



# MAPACA

Mid-Atlantic Alpaca Association

## Newsletter

**June 2007**

**Volume 7, issue 6**

### President's Message:

Hello everyone and welcome to summer! I would like to again thank our Jubilee Committee headed by Monica Kline and all the volunteers for making the Jubilee go as smoothly as possible. It was a year of firsts and I think we did pretty well and we will continue to tweak the system for next year to make it an even better experience for all. Please continue to give us your comments and suggestions. You should have received a Jubilee survey, please take the time to send it in so we know what your experience was like and what we need to improve for 2008.

By now I hope all your alpacas are more comfortable with shearing mostly completed. Cria season is in full swing and all those final breeding decisions need to be made. This is a busy and sometimes stressful time of year for most of us and I wish you all well. I would like to pick up on something Monica said at the Jubilee exhibitors meeting. Old timers please look around and assist the newcomers. I encourage the experienced breeders amongst us to call up/visit our new breeder neighbors and see how they are doing, ask them if you can offer any assistance or help to them during their first birthing/breeding season. Maybe invite them over when you are having a birth or to watch a breeding. I know through my experience working at the animal hospital fielding phone calls from new owners that the first few days after the FIRST cria is born is very stressful for the new breeders. They've read all the books but still are unsure if what they are seeing is normal. A visit or phone call from an old hat can be a very reassuring thing. Reach out.

Hope to see you all in New York this summer in Coopers-town on July 15<sup>th</sup>.

**Carol Pfister, President**

### BID REQUEST

The MAPACA board of Directors is hereby requesting proposals for bookkeeping services of the association. Included in the proposal should be an hourly rate for cost of services. Services to be performed are to include: monthly reconciliation of bank accounts, weekly reporting to the Treasurer of the Board, invoice and check preparation as well as assisting accountant with tax preparation. Additional duties may be assigned by the Treasurer as needed.

Please submit all bids to the president no later than June 30<sup>th</sup>, 2007.

Proposals will be accepted by email, FAX and US postal service.

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### MaPaca Meeting

### Schedule—2007

**July 15, 2007 (Sunday)**

**Annual Meeting Oct. 21, 2007**

**(Sunday)**

\*Please mark your calendars for these dates and plan to attend. Watch the Newsletter and the web site for announcement of the meeting times and locations. The locations will vary.

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## Editor's Ramblings:

On April 30, 2007 the alpaca world lost one of its finest gentlemen, Edward F. Boyd of The Double "E" Alpaca Farm, in Bethel, NY. Ed passed away from complications attributed to a stroke that he had suffered two months previously. At the age of 92, Ed had lived a full and noteworthy life.

Back in August of 2002 I had approached Ed about doing an article on his interesting life for the MAPACA Newsletter. An always gracious gentleman, Ed's response was very touching, when he wrote, "It is hard for me to believe that anyone would be interested in reading biographical information about me." I thought his life both before alpacas and the story of how he got involved with alpacas was very interesting in deed and I always enjoyed talking with Ed when I saw him at MAPACA meetings, or at the Jubilee. The last few years I missed seeing him at the Jubilee. The photo that accompanies this article was the last picture I took of Ed at the 2004 Jubilee. I had downloaded a photo from the internet, but decided to use this photo instead as I think this is how those of us who knew Ed would remember him. Following are excerpts from the article that I wrote about Ed for the October, 2002 MAPACA Newsletter.

### Never Too Old For Alpacas

"Born in the tumultuous year of 1914 to a family of Californian pioneers, Edward F. Boyd grew up amongst the orange and grape growers in the California sunshine. As a young person in high-school, Edward's parents encouraged him to follow his interest in music, as he had an outstanding bass-baritone voice that was worth cultivating, just as much as the family's grape vines. At UCLA, Edward's voice and musical training let to his producing recordings for Hollywood motion pictures."

"Ed married his lovely wife Edith along the way and together they set out to stay in the San Francisco area that they loved so dearly. However, life had other plans in store for the couple. A letter arrived offering a job as a so-called "specialist" in a Community Relations Project, headquartered in New York City and involving 13 highly war stressed cities scattered throughout the U.S. The job was to last only three years, so Ed and Edith thought they could return to their beloved San Francisco after the job was completed. As things worked out, Ed was offered a marketing job by the President of Pepsi-Cola Company just before his three year job was complete (in 1947) and Ed accepted."

