

CONNECTION

Spring 2015



California Alpaca Breeders & Owners Association
connecting members to Calpaca, the industry and each other

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Left to Right
Karen Kelly, Lisa Beatty, Karen Ball,
Sandra Wallace, Steve Aitchison



In California's tradition as a pioneer of progress, Calpaca was the first—and is the oldest—regional alpaca association in the Northern Hemisphere. Calpaca and past and current members have been leaders in the American alpaca industry since 1989.

Its member farms are home to some of the oldest and most respected bloodlines in North America.

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www.alpacaregistry.com

Alpaca Research Foundation "ARF"

www.alpacaresearchfoundation.org

International Lama Registry "ILR"

www.lamaregistry.com

Alpaca Fiber Coop of N America (AFCNA)

www.AFCNA.com
www.americasalpacas.com

Staying Connected

***Keep up with member and
Calpaca News***

Calpaca Website

http://www.calpaca.org/

Group Emails

calpaca1@googlegroups.com

Calpaca Facebook

Calpaca— California Alpaca
Association

Presidents Message Spring 2015

Happy Spring CALPACA members!

Spring is representative of “new life”. We see all kinds of babies being born, flowers emerging and tree's erupting with fresh green leaves. So it is with the alpaca industry from my perspective. I have had the opportunity to attend many alpaca events this year from our own February meeting and Dixon Classic Caper to an AOA Strategic Planning Session in Denver and the AOA National Show in Nebraska, as well as a few other shows around the country. In every case the feeling I have walked away with is “new life” in the alpaca industry. An enthusiasm I have not experienced in 10 years!

I am more encouraged than ever with our industry. There is so much enthusiasm on all fronts. New breeders entering the alpaca lifestyle, new alpaca owners strictly focusing on fiber, the birth of a new National organization, Alpaca Owners Association, fiber mills across the country collaborating on a more uniform product and a new pool of volunteer faces. The alpaca business is alive and well!

CALPACA Members had a wonderful time at the Dixon Caper in April! The weather was great, the competition strong and the vendor area top notch. Our first time event managers, Charlene Schmid and Teisha Bronner, did an excellent job! If you have not attended a show I encourage you to, as there is a lot to be gained.

We are looking forward to our quarterly meeting on May 23rd at Glenn and Carolyn Waddell's Sawdust Ranch in Reno. They have a wonderful day planned with a great speaker and a scrumptious lunch followed by wine tasting! Make it a weekend get away in Reno! You can find details & direction on our website at calpaca.org and don't forget to RSVP to Carolyn @ [775-972-4201](tel:775-972-4201) or crwaddell@att.net.

Here are a few ways you can be connected through CALPACA:

- Our quarterly membership meetings in February, May, August and November.
- Googlegroup email blasts (let me know if you're not getting those).
- CALPACA on Facebook.
- The Connection (online)
- Our shows and sponsored events

As always feel free to call me with any question or concerns.

Sincerely,
Karen Ball
CALPACA President

Calpaca Member News

Member Information Update:

Wayne and Jo Webb New Home Phone Number: 530-344-9215

In Loving Memory of Marge Smith



On February 13, 2015 Marge Smith of Friendly Farm Alpacas passed away after a short illness. Marge actively supported the shows as a sponsor, was an enthusiastic volunteer, and continually held show auctions to a new high (causing many other bidders to brace themselves whenever she set her sights on something). She loved her alpacas and had an enormous amount of fun in the industry. Marge will be truly missed...especially her quick smile and twinkling eyes.

When Marge received notice from the Calpaca Board that she had been named the Calpaca Citizen of the Year she was informed she could have a halter class dedicated to her. This was her response:

Thanks so much for the flowers, they are lovely. Also, thank you for the honor of naming me Citizen of the Year. Some of it was hard work but it was all fun. The category I would like to have named in my honor is Juvenile Male Huacaya Halter.

