

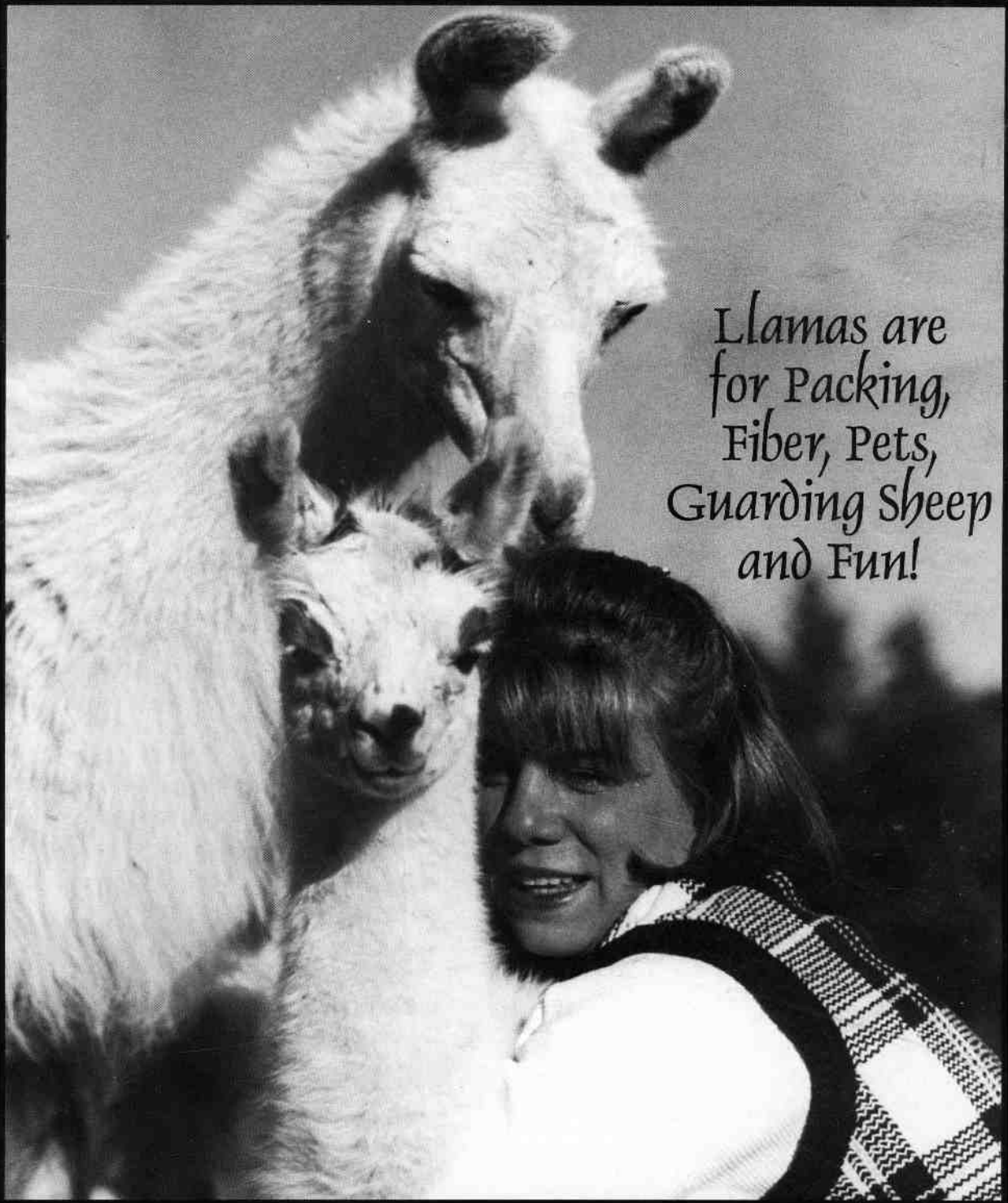
1995

RMLA



March

**Rocky Mountain Llama and Alpaca Association**



*Llamas are  
for Packing,  
Fiber, Pets,  
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and Fun!*

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See the middle of the Newsletter for membership information.

# We Llamas

Llamas have become a very important part of our lives. We would like to share this experience with you. On our ranch you will find a cross-section of what is available in the llama world. You will see quality domestic bloodlines: Peruvian, Chilean and English with their all important gene diversity.

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# The Start of the Llama Industry

by Kay Patterson • Hinterland • Sisters, Oregon

In 1973, Richard and I caravanned 30 llamas and 44 Polish Arabian horses across the country in a six-horse trailer and four commercial 12-horse vans from Richfield, Ohio, to establish a new ranch at the base of the Cascade Mountains in Sisters, Oregon. Little did we know at the time that 1973 would also mark the beginning of the evolution of the llama phenomenon. During these past twenty-one years, we have watched with amazement and awe an entire industry come into being from a spontaneous creative idea shared by two enthusiastic young people.

This adventure began in 1958 when teenager Richard Patterson acquired several guanacos from a zoo in Virginia as an added attraction for the Arabian horse breeding program he started at Walnut Valley Farms in Ohio in 1954.

We were married in 1965, a journey that lasted 25 years. The first time Richard showed me around his farm, I was baptized (green all over a silk blouse and French twist hairdo) into the wonderful world of camelids by Madam Nhu, adult female member of his small guanaco herd. Richard was most embarrassed.

After dealing with guanacos, I asked if we could have llamas instead since they came in all colors, and had, I thought, better dispositions. Eventually the guanaco herd was sold and we made a trip to Roland Lindemann's Catskill Game Farm in upperstate New York, intending to buy two pair of llamas as a starter herd.

There were over 300 llamas of all colors. It was the closest thing to being in a candy store in Disneyland that one could imagine. Mr. Lindemann told us we could have our choice of all the weanlings. Lindemann, whose experience with llamas dated back to the 1930's, told us that the llama had always been his favorite animal for several reasons: first, he loved them; second, they made the most money for him in his petting zoo; third, they sold through good and bad times - even during the Depression.

We had great difficulty agreeing upon two females, let alone two males to go with them (exotic animals were always sold in pairs). We ended up selecting nine pairs to take home because there were too many beautiful ones to choose from. I think I became a "Llamaholic" long before I ever realized it!

The popular myth of the llama industry assumes that the William Randolph Hearst herd was the start of North American llama breeding, but this is not true. Lindemann and Hearst developed their herds independently for several decades, both starting in the early 1930's. Upon Hearst's death in 1956,

Lindemann purchased the llamas and other hoofed stock at San Simeon in California.

The Catskill llamas were not named or ear-tagged, nor were records kept of birth dates or parents. Lindemann's breeding theory was to save the best males each year and select from those when they grew up, one or two for use for breeding. He would put a male with a group of females for about a month and then replace him with another male. Thus, genealogies were largely unknown. (This system of rotating males is commonly used in South America even today.) We started our own stud books with the Catskill purchase, naming all animals, writing down the year of birth, sex and description of each.

Most of the llamas in North America at this time resided in zoos and on game farms. They were classified as exotics, few finding their way into private hands. With rare exceptions, all of our early purchases came from private and public zoos. The first male used in the Patterson program was Orly, who we obtained from Orla Durm's game farm in Ohio since he was unrelated to the Catskill llamas.

Soon after moving to Oregon, Richard announced, "We're going to have 100 llamas!" I thought we'd better find out if we would be able to sell them. We ran an ad in the Bend newspaper and within 3 days had sold the three pair available for \$1,250 a pair - the same price we paid at Catskill. Realizing that we could sell llamas, we looked at two herds in southern California. The first ranch we visited was Jerry Berman's. He had close to 100 animals of all types. On that day in 1974 we bought 87 llamas.

Our second stop was Harold Via's. We purchased his entire herd of nine females and one male, which we named Poncho Via. Poncho Via became the first major sire of the Patterson program, with 202 registered offspring to his credit.

Via and Berman were great competitors. Often when Via would sell animals, Berman would track them down and buy them. It is probable that there were more Via animals in Berman's herd than we purchased from Via. The origins of these animals we believe to be independent of the Catskill animals. The Via llamas were phenotypically different from the Catskill llamas. In essence, we have no idea of their true origins.

Via animals were longer in the body, sometimes had prominent withers (higher than their backs) more old-fashioned camel-shaped heads and more stretch than the Catskill llamas. The Catskill herd had its own look. The bodies were generally more compact and shorter-backed, and the faces prettier.



## *The Start of the Llama Industry (con't)*

The best of the early animals we purchased had good fiber coverage of neck and back - no pantaloons - and little facial or ear wool. We used the same principles we used in our Arabian horse breeding program. Since no past genotype information was available, we bred for phenotype. Poncho Via was an outcross to the Catskill stock so he was bred to many of them over the years. He would become the first known foundation sire of the breed. Our goal in breeding was a large, elegant animal with a strong back, good wool coverage and bone, and pleasing ears.

In 1975, three special males were born on the ranch. The most famous was Dr. Doolittle, born June 8, 1975, who died February 14, 1983. Dr. Doolittle came in utero from Catskill and we never knew who the sire was. Fluffy, his dam was very large, excellent boned, heavy woolled (no facial or ear wool), a heavy milker and all white. Doolittle looked white but actually was a very dilute appaloosa. He put wool on all of his 311 offspring.

Chief Sitting Bull was born May 27, 1975, and also came in utero from Catskill. His sire is also unknown. His dam was Senta Berger. He has 301 registered offspring, all bred by the Pattersons, and is alive, fertile and well at Hinterland. His last offspring was born in 1992.

Zorro PL was born on October 25, 1975. His sire was Poncho Via and his dam was Auntie Mame, who was one of the nine females we had purchased from Harold Via. Compared to Doolittle and Sitting Bull, he had medium heavy wool and fine fiber. He died November 25, 1991 after siring 178 registered offspring - all bred by Pattersons Llamas.

Doolittle, Chief Sitting Bull, and Zorro became the cornerstones of our breeding program. Offspring from crossing these males on each other's offspring began producing llamas with more facial and ear wool and extension of fiber further down the legs.