("Mr. Boyd was working at the National Urban League in NY City in 1947 when Pepsi hired him and a team of black salesmen to help the company drive sales among blacks. PerSiCo chairman Indra Nooyi said it was time to celebrate Boyd's 'amazing life and journey.' 'His groundbreaking history with Pepsi and the powerful, lasting impact that Ed made on both **our company and our nation** speak for themselves," Nooyi said in a statement. As an assistant sales manager who led the group, Mr. Boyd created a marketing campaign that showed blacks as respectable, middle-class consumers. One store display, for example, pictured a mother holding a six-

(Continued on page 3.)



## Edward F. Boyd

June 27, 1914—  
April 30, 2007

Ed as I remember him during one of many conversations we enjoyed together over the years at the MAPACA Jubilee 2004.

*Photo by Alice Brown, Forever Precious Alpacas, Vineland, NJ*

(Continued from page 2.)

pack of Pepsi-Cola as her handsome, young son reached for a bottle. There also were series that profiled 20 black achievers and featured top students at black universities drinking Pepsi. The promotions differed sharply from the insulting images of mammies and pickaninnies in many ads at that time.” - The Associated Press San Jose Mercury News.)

Ed was making a dent in the civil rights movement before there even was a civil rights movement.

“In 1954, Ed was offered a position with CARE as Chief of Mission, Egypt/Gaza, where he would organize, develop, and administer a food distribution program to the needy of Egypt and for those in the newly created refugee camps in Gaza.... Today the happenings in that part of the world bring much sadness to heart for Ed.”

“Other jobs followed, such as work for American Home Product’s Wyeth Laboratories International Division in the Middle East and Africa, followed by retirement to his farm in upstate New York, he thought!”

“The Boyd’s farm is a 120 acre former dairy farm and the farm required a lot of time and money to keep it from going back to nature. Ed thought it would be nice if they could make the farm productive again. He thought of horses and other livestock, but then one day on the “Today” show, Ed saw an interview of an alpaca breeder from New Mexico, Edna Kennedy. Ed was Intrigued! He and Edith ...decided to try to contact Edna Kennedy in New Mexico and arrange to visit her farm. His visit to the farm resulted in his falling completely in love with those remarkable animals.”

“Ed spent the next two years learning all he could about alpacas. Finally in June of 1994 he made his first alpaca purchase at the young age of 80! No couch potato here. The Double E Alpaca Farm was born.”

“One thing that Ed was concerned about was the fact that the alpacas were not native to North America. He felt he should get to know the animals in their native environment, and observe their characteristics health wise and otherwise. So, at the tender age of 81, Ed took two of his children to South America. They spent a whole month studying alpacas in Peru, Bolivia, and Chile. They spoke to alpaca breeders, coops, and veterinarians high in the Andes Mountains. They

learned a great deal about the true nature of alpacas from this experience. Interestingly, Ed ran into Mike Safely and Greg Mechlem while visiting in Cuzco. Mike invited Ed to join them on their trip to Don Julio Barreda’s ranch. Imagine, here is Ed, going with these younger fellows, (remember, Ed is 81), in a rented four wheel drive vehicle and driving up to Don Julio Barreda’s ranch at 16,500 feet in the sky! Ed says, ‘This trip was not an easy trip for this old man to be making!’ However, in retrospect, he admits it was one of the most memorable events of his life.”

“The trip to South America was to be an educational trip, not a buying trip. However, after reaching Chile and visiting an alpaca ranch there, Ed says he found he could no longer resist the urge to buy some of these wonderful alpacas. So, he asked his sons and farm manager to select 12 of the best alpacas from the herd, 10 females and 2 males, and he would handle the deal. By the time Ed had finished, he had bought 13 alpacas. Ed said those animals that he purchased included his multi-blue ribbon winning jet black herdsire, Hannibal and his pen-mate Benito and several of the females that have produced blue ribbon winners as well.”

