

# **JUNE 2019 UPDATE**

June 23<sup>rd</sup> , 2019

Your Account Number: (INSERT ACCOUNT NO.)

Dear (INSERT 'GREETING' FIELD)

## **18/19 SEASON FIGURES**

With weighing and sorting still going I am pleased to say we are getting close to last year's record 37,000 kg collection.

Quite frankly this surprises us. Last season we picked up several shipping containers full of fibre from growers who had been storing it. We did not have any such big 'windfalls' this season so it is really encouraging to think that in excess of 30 tons of fibre per season could be sustainable for the pool.

We expect to have the final figures for the season to you by next month's newsletter.

## **SCOURING PROGRESS**

We have 13,775kg of fibre currently at Canterbury Wool Scourers awaiting scouring and have been advised that this will be scoured within the next couple of weeks, then we can start selling it!!

## **MICHELLE'S EMAIL ADDRESS**

We have had feedback from several of you that your emails to Michelle have bounced. Upon investigation we realised that the emails were being sent to [michelle@pacificalpacas.co.nz](mailto:michelle@pacificalpacas.co.nz) which is INCORRECT. There is no '.co' in our email addresses, so her correct address is [michelle@pacificalpacas.nz](mailto:michelle@pacificalpacas.nz)

## **NEW DUVET PRICE LIST**

From 1 July 2019 our duvet prices will be increasing to cover the increase in the fibre price (which we pay out to you) as well as other cost increases (e.g. scouring prices increasing 100%). A new price list is attached. Orders received before then will be priced at the current price.

### In this newsletter:

- [18/19 Season Figures](#)
- [Scouring Progress](#)
- [Michelle's email address](#)
- [New duvet Price List](#)
- [2019/2010 Season – Simplified Fibre Grading for Most of you.](#)
- [Shearers](#)
- [Russia](#)

PLEASE NOTE: Contributing growers purchase price for Pacific Alpacas products equates to 30% **OFF WHOLESALE** which, I am sure you will agree, is a HUGE SAVING. If you are a reseller (e.g. through a farm shop or online), please consider this when you price your products and use the discount to increase your margin not to offer the products at discounted prices – this causes other retailers to bitch and moan to us. We don't want to have to drop our prices to non-growers since ultimately this affects payout to you. I hope this makes sense.

### **2019/2010 SEASON – SIMPLIFIED FIBRE GRADING FOR MOST OF YOU**

As part of our ongoing strive to (1) reduce costs and thereby increase payout to growers and (2) increase the fibre value and thereby increase payout to growers from next season we will be:

1. simplifying the grading/classing for “duvet grade” (D-grade) fibre into just white, light and dark blanket fibre and NBL (shorts) (Necks Belly Legs).
2. Actively chasing supply of lower micron fibre by offering significantly greater payout per kg to growers who supply and certify it. This will enable us to re-launch or woven blankets and new, planned products.

### **SHEARERS**

If you give your fibre to your shearer because they said/promise they will pass it on to Pacific Alpacas for you and you will get paid..... please remember that Pacific Alpacas cannot accept any liability for your fibre until we receive it into our store and weigh and grade it. We have no way of knowing what you gave to the shearer unless you complete and sign one of our Fibre Consignment Receipts and accompanying Bag Weights sheet, and use your assigned unique PAG number.

We have had several growers contact us this season with comments like...

“I gave my fibre to the shearer to give to you back in October, why haven't I been paid for it...”

“I gave my fibre to the shearer to give to you back in October, why haven't I received any paperwork from you...”

“The paperwork you sent me says you received 8 bags from me, but I gave my shearer 9 bags, why have you lost a bag...”

Without being rude... the simple answer to all such questions is we cannot be responsible for what we don't know about. So if you are handing over your fibre to a shearer or any other third party such as a collection point may I suggest you take the time to email Michelle and let her know what fibre you supplied and who you gave it

to and when. If you can't be bothered to do this then we probably can't be bothered trying to sort out your problem, sorry.

This year we have had a person working full time for just over two weeks trying to sort out the paperwork from ONE SHEARER because the paperwork supplied did not match the fibre supplied. The bags are free – ensure your bags have your unique identifier on it.

## **RUSSIA**

On Monday 24<sup>th</sup> June John Carr and I set off on our motorcycles to ride across Russia from Vladivostok to St Petersburg so I apologise in advance if either us are a bit slow in responding. We will be taking our laptops with us and answering emails whenever we can get online but as a lot of the journey is through the wilds of Siberia there may be times we simply have no internet.

Michelle will be holding the fort while we are gone, so please direct any queries to her in the first instance.

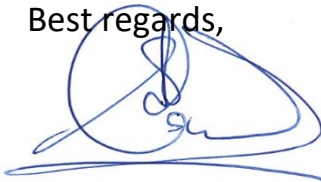
For those of you interested in following our journey, please check out our blog at [https://crowflies-2019.travellerspoint.com/?fbclid=IwAR3x0AjsDJypYKYXGIR2pjBVWBsfaDmhJtFGfc7Ouc42JuSlrU8\\_CLe4o](https://crowflies-2019.travellerspoint.com/?fbclid=IwAR3x0AjsDJypYKYXGIR2pjBVWBsfaDmhJtFGfc7Ouc42JuSlrU8_CLe4o)

We will be posting updates here as often as we can.

We will be back in NZ mid August.

Until then...

Best regards,



Steve Crow

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