Between 1973 and 1976, the size of our herd increased from 30 to 500 llamas. We wanted to continue introducing new llamas from different parts of the country even if they originally came from the same stock. After animals are bred in one area for even 10-15 years, the passage of a number of generations tends to take you several steps away from any source gene pool.

All the animal dealers and most of the zoo directors knew us by name. Word spread that we would buy anything, but that was not true. We knew what a guanaco looked like and there were not yet huarizos or breeding alpacas in the U.S. to complicate the picture.

By the end of 1977, we were producing an average of 200 babies a year. You seldom get that "something special" when you continue breeding the same type to the same type. Every now and then, we found it necessary to really mix things up.

In 1988, we added The Flashman, who we re-named The Canadian because he was bred in Canada. He was a different phenotype - tall with a long, long neck, extremely long, heavy legs, and perfect ears.

Acquisitions of North American breeding stock were made over the years from many individuals and zoos. The multiple purchases from Catskill over a 12-year period cannot be overemphasized. Had it not been for their generosity, the Patterson Llamas program would have been delayed by years.

From the beginning, because we loved llamas and wanted this to be a fun thing, we used this approach in our advertising and related sales practices. Starting in 1974, we ran an ad in *Sunset Magazine* every month for 10 years. The ad simply said, "Llamas are Fun." Prices started at \$500 for males.

The basics for a good market were:

1. Sell animals in pairs only (male/female or male/male). This deals with the surplus male problem common in all livestock.
2. We had "one price per pair" although we always recognized there were differences in quality. Our prices started at \$1,250 per pair. Soon we had to start a waiting list. Anytime the backlog reached six months or more, we increased the price per pair by a small amount. By 1984 the adult pairs sold for \$6,500 and babies for \$4,500.
3. Sell llamas for cash only - no time payments. That keeps the market honest.
4. Sell to private parties only.

In 1975, Andy Tillman came to our ranch and bought llamas. He offered us \$20,000 for Inca Gold, a wonderful Dr. Doolittle son. Several months later Richard paid \$35,000 to Catskill for a yearling black and white male named Jackpot.

Jackpot has been worth his weight in gold; he is still one of my chief sires, and 100% North American. The Tillman and Patterson high-dollar purchases were coupled with two other significant events.

1984, more than any year to date, was instrumental in shaping the future of a budding industry. We knew that the development of a two-tiered price structure market was only a matter of time. Actually, it was remarkable that one-tier prices had held for 12 years. Demand continued to outlast supply. It was totally a seller's market. Llamas in the Patterson's stud books numbered over 2,500. Two national as-



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About

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"The llamas like Stillwater Minerals better than all the others I've tried. I'm ordering more!"

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**Paul Gross, Kentucky**

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**Machelle Rogers, Washington**

"Since using Stillwater Minerals, we have had more consistency in herd health. Our llama crias have been straighter and healthier. We feel that it is the ideal solution for providing llamas with necessary nutrients without the hassle of trying to grain each llama in a larger herd situation. All of our llamas enjoy it."

**Bruce Martin, Washington**

"Tennessee summers can be hot and humid. I keep Llama Mineral 102 out continuously and the llamas love it! I recommend Stillwater Minerals to all of our customers."

**Marilyn Sweney, Tennessee**

"Stillwater Minerals have been proven successful for my llamas and alpacas. They have improved overall herd health."

**Steven Knoblock, Kansas**

"We feed the minerals free choice. They love them and are looking and acting better each passing month. We have the containers in the feeding area and are constantly pleased with all the lip smacking going on. Because we are in a selenium deficient area, the use of Stillwater Minerals has reduced the premature births here by 75%. Original blood tests showed that some of the animals were low in selenium and after using Stillwater Minerals for three months, retest showed the level on the uprise. We also noticed a lower parasite count, healthier wool and a happier herd. We here at Anderson Farm are very pleased with your wonderful creation!"

**Martha Anderson, Washington**

"We have recommended and shared your minerals with others. These people were amazed at how the llamas go after them. They have also commented to us that they noticed an improvement in the llamas' ability to withstand hot and humid summers with little or no stress. Your product has made us realize that these additional vitamins and minerals are important to our llamas' overall health."

**Charles Turner, Kentucky**

"The Rileys are great people and I support their products."

**Elizabeth Simpson, Colorado**

"Stillwater Minerals are essential for llamas since there is no llama feed available with all minerals and vitamins provided in proper amounts."

**Karen Pihera, Georgia**

"We highly recommend Stillwater Minerals. When we sell a llama, we always include a supply of Llama Mineral 101 along with your name and address. We have always used Stillwater Minerals and have experienced minimal health problems to date. When we lost power for three days our local llama neighbors brought over water in Stillwater buckets. Thanks!"

**Shirley Estrada, Virginia**

"I recommend Stillwater Minerals to each new buyer."

**Mary Ann Beaufort, SC**

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"Stillwater Minerals were recommended by our vet. They are easy to use and inexpensive. The llamas love it!"

**Betsy Webster, North Carolina**

"I've been using Stillwater Minerals for 7 years. They are an absolute must for proper nutrition!"

**Meg Haenn, Texas**

"I tell other alpaca owners that they must use Stillwater Minerals."

**Jeanie Flavin, Colorado**

"We live in Georgia and had a very hot and humid summer last year. Our llamas used Stress Formula 102 and did very well compared to some other breeders in the area."

**Thelma Fulleton, Georgia**

"I had a female with Zinc deficiency. Llama Mineral 101 brought her around. No more scaley skin and no more vet visits since I started using 101."

**Mark Fisher, Colorado**

"We give Stillwater Mineral brochures to all purchasers of our llamas and recommend it highly for overall good health. Our llamas really like Llama Mineral 102. We have had few health problems to date and plan to continue using Stillwater Minerals as long as we have llamas."

**Bob Griesel, Washington**

"Our llamas have grown up on Stillwater Minerals. Our animals are healthy, strong, happy and energetic!"

**Dr. Richard Madden, New York**

"Stillwater Minerals are very palatable and easy to use whether by free choice or individual feeding."

**Kellie Zirkle, Oregon**

"I feel that Llama Mineral 102 covers any deficiency we might have in grass hay. I feel very comfortable giving it to them."

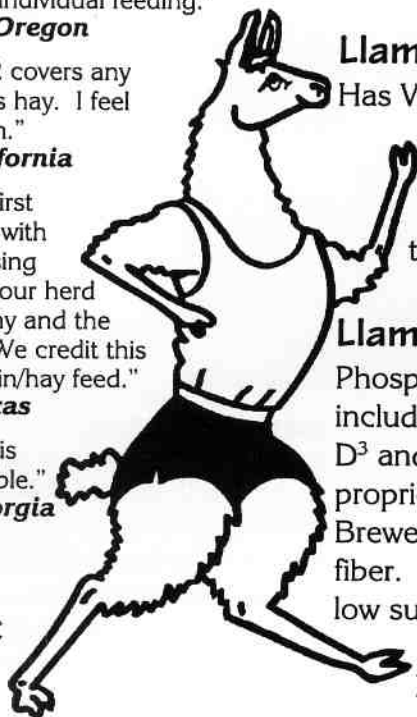
**Eileen Ausland, California**

"I could write a book on our first three years in the llama business with only ten births. We have been using Stillwater Minerals for a year and our herd has gone from marginal to healthy and the crias are coming as scheduled. We credit this to Stillwater Minerals and our grain/hay feed."

**Emily Klauss, Texas**

"I feel that Stillwater Minerals is the best llama supplement available."

**Myra Freeman, Georgia**



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**Llama-Min 102 Stress Formula:** Higher levels of Vitamin A, D<sup>3</sup> & E and the highest level of Selenium *plus* Electrolytes to help llamas cope with high-stress situations such as packing, showing and trailering. Ideal for llamas or alpacas in hot or humid climates.

**Llama-Min 103 Super Wool Formula:** Has Vitamin B<sup>12</sup>, Copper and DL- Methionine to aid in the production of fiber. Also has balanced A, D<sup>3</sup> and higher levels of E. Recommended for alpacas and llamas for higher wool production or in areas deficient in copper.

**Llama-Min 104 Winter Formula:** Calcium and Phosphorous balanced for feeding programs that include alfalfa. With the highest levels of Vitamins A, D<sup>3</sup> and E plus Selenium and Zinpro 100. Includes a proprietary formula called B-Plex Five, similar to Brewer's Yeast, to aid digestion and ensure healthier fiber. Use this formula when you're feeding alfalfa. In low sunlight situations such as winter, llamas have been known to develop rickets due to Vitamin D<sup>3</sup> deficiency. 104 has the highest levels of D<sup>3</sup>.

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*A portion of each sale still goes to support llama nutritional research.*

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# Sales or Marketing?

by Hank Kauffman • Timberwind Llamas • Johnstown, Ohio

Is it sales or is it marketing? Many sales people call themselves marketing reps but marketing people never call themselves sales reps. Is marketing a good word and sales a bad word? Where does one stop and the other begin? Are they in fact the same thing? Perhaps the most misunderstood aspect of sales, including llama and alpaca sales, is the difference between sales and marketing.

Marketing is not selling and sales is not marketing. They are related, but marketing is the act of creating a perception or image in the mind of the buyer, and sales is the art of actually selling a product, i.e., closing a sale. To be successful a business must have both marketing and sales. In this article we will be discussing llamas but these principles also apply directly to alpacas.

## Marketing

Let's first talk about marketing and keep it specific to marketing llamas. The first step of marketing is the development of a business plan. In fact, a part of the business plan needs to be a comprehensive marketing plan. Without a specific marketing plan on where and how to sell one's llamas, they usually don't get sold.

Marketing begins with the selection of a name for our farm or ranch. The selection of a name that gets instant recognition is important because it is easily remembered. A good example is Mak and Carol Kronn's "Rancho Amorio." As soon as one realizes it means Ranch of Love, it guarantees instant recognition. The same principles apply to the development of a logo.

The market area in which we plan to sell our llamas needs to be defined. Although a few breeders sell llamas on a national scale, the effective market for most is within a 200 mile radius or within their respective state. The larger the llama community becomes, the smaller each breeder's effective marketing area will become.

