

Providing Education, Guidance, Support and Resources

MAPACA

Mid-Atlantic Alpaca Association

Fall 2011 Newsletter

Alpaca News You Can Use



Summer visitors from Iceland stopped by Blankstone Farm Alpacas in Coopersburg, Pa to meet their first alpacas. Runa Loa, the daughter of Ragga, who operates Knitting Iceland and was in Emmaus to teach specialty crochet classes, meets Blankstone's Paris of Troy.

In This Issue ...

Some Thoughts on Building a Barn **Page 8**

Read the details of how Rob and Allison Brink of Flint Stone Farm built their new barn. Learn what decisions need to be made and the associated costs for this construction.

Funds for Fiber Event **Page 12**

Find out what Abenacki Acres Alpaca Farms and Emelise Alpacas had to do to host a funds for fiber event and how it turned out.

American Alpaca Textiles **Page 18**

Wini Labrecque reports on this exciting new venture to take our alpaca fiber to the next level and into the textile market.

Sitting on a Gold Mine **Page 20**

Hear what Kim Devos-Brooks has to say about unlocking the treasure of your alpaca fiber and making it profitable for your farm store or traveling store.

...and so much more!!

Here's to Life

*No complaints and no regrets
I still believe in chasing dreams and placing bets
And I have learned that all you give is all you get
So give it all you've got*

To me, the lyrics from the beautiful song, HERE'S TO LIFE, are made even more poignant as the song's lyricist, Phyllis Molinary, passed away this year. In Phyllis' bio she said, "I was 12 years old when I first heard an old recording of Billie Holiday singing GOD BLESS THE CHILD. What I felt was so deeply moving that I knew at that moment that I had to be a participant in the beautiful world of music. It was a life-changing experience. It meant letting go of my dream of becoming a cowgirl."

Phyllis gave up one dream to chase another. Undoubtedly succeeding professionally in her career because of that choice, I have to think that she lived by the words that she wrote in that song made famous in 1990 by Shirley Horn. Where else could the inspiration to write the words to this song come from? I do think that she probably had no regrets when she passed at 73, judging by her comments in life. She also once said, "A few of my songs went gold, one went platinum. Mostly, I had a lot of fun. As it should be when one works at what one loves to do. I wish everybody could have that joy."

So what does this have to do with alpacas you ask?

No doubt that our industry is composed of bona fide businesses, but it should be a passion for all of us as well...something that we pursue without regret...something that brings us the joy experienced from work that we love to do. Does that mean that things won't go wrong? Of course, not. For some reason, my third grade teacher felt she needed to tell us that nothing in life is certain except for death and taxes (true, but I could have used a few more years of ignorance of that fact). I think she forgot "adversity" in that list. Although true and lasting joy can be an elusive

NEW
Jubilee Dates for 2012!
April 12-15

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MAPACA Jubilee Water Bottle

Keep reusing your water bottle and let's see where it can travel between now and next year's Jubilee! So far it has been to Garden of the Gods in Colorado and this summer it went on vacation with Jess and Chris Armstrong to the Outer Banks, North Carolina. Send in your photo to Diane - dbeau@ptd.net. Photo courtesy of Chris Armstrong info@armstrongstudios.com



emotional experience, adversity can plague us yearly, monthly, daily and even hourly. Sometimes there are long stretches without it, but be certain that adversity will rear its ugly head and sometimes do so in rapid succession. All we really have is this moment. Everything else may or may not be up to us.

But there's no yes in yesterday

And who knows what tomorrow brings, or takes away

As long as I'm still in the game, I want to play

For laughs, for life, for love

I am reminded almost every day that circumstances can sometimes change instantly and unexpectedly. I bet most of you are reminded often of this too. Sometimes it is difficult, especially in this lingering recession, to count our blessings, but as alpaca owners, they really are all around us. It's easy to identify the problems that confront us, yet often difficult to remember that it is not what happens to us, but how we deal with adversity that really defines our character and pushes us along the road to experiencing the joy that Phyllis speaks of.

So with these thoughts in mind, and as my last message to you as MAPACA president, I would like to leave you with a few questions to ask yourself . . . followed by a plea.

Do you love owning alpacas and all that comes with this tremendous responsibility? Are you now where you thought you would be personally and financially when you first decided to become an alpaca owner? Despite the hard work, long hours, heartbreak, frustration and the daunting one or two (or more) person effort at starting and running a livestock business, are you glad that you made the decision to become an alpaca farmer? What do you like least and best about the alpaca business?

Most importantly...Are you having fun?

Since you are reading this newsletter, I bet the answer is yes to most of these questions. And if there was any hesitation on your part to answer "yes" to any of the above, I bet it was because there are many bold face reasons in this economy to make you question, "what did I get myself into?!"

If you answered "no" to any of the above, I hope that you will take two steps back and reassess your foray into the alpaca lifestyle... "Do I want to continue in the business?" "If I am going to continue, what changes can I make to make it more fun?" "If I am to have no regrets when it's my time to go, what choices do I need to make right now?"

I hope that "becoming more involved in the alpaca community" will be on your list of things you can do to reach that all-encompassing goal. Now, more than ever, MAPACA needs you to be an active part of the organization if we are to continue building upon our long and distinguished history. I am very proud that we have weathered this economic storm well as an organization...the Jubilee is still one of the largest and most innovative alpaca shows in the world; we have developed useful tools to benefit the membership like MAPACA 9-1-1, the new online affiliate program with our Open Herd partners; the Vet Grant program and the soon-to-be-added Youth Grant program; this newsletter continues to grow in size, quality and usefulness as an educational and communication medium; and we have done all this while maintaining a strong financial foundation.

But like many organizations composed primarily of volunteers, 95% of the work falls to 5 per cent of the members. Many hands make light work, so my plea is that you will be proactive in finding the time to contribute your unique talents to the organization so we can continue our upward spiral of growth. Some of you have spare time but little money. For some of you, just the opposite is true. For some lucky members, time and money are in abundance, yet for others, both have gone amiss! We will take whatever you can give, but for goodness sake, please think seriously about how you can help. We always have plenty of generous sponsors

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and hard working volunteers at the Jubilee, but there is so much more that MAPACA as an organization can do to help each of our members throughout the entire year. And a special request: If you cannot contribute time or money, please remember that those members that stick their necks out to serve all of us do so by sacrificing precious time with farm, family and friends for our common good. They are not managers or clerks at a corporation retail store, so please be mindful of this in your dealings with them. Constructive criticism is always welcome. Passive-aggressive chatter and outright rudeness has no place in an organization like ours. It is counterproductive and those of you that have "nailed" officers and volunteers to the wall for innocent mistakes and omissions should remember that they too are alpaca owners with full schedules and farm responsibilities. I hope that we can all remember to be kind in our dealings with one another, realizing that we are all in the same boat, reaching out for similar goals.

If you want to help but don't know where to start, contact the Board of Directors at bod@mapaca.org. Let us know your ideas and where you think you can help the most. We can help you with this too. Whatever your situation, the most important part is to just make the call or email. That will get the ball rolling.

I hope that you enjoy this issue. Please join me in welcoming the newly elected Board members in October. I speak from personal experience when I tell you that they have a mountain of decisions to make and there is always a significant amount of research and discussion that goes into most all issues facing the organization. They truly care about MAPACA...let's make sure they know that we truly care for THEM!

It has been an honor to serve on the Board of Directors for the past two years, and your President for the past year. It has been exciting, inspiring, exhausting and at times frustrating, but always worth every minute of time invested. I plan on staying on as a volunteer consultant for the 2012 Jubilee as we prepare once again for an amazing world-renown show experience. So until I see you again...

*Here's to life
And every joy it brings
Here's to life
To dreamers and their dreams
May all your storms be weathered
And all that's good get better
Here's to life. Here's to Love. Here's to you,*

Alan Clark
MAPACA President (2010-2011)

By day, Alan Clark is soon to be Past-President of MAPACA, and co-owner of Finca Alta Vista in Pleasant Mount, Pennsylvania. By night he is a Pharmacist.



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A warm welcome to the following New Members

Faunus Fibers
Marie & Oscar Sipler

Morning Star Alpaca Farms
Jamie Grillo

Join MAPACA today at www.mapaca.org

Long Acres Alpaca Farm

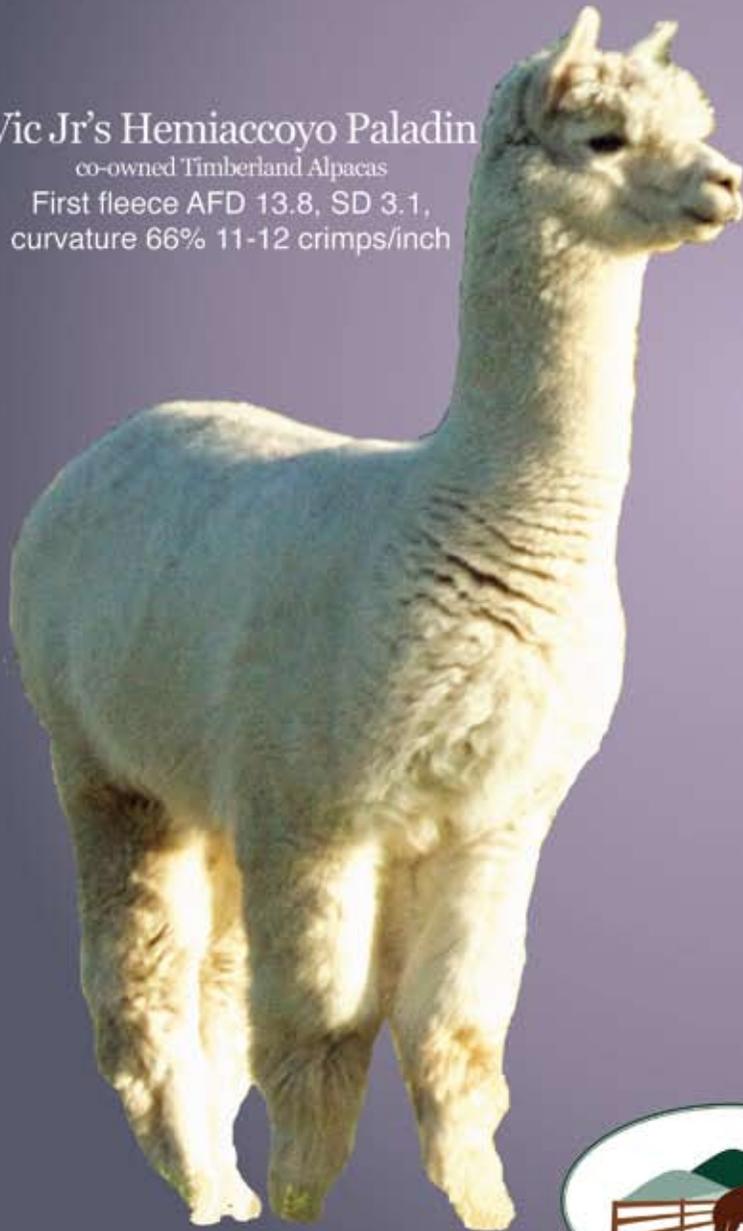
Breeding Best Quality Females to Elite Males

- 100% of our Herdsires are Champions and/or have produced Halter Champions!
- 80% of all Breeding Females are Ribbon Winners!
- 41% of all Breeding Females are Halter Champions!
- The group Average Fiber Diameter (AFD) for all of our breeding alpacas was 22.5 microns in 2010!
- A total of 21 Champion Banners were won in just one Show Season, Fall 2010!
- Kindly consider us for Sales and Breedings. Our program is 80% Production and 20% Promotion!

