

# CONNECTION

Summer 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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### **AFCNA Board Member**

#### ***Cynthia Kuhlmann—Director***

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## **Affiliations**

### **Alpaca Owners Association "AOA"**

8300 Cody Dr Suite A  
Lincoln NE 68512  
402-437-8484  
402-437-8488 Fax  
www.alpacaowners.com  
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](mailto:calpaca1@googlegroups.com)

### **Calpaca Facebook**

Calpaca— California Alpaca  
Association

## Presidents Message Summer 2015

Dear Calpaca Membership,

With the spring show season behind us, and shearing over, I hope all of you are enjoying your summer and keeping those alpacas cool! Quite the challenge with the temperatures we have already had!

Shearing time is the alpaca breeders "harvest" plan to make good use of yours.

DO:

Send your fleece to a mill for processing.

Contact your local spinners guilds or yarn shops for custom orders.

Join AFCNA or other fiber cooperative where you can send your fiber in and share in the profits.

Use your fleece to market your breeding program by showing it in fleece or spin off competitions.

DO NOT:

Let your fleece sit in your garage or barn acquiring bugs and becoming brittle and unusable.

Membership meetings are a great place to connect with other alpaca breeders and get new ideas on all aspects of the alpaca business. Our last quarterly meeting at Carolyn & Glenn Waddell's Sawdust Ranch was very informative. Our speaker, Ben Romeo, executive director of Nevada Green Business, spoke on the aspects of being "green". We enjoyed a wonderful lunch provided by our hosts followed by some local wine tasting and pleasurable time visiting with old friends as well as making some new ones.

If you have not had the opportunity to attend a meeting I strongly encourage it. We try to accommodate our members by moving meetings around our region although that still means a bit of a drive for most of us but well worth the effort! Our August meeting has been strategically planned for a "cool" location at Alpacas of Marin. Details for the meeting can be found in this publication and our website [calpaca.org](http://calpaca.org). I look forward to seeing you there!

If you are a Facebooker don't forget to join our Facebook page:

CALPACA – California Alpaca Association

Sincerely,

Karen

Karen Ball

CALPACA President

## Calpaca Member News

Welcome new Calpaca farm members:

Kelli Duna, Spring Coyote Ranch, 10400 Highway 1, Marshall, CA 94940, 415-663-8354, kadunaj@yahoo.com

Gabriel Frank and Jeremy Lyon, 1076 66th St, Oakland, CA 94608, 510-847-5745, Musicalita@comcast.net

### Congratulations Bruce Nelson Calpaca Volunteer of the year 2014

The board is pleased to award Bruce Nelson as the Calpaca Citizen of the Year for 2014 for all his years of service to the California alpaca industry and the alpaca industry at large.

Bruce and his wife Joan, owners of Ah Sweet Alpacas, acquired their first alpacas in January of 2003 and became Calpaca members shortly after. Bruce was elected to the Calpaca board in November of 2003 and served on the board for the next 4 years.

He was acting president in 2004 for taking the responsibility for the elected president who became ill. Bruce was then elected president in 2005 and served in this position for his 3 remaining years of service.

In addition to his volunteer position with Calpaca Bruce also served on the Affiliate Committee for AOBA and helped form the Affiliate Congress of AOBA and was a member of the first Executive Council of the Affiliate Congress, all while representing Calpaca.

In 2007 Bruce spearheaded Calpaca's participation in California Ag Day held in front of the Capitol each year and has continued as the coordinator for this event every year since.

Over the years there hasn't been any Calpaca Show where Bruce was not a volunteer serving in positions from Barn Manager, cleaning up committee, vet check, and of course his favorite Ring Steward of which he has been numerous times at both the California Classic and The Gold Country Gathering.

Thank you Bruce for your dedication and service to Calpaca and the alpaca industry through the years.





