

Value Chain and Manufacturing Costs of ValCash Fabrics

1. Valu Chain

The production of a knitting yarn, a scarf or a shawl made from ValCash is trackable from the birth of the ValCash goats up to the sale of the ValCash fabric.

The value added (in CHF) per kilo of pure Valais cashmere (ValCash) during the manufacturing process is as follows:

Inv.	ValCash goat keeping	DCS	Weaving	Han.
2.6%	65.7%	5.2%	23.7%	2.8%
200	5'000	400	1'800	210
200	5'200	5'600	7'400	7'610

2. Investment- and goat keeping costs

Investment (Inv.) per goat (life expectancy 10 years) 200 CHF

- ❖ ValCash kid (breeding buck) 130 CHF
- ❖ Veterinary and fiber analysis 70 CHF

Annual goat keeping costs* 500 CHF

- ❖ Annualized investment 20 CHF
- ❖ Stable in the valley (200 days à 0.40 CHF) 80 CHF
- ❖ Fodder (200 days à 2 kg à 0.50 CHF) 200 CHF
- ❖ Feeding/controlling in the valley (200 days à 0.70 CHF) 140 CHF
- ❖ Controlling in the mountains (lumpsum) 15 CHF
- ❖ Transfer valley – Alp - valley (lumpsum) 5 CHF
- ❖ Combing (2 hours à 20 CHF) 40 CHF

3. Processing costs per kg 2'200 CHF

- ❖ Dehairing, carding, spinning (DCS) 400 CHF
- ❖ Weaving of 10 scarfs (à 50g, lumpsum) 1'200 CHF
- ❖ Weaving of 3 shawls (à 167g, lumpsum) 600 CHF

4. Manufacturing costs

- ❖ Knitting yarn (50g) 285 CHF
- ❖ Scarf (50g) 405 CHF
- ❖ Shawl (167g) 1'130 CHF

5. Handling (Han., packaging + postage + transport)

- ❖ Knitting yarn (50g) 15 CHF
- ❖ Scarf (50g) 15 CHF
- ❖ Shawl (167g) 20 CHF

6. Retail prices (manufacturing costs + handling + 10%)

- ❖ **ValCash knitting yarn (2-ply, ca 50g) 330 CHF (150 CHF**)**
- ❖ **ValCash scarf (60cm x 60cm, ca 50g) 460 CHF (280 CHF**)**
- ❖ **ValCash shawl (200cm x 60cm, ca 160 - 170g) 1'250 CHF (840 CHF**)**

* A ValCash goat produces approx. 150g of raw Valais cashmere every year. After dehairing, this results in about 50-70g of pure Valais cashmere (ValCash) per year. Pure ValCash has a diameter of less than 15 microgram (0.015mm) and a hair content of less than 1%.

** Thanks to financial support from a sponsor, the costs of goat keeping are reduced significantly and hence the retail prices, too. Nevertheless, Valais cashmere (ValCash) fabrics made in a high price country like Switzerland are expensive, but unique - and only available here on order. A natural product for life!