The type of llama being raised influences the marketing plan. I would not suggest raising pack llamas in the flatlands of Kansas. In other words, a marketing plan for pet quality males will differ from the plan for show quality breeding females. The price

range of the llamas you are raising also affects your market and needs to be a part of the marketing plan. The buyers for light wool llamas are usually not the same people who buy the woollys.

Now that the business plan and thus, the marketing plan is in place, the daily adventure of marketing can begin. Marketing is not something that is done once a year. Instead, every opportunity should be used as a marketing effort. Marketing is not selling llamas but creating the opportunity to sell llamas. Marketing is getting buyers interested in llamas or more specifically, getting buyers, to your farm or ranch so you can sell your animals. Listed below are some marketing activities that are working for other llama breeders.



1. Participate in llama shows. Shows are an inexpensive way to achieve exposure for your ranch or farm and for your llamas. Shows not only showcase your animals to other breeders that may be looking for stud services or want to expand their herd, but, more importantly, expose llamas to new buyers. The parts of the country that have the most shows are also experiencing the most farm sales.
2. Arrange to have the public visit your farm or ranch. Schools have field trips, retirement centers have day trips, clubs look for outside activities. Include your place in a tour of homes. Always promote having visitors to your llama operation.
3. Visit places with your llamas. Visit schools, hospitals, nursing homes and camps. Go to parades and grand openings. Contact the activities director at any of these facilities and they will be glad to arrange a llama visit.
4. Develop your own farm brochure. Development of a classy farm or ranch brochure helps portray a positive image. Include basic llama facts on the back cover for new llama people. Although developing farm literature can be expensive, it usually contributes directly to increased farm sales.

## **Sales or Marketing? (cont)**

5. Always display your farm name. Design farm or ranch banners and signs. Display them at all llama functions and events. The displays should have logo, farm name, your own names, the city and the telephone number. Have this same information put on your truck and trailer. Have a sign installed at your farm and at the closest large highway.
6. Start a 4-H club. One of the most rewarding marketing efforts is the formation of a llama 4-H club. As you visit the various facilities and functions mentioned above, always make it a 4-H function. A 4-H llama function or exhibit is more warmly received than a llama exhibit by itself. There are many existing 4-H clubs that are glad to share information on how to get started.
7. Maintain a clean and neat farm or ranch. As simple as this sounds, this is a part of marketing. Marketing is, in part, projecting an image. A clean and neat operation projects a positive image.
8. Become involved in the llama community. Your operation also needs to be marketed to the rest of the llama community. There are many ways to achieve the desired exposure. Become a board member or a committee member in your regional llama club. Host a club meeting at your farm or ranch. Host an ALSA Educational Clinic. In other words, become actively involved and give other breeders a reason to get to know you and visit your farm or ranch.
9. Last but not least - advertise. If you consider your market to be of national scope, run ads in the national publications. The most cost effective magazine advertising is to run a small ad each issue with a larger ad once or twice a year. Place an ad in each issue of your local or regional llama newsletter. This is a very inexpensive method of advertising your herd sires to the local llama community. Running small, boxed classified ads in other regional livestock publications can also be productive. They are inexpensive and promote llama interest.

There are, of course, many other methods of effective marketing, but the point being made is that marketing llamas is the exercise of creating interest and a positive image, which in turn creates ranch traffic conducive to selling llamas.

### **Sales**

Now that our marketing efforts have created ranch traffic and there are people visiting, we can begin our sales presentation. A sales presentation is simply a pleasant, informative, controlled conversation. How many times have you been hit with an intense sales presentation that bombarded you with information in which you had no interest? Not only have we all been in this situation, but most of us may have been guilty of providing too much irrelevant information when attempting to sell something. Let me suggest a sales method that is less stressful, where everyone ends up a winner.

For lack of a better name, let's call this the "friendly" sales method. The concept is to ask a question, shut up and really listen, then provide a solution or answer to the question. By continuing to ask questions we not only control the direction of the sales conversation but also help the buyer make informed buying decisions. We begin the "friendly" sales method by asking questions to determine what the prospective buyer is looking for. Here are a few of the questions that might be asked.

1. Are you looking for a male or female llama? A simple question, but I once had someone talk about their male when I was looking for a female.
2. Are you looking for a pet quality llama or show quality breeding stock? There is no point in showing them a high-priced animal if they are looking for a pet.
3. What is more important, the disposition of your llama or winning a Grand Championship? Don't sell a llama you can't catch to a lady looking for a friendly pet or a pet quality male to an individual interested in winning shows.
4. What type of llama do you prefer, large or small, short, medium or heavy wool? Again, we continue to determine what type of animal the buyer really wants. You may need to explain the pros and cons of each to a new buyer. It is important to be objective and honest.
5. What price range did you have in mind to spend on your llama? This is a question that many people are uncomfortable in asking and your buyer may be hesitant to answer. However, if you don't ask the question you may show them a llama that is too expensive or too inexpensive for their budget and thus lose the sale.

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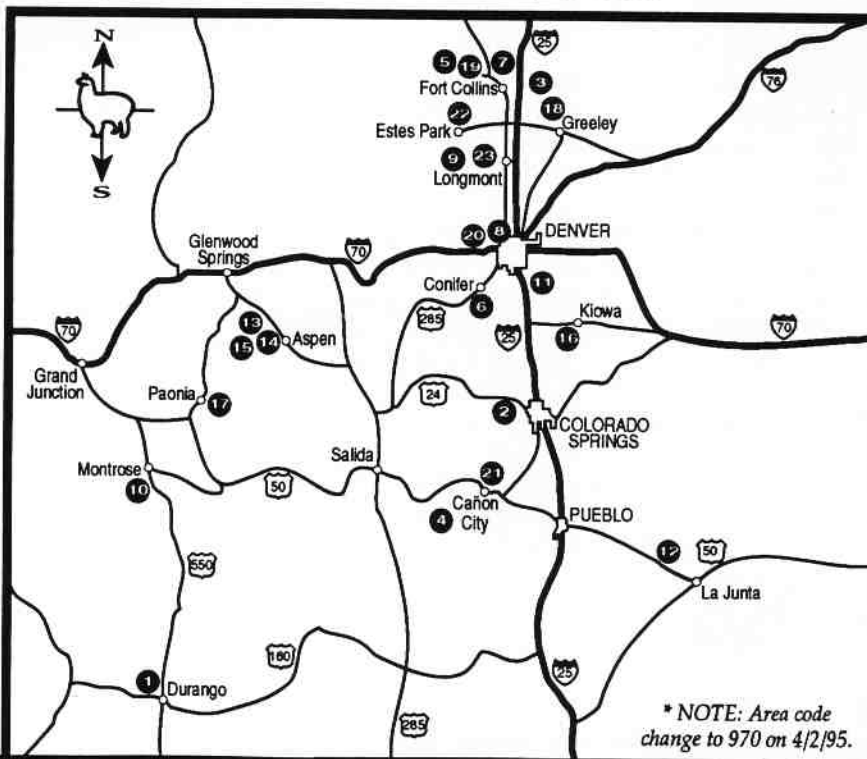
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# The Secret of Sir Titus Salt

*A History of a man and his town built upon llama and alpaca fiber in the 1800's*  
by Ron Baird • Plum Valley Llamas • Sedalia, Colorado

Elsewhere in this issue is an article by Peter Knowles-Brown. Peter has a marvelous question for producers of llama and alpaca fiber. "Would we in America be interested in having our fiber converted directly to fine cloth?" This *could be* a current fiber use and a good market for the fiber of our llamas and alpacas. It certainly was in the past.

Titus Salt is not a name known in North America. In fact, his name today is probably not very well known in his native Yorkshire England. But Titus Salt built a fortune, an entire industry, and a marvelous town in the middle 1800's upon the successful manufacturing of woven cloth from then exotic lama fiber.

England, and especially its textile industry, was in industrial turmoil during the 1800's as machinery took over more and more of the tasks that had been done by hand for generations. Spinning was the first to be mechanized; then the weaving of cloth; and finally wool combing (preparation of the raw fiber for spinning). Large factories swiftly replaced the cottage textile industry, employing men, women, and children in the making of vast quantities of cloth from sheep's wool and cotton. Much of this cloth was exported, to continental Europe, the Americas, and elsewhere. The turmoil arose from social and political changes created by the industrial revolution, as people left farms and cottages and began working in mills and living in towns.

Bradford, Yorkshire had been an important market center in the heart of England's wool producing area as early as 1311 when a fulling mill (a place where woolen fabric is shrunk and thickened) helped establish Bradford as a place for the manufacture of woolen goods. It was the site of a steam powered mill in 1798, and by the turn of the 19th century the population was about 12,000. Rapid expansion of the woolen trade, made possible by mechanization, caused unprecedented growth in the Bradford area, accompanied by social and political unrest. The social unrest was such that British Army troops were garrisoned in Bradford to keep the peace.

Bradford was the fastest growing industrial town in England by the 1850's, with over 120 factories running on steam powered equipment. Its population grew immensely as the influx of workers needed in the textile mills came from as far away as Ireland. Sanitation was bad, housing conditions notorious, and smoke pollution from the boiler fires dense. Life expectancy was 20 years, infant mortality rates were among the highest in England, and epidemics such as cholera, tuberculosis and smallpox were not unusual. The stage for change was set.

Titus Salt had been born into a farming family in Morley, Yorkshire in 1803. He arrived in Bradford in the early 1820's and, through his inventive genius, devised

special machinery to use a coarse Russian wool, known as *donskoi*, in the manufacturing of worsted cloth. (Worsted fabric is woven from closely twisted yarn, made of long staple wool or other fibers, in which the fibers are arranged to lie parallel to each other. *Damask* is a worsted cloth.)

By the fourth decade of the 1800's, Salt was one of Bradford's largest employers, with five textile mills in operation. His reputation was that of being one of the better employers to work for, as his business success enabled him by and large to avoid layoffs. There are numerous reports of his employees actually honoring him with plaques and busts, a virtually unheard-of situation in the dawning Industrial Age.

