

## FAQs for Fleece Producers

### How do I set a price?

- This is the methodology we have come up as the easiest:
  - Do your homework. The easiest source is the internet. Try to come up with what a range of price per pound of fleece for the breed that you have.
  - Weigh your fleece and multiply the weight by the price per pound.
  - Evaluate your fleece. Does it have a lot of VM, or is it really clean? How does your fleece's staple length measure up to your breed's standard? Is the fleece really fine for your breed?
  - Compare your calculated price with your evaluation of the fleece and adjust overall price accordingly.
  - Look at your overall price. How do you feel about it? Do you think it should be more? Less? How would you feel if the fleece doesn't sell?
  - Final step – mark up your price for the SAFF selling price. To do this, divide your price by .85 and round up to the nearest half dollar. This is the price you will mark on your fleece. Example: Your price = \$50.00 divided by .85 = \$59.00 SAFF price. If fleece is sold, SAFF will keep 15% of the selling price: \$59.00 multiplied by 15% = \$8.85 SAFF Commission. \$59.00 less \$8.85 = \$50.15 remitted to the grower. At the end of the day, you as the grower have to be happy with what price you set. We guarantee you will find people who think it is overpriced, as well as people who think it is underpriced. The only opinion that counts is yours.
  - You can change the price of your fleece at any time during the sale; up or down. We don't recommend upping the price as this increase is shown on the tag the buyer sees, some buyers would find this distasteful. Just check in with us at the front desk for a Price Change Form.
  - We have experienced that a fleece price at, or above \$100 seems to be a breaking point for buyers. It is not that the fleece is well worth the price, just a large investment for a lot of buyers. Consider splitting the fleece in half, and market as such. Beware, the more bags, the more time to check in 😊

### **To Show or not to Show – that is the question:**

- Many of our new growers were new to producing fleece for spinning as well. I met a few that had small flocks with multi-purposes other than producing wool. The question they asked was “is my fleece good enough to show”. “How does it compare to similar fleeces”. The best way to know, is to have the fleece judged. The grower receives a critique back with a judged fleece. We recommend doing a little research on the web about how to prepare a fleece for show. There are several good articles. Try it, information is power!

### **Marketing your Fleece**

- As a hand spinner myself, I appreciate some of the little extra’s a grower includes with a fleece that is for sale. For me, the fleeces I choose to spin are more like friends; I am personally involved with them for a significant amount of my time, and value the preparations as well as the end product.
- Some of the things a grower might include on their tags are: the name of the sheep, where the fleece was grown, a washed lock of the fleece to get an idea of what it will look like, a sample of spun yarn from a few locks, characteristics of the breed. Anything you are comfortable with, and makes your fleece informative, interesting and appealing.

### **Do you only take Wool, Mohair and Alpaca Fleeces?**

- No, we will also take lamas, mohair, cashmere, pygora, angora, bison, and yak. There are a few requirements:
  - It must be from this year’s ‘shearing’, and it must be in its raw, unwashed, un-processed state.
  - It must be legal to be sold in the U.S. Dog and Cat hair is not. Fleece collected from National Parks or Federal lands – such as bison – is not.

### **Do you only sell whole fleeces?**

- We will also accept ½ fleeces for sale.
- Each ½ fleece must be packaged/bagged for bulk sale, and the sales registration fee will apply for each half of the fleece. Angora, bison, and yak fiber is not as easy to separate into whole or half fleece. For manual registration, use the Wool form.

- Please present in a bagged quantity that represents a reasonable working quantity keeping in mind we will require a registration fee for each bag that is put in the show.