“In his own words, this is what Ed had to say as a sort of assessment of his long life: ‘Although I am almost as old as Methuselah was, I am a very happy man. I have been privileged in my lifetime to have had the opportunity to travel to and in many countries of the world and to gain exposure to people of the world, their ways of life, as well as their experiences and patterns of thought. I have come to know two kings and more Heads of State than I can enumerate. That is not to say, however, that my entire life has been as sweet as honey. There have indeed been problems to be faced and issues to be confronted and dealt with along the way.’ ”

“ ‘In sum, however, (Ed continued), I think I am moving in the direction of closing the book on the plus—really positive side. I am really grateful for my family and my many friends and associates who have added so much pleasure and meaning to my life, including what I think are the many who have been added since and as a result of my becoming associated with alpacas. My involvement with alpacas has contributed greatly to an extremely pleasurable experience, its having come so late in my life notwithstanding. Even my wife, Edith, who is not herself an animal person, is quick to volunteer her opinion that my involvement with alpacas has added years to my life. I only hope that it will be considered that, over the long haul, I have somehow made a worthwhile contribution along the way. ’ ”

At the closing of Ed Boyd’s book of life, I might add that he is ever so fondly remembered by myself and by many others as the alpaca gentleman’s gentleman. I feel my life has been enriched by getting to know Ed, who always had a quick smile and a hug for me every time we saw each other. My condolences to Ed’s family and friends at the loss of their loved one.

Sincerely, Alice Brown

For more information about Ed Boyd’s life go to: [http://en.wikipedia.org/wiki/Edward\\_F.\\_Boyd](http://en.wikipedia.org/wiki/Edward_F._Boyd) .

## Wall Street Journal Alpaca Report Leads Down the Wrong Path

By Ingrid Wood, Stormwind Alpacas, Columbus, NJ

On April 4, 2007, an article entitled *Tax Breaks Spur Alpaca Market* appeared in the Wall Street Journal. The reporter interviewed and quoted several breeders. Their stories and comments presented an astonishingly skewed view of the alpaca industry to Wall Street Journal readers.

One breeder reported that the \$60,000 he had invested in a mill to process alpaca fiber “went bust”. I am curious as to why it failed. Did the owner produce quality products? Did he market to the right customer base? There are many small mills processing specialty fiber all over the North American continent. They are thriving and often have more business than they can handle. Turn around time for processing alpaca fiber is often six months or more due to strong customer demand.

In another *WSJ* paragraph, two breeders discuss the high prices they paid for breeding males. One fellow shelled out \$750,000 for half a share on a single stud. What the article’s author doesn’t clarify sufficiently is that such prices are the rare exception. They certainly do not remotely reflect the average selling price of a male alpaca. With patience and knowledge, alpaca farmers with modest incomes can find quality males for a tiny fraction of the prices quoted in the *Wall Street Journal*.

It is true that a minority of buyers are willing to pay higher prices for alpacas grazing in the pastures of the rich and famous. The purchaser’s objective is then primarily not quality but merely the name of the prominent breeder attached to the animal. What’s new about that? Buyers of sheep, cattle, dairy cows, and horses engaged in such follies long before the first alpaca stepped on North American soil. Allen Fraser (*The Bull*, 1972) and the authors of the *British Agricultural Bulletin* (1950) had quite a few things to say regarding that subject. Why single out alpaca breeders for this behavior? Hero worshippers do not represent the majority of alpaca buyers, although I readily admit that they exist.

What the reporter could have legitimately questioned is why high priced studs often are widely advertised without a histogram or pedigree. But then, of course, we can’t expect a *Wall Street Journal* reporter to understand the finer points of alpaca breeding.

Astute buyers know that they can demand tangible proof for fiber qualities advertised by a breeder. A fiber histogram, easily obtained, gives scientific measurements of micron count (fineness), curvature (crimp), and other fleece properties. Of course, breeding alpacas is not as simple as merely selecting for fine fiber. Additionally, a histogram is also only as valid as the honesty of the breeder who sent it to the testing service.

