

# CONNECTION

Summer 2013



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

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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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**Cover Photo**  
**Pisco the surfing Suri**

## **Affiliations**

### **Alpaca Owners and Breeders Assoc.**

"AOBA"

5000 Linbar Drive, Suite 297  
Nashville TN 37211  
615-834-4195

Fax: 615-834-4196

Email: member@aobamail.com  
Website: www.alpacaowners.com

### **Alpaca Registry Inc** "ARI"

8300 Cody Dr Suite A  
Lincoln NE 68512  
402-437-8484

402-437-8488 Fax

Ari@alpacaregistry.net

### **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

### **Summer 2013**

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## President's Message

Greetings Calpaca Membership,

The summer certainly is sizzling past us this year. Just when you thought you had a break from shows, spin offs and fleece...it's time for you to start thinking about showcasing your alpacas!

This Connection is dedicated to all things FIBER!

We have shorn our alpacas and reaped our harvest....we've sent our fiber in to be tested , we're testing for EPD's, we are sending it out to mills to be spun, some of us are getting ready for AFCNA pick ups. We are getting our thirds ready for rugs or we are selling our blankets whole sale. Then, just when you thought you could take a rest...here come the notifications "The Spin Off" registration is now open!

If you have never entered a Spin Off, now is the time to do it. Another way of showcasing your breeding program. Less than 4oz. of prime fleece is all you need. Skirt it just like you would enter a fleece show; add a picture of your alpaca and their ARI registration and you're about done. A very inexpensive way to show your alpaca. Not to mention some alpacas won't have enough fleece to enter into "full fleece" classes in the fall shows. Enter a "Spin Off" instead. You will get back a score card on your alpaca and a nicely spun piece of yarn.

Also, what about those fleece shows? Hopefully you have saved your very best fleeces to enter into a Fleece Show. Another inexpensive way to show your alpaca. No CVI's, no gas, no lodging.....just postage and an entry fee. Another way to showcase your breeding program.

Now when someone wants to purchase your alpaca or buy a breeding to your outstanding male you've got lot's to show them. Your histogram, EPD, a blue ribbon and scorecard from the Spin Off you entered along with the beautiful spun yarn. And that Championship award in that fleece show you entered. All without taking your alpaca away from your ranch. Just think of the Opportunities!!!!!! And have a great Sizzling Summer!

Laurie Findlay

Calpaca President

**Calpaca Membership Meeting, August 10, 2013, 10:00 am**  
**Ranch of the Oaks**, 3269 Crucero Rd, Lompoc, CA 93436  
805-740-9808 805-714-2068 ranch@ranchoftheoaks.com

Come join us at our Quarterly Calpaca Meeting hosted by "Ranch of the Oaks" in beautiful Lompoc, CA. The business meeting starts at 10:00am and will be followed by a "pot luck" lunch.

After lunch:

Maureen Macedo, from Macedo Mini Acres will do a dyeing demo. Daphne Capaldi from Alpacas at Capaldi Ranch will talk about weaving rug yarn on a peg loom. Hosts Tom and Mette Goehring will take you on a tour of their mill, show you how to skirt, and discuss blending alpaca with?????

Come one, Come all!!! Bring lawn chairs for seating.

Lots of great hotels nearby and Wine Tasting!

Plus Tom and Mette have room for camping just no hook ups. (Please contact Tom and Mette if your going to be a camper)

Please RSVP 805-740-9808 805-714-2068 ranch@ranchoftheoaks.com

## Calpaca Membership Update

### Welcome New 2013 Members

Calpaca extends a big WELCOME to the following new members in 2013:

Steve and Casey Aitchinson, **Epic Alpacas**, Catheys Valley, CA

Julie May Campbell, **Fleece Station**, Riverside, CA

Donald Crowder, Modesto, CA

Brian and Susan Ellison, **Round Mountain Alpacas**, Sanger, CA

Terry Lightner and Peggy Miller, **Nitaoak Alpacas**, Ceres, CA

Stephen and Donna Lynton, **Purple Sage Ranch Alpacas**, Inyokern, CA

David and Susan Northington, **Northington Ranch**, Galt, CA

Shalon and Lester Smith, **Belvoir Mine Alpacas**, Newcastle, CA

Sheryl Evans, **Living Waters Ranch**, Sheridan, CA

Dena Ingalls, **Heirloom Design**, Sacramento, CA

Kemberling, Patricia, **Déjà vu Alpacas**, Penn Valley, CA

Relyea, Fred and Michelle, Lincoln, CA

**Please add to the directory.** This contact information missed the printed Membership Directory:

Sheryl Evans, **Living Waters Ranch**, Sheridan, CA 95681

PO Box 54, Sheridan, CA 95681 530-320-0206, lwralpacas@gmail.com

Joe and Susan Attili, **La Dolce Vita Alpacas**, Ramona, CA

PO Box 2036, Ramona, CA 92065 760-788-1959, susan@lvdalpacas.com

Naomi E. Flam, **Astral-Light Alpacas LLC**, Fresno, CA

PO Box 113, Fresno, CA 93704-2203 559-269-7685, naomiflam@gmail.com

Bennett/Cunningham, **Serenity Valley Alpacas**, Seaside, CA

2026 Waring St., Seaside, CA 93955 831-394-3740 svalpacas@gmail.com

Dorrance, Bill and Jeanne, **Adore Alpacas**, Hollister, CA

535 Shore Rd, Hollister, CA 95023 831-363-6600 adorealpacas@razzolink.com

Ingalls, Dena **Heirloom Design**, Sacramento, CA

8155 Derby Park Court, Sacramento, CA 95828 916-207-8155

dena@heirloomweaving.com

Relyea, Fred and Michelle,

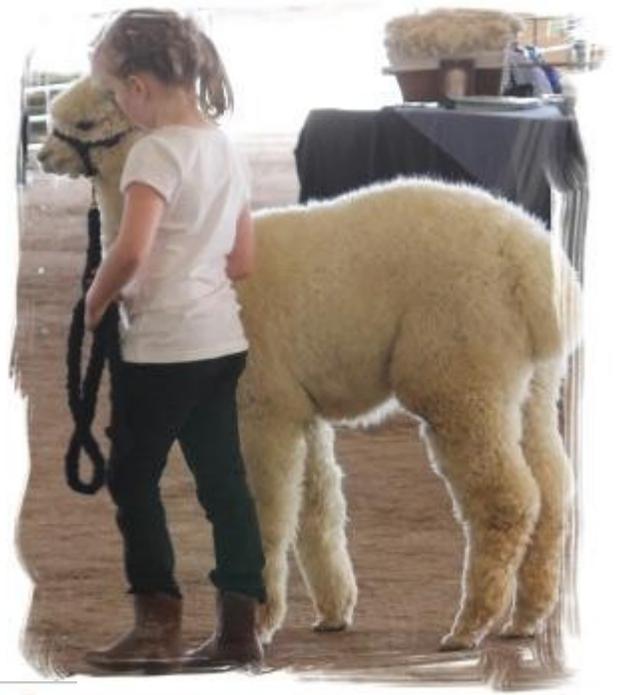
2191 Auburn Rd, Lincoln, CA 95648 916-409-0477 qtshelberg@yahoo.com