***Thank you again,
Marge***

A big thank you to Tom and Sue Petersen for hosting the February Calpaca Membership Meeting at your beautiful ranch, Alpacas All Around, in Loomis.

www.alpacasallaround.com

The logo for "Alpacas All Around" features a green circular background. Inside the circle, there is a black silhouette of a tree with several branches. A black alpaca is standing on the left side of the tree, and a white alpaca is standing on the right side. The word "Alpacas" is written in a red, cursive font at the top of the circle, and "All Around" is written in the same red, cursive font at the bottom. The entire logo is set against a light beige background.

Understanding The Future of the Alpaca Industry

By Karen Ball, Heart and Soul Alpacas and Spinnery

When I filled out the survey for AOA on their focus and strategies for the future back in December little did I know the positive impact it would have on my business and breeding program. One of the survey questions was “ Would you be willing to participate (at your own expense) in a strategic planning meeting over a weekend in March?” Although I did not think I could afford the expense and time I answered yes and it was one of the best business decisions I have made! A committee of about 30 people was selected and we were given a list of homework questions to fill out prior to our March gathering in Denver.

There has been a lot of “discussion” over the AOBA- ARI merger and some was quite heated so I went into this meeting with a bit of trepidation. Saturday morning arrived and we were all seated in a conference room, alpaca breeders from all over the country, large breeders, small breeders, old breeders and new breeders, and even 2 members from the Llama industry, with many different focuses on breeding goals. It was quite a diverse group. An organization called Leadership Resources was hired by the AOA board to lead the planning session. AOA staff and board members were there as participants and told to “hold back” from leading. Leadership Resources, not the board or staff, also handled the selection of attendees chosen from the completed surveys. I had no idea that I was going to have a voice and be in equal standing with everyone else at sharing my ideas for the future of the alpaca industry and the goals made for AOA. Now that was exciting!!

The very first directive that came from our committee was that there was no longer an AOBA organization or ARI organization and that those organizations were dead. We actually created a hand drawn poster and put it on the wall with a headstone and the words RIP AOBA and ARI on it! Alpaca Owners Association is a “new” organization to support alpaca breeders in the United States. I cannot remember or even begin to share all that came out of this information packed weekend but I would like to share the highlights that most impacted me. At the up and coming AOA National meeting and fleece show this June in Denver, AOA will be sharing the strategic goals that came out of this planning session.

I was greatly encouraged to see a diverse group of breeders put aside their own personal goals and agendas and work together to support the goals for the success of the industry. It was very evident with this group that many of us came from different perspectives in our desires and goals for our business yet there was

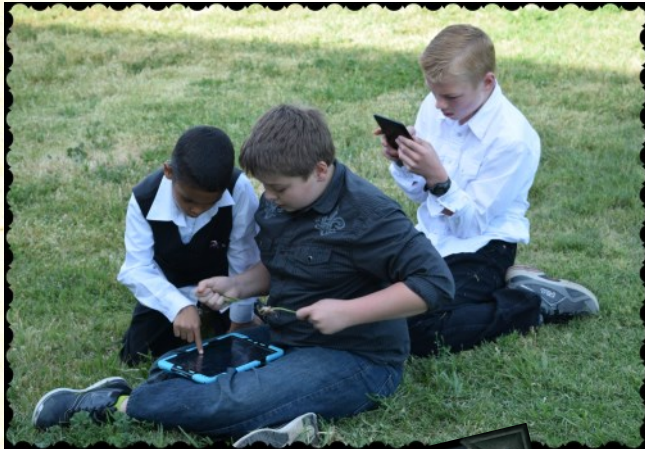
respect for all. We broke into small groups and worked on goals and objectives toward better supporting the industry. Then we got the opportunity to present our individual groups ideas and get feedback from the committee at large. It was clearly evident to me that the AOA board and staff were looking for direction from its members towards relevant goals to support the future of the alpaca industry.