## Focus On Fleece: Tips for Marketing Your Fiber

### Part 2 (Part 1 is in the 2015 Spring Connection)

By Judith Korff, Owner LadySong Farm Alpacas

#### Developing a Target Market:

Now that you have analyzed the qualities your fleeces possess, and know exactly what you have available for sale, you can consider who will be your best prospects as buyers. You will likely have at least two different types of fleeces to sell: prime and seconds. Prime fleeces usually sell for somewhat more and are often purchased—at least in the small quantities most farms can provide—by hand spinners, weavers or felt-crafters. Seconds are typically discounted by 10-15% over prime fleece, and are purchased by hand spinners, crafters, and in the case of suri fleeces, doll-makers.

Some farms have had great success in retailing their fully processed yarns to knitters and crocheters who are avid consumers of high quality yarn products. Sales can be made off-the-farm, by consignment arrangement with a local retail environment, or through the internet.

If your farm is large enough to produce significant quantities of fiber each year, you will likely want to market your fleeces to commercial producers. A commercial producer will expect to buy very large quantities of comparable fleeces, usually for a specific purpose (e.g., sock yarn, fingering weight yarn, rug yarn, etc.), and will expect significant uniformity of color, micron, length, and handle among all the fleeces purchased. If your farm does not produce sufficient fleeces (or if you send a large percentage of your fleeces to AFCNA or another cooperative), you might consider working with another farm to develop a large enough lot to sell commercially. If, while developing your breeding program, you place a firm emphasis on across-the-herd uniformity, you will find yourself well positioned to satisfy this market.

#### Marketing Materials:

The materials you use to market your fleece should be separate and apart from the materials you use to market your livestock. It isn't enough to add the word "fleece" or "fiber" on your farm business card or stationery. You need specific materials that can be sent to prospective fleece buyers without distracting information about your sale animals.

I have a separate business card that features my fleeces, and I use a tri-fold brochure that contains a brief introduction to my farm, a description of my services and warranties, fleece photos, and a brief description of the fleeces produced at my farm each year, including colors available and pricing. One section is a mail-back or fax order form that a buyer can complete and return to order product. The brochure also contains complete contact information, including telephone, e-mail and website address, for those who prefer to contact me directly for more complete information or to place an order.

I also occasionally prepare separate sales lists featuring specials or sales. These lists are sent to spinning and weaving guilds, established clients and others who inquire about my products. To avoid confusion between sales events and the relatively permanent pricing in my brochure, each specials list shows an end date to the sales event.

You may have your marketing materials professionally printed or produce them yourself on a high-quality color printer. Since my sales information changes frequently (for example, as lots

are sold out or I sell an animal that produces a particular color or type of fleece), I prefer not to invest in large quantities of materials that could be out-of-date before they are fully distributed. By producing my own brochures and sales lists or fliers, I can edit them as desired and print just the amount I need at any given time, whether to respond to a single inquiry, to do a bulk mailing or to have available to take to a show or other event. Whichever resource you use, your materials should be as high-quality as your marketing budget can support. You are a professional commodity producer, marketing a high-quality commodity, and your materials should reflect your pride in your farm and your product.

### **Marketing Language:**

I've often found it astonishing that so many breeders produce such insipid marketing texts in their efforts to sell alpacas. A single-paragraph description of an alpaca offering little more than name, age, color, and sometimes production record, lacks appeal. Descriptions that are misspelled, improperly punctuated, or that fail to meet basic standards for sentence structure or syntax, immediately signal that the writer is careless about details and about the impression he/she makes on the public. Your marketing materials, whether for your livestock or your fleece, should be written with an eye to detail. If you know that writing is not your forte, you should have your written materials proofread or edited by someone who can bring out the best in them. If you are going to spend a significant portion of your marketing budget on printed material, you should be especially sure that the material represents the professionalism of your business.

As Madison Avenue well knows, creativity is the hallmark of a good marketing campaign. You don't need glitzy banners, a variety of type-styles and 5 colors to make your material stand out. If you have an effective tagline, use it. If not, you might find one by re-reading your previously-written material looking for phrases you tend to repeat, or facts about your operation that you like to emphasize. Chances are, your subconscious knows what you think is important. Listen to yourself and identify what you tend to focus on as you talk to buyers, and then develop a brief (five words or less) way of capturing and articulating that idea.