Around 1850, for some reason lost to history today, Salt decided to move his entire textile operation out of Bradford into a pristine valley some distance away. He commissioned the building of an enormous factory, six stories high and enclosing 11.5 acres of floor space. Raw materials arrived by barge or railroad, both of which were made adjacent to the factory; were processed; and moved out as finished goods by rail or barges. More than 3,000 people were employed, making as much as 270,000 square feet (6.2 acres) of cloth every working day.

Salt not only built a factory revolutionary in its design (well-lighted, safe machinery, logically laid out) for the times, he built a town, *Saltaire*. *Saltaire* came to include over 800 houses of varying sizes and stature over the next twenty years, which were rented at nominal rates to Salt's workers in accordance with their family's size and their job position at the factory. During the same time span, Salt built several churches, an almshouse (retirement home), a school, bath and wash houses, a hospital, recreational facilities, parks, and a central dining room for his workers. As a result of these improved and decidedly revolutionary living conditions, Salt did not suffer the strike turmoil or worker unrest that other manufacturers did.

All this building, social experimenting, and improving working conditions would have been impossible, given the cyclical ups and downs of the textile industry, if Salt had not had a secret. His business was extremely successful, *specializing in a spectacular kind of cloth*, not the common worsted cotton or sheep's wool cloth fabricated by the other mills.

*Titus Salt, following his earlier success with donskoi, had by 1836 solved the difficulties of working with alpaca wool!* In fact, our Encyclopedia Britannica says Salt... "created an enormous industry in the production of the staple goods for which that name was retained and became one of the richest manufacturers in Bradford."

## The Secret of Sir Titus Salt (con't)

Salt made his cloth from alpaca and mohair, combining those fibers with silk or cotton. Salt had discovered that lama fiber, in particular, had a spectacular appearance when made into cloth: soft, lustrous, and brilliant, ideal for dress fabrics. It was also ideal, due to its softness for making undergarments, particularly the billowing petticoats worn under dresses by women.

In conjunction with two other buyers, Salt monopolized the purchase of mohair and alpaca whenever supplies of these fibers arrived in England, paying whatever was required and thereby excluding other manufacturers from access to the raw materials. With his specialized and unique combing, spinning, and weaving equipment, Salt had virtual control over the entire market for the fabrics his plant produced.

The price of alpaca fiber and mohair was expensive (perhaps in no small part due to Salt's monopolization of the import trade), so the cloth made from them was expensive. Salt had discovered a basic economic truth: coveted, expensive goods sell even in the worst of economic times because there are consumers who can afford them, want them, and buy them. (Luxury car or animal sales don't suffer in a recession, but sales

of inexpensive cars and animals do.) Unlike the sheep's wool or cotton cloth manufacturers of his day who experienced cyclical ups and downs when the economy changed, Salt had a steady consumer demand for his lama cloth blends. That steady demand was what made Salt wealthy and provided the foundation for building his social experiment of Saltaire.

The Crown recognized Salt's achievements by knighting him Sir Titus Salt in 1869. Salt died in 1876 and one of his sons ran the business until his own death a dozen or so years later. The mill ceased making alpaca and mohair cloth in the 1890's, after closure of the U.S. market to British textiles through the imposition of high tariffs to protect the emerging U.S. textile industry. After that time, the factory made other kinds of fabrics. The original mill ceased textile production in the mid-1980's, a victim of cheaper textiles produced by emerging nations. Saltaire still stands and is lived in today, a monument to Titus Salt's social perspective, made possible by the lama.

If you would like to learn more about Titus Salt and Saltaire, an excellent booklet, written by John Styles, is available from Salts Estates Ltd., Victoria Road, Saltaire, Shipley, West Yorkshire, BD18 3LB, England.

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- First Place, Llama Fiber Class, 1995, NWSS (20 entries)
- Sixth Place, Public Relations Obstacle Course, 1995 NWSS (24 entries)

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# Alpacas . . . the Huggable Investment

by Anthony Stachowski & Mary Reed  
Stachowski Alpacas • Mantua, Ohio

Alpacas are still fairly new and uncommon in North America. They are gentle, friendly and in increasing demand for their luxurious fiber. Garments made from alpaca fiber are known throughout the world for being soft, warm and durable, light-weight and lustrous. With their loveable dispositions and easily-managed size, alpacas also make wonderful companion animals. They are easily trained and are gentle enough to be handled by children.

The alpaca is a domesticated member of the camelid family and a cousin of the llama, with large, expressive eyes, a short triangular muzzle, a sheep-dog mop of hair over the brow, and abundant fine fiber. Alpacas come in a broad spectrum of colors, more than any other livestock. They grow to weigh about 150 pounds and can live 25 years or more. A female alpaca bears only one offspring a year after an 11-month gestation period.

Camelids played an integral part in the Incan civilization which dwelled on the high Andean plateau and mountains of South America. Alpacas and llamas have been domesticated for approximately 5,000 years. The alpaca's cashmere-like fleece was used to produce clothing for Incan royalty, while the larger llama was used to transport cargo on steep Andean trails. When Spanish conquistadors invaded Peru and Chile, killing Indians and their animals alike, the alpaca sought refuge in the high elevations. They developed the ability to live on low protein vegetation. Only the strongest survived, resulting in today's alpaca, a very hardy and adaptable animal.

Currently, there are about 3.5 million alpacas in South America with the heaviest concentration in the Altiplano, or high altitude regions of southern Peru, Bolivia, and Chile. Other than for zoos, alpacas were first imported into the United States in 1984. There are now an estimated 6,000 alpacas in North America.

There are two types or breeds of alpaca: the huacaya, whose fleece has a wavy quality, or crimp, that enhances its use in spinning; and the suri, only recently imported into the United States, whose lustrous fine fiber has no crimp, yet grows in very defined pencil-like locks. The Huacaya constitutes approximately 90% of the world's population of alpaca, while suris comprise only about 10%.

Alpaca management is relatively uncomplicated. They require no special fences or barns. Fences should be designed more to keep predators out than to keep alpacas in. Alpacas prefer grazing in an open pasture as opposed to confinement in a barn or stall.

Occasional grooming, trimming of toenails and teeth, annual or bi-annual shearing, and regular worming and vaccinations are advised.

Alpacas are ruminants and need no special diet. They are grazers and browsers with a highly efficient digestive system. They do very well on low protein, good quality forage and hay. Many breeders supplement their alpaca's diets with a pelleted "ration balancer" which supplies the necessary vitamins and trace minerals for bone development and healthy cria. An alpaca costs far less to feed than most traditional domestic animals.

Because of their small size and easy care, alpacas are ideal animals to raise on small acreage. Five to ten alpacas may be stocked comfortably on a single acre. If there is a problem to be faced in caring for alpacas, it is in keeping them cool during the summer months. Hot, sunny days can be very dangerous for an animal with such a heavy fleece, that it does not naturally shed. Breeders rely on fans, readily available water and regular shearing to help their alpacas tolerate heat.

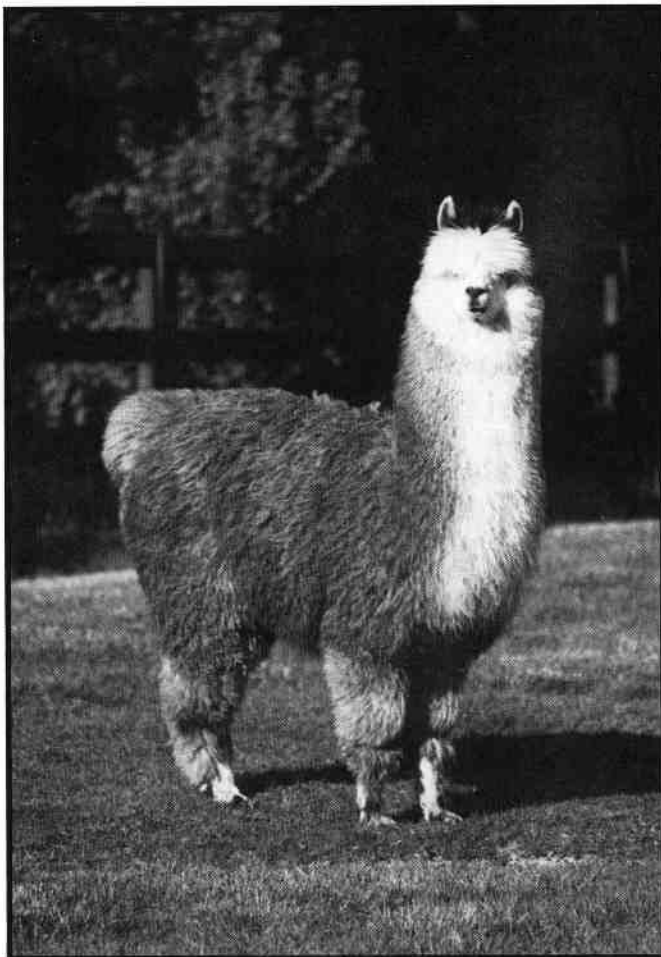


Photo by Anthony Stachowski

# Why RMLA?

by Lougene Baird • Plum Valley Llamas • Sedalia, Colorado

Those of us who came together to coordinate the events of RMLA Conference '94, felt we needed a "slogan." With a little brainstorming, these key words were chosen: Networking - Education - Revelry - Ca-

maraderie - Marketing. The "slogan" certainly was correct for the conference, and even more, these words are very descriptive of the underlying spirit of the organization. Let's visit the dictionary . . .

**NETWORKING:** A group or system of components and connections designed to function in a specific manner.

**EDUCATION:** The knowledge or skill obtained or developed by a learning process.

**REVELRY:** To take delight, merrymaking.

**CAMARADERIE:** Goodwill and lighthearted rapport between or among friends.

**MARKETING:** The act or process of buying or selling in a market, transferring goods from producer to consumer.

In the RMLA network, it is common place to see llama and alpaca owners sharing knowledge through our well used paths . . . learning from the trials and errors of the more experienced . . . sharing knowledge with those who seek to learn . . . all with good spirits . . . which brings us to marketing our animals and related talents.

