



[www.pacificalpacas.com](http://www.pacificalpacas.com)

1 Pigeon Rock Road \* RD2 \* Cromwell \* NZ \* 9384

December 7, 2013

### **Start of our fourth year!**

To all breeders:

As we start our fourth year we feel that we are making some traction. We have customers buying 500 kg a month. We have breeders calling who have not participated in the program before. We are able to pay out earlier in the cycle as we have reduced our costs and increased sales. At this point all our fibre is going to domestic requirements. We are now able to offer regular deliveries of significant quantities of fibre, allowing customers to have a more reliable source of supply.

Sadly, the New Zealand Police have hired Sam away. He starts his new assignment in January. Teri Edwards has worked for me during the past 5 years in a number of capacities and has agreed to take over from Sam this week, to allow for a smooth transfer. She will have Sam's phone number and will be [teri@ggocc.com](mailto:teri@ggocc.com) on email.

Teri will be in touch with you in the coming weeks to set up a schedule to collect fibre. Michelle handles the consignment sheets and accounts as usual. We will be offering our "swappa fadge" again this year. If you need fadges to accumulate fibre – just ask Teri when she is picking up and we will give you fadges at no charge. We have negotiated volume price discounts for fibre testing from SGS if you have an interest in testing your fibre through a local New Zealand testing service.

The goal for 2014 is 12,000 kgs and 120 breeders. A challenge over a great year last year and certainly doable, but we need your support and assistance to make it happen. We have increased payout prices each year and I would expect that we will be able to increase prices again in 2014 by about 10% across the board.

We are also developing a program for breeders that are able to consolidate local breeders and allow us to collect from one point. We are paying 50 cents per raw kg for this on an approved basis. Please visit our web site at [www.pacificalpacas.com](http://www.pacificalpacas.com) to see the recent newspaper coverage breeders and Pacific Alpacas have received about fibre.

If you have changed bank account please advise Michelle at [michelle@ggocc.com](mailto:michelle@ggocc.com).

We have also decided to reduce the number of "bins" or "lines" of fibre. We believe that by doing so we can become more efficient. We have also refined the fibre lines nomenclature to make the sorting more effective and reduce costs and improve productivity. We now will have PA 10 (white shorts) to PA 95 (black long) categories. The new 2014 Fibre pool consignment notes will reflect this change.

Sincerely

A handwritten signature in black ink that reads "John M Carr".

John M Carr  
Pacific Alpacas