Another trick of the marketing trade is to use language that is consistent with the product you are selling. If you sold costume jewelry, you'd describe your merchandise in terms such as "delicate," "feminine," "glamorous," "stunning," and "lovely." Those terms would repel buyers if you were describing John Deere tractors. The same holds true in the alpaca industry. Learn and use colorful and appropriate descriptors to entice consumers to buy from you.

When describing fleeces, color is a powerful motivator. Buyers neither know nor care what alpaca colors are called on the AOBA fiber charts. They are attracted by uniqueness, romance and imagination when it comes to buying fiber. Colored fleeces need not be just fawn, brown, or black. They can be Cinnamon, Sand, Copper, Deep Maple, Maroon, or Midnight. They can be golden, cream, russet, twilight. They can be whatever provides an image that is consistent with the fleece being offered.

Fleece textures can be glorious, glossy, lustrous, satiny, silky, slick, warm, snuggly. They can be whatever your imagination can convey to the buyer's imagination. If you can help a buyer develop a vision, you'll add that buyer to your repeat client list.

### **Resources:**

The following are some of the resources I've found helpful in locating buyers and end-users of my fleeces:

*Continued on page 13*

## Karen Ball Candidate Statement 2015



In 2004 I became enthralled with the alpaca industry as a means to teach my children the core values I felt I learned through my years in the equestrian jumping field. I was raised on a horse ranch and I feel that the education I received from learning to care for and train horses was invaluable. At 16 years old I had my own successful business training and selling show horses. This business took me to competitions across the country and internationally where both my horses and I achieved many awards. One of the horses I trained went on to win the World Cup Equestrian Jumping event in 1990.

In 2005 I purchased my first alpacas, 5 pregnant females. My passion for the animal, the industry and the people involved was quickly ignited. In 2007 I took my first string of alpacas on a mini show circuit and did quite well. I also attended my first AOBA National Alpaca Show and Conference where I was soaking up every tidbit of information I could on how to make my alpaca business successful. Since that time my small family business has launched into a full time venture of raising both Suri and Huacaya alpacas for show and breeding stock sales, as well as running our own professional fiber mill.

Over the years I have volunteered as much as I have been able. I have worked in the fleece room, helped with vet check and coordinated the volunteers for shows. Prior to being involved in alpacas I was elected as a board member for the Grass Valley Chamber of Commerce. While serving on this board I learned the importance of teamwork and volunteer effort to make any organization successful. I am a full time committed alpaca breeder. I want to see the alpaca industry remain successful as we navigate through challenging financial climates and the directions of change that come with them.

I am the current acting president of Calpaca. While giving back to the industry through volunteering, the education I have received and the relationships I have built with the wonderful people I have served along side with, has been invaluable. My goal in volunteering on the Calpaca board is to help keep CALPACA a wonderful organization of support for the cause of raising alpacas successfully, whether as a backyard breeder or as a professional breeder.

I am a current member of AOA, AFCNA, SURI NETWORK AND SOJAA

I have not been involved in any manner as the plaintiff or defendant in a lawsuit involving alpacas.

Sincerely,

Karen Ball

# Charlene Payne Schmid Candidate Statement 2015

## Integrity Builds Community

Charlene Payne Schmid began alpaca ownership in May of 2013. Since that time, Charlene and her husband Don, with two daughters, relocated from Davis, CA to Vacaville, and built Integrity Alpacas & Fiber. Charlene's first career was in management with Trader Joe's. From this, she moved to teaching elementary and middle school students. Currently, Charlene works for the California Department of Education and comes home each night to a wonderful family and ranch of 8 alpacas, with 4 cria expected in spring 2016.

Charlene and her family have tremendous gratitude to Bruce and Joan Nelson for the guidance and support in the creation of Integrity Alpacas & Fiber. Many Calpaca members have come to know Charlene in her work as co-event manager for the 2015 California Classic Round Up. Charlene brings creative communication skills and a perspective of new alpaca ownership as a compliment to the skill set of the current Board of Directors. Serving on the Calpaca Board will further accelerate Charlene's learning and experience with the alpaca community.



