

Important information from Pacific Alpacas

Pacific Alpacas Newsletter 0918

October 22nd, 2018

Your Account Number: (INSERT ACCOUNT NO.)

Dear (INSERT 'GREETING' FIELD)

The 2018/19 season seems to have gotten off to a much earlier start than in previous years and we (well Michelle actually) is being bombarded by fibre pickup requests.

In keeping with our policy since we started operations nine years ago, Pacific Alpacas will not collect any fibre until after we have completed payout for the previous season. Having said that, if you DESPERATELY NEED to get rid of your fibre before we start collecting in your area, and you are prepared to drop off at either of our facilities in Albany and Cromwell, we will accept fibre from now on as long as you give us at least 48 hours prior notice of drop off. Some Collection Points may also be prepared to accept fibre this early so Michelle is contacting them to see who can take fibre and from when to when. Expect a newsletter in the next week or two with this information.

National Alpaca Show 2018

Earlier this month we attended the National Alpaca Show in Christchurch as sponsors. Simply put, we had a fantastic show with more growers joining the pool and a great deal of interest being expressed in what we are doing as well as our plans for the future of the alpaca fibre industry in New Zealand.

As a bonus, we sold 4x more duvets at the show than we did at the Field Days – despite the latter having probably 1000x more visitors. We put this down to the fact that the vast majority of buying visitors to the show were Chinese who were very, very keen to take advantage of our new drop-ship offer meaning they did not have to carry their purchases home with them. Please ask if you are interested in hearing more about this.



The PA team frantically selling duvets at the recent National Show in Christchurch

Payout for 2017/ 2018

Last season's shearing ran later than we anticipated which meant that we were collecting fibre into July, instead of closing off at the end of April as originally intended. In addition, we collected 56% more fibre this year – a fantastic result that nevertheless stretched our handling and processing resources.

As a result, we have been playing catch-up trying to get all your fibre processed and sold prior to our originally planned October payout. Unfortunately, we missed the coloured scour in May and are still holding 11,034kg of fibre, most of it unscoured and hence unsaleable.

To date we have been unable to get a confirmed date from Canterbury Wool Scourers for their next scheduled coloured scour, or white fibre scour for that matter. They are apparently having a “bumper” wool year and alpaca scouring is low priority so.... we wait.....

Despite these challenges, we are doing everything possible to ensure payout before Christmas. I will be sending out updates as and when I get confirmation from CWS of scour dates etc. I'm sorry I cannot be more definitive but with a third of this year's fibre unprocessed it is impossible to finalise our costs for the season, and hence the payout.

Steps are being taken to ensure this does not happen next season. We will keep you posted.

Attention all Retail facing Growers!!!

If you have a farm store or B&B with retail opportunities, we are working on a special project that will drive more customers to your operation, sell more products and assist with tourists getting their purchased products back home.

So, if your farm is retail facing and you want more customers this tourist season while potentially reducing costs, let us know and we will be in contact with our special free offer in the coming weeks

Contacts:

- To order bags, or request a pickup. Please call Michelle on 021-762051 or email michelle@pacificalpacas.nz
- To order products or for any other queries please call me on 021-640707 or email steve@pacificalpacas.nz

Best regards,



Steve Crow

Pacific Alpacas

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