

September 10<sup>th</sup>, 2016

PA Account Number.	Farm Name:		
Contact:	Email:		
Address:			
Website (if applicable):			Post Code:
Telephone:	Mobile:		
Bank Acc. No.	GST No.		

## Update: Progress with 2015/16 fibre and preparations for 2016/17

Dear Peter & Miriam

### 2015 / 2016 Collections

It's official, with over 14 tons of fibre collected this year we are over 40% up on last year which is fantastic news. Thank you to all of you who participated!

In previous years it has taken our team of sorter/graders upwards of 4 months to sort the year's fibre before it could be sent for scouring and the sale. This cost could not be passed on to clients who are simply not prepared to pay the \$30+ per kg necessary to make it viable so this year we have elected to rationalise our grading to make it more cost-effective to meet the needs of the market.

The table below shows the simplified grading system adopted for this year's fibre. We intend to utilise the same system for 2016/2017.

	All Lengths/Microns						
	White	Off white - Light Fawn/Beige	Fawn - Light Brown	Brown - Dark Brown	Grey	Rose Grey	Black
<b>Blankets</b>	PA10	PA20	PA30	PA40	PA50	PA60	PA70
<b>Shorts (NBL)</b>	PB10	PB20	PB30				
<b>Suri</b>	PS10	PS20	PS30				
<b>UNUSABLE</b>	PX						

### 2016 / 2017 Collections

Thank you very much for providing the updated information we need to make sure collection and pay-out functions go smoothly. Your updated information is presented at the top of this newsletter. Please do a final check before we commence preparations for the coming season. Let us know of any discrepancies or changes.

1 Pigeon Rock Road, RD2, Cromwell 9384, New Zealand pacificalpacas.com

You will note we have introduced an Account Number to help us in those situations where we get bags of fibre that are less than ideally labelled, e.g. with just a surname where we have multiple growers with the same surname. Your unique allocated Pacific Alpacas Account Number is shown in the appropriate field in the table.

**Please note; if you have contributed fibre and your bank details are not shown we will be unable to pay you in November / December. Please double check and provide or correct as necessary. All payments are via direct deposit.**

## Collection Bags

Accurate, clearly labelled bags or fadges are critical to the efficient operation of the Pacific Alpacas Fibre Pool.



**Pacific Alpacas**  
Luxury for Generations  
www.pacificalpacas.com

To help with this, for 2016 /2017 we will be providing contributing growers with custom made Pacific Alpacas fibre collection bags for the first time. These will be provided a no cost to contributing growers. These are approx. 800 mm x 550 mm woven white polypropylene printed both sides as shown below here.

**Farm Name:** \_\_\_\_\_

**Account No. PAG** \_\_\_\_\_ **Bag No.** \_\_\_\_\_

**Grade:** \_\_\_\_\_ **Weight (kg):** \_\_\_\_\_

These bags are similar in size and manufacture to typical 25kg feed bags and will comfortably hold 15kg of alpaca fibre. You can fold the top over and staple or use fadge clips or tape.

KEY TO GRADING YOUR FIBRE								
	White	Off white - Light Fawn/ Beige	Fawn - Light Brown	Brown - Dark Brown	Grey	Rose Grey	Black	
Blankets	PA10	PA20	PA30	PA40	PA50	PA60	PA70	
Shorts (NBL)	PB10	PB20	PB30					
Suri	PS10	PS20	PS30					

It is our intention to incentivise growers to clearly and fully label their collection bags – more on that in our next newsletter.

## Pacific Alpacas Heirloom alpaca duvets and blankets

I am happy to say many of you have taken-up our offer of a special 'contributing growers price' and have elected to use part of their expected pay-out to purchase some of these products.

In case you haven't already taken advantage of our offer I have repeated it below.

We have a two complete ranges of New Zealand size 400gsm duvets in addition to our blanket line-up.

We collect, we sell, we pay  
Guaranteed!



Pacific Alpacas  
New Zealand's Fibre Pool

1 Pigeon Rock Road, RD2, Cromwell 9384, New Zealand pacificalpacas.com

<p><b>Heirloom range</b> <b>100% alpaca fill</b></p>	<p><b>Premium range</b> <b>70% alpaca / 30% lambswool fill</b></p>
<p>These Heirloom quality duvets are filled with only the finest, highest quality 100% New Zealand alpaca fibre enclosed in a beautiful 100% sateen cotton cover with 290 thread count and printed with a unique, white silver fern pattern to give it a true New Zealand feel.</p> <p>All Pacific Alpacas Heirloom range duvets feature our trademarked, anti-counterfeiting 'Cloud of Dreams' stitching pattern.</p>	<p>These premium quality duvets are filled with a blend of two of New Zealand's finest natural fibres; the highest quality alpaca fibre and lambswool; enclosed in a beautiful 100% sateen cotton cover with 290 thread count and printed with a unique, white silver fern pattern to give it a true New Zealand feel.</p>

I have attached a 'Contributing Growers' Price List of the range of products Pacific Alpacas currently manufactures. This offer is only available to contributing growers to the Pacific Alpacas Fibre Pool.

All other growers can still purchase Pacific Alpaca products but will be required to pre-pay for them prior to product shipment and to pay the full wholesale price.

Pacific Alpacas products are also available on TradeMe at a higher retail price.

We encourage you to take this opportunity to invest some of your earnings from your fibre into finished products professionally designed and manufactured using your fibre. Again this is an **OPTION**. You can resell these items, or keep them for yourself.

You can still take the cash pay-out option in November.

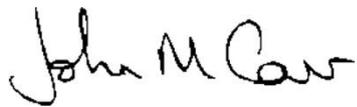
1 Pigeon Rock Road, RD2, Cromwell 9384, New Zealand pacificalpacas.com

Thank you again for your support; we look forward to working with you in the future and helping ensure a fair and economic return to growers such as yourselves.

We hope to meet you at the National Alpaca Show in Christchurch October 7<sup>th</sup> and 8<sup>th</sup> 2016. Please look for the Pacific Alpacas booth and check out our products and discuss our plans for the future and how they can benefit you, as growers. You can also collect your collection bags there if you wish.

If you have any questions, please contact me on 021 950 204, or [john@carr.co.nz](mailto:john@carr.co.nz).

Sincerely,



John M Carr

**P.S. The law catches up with another “fake” alpaca duvet manufacturer.**

**From the NZ Herald 24<sup>th</sup> August 2016**

### **\$70,000 fine over fake alpaca duvets**

11:42 AM Wednesday Aug 24, 2016

A company that pulled the wool over the eyes of duvet buyers by selling "alpaca" products that were actually made of sheep fibre has been hit with a fine of more than \$71,000.

Rotorua business Budge and owner Sun Dong Kim were convicted and handed the fine in the Auckland District Court this week after pleading guilty to four charges of misrepresenting their product.

The packaging on the products - imported from China - said the duvets were largely made up of pure alpaca wool - but tests by the Commerce Commission found they had less than 4 per cent.

The company then sold the "alpaca" duvets to two tourism shops in Auckland at nearly double the price they charged for wool.

In sentencing the company, Judge Rob Ronayne described the offending as a breach of the trust between consumers and businesses.

Commerce Commissioner Anna Rawlings said the kind of offending risked hurting New Zealand's tourism reputation.

In May this year, Nangong Limited was hit with a \$109,000 fine after admitting to making false claims about "alpaca" products.