# Sheila Cooney Scroggins Candidate Statement 2015

## Colusa Riverside Alpacas



We began our venture into the alpaca business 6 years ago. We had long thought about raising alpacas, but between work and the cost of alpacas we could not make farming alpacas a reality. When the recession hit and the prices began to drop we realized this was our best opportunity to get into the business. We now have a thriving alpaca business that is growing and flourishing. We offer sales, breeding, and transport services. Our business model has always been based upon the development of livestock for breeding and sales with premier EPD values for all fiber traits.

I have a keen interest in health issues of the alpaca. As a Nurse Practitioner, it was a natural transition from human medicine to studying health and disease in the alpaca. I have developed a library of research articles that can be found on our website. I am a contributing author for AOA's Alpaca Magazine and the Camelid Quarterly. I wholeheartedly support the Camelid Symposium and the educational good it brings to Calpaca members. I would like to see more alpaca farmers be able to take advantage of this incredible resource, especially when cost might be a barrier to participation. I would work to support even greater affiliation with UC Davis camelid medicine veterinarians and program. I would work to bring more educational information to members through whatever venue is available.

Sharing knowledge and ideas should be a tenant of any Calpaca Director. I will work diligently to bring new ideas to the Calpaca Organization and membership. I would like to see Calpaca become much more integrated into every alpaca farmer's first resource for information. I believe that our member list serve could be used to a much greater benefit to the alpaca owner. I would like to see the list serve used for the dissemination of educational information. This same list serve could also be used as a conduit for the dissemination of great ideas and resource links.

I have been an active member in Calpaca since joining in 2009. I believe I can contribute as a board member in the promotion of AOA's EPD program and in EPD information in general. I truly believe the Alpaca industry is at a crossroads where our fiber can become a national commodity. I also believe the development of a regional repository of education materials for Calpaca members could ultimately make Calpaca a pioneer amongst other AOA Affiliates.

If you give me the opportunity to serve as your Calpaca Board Member, I give you my pledge that I will contribute to the greater good of the organization at its members. I will bring new and innovative ideas to the organization and fulfill my obligations as a board member with hard work. I will promote and represent our organization to the best of my ability.

# Glenn Waddell Candidate Statement 2015



Glenn Waddell  
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775-972-4201

775-830-2992  
[sawdust5714@att.net](mailto:sawdust5714@att.net)

885-830-2994  
[crwaddell@att.net](mailto:crwaddell@att.net)

To Calpaca Members,

I, Glenn Waddell, would like to introduce myself to you.

We started our Alpaca business as Sawdust Alpacas about 6 years ago with 4 females and now have 32 on our dry lot acreage. The main reason for our Alpaca business is for the fiber, breeding and IRS benefits. We have purchased a few and have had many births which are named with wood names stemming from our Sawdust name. Being a retired carpenter this seemed to fit.

We deal with several fiber mills throughout the United States and have sent hundreds of pounds, of ours and other local Alpaca farm's fiber to the Blanket Project and a Alpaca co-op. From the mills we get back our yarn from which Carolyn hand knits our products. On this note, I would like to see more fiber going to a commercial program. A lot of farms struggle to make ends meet and a commercial venue, I believe, would help to get more Alpaca fiber made into Alpaca products.

We have shown Alpacas, received ribbons at California Classic, Alpaca Mania, IAO, Alpacapalooza. We learn from our mentors, books, the Camelid Symposium, and participation in showing our Alpaca products in several venues in the Reno NV area over the last several years. One we are very pleased with is at the Buy Nevada First Store, Old Town Mall, where we are able sell our hand made products, ie hats, scarves and sweaters, but also other Alpaca products that we purchase wholesale and sell retail. Also, when showing, whether downtown or at our Ranch, we talk up a storm about the organizations that we belong to, Calpaca, Open Herd, Alpaca Street and AOA. We stress to people, the importance of not only the husbandry but registration, record keeping and the reasons why we own these friendly and inquisitive animals.

I pride myself on not only taking care of our animals but mentoring others on how to do the husbandry, breeding, and birthing to make us and them better Alpaca owners. I believe these qualities would allow me to be an asset to Calpaca Board of Directors. I would appreciate your consideration.