**Are you looking for the Membership and  
Calpaca Board Meeting Minutes?  
They are posted on the Calpaca Openherd Site.**

<http://www.calpaca.org/page/2758/meeting-minutes>

**THE "SHUTTER BUG" STRIKES AGAIN  
AT THE 2013 CALIFORNIA CLASSIC!**



## Featured Host Ranch February 2013

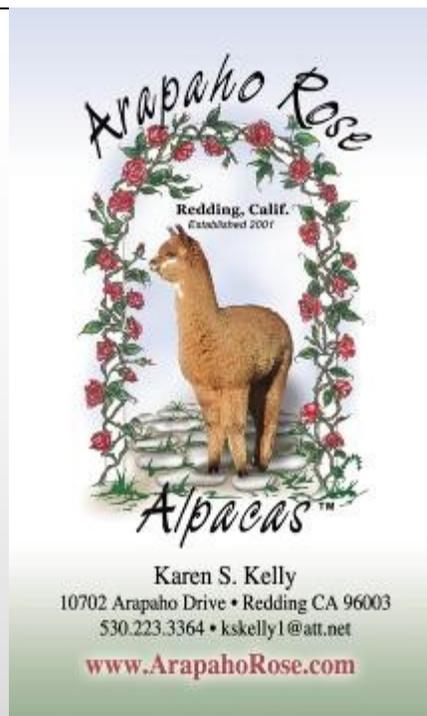
### Arapaho Rose Alpacas

#### Alpacas Fashioned for a Fine Future

Karen Kelly • 10702 Arapaho Dr, Redding, CA 96003 • 530-223-3364

Arapaho Rose Alpacas is conveniently located just minutes off California's Interstate 5 in Redding. Redding, is centrally located in the beautiful Shasta/Cascade region of far northern California, and is surrounded on three sides by millions of acres of federal and state lands including the California Cascades, spectacular Mt. Shasta, and the pristine Trinity Alps.

Established in 2001, Arapaho Rose Alpacas has developed an outstanding herd of award winning alpacas by combining excellent herdsires and great genetics. Our goal is to continuously improve the next generation. We breed for strong healthy alpacas with great confirmation and superior award winning fiber.



Who knows better than you what you need to start or improve your herd? Arapaho Rose Alpacas is there to help you with outstanding foundation stock or breedings to our award winning males to help you realize your goal.

Arapaho Rose Alpacas provides sales, service, breeding, shearing, alpaca products, yarn and fiber. We enjoy showing our alpacas in the show ring and on our ranch. We'd love to show them to you. Wander through our boutique to find one of a kind alpaca products.

CALL NOW to schedule a time for alpacas to meet YOU. Visit our ranch and personally explore the incredible world of alpacas.

Outstanding genetics at reasonable prices.

### Upcoming Calpaca Events

#### 2013

**August 10, Membership meeting**—Tom and Mette Goehring—Ranch of the Oaks

**October 19-20, Gold Country Gathering Alpaca Show**—Grass Valley Fairgrounds

**November 9, Membership meeting**—Nancy and Dave Helwig—925 Sterling Alpacas

#### 2014

**January 18-19 UC Davis Camelid Symposium**—UCDavis

**February 8, Membership meeting**—Kim and Mike Bisceglia—McCarty Creek Ranch

## Greetings from the Far East!

OK, I miss the west coast already! Six weeks, 30,000 miles and god knows what else – all the animals, furniture and I are finally here! We are still missing a trailer with barn stuff, due to arrive any day now.

Thank you so much Lisa Theis, Cindy Fulbright and Leslie Peterson for riding with me! Could not have done all these trips by myself! And thank you Jennifer Powers and Tom Kearney for renting me the “mega trailer!” Would still be in the truck if not for you.

I can tell everyone on the west coast that you have it so much easier with herd health. The bugs (for the alpacas and me!) are out of control! We are battling mites, horrible flies and infected fescue. There has been nothing but rain since I arrived and that is making herd health really difficult. Also, the barn in not fenced with the pastures so moving animals around is not that easy at the moment. That will change once the missing trailer arrives!

I miss my house, barn and mostly my friends. My phone bill will be ridiculous this month. I have my first CABO meeting this weekend and I am looking forward to meeting the Carolina breeders.

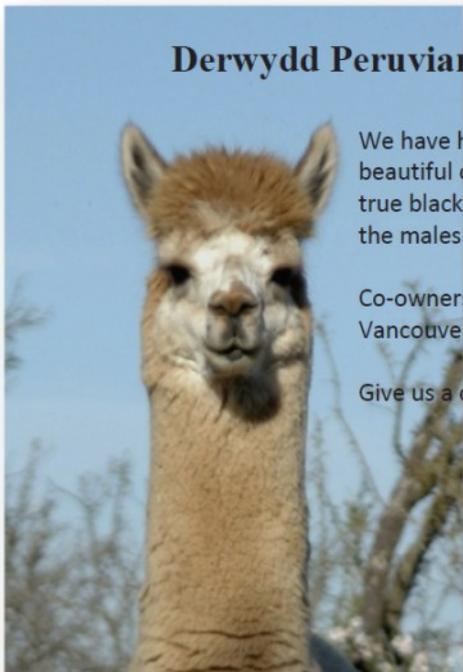
I know you are having a heat wave right now but be thankful that there is not 80% humidity with the heat and that you fans and hoses can cool down your alpacas. My alpacas have been wet for weeks and we need more electrical out here for fans.