We thank our original founding members for conceiving the idea of this grand organization. We are grateful for your initiative. We invite those of you who are not members to join us. Please fill out the enclosed membership application near the middle of the Newsletter and join one of the strongest support groups in the industry.

## Alpacas . . . Huggable (con't)

Alpacas can be sheared with regular sheep-shearing equipment. Electric shears may be used, but some breeders prefer hand shearing because of the density of the fiber. The annual yield of fiber is approximately five pounds from a female and more than eight pounds from a male. The first clipping from a young alpaca is very valuable as it is very fine and has a lustrous feel. Alpaca fiber can be made into garments of beautiful colors and shades. It is easily dyed and may be blended with other natural fibers including sheep's wool, mohair, silk and llama.

Alpacas are intelligent animals and are amazingly alert. They quickly learn to halter and lead. They communicate with each other through body posture, tail and ear movements and a variety of sounds. The sound most often heard is a soft humming.

Recently, new genetics from the Altiplano of southern Peru were introduced into the United States. Approximately 700 white and fawn huacaya and suri

"Peruvian" alpacas were imported in 1993 and 1994. These alpacas were selected from large cooperatives where genetic selection is highly influenced by the end use: supplying the high-fashion industries of Europe and Japan. Because of their superior fleece exhibiting fineness, crimp and density, these alpacas are a welcome addition to our established breeding herd. Their first generation of cria have been spectacular and, when crossed with our domestic Chilean, herd have produced a variety of colors besides the traditional whites and fawns.

Future controlled importation of quality alpacas will further broaden the genetic diversity in this country. Our goals of developing a national herd with superior conformation and fleece production will enable the United States to create and supply its own specialty alpaca fiber market. The future for alpacas looks bright, thanks to breeder enthusiasm for this very special partner of the Incas, the ALPACA.

# Leasing Llamas

by Stan Ebel • Buckhorn Llama Company • Masonville, Colorado

Leasing llamas for use as pack animals is a concept that has been successfully employed, but not widely used to date. If you are interested in exploring this enterprise in your llama business, there are four basic areas you must consider in order to run a successful leasing program.

## (1) LLAMAS

Before you begin any leasing venture, you must have a pool of well trained, experienced pack llamas that are known quantities in all situations. This is extremely important as the people who typically lease llamas have little or no experience and they will not know how to respond to a green animal that an experienced person would normally use successfully. It is also important to have lease candidates in good physical condition to give optimum performance and to eliminate one or more variables that can affect performance. Additionally, it is imperative that you know your animals' temperaments, tendencies, capacities and endurance so you can match your client with the best llama suited to his or her needs. This will also help you to impart reality to your clients' expectations and give them the tools and information to deal with situations that you might predict happening.

## (2) PERSONNEL

The person charged with matching clients with lease animals is a very important component in a successful leasing operation. This person must possess intimate knowledge of llamas in general and must have the ability to discern the competence and abilities of the leasing clientele in order to match them with the animal(s) that will provide them with a pleasurable and successful trip. Additionally, this person must have enough backcountry experience so that they are able to evaluate the leaser's request and attempt to foresee any special needs or problems that the client might encounter. This allows for special arrangements and/or recommendations to be made which will result in a more successful lease experience.

## (3) ORIENTATION SESSION

When you have your pool of experienced packers assembled, a party interested in leasing pack llamas and a qualified individual to introduce them to each other, an orientation session is required to bring everything to-

gether. It is important that this session is structured to cover the basics of packing with llamas, leaving enough time to address the dynamics specific to each individual's application. This is the most important part of the lease process. This is the time when the prospective clients must be evaluated for their level of backcountry experience, animal experience, animal intuition and general responsibility. As the orientation takes place, the clients should be presented with data regarding what will be required of them in a physical capacity as well as the responsibilities that will be necessary in dealing with the animals. We find that a single four hour session is usually adequate for detailing the prototypic lease client. However, we sometimes suggest that clients accompany us on an instructional trip in order to gain general backcountry experience as well as llama handling experience. We may also recommend a scaled down lease trip in order to experience and perfect systems prior to embarking on the more demanding or aggressive trek the client originally envisioned.

## (4) SYSTEMS AND ORGANIZATION

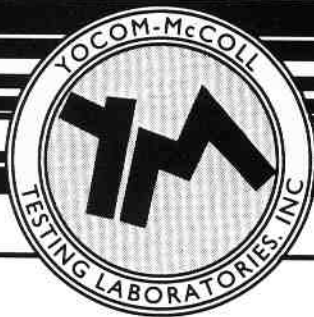
If the three areas mentioned above have been adequately addressed, systems and organization will be needed to implement an effective lease program. There will be some variation in how this should be structured according to the individual situation and the scope of operation desired. The following are organizational and systems-related considerations:

- a) Accounting and legal considerations may make it advantageous to separate the leasing aspect of your business from your other tax or business entities by creating a separate business. Consult your accountant and attorney on this matter.
- b) Federal and state land use permits should be researched to see if your lease format will require them. If you only lease llamas, they should not be required. However, if you provide support services such as transportation, handling, instruction, etc. on government lands, permits will be necessary.
- c) Liability insurance and/or bonding will be required if you need to get a use permit or license as a prerequisite to issuance of the permit. You probably need a minimal level

*Continued on page 39*



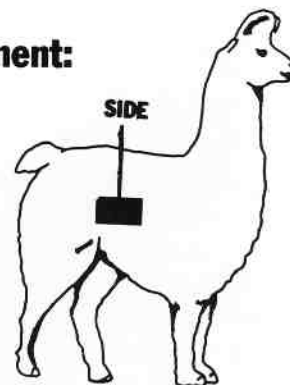
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## **RMLA Board of Directors**

### **Cheryl McCutcheon:** RMLA President-Elect

Cheryl was born in Carlsbad, NM and lived in that area for most of her early life. Her family moved to Big Springs, TX, where she finished her school years. She now lives on a ranch in Ruidoso, NM, which her grandfather bought in 1950. Cheryl's 18 year old son, Chris, will graduate from high school this spring and plans to be a pilot.

Cheryl works part time off of the ranch at a travel center in Ruidoso. She is also a registered veterinary technician. The size of her ranch facilities allow her to board recuperating animals and put to use her vet-tech skills. The ranch is home to cattle, llamas, emus and horses.

In 1992, Cheryl began work with the Glencoe Volunteer Fire Department in the Ruidoso area. She is trained in first response and works with the First Response Team of the GVFD. This group handles everything from grass and structure fires to extrication of injured people from auto accidents.

Cheryl's other interests are reading (any and everything) and watching movies. She has an extensive video collection. She also enjoys cross-stitch and needlepoint.

In 1990, she bought her first llamas: a bred female, and young male named Breezy. Cheryl never dreamed that the companion llama she bought for the female would become ALSA Champion Southern Breeze. She, needless to say, enjoys training and showing the dozen llamas that live on her ranch.

### **Lougene Baird:** RMLA Treasurer

Lougene was born in Houston, Texas. She spent her early years on her parent's farm in south Texas and later moved to Lubbock. In 1965, she moved to Colorado to further her education. She and Ron have lived in Sedalia for 17 years. They have two children, a son Dennis, 35, and daughter Kristin, 24, as well as three grandchildren.

She worked for a number of years in nursing. During this time, four years were spent in the emergency room of a large Texas hospital working triage, and five years specializing in terminal pediatric medicine. She regards the team approach to problem solving as having the utmost importance.

In the 1980's, she chose to make a total career change, this time to the business world. She worked in the Denver real estate industry, specializing in relocation management. As a Department of Defense sub-contractor, she worked with the management of Denver's aerospace companies in the relocation of

several thousand families into the Denver area. Balancing the needs of the family in transition with the demands of corporate management was a challenge from which she learned much.

Lougene is excited about using all she has learned from these two diverse careers and weaving these lessons into her volunteer time. She works two days a month with Inter-Faith Task force in Castle Rock and Douglas County 4-H children. She has located llamas to gift to the Griffith Center for Teens as well as other organizations.

She also enjoys technical rock climbing and ascending Colorado's 14,000 foot peaks. Lougene has climbed 40 of the state's 54 "14'ers," some several times for a total of over 100 high-peak ascents. Her most exciting climb was a combination technical/free style ascent of Little Bear in the Sangre de Cristo Range.

Several years ago, she decided that carrying a backpack was history. This is when she bought her first llama. She now has a small, manageable herd of nine. She and her favorite trail llama, ALSA Champion Tabernash, look forward to a wonderful summer in the Colorado Mountains.

### **Reid Langerman:** RMLA President

Reid was born in Perrysburg, Ohio and grew up in Joliet, Illinois. In 1983, he moved to Albuquerque to be closer to his parents. He met Mary Summers and they have been together ever since, enjoying their love of the outdoors, skiing and backpacking, as well as their llamas. In the mid-70's, Reid became a carpenter and now has his own business working as a finish carpenter and cabinet maker in Albuquerque.

In 1968, Reid earned his pilot's license and has since been flying light aircraft. His love of planes began with his lifelong hobby of building model aircraft. By age 7, Reid had collected and built over 200 model airplanes, mostly of World War II vintage. Last year, Reid's expertly built models won him state and national recognition as he placed first or second in every national competition in which he entered.

Being a member of the Confederate Air Force was a natural path for Reid. He is a member of the Lobo Wing of the CAF and has been involved in the total rebuilding of a 1942 Canadian Fairchild Cornell, known in the US as the PT-26. Membership in the CAF gives him the opportunity to be involved with the aircraft and pilots he admired as a kid.

## RMLA Board of Directors (con't)

Reid and Mary have been involved with the New Mexico ALSA Llama Show and Reid was chairperson of the 1990 RMLA Conference in Albuquerque.

Reid and Mary bought their first three male llamas in the summer of 1985 and then spent 45 days in the wilderness with their new trail companions. Their herd has grown to 17, and Reid is looking forward to another good summer on the trail.

### **JUDY SEALY:** RMLA Secretary

Judy was born and reared near Cleveland, Ohio. As a child, she enjoyed music, which included seven years of violin. Judy was also trained in ice skating and skated well enough to become an instructor. She and Curt have four children. Two sons, Scott and Paul, are both in the U.S. Navy. Jennifer is a Mesa State College student and Christine is employed by Jepperson-Sanders.