## THE 2015 AOA NATIONAL FLEECE CONFERENCE AND ANNUAL MEETING FROM MY PERSPECTIVE

By Karen Ball, Heart and Soul Alpacas and Spinnery

I had the pleasure, and I do say pleasure, of attending the first AOA National Fleece Conference and annual meeting held in Denver Colorado June 26 - 28.

This was a premier event in that the fleece show was held separately from the halter show reflecting our National organization's commitment to promote the National Alpaca Fleece industry.

The event officially kicked off Friday evening at 6:00 with a Welcome Reception. It was a good time seeing old friends and meeting new ones. In the room across the hall the judges were getting underway with the task of judging the over 500 fleeces that were entered! In the lobby between, there was a live video feed of the judging room. It seems at a halter show, unless you specifically plan to volunteer, you are pretty much in the dark as to what is going on with the fleece judging. This type of venue was a welcome education for all.

Saturday morning started off with the scheduled seminars. AOA did a fantastic job planning a schedule of speakers, resources and education that was pertinent for a successful fleece industry. I was encouraged to see a variety of attendees from all aspects of the alpaca fiber industry. There were mill owners and operators, professional textile designers, alpaca textile retailers as well as alpaca enthusiasts of all kinds! The 2015 AOA Annual Meeting took place during a very pleasant lunch buffet that was included with our registration.



A favorite highlight of mine was the student design competition.

Students from all over our country entered this event where they were given a format of design to follow and then judged. The top 5 winners were present and received their awards following Saturday evening's alpaca product fashion show that highlighted products sold by the vendors in attendance.

Sunday morning started with more breakout sessions followed by the fleece awards. Judges Dianna Timmerman, Winnie Labrecque and Sharon Loner presented the Championship and Reserve Championship awards for each color class as well as the Special Awards. I was very pleased to see that several of these were awarded to "mature" animals including the coveted "Spirit of the Industry" Award.

I was most encouraged by the tone, enthusiasm and encouraging attitudes exuded by all for the future of the alpaca industry and our National Organization. All of the board members were present, approachable and available. It was a pleasure to get to know new board members Don Green, Mike Vigus and Norm Johnson as well as to welcome back Steve Hull who was elected for another term. All in all I am hopeful for our industry that I dearly love!

**Continued from page 7**

Personal website: You probably have a website to market your alpacas. It's a logical place to incorporate marketing for your fleeces or value-added products.

AFCNA: I send approximately half of my annual clip to AFCNA, our national fiber cooperative, to support the development of the alpaca fiber industry. In addition to the benefits of participating in AFCNA's wholesale product program, AFCNA has now reached the point where dividend payout will be made to members. Information about membership in AFCNA is available at: [www.afcna.com](http://www.afcna.com).

Yahoo marketing groups: I have found many buyers through postings on Yahoo listserves dedicated to fleeces and fiber crafts. The groups are free to join and welcome marketing (with specific parameters in some cases). Some of the best are: AlpacaFiberAlliance, AlpacaFarmingClassified, Farm\_Trader, FiberCombing, FiberCritters, FiberFling, FiberSource, FleeceForSale, LivestockClassifieds, SmallFarmBiz, SpinPlus, UltimateFleaMarket, and Woolcraft. Some lists have specific marketing days, so be sure to check their description before posting. You can search for these and other farm- or sales-related groups by going to the Yahoo Groups main page at <http://groups.yahoo.com>.

Yahoo, AOL and MSN also have numerous listserves for spinners and fiber crafters that welcome the *occasional* ad, although their primary focus is on craft techniques and technologies. Be sure not to overwhelm these lists with marketing material. If you join one of these groups, take the time to participate in the on-going discussion and familiarize yourself with the other posters' needs and preferences in fleece qualities. Not only will you learn what buyers want and why, but you will develop relationships with end users who can become customers. Since these are not primarily marketing lists, you should use your best judgment in what degree of marketing is acceptable to the list's owners and participants.