I got a clear view of how the organization was run, where the funding came from and the duties of the board members and staff. This changed my position on a few aspects of the organization. The biggest impact for me was in understanding the economics of the organization and understanding that our annual dues and registration fees barely support the existence of the

organization. It is the sponsors and benefactors and volunteers that allow the organization to develop, support and run the website, National Show and publish the Alpacas Magazine. I had always believed that I had been living in the shadow of the larger farms that were featured on the website advertising or the back cover of Alpacas Magazine because they had a larger budget to advertise than I did. I now understand that I am riding on those farms wings! Without the sponsors and benefactors there would be no Website, National Show or Magazine. This was an important revelation for me. I also gained a much clearer respect and understanding for these board members that we sometimes don't agree with. I saw that each one of them was there to support the industry. I saw that they were volunteering enormous amounts of time, thought and energy toward the organization while holding down full time jobs. When our willing participants from the llama community were asked the question, "what was the single largest factor in the llama industry collapsing", they answered, "the lack of a strong national organization." This spoke volumes to me in regards to my effort, energy and resources to get involved, be informed and make a difference.



2015 Classic Pictures



Courtesy of Don Crowder



Ag Day 2015

National Agriculture Day was on March 18, 2015 and Calpaca was represented at the California State Capital. The purpose of this event, coordinated by the Agriculture Council of America, is to increase public awareness of agriculture's role in our society. Each year, Bruce Nelson and Joan Clappier coordinate the booth for Calpaca, and all the volunteers that help make the Calpaca booth a great success. Although we missed Joan this year, she provided step-by-step guidance and products for the booth. Karen Kelly answered many questions from the crowd, and Vicki Arns drew attention with her spinning demonstrations.



This year, the weather was perfect and lent comfort to alpacas and visitors alike.

Bruce Nelson and Nerissa Payne worked in the pen helping many get their hands on the three boys from Ahhh Sweet Alpacas. Tom Peterson and Charlene Schmid worked the crowds by opening the pen, answering questions, holding fresh flowers, and taking pictures for members of our local government. The fun part of this was watching the various

legislators' eyes light up as they rounded the corner and saw the alpacas. Clearly, annual photos with alpacas are a highlight of the event.



On the left, Toni Atkins, Speaker in the Assembly, couldn't wait to get her alpaca hugs and kiss. She is pictured with Gladiator's Gold and Stonewall Jackson.

On the right, Assembly Member Frank Bigelow, also with Gladiator's Gold, drew the crowd's attention as he challenged other legislative members to join him in the pen.



The event was busy, fun, and clearly beneficial in promoting the Alpaca industry in California.

UC Davis School of Veterinary Medicine Ranked #1

Dear Friends of the School of Veterinary Medicine:

It's my pleasure to announce that the UC Davis School of Veterinary Medicine has been recognized once again for its outstanding program by the *U.S. News and World Report*. **The school, #1 in the newly released rankings**, is home to a robust \$74 million research program, 30 percent of which is funded by the National Institutes of Health. A strong leader in veterinary medical education, UC Davis has the largest resident program of any veterinary school in the country, more than 170 graduate students pursuing advanced science training and has built a DVM curriculum on sound educational theory which is designed and delivered by eminent faculty who serve as leaders in their fields. Through an extensive teaching hospital in Davis and satellite clinics in Tulare and San Diego, the school provides services throughout the state to more than 48,000 animal patients annually in 34 specialties.

UC Davis' unique One Health approach recognizes the inextricable link between animals, people and the environment. Faculty members collaborate with colleagues across the school, in multiple schools/colleges on the UC Davis campus and with national and international institutions to solve society's most pressing health issues. The recent USAID \$100 million grant for the second phase of the PREDICT project based at the school is an example of the highly collaborative and far reaching impacts of this approach. With programs in more than 20 countries, this global consortium is conducting pathogen surveillance, viral discovery and strengthening global health capacity.