Vic Jr's Hemiaccoyo Paladin

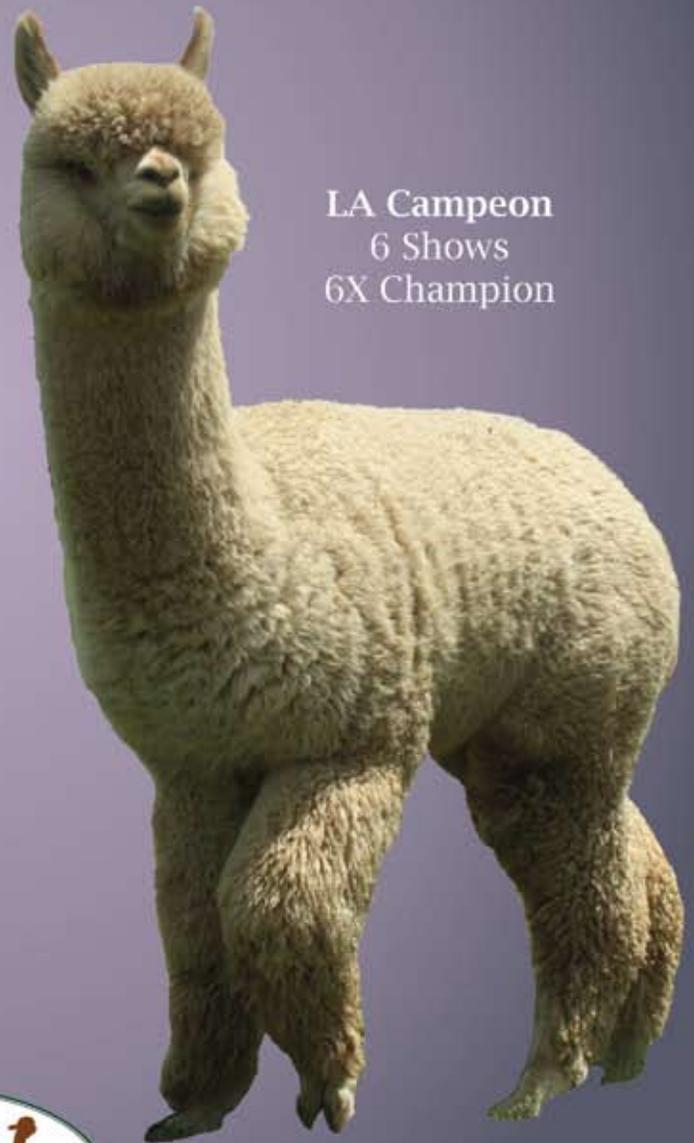
co-owned Timberland Alpacas

First fleece AFD 13.8, SD 3.1,
curvature 66% 11-12 crimps/inch



LA Campeon

6 Shows
6X Champion



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Have You Visited the MAPACA Website Recently?



Announcing a Terrific New Modification to the MAPACA Website Sales List, Herdsires for Hire and Farm Profile Listings!

One of our association's main goals with our website is to help our members market their farms online. Our website already gets good results in search engines and to help you benefit from this site traffic, we have partnered with Openherd.com's Affiliate Program, which enables each one of you to have your complete farm profile, sales lists, online store, blog, and additional web pages, right on our association website!

There is no cost to our association or you as a member for this service and your profile and sales lists are also listed on Openherd.com for free. You can also "sync" these sales lists to your personal farm website using Openherd's free ListMirror service or their paid Plus website plan. One of the best features of this system is that it allows you to save time by managing everything in one place and have it show up on multiple websites.

If you already have an account on Openherd.com, you don't need to do anything your farm will automatically show up on our site. To create a free Openherd account and get listed on our site, go to www.openherd.com/join/. For help with how to set up your farm profile and add alpacas, go to www.openherd.com/support/video/ and click on the "Getting started on Openherd"

video. Once you have created your farm profile on Openherd, let us know by emailing our executive director, Trish Tyler-Davis, at trishtylerdavis@verizon.net and we'll add your farm to the MAPACA website. You can add and update your farm and sales information any time by just logging into your Openherd account and using their system.

Each member is automatically advertised (no cost) on the Farm and Alpacas for Sale search pages. Everyone gets equal "air time" and only our association members are advertised here. If you have any questions about creating or using your account on Openherd.com, send an email to support@openherd.com.

We hope you like this new added value to your membership!

Coming Soon:

MAPACA will offer you our first money-saving alternative to face-to-face meetings...a webinar and meeting web conference! Not only is this meeting format free to MAPACA members, but you will save money on travel expenses and valuable time away from the farm! Look for an email announcement soon for date, time and topic!

Name the Newsletter Contest Suggestions:

Fiber Folk	Paca Prose
Criative Writing	Criative Hummings
Pronk News	The Orgler
PronkTalk	The Hummer

Voting will take place at next member meeting.

Join MAPACA today at www.mapaca.org

What's In A Name?

In the last newsletter we asked members how you arrived at the name of your farm. Here are some of the responses:

Faraway Farm Faraway Farm Alpacas

When my parents bought our family farm back in 1951, they were living in Brooklyn, New

York. All of their city friends didn't understand why they were moving to "the boonies." Brooklyn was really only 40 miles north of Manhattan, but it seemed much farther 60 years ago. Over and over they were asked why they wanted to move "so faraway," thus the name Faraway Farm.



Leda Blumberg
Yorktown Heights, New York

Starry Night Alpacas

We chose the name Starry Night Alpacas because we are located on Observatory

Drive. We can see the Harrisburg, Pennsylvania Astronomical Society Observatory from the end of our driveway. Also, Cindy is an Artist who paints and teaches watercolor painting. Put it all together and we came up with a Van Gogh (ish) logo thus combining our two favorite loves: alpacas and art.



Scott and Cindy Johnston
Lewisberry, Pennsylvania

Happy Hearts Farm

In the beginning phase of checking out what alpacas were all about my husband,

Alan, and I began to visit some local farms. We saw information in magazines, brochures and on the internet, and the pictures of alpacas really did make us smile. But the real deal was seeing them up close and personal. There was something about the tranquility we felt when we were listening to them munching on grass. Maybe it was an overwhelming pleasure that slid deep into our very souls when we touched our very first alpaca. Gosh – what could it be about these animals? Hmm... Wait, could that be it, "hummm". The soothing sound of a momma humming softly to her baby and the baby answering back. Ah, yes, that was pure enjoyment. But we still couldn't quite get why we were feeling these awesome sensations in our bodies.



Answering the Tough Questions Makes Marketing Easier

By Julie Wassom

To succeed in marketing your farm and selling more alpacas and breedings, you must have the answers to some "hard questions" that will probe your thinking and direct your efforts to do whatever it takes to take action on the answers. Here are three of those tough questions. Be sure you not only ask them of yourself, but use your answers to motivate you to move forward toward your goals.

Tough Question #1 – What is unique about you? No, not the stuff your competitors also say, but really unique just to you and the way you do business. Come up with a succinct answer and use it to build the marketing message on which you establish your niche and drive your brand. Start by listing at least five things that make you, your animals and the way you do business different from your competitors. Build your image message based upon the two or three of these unique selling points you feel will be most important in the perception of your target prospects and customers.

Tough Question #2 – What are the best ways you can reach your prospects and customers? Your answer should be realistic for your situation, use the latest technology that appeals to your target audiences, and take advantage of cost-efficient opportunities you have to reach your buyers and referral sources. Keep in mind that public opinion, especially that found online, is fast becoming as powerful a buying influencer as traditional advertising. Though advertising has its purpose, it is not the only way to put yourself in front of potential buyers, and sometimes not the best way to get noticed in the pack of choices they have.

Tough Question #3 – Why should I buy from you? You MUST know the answer to this! Not only does it make you think about your unique selling propositions, it makes you recognize the buyer benefits to which you must commit in order to deserve, get, and keep their business. A good way to think about it is to put yourself in your prospect's perspective (I know, I say this alllllll the time). Then ask yourself, "Why would I buy from me?"

Knowing the answers to these and other tough questions is not enough. Acting on them in a creative, consistent, continuous way will help make your overall marketing easier, and the results more successful at helping you reach your business development goals.

Julie Wassom is the owner of Grand Champion Marketing in Denver, Colorado, and is the author of The Alpaca Marketing Success Library of books, special reports, and other marketing resources, and the e-newsletter, Wassom's Marketing Wisdom, available at www.juliewassom.com. She can be reached at 303-693-2306 or julie@juliewassom.com.

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Alan and I made the decision to purchase our first group of alpacas in 2008. We sure had lots of work ahead of us. We needed to clear some land, build a barn and shelters, put up fencing, and install waterers and electric. And we decided to do this smack dab in the middle of June, July and August (in New England folks, it's a bit muggy here!). But all the while we seem to be enjoying ourselves. Did I just use the form of the word "enjoyment"? Working outside in 90-degree heat, 85% humidity, and swatting mosquitoes long after the sun went down. Oh yes, and even the poison ivy that was in full bloom needed to be trampled on to put up the fencing (scratch, scratch, scratch). Sure, that was enjoyment.... But why?

After visiting with our alpacas one afternoon while they were still being agisted at their original home, I turned to Alan and said something like this: "Every time we are around those animals my heart feels so happy." At that very moment we looked at each other like two giddy kids and started to laugh. We knew that we just found a name for our farm, Happy Hearts Alpaca Farm. We had been trying to come up with

a farm name. All this time we were experiencing the "joy of a happy heart!"

And it hasn't ended. Three years later our alpacas and their new offspring continuously feed us contentment every day.

Susan Monat
Brimfield, Massachusetts

Long Acres Alpaca Farm

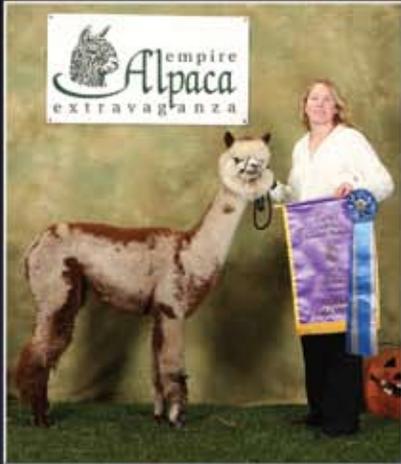
Our farm is very long and narrow, over a mile long, plus we figured we weren't that far removed from, if you can remember back, the show Green Acres (picture Mike as Eddie Albert and me as Eva).

Sarah Donahoe, Long Acres Alpaca Farm
Mercersburg, Pennsylvania



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est. 1997



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Some Thoughts on Building a Barn for your Alpacas

by Rob Brink

At Flint Stone Farm, we have had alpacas for about 5 years. During that time, our herd has grown from the first three we purchased to almost 30, including the ones we keep for our three agistors. Our younger daughter has also introduced a horse into the mix. Although our property was an old family farm, there were no buildings left when we built our house. Before we built the barn we had a few fenced in areas, each with a run-in shed, where the alpacas could seek shelter.

For those of you who have run-in sheds, you know that they are an inexpensive form of shelter, but that they come with some disadvantages including difficulty accessing water and electricity (for fans or water heaters), lack of storage space for food, and little veterinary workspace. Also, if you live in a snowy area, it can be difficult to supply the animals with food, water and a clean space during the winter. I bring up cleaning because invariably, one of these lovely critters will start one of their communal dung piles in

the middle of the run-in shed. In fact, there is some humor and a lot of truth in a statement made by Fay Steving of Highland Alpaca "... once [a dung pile is] initiated, it is irrevocable." All of these considerations figured into our desire to build a barn.

During the spring of this year, we finally built a barn for our farm, but first, we had to decide what kind of barn and what features we wanted. For example, we needed an office space/warm room, a couple of horse stalls, hay storage and a large open space with reconfigurable panels for the alpacas (see figure 1). The rest of this article is intended to describe our experience and a few lessons learned during this process.