Spinning and Weaving Guilds: I have sold fleeces to members of regional spinners and weavers guilds by sending the contact person for each guild an introductory letter with 15-20 brochures and business cards to hand out to members. You can find out what guilds are in your area by checking one of the several online guild directories. The one I use is found at [www.fiberart.com](http://www.fiberart.com). Better yet, join a local guild and have fun!

Trade and Craft Magazine advertising: I have not tried this method of sales, although I have seen advertising by larger breeders or those who also run small mills. *Spin-Off* has a classified section and also accepts block advertising. *Alpacas Magazine* and agricultural publications are other venues that might prove helpful.

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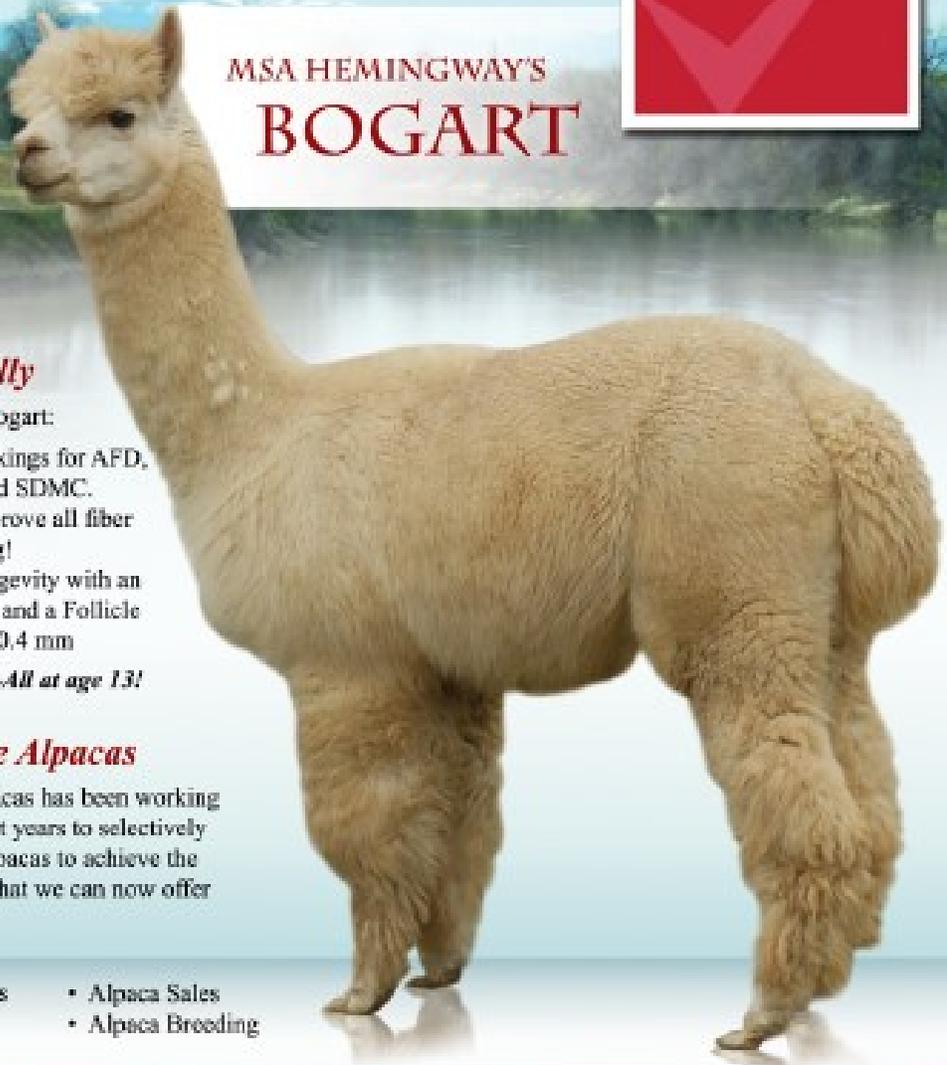
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*—All at age 13!*

***Colusa Riverside Alpacas***

Colusa Riverside Alpacas has been working very hard over the past years to selectively breed and purchase alpacas to achieve the notable alpaca EPDs that we can now offer to our customers.