What about the claim by one breeder quoted in the *Wall Street Journal* that “it’s not worth the energy” to try and sell the fiber? Unfortunately, the *WSJ* reporter never attempted to find out just how much of a slap in the face this is to those of us who sell every ounce of our fiber. Alpacas are shorn once a year. Fleeces can be sold raw or made into rovings, yarn, and felt. I am in awe of the products talented fiber artists cre-

ate with alpaca and feel satisfaction in providing them with the raw materials. Spinners, knitters, and felters can now add alpaca to their stock of sheep, goat, and rabbit fiber. I can’t imagine myself purchasing alpacas from a farmer who doesn’t think it’s worth the energy to sell the end product his animals produce. With the hundreds of experienced breeders who can speak intelligently about alpaca fiber, why was this person the only one quoted on the subject?

The *Wall Street Journal* may wish to explore the many ways in which alpaca farms create wealth in the general economy. Alpaca breeders employ builders, veterinarians, farm managers, and professionals who build and maintain websites. We buy hay, straw, feed, tractors, and many other farm implements. Individually and as groups we donate generously to pay for research conducted at universities. We rent fire halls, community centers, and hotel meeting rooms to host our seminars. Our farm dollars are spent on caterers for alpaca events, fairground rentals, and the purchase of ribbons and trophies for our shows. We need seed for pastures and stall mats for barns. Each spring, many of us employ shearers to harvest our alpacas’ fleeces. Our marketing dollars pay for the salaries of editors and printers. High school kids earn spending money on our farms while gaining husbandry knowledge and skills. The list could easily continue, but I think you get the point.

Many alpaca breeders are livestock farmers in the true sense of the word. Our children and grandchildren participate in 4-H and FFA. Our backs ache after shearing, and we leave warm beds in the middle of the night to check on new babies or expecting moms. We stack hay, collect manure, and spend the greatest part of the summer sweaty and dirty. We celebrate our triumphs but also suffer the disappointments of breeding decisions gone bad or genetic defects surfacing in our herds.

Yes, our industry has armchair “farmers” who push pencils instead of manure forks. Don’t try to tell me that other livestock groups don’t have individuals like that because I know that they do.

The *Wall Street Journal* focused on tax breaks enjoyed by alpaca breeders. This is news? The exact same tax breaks are allowed for any agricultural business. Maybe the reporter’s focus should have been on government subsidies paid to other agricultural producers, some of whom would not survive without them. Alpaca breeders do not qualify for subsidies. I found it interesting that the *WSJ* reporter chose to exclude this financial component in her article.

Overall, financial rewards and challenges mirror those found in many agricultural areas. A small segment of alpaca farmers has earned millions of dollars, most realize a modest income, and some have failed miserably. What are the reasons for the latter group’s poor performance? The same you find for entrepreneurs in other agricultural fields. Some cannot meet the physical demands of caring for livestock. Others buckle under the emotional stress of dealing with illness and death in their herds. Some are lazy or refuse to take advice. A gullible or naïve few never considered the necessity of marketing. Some discovered that they simply could not part with animals raised and loved by their families. And, of course, there are the unfortunate individuals who fall prey to dishon-

est marketers. Different from other livestock producers? Talk to the sheep breeder whose entire flock had to be destroyed because it was infected with scrapie. Talk to the dairy man whose newly purchased breeding stock brought John's into his herd. Alpaca farmers who succeed work hard, never stop learning, love what they do, and contribute in meaningful ways to the larger community of breeders. Many of us network in cooperative organizations such as Alpaca Heritage Events ([www.AlpacaHeritageEvents.com](http://www.AlpacaHeritageEvents.com)).

Raising alpacas will not make the majority of small producers rich. That is true of farming in general. Few people in this country seem to know or care that dairy producers are surviving on income that in no way fairly compensates them for their tremendous labor. Does that make the sale of genetically superior, high priced heifers a "pyramid scheme"? Hardly. Apparently though, if alpaca breeders don't become instant millionaires, the industry must be a "classic pyramid scheme". This label as applied to the alpaca livestock business by Dr. Richard Sexton is patently absurd.

For example, the owners of Serenity Alpacas in New Jersey, who sold us our first two animals, in no way continue to accrue financial benefits from our farm's sales. On the contrary, they continue to support and assist us in various ways and without compensation a decade after the initial purchase. We work hard to extend the same service to our own customers. Any of our buyers has the opportunity to surpass us in sales and overall financial success. A former customer of ours recently sold seven alpacas. I will not see a dime of that tidy sum, nor should I. How does this fit the format of a pyramid scheme? Is that unflattering label applied to folks who sell sheep, goats, cattle, and chickens? Why to alpacas? Alpaca farmers with realistic expectations fully realize that prices will fall as alpacas become more numerous. That hardly describes a pyramid scheme.