As we all know, the alpacas don't need much more than a place to escape the weather, but we humans and our veterinarians prefer a more cushy space. There are a few different kinds of permanent or semi-perma-

nent structures that would be suitable for alpacas. Here are three possibilities:

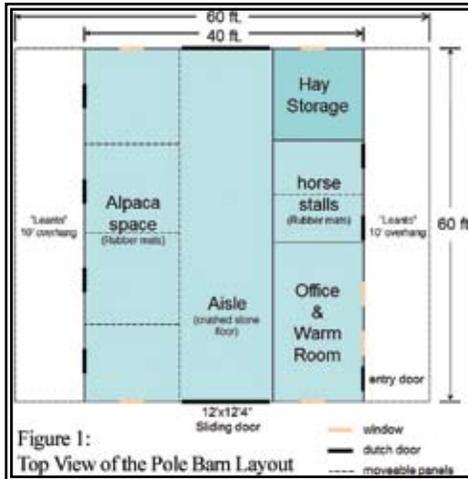


Figure 1: Top View of the Pole Barn Layout



FLINT STONE FARM
ALPACAS

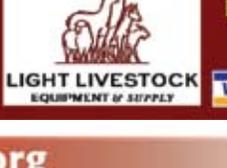
Check out the Fleece stats on these boys.
Contact us to put them to work in your herd.

<p>2x Champ - 4x Blue 16um Dense & Uniform</p>  <p>Dorato's Peruvian IRON MAN ARI# 31449243</p> <p>2009: AFD 16.3, SD3.3, CV20.4%, >30 0.5% 2010: AFD 16.0, SD2.9, CV18.0%, >30 0.4% NO CHANGE IN 2ND YEAR FLEECE! Stud Fee: \$1,200</p>	<p>16um - El Duro son Extremely Dense</p>  <p>Silvercloud Farm's PHANTASM ARI# 31384919</p> <p>2010: AFD: 15.8, SD3.8, CV23.9%, >30 0.6% Stud Fee: \$1,000 (proudly co-owned with Silvercloud Farm)</p>
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Rob & Allison Brink • 7763 Carlton Road, Coopersburg, PA
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Figure 2:**Builder's Name**

12/13/2010

Name: Flint Stone Farm Alpacas - Rob Brink
 Street: 7763 Carlton Road
 Town: Coopersburg, PA 18036
 Phone: 610-838-6831
 Email: rob@flintstonefarm.com

New Building Specifications

Size: 40' x 60' x 12'4" Post & Frame
 Eaves: 12" Roof Overhang on both sides w/vented Soffit
 Gable Ends: Flush Gable with 6"x6" Rake Trim
 Siding: 29 Gauge G-100 Painted Steel 40 year Panels
 Roofing: 29 Gauge G-100 Painted Steel 40 year Panels

Roofing & Siding Shall be Edge Treated

Doors: 1-3'0"x6'8" 6-Panel Steel Entry Door
 Doors: 6-4'0"x7'0" Pine Dutch Doors
 Doors: 2-12'x12' Single Sliding Doors on Gable Ends
 Windows: 5-36"x44" Thermal Pane Single Hung W/grids
 Ridge Vent: 60' of Low Profile Cobra Vent
 Leanto: 2-10'x60' Leantos
 Other: H-1 Hurricane Ties at Truss Connections

Total Price: \$31,850.00

(price includes labor and delivery)

Option #1:	9-lite Service Door Instead of 6-Panel	\$100.00
Option #2:	Add 3-36"x10' Polycarbonate Sky Lites	\$120.00
Option #3:	Add 12" Gable Overhangs (Both Ends)	\$1,500.00
Option #4:	Change One Single Slider to Split Slider	\$300.00
Option #5:	5" K-Gutter W/1-2"x3" Downspout Per Side	\$750.00
Option #6:	Upgrade Trusses to 30-10-5 (for Solar Panels)	\$300.00
Option #7:	5/12 Roof Pitch on 40'x60' Building	\$2,200.00
Option #8:	2-12'x12' Horse Stalls W/1 Grilled Divider	\$3,675.00
Option #9:	Post Saver/Smart Post on 31 Posts in 40x60	\$1395.00

(not on leantos)

Total Price With Options: \$42,190.00

30 day Quote Trash Removal, Stone Base, and
 Site Leveling not included

1) A conventional barn with concrete floor, second story hay storage, and permanent water and electric facilities. This is probably the nicest and also the most expensive structure. It can also take a long time to complete.

2) A pole barn: wood or metal can be used for the structure of the pole barn. Pole barn can be built in 7-10 days. This article describes our experience building a wooden pole barn.

3) Tensioned Fabric or Plastic covered buildings. These are the cheapest and quickest way to cover a large area, but they are semi-permanent and will require significant maintenance or replacement within 10-15 years.

After some consideration, we decided to build a pole barn. We decided to specify the features we wanted and then put it out for at least three companies to bid on the job. This is when the fun started. Little did I know that all pole barns are not created equal, so it was very difficult to narrow down the various features in order to make a fair comparison on the bids that I received from the three companies.

If you are considering building a pole barn, you will want to very clearly define the features before accepting a quotation. The following is a list of the features that I found vary considerably between pole barn manufacturers.

Posts:

Pole barns have posts that are either attached with a clamp above ground to a buried concrete "footer" or placed in the ground on top of a concrete footer that is about 40 inches below ground level. The first case is significantly more expensive since it requires prefabricated concrete footers that are about 18 inches in diameter and at least four feet long. The distinct advantage of this method is that the posts never come in contact with the ground and therefore are not likely to rot over time. The cheaper and more typical method that we chose was to bury the post directly in the ground on top of a concrete footer.

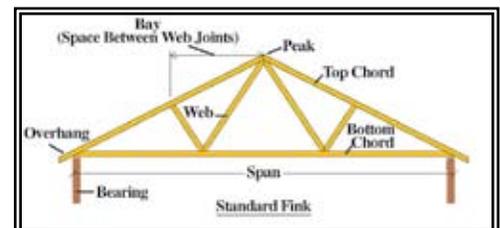
There are two types of poles that are typically used in a pole barn; 4 inchesx6 inches dimensional lumber, and 4 inches x 6 inches "Glu-Lam". Both types of poles are pressure treated to slow down decay and insect infestation. The cost of dimensional lumber is usually on par or cheaper than Glu-Lam posts in lengths less than 16 feet, but they have the potential for warping and twisting. Glu-Lam posts are usually priced by the lineal foot and can be just about any length. Both post types have the issue of rotting near the ground level when buried. In our case, we chose to use Glu-Lam posts that were tarred and wrapped in plastic for the bottom four feet (see option #9 in Figure 2). This is an inexpensive way to improve the resistance to decay at the ground level.

So how tall should the interior of the pole barn be? It is a personal choice, but we chose to make it tall enough that we could pull a loaded hay wagon inside in case we could not get it unloaded before a rainstorm. For planning purposes, most hay wagons will fit through a 12-foot high doorway. We make some hay on our farm, but we also buy some from a local dairy farmer. When we buy from the farmer, he just leaves a loaded wagon inside the barn, and we can unload it when our schedule permits.

Trusses:

Trusses are the structures that hold up the roof in a pole barn. There are various ways that trusses can be built, but the most important specification is their load bearing capability.

Some trusses will be built completely using 2 inches x 4 inches lumber and others have 2 inches x 6 inches lumber around the perimeter of the truss. One type, the "attic truss", has an opening in the center that can be used as a second floor storage space (careful not to overload them!). In our





New Pole Barn at Flint Stone Farm

case, we wanted to prepare for a solar panel installation, so we had the trusses built with a higher load bearing specification to handle the extra weight of the solar panels. We also had the angle of the trusses modified to be more suitable for the optimal solar exposure at our latitude. At Flint Stone Farm in Coopersburg, PA, we are at approximately 40° north latitude, so using a rule of thumb that the fixed panel angle should roughly match the latitude, we chose a 5/12 (41.6°) truss pitch. We live on a hill that can sometimes have high winds, so I specified hurricane straps to attach the trusses to the main pole barn structure. Note that 5/12 is not a standard pitch, so we had to pay extra for this option (see option #7 in Figure 2).

Steel Panels:

Steel panels, which are used for the roof and siding, come in varying thicknesses (eg. 24-29 gauge) and with a few different types of coating (i.e. AZ50, G60, G100). In general, thicker metal weight is better and heavier galvanization is better. The panels should be “heat formed” to help prevent paint cracking at the ribs. Another thing to consider is if the cut edges of the metal sheets are treated. This could be important to avoiding corrosion via the exposed edges over the long term. I recommend studying the metal specifications and the warranty closely to make sure you are comparing the products and their pricing accurately between prospective construction companies.

Flooring:

Concrete flooring is probably the best, but also the most costly. If you go with concrete, you will want to consider proper drainage and you might want to use rubber mats in some areas. Dirt floor is the cheapest, but it can be messy and difficult to clean up. We chose to use compacted crushed stone covered by 4 feet x 6 feet x 3/4 inches black rubber mats in the areas where the alpacas will be inside and in the horse stalls. This method is working out well so far, but only time will tell if it is a good permanent solution. In the worst case, since the stone is already down, we could install concrete at a later date when the sting from paying for the new barn has subsided a bit.

Other things to consider before building a pole barn are excavation costs, which are not included in most pole barn quotations, trenching for water and electric, internal wiring and plumbing costs, and trash removal. These items can add more than 30% to the cost

of the project.

In our case the excavation involved leveling out the 60 feet x 60 feet building site on a hillside that sloped about 8

feet from the top to the bottom. This required us to move about 75 tri-axle dump truckloads of dirt from another part of the property to the building site, rolling it with a large compacting roller, and building a driveway. By the time all of the excavation was complete and the stone was in place our cost was approximately \$10,500.

If a building permit is required in your area, you may find that it takes surprisingly long to get through that process. We strongly recommend that you start on that process several months before you intend to start building. In our case our barn spans a county line, so we required approval from two different townships.

There are many ways to solve the housing problem for your alpacas. We found building a pole barn to be the right choice for us. Figure 2 is an excerpt of our final building quotation showing the features we chose and the costs of the various options. You will want to weigh all of the different options carefully before making a choice. We also recommend doing your homework before choosing a construction company to build the structure as each company has different features, costs, and options. If you have questions or would like to see the finished product, feel free to contact us and/or plan a visit.

Rob and Allison Brink live on Flint Stone Farm in Coopersburg, PA with their 2 daughters. Rob is an electrical engineer who grew up on a farm. He works from home (giving him plenty of time with the alpacas) in a semiconductor sales position. Allison works part-time as a nurse at the local hospital. She grew up a princess and was dragged kicking and screaming into farm life, but enjoys being with the alpacas. They can be contacted at www.FlintStoneFarm.com or Rob@FlintStoneFarm.com.



The Care and Feeding of Veterinarians

by Dr. Ruthanne McCaslin

Here in Northeast Ohio we are blessed to have a multitude of well-qualified camelid vets, but with alpaca farming expanding into every state in the Union and a great many other countries as well, I get a lot of calls for help from folks who don't have an alpaca veterinarian in their area.

My initial response was: find the best horse vet or goat vet or cow vet in your county and sweet talk him or her into becoming your alpaca vet, buy him some books (Murray Fowler and Norm Evans as a minimum), send her to a seminar, and your problem is solved! Or look for a small animal veterinarian with a sense of adventure and do the same thing!

Eighty to ninety percent of veterinary knowledge applies to all species or at least to large groups of species (like ruminants). A veterinarian who has the intellect, the skills, the drive, and the enthusiasm to be first rate in one or two or three species can get up to speed on an additional species rather quickly if properly motivated and supported.

Then I got a frantic e-mail from a new alpaca breeder in Pennsylvania. She had tried my method with all the large animal vets in her area and not one of them would even consider taking her on as a client. In most cases, she never got past the receptionist.

I came up with a winning strategy for her. I told her to pick the three best vets and write each one a letter. Write "personal and confidential" on the envelope to get it past the "dragons." Inside write:

I hear you are one of the very best large animal vets around. I would really like to have you as my vet for my alpaca farm. If you agree to take me on as a client I promise to do the following: (listed below)

All three vets said, "Yes, I would LOVE to be your veterinarian!"