Miss you all, K

**Kay Rodriguez, Lazy K Ranch**

## FOR SALE - ¼ Share - \$4,000

### Derwydd Peruvian Inti-Sapa



We have had the good fortune to own Inti-Sapa – our pastures are filled with beautiful off-spring in all colors, including gray, and several champions! Inti-Sapa's true black dam has contributed to many colorful additions to our ranch and some of the males have started their breeding career. Inti-Sapa could do the same for you!

Co-owners are Denise Moles in Los Gatos, CA and Richard and Lisa Cruanas in Vancouver, Washington.

Give us a call if you are interested in adding Inti-Sapa to your gene pool:  
541-821-8071, or email [richard@alpacasontheweb.com](mailto:richard@alpacasontheweb.com).

Richard and Renate Gyuro  
Eagle Point, Oregon



## Featured Host Ranch May 2013

### Colusa Riverside Alpacas

#### Breeding for Industry Excellence!

**David & Sheila Scroggins** • 6909 Codorniz Rd, Colusa, CA  
95932 • 530-458-4022  
[www.colusariversidealpacas.com](http://www.colusariversidealpacas.com)



Dave Scroggins is a past Board Director of California Alpaca Breeders Association. Sheila has a special interest in researching and publishing information on health and illness in the alpaca. Sheila is a contributing author for the Camelid Quarterly and Alpaca Magazine.

Colusa Riverside Alpaca Ranch is proud to offer alpacas with some of the most outstanding alpaca Expected Progeny Differences (EPD) for fiber fineness (AFD) in the nation. Our herdsires are ranked in the top 1% of the ARI-EPDs for AFD. Our herdsires will improve fiber fineness in their offspring more than 99% of all alpacas tested by ARI. We have been working hard over the past four years to selectively breed and purchase alpacas to achieve the notable alpaca EPDs we can now offer our customers.

#### MISSION STATEMENT:

*Breeding Alpacas for Industry Excellence*

Colusa Riverside Alpacas continues to build a herd with unmatched personal and industry breed standards. We are committed to breeding practices to develop alpacas with superior histograms, Expected Progeny Differences, and fiber fineness longevity. Colusa Riverside Alpacas continues to contribute to the body of knowledge of the alpaca for the benefit of all owners and the industry.

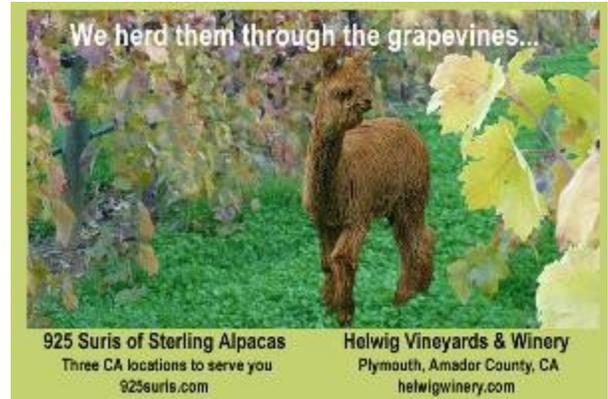


## Increase your Income... Educate!

### By Terri Swanson, 925 Sterling Alpacas

Nancy Helwig, owner of 925 Sterling Alpacas, and I feel strongly that fiber education plays an important role in our quest to excite people about alpacas. And, in that pursuit, we found that educating about alpaca fiber can be a way to make a bit of income as well.

One way to do this is to contact your local knitting, weaving, spinning and any other fiber related guild. Believe it or not, most guilds will PAY you to be a guest speaker. Not only that, but usually they will encourage you to bring product along to sell. If your first reaction is “yikes” because you are not comfortable with the guild’s particular interest such as knitting or spinning; or, if you feel intimidated because you believe most guild members are very experienced in fiber related topics; I say to you... no worries. Your best bet is to talk to them about what you know, such as raising alpacas, alpaca personalities, breeding behaviors, shearing techniques, and anything that is husbandry related. I have found that fiber guild members are very interested in the daily life of the alpaca, and because it is memorable, it brings to life alpaca fiber as well. Be prepared, however,



to be able to talk about some basic alpaca fiber characteristics as inevitably there will be some fiber related questions. Plan on your presentation taking about an hour or so and bring examples of alpaca products and, of course, pictures of your animals.

Don't forget to bring product to sell of interest to the particular guild you are presenting ... such as, raw fiber, rovings and batts for spinning guilds (they make their own yarn) and bring yarn to knitting and weaving guilds etc. Also, bring a few popular alpaca products such as stuffed animals or socks. The picture is an example of my travelling store. This “store” can be easily set up in the

presentation room or left in the car to accommodate any situation. For example, a spinner’s guild I spoke to was prohibited to buy or sell in the library where they meet. The library did, however, permit them to buy product in the library’s parking lot. Thankfully my “car store” was ready and waiting for a huge group of fiber-buying spinners who purchased many of our rovings, batts and raw fleece in the parking lot.

So, get out there and educate!



## 75<sup>th</sup> BIRTHDAY CELEBRATION

**Kenny is turning 75 this year!  
We are celebrating his 75<sup>th</sup> year by selling  
75 of the 150 alpacas at the KT-Lee  
That will give us a herd of, yep, you guessed it, 75!**

**This is not a fire sale  
We are not going out of business  
Alpacas will not be selling for \$75 (well, maybe)**

**There are 5 farms/breeding programs represented – many buyer incentives**

**Quality alpacas, not so quality alpacas  
full accoyos, full Peruvians, mixes  
all colors, greys, blacks**

**Kenny is not as helpful as he used to be – and he is not getting any younger**

[www.KTLeeRanchAlpacas.com](http://www.KTLeeRanchAlpacas.com)

559-760-3969

[kt-leeranch@netptc.net](mailto:kt-leeranch@netptc.net)

## Alpacas and Fiber and Sales, OH MY!

*By Lisa Theis, KT-Lee Ranch Alpacas*

Who would have thought 15 years ago that alpacas and fiber did not go together, at least not here in the U.S.A. That was the unfortunate lesson I learned when I first entered into the wonderful world of alpacas. I thought I had done my homework. I thought alpacas were raised for their “luxurious” fleece. I thought shearing provided a bountiful harvest. I thought there would be more accessibility to product development. **I thought I had better rethink my thoughts!** I was surprised at what I felt was a misrepresentation and lack of options for our fiber industry.