Dr. Sexton apparently worries that profits will not be there for all the people who invest in the alpaca business. A few days ago, a sentence about profits earned by corn producers caught my attention.

The *Alternative Energy* supplemental section of *Lancaster Farming* (April 7, 2007) tells us that "for the first time in nearly 30 years, corn farmers are profitable. Markets, not government subsidies, are driving their profitability" (David Morris). So, let me get this straight. Corn farmers who have been subsidized by our government for thirty years are the salt of the earth. On the other hand, alpaca farmers, who have never been subsidized, are, according to Sexton, a professor of agricultural economics, basing their business on "lies".

The esteemed professor thinks that alpacas should sell for \$200 each. Where have you been, Professor Sexton? You're way behind the curve on alpaca prices. Some alpacas do sell for \$200. The structure of alpaca pricing parallels that of other livestock industries where superior breeding stock and breeding stock in general command higher prices than individuals of average quality and production animals. The latter, especially males with minor defects or inferior fleeces, are often sold cheaply or sometimes even added to a sales package at no extra cost to the buyer. Alpaca breeders, like other livestock producers, know that not all their breeding decisions result in super stars.

Finally, we have, lest we forget, another moronic comparison with the ostrich industry. Was the *Wall Street Journal* reporter and her editor in attendance when the difference between mammals and birds was explained to them by their science teachers? Would they tell a breeder of livestock guardian dogs that he may fail to sell any puppies because the parrot breeder down the road went bankrupt? Ostriches produce meat and eggs. Alpacas produce fiber which is widely used by fashion producers. Would you warn a sheep breeder to get out of business because the chicken farmer in the next town lost his customers? Jeanne, can you say "species"? If the alpaca industry fails down the road, it will not do so because of what happened in the ostrich industry.

I did not expect an article in the *Wall Street Journal* to discuss the intangible rewards of raising alpacas. Naturally, such a publication would not feature the children who learn responsibility while caring for their animals. Nor would it describe the satisfaction felt after a day spent in fresh air surrounded by beautiful creatures. It would not mention the happiness over the birth of a baby, and the sense of contentment and peace we experience as we watch our alpacas play and prunk as dusk descends on the farm. Menopause? Sorry, I was too busy to realize I was in it. Empty nest syndrome? Don't think so! The nest is buzzing with activity. The nestling that flew out has to make appointments to see me. No, I did not expect an outsider to appreciate value that cannot be counted in dollars and cents.

What I can demand from a professional publication such as the *Wall Street Journal* and its editor is unbiased reporting, certainly not the distorted and outright mean spirited view expressed by its reporter.

If you are interested in raising alpacas, I extend an invitation. Visit my small family farm or one of many others owned by small farmers all over the North American continent. You will not be introduced to a male worth \$750,000. (I tell my studs each day that they're each worth at least a million dollars. They believe me and perform their duties with great enthusiasm). Instead, you will meet a new wave of livestock producers who passionately love their work. Contrary to the breeder quoted in the *Wall Street Journal*, we believe that the end product from our animals is worthy of our time and efforts.

Small breeders are the true representatives of alpaca farming. You will discover that many breeders cannot live solely on their alpaca income. That fact also puts alpaca farms in sync with the many other small family farms in this country. Except for huge corporate factory farms, few farmers can support their families exclusively from farm profits. Many, if not most, have at least one spouse employed on the "outside" or derive income from other farm related activities. None of my small producer friends claim that raising alpacas is a path to financial wealth. My husband and I do not expect to get rich from our efforts. We do, however, enjoy what not many people in this world are able to experience: although we continuously strive to improve our herd, we are content with what we have. ***Ingrid Wood can be reached at 609-261-0696 or [stormwindalpacas@comcast.net](mailto:stormwindalpacas@comcast.net) or [www.StormwindAlpacas.com](http://www.StormwindAlpacas.com) for directions. Call ahead if you wish to visit.***