What were these "magic promises" that caused such a quick change in attitude? Just some simple things that anyone can do to work cooperatively with their veterinarian. Kindness, courtesy and common sense. Over the years, I have passed this list along to many other new breeders, tweaking it a bit here and there. Then I started giving it to not-so-new breeders, calling it "How to be Your Veterinarian's Favorite Client."

It remains one of my most frequently requested bits of advice. Whether you are just starting out in the alpaca business or have many years of experience under your belt, a good working relationship with your veterinarian is an important part of providing quality care for your animals. These simple rules will help you create a long and happy relationship with your vet.

Now raise your right hand and repeat after me:

I promise that I will always:

- Have all animals ready in a catch pen when the vet arrives, not out roaming the "back forty"
- Have all my questions written down ahead of time
- For a sick animal, I will make notes of all symptoms and any other relevant information I can think of so I won't forget to mention something important

- If I walk into the barn in the morning and see an animal that is "not quite right," I will call the vet right away instead of watching it all day and finally deciding at 5:00pm that it can't wait till morning.
- Have a safe work area with good lighting. A heated vet room in the winter is a wonderful thing.
- Have my vet's favorite snack food on hand (if my vet is on a diet, I will hide the snacks!)
- Be friendly, but won't waste time with chatter.

- Won't make negative comments about other breeders or other veterinarians.
- Take notes. Write down the vet's instructions and follow them.
- Give all medications exactly as they are prescribed.
- Say thank you.
- Be nice to the receptionist, the vet tech, etc., not just the vet.
- Pay the bill. On time. Without whining.
- Remember that some day, I may need to ask this person to leave a warm bed on a cold night to come and save one of my animals. I will act accordingly.

And I promise you if you keep these simple promises, your veterinarian will be happy to work with you on whatever problems may arise. She will go the extra mile (maybe many extra miles) to help you when you need her. She will take time to explain things to you, knowing you are serious about learning all you can. She won't roll her eyes and groan when she sees your farm name on the appointment book. And, best of all, your alpacas will benefit from the great teamwork between you and your veterinarian.

Smiles,
Dr. Ruthanne



One of the barns at Finca Alta Vista includes a vet's dream ... a medical lab and safe, warm room with plenty of good lighting.

Dr. Ruthanne McCaslin grew up in Western Pennsylvania. She attended veterinary school at Michigan State University, graduating in 1971. At the time of her graduation she was the youngest veterinarian in the United States. She and her husband, Dr. Ed McCaslin have owned the Lakeshore Animal Hospital in Mentor, Ohio since 1972 and Promised Land Farm Alpacas in Chardon, Ohio since 1995. Their original herd of three alpacas has grown to nearly fifty. Dr. Ruthanne serves on the Development Committee of the Alpaca Research Foundation. She can be reached at blackalpaca@hotmail.com.

Dr. Ruthanne McCaslin will be speaking at Autumn AlpacaFest, held at Blankstone Farm Alpacas in Coopersburg, PA on Saturday, October 8 and Sunday, October 9, 2011. www.AutumnAlpacaFest.com Her Seminar: Chorioptic Skin Diseases in Alpacas will be presented at 10:15a.m. and Seminar: GI Parasite Control in Alpacas at 11:15 a.m.



“If you build it, they will come...”

by Elizabeth Johnson with Sue Robinson

Imagine it depends on where and who you were that July weekend as to whether you would have seen a “Field of Dreams,” or a field of fiber. If you were Bill and Elizabeth Johnson of Abenaki Acres Alpaca Farm or Wayne and Sue Robinson of Emelise Alpacas, it was a bit of both. Over a year ago the Johnsons

and Robinsons, active alpaca breeders who live in New Jersey, talked about hosting an event together. They wanted something to bring together local farms for educational purposes, as well as to attract the public to provide information about the alpaca industry; and as always, they wanted to promote alpaca products through their respective

farm stores. The main goal is to get all fleece into use.”

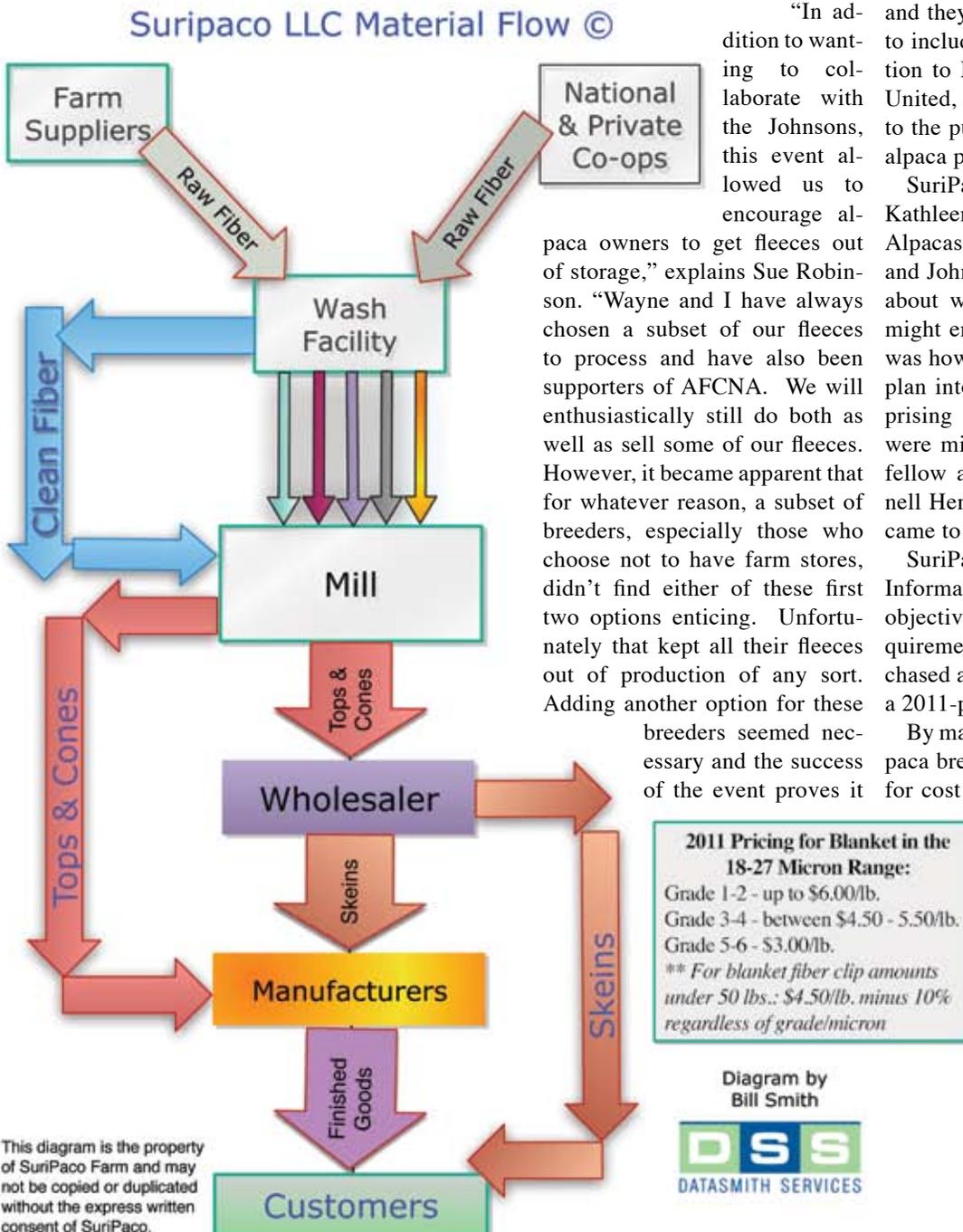
When the Robinsons and Johnsons, as volunteers for ARI, AOBA, NJAC (the state affiliate), or at any one of a number of shows, crossed paths with Claudia and Ken Raessler of SuriPaco, the plans for Funds for Fiber began. The Raesslers had organized a similar event last year in Vermont, and they liked the idea of building upon it to include educational seminars, an invitation to Nick Hahn to speak about Alpaca United, and also the opening of the event to the public to encourage the purchase of alpaca products along with farm tours.

SuriPaco held their event at David and Kathleen Van Gelder’s farm, Cedar Brook Alpacas, in Vermont, so the Robinsons and Johnsons met with them to learn more about what organizing an event like this might entail. What became very apparent was how relatively simple it was to put the plan into action, and the results were surprising and rewarding. The hosting costs were minimal, especially with the help of fellow alpaca friends like Scott and Lynnell Hendricks of Crazy Moon Farm who came to the event just to lend a hand.

SuriPaco provided a Fiber Purchasing Information Sheet, which stipulated their objectives/benefits, purchasing details (requirements for the type of fiber to be purchased and how it should be prepared), and a 2011-pricing schedule.

By maximizing the financial returns to alpaca breeders, standardizing the collection for cost effective processing, and expanding the commercial production of domestic alpaca and alpaca blended products, SuriPaco was creating a dream fiber event, to which farms of all sizes would gladly come!

The marketing for the Johnson’s and Robinson’s event began at MAPACA’s 2011 Jubilee with a flyer that was distributed announcing: “Funds for your Fleece? Cash for your Clip? Bucks for your Blankets? Save the date for a Fleece Purchase Event!” This piqued the curi-



“In addition to wanting to collaborate with the Johnsons, this event allowed us to encourage alpaca owners to get fleeces out of storage,” explains Sue Robinson. “Wayne and I have always chosen a subset of our fleeces to process and have also been supporters of AFCNA. We will enthusiastically still do both as well as sell some of our fleeces. However, it became apparent that for whatever reason, a subset of breeders, especially those who choose not to have farm stores, didn’t find either of these first two options enticing. Unfortunately that kept all their fleeces out of production of any sort. Adding another option for these breeders seemed necessary and the success of the event proves it

Sorters for the event included Chris Grey of Jersey Breeders, Helen Emrick, Jackie Armiger of Windy Farm Alpacas, and Kathy Quinn of Sublime Alpacas.



osity of many breeders and word of mouth helped carry the message throughout the alpaca community. It wasn't long before the inquiries started coming to Abenaki Acres and Emelise Alpacas, and once the registration forms went out via eblasts, the event was off and running.

Emails and phone calls were funneled into one location and Elizabeth Johnson had the opportunity to speak with breeders from as far away as Iowa, Kansas, Michigan, and Wisconsin. They all wanted to know if they could participate! The original parameters for the eblasts included Virginia, Maryland, Pennsylvania, New York and obviously, New Jersey. However, the event was posted on the AOBA event's site, the New Jersey Alpaca Community (NJAC) event's calendar and Alpaca Nation's calendar, which meant that many more breeders learned about Funds for Fiber and they wanted to ship their fleeces to the event.

A decision was made in the early stages of planning for this event to discourage the mailing of fleeces because of storage problems, and because the day was not just about collecting fiber, it was also about

education and promoting Alpaca United.

The concept of getting paid cash for raw fiber was astonishing for most breeders, but a no-fee event, free veterinary seminars and having the opportunity to listen to a dynamic speaker like Hahn, was the icing on the cake! And, yes, there was cake, too! The Johnsons and the Robinsons made sure that all attendees were treated to some delicious refreshments while waiting for their fiber to be sorted, or to snack on during the seminars.

The first day of the Funds for Fiber event began very early with the arrival of the sorters who had been hired by SuriPaco. The skirting tables were in place, the scales were set up, and the registration table was prepared with copies of the forms from the pre-registered attendees. The cars, trucks and trailers began arriving and as the fiber was being unloaded, it was checked in by Claudia and Ken Raessler. Check-in entailed weighing and examining the bags of fleece. For some of the farms, it was the first time they had ever had an opportunity to have someone talk with them about the quality of their fleeces, one-on-one. Ei-

ther Claudia or one of the sorters would take the time to answer questions or to point out a fleece's strength or weakness. When one fleece was shown to be of exceptional quality, it was suggested that the owner take it to a handspinner and have it spun into some beautiful yarn for a special project. The fleece of one junior herdsire was of such high quality that it was suggested that perhaps it might be entered into some fleece shows before being processed or sold. This kind of feedback for those who had never discussed their fiber with anyone was greatly appreciated, and totally unexpected!