I was determined to make my fleece work for me regardless of what others were doing. I quickly learned that it was entirely up to me and that I needed to become resourceful and think out of the box. I have never been one to take “NO” for an answer, my response to “NO” is “WATCH ME” albeit not always a good thing. So, here I am, 15 years ago, in my first year with a meager 5 females and 4 males and their fleeces. Woo Hoo, I can make something! (Well, I don’t make anything but I can have someone else do it) I sent my raw fleece off to a fiber mill to have something done with it. When I was asked what I wanted, sportweight, laceweight, cones or skeins my response was “huh?” What is a skein? I left it up to the good people at the mill to do their magic and send me what they thought would be best for me. When I received the yarn I was so excited, the animals names’ were labeled on the cones along with other pertinent information that I did not necessarily understand. O.K. time for some more education. I needed to tour a fiber mill and get a handle on the processing and vocabulary. I needed to figure out if I had enough yarn to make product. I needed to understand my options.

If there was one thing I **did** know, it was that I was going to get the public wearing alpaca. I was going to create a demand for end product. I was going to be successful with my fiber come hell or high water. Then reality set in – I needed to subsidize my current fleece situation. I ended up processing and storing 3 years’ worth of fleece. In the meantime, my herd was growing and I was having some product made. I was also purchasing product from suppliers. I was selling product out of my house. Then the garage. I was giving away product as birthday gifts, Christmas gifts, thank you gifts, no reason at all, gifts. I was getting people addicted to alpaca products. Next thing I knew, I had a farm store loaded with product made from all the previous years’ stockpile, plus product from the vendors I had now created relationships with. My herd was still growing and I was able to count on having enough fiber to sustain my farm store needs. I had repeat customers by the time the official store opened.

Now the challenge; having enough “good” fleece. Well, IT IS ALL GOOD. Knowing *what* to do with the variation of fleece is the key. It is crucial to understand your fleece! It is much easier to be unbiased and honest about your fleece when you know that all the fleece is useable. Throwing fleece away makes my hair stand on end! I keep everything. While I am proud of most my herd, I also know that I have plenty of walking rugs....and dog beds.....and compost.....and.....

Like most of the folks I **know** in the alpaca industry, we are not financially wealthy people, we are looking to add to our income in the long run. Sure the breeding industry “compounded wealth” sure, the sales of the alpacas were prosperous, I sold 6 figures for a while, but I had over 6 figures invested! For those of us who invested in alpacas before the 2008 adjustment, and had not recovered their initial investment by 2008, then the breeding industry aspect of alpacas was a heavy hit financially. However, for me, the store has been the 1 constant. It has “saved me” on several occasions keeping the ranch afloat during a bad year of other alpaca income.

Now that the alpaca prices have adjusted to more realistic figures, it is easier now, more than ever, for new people in the industry to make a profit on their fleeces. You see, while the prices of the alpacas have dropped considerably, the value of the alpaca fleece has not.

Alpaca production in this country is still in its infancy with many changes ahead. Those people who are willing to move forward with it will benefit in the long run. Let’s keep this alpaca industry alive and well in America.

## From The Showring

### Are You Looking For A Way To Showcase Your Breeding Program At Shows?

#### *Check out the re-designed Bred and Owned Classes*

In 2013, the AOBA Show System restructured the Bred and Owned halter class with the goal of giving breeding programs of all sizes the opportunity to showcase breeding decisions that they have made to produce exceptional offspring. The new Bred and Owned classes are now stand-alone full fleece halter classes, with first place Bred and Owned winners eventually competing for the "Best Bred and Owned" male and female Huacaya and Suri. Winners of Best Bred and Owned then have the opportunity to compete along with all of the Color Champions for Judge's Choice Male and Female Huacaya and Suri in those shows with adequate numbers to hold this award. The new Bred and Owned classes are considered optional classes and can be held at any AOBA Certified Show.

The Bred and Owned class in other livestock show systems is considered to be a very prestigious category, and excelling in this class distinguishes the "breeder" from a "buyer". What is more meaningful to a breeder than to be able to state, "My hard work and breeding decisions produced this beauty"?

In 2012 the AOBA Board asked the Show Rules Committee (SRC) to update and expand classes currently offered at AOBA Certified Shows. As a result, in 2013 the production classes were revised to divide classes into Light and Dark entries. A good portion of the committee's focus was also spent on a long overdue overhaul of the Bred and Owned yearling class. There were myriads of problems with this particular class, including that entry was limited to only one age group, participation in the class had been on the decline for several years, and judging was redundant because often these yearlings had already competed against some of the same yearlings in the regular halter class. In aligning our alpaca show system with other long standing livestock show systems, the SRC believes that the Bred and Owned class will someday hold a prestigious place in the AOBA Show System. A winner of the "Bred and Owned" class should represent the very best in the alpaca industry.

The inaugural, revised Bred and Owned classes started at the spring shows in 2013. Detailed entry requirements can be found in the 2013 AOBA Show System Handbook (Page 55). Briefly, an exhibitor can enter one entry per light and dark class in each age and gender per breed type. The alpacas shown must be owned by the exhibitor and must be from dams that were owned by the exhibitor at the time the dams were bred as evidenced on the ARI Registration Certificates. Bred and Owned classes are now stand-alone classes, and alpacas entered in Bred and Owned cannot compete in their respective full fleece halter class. However, they can enter any group production class for which they are eligible. Added pluses for exhibitors are that it creates additional entries to comprise their Production entries. Also, because Bred and Owned has the same requirements as Breeders Best Three, it is a way for smaller sized breeding programs to showcase the results of their breeding decisions if they do not have enough entries to put together a solid Breeders Best Three class.

The Bred and Owned halter classes were created to recognize breeders for their excellent breeding decisions. What better way to showcase your breeding program than to receive top honors in these new classes? Why not give it a try?