Owner and Chief VIP of Grand Valley Llamas, home to over 30 llamas, Judy feels fortunate to perform the everyday llama care and maintenance responsibilities, including the John Deere/Judy clean-up chores! Before llamas, she was a legal secretary and administrative assistant with Martin Marietta in Denver.

Judy enjoys sharing her llamas. She has participated annually in the Western Colorado Association for the Gifted and Talented program and her ranch is visited monthly by the Mesa County Developmental Services for the Mentally Disabled. A special favorite of Judy's is llama involvement with children with cancer through the Camp Quality program. Judy is a 4-H llama leader in Mesa County.

Of special interest is her "Mac" computer, and this is good, as she has "ten fingers attached to it many hours of each day!" Judy's computer skills have brought simplicity and productivity to her personal business, as well as the membership and secretarial records of our organization.

She feels a drawing factor in many of her most endearing relationships with others are interests shared in animals, including concerns and remedies that can relate to other livestock as well as llamas.

### **Daryl Wood:** RMLA Vice President

Daryl Wood was born at home in Garland, Utah. Daryl met Sandra while in high school and they were married after Daryl finished boot camp training for the USMCR.

Sandra and Daryl have six children, three girls and three boys. Alan, a high school senior and Marissa, an eighth grader, have both participated in

llama events. Their other children, Brian, Lora, Darren and Nancy, are older and live on their own.

Daryl has worked in electrical power plants in the operation and maintenance departments for the last 35 years. For the last ten years, he has worked as Maintenance Supervisor for the Intermountain Power Plant near Delta, Utah.

His father, age 82, is a certified flight instructor and owns an Avid Flyer aircraft. He and Daryl continue to enjoy flying together.

During the 1994 Estes Park Wool Market, Daryl participated in a felting workshop. He has since made many felted wool hats using llama and other fibers. This has led to making custom western hats for others.

Daryl bought his first female llama in a very interesting way. On a cross country flight in his 1947 Luscombe 8E, he discovered a person wanting to sell llamas. On the spot, Daryl traded his aircraft for this llama! He now has 17 llamas-12 females, 2 geldings and 3 males. Daryl is especially proud of his llama, ALSA Champion Fern's Mick Dundee, that he has taught to drive exceptionally well.



**Back Row: Daryl Wood, Reid Langerman & Lougene Baird**  
**Front Row: Cheryl McCutcheon & Judy Sealy**

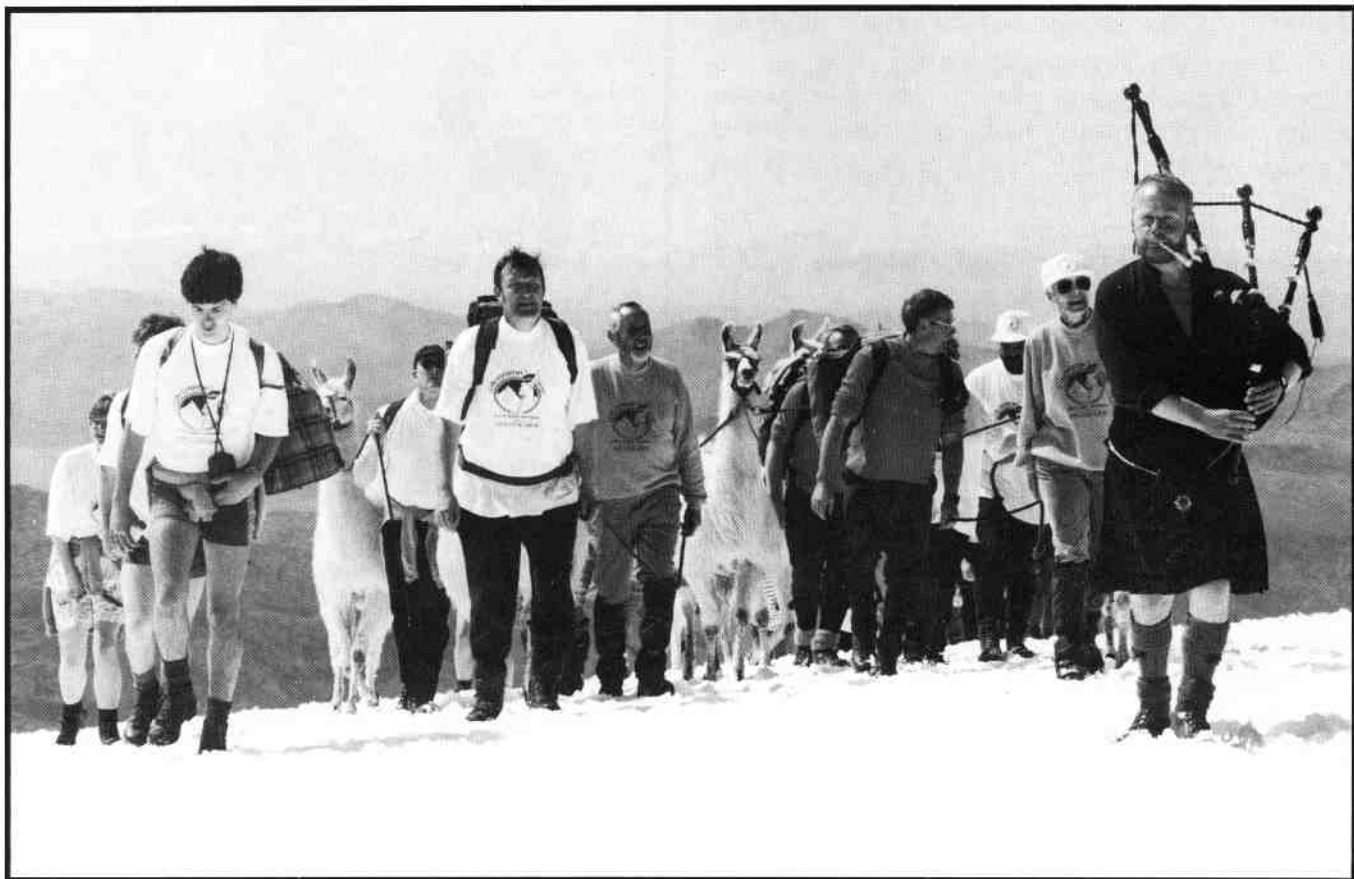


## **British Camelid Association**

by Peter Knowles-Brown • Scotland

Ann and I met Lougene Baird and her super appaloosa llama, Tabernash, at The Autumn Classic ALSA show in Virginia. She phoned me when we returned to Scotland, to ask me to write an article on how our Association, the British Camelids, started and what our future holds. Ann and I bought our first llama in 1982. We had a small farm in Buckinghamshire, which Ann ran while I was Managing Director of the family business in London. We read an article about this wonderful fibre animal, and, as Ann spun, knitted and wove wool from our sheep, we thought this was for us. We contacted everybody in the animal world for a llama, with no success. Eventually we managed to buy a female, Domelza, from Lady Aran, and a male from Cotswold Wild Life Park. Within a few weeks we had phone calls, as we were the "leading experts" in llama farming. We soon realized no one knew anything about them in this country, apart from Wild Life Parks

and zoos. After a few years we decided to change our lifestyle. We sold our farm, closed my business and moved to an area we loved in Scotland. We stayed with friends while looking for a Hill Farm. For the first time in our lives we had nothing to do, so we went visiting anyone who had llamas. Eventually we met Pat Bentley at Penrith who had alpacas, and like us, believed there was a future in them. She knew of a few others who were like-minded, so we decided to form an Association. It seemed that the easiest place to meet, as we were scattered all over the UK, was a Service Station on the M6 at Keele (Stoke on Trent). I drove Ann to the meeting, as the llamas were hers, and I sat back drinking my cup of coffee, listening to everyone talking away. After about 20 minutes I thought, "this is not going to get us anywhere," so I respectfully suggested that they should talk one at a time. There was dead silence for a few seconds, then someone suggested



**On top of Ben Nevis, which we climbed for Charity with 5 llamas**

## **British Camelid Association (con't)**

that a Chairman should be elected - and so that is how I had the prestigious honor of becoming the first Chairman of The British Camelids! When we first started, we thought we would have about 20 or 30 members, but to our amazement, we soon topped the 100 mark, I think due to the tremendous interest in alternative farming enterprises that was going on at that time. Our interest in our animals is more slanted to farming than possibly in your country. There is no tax or monetary benefit to owning llamas, in fact they are not recognized as being a farm animal, so our VAT tax (17.5%) is levied on any sale.