Dr. Shari Silverman, DVM, presented seminars on both days about evidence-based alternative medical treatments for alpacas. She discussed acupuncture at length and talked about her own successes in the field with alternative methods of care. Dr. Silverman's talk was interrupted on Sunday when one of Abenaki's dams decided to give birth, but needed some assistance. A lovely little girl was delivered and this just added to the educational aspects of the day!

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Organized, pre-arranged timed entry for fleece check-in helped the day run smoothly.



Lori Walker, DVM of The Farm at Rainbows End holds a check that she received for her fleece.

The attendance for Nick Hahn's presentation made it clear that breeders are hungry for information about the vision for building a fiber-based alpaca industry in North America. The attendees were interactive and curious about Alpaca United and what its mission is.

According to company CEO Nick Hahn, "Alpaca United is a textile fiber company created and funded by the North American alpaca farmers and processors to make alpaca fiber more competitive in world markets."

Hahn didn't pull any punches, answered questions openly and honestly and his enthusiasm was contagious. He encouraged all attendees to think about joining the 500 current investors of AU who are helping to frame the foundation of a sustainable domestic fiber market for North American alpaca. He was positive, and certainly echoed the message, "If you build it, they will come!"

In the afternoon Claudia Raessler of SuriPaco gave an enlightening talk on the steps required to create the alpaca production chain. She discussed aspects of both the cottage industry and commercial production flows. Those in attendance left with a stronger sense of the integral part they were now playing in a much bigger picture by bringing their fiber to this event and selling it so it could become part of a commercial run. The goals of SuriPaco began years ago, and venues like Funds for Fiber support them as those goals continue to be expanded and fulfilled.

Raessler explains how the raw fiber that

was purchased at this event will be used:

"SuriPaco uses the raw fiber it purchases from other breeders in its domestic commercial program. The raw fiber is production sorted and classed, determined whether it is best used in a worsted or woolen process and a decision made as to the type of end product we are seeking. SuriPaco's categories of product have expanded over the last two years and we are delighted to be able to rely on domestic manufacturing resources. Our next steps involve expanding the program both locally and regionally and focus on how this production model can be grown to the benefit of our industry. In doing so, we are delighted to be working closely with Alpaca United and other breeders such as in Maine's 2011 Build-A-Bale Initiative."

Whether a breeder left with cash in his or her pocket, unique and stunning alpaca products from the Emelise or Abenaki farm stores, delicious food in their belly or a head full of new information or exciting thoughts about what the alpaca fiber industry has to look forward to in its future, they left with more than they had arrived with earlier that day! The final tally for what was collected over the two-day event attended by 60-70 people from almost 30 farms was approximately 1,900 lbs. of alpaca fiber.

It is the hope of all who were involved in Funds for Fiber that other farms will make the decision to have similar events and help get the fiber out of the barns, into the mills, whether mini or commercial, so that our field of dreams will be filled with North

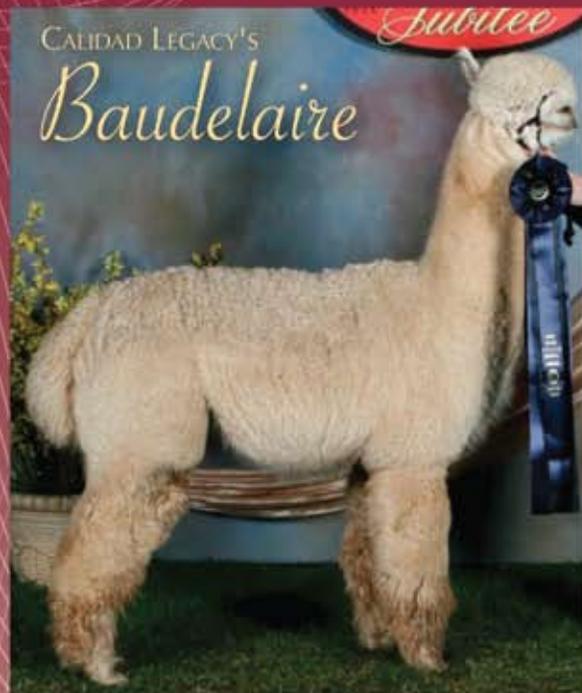
American alpaca fiber. If you are interested in setting up a similar event, feel free to contact FundsForFleece@gmail.com

About the Author

Elizabeth E. Johnson, who resides in Stockton, NJ, is the owner of Abenaki Acres Farm, LLC, along with her husband, Bill Johnson, current AOPA Board member and past President. Since 2004 Elizabeth has been committed to developing a successful end market for all of the fiber that the Abenaki herd produces. Whether sending fiber to several Co-ops, or processing fiber at different mini-mills, or selling raw fiber off of the farm, she has made certain that Abenaki fiber leaves the barn and enters the marketplace each and every year! Elizabeth's passion for education began as an adjunct professor at Rutgers University of NJ, and now that she is retired, she spends time going into schools to introduce children to alpacas. Giving talks and taking a few alpacas into the schools has provided over 1,000 young students, who may have never had the opportunity to see or hear about alpacas, a hands-on experience that brings great delight to all involved. Abenaki Acres furthers their commitment to education by hosting seminars each year with timely topics for alpaca breeders, and fiber workshops for local knitting and spinning guilds.



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2 years: 19.1/3.5/18.3/0.7
3 years: 19.2/3.2/16.6/0.4

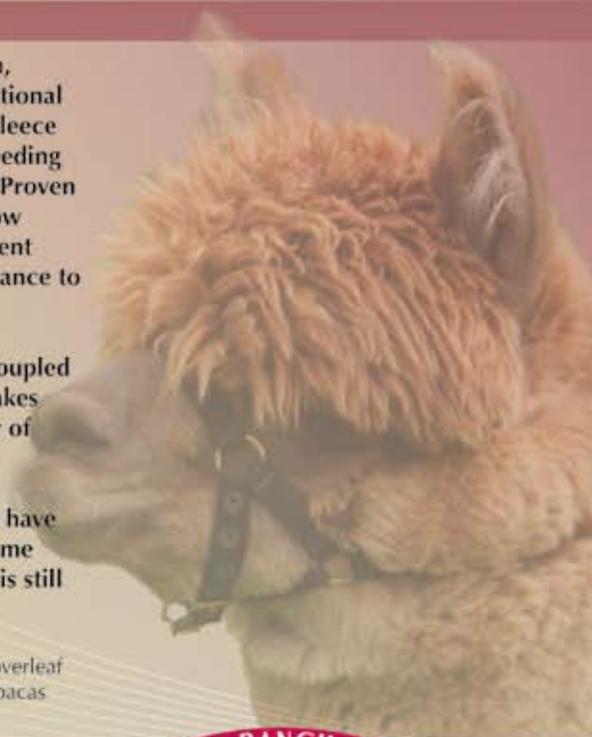


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PARA Siempre Princess

From Vision to Fabric and Beyond



Imagine...alpacas impacting the world textile market with natural, sustainable, luxurious fabric. Imagine fabric made from alpacas raised in North America, manufactured in North America and utilizing the national herd's fiber in the 26-28 micron range. That dream is now a reality!

American Alpaca Textiles, LLC debuted its new alpaca upholstery fabric line at MAPACA's 2011 Jubilee Show. Finally, after two long years of research and development, American Alpaca Textiles (AAT) was able to present a commercially marketable fabric line that utilizes alpaca fiber sourced, spun and woven in North America.

Four Western Pennsylvania alpaca farms created AAT: WestPark Alpacas (www.westparkalpacas.com), Highland Alpaca (www.highlandalpaca.com), Star Weaver Farm (www.starweaverfarm.com) and Heaven's Hill Alpacas (www.heavenshillalpacas.com). In early 2008, those farms, sharing a common concern for the utilization of American alpaca fiber, formed an outline and plan to develop a company whose focus was a commercial product line in North America. AAT's vision statement put this all together.

"American Alpaca Textiles, LLC strives to go global and green with commercially produced alpaca blended fabrics the world will sit, stand, and sleep on. A reputation for sustainability, elegance and durability will place AAT as the front-runner in the world market for alpaca blended fabrics using alpaca fiber from the North American alpaca farmer."

The entire process was not without its failures. Early product development stages aligned AAT with a commercial designer who failed to fulfill her contract obligations, which led to a large financial loss. In addition, this placed AAT in a backward position that required regrouping and re-evaluating the entire process of production. AAT brought the process of fiber collection, sorting/grading, yarn production, weaving design and application back into owner control. Extensive research was done to find sources able to assist AAT in the development of their product within North America. Aligning with a commercial weaving mill, AAT's exclusivity contract has allowed them the freedom to pursue alpaca fabrics with specific applications.

AAT owners, Christine Scheer, Fay Steving, Wini Labrecque and Alma Gelorme decided to concentrate on alpaca fiber available in larger quantities in North America in order to accomplish their vision. Realizing that much of the fiber stored in barns, basements and garages was not the low micron, show quality fleece but rather that middle-of-the-road, higher grade fleece that breeders didn't know what to do with, AAT focused product development on this higher grade fiber: grade 4/5 and 26-28 micron range. Fitting fiber to its end use, upholstery fabric was chosen as the focus for this range of fiber.

Extensive design, construction and proper fiber blends for end use were developed over the course of a year resulting in the three fabric designs presented at MAPACA Jubilee. The three designs became AAT's first fabric collection, "The

Earth Collection™”. Embracing the elements, AAT has named the fabrics SEQUOIA™ for its tree bark moire pattern, DIAMOND™ exhibiting a diamond shaped twill pattern, and STRATA™ a vertical stripe pattern that is also very effective as drapery material. The fabrics are 50-52 inches wide and have minimum run requirements.

All of the fabrics are created using fiber that was purchased or donated by North American alpaca farms. This fiber was sorted and graded under AAT owner direction and training for color, length, fineness and amount of guard hair (hairiness). In an effort to ensure ease of processing for a durable upholstery fabric, AAT’s fabrics are blended with a small percentage of North American sourced wool. The fabrics are designed to meet standard commercial testing requirements for abrasion, pilling, staining and fade resistance.

Recently, AAT has created carpets utilizing grade 6 (32-35 micron) fiber. The carpets are available in a number of standard and custom sizes. Currently, all of the carpets are natural colored alpaca fiber woven in a Venetian style design. These too will be marketed to high-end designers and home decorators as well as be available for private purchase.

American Alpaca Textiles, LLC has started its commercial marketing presence by attending a Textile Trade Show in New York. Contact has been made with design firms and furniture manufacturers to present the fabric lines for use in their collections.

The development of a company of this nature has been an incredible adventure and learning experience. AAT owners are fully passionate about their company vision and will strive to grow and expand its use of North American sourced alpaca fiber. For further information about American Alpaca Textiles, LLC or to contact one of the owners please visit our website at www.americanalpacatextiles.com.



Since 1988 Wini Labrecque has made fiber her profession, studying, training and evaluating its properties from both a scientific and hands on approach. As a textile artist, she has developed a solid background and interest in a wide variety of techniques for utilization of fiber from raw state to finished product. She was introduced to alpacas in 2000 at a local alpaca show and became hooked. Her focus on alpaca fiber led her to complete the AOBA Fleece Judging apprentice program and become a Certified Fleece Judge in 2009. Wini has completed training and certification as a camelid fiber grader/sorter through Olds College, Alberta Canada and is currently finishing her certification as a camelid fiber classer. Her skills have helped develop a successful alpaca yarn production project for her local affiliate as well as assist others in starting their own. She lectures on all aspects of alpaca fiber from evaluation, judging, sorting/grading and utilization to finished products.

