

THE TRAIL LEADS TO FOX & LILLIE

The Fox and Lillie Group is an Australian based wool buyer, broker, processor, and exporter, sourcing wool from all over Australia and all other major wool producing countries including South Africa and Argentina. It has a global export network that reaches customers in all existing and emerging wool consuming countries. Today it is a diverse and global business that has steadily expanded and diversified. It has annual sales in excess of 24 million kilos per annum and has wool supply links to most countries in the world.

‘Customers have been relying on our name as a quality supplier for over 65 years,’ says Jonathan Lillie company director. ‘Whether we buy wool directly from local farmers, or comb specialised open tops in our modern top making factory in China, we continue to embrace the simple and timeless philosophy upon which our company was founded in 1948 – ‘quality and service’.

‘For those clients that require traceability our supply chain starts with known and trusted professional wool growers’, says James Lillie company director. ‘Traceability and transparency are at the top of our agenda. The trail direct from the farm doesn’t finish until the garment is on the hanger at retail level, with a tag that certifies its unbroken journey. We can provide full traceability of our wool and can supply non-mulesed wool to mills around the world.’

‘We operate our own wool broking and direct buying operation,

Fox and Lillie Rural P/L (FLR). This gives us direct access to the farmer and allows us to buy much of our wool directly. This is sale by negotiation, rather than auction buying, it is more personal and gives weight to the idea that wool can be treated as an exclusive “niche fibre”.’

In addition to its direct buying arm Fox and Lillie has wool buyers located at all wool selling centres across Australia, who attend and purchase wool for the company at auction sales.

‘We are somewhat unique in that we offer one of the most comprehensive ranges of wool types covering both the woollen and worsted sectors of the industry. In the woollen sector we produce an extensive range of very low vegetable matter scoured lambs types for the hosiery industry, and also make the full range of scoured, carbonised and open top types used in the woollen weaving and knitting industry, from best colour lambs fleeces to the poorer colour short stains’.

The company also operates a specialised wool processing plant in China, run as a partnership with local interests. OTCL is an open top processing plant in Zhangjiagang. This 10,000 square meter factory mostly processes Australian wool but also sources wool from New Zealand, South Africa, and Europe to increase the type range available to its customers. It offers tops from 15.5 - 30 micron and from 40hm to 55hm in super color and discoloured including the option to Superwash and Basolan treat the wool.

‘We can satisfy our customers to suit their purchasing parameters in fineness, length or style, greasy scoured or tops, we can supply it’, concludes James Lillie.



Left to right: Wes McNaughton, Jonathan Lillie, James Lillie, David Martin, and Peter Maher

Delivering wool is not easy

We manage on time any time

Whatever the fineness, length or style,
greasy, carbonised, scoured or tops,
we can deliver



FOX & LILLIE
Est. 1948
WOOLMERCHANTS

FAMILY OWNED AND OPERATED SINCE 1948

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