The school's cadre of faculty, staff, students and alumni are advancing health through their research endeavors, clinical patient care, educational pursuits, outreach and public service locally and globally. This national recognition and #1 ranking is a testament to the school's community, its irrepressible dedication and energy, and high standards for excellence in leading veterinary medicine and advancing societal needs.

Michael D. Lairmore
Dean



Focus On Fleece: Tips for Marketing Your Fiber-Part 1

By Judith Korff, Owner LadySong Farm Alpacas

The most successful alpaca breeders are those who have developed a formal marketing program for their livestock. This may involve developing logos and tag lines, designing and printing business cards, developing and maintaining an informative website, participating regularly in alpaca shows, printed or CD-format sales list handouts, informational farm packets, collecting and mailing fleece samples to interested buyers, and volunteer service with national and regional trade organizations.

When it comes to the fiber produced by their livestock each year, however, few breeders have any type of marketing program. Some send part or their entire annual clip to AFCNA to support the national cooperative, which is, of course, a very important use. However, there are many ways for a farm to profit directly from its fleece production that most breeders seem to ignore or overlook. However, income from fiber sales could contribute significantly to a farm's profitability. You work hard to improve the fiber produced by your alpacas; it's time to take advantage of what that offers to your farm in terms of income and sustainability.

Well in advance of the eventual transition of this industry from a primarily livestock production industry to a commodities industry, wise breeders will have positioned their farms to be competitive in the marketplace by developing and implementing an active and profitable fleece marketing program. This article will offer some guidelines and suggestions for beginning or improving your annual fiber sales to give you the chance to be among the leaders in the emerging commodity market.

Evaluation:

The first step in developing a marketing program is to know everything there is to know about the product you are offering for sale. The more information you have about your product, the easier it is to target your market and to decide where to spend your marketing dollars.

Have your fleece tested. For fiber marketing purposes, it doesn't matter whether you obtain a regular histogram or the more detailed OFDA report. You need to know the representative micron value of each fleece, the degree to which it is uniform throughout, and its relative comfort value. This will tell you the most suitable end use for your fleece. If you have obtained an OFDA report, you can use the annual growth chart to check for stress points—areas along a fiber's length where stress may have caused a weak point that could result in breakage during processing. This may help you determine appropriate use and assign reduced pricing for fleeces that may have been affected by stress.

A very fine (low micron) fleece with good uniformity and a high comfort value can be used for products designed to be worn close to the skin, such as sweaters or lingerie. A moderately fine fleece may be best suited for products such as hats, gloves, or mittens, which will be worn on the head or hands where the skin is less sensitive. It may also be blended with coarser fleece to add a degree of luxury to sock yarn without sacrificing the durability of the coarser fleece. High micron (strong or adult) fleeces in the low- to mid-30's micron ranges are suitable for socks or other garments that will receive heavy wear and thus require greater tensile strength for durability. Very high micron (coarse) fleeces can be used for blankets or felting and needlecraft projects, such as rug yarns. Regardless of micron, all clean alpaca fiber is usable, so take the time to gather and market those seconds and thirds. As long as fiber is clean and unstained, and of spinnable or feltable length, it is a valuable commodity that can add to the bottom line of your

Preparation:

Pasture Management: The first step to producing marketable fleeces is to maintain your pasture and barn facilities so that the alpacas are not exposed to excessive vegetable matter. Setting up feeding stations to prevent waste hay from falling onto the backs or embedding itself in the neck fiber of your animals will help significantly. Alpacas love to burrow deep inside their hay to find the choicest morsels. If you can keep their heads above the hay mass, it will force them to eat what's available at the top, thus saving hay and keeping their neck fiber free of waste.

Keep your pastures and yard areas mowed so that grasses and weeds do not have a chance to set seed. Not only will this keep your forage source growing over a longer period of time, but it will prevent alpacas from being exposed to seed heads and weeds while grazing. Be particularly careful to eliminate burdocks and other weeds that produce clinging seeds which become entangled in your alpacas' fiber and are very difficult to remove.