Wini, along with her husband, John, own Star Weaver Farm and share their land with their 5 alpaca geldings in Cabot, PA, as well as co-own a breeding female and her 3 offspring.



Sitting on a Gold Mine

By Kim Devos-Brooks

Imagine yourself on an island, cut off from the news of the world. One day you find a stream and see something glistening. To your amazement you find gold. You dig out the gold and take it home.

A passerby stops by your house and you show some of the gold to him. You tell him the story, and he wants to buy it. You don't know the weight of the gold, the purity or the value, so you settle on a price of \$400. Who might stop again? This is your golden opportunity and you think you are doing great. You jump at the chance to sell it.

A year goes by and the traveler comes again, to thank you for selling the gold to him. He says that there were many ounces of prime gold and that he got \$1600 per ounce for it, the going rate. There was a going rate?

You were satisfied with the \$400 and thought that you had made a good deal. Now you are shaking your head, wondering how you made such an error!

This is the same story for alpaca farms. Alpaca is very much like gold. We become blasé where alpaca fiber is concerned because we have frequent exposure to it and the ability to indulge ourselves with it. This nonchalant attitude causes us to lessen its value and not see it for what it really is – gold.

In this time of economic struggles don't be put off by thinking that items won't sell.

Think you know alpaca?

I am sure you do, but sometimes we all need a new pair of glasses. How does your thought process change when you read this? Alpaca, one of the world's most luxurious fabrics, is a jewel amid all the synthetic fibers and harsh materials found in our everyday lives. Softer than cashmere, and available in a wide array of colors, alpaca serves as a natural thermostat by using microscopic air pockets to trap body heat in cooler temperatures and to release heat in warmer weather.

Alpaca wool is harvested from the alpaca, a New World Camelid that is native to the high, remote Andean plains of South America. The South American Camelid family also includes Guanacos, Llamas and Vicunas. With an estimate of only three million alpacas worldwide, some 90% of which are found in the southern regions of Peru, the alpaca is one of the rarest species on Earth.

As the principle material of Incan textiles for thousands of years, alpaca wool, "the gold of the Andes," has always been highly

sought after. Today, the world of high fashion cherishes alpaca not only for its scarcity but also for its natural attributes: its fineness, durability, and hypoallergenic and lightweight qualities.

<http://aliciaadamalpaca.com/about-alpaca/>

We all know this, but many times we don't value this information, again, because we are so enmeshed in alpaca. We need to remind ourselves of the value that we have around us.

So what is the value of Alpaca?

Do you know what the current value is for alpaca knits?

Lets explore both here and abroad.



Trencin Baby Alpaca Hand Knit sweater
\$495.00 by svetre zo zamku™

USA:

Throws: \$425.00 – 100% Baby Alpaca 71" X 51" currently available in 30 of the finest retail stores in the US as well as selected stores in Canada – Alecia Adam Designs



Indian Cloth's Hooded Scarf \$620.00 by Gary Graham - Baby Alpaca Double Knit as featured on Luxist 10/30/10

Alpaca Fur Russian Style hat
\$495.00 Lutz & Patmos



Join MAPACA today at www.mapaca.org



Overseas
Samantha Holmes Sloppy Jo Sweater
£230.00 (\$374.90USD)
Baby Alpaca with a touch of Bamboo
– United Kingdom

100% Baby Alpaca Men's
Pullover K3,300 (\$608.22USD) Netherlands



Perhaps you get where I am going here. Alpaca has a value.
If you follow traditional laws of supply and demand, alpaca is at the top of the textile heap. Alpaca is the most rare of natural fibers. That right there should demand premium pricing.

Why are we selling alpaca products so inexpensively in the United States?

I think it is perception and lack of business mindedness. Again, as breeders, we need to educate ourselves on the value and perceived values of what alpaca is, and embrace some solid sales skills.

Value -relative worth, merit, or importance
Perceived Value - *A customer's opinion of a product's value to him or her. It may have little or nothing to do with the product's market price*



Let's look at cars. If the need for a car were just to get from point A to B, then we would all be driving VWs or Hyundai.



Nothing is wrong with either, but then why are people buying BMW's, Mercedes or even Porsche?

People aren't just buying cars, they are buying cars that fit their life, life style, needs and budget. They are buying to their idea of perceived value. Value is different to everyone.

A sweater, hat, socks, or blanket is the same thing. People purchase apparel that makes them feel good. Feeling good in what you are wearing is the most important reason people buy apparel. With that goes looking good or style. A basic cardigan can be found any-

where, a unique alpaca sweater, now that's something different. When you look good you feel good. Alpaca is a feel good fiber!

Alpaca is special. It is unlike any other fiber. You have to sell the benefits, and the mere fact that it is alpaca is a benefit. Alpaca makes it unique. Alpaca makes it desirable. You need to bring stylish, cool, unique, quality apparel pieces to separate your offerings from all the rest.

Alpaca is the Mercedes, the Jaguar, the Lotus or the Ferrari of luxury textile fabrics. It is rare, exclusive, luxurious and elusive. Yes, elusive. People cannot walk into Macy's for the most part and buy an alpaca sweater. Not yet. We breeders with stores have the opportunity today to be the provider of these wonderful items to the few people who happen our way, or when we happen theirs.

If you just think of it as a sweater, hat, sock or blanket, you are missing the point. We can all go to Target and buy one or several of those. Alpaca products are what we are selling, and first we have to sell ourselves on the value of those items.

If one more person tells me that they can't move sweaters over \$149.99 in their area, I think I will cry. However, this is a truth in our industry. Some areas will not support that market, if you are counting on passersby. Wishing that would change won't change a thing. You need to target the demographic you want to sell to.

Action is what it takes.

Go to the Internet and search for the highest income places in the United States or Google the top wealthiest zip codes in the United States. Chances are you will find one or several near you. Target them.

This modern age lets us do more for less than ever before. Radio is affordable too. You can rent a banquet room in a prominent area and do a one-day event and advertise it on the radio. Or go to a boutique that you love, and that has similar price points to that of the alpaca products you want to offer. See if they will let you do a trunk show and offer them a portion of the profits. They want to get people into their store and you could be the vehicle to do that. Chances are that they will find something they like from you or from the store, probably both.

Partner with non-profit organizations. Often they want a new and exciting way of providing entertainment and fund raising opportunities. People who support non-profits are generally not lower or even middle-income earners.

This year I am attending the Nor Cal Golden Retriever Woof, Wine and Brew. We are donating a blanket and they will let me showcase my alpaca products. This is in the San Francisco Bay Area and will definitely target the demographic I want to reach. It is 3 hours from where we live. The attendees will have the financial where-with-all to support sales of the products, now and for holiday desires.

Don't be afraid to charge for what you are selling.

Let's go back to cars for a second. You have a car for sale and someone comes to look at it. You need to sell it, so you say, "This is a really good car. I will make you a great deal and sell it to you for only \$3,000.00." The first thing people think is "what is wrong with it? Why are they discounting? Is someone offloading their lemon on me?"

Same scenario, still you need to sell the car, however instead you

say “I was offered \$3000 for this car last week and that just doesn’t justify its worth. I wouldn’t take a penny under \$5000 for her.” Now the perceived value is that the car is worth more to the seller than just getting rid of the car. Conversely, it becomes desirable to the potential buyer because the value has been defined.

I can hear it now: “I might lose the sale!” You might. Or you might make an extra \$2000. Sales are psychological, and desperation can be like a bad odor in the air, noticed by everyone. It is all in how you present the offer. It is the same with apparel.

“This alpaca sweater is one of the finest available. It is a great style, will work for you, last a long time, and the quality is superb. It will keep you warm and cozy and it is a rare find. I was so happy to be able to bring it (or show it, or get it, or make it) and make it available to you today. It’s a real bargain at \$X price!”

If you sell apparel and set the perceived value, you have to work less hard to make more money. It is easier to sell 5 sweaters to make \$1000 than 15 to make the same \$1000. If you sell 15 now you have made \$3000!

So, in this time of economic struggles don’t be put off by thinking that items won’t sell. They will. You are selling perceived value, lifestyle and luxury. Gold is increasing in value every day and so is your potential to make money, or gold, from alpaca products.

About the Author

Kim DeVos-Brooks began with alpacas in 1997 as a breeder and began Inca Fashions, an online alpaca boutique in 1999. Coming from a background in design, she created her own brand of contemporary, yet timeless, apparel in alpaca. She currently designs for Inca Fashions, as well as other boutiques and private label brands. She has served on the AOBA Marketing committee, AOBA Fiber committee and AFCNA. She served as a MAPACA BOD member and as an AOBA BOD member from 2006-2009, and has won several industry awards. She feels that it is an honor and a privilege to be of service, and the best way to give thanks is by giving back. She has served as a judge for the Student Design Competition, produced and worked on several fashions shows including two shows for MAPACA, and is clearly focused on alpaca fiber and the advancement of the alpaca industry as a whole. Kim lives in California with her husband Jack and golden retriever Nibby, and agists her alpacas.

An advertisement for Inca Fashions. It features a woman with long brown hair, wearing a white alpaca sweater and a white knit hat, lying on a bed of autumn leaves. She is smiling and looking towards the camera. The sweater has the Inca Fashions logo and the text "Inca Fashions Incredible Natural Creations from Alpaca®" on it. Below the woman, the text reads "Isn't it time you fell in love with alpaca?". At the bottom of the advertisement, the website "www.AlpacaUnlimited.com" and phone number "877-402-5992" are listed, along with the tagline "Something special for everyone".

Inca Fashions
Incredible Natural Creations from Alpaca®

Isn't it time
you fell in love
with alpaca?

www.AlpacaUnlimited.com 877-402-5992 ~ Something special for everyone

Join MAPACA today at www.mapaca.org

12 years of proven champion genetics!

We are offering our best to you.
Call or e-mail for additional information.



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ALPACA FARM

www.heathersacrealpaca.com

All Tied up and No Where to Go or... Teaching your Alpaca to Tie

By Marty McGee-Bennett

Tying an alpaca is undoubtedly a useful thing to be able to do— unfortunately many alpacas learn about what it means to be tied when they are tied up for the first time. There is a HUGE difference between teaching an alpaca to accept being tied and simply tying him up. Teaching an alpaca to tie by tying him up is the same as teaching a person to swim by throwing him in a pool. The human being thrown into a pool may learn to swim BUT he may hate and fear the water for the rest of his life and perhaps even more importantly...will he ever trust the person who threw him in?

Advocates of the tie 'em and leave 'em approach argue that the animal blames the rope and not the person for the unpleasantness of the experience. I believe that even a "not so smart" alpaca can figure out who is responsible for catching him, putting the halter on and tying him to the fence. The rest of the logic includes a belief that tying a alpaca to a fence teaches him that he cannot escape and somehow that this experience will teach an alpaca not to challenge or attempt to pull on a human. Again, I think that alpacas are smart enough to figure out that a fence is different than a human and in fact I suggest that if an alpaca panics while tied to a fence that I would prefer that the rope break before his neck is injured.

Human beings frequently run afoul of our fellow man when we operate without properly considering another's point of view. The same



thing is true of training. Consider for a moment your alpaca's point of view when it comes to

*Teach to tie
closeup.*

being tied up. An alpaca is born depending on his or her ability to

run from predators for safety. Not being able to run away is the same thing as being in mortal danger. Combine that with, an often abrupt, introduction to a halter that may or may not fit* and you have a recipe for a very frightening experience. An alpaca that is haltered and tied and subsequently panics can carry the scars of the experience forever. In fact the avoidance behavior that these alpacas exhibit is so consistent that I have coined the phrase "drowning victims" to describe them.

Drowning victims exhibit terror when confronted with a halter and will go to great lengths— sometimes injuring the handler or themselves in an attempt to avoid the halter— which to them represents extreme danger. Ironically some trainers suggest tying these animals for extended periods of time as a way of fixing the problem. Understandably, this often makes the problem worse. Not all animals that are summarily haltered and tied thrash about violently or become behavioral problems, but for the ones that do, learning to trust a human again is a long, slow way back. I think it is safe to say that it is definitely a problem that is easier to prevent than to fix.