# July 15, 2007 – MAPACA Meeting

The next MAPACA meeting, hosted by HaSu Ranch Alpacas, will be held in Upstate New York at Brewery Ommegang. Nestled in the rolling hills of Cooperstown, Brewery Ommegang is the only Brewery in America dedicated to producing all bottle-conditioned Belgian style ales. Cooperstown, thought of more often as the home to America's favorite pastime, was once the center of a bustling hop economy. In October of 1997, not far from the birthplace of baseball, ground was broken for what was to become America's most unique microbrewery. Based on traditional Belgian farmhouse architecture and set on a former hop farm in upstate New York, Brewery Ommegang was born with the philosophy that truly unique ales must be built from the ground up. Now brewing five award-winning Belgian-style ales and offering daily tours and tastings, Brewery Ommegang is the place where brewing is an art and partaking is a passion.

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

Along with the sweet scent of brewing hops, MAPACA members will be treated to a seminar on Internet Marketing presented by BreedWorks. The Internet has become the most popular and most vital marketing tool for small (and large) businesses today. No other marketing channel offers the depth and breadth of service, potential, and effectiveness. Off-line marketing like print ads and direct mail do still serve a purpose, but if you do not have a coordinated internet marketing strategy, you cannot effectively reach or serve your customers. This class will survey the many available internet marketing options and will help you put these services to work for your alpaca farm – immediately!



## Welcome Our New MAPACA Members!

**Janet Miller, Lake Ariel, PA**

**Arthur & Gwen Warnke, Arwen Alpacas at Warnke Farms, Irvine, KY**

**Stephen & Sheila Leskovec, Home-spun Criations, Shrewsbury, PA**

## Calendar of Events

**June 2, 2007—”Freshly Shorn” Farm Day & Seminars—10AM-4PM, Fenwick Manor Farm, New Lisbon, NJ.** Seminars– Kathleen Schappel-Lackey, DVM, Certified Veterinary Acupuncturist will demonstrate the benefits of acupuncture for alpacas. Katharine Thompson, BSN, MBA-”Managing Emergencies *Before* They Happen” as offered at AOBA National Conference). \$50 per person, \$75 per couple. Advanced reservations required. **Contact Katharine Thompson FMFalpacas@Fenwick.net .**

**June 3, 2007—Alpaca Heritage Fiber Fiesta and Bake Naked Halter Show.** -(for shorn alpacas only), Columbus, NJ. **Go to [www.AlpacaHeritage.com](http://www.AlpacaHeritage.com), or call 609-261-0696.**

**June 9, 2007—Alpaca Herd Management Seminar,** sponsored by Jersey Breeders (Tabernacle, NJ) and Stormwind Alpacas (Columbus, NJ). **Download signup form at [www.StormwindAlpacas.com](http://www.StormwindAlpacas.com), 609-261-0696.**

**June 9, 2007—Seminar—”Essential Computer Marketing Secrets for Alpaca Farms.”** Mount Airy Alpaca Co. in MD. Graphic ads and web site production for beginners. More information at [www.MountAiryAlpacas.com/events.html](http://www.MountAiryAlpacas.com/events.html) or call 301-607-9129.

**August 3 & 4, 2007– National Elite Alpaca Auction—**Hosted by Cas-Cad-Nac Farm LLC, Sunset Hills Farm Alpacas, Virginia Alpaca Farm & Breeding Co. The first National Elite Alpaca Auction will be the alpaca enthusiast event of the year! You are invited to come experience an unforgettable weekend at the Virginia Alpaca Farm in Leesburg, VA. The hosts will be joined by 17 other top breeders from across the country in offering some of the very best alpacas their breeding programs have ever produced! **Contact Ian Lutz 802-263-5740 or Laurye Feller 724-586-2412 [www.elitealpacauction.com](http://www.elitealpacauction.com).**

**August 4 & 5, 2007 -AFCNA Continental Fleece Show** being held in beautiful Niagara Falls, New York. See page 8 of this Newsletter for details.

## C lassified Ads:

Any member may post an ad for alpaca and/or alpaca farm related equipment and items. The ad may include a short description and contact information. This will be a free service to current MAPACA members ONLY. Please send your ads to Alice Brown, [fpalpacas@aol.com](mailto:fpalpacas@aol.com) or call 856-697-8127.

