P, was loaded on 18th August and was caught, unsheeted, in a heavy downpour.

We confirm that the procedure for assessing the loss sustained by the bales sold to Messrs. Jacomb Hoare has been established and we intend to re-attend at Norwood Green within the next few days to finalise this with your client.

cont...

Agreement regarding the depreciation suffered by three bales sold to Messrs. Woolcombers Ltd. has been reached.

We understand that you wish to receive separate certificates of loss for each farm. Please confirm whether we should issue separate debits also, the amount being apportioned according to the number of bales involved, or will a single debit note suffice. In the event you prefer separate debit notes, should these be addressed to the individual farms, c/o J.G. Field & Co.^{NO}, thereby avoiding the necessity of charging V.A.T.? *YES*

We confirm having received copy invoices 8258, A to C, and look forward to receiving the balance in due course, together with details of the received warehouse weights of the bales. *YES*

We shall be issuing a general report covering the entire shipment, based on our surveys and any other information made available to us. In this connection we would like to include a reference to any press reports that appear relevant and should be grateful therefore if you would retain copies of any such reports appearing in the Bradford press. *YES*

Accordingly we await your further advices.

Yours faithfully,

Robert Lambentle.

J. G. FIELD & CO. Wool Brokers . Merchants . Insurance Assessors

VAT 180 0269 86

Scotia House, 275 Thornton Road, Bradford BD8 8LJ England

24th August 1982.

To all Independant Farms suffering loss or damage to wool.

1) JGF is in the process of preparing documents, covering the following losses :-

- a) Damage to wool, due to damage to the bales or contents due to water or other causes, We are invoicing the wool to the buyers, issuing credit notes where necessary and obtaining wher-ever possible, an independant assessment of the damage from Perfect Lambert & Co of Liverpool, who are also acting for the Royal Assurance Co..
- b) Total loss of wool, we will be forwarding full documentation covering the loss of bales in due course.
- c) Loss of interest due delayed payment due disrupted shipments, we will be issuing full documentation, covering this loss in due course.

2) Copies of this correspondence will be forwarded to the claims officer, in Stanley and also to the Insurance Company, through Perfect Lambert, their Assessor. We will submit a formal claim on your behalf directly to the claims officer, covering all wool damages and losses. This formal claim is being prepared now, we will submit copies of the claim to the Royal Assurance through Perfect Lambert.

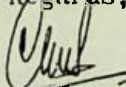
3) To assist in this we need copies of all wool specifications, even for wools totally destroyed, giving bale numbers, grades and weights.

4) Claims will be submitted for the following farms, unless we receive additional or contrary instructions.

H & R Hills/Moody Valley,
San Carlos S F Co. Ltd.
R.M.Pitaluga/Salvador ,
N.Watson, Long Island,
P.Goss, Horse Shoe Bay,
T. Philips., Mount Kent,
E.T.Heathman, Estancia,
C.Molkenbuhr, The Murrel,
K.J.McPhee,Brookfield.
Smith Bros, Johnsons Harbour,
R.W.Browning, Mullet Creek,
Port Louis Ltd,
S.R.& C.Miller, Kepple
A.Felton,Split Island.

Teal Inlet Ltd.,
H.J.Pitaluga, Rincon,
C.Bundes & R Hills,Sparrow Cove,
Holmsted Blake & Co,Hill Cove,
Packes Bros Ltd,Fox Bay
Dunnose Head
Packes Port Howard
Chartres S.F.Co.Ltd.,
FIG/L.RoyCove.,
R.P.McGill,Carcass Isl.
C.McCallum,New Isl.
W.MacBeth,Sedge,
F.Hirtle,Golding & Middle.

Regards,



From Mr. C.M.L. Smith, Abbey Mill Farm, Abbey Road, Knaresborough, North Yorkshire.
15th September 1982, Private & Confidential to Independent Farmers, General News
letter with wool market report.

Wool Markets.