Camelids are anatomically different than many other types of livestock that human beings find the need to tie. Camelids have a very long

neck. Tying a long-necked animal by the head is problematic. The extra length in the neck means that regardless of how short you tie the animal the distance from the point of contact with a fixed object (the fence) to the center of mass is greater. This gives the weight of the animal's bucking body more power to injure the neck and spine. Some handlers attempt to mitigate the danger by using an inner tube attached to a fence rather than tying the animal with a rope alone. It is my opinion that this practice may be more dangerous than using a rope by itself. The stretchiness of the inner tube may give the impression to a panicked animal that fighting is going to produce results and may actually cause a more prolonged and intense battle with the rope. An alpaca bucking wildly at the end of a rope whether it is attached to an inner tube or to the fence itself is still in danger of damaging the neck and spine. It is the weight the body bucking at the end of the long neck that poses the danger.

A better approach in my opinion is to stage the first few tying experiences in such a way that the animal learns to come forward to release the pressure on the rope without panicking. The process of teaching a alpaca to tie must begin with the process of teaching a alpaca to understand, accept and feel safe in a properly fitting halter.* Secondly, tying is something that comes AFTER the animal is trained to lead and NOT before. At the age of 4-6 months a weanling that is comfortable with the halter-

ing process is ready to learn how to lead. B e c a u s e teaching an alpaca to lead is so closely re-

*Teach to tie
long view.*

lated to learning to tie safely it is useful to spend a bit of time on the subject.

Teaching an alpaca to lead is the process by which the alpaca learns to understand the significance of a signal given to the head. It is very important to give meaningful signals and to persist in giving the signals until your student takes a step otherwise it will be very difficult for your animal to make the connection between the signals on his head and your goal of having him move his feet. The first leading lessons should be taught in your training/catch pen. Once your alpaca realizes that his head is no longer free to move about at will and begins to respond to a series of signals on the head by moving his feet you are ready to leave a small catch pen for a SLIGHTLY larger area that is long and narrow. I use a very long lead for initial lead training (15 feet long). Using a long lead in a small pen means that there is never the need to hold the alpaca by the head. Many handlers make the mistake of a leaving a small space for a much larger square area such as a small paddock. A panic reaction when the handler is using a short lead in a large pen means one of two things will happen: the handler holds the rope and the alpaca bucks wildly (no good) or the alpaca pulls the lead rope out of the handler's hand (no good).



How to Tie A Quick Release Knot

1. Take the lead rope and feed it through the ring or around the rail (photo #1).



2. There are two parts of the rope: one that is attached to the animal, and the tail end. (Pink is the tail end and makes the knot, black is attached to the animal).

3. Using the tail end (pink), form a loop* in the rope with the tail end of the rope on the top of the loop (photo #2).

4. Put the loop over top of the other section of the rope (black) (also photo #2).



5. Reach your fingers through the pink loop and grasp a portion of the tail end of your rope (pink) and pull it up and through the pink loop as a fold and tighten. (photo #3 and #4)



6. Your knot should now resemble photo #5.

7. Pull on the rope attached to the animal (black) to snug the rope up to the ring or the rail (also photo #5).



8. To release the knot, just pull on the tail of the rope (pink) (photo #6).



*The knot is easier to tie if you make the loop up close to the rail or ring that you are tying to.

I suggest tying your animal to a weak link so that if your animal does panic, the weak link will break preventing injury.

Unless you can move sideways and keep your alpaca from running past you the space is too wide- a space such as a barn aisle way or pasture lane way no more than 15 feet wide by 30—40 feet long is ideal. In order to be useful, your leading space must be directly adjacent to the area that you use for halter training. Once your alpaca has gone on a few walks, has negotiated a few easy obstacles and is responding to a signal to stop consistently you are ready to teach your alpaca to tie.

The first several tying lessons should happen inside an enclosed area. Panic reactions are much less likely in an enclosed space and if they do occur they are usually much less violent. Using a 11-15 foot long smooth flat lead line, attach your lead rope to the halter and run it around a smooth pole using one wrap and hold the end of the line in your hand. Make sure that the line can slide freely around the pole or rail. If the alpaca pulls back, hold the line for a few seconds to allow the alpaca to realize he is tied and settle down. If he begins to panic and doesn't yield to the lead, allow the line to slide around the rail just a bit and give him some slack. You can also use a wand or cane to tap the rear legs of the alpaca when he pulls back to help him understand that he should come forward. Once your alpaca learns to come forward and accept the restriction of being tied you can tie him to the rail using a quick release knot (see sidebar). Make sure to stay alert and be ready to pull on the release end of the lead rope if your alpaca really begins to lay back on the rope.

In my opinion it is not a good idea to tie an alpaca without being close at hand. There are also times when alpacas should not be tied.

- NEVER tie an alpaca in a trailer unless you can continually monitor the animal.
- Avoid tying your alpaca when you introduce new things such as a day-pack or a costume. It is much better to work in a catch pen when teaching your alpaca to accept new and potentially scary equipment.
- Work in a catch pen when you groom and allow the alpaca to move freely inside a small area.
- When you do use a chute always use one with a back gate or barrier. Tie the alpaca with a long enough rope so that he reaches the rear barrier BEFORE running out of rope.
- Offer food or hay in the chute to make the process more pleasant.
- ALWAYS use a quick release knot when you tie your alpaca. A break away device integrated into your tying system is a good safety measure if you must leave your alpaca alone even for a short period of time. I would much rather cope with a loose alpaca than a one that is injured.

The fight response is a powerful instinctive response. Take the ability to run away from an alpaca and he moves to the fight response or freeze response sometimes moving rapidly between the two. Animals that are in the midst of a panic response have a very hard time processing information just as we humans have a hard time learning when we are frightened. Tying an alpaca without teaching him to accept the process first is not an efficient way to educate him and can be dangerous. Work with your alpacas in a way that honors their nature and capitalizes on their considerable intelligence and you will be rewarded with an alpaca that truly enjoys his association with humans.

**I have written extensively on the issue of halter fit and its relationship to behavior problems in camelids. If you are new to camelids I would suggest reviewing the information I have written in the Camelid Companion and information on my website www.camelidynamics.com about halter fit.*

For over 25 years, Marty has traveled the world, devoting her professional life to the well-being of camelids and the education of their owners. Her clinics, books, and videos have helped thousands of camelid owners more fully understand, appreciate, and enjoy their animals. Marty and her husband, Brad, operate the Camelidynamics Training Center in Bend, Oregon. She can be reached at marty@camelidynamics.com

alpaca notebook

by cyndy donohue aka riverrim spinner

Do you diz?

I do.

In fact, I love to diz so much that I make my own diz (plural). By now, you may be wondering, what exactly IS a DIZ?

A diz is defined in a slang dictionary as: “a foolish eccentric or disoriented individual”. And while there may be some people who might think I am a diz, it is not the definition that applies to this article. The diz I am writing about is a tool used by hand spinners. Traditionally, a diz was made out of carved horn, or bone. Today, you may find a diz made out of everything from silver and gold to a plastic spice jar lid or a common household button.

The tool itself can take any shape, and usually has a few different sized holes that are placed within a concave surface. This shape of the surface helps to guide or funnel the fibers through the hole. The size of the hole you choose - depends on the type of fiber you will be pulling and the size of the sliver you wish to make. The sliver would be the final arrangement of the fibers, or a fiber package that will be

selected for the purpose for which it is to be utilized (in most cases, a worsted yarn).

The primary use of a diz is to help form and shape individual fibers together into a preparation of consistent thickness and continuous length from which to spin. Mainly used by a hand spinner, the dizzing is the final step in the process of preparing combed wool for making top sliver, intended for spinning a worsted yarn. The diz helps to keep the fibers aligned parallel or longitudinally as they are drawn through the orifice, producing a sliver preparation that is ready to be spun in a worsted fashion. I find a diz to be very useful for preparing alpaca fiber that I wish to spin into a lace weight yarn.

So, basically, a diz is a tool that is helpful (but not necessary) for shaping the fiber into a package that can be easily spun into a specific type of yarn. That said, we all know that as hand spinners, we get to decide what rules we want to follow and what rules we want to break. We have the power to create our own custom blends and styles of semi-worsted or semi-woolen yarns. We use our imaginations and inspirations and our yarn can become art in itself. Traditionally, a diz is used with hand combs, but not always. I have used my diz with my hand cards. I have also used my diz with my drum carder. And for those times that I want to blend colors or fibers in a specific sequence, a hackle may be used as a base from which to diz the arrangement.

For the hand spinners who are reading along and have never had the pleasure of working with a diz, I would encourage you to give it a try. I think you will appreciate the versatility of this simple tool. You probably have something in your house that can serve the purpose or improvise as a diz. As I mentioned previously, you can find a button, or a spice jar lid with several size holes. Metal washers or Fender Washers have different sized openings that may be used as a diz. You can even make one out of recycled plastic from a liquid laundry detergent container or a milk bottle. For starters, I find the size of the orifice or the hole punch you make, should be about 1/8 to 1/4 of an inch. Keep in mind that the size of the hole in the diz will determine the amount of fiber that can pass through it at one time.

Using the Diz:

Step One – Clean fiber is a must, so if you are ready to begin to diz, you want to select only clean (scoured) fiber, free of VM (vegetable matter). If you are carding or combing, select a suitable amount with which to charge your cards or combs, and pass the fiber through the equipment until it is sufficiently free from clumping and nicely opened and aligned.

Step Two – Fasten or clamp the end of your comb or carder with your fiber onto a table so it will be stationary. Holding the diz with



THOUGHTS AND OBSERVATIONS FROM LIFE AROUND THE RIVERRIM... INCLUDING SPINNING WEAVING, KNITTING, GARDENING, FLAX, CHICKENS, RABBITS, ALPACA.....AND WHATEVER WILD LIFE WANDERS BY

<http://riverrim.blogspot.com/>

for over 8 years, author and artist cyndy donohue has been writing about thoughts and observations from life along the riverrim. you are cordially invited to stop by and visit the blogspot to enjoy her photos and essays on a number of varied topics.

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the curved or conical side facing the fiber source, take a thread hook or crochet hook, and place it through the hole of the diz.



First, make sure the curved side of the diz is facing away from you.

Insert the tip of the thread hook through the size hole that you want to use for your fiber.



Starting at the edge of the fiber source, loop a small amount of fiber through the thread hook, and hold it with your hand while you pull back through the hole of the diz.



Step Three -

As the fiber pulls back through the hole in the diz, you may hold the diz and release the fiber. Pull the thread hook and fiber through the hole until it forms one strand.

At this point, you may place the thread hook down, and begin to pull the fiber through the diz. Best results are achieved by pulling the fiber out through the diz, to almost the full staple length (with one hand) and then sliding the diz up the fiber to about the same length again. Use a "hand over hand" method. This method is very much like drafting out your fiber; you will be pulling and sliding, pulling and sliding, alternating your hands in the process.

Step Four -

Continue in this method, working from one side of the fiber source to the other. You may slant the diz as needed to pull the fiber in the direction you are working. In these photos I am working the fibers from the left side of the carder to the right side. Be careful not to pull down too hard, as you may break the strand. You are aiming for a continuous strand.



As you slide the diz up to the fiber source, you should feel it giving you a small amount of resistance as the orifice becomes full of the



fiber. Do not force the diz against the fiber source, but rather when you feel the resistance; pull the fibers down with ease until you may slide the diz up to the fiber source once again.

Work all the way to the end of the fiber source. You will have a nice little "rope" of "dized roving" that you can allow to hang down into a basket until you are finished.



Step Five -

Wind the finished "roving" around your hand and pull the end of it through the center....

This makes a nice little "birds nest" package to store in a basket until you are ready to spin.



