

# ***A quick update from Pacific Alpacas***

November 22<sup>nd</sup>, 2018

Your Account Number: (INSERT ACCOUNT NO.)

Dear (INSERT 'GREETING' FIELD)

## **CLARIFICATION - FIBRE COLLECTION 2018/19**

By now you will all have received emails from us advising our planned dates for collecting in your region this year as well as the location of your drop-off points.

It has always been our policy not to commence collections until after the prior season's payout – and this remains our policy, for our protection and yours. However, if you want to drop your fibre off to one of our collection points that is open then we have no problem with you doing so; we will accept it.

## **PAYOUT FOR 2017/18**

As previously advised, payout this season has been delayed from our November target due to delays in getting your fibre scoured and hence sold.

We have been assured by Canterbury Wool Scourers that they will be scouring the remaining 6 or so tons of Pacific Alpacas' fibre from this season early in December. They have been holding this fibre for several months. Once scoured, it will be sold and payout will be able to happen.

## **PLEASE – HELP US SAVE YOU MONEY**

From our most recent costings, this year it is looking like we will pay out to contributing growers close to 61% of the income generated by fibre sales, after deduction of all costs.

While this is definitely our best result to date, we believe that with your help we can do a lot, lot better.

Some examples of where you can help us save you money and pay out more:

1. Our recent newsletter asking growers to notify Michelle about their intentions for their fibre for 2018/19 resulted in nearly 70% (512) of the 737 emails being opened and, presumably, read by the recipient growers. Despite this, only NINE, yes 9 or 1.2%, responded with the information we need to ensure smooth scheduling of pickup.

As a result Michelle is now having to phone 728 growers over the next 6 weeks to obtain the information needed, at a totally avoidable cost of thousands of dollars to the pool.

2. We are still receiving fibre without Fibre Consignment Sheets (FCR) and in black plastic bags etc, causing us unnecessary work in the sorting shed. All growers have been emailed their FCRs and we provide collection bags free of charge.

These are two simple examples of areas where you, as growers, can help us reduce our costs and thereby increase the per kg payout. There are many more, most simply involve taking note of our requests in these newsletters to make sure things run as smoothly as possible.'

## **CHRISTMAS IS ALMOST HERE – WHY NOT GIVE YOUR LOVED ONES A GENUINE 100% ALPACA DUVET?**

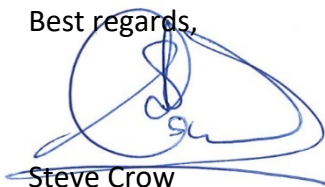
There are only 33 days until Christmas (assuming this newsletter goes out on time today).

Why not treat your nearest and dearest to a genuine New Zealand Grown and New Zealand Made 100% alpaca fibre fill duvet from Pacific Alpacas for Christmas? Our duvets are the only ones approved to carry the coveted New Zealand Grown brand. Unlike all others, Pacific Alpacas ONLY uses New Zealand alpaca in our duvets.

Best of all, if you are a contributing grower, you don't need to pay for your duvet purchases in hard cash at this expensive time of the year – we will give you credit against the fibre you will contribute this season.

I have attached our latest price list for your reference.

Best regards,



Steve Crow

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