During the past few weeks the slump world-wide finally bit into the wool market, which has until now, been remarkably steady, whilst other commodities and industries were smothered in unrelenting gloom. Prices in Australia during the past fortnight dropped to near the Australian wool commission reserve prices who then had to buy upto 60% of the wools at auctions, with trade demand dropping to only 40% of available wool. In Uruguay exporters ripped prices to shreds scrambling to sell wool for farmers short of cash with wools say 29 micron selling at 2.85/2.95 Dry and 25my at 3.90 Dry, suicidal levels for Exporters and farmer alike. Considering that wool had been boyant until March and although sluggish remained firm until June, this panic seems most un-necessary and self-defeating. Manufacturers have been working flat-out for example Illingworth Morris were running pre-August break on 144 hours a week, suddenly due to lack of confidence and repeat orders have in some cases slowed to 96 hours a week, which is a lot better than many industries. Within the last 48 hours strong Chinese buying in Australia has forced merino prices 24micron and finer 10/15 Australian cents higher. However the pessimists say this is only temporary with a Chinese ship in Port to be filled, then all will be dismal again. There is no doubt the market is poised between a period of either slump (caused by lack of cash in the World especially in Eastern Europe, parts of S.America e.g Mexico and of course Argentina, the Middle East especially Iran and Iraq, even the mighty Japanese) or following a period of slow demand then the inevitable upsurge with prices for wool rising very strongly which has always been the inevitable textile cycle of the past. My personal feelings tend towards the latter BUT the upsurge may be delayed well into next year, we shall see. In the meantime the Australian Wool Commission has made its intentions clear and they are prepared to buy wool freely into their stock-pile to hold the market level for their farmers (Thank heavens for the AWC).

J.G.Field & Co.

We sold a mixed lot of fleece/bellies/necks at 170pkg clean which was a dissappointing price, we have in the last 24 hours found a buyer showing interest in B grade fleeces in the region of 205/210 dry, and are trying to negotiate an order at this level for the small minority of Independants who did not sell pre-April 2nd.

We are quoting to the trade as follows Hoggets 24.9my 285pkg, A grade 255pkg, B grade 212pkg, C grade 195pkg Bellies 175pkg, Pieces 115pkg, Locks 100pkg, clean dry basis. Buyers generally are not in the market at this time.

Jacomb Hoare.

Have been helpful in recent weeks, assisting in clearing-up damaged wools.

Falkland WoolSales.

Savage and un-necessary sharp (in my view) reductions in their scoured wool prices took place on receipt of the massive weight of presumably unsold FIC wool on the 2nd voyage of the AES, prices of all their products were slashed and offered widely this more than any other single factor spoiled the market for Falklands in the past two weeks, speciality premium prices ceased to exist. Their quotations on which they are looking for bids were at 60s 288pkg 58s 252pkg 56s/58s 228pkg 56s 225pkg 54s 223pkg 50s 221pkg 56s average 219pkg SCOURED AND PRESSPACKED. This is equivalent to approximately the following prices in the bale for Falkland wool without profit to F(W)

60s fineA or Hogget	248pkg clean dry.
58s Medium A/Fine B	212
56s/58s Medium B	188
56s Coarse B/C	185
54s Medium C	183
50s Coarse C	181
56s Average BB	179

In response to these prices there was a general lowering of prices for Falklands, without the production of any greater volume of sales. The inflexible system of not selling any Falkland wool prior to arrival in Bradford, has resulted in a rush to try and off-load large quantities of FIC wool at a time when the trade is in no mood to absorb it, with this inevitable result.

C.M.L.Smith Visit.

I hope to arrive in the Islands on about 2nd October and hope to see as many Independent farmers as possible, departing from the Islands about 27th October, in time for the arrival of the AES back in the UK. During my absence in the Islands, communication from JGF Bradford will be somewhat sparcer, especially as Mr. Field is struggling with the effects upon the Cooperative Centex in Uruguay, with the current spate of selling by Exporters from Uruguay.

C.M.L.Smith.

C.M.L.