Shearing to simplify skirting: Whether you do your own shearing or use a professional shearer, it helps to perform the shearing task so that fleeces are shorn in stages, with the blanket shorn and collected first, separately from the belly, brisket, legs, and neck fiber. Place each shorn section in a separate bag. This will facilitate the skirting process, since you will have already segregated based on areas of micron divergence. If you hand-shear, you will be able to assess each handful or "clip strip" before placing it in its appropriate container. It's also very easy to shake out debris and dirt as you work, thereby simplifying the skirting process.

Clean your fleeces well: A clean, well-skirted fleece will bring significantly more than a stained or dirty "raw" fleece. Educate your tactile senses and employ them in conjunction with your visual sense to distinguish between prime fibers and the secondary fibers found around the edges of the blanket fleece. Remove the coarser fibers and set them aside for sale as seconds. Unless you are skirting for a specific handspinning client who prefers random color shifts, you should remove any color contamination (spots or areas where color changes occur in patterned alpacas) and set those fibers aside with others of like color and quality. Be sure to remove all dung tags. Dirty or stained fibers can be set aside for washing and use as stuffing. Pick or shake out and discard sand, mud clumps, seed heads, burrs and other vegetable material. If there are areas that are clumped with burrs, try Cowboy Magic or a similar equine mane and tail product to help you remove them.

Once you have skirted your fleece, place it in a clear plastic bag or storage box so you can locate it quickly. It is very helpful to slip inside the container a tag clearly identifying the name of the animal that produced the fleece and the date of shearing and, if you have it at the time of skirting, a copy of the histogram. If you wish, you can combine fleeces of a single color in the same container, as long as all the fleeces included in that container fall within a comparable 2–3 average micron range.

Sort: Gather the seconds and odd-color bits and combine them in like groups for marketing to those seeking those specific qualities. In small quantities, you can use Zip-Lok® freezer bags to keep those items collected and clean.

Add Value: If you want to go beyond the basics, you can add value to your fiber production by having some of it processed. Some breeders have learned to card and spin, and make their own handspun yarns for sale. There are also many small mills available where you can have fleeces washed, carded, or combed and turned into roving, batt, top, or felted sheets for sale to hand-spinners, crafters and weavers. Many mills can spin, ply and, if you like, dye your fiber so that it is

...Continued from page 11

retail-ready yarn or felt. Obviously the expense of processing will increase the price you must ask to recoup your investment and make a profit, but having value-added product can broaden your market base.

Finding Value in the Stained Stuff: Even the short, dirty, stained fiber can be useful. If you take the time to wash it, it can be used as stuffing in pet toys or beds.

Maintain Records:

It is very helpful to keep accurate records of the fleeces you have available for sale. When a potential buyer contacts you with an order or inquiry, you will know quickly whether or not you have in stock what that client seeks, and can offer a substitute fleece if you have one. Maintain a fiber log that details each fleece by color, quality/micron, weight (by ounces), date of shearing, and special information that might be helpful to a buyer, such as particular crimp qualities of huacayas and lock structure in suris. Be certain to update your log as fleeces or partial fleeces are sold.

This article is the first in a two-part series about tips for marketing your fiber. The series continues in the Summer Connection with the specifics of marketing your fiber: Developing a Target Market, Marketing Materials, Marketing Language, and a list of resources.



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The advertisement is a collage of images showing alpacas, people, and awards. It includes photos of alpacas being shown at events, people holding alpacas, and people receiving awards. There are also photos of people smiling and a large cake.

