



## AUSTRALIAN ALPACA FLEECE LTD MAJOR ANNOUNCEMENT: FLEECE GROWERS

Over the past few months AAFL has been seeking feedback from growers on a range of issues with a major focus on factors that restrict or prevent them from supplying their fleece to AAFL. Constructive suggestions were received from many AAA Regions, with most responses raising similar issues. After looking at the range of issues we focused on those issues that we were able to influence.

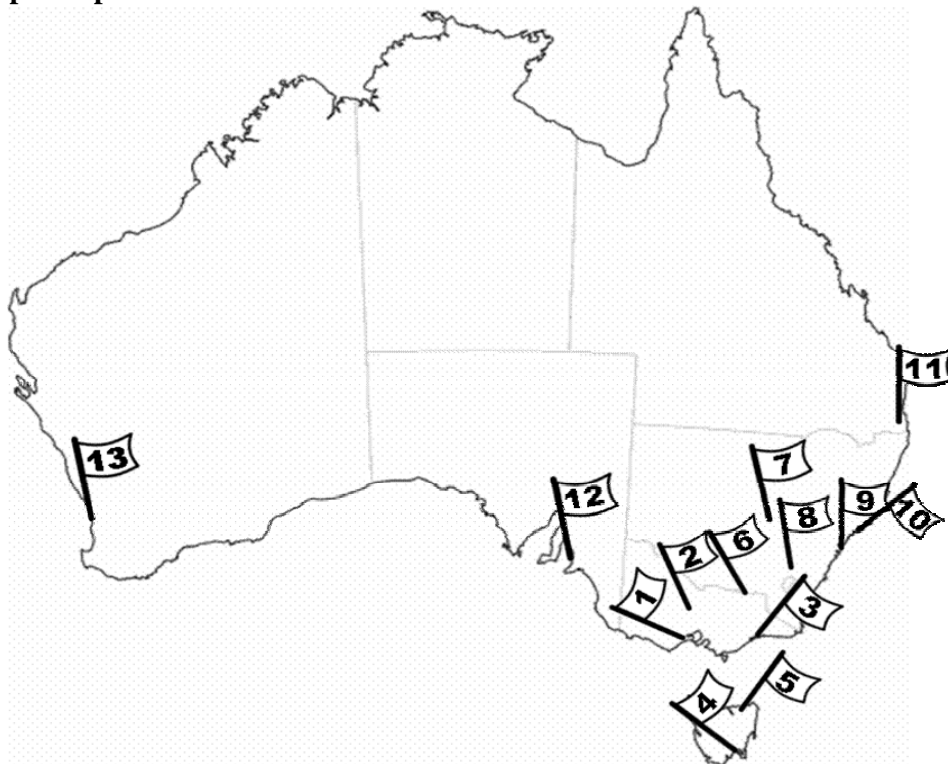
*Many grower responses reinforced the message that freight costs associated with sending fleece to Melbourne are often a major factor contributing to growers not sending their fleece to AAFL.*

We looked closely at this area as one where we could possibly reduce the impact it had on growers. Now, after some time spent negotiating with a select group of transport companies we believe we have a very exciting announcement to make...

**For the coming shearing season AAFL is pleased to announce that we will now pay for the transport to Melbourne of all pressed grower bales sent to AAFL\*.**

Growers will be able to drop off pressed bales at designated depots located in each state (see map below) from where AAFL will cover all freight costs to the Sunshine, Melbourne warehouse.

Through offering transport companies some economies of scale we have been able to reduce the average cost of bale transport significantly, making this transport offer possible. At the same time, despite the softening of world fleece prices we have also been able to **maintain, and in some cases increase, the prices paid for fleece.**



\* Subject to bales meeting the requirements listed.

## REQUIREMENTS:

To make this free transport offer work, there are some requirements that must be met by all grower or region shipments.

- **Firstly, all bales must be pressed to a minimum of 110kg** – this is the minimum allowed in the wool industry and the minimum needed to make the stacking and transport of bales safe and practical in large numbers. **Growers or Regions may combine separate lots into bales.**
- **It is the grower's responsibility to arrange delivery of the bales to the depots.**
- **All deliveries to depots must include a shipping manifest** (available from the AAFL website or by contacting your FLO) that lists the name and contact details of the grower as well as the number and approximate weight of the bales delivered. If a manifest is not provided the transport companies **cannot** accept the bales.
- Please **contact the transport company before dropping off bales.** (Your FLO has details.)
- **Each region will have a cut-off date after which AAFL will not pay for transport** – please see explanation below.

## CUT-OFF DATES:

A critical factor for AAFL is to get a continuous, manageable flow of fleece into the warehouse in the months after shearing. We generally see a large influx of fleece toward the seasonal cut-off date for fleece receivals, which causes storage and handling difficulties and problems in completing fleece classing before the end of the financial year. We then have little fleece sent in between June and October resulting in a shortage of fleece to meet orders. But our critical need is to be able to supply classed fleece to processors and customers in all months of the year.

In an effort to part address this need we are now establishing cut-off dates for shipments from the regions - after which AAFL will not be providing free transport. Bales sent after this date will still be accepted by AAFL – but transport will be at grower expense.

The cut-off dates will vary between regions depending on normal shearing periods, and will provide sufficient time after the majority of shearing takes place in the region for the fleece to be collected, pressed and consigned to the transport company.

Cut-off dates are as follows:

Brisbane (11)	1 <sup>st</sup> November	Bendigo (2) & Perth (13)	1 <sup>st</sup> February
Newcastle (10)	15 <sup>th</sup> November	Geelong (1) & Bairnsdale (3)	15 <sup>th</sup> February
Sydney (9) & Dubbo (7)	15 <sup>th</sup> December	Launceston (5) & Hobart (4)	15 <sup>th</sup> March
Adelaide (12), Yass (8) & Albury (6)	15 <sup>th</sup> January		

## THE FUTURE:

It is hoped that more depots can be added in the future as further cost-efficient transport is found.

Finally, we need to emphasise that for this initiative to be successful growers must follow the listed requirements, as they are critical to our long term relationship with the transport companies. Most of the requirements above are based on the wool industry practices accepted for many years.

## FURTHER INFORMATION:

For further information please contact the AAFL office or your regional Fleece Liaison Officer. The name and contact details of your nearest depot is available by contacting your regional FLO or **Matthew McAninly, AAFL Fleece Manager on Tel (03) 9311 0933 Ext 2**