# AlpacaMania 2013

<http://www.sojaa.com/AlpacaManiaHalterShow.asp>

**AOBA Certified Level II  
Halter and Fleece Show.**

**Saturday Night Live Stud Auction and dinner,  
Silent Auction, photo contest**

**Halter Judge: Diana Timmerman  
Fleece Judge: Amanda VandenBosch**

**October 12-13, 2013  
at The Expo, Central Point, Oregon**

**Early Bird Registration closes 9/3/2013  
Early Bird bonus: Stall Fee \$125 (after 9/3 \$140)  
Registration closes 9/24/2013**

**We are looking forward to seeing you at the show!**



4th Annual

**GOLD COUNTRY  
GATHERING  
ALPACA SHOW**

**October 19-20, 2013**

**Nevada County Fairgrounds  
Grass Valley, CA**

**AOBA Certified Show**

**Halter Judge: Stephanie Glyptis**

**Fleece Judge: Ken Hibbits**

**Spin-off Judge: Diane Hoschler**



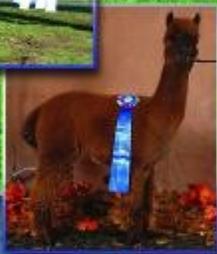
For additional information go to [www.calpaca.org](http://www.calpaca.org) and look under events

**WE ARE OPEN  
TO OFFERS**

**WE WILL  
NEGOTIATE**

# Producing Champions at Friendly Farm Alpacas

Get two FREE breedings to your choice of Friendly Farm herdsires when you purchase a female alpaca from us.



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online at  
[friendlyfarmalpacas.com](http://friendlyfarmalpacas.com)  
or call  
(530) 342-4745*

**Friendly Farm  
Alpacas**



*Huacayas & Suris*  
Kathleen L. Friend  
Chico, California

The following 20 Rules about being an alpaca were shared on a social media site recently. The author raises alpacas in Norway. It appears that Norwegian alpacas have the same philosophy about life that CALPACA alpacas do.

I enjoyed his humor so much that I asked his permission to share it in The Connection. I'm sure you can relate to more than a dozen of these Rules! Enjoy.

## **Alpaca Manual for Successful Living**

By Rolf Alpakka Barbakken

**Rule #1:** The grass IS greener on the other side of the fence.

**Rule #2:** Rolling in the dirt before a show or shearing is tradition.

**Rule #3:** If there are more than 50 paces to the toilet we make a new one.

**Rule #4:** Wait until the human thinks we'll never establish a toilet inside the barn before establishing it. Don't go all at once, but give the human a little hope by letting it think it was just a mistake.

**Rule #5:** Avoid giving birth on due date.

**Rule #6:** Always steal as much space around the food as possible.

**Rule #7:** When you see who the human wants to get, move swiftly aside to make room.

**Rule #8:** The best toilet is always the one which was cleaned last, and make sure you use the one that was cleaned a minute ago.

**Rule #9:** Stand on the hose while the humans are dragging it and watch what happens.

**Rule #10:** When humans want to do feces and urine samplings make sure to hold it in for as long as possible.

**Rule #11:** The last feeder to be filled has the best hay.

**Rule #12:** Wait until the human leaves to deliver your cria.

**Rule #13:** When the human approaches with the pedicure kit immediately sit down and hide your toes.

**Rule #14:** Never put all four feet on the scale at once. Be sure one foot is always just – on – the - edge!

**Rule #15:** Always crush on the sprinkler head, so no one else can enjoy the cool water.

**Rule #16:** Pretend you have swallowed all of your oral medication but hold some back, and after you are free, spray it all over... Preferably on the human.

**Rule #17:** Jump and squirm just as that needle is about to go in.

**Rule #18:** Your food is better than mine. If you want it, I want it.

**Rule #19:** Yes, we do spit, but we don't murder and we don't engage in wars. We forgive and forget and contemplate peace while chewing our cud.

**Rule #20:** Never, ever spit at the face that feeds you UNLESS they have just told a new potential owner that alpacas hardly ever spit - then get that person right in the face.

Edited and Submitted by Julie Roy of Alpacas of Anza Valley

[www.AlpacasAV.com](http://www.AlpacasAV.com)

## KEYS TO SUCCESS FOR SMALL FARMERS

1. **Choose something you love to do.** It's hard work under the best of circumstances. If you are doing it just for the money, it's unlikely the energy, creativity, and satisfaction necessary for success will be present.
2. **Create a high quality product.** Quality is the single most important element that will differentiate your product from mass produced alternatives. More and more consumers want fresher, better tasting, healthier products than those available from large retailers.
3. **Start small and grow naturally.** Invest your ingenuity first, labor second, and money third. If you start small, the effort you put in and the income you generate are more likely to be matched. Let the market demand dictate your growth.
4. **Make decisions based on good records.** Base business decisions on what is, not on what you hope or guess the situation to be. Even if everything else is right, poor financial management and decision-making can still kill your business.
5. **Follow demand-driven production.** Produce what your customers want. Get to know your customers. Keep adjusting your products according to their tastes and purchases.
6. **Establish a loyal customer base, preferably local.** In addition to high quality and meeting customer demand, focus on your niche. Personal contact, exceeding expectations, providing steady supply, and community involvement will help secure a strong base of repeat customers.
7. **Provide more than just food or a product.** People are hungry for a connection to the rhythms of the earth and for a sense of community. Provide your customers with an experience of the satisfactions and spiritual rewards of your farm life. Provide them with some fun, peace, and relaxation.
8. **Get the whole family or partners involved.** Value-added processing takes additional energy and skills. When several family members are involved, each person can contribute his or her unique talents and specialize for efficiency.
9. **Keep informed.** It is important to keep informed about your customers, your competition, the laws concerning your business, and other producers like yourself.
10. **Plan for the future.** To be successful, you have to know where you are headed. Each path requires different courses of action. Set goals for your business and a plan of action to achieve them.

Compiled by John Fouts. For more information, contact WSU Extension at (509) 524-2685 or email John Fouts [fouts@wsu.edu](mailto:fouts@wsu.edu).

[http://wallawalla.wsu.edu/ag/FarmManagement/success\\_keys.htm](http://wallawalla.wsu.edu/ag/FarmManagement/success_keys.htm)

## CSA: Community Supported Agriculture

On June 25, 2013 The Chronicle ran a story by [Stacy Finz](#) focusing on CSA's. One of the CSA's mentioned was our own Calpaca member, Debbie Emery. Following are some excerpts from the story.

...It's called a CSA: Community Supported Agriculture. For a small price, participants can buy a piece of a farm. Instead of receiving cash dividends, investors get a weekly box of produce - in some cases, even meat, milk, bread, eggs and fish. Buying shares is a good way to keep small producers in business and at the same time get fresh staples straight off the farm.

"When we think farms, we think food," said Lorraine Nielsen, owner of Four Winds Farm and Shear Bliss in Plumas County. "But it's also good to promote the products that are nonperishable." Like yarn.

...to keep their operations afloat, sheep and alpaca ranchers are following in the footsteps of produce growers who sell shares of their farms in exchange for food.