*Why breed to relatives, when
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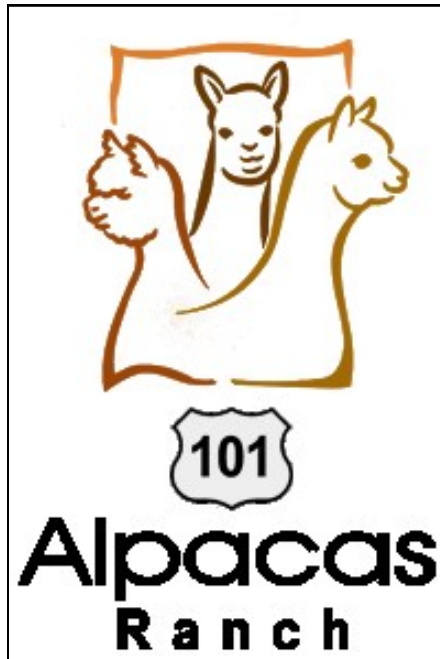
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Herdsires

Menagerie Hill Ranch introduces our newest herdsire, **LV Silver Sammovar by Vantaggio!**

He took the Reserve Color Champion in gray at the California Classic 2015 where judge Sharon Loner called him a "Fantastic Male", finer even than the juvie in the class!

Sammo is the product of a medium silver gray sire (4 time Champion LV Vantaggio Di Bisturi) with spectacular fleece characteristics including an 18 micron fleece at three years, and a true black dam (LV Black Sapphire) from a line known for it's retained fineness. His blanket is the most beautiful medium steel gray; extremely dense with abundant crimp, bundling and a wonderful handle. In fact, his 2014 fleece (1 year) was 16.7 microns!

We believe he can make a big impact on our breeding program and yours! He's already settled his first girls with pregnancies confirmed. And we can't wait to see what he produces! We've set his breedings at an introductory price of \$750. Get your breedings now and take advantage of his great genetics at a great price! Deb Galway & Kirk Howard, Owners. www.menageriehillranch.com

Attention breeders of exotic suris Derwydd Tagi's Phawchi is now residing at Alpacas of Somerset Farm. A true "standout" in the field Phawchi is one sexy herdsire with incredible exotic and elegant coloring covering a solid and impressive frame. If you want part Accoyo full Peruvian genetics in your colored breeding program check him out: <http://www.openherd.com/alpacas-for-sale/105966/derwydd-tagis-phawchi>. For more information about Phawchi and our other impressive males visit www.alpacasofsomersetfarm.com then contact Dianna or Jack Jordan, 530-620-6033 to book your breedings. Multiple discounts available.

El R Cash, an El R Luciano son, now standing at Macedo's Mini Acre. Cash is a harlequin grey boy, who's throwing lots of different colors. Offspring conformation and fleece characteristics are stunning as well. Other studs available as well. www.macedosminiacre.com or maureenmacedo@aol.com Larry's cell 209-648-2338

Plan your spring breedings with Washoe Valley's Dr. K in mind. This four year old herdsire is the son of Derwydd's Manchu and an El Nino Grandson. His first cria are on the ground and they are gorgeous. You can still get introductory breedings for \$750 and there are discounts available for multiple breedings. Drive-bys can be arranged. Call Roger at 559-591-3321 for more information.

Two of Crescent Moon's best are now standing at Alpacas of Somerset Farm. We are proud to announce we are hosting Crescent Moon's Krypton, the dark brown son of Kryptonite and grandson of the legendary 4Peruvian Legacy and Crescent Moon's Private Reserve II, the medium fawn son of 6Peruvian Accoyo Elite. Thank you Donna Poplawski, American Pride Alpacas, for entrusting us with your magnificent herdsires. Check them out at www.americanpridealpacasllc.com and then give Dianna (530-620-6033) a call to find out how easy it is to add these world class genetics to your herd.

