

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

February 9th, 2017

Dear {Greeting}

THE 2017 SEASON IS WELL UNDERWAY

I know it is a bit late, but Happy New Year!

Our 2017 collection started on 11 January in Northland and as of today, we have collected just over 9,500kgs of fibre from 119 growers. We still have a long way to go, but it is looking like we will smash last year's record collection, which is great news for everyone involved.

We are having a short break from collection for the next week, resuming in Auckland on Monday 20 February.

Our schedule is ROUGHLY:

- Monday 20th Feb, Auckland region.
- Tuesday 21st Feb, Waikato.
- Wednesday 22nd February Bay of Plenty, through to Gisborne and the Hawkes Bay.
- Thursday 23 February Hawkes Bay down to Manawatu and lower central North Island.
- Friday 24 February Wairarapa, Kapiti and Wellington – our main pickup vehicle is booked on the ferry to Picton on the night of the Friday 24th.
- Saturday 25 Feb and Sunday 26 Feb, Nelson and Marlborough.
- Monday 27 Feb to Saturday 4 March - Canterbury.
- From 4 March until 10 March, Otago and Southland – finishing at our facility in Cromwell where the hard work of sorting and grading starts.

Please, please.... Take the time NOW, to email or phone us if you want a pickup!

We want to make one trip and avoid expensive freight and second pick-ups.

Please also, wherever possible use our collection points and do your bit to save the pool time and money. A list of our collection points is presented on the www.pacificalpacos.com website under 'Fibre Pool'.

The plan at this stage is for the van and trailer to return to Auckland, leaving Cromwell on Sunday 19 March and arriving back in Auckland around Wednesday 22 March, picking up what we can along the way.

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Between 22 and 31 March, we plan to tidy up the last of our 2017 collections; all going well we hope to close off collecting no later than 31 March so that we can focus on sorting and processing the fibre. Then sales of fibre and finished products through the winter season.

We have had a number of complaints that we have 'pulled the collection season forward' this season so some people are not ready. This is a difficult one for us; some people shear as early as September, while others are apparently not shearing until March. This is a 6-month spread! Clearly, we cannot please everybody, but if we want to achieve our aim of paying out to growers more quickly than in the past we have to have a cutoff for the season and we have decided March 31 is it sorry.

Our Cromwell and Albany drop-off points may accept fibre after this date, please call one of the numbers below if you want to discuss this option.

- Michelle on 021-762 051 for Albany drop offs.
- Jason on 021- 484 936 for Cromwell (Cornish Point) drop offs.

COLLECTION BAGS

We are nearly out of our first 10,000 collection bags; however, we should have enough to see out the season. They have been a resounding success, thank you very much to those of you that have used them; it has made collection, sorting and documentation A LOT SIMPLER.

While we prefer that you use our bags, we will continue to accept fadges and brown paper rubbish bags but this year is the last that we will accept fibre in plastic rubbish bags sorry; it sweats and rots and is too hard to grade. Last year we disposed of over 500 kgs of packaging material that we (as in all of us) have to pay dump fees. We are trying to be environmentally sensitive, as we are promoting and marketing a sustainable product.

Our collection points and collection vehicles all carry bags and fadges which we will swap out on a 1 for 1 basis at the time of collection or drop off; at no cost to you.

DO YOU HAVE A RETAIL CHANNEL FOR ALPACA PRODUCTS?

It is good to see so many of you taking advantage of your fibre credits to purchase duvet and blanket products for on sale, thereby leveraging the income from your fibre. We are now shipping duvets and blankets to growers on an almost daily basis and the feedback we are receiving about the products is very encouraging.

If you have a farm shop or a website and sell (or are interested in selling), high-quality alpaca duvets and blankets made from "your own" fibre please email info@pacificalpacos.com or call Steve on 021-640 707 to discuss how you can obtain Pacific Alpacas' products ON CONSIGNMENT for sale through your channel.

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In such cases, we will supply you with a level of stock we agree is suitable for your retail operations and you will not have to pay for it until you sell it.

Furthermore:

- We will provide advertising material and displays which may include pull-up and/or wall banners, printed brochures and flyers and 'shop samples'
- We will help with your web site and provide shopping basket assistance; including supply of royalty free images.

Best regards,



Steve Crow