**Debbie Emery of Brookfarm** in Glen Ellen started her alpaca fiber CSA in 2007.

"I'm a knitter," she said. "So that's what got me started."

She has 32 alpacas and offers three options to her investors - raw fleece, roving or yarn. The prices range from \$150 to \$250 a year for two pounds of material. Two pounds of yarn can make a couple of sweaters, she said.

"A lot of knitters can get inexpensive yarn at online stores," she said. "But with a CSA you get to feel like you're part of the farm. We offer visits and let people come to watch the shearings."



Unlike her regular retail clients, members of the CSA get first choice of colors. Alpacas are known for producing 22 shades.

"These are die-hard fiber aficionados," Emery said. "When they get their package of yarn or roving in the mail, it's like receiving a grand present."

### Shares in the farm

Selling shares enables her to run the farm. Emery said one share can cover an animal's feed for up to a year. She currently has five investors.

"I would love to see 10 to 15 members," she said. "More than that and it would be difficult to ensure that everyone got the colors they wanted."

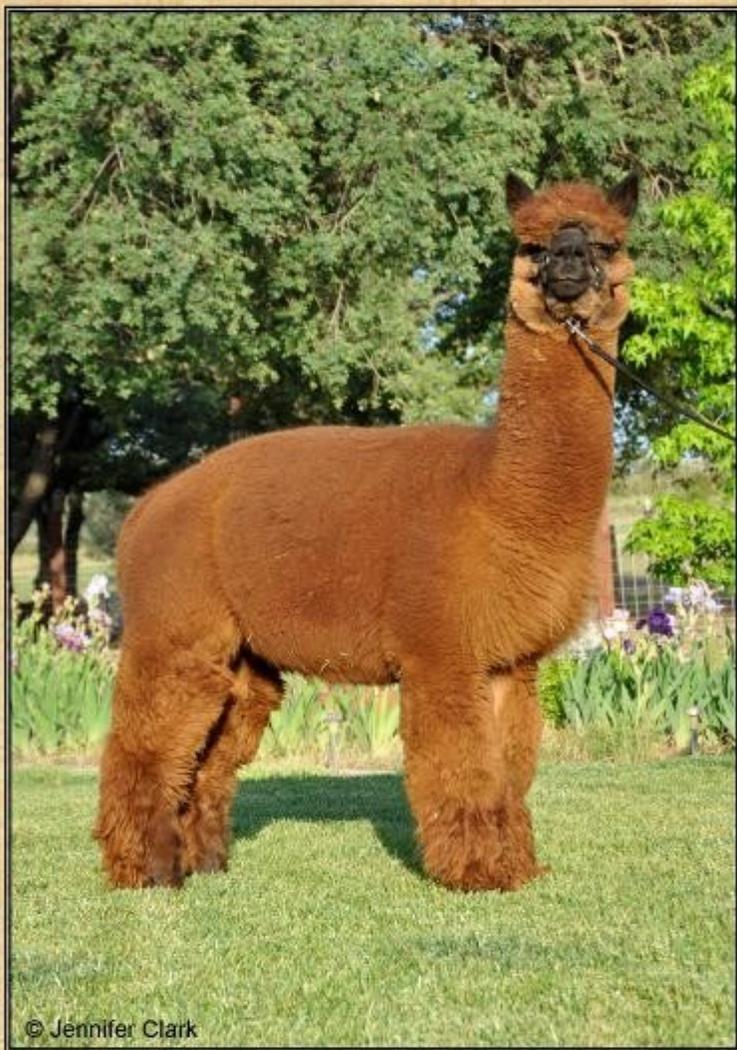
"These are die-hard fiber aficionados," Emery said. "When they get their package of yarn or roving in the mail, it's like receiving a grand present."

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*Consider Multiple Champion and 3X Get of Sire Winner*

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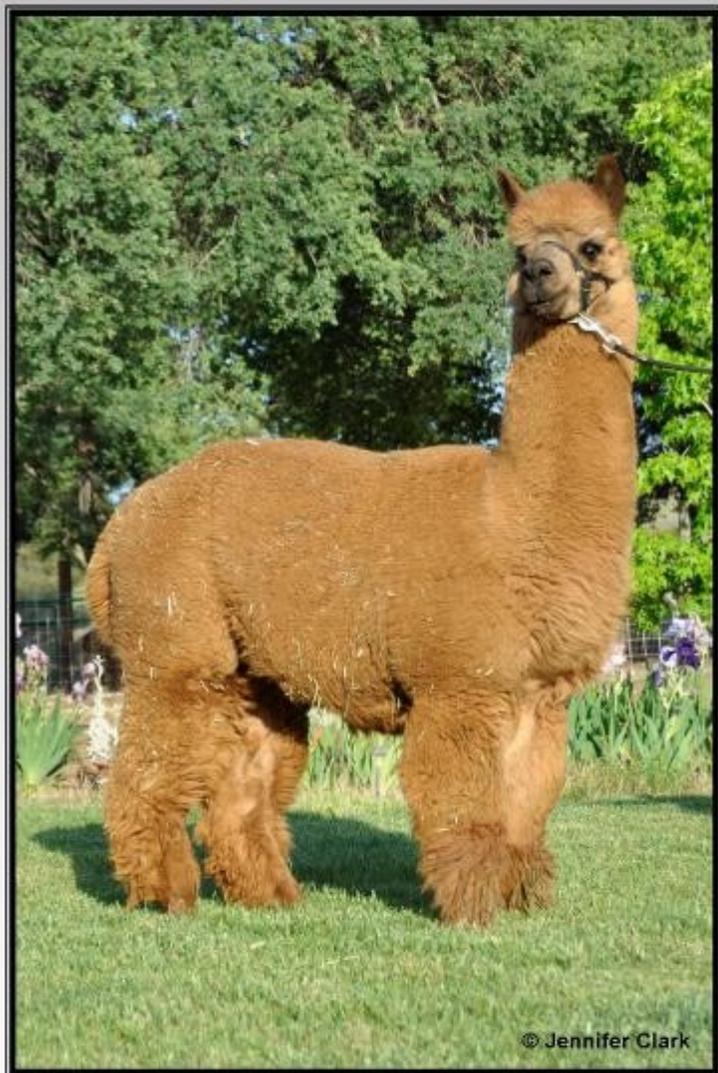
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# What Calpaca Members Do With Their Fiber



We participate in numerous arts and crafts festivals throughout the year. We used to take two fiber boys to these events (and sold them most of the time) but discontinued that practice to simplify our life. They were always a great attraction but required the rancher to stand in the heat and give the alpaca 101 talk all day long. Now we hand out flyers to come visit the ranch. The animals and the rancher are much happier that way. Our yarn is spun by Creekside Fiber Mill, and most of it is blended with either 10% bamboo, silk, or colored merino. Our alpacas are paying for themselves through the sale of our beautiful yarn and the things I knit. We hardly sell any raw fiber, but contribute fiber to AFCNA and The Alpaca Blanket Project.