Alpaca is wonderful fiber to prepare by hand, for hand spinning. Alpaca fiber lends itself nicely to many different styles of fiber preparation and spinning methods. And now that you know what a diz does, I hope you will try this simple method of preparing your own top sliver with a diz, for whatever type of yarn package you decide to make.

About the author:

Cyndy Donohue (aka riverrim spinner) lives with her husband in a tiny log cabin that sits along the banks of a beautiful river in the Pocono Mountain Region of Northeast Pennsylvania. She writes the riverrim blog; <http://riverrim.blogspot.com> where you can read her random thoughts about spinning, antique spinning wheels, weaving, knitting, gardening, flax, chickens, angora rabbits, alpaca and whatever wildlife wanders by...and of course, her works in progress.



A History of MAPACA and the MAPACA Jubilee

By Gail Stewart



The small beginnings of the present day MAPACA Jubilee began in 1993 as The Eastern Alpaca Rendezvous. At that time, there were very few breeders and alpacas were quite an unknown species in North America. The first and second alpaca importations from Chile had only recently taken place in 1984 and 1988-89. Five breeders, each contributing \$2000, got together to create a plan to raise the awareness of alpacas and educate the general public about these wonderful, mystical animals.

Those five breeders were: Lynn and Vic Gattari from New York, Antoinette and Ben Brewster from Virginia, Linda and Fred Walker from New Jersey, Bev and Cleve Fredrickson from Virginia, and myself and my husband, Bud Stewart from Pennsylvania. We were eager to meet one another and plan the first event to showcase alpacas.

The result of our meeting was the first Eastern Alpaca Rendezvous, held May 15 and 16, 1993 at our farm, Rocky Run Alpacas in Malvern, Pennsylvania. There were a total of eight to ten farms from New England to Virginia that participated in the Rendezvous. At that time, there were no sales lists or email addresses to which we could send invitations. However, in order to attract the public, the participants placed advertisements in their local newspapers and notices in their veterinarian's offices. Visitors came from the sponsors' states and also

from Tennessee. We were thrilled that approximately 300 visitors attended the show!

Because there was no official format for an alpaca show, we simply exhibited the alpacas in pens under a large tent and talked to the public about the magic of alpacas. A four-piece, square dance string band added a nice country touch to the Rendezvous. Even though many of the alpacas were not halter trained, we set up a small obstacle course for them to go through. The Rendezvous was featured in *The Philadelphia Inquirer* and on the local TV station.

Dean Neely, DVM from New Jersey, was the guest speaker. Dr. Neely's topics were: Breeding and Birthing Alpacas; Health Management of Your Alpacas; Body Scoring; and Pre-purchase Exams - Choosing Breeding Stock. Antoinette Brewster spoke on Why Alpacas? - A Market Overview. Linda Walker spoke on Fleece to Fashion, and Bud Stewart talked about Getting Started - Fences, Pasture and Shelter.

In succeeding years the Rendezvous moved to Linda and Fred Walker's farm, Alpacas of WoodsEdge Wools, and to Hartford, Connecticut using basically the same informal format with pens and speakers. By that time the number of alpaca owners had increased significantly so that the New England Owners and Breeders Association and the Southern breeders wanted to establish their own local alpaca events. The Southern Alpaca Fest was held at



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Antoinette and Ben Brewster's farm, Lanark Alpacas.

At this time, AOBA established the criteria to organize smaller, regional affiliates across the country. Thus MAPACA, the Mid-Atlantic Alpaca Association, was founded in 1996, fifteen years ago. The organizational meeting was held at the LoVerde's in New Jersey and was attended by Ernest and Barbara Kellogg, Bud and Gail Stewart, Linda Berry Walker, Earlah Swift, Vic and Lynn Gattari, and Edward Boyd. The states included in this organization were: Virginia; West Virginia; Maryland; Delaware; Pennsylvania; New York; and New Jersey, the same states that comprise the organization today.

Ernie and Barbara Kellogg hosted the first official MAPACA Jubilee at the Double "O" Good Alpacas in Virginia on May 10, 1997. Thirty-two breeders and 150 alpacas attended this first-of-its-kind affiliate event, which now included an alpaca show. As with the earlier events, the public was invited to attend. Because the Jubilee was widely advertised and people were curious to learn more about alpacas, 1000 people attended the Jubilee, which was an outstanding number of attendees! Two large 60' X 120' tents housed the alpacas, the show ring and the food. The weather was cool and breezy, which added to the overall enthusiasm of the crowd and the comfort of the alpacas.

The new AOBA show format was followed and the show was judged by Susan Tellez. Both breeders and alpacas alike were novices to this alpaca show experience. We had a lot to learn. Including the public in these events was very important in order to educate them about alpacas and their many attributes, and to spread the word about this unusual livestock for business and pleasure.

In 1998 and 1999 the MAPACA Jubilee moved to the Augusta County Fairgrounds in northern New Jersey. Because the fairground

buildings were open with no side walls and the weather was chilly, breezy and rainy, this venue proved to be unsatisfactory.

In 2000, Ernie Kellogg, of Double "O" Good Alpacas made a recommendation to the MAPACA Board of Directors that the Jubilee be moved to the Pennsylvania Farm Show complex in Harrisburg, Pennsylvania. Kellogg liked the central location and easy access to the venue from the Pennsylvania Turnpike and Route 81. Since the Jubilee is still held there today, it was obviously a good choice. The first Jubilee at the Farm Show complex in 2000 was a gala affair with many vendors, educational speakers, wonderful South American music, and a real spirit of "Joi de Vivre." The alpaca show and the subsequent alpaca sales added to the convivial spirit.

The enthusiasm for the location, the organization, and the success of the MAPACA Jubilee continues today. A dedicated and hard-working group of volunteers continues to make the Jubilee one of the largest alpaca shows in the country, attracting breeders from as far away as New Mexico, Washington, and Oregon. It is the place to see and be seen in "alpacadom." The ribbons received at the Jubilee are coveted awards and proudly advertised and used for marketing purposes by the breeders. From its humble beginnings the Jubilee has grown into a highly respected, successful and admired alpaca event. *In 2011 well over 1000 animals and breeders from 29 states up and down the east coast as well as Texas, Oregon, and Arizona participated in the Jubilee.*



*2011 Recipients of the Lifetime Achievement Award:
Bud and Gail Stewart*

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The Lifetime Achievement Award is presented to the member(s) who have a strong history of consistently demonstrating their support for the organization.



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Desiree, Oh Desiree, somehow we knew we would only want you...



ARI#1451221 DOB: 9/11/2004
DAM: Tammany
SIRE: My Peruvian Durango

Desiree had us with her topknot! In December 2005, we were new, naive alpaca shoppers and from looks alone we were sold on Desiree. Then, we researched her heritage, liked what we discovered and decided to invest in Desiree as our foundation female. She has lead us through our alpaca journey and what a journey it has been.

At Desiree's first show, she walked out of the ring with a second place ribbon in a highly competitive class of light fawn females at the MAPACA Jubilee. We certainly have been pleased with our investment in Desiree and she is showing us that she is passing on her amazing fleece and conformation to her crias.

Currently, Blankstone's Desiree is being leased with crias due in September 2011 and 2012. We are now accepting offers to purchase Desiree. Take a look at Desiree's Award-winning Offspring:



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Jasmine



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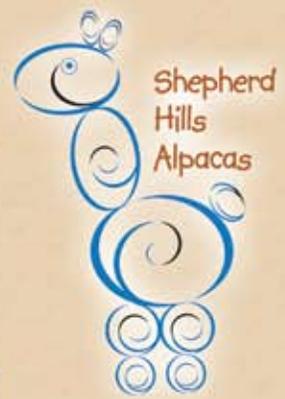


Contact Diane at dbeau@ptd.net or 610-366-2055 for purchase details.

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The MAPACA Newsletter is a full-color publication highlighting news and events about the alpacas and farms in our industry. The newsletter publishes four times a year, is mailed to the membership which spans seven states and is distributed at shows across the region and nationally. It is printed and published by American Livestock Magazine & Publishing.

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 Spring Issue - April 2, 2012
 Summer Issue - July 1, 2012
 Fall Issue - October 1, 2012

Deadline:

December 1, 2011
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 June 1, 2012
 September 1, 2012

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Photographic submissions are encouraged. Photographs should include photographer name, farm, and a caption. Send photos to Trish Tyler-Davis at trishtylerdavis@verizon.net

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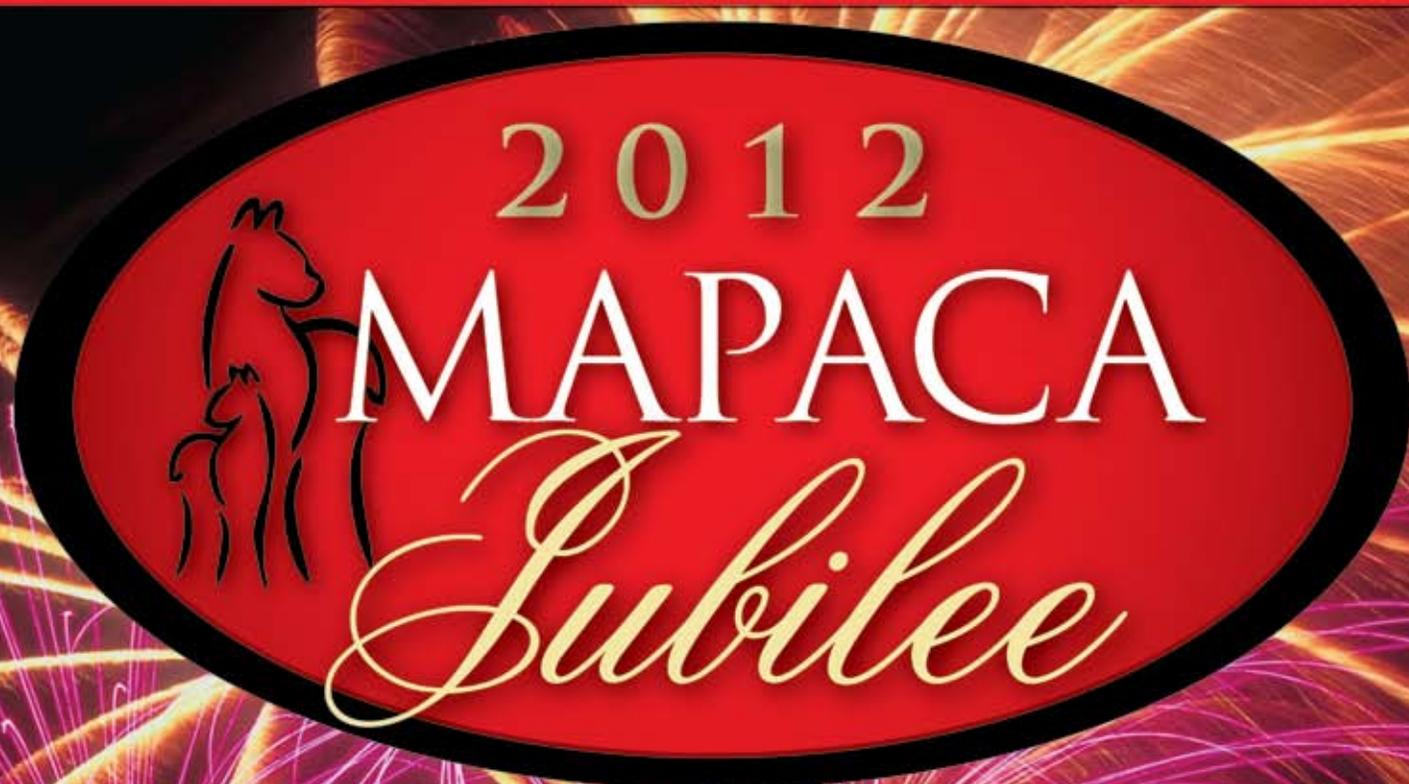
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