- 1. Alpaca Equipment:** Destron microchips, Premier shearing machines, combs & cutters, scales by Salter-Brecknell & Arlyn, chutes, hay saver feeders, bar & mesh panels, gates, travel pens, & shearing tables by MSA; alpaca restraints by Pro-Tie; & tooth trimmers by Tooth-A-Matic. See our insert in this month's Newsletter. **Visit us online at [www.lightlivestockequipment.com](http://www.lightlivestockequipment.com) or call Jay Ward of AuSable Valley Alpacas at 866-999-2821.**
- 2. Transportation Services** from Origins Alpaca Ranch: Private Transport, Emergency 24/7 Transport and "The Show String" - Will transport your alpacas to shows and show them on your behalf. **If interested contact Mike Kober at 908-239-8676 or [mike@originalpacaranch.com](mailto:mike@originalpacaranch.com).**
- 3. Non-Breeder Boarding**—Fenwick Manor Farm is now offering a discounted boarding option for non-breeder alpacas. In our lush 5 acre pasture, alpacas have plenty of grass and room to roam. One nominal fee covers a year of boarding, basic shots and shearing. Save your pasture space for your ladies! Let us care for your fiber Animals. **Contact Katharine Thompson, Fenwick Manor Farm in New Lisbon, NJ—[FMFAlpacas@Fenwick.net](mailto:FMFAlpacas@Fenwick.net).**
- 4. Custom Fleece Processing**—Rovings (loose or center pull bump), batts, various weights of yarn or felt sheets available. The Fiber Factory, 1086 Industrial Park Road, Hornell, NY 14843. **Call Wendy at 607-382-7811 or contact us at [east-valley-alpacas@eznet.net](mailto:east-valley-alpacas@eznet.net) or [www.east-valley-alpacas.com](http://www.east-valley-alpacas.com).**
- 5. Transportation and Showing Services** provided by Warford Creek Alpacas, LLC. No trailer or time to show your alpacas? Let us Transport and Professionally show your alpaca (s) for you. We will be attending all the Spring and Fall shows for 2007, so book early. **Contact Deborah Hoff at 908-996-2128 or 980-894-8044.**
- 6. Advertise** your alpacas for sale, herdsires or alpaca equipment or services on our highly ranked website. **Go to [www.MountAiryAlpacas.com/ads.html](http://www.MountAiryAlpacas.com/ads.html) for more information.**
- 7. Alpaca Care DVD**—shots teeth & toenail trimming, birth, breeding, comprehensive segment on shearing and shearing equipment and more. **Contact Kate Perez 301-607-9129 or [www.mountairyalpacas.com/](http://www.mountairyalpacas.com/).**

## C lassified Ads:

Any member may post an ad for alpaca and/or alpaca farm related equipment and items. The ad may include a short description and contact information. This will be a free service to current MAPACA members ONLY. Please send your ads to Alice Brown, [fpalpacas@aol.com](mailto:fpalpacas@aol.com) or call 856-697-8127.

- 8. 'Tis the season for alpacas to become naked.** If you do your own shearing and would like to save your back and make the job significantly easier, we have a shearing table for sale. Our table is the Totara Grove Shearing Table that was developed in New Zealand. We have used this table for 5 seasons and it is in excellent condition; comes with a shearing guide and a video. It's a steal at \$1,600. If you would like to become the new owner, we could deliver it to you at the Jubilee, or other arrangements can be made for delivery. **Call Bob or Lee of Almost Heaven Alpacas at 304-496-1073.**
- 9. Shearing Table**—Excellent condition, used 1 season for 12 animals. Asking \$850.00. **Call 302-381-6062.**
- 10. Boarding or Long Term Leasing of Farm Land for Your Alpacas**—The Farm at Rainbow's End, located in Lafayette, New Jersey, in Sussex County offers Boarding or the opportunity of Leasing Land for your Alpaca Farm. With 60 Acres of pasture and Woodlands available, there are unlimited possibilities for structuring your own design or simply to integrate your herd with ours. We also have 75 acres dedicated to growing Premium Orchard Grass Hay. Our Complete Package is Full Care including Veterinary Services on the Farm. Facilities include a Maternity Barn. Dr. Lori Walker DVM co-owns and lives on the farm. Call or visit us and make the Farm at Rainbow's end your alpacas home. **Contact Larry Scheer at 973-903-8624 or email [larryscheer@earthlink.net](mailto:larryscheer@earthlink.net).**
- 11. Second Cutting Orchard Grass Hay.** Pre-Buy your orchard grass from The Farm at Rainbow's end. Buy at \$4.00 per bale and we will hold it for you. Never run out. **Contact Larry at 973-903-8624 or email [larryscheer@earthlink.net](mailto:larryscheer@earthlink.net).**
- 12. Alice Y. Brown—Freelance Writing Services**—If you need something written and don't have the time to do it, **call Alice at 856-697-8127 or 856-305-7059.** Also, secretarial services available.