I suppose, historically, this country has led the world in processing fibres. The story goes that in 1830, tons and tons of fine alpaca fibre was lying, rotting in Liverpool docks. Nobody could weave it, because there are so few little

"hooks" on each strand of camelid fibre that when the warp is put under tension, it slips apart. A man called Titus Salt walked into the docks, pulled some fibre out of a bale, and went back to his mill in Bradford. He found that if he used a cotton warp, he could make the finest cloth in the world. So we clothed the world. The finest crinolines were made from the top quality, and the next quality, because of the warmth and strength, made under-garments and clerical suits. The reputation and wealth of Yorkshire and Lancashire was made at that time. We held our first Fibre Seminar in Titus Salt's Boardroom - I thought it appropriate. We feel the future of camelids lies in the fibre, "the Cloth of the Gods." Like you, we sell our fibre to handspinners, but we must produce quality products, so we are hoping to get a small de-hairing machine that will de-hair



**Trekking in the Highlands**

*Continued on page 22*

## ***British Camelid Association (con't)***

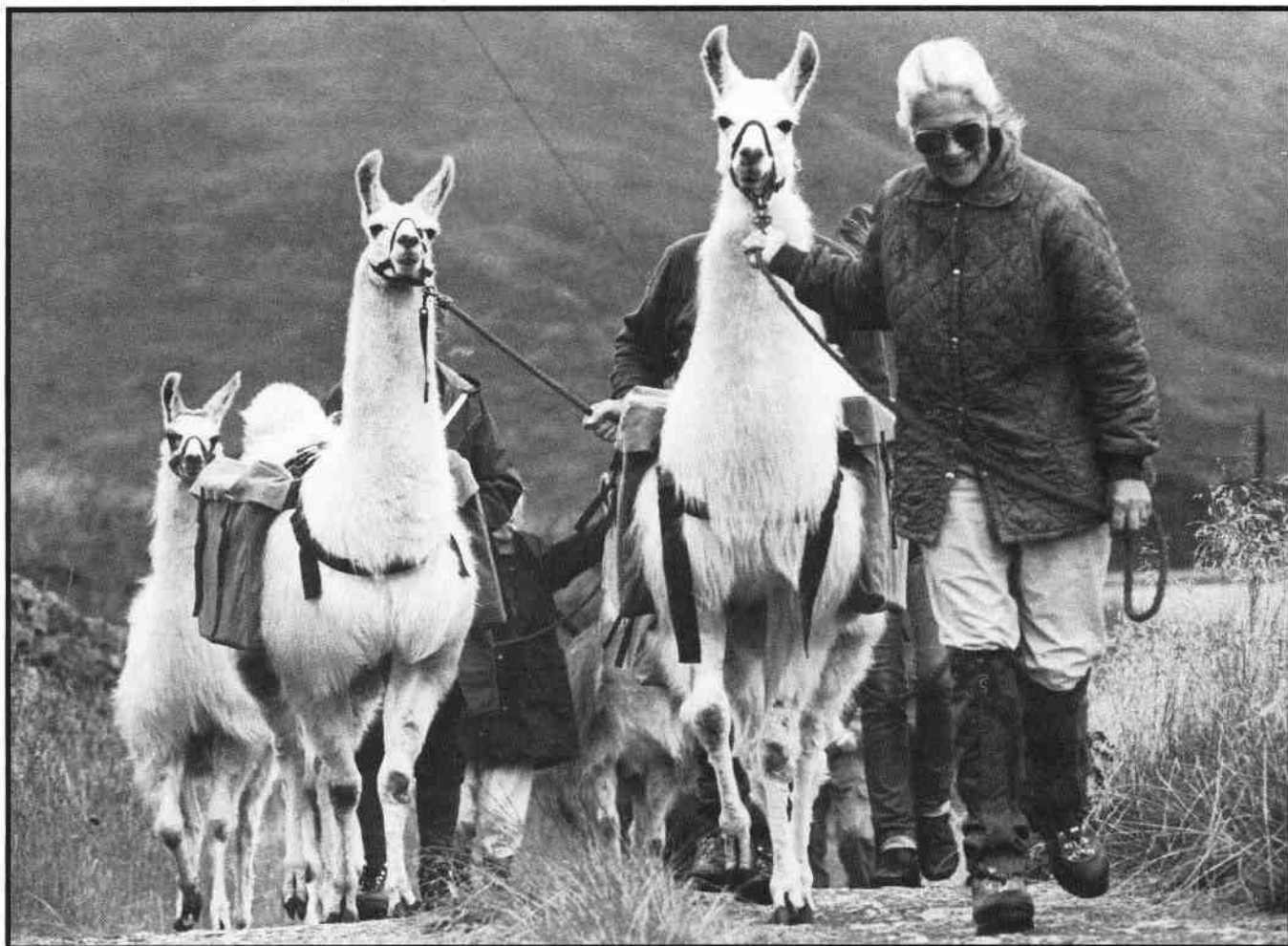
small quantities, even to the extent of individual fleeces, instead of the tons that commercial machines demand at the moment. I know that alpaca owners feel that their fleece is vastly superior to llama and obviously an alpaca produces a lot more quantity, and with good breeding can reduce the "kemp," but I don't see why well de-haired llama cannot be as good. We will have to breed to get the Micron count down to well below 20. If we are successful with this de-hairing machine, possibly we could de-hair some of your fleeces, and if it is to your liking, could arrange a machine for you.

In the mean time, Ann and I are "as happy as sand boys" in our 1,000 acre Hill farm in Scotland, just below Edinburgh. We have a flock of 540 Blackface ewes, so our sheep numbers vary from 700 to 1,200 after lambing. We have at the moment 30 llamas, mostly white (and not a blue

eye among them). We are breeding up to 40 to 45 females, as we feel this is a good commercial number, producing about 50kg of fibre a year, and I hope, 20 to 25 young stock to sell a year. At these numbers, I will not have to lay any sheep off as our llamas seem to improve our poor ground. The future seems quite rosy for not only us but for our members. Two Associations have been formed in Germany and France, and we are forming a European Camelid Association. The price of our animals has stabilized and is going up at the moment. If we could get the fibre side up and running, I think our future is assured.

### ***Editor's Note:***

Peter's address is:  
Peter Knowles-Browne  
Crookedstane Elvanfoot  
by Biggar, Lanarks ML 12 6RL  
Scotland

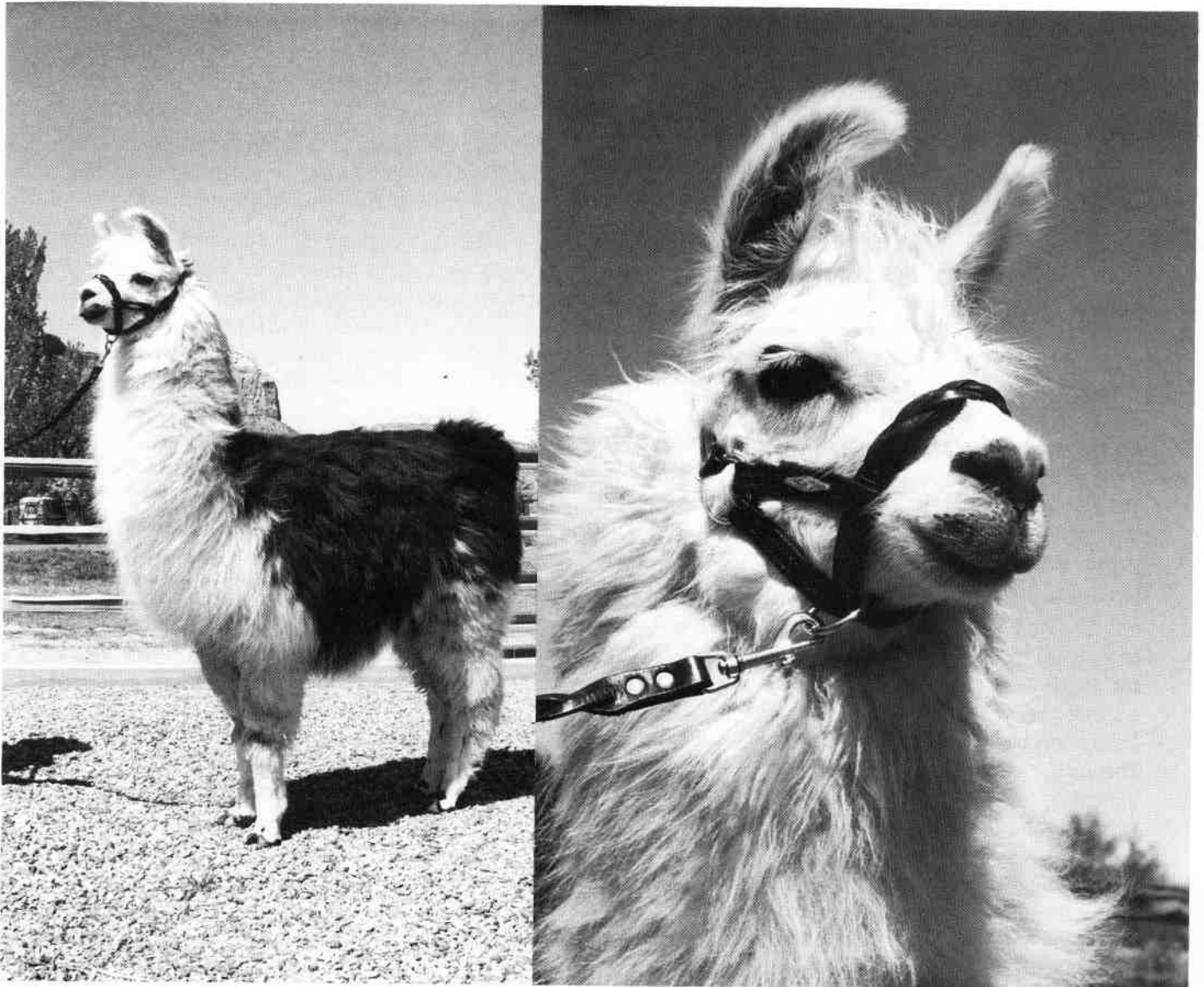


**Ann Knowles-Brown leading a trek in the Southern Uplands**



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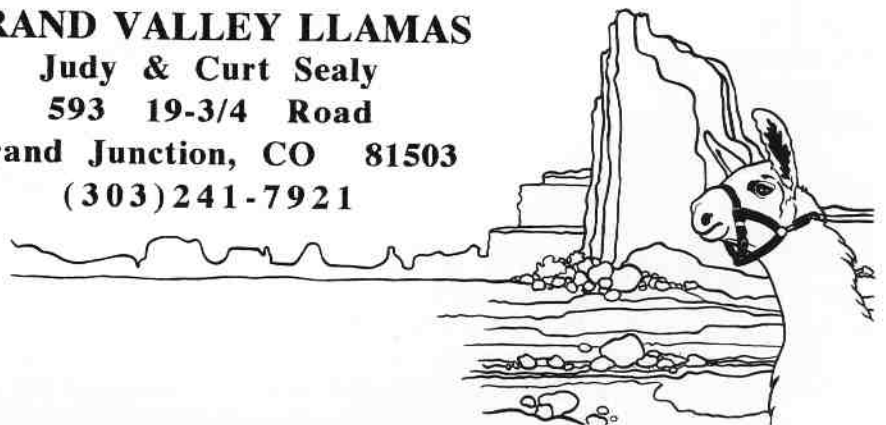
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# So You Want to Be a Trainer?

by John Mallon • Ramono, California

## The Good News:

You already ARE a trainer!

