

Pacific Alpacas Newsletter 0617

June 20<sup>th</sup> 2017

## **ANNOUNCING PACIFIC ALPACAS' 2017 DUVET LINE**

We are pleased to say that we are ready to start delivering our all new 100% New Zealand alpaca duvet range.

These feature our new, custom printed 360 thread count (up from 290 previously) down-proof cotton outer, printed canvas carry bag and unique serial number / traceability code Certificate of Authenticity.



Our new range includes lines:

- **Spring / Autumn 350gsm:** Currently available in Single, King Single and King sizes
- **Winter 500gsm:** Currently available in Queen size
- **All Seasons 350gsm + 150gsm:** Currently available in Queen, King and Super King sizes.

New sizes will be added to the range as demand requires.

## **DOUBLE THE INCOME FROM YOUR FIBRE**

The following example shows how you can potentially double the return on your fibre, without spending ANY money by taking advantage of Pacific Alpacas' Product Consignment offer.

If you are a contributor to the fibre pool, we will ship you any of our 2017 range of duvets, at our cost, in value up to your fibre credit balance. We will do this ON CONSIGNMENT – meaning you don't pay for them until you sell them.

All you then need to do is sell them to achieve the additional income on your fibre.

You can even return any unsold items as long as you do so at least 30 days before this year's payment cut off (t.b.a.). Then just pay to ship them back to us in original packaging, unopened and in merchantable quality and we will pay your unused fibre credit out in cash at the time we make the other 2017 payouts.

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**Here's the example of how to potentially double the return from your fibre:**

**Assumptions**

Grower has;	100	kgs of fibre
Fibre Credit per kg	<u>\$ 8.00</u>	incl. GST
Total fibre credit available to grower	\$ 800.00	

Grower's price of PAD43 King duvet	<u>\$ 189.00</u>	
Grower "buys" 4 duvets using fibre credits	\$ 756.00	

**Now:**

RRP of a PAD43 King duvet is:	<u>\$ 563.00</u>	incl. GST
i.e. Retail value of stock purchased by grower	\$ 2,252.00	

Total Potential return to grower of 4 x PAD43 duvets	\$ 2,252.00	
	\$	
Fibre Credit balance leftover	<u>44.00</u>	
	\$ 2,296.00	

This equates to an effective return of \$22.96 per kg of fibre provided to the pool with no out of pocket expenses!!!!

If we assume our average payout for fibre this year will be say \$9.00 / kg then \$22.96/kg represents about a 150% increase.

Within the next two seasons, as we refine and improve our systems, we will be able to have the ability to identify which growers are affiliated with which duvet.

I have attached a Grower Price List for your reference

Please note that we have a limited quantity of the 2016 stock still available, the items in stock are also shown on the price list.

Best regards,



Steve Crow

**P.S. To make it easier for you to find the information you need, we will be attempting to keep our newsletters limited to 1 topic per newsletter from now on.**