# AFCNA Show

**MARK YOUR CALENDARS** for the upcoming 2007 AFCNA Continental Fleece Show being held August 4th and 5th, 2007 in beautiful Niagara Falls, New York.

You won't want to miss this exciting fleece show. Along with the opportunity to win the Spirit Award, you will have the chance to attend a seminar hosted by Dr. Helmut Hergeth of the North Carolina Textile College. The new ideas and opportunities for our fleece market that he is willing to share with us will leave you excited and more interested than ever in alpaca fleece. **AND** we are accepting mail-ins. Please join us for this informative and action packed fleece show. A great fleece show and a weekend in beautiful Niagara Falls. What a two-pak! The site for this show is [www.alpacawebsite.com](http://www.alpacawebsite.com). I look forward to receiving your entry forms.

**Al Beatty**  
[bellaseraalpacas@msn.com](mailto:bellaseraalpacas@msn.com)

## Calling our volunteers!

Once again I am calling upon my faithful volunteers of the past, and any new people interested in volunteering, for the AFCNA Fleece Show. This show is being held in Niagara Falls, New York on August 4-5, 2007. Please join Al and me for another exciting fleece show. Let's enjoy Niagara Falls and the show together. Please contact me either by telephone 410 635-3862 or by e-mail at [bellaseraalpacas.com](mailto:bellaseraalpacas.com).  
Thanks! **Catherine**

Please send your comments, articles, or submissions to  
Alice Brown at:  
[Fpalpacas@aol.com](mailto:Fpalpacas@aol.com).

## Advertise in the MAPACA Newsletter!

*No ads will be accepted that include the PRICE of animals for sale. Stud Service prices are acceptable.*

We will insert one-page ads for members in MAPACA Newsletters. Ads cost **\$40.00** for one 8 ½" by 11" ad, on 24 pound paper or less, if you supply ALL the copies (they can be in color and two sided if you like). If your ad is on heavier paper than 24 pound, the cost will be **\$60.00**. If you would like us to copy your ad, supply us one copy and we will have it copied in black & white, one sided, for **\$70.00** total.

**Any AOBFA affiliate may advertise their event for \$200.** Any business that sells products or services relating to alpacas or farming in general that would benefit alpaca farmers may place an insert AD in the MAPACA Newsletter at a cost of **\$200.00**.

Please send copies of your ad, along with payment, to Alice Brown, 458 Main Road, Vineland, NJ 08360 by the 20th of the month you want your ad inserted. Make check payable to **MAPACA** and include check with inserts. When you send inserts, do not require that I have to sign for them! **Any questions email Alice Brown: [fpalpacas@aol.com](mailto:fpalpacas@aol.com) or call: 856-697-8127.**

## Camelid Veterinarian Continuing Education Grant Program

### PLEASE NOTIFY YOUR VET!

The MAPACA Board of Directors has established a program to support continuing education for camelid veterinarians serving alpaca owners in the MAPACA region. Grants will be available up to **\$1000** to attend camelid educational programs. Includes travel expenses, meals, rooming as well as the conference. Grants are limited to one per year for each veterinarian. In the case of veterinary practices, only one grant per practice per program. Contact Alice Brown, with any questions.

**Funds will be available retroactively** for programs attended in 2006. The Camelid Veterinarian Continuing Education Grant Application is available at: [www.mapaca.org](http://www.mapaca.org). **Print out the application on line from the MAPACA website ([www.mapaca.org](http://www.mapaca.org)) and give it to your veterinarian to fill out and send**

**to:**  
**Alice Brown**