**Alpacas At Lone Ranch  
Renate Gyuro**

I don't want to have to sell product to survive. Yet I have rugs made from my animals to sell because I want to be able to tell people there can be an end result with the fiber. Our rugs are on display at a local winery.

**Alpacas of El Dorado  
Laurie Findlay**



We process our "seconds" ourselves, mainly for felting purposes. From our felted sheets we are able to make hanging basket liners, hats, slippers, wall art... lots of options. We do send part of our fiber to AFCNA and thus are able to obtain great finished products at a reasonable price for our farm store. And of course, I love to use chemistry to dye fiber into the colors I have not been able to obtain naturally ... yet!

**Macedo Mini Acres  
Maureen Macedo**

- During shearing, we evaluate each blanket and set those aside that are nice enough to sell raw.
- Everything else goes to a sorter.
- After sorting, we combine like colors/grades and send it to a mill.
- Some gets made into roving and some gets made into yarn.
- Next year the raw blankets and roving that didn't sell goes to the mill for the next step i.e. blankets to roving and roving to yarn.
- Because my ranch store is in the barn, I store it all in plastic bins to keep it clean and facilitate "stacking" and inventory management.
- I sell some fiber from my ranch store.
- I also go to as many fiber shows and street fairs as I can (time and money being the key here) and sell a lot more there.
- I've begun to develop a group of repeat customers (particularly hand spinners) that I contact each year after shearing to see if they want more fleece or roving/yarn.
- With more than 30 alpacas, my volume is now to the point that once this years clip is processed, I'm going to take it around to yarn shops to sell (at a reduced income) or put on consignment.
- I've tried listing the fiber on line via my website, craigslist and other venues, but haven't really had much luck.
- For display purposes I use folding tables and folding bakers racks.



**Menagerie Hill  
Deb Galway**

Black Sheep Gathering in Eugene, OR  
All of our product is made from our own alpacas, processed and dyed locally.

**Sue Zofchak  
ZZ Alpacos**



## Agistment (Boarding) Services

**Sierra Rose Alpacas** Located in **Grass Valley** we invite you to consider us when looking for a home for agisting your alpacas. We have owned alpacas for 7 years, and in our early years, agisted ourselves, so we know how important it is to find a good resource for this service. We offer competitive rates, with a full time ranch manager on site (Howard). We provide gentle, trustworthy interaction with them daily. **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. Call for more information: Howard and Cynthia Kuhlmann (530) 272-1218 ranch (707) 373-6871 Cynthia cell  
Cynthia@SierraRoseAlpacas.com www.SierraRoseAlpacas.com

**OAK VALLEY ALPACA** invites you to consider agisting your alpacas with us at our ranch in Valley Springs, CA. We offer our over ten years experience in the Northern California alpaca industry. We currently have both agisted suri as well as huacaya herds on our ranch. We treat every alpaca agisted with us as our own but we work closely with each owner to customize our services to the needs of each alpaca in our care. We provide the best orchard grass hay available and other normal supplements as necessary. Other services available are halter training, breeding and birthing and local transportation. Please contact us to arrange a ranch visit or a copy of our standard fee schedule. Rick & Pam Brady, Oak Valley Alpaca 209.772.3906 or brady-ova@att.net.

## For Sale

Several **Derwydd Inti-Hatun cria** for sale - lots of solid dark brown and one bay black offered at a VERY reasonable price! Maureen or Larry [www.macedosminiacre.com](http://www.macedosminiacre.com) 209-648-2338, Larry

Alpacas for sale: Quality breeding alpacas for sale: [www.SierraRoseAlpacas.com](http://www.SierraRoseAlpacas.com) 530-272-1218

**Friendly Farm Alpaca's** is selling many of our best (some are pregnant). Many lovely animals at affordable prices and packages are available. Prices are always negotiable. Call Kathleen 530-342-4745 or 530-342-8208 [www.friendlyfarmalpacas.com](http://www.friendlyfarmalpacas.com)

**EBA Oaks Alpacas** –the animals (approx 55), **the farm and all alpaca equipment is for SALE!** We have been trying to keep this farm and alpaca breeding operation going for the past 7 years, but have been completely unsuccessful in our attempt to make it work for us! It seems that since Duane's severe illness's, starting in 2005 (C-diff and a stroke). Please call **Aase Frederick** at **530-842-3504** and check our website and Open Herd as time goes on – we are really hurting and need help in getting ourselves out of this, hopefully still able to function!

**Shekinah's Alpacas** offers quality alpacas in a variety of colors. In business since 1997, we have alpacas from well-established bloodlines. Our ongoing production sale continues. Please visit our website for additional details or schedule a visit. Wendy MacBain, Owner,  
[www.shekinahsalpacas.com](http://www.shekinahsalpacas.com) 408-848-9583."

## For Sale

**Got Grey? Want Grey?** Sunny Acres Alpacas announces that SilverCoyo Outlaw and the entire herd are for sale. Lots of packages available, and lots of negotiating to be done, especially on our foundation females! See everyone at: [www.SunnyAcresAlpacas.com](http://www.SunnyAcresAlpacas.com) Contact us to make the best deals ASAP! John and Shannon Galvan, Sunny63@comcast.net 559-323-9608

**Alpacas of Somerset Farm's** has diversified and we now offer a wide selection of solid foundation and up-and-coming genetics for breeders of Huacayas and Suris. Our herdsire row showcases two multiple champion Huacaya color champions and a Suri Color Champion. Some of our foundation females are producing champions. Check them out at [www.alpacasofsomersetfarm.com](http://www.alpacasofsomersetfarm.com) then give us a call and we can discuss how we can help you enhance your foundation herd. Dianna and Jack Jordan 530-620-6033

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## Herdsires

**Sierra Rose's Sterling Knight**, ARI# 31688185, D.O.B. 5/29/2008, is a FINE, CRIMPY, CONSISTENT Modern Dark Silver Grey male out of two award winning parents, Crescent Moon's Kirwin and Crescent Moon's Kailee. Amanda VandenBosch said this about his Blue Ribbon Fleece at the 2009 AFCNA Continental Fleece Show for med and dark silver Grey Juveniles "This fleece...Is excelling in the degree of fineness and the overall handle of the fleece... it has consistency across the fleece.... I am impressed with the overall evenness of micron and that in turn equates to softness of hand."