- Educational Services
- Alpaca Sales
- Alpaca Transport
- Alpaca Breeding



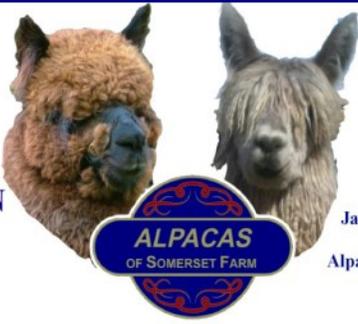
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[www.barb'salpaca.com](http://www.barb'salpaca.com)

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

## 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](http://www.menageriehillranch.com) 707.290.7915

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](http://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](http://www.macedosminiacre.com) or [maureenmacedo@aol.com](mailto: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 [ww.americanpridealpacasllc.com](http://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](mailto:renategyuro@gmail.com)

Achieving Greatness in Gray...The studs at **Heart & Soul Alpacas and Spinnery!** MSG 4 x Champion, 8 x blue ribbon winner 4-Sight's Applause throwing 85% Black or gray and 75% female! BB 4 x Champion including 2012 AOBA Nationals, 12 x blue ribbon winner LKR Total Eclipse. And last but not least and hot off the grill A Paca Fun's Sonic Shift, already a reserve Champion and 2 x blue ribbon winner at 6 months of age! (will be breeding fall 2016)  
Call 543 432-3015 [www.heartandsoulspinnery.com](http://www.heartandsoulspinnery.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](http://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](http://www.SierraRoseAlpacas.com)

**Heart and Soul Alpacas and Spinnery** offers full agisting and herd management services. We have 20 fenced acres and a small herd ourselves. We operate our ranch full time and offer boarding, breeding birthing, training, showing and mentoring services. Give us a jingle if you are in the need of boarding your alpacas short term or long term. Call 543 432-3015  
[www.heartandsoulspinnery.com](http://www.heartandsoulspinnery.com)

## Services

Full Service Fiber Processing! **Heart & Soul Spinnery** is a professionally run custom order mill located in Northern California. Haven't used our services before? Ask about our new customer specials or check out our website for current running specials [www.heartandsoulspinnery.com](http://www.heartandsoulspinnery.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](http://www.macedosminiacre.com) or [maureenmacedo@aol.com](mailto: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](http://dancingmoonalpacas.com) [dancingmoonsuris@aol.com](mailto:dancingmoonsuris@aol.com)

## Derwydd Alpacas

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### Highlights of the upcoming show!!

#### Halter Show:

- IAO Cottage Rules
- Maximum Class size will be 10. Orals will be given to 10th place. Ribbons will be awarded thru 6th place.
- No minimums for Color Championships!
- Champion Classes for previously shorn suris.
- Spinners Dream Trophies for both Huacaya & Suris! All Champions compete.



#### Fleece Show:

- IAO Cottage Rules
- Mail in Fleece Show, includes a spinoff as part of the mail-in show.
- Maximum Class size will be 10. Ribbons will be awarded thru 6th place.
- Will accept fleeces shorn within 2 years of show date...Enter 2 fleeces for the same alpaca!
- No minimums for Color Championships!
- Longevity of Fineness Champion!
- Spinners Dream Trophies for both Huacaya & Suris! All Champions compete.

#### Walking Fleece Show:

- IAO Cottage Rules
- Fleece show with the fleece still on the alpaca!
- Fleece Score card for every entry!
- Maximum Class size will be 10. Ribbons will be awarded thru 6th place.
- Males and Females compete in the same classes
- Highest scoring fleece ribbon for both Huacaya & Suris!

#### Venue & Activites:

- Open Barn Friday nite! Dinner with Herdsire breeding auction Sat nite!
- Great venue at the Yreka Fairgrounds - Town very excited and supportive of show!
- Full hook up RV sites on the fairgrounds; minimal fees
- Over 100 rooms guest rooms within walking distance of the fairgrounds;
- Nearly 1000 hotel rooms within 2 miles

**Contact:**  
**Kay Rodriguez**  
919 340 0183  
cell 775 530 1700  
[email](mailto:kay@calpaca.com)