Herdsires

For Lease: Two times light fawn Reserve Color Champion ALR Inti-Sapa's Peruvian Ruffo is available for lease with unlimited breedings - \$3000 for 3 months. Check him out at <http://alpacasontheweb.com/StudDetails.asp?ID=90&DetailType=Dam>. His crias include black! Questions? Call us at 541-821-8071 or email renategyuro@gmail.com

For Sale

Suri or Huacaya alpacas for sale, males and females. Plus, Derwydd Inti-Hatun offspring for sale at Macedo's Mini Acre. We're breeding for colorful patterns and these stunning dark brown "chip off the old block" kids need to go somewhere they can be used! Extremely reasonable pricing, especially if you take more than two! www.macedosminiacre.com or maureenmacedo@aol.com
Larry's cell 209-648-2338

"After 12 years in this alpaca industry, Dancing Moon Suir Alpacas is closing its "barn doors" and retiring to sunny Florida to be with our extended family. Since it's way too hot and muggy for our sweet suris in that neck of the woods, we have been slowly downsizing for the last year.

But we've saved the best for last. We have our lustrous, fine, rich brown 2X Blue Ribbon Winning suri female, "Gypsy Rose" FOR SALE! Anyone looking for a lovely breeder with wonderful fleece, Gypsy will make a great addition to your herd. \$1000, OBO. (If you're within CA, AZ or NV we'll bring her to you. We're always looking for an excuse for a road trip!) Call Ann Hayes ~ **Dancing Moon Suri Alpacas** ~ *Breeding Fine Suris in So. CA Since 2003* 714-876-8362 dancingmoonalpacas.com dancingmoonsuris@aol.com

Agisting

Menagerie Hill Ranch is a full service, family run ranch offering **agisting, consulting, sales, support and alpaca fiber products**. Our agisting service includes quality feed/water, routine husbandry, vaccinations and other care. Alpacas on a long term agisting plan receive free shearing. Owners are welcome to visit any time and we will help you learn how to care for your alpacas. Veterinary care, breeding, training and other services are extra. Standard rate \$3.50 per day. We are located in the English Hills area of Vacaville, close to Hwy 505.

Deb Galway & Kirk Howard, Owners www.menageriehillranch.com 707.290.7915

Sierra Rose Alpacas— Located in Grass Valley, 1 hour East of Sacramento, we invite you to consider us when looking for a home for agisting your alpacas. We have owned alpacas since 2006, and have both Huacaya and Suri's. In our early years, we agisted ourselves, so we know how important it is to find a good home for your alpacas. We offer competitive rates, with a full time ranch manager on site (Howard). We provide gentle, trustworthy interaction with them regularly. Rotational grazing principles are used to provide year round pasture. We also feed them orchard grass hay, alfalfa when needed, free choice minerals, and supplemental pellets are given daily. Vet services extra. We offer specialized services, and work closely with our agistors to give you and your alpacas the care you want such as halter training, husbandry, education, etc. Howard and Cynthia Kuhlmann, 530-272-1218 www.SierraRoseAlpacas.com

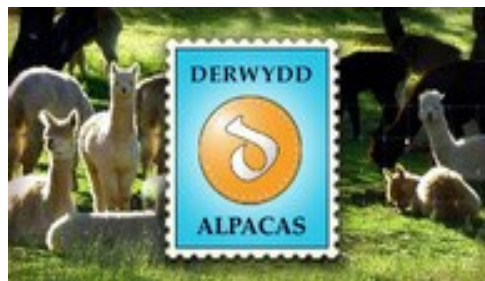
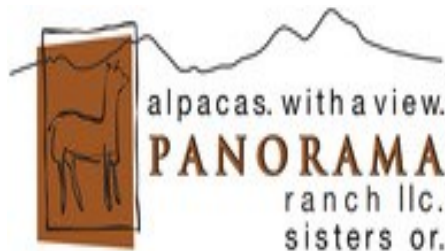


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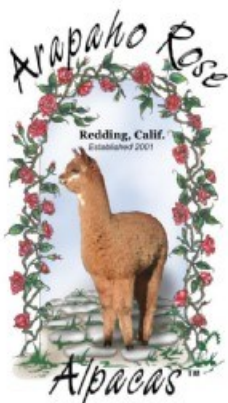
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