He exhibits a wonderful typy head, good bite, and has passed these qualities onto his cria's. If you are looking for a very fine silver grey male, with excellent genetics, who exhibits fineness, consistency and crimp, consider Sterling Knight as your guy! Fall 2013 Special Stud Fee \$750. Contact Sierra Rose Alpacas 530-272-1218. [www.SierraRoseAlpacas.com](http://www.SierraRoseAlpacas.com)

2010 Micron (Age 2) AFD 20 SD 3.9 CV 19.4 %<30u 1.5

2013 Micron (Age 5) AFD 23.5 SD 4.4 CV 18.7 %<30 5.6

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Now standing at **Macedo's Mini Acre: El R Cash**, a harlequin grey from the Luciano lines! Cash has thrown national spin-off champions (like LMM CeeCee Ryder). \$500 stud fee [www.macedosminiacre.com](http://www.macedosminiacre.com) 209-648-2338, Larry

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DOB 9/27/2008 Maybe better than his sire MFI Peruvian Providence!  
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2012 EPD's AFD -0.634, SF -.622, %F>30 -3.155, MC 5.408, %M -2.836, MSL -4.038  
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in Mature Class and received Champion against all ages and colors! 2<sup>nd</sup> in Breeders Best Three –  
Oldest in his class. Judge Peter Kennedy said for a male his age his fineness and consistent  
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## Wanted

Wanted: **Fiber artists** to teach classes at Sierra Rose Alpacas in Grass Valley. Contact Cynthia Kuhlmann at 530-272-1218



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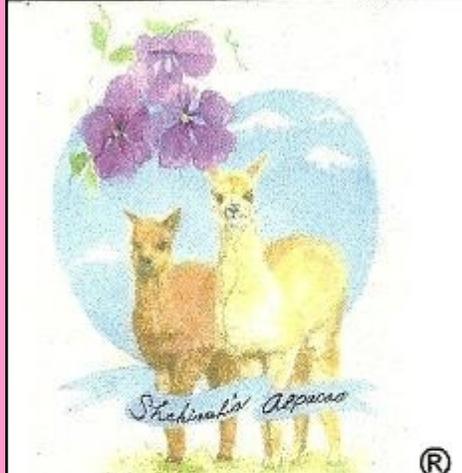
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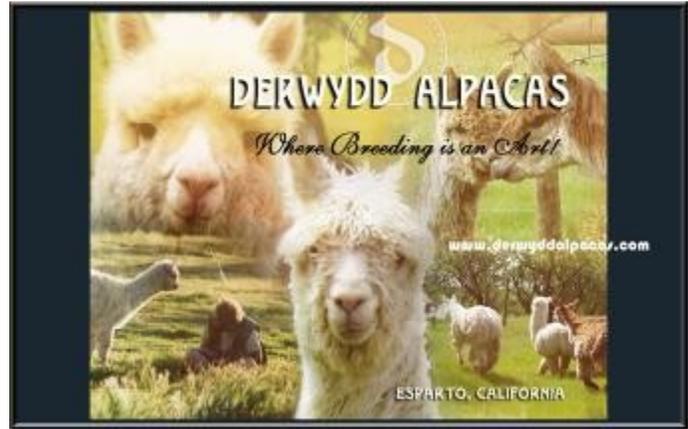
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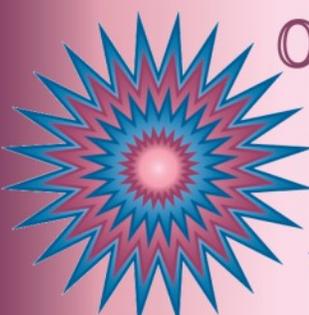
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dljordan@live.com

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DEADLINES ARE FIRM! Both advertising copy and articles must be received by the deadline or they will not be published until the following issue. Payments for advertising must be received within seven days of submitting advertising (via email) or mailed with CD's.

## **DEADLINES**

**Fall 2013 October 15, 2013**

**Winter 2014 January 20, 2014**

Classified Ads (Stud, Agistment and Classified) up to 100 words are FREE for Calpaca Farm Members - \$1.00 per line thereafter. Non-Member and Associate Member rate is \$1.00 per line per issue (\$5.00 minimum).

**Stud** advertising and **Cria** announcements **with pictures** and text are considered paid advertising.

Paid Advertising rates are as follows:

**Business Card ads are FREE for the online Connection (Winter, Summer, Fall)**

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Color 1/4 Page \$15 per issue  
Color 1/3 Page \$18 per issue  
Color 1/2 Page \$28 per issue (8.5Wx5.5H)  
Color Full Page \$55 per issue (8.5x11)

It is not necessary to use a specific margin size. Use either Times New Roman or Arial (size 10). and either Times New Roman or Ariel when submitting articles

**ADVERTISING AND BUSINESS CARDS** must be submitted electronically via email or CD.

File format must be: .jpg (jpeg) or PDF

If the file size is large, send it on a CD. Please remember that a low quality file will not print that well, especially ½ or full page color ads, so if you want quality ads and business cards, send them on a CD to ensure quality.

If you do not have your ad or business card in electronic format and you do not own or have access to a scanner, you may arrange with the Editor to mail a hardcopy (actual business card or good quality copy of your advertisement) and have it scanned. If your business cards are done professionally, the designer will often provide you with artwork on a CD as a courtesy.

**Please submit your advertising the way you want it to appear, Stud, Agistment and Classified advertising will appear the way it is submitted. The Editor will not re-write them.**

**ARTICLES AND OTHER TEXT FILES** should be emailed **as attachments**, using Microsoft Word (if possible). You can also send text directly in an email but it must be exactly as you want it. The Editor will "copy/paste" your email text directly into the newsletter layout. **The Editor does not correct author errors (spelling, grammar, etc.)**

The editor may edit articles for content and especially for length. Articles should fit about a page of text \*8.5 x 11), Arial font, 10-point. If the subject is of high importance to the membership, an article may run two or more pages.