## The Bad News:

You're probably not a very effective one.

The truth is that you are training your llama every time you interact with her, and she is always learning something. Unfortunately, what she is learning is usually not what you are trying to teach her. Instead, we teach the llama to run away from us (we start teaching this the first few days of her life, and we are very effective in this aspect of training); we teach her to avoid the halter, we teach her to kick, to threaten and to spit. We teach her how not to load into a trailer, to fight leading, and lots of other good stuff. But, once we understand a few basic concepts of training, we can just as easily teach her the opposite of these, the things we actually want her to learn.

The plain fact is that good intentions just don't cut it. The llama can only learn from our actions, not from our intentions; from what actually happens, rather than what we wish would happen. There is apprehension, lack of confidence, insecurity, and frustration on both sides because we don't know what we should be doing; but once we do, it becomes very simple to train the things we do want. The frustration is sure easy to understand, after all, we've all been told that llamas are easy to train, "Why, you can do it yourself!", (which is fine, if you know what you're doing. I find dogs, cats, birds, and horses easy to train, too, after studying and practicing for 35 years.) It's people who are difficult to train - letting go of anthropomorphic ideas and learning the discipline required to make a good "trainer".

So what does it take? It takes patience, kindness, and knowledge, a sense of fairness, and honesty and compassion, consideration and lack of ego. I'm sure you already have most of these qualities, knowledge being the one that could use a little work.

I don't consider myself some hot-shot "trainer", rather a teacher. When I'm working with animals, it's not about me, how I'm doing, it's about how the animal is doing. Not about how good a trainer I am, but how good a listener and observer I am. Once I got my big ego out of it, I found my students were getting smarter all the time. In fact, to this day, I notice that each llama I work with is just a little bit smarter

than the last...funny, isn't it? Once the llama and I both realized that the llamas can influence the encounter, that every time she does this, I do that, that she actually has some input into the process, things get cookin' pretty fast.

We only have to learn to be consistent, persistent, and fair, giving the llama patience, freedom, and relaxation so that she becomes a willing partner rather than a victim of my "training".

Being a trainer also requires an open mind - able to accept new ideas, to test new theories - to listen to what others have to say. The study of animal behavior is a relatively new science, and you will stop growing and developing as a trainer when you close your mind to different ways of doing things. You will never hear me say that the MALLON METHOD is the only way to do things, or the only right way to work with animals. (I've used different methods over the years that have worked for me. The trick was finding something that works as well for the llama, that could easily be taught to people who lacked the confidence and experience to work effectively with their animals.) As soon as you think yours is the only way to do things, you have reached your ceiling, you're as good as you'll ever be.

Why train your llama, you ask? If you're not planning to show her, you don't really have to train her, right? Why don't you ask your veterinarian if s/he thinks your llama could stand a bit more training? Enough said?

We have responsibilities to our llamas that come with "owning" them. As caretakers, we must be able to deal with minor injuries, shots, wormings, moving from place to place, etc. The last thing you want to induce in an injured or sick animal is panic, and if a llama is not used to having legs and feet handled, she will panic if you try to help her with, say, a cut pad. Training is not something "extra" you do with your llamas, but a very essential part of the relationship and responsibility that "comes with the territory."

We make such a big deal out of "training", really, don't we? As if it were some mysterious, difficult task achievable only by professionals. That's not true at all. Fifteen new trainers leave every one of my clinics with the tools and confidence to do pretty much what I do, with similar results. It's no big deal, really. We're never going to ask the llamas to do something they can't already do without our "help", are we? Have you ever known a llama who didn't know how to stand, walk, back up, jump, pick up a foot, lower her head,

## Trainer (con't)

etc.? Of course not; these are all natural movements that the llama is perfectly capable of on her own. All training is, is teaching her to do these things when we ask them of her, and we do this by a very simple system of cues (signals) and rewards (not food). Has it ever occurred to you that, in the wild, llamas HAVE NO BAD HABITS? We bring them into our unnatural circumstances, and when they do something perfectly natural to them, but inconvenient for us, suddenly they have BAD HABITS. Let's be fair and admit the truth - it's WE who have the bad habits!

There is not room enough in this format to go into much in the way of details, but in this limited space, I want to let you know that you (yes, YOU) are very close to being a good trainer. In my clinics, I guarantee it. Believe me when I tell you that I've seen plenty of folks with less confidence and more apprehension than you have grinning from ear to ear while holding the foot of an unaltered llama in their hand. It can be done, and done by you, if you'll open your mind as wide as you've opened your heart to llamas.



### Interesting Facts:

- All five Rocky Mountain Llama & Alpaca Association (RMLA) Board Members are members of ALSA.
- All five members actively show their llamas.
- Three of the five own and show ALSA CHAMPIONS.

The Alpaca and Llama Show Association wants to thank the RMLA Board of Directors for supporting ALSA!

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# Llamas, How it all started!

by Sara and Stacy Rollins • Sasasta Star Llamas • Hamler, Ohio

During the summer of 1990, my family and I went to the Ohio State Fair. That year in 4-H, I was chosen to represent Henry County with my sewing project. This was the first time that we really came in contact with llamas. The next summer I was able to go to the Ohio State Fair with my sewing project again. After my sewing project was judged, we spent the rest of our time at the Fair in the Llama Barn. We learned a lot about llamas that summer. We met many new people that later on would become good friends. We also watched a lot of showing. At that time though, it didn't make very much sense to us. We didn't buy any llamas that summer, but a few months later we received a surprise. Mom and Dad had been visiting some farms during this time. At the end of October we bought our first llama, Giggles. It was really neat having a llama of our own. By the end of that first year we had bought four llamas. Our herd has grown to 15 and is still on the rise.

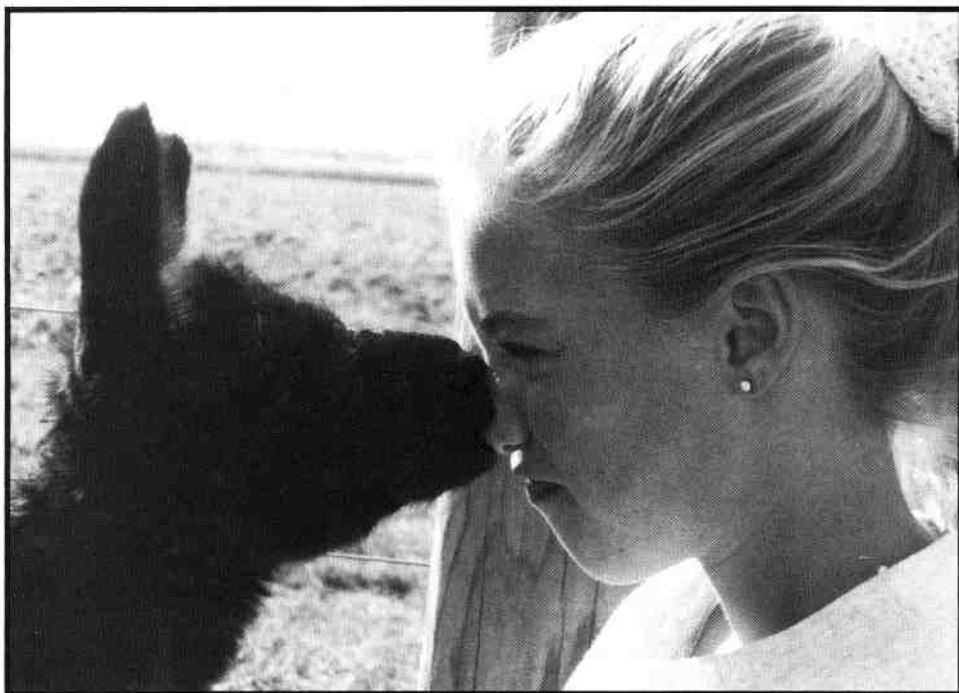
## Showing Season of 1994

My family and I started showing our llamas in the summer of 1992. We have shown for three years now, and Stacy and I have decided that this past year was the best. We had lots of fun, made many friends, learned about the llamas, and won some, too. Shows are the times to relax, have fun, and be with your llama, but preparing for a show takes a lot of time and effort the months and days before.

Stacy and I work hard during the summer with the llamas. For the past three summers we have taken llamas as a 4-H project. Last year there was a total of five girls in our group. The three other girls would come over around three times a week, depending on how close a show was. Stacy and I worked with our llamas almost every day. We would feed them their grain, give them water, and clean up after them in the barn. Sometimes all of us girls and my Mom and Dad would get the privilege of cleaning up the pastures. We all loved these days. Sometimes we

even thought of playing sick! The most important thing that we did with the llamas each day was handle and work with them. Each of the 4-H girls had their own llama. My llama was Farah, and Stacy's was named Dillon. Each day we would brush them, walk them around our property, practice showmanship, and work on obstacles. In order to get better in showmanship, we would work with our llamas on standing still, walking with us, and backing up. To practice for obstacle courses we would walk over steps, jump over jumps, run, and go through water. Stacy and I both worked hard on showmanship and obstacles. I worked extra hard on obstacles though. I knew that Farah was weak in her conformation and probably would not place very well in halter classes. I knew that I needed to get her to do what I would ask of her in showmanship and obstacle classes, so I worked hard on these. Stacy's llama had good conformation, so that was a plus for her, but she also worked very hard on showmanship, obstacles, and her costume. She put in a lot of work on her costume entry. She sewed her skirt and top as a 4-H project, and was picked to go to the State Fair. Mom and she also sewed Dillon's costume. After all that work was done, Stacy had to get Dillon to accept the costume. This took a little time.

After all the work and preparation was com-



Stacy and new cria- Jet Black Jake

## Llamas, How it all started! (con't)

pleted it was time to get ready and go to the show. A few days before, we worked extra hard on cleaning the llamas wool. We would brush and blow all of our llamas and sometimes bathe their white wool. We also would have to help Mom and Dad pack all of our clothes and supplies. Finally it was time to go to the show.

Shows allow my family to spend fun time together, and with others. Stacy and I went to 11 shows this year and each one was lots of fun. Stacy and I both placed well in showmanship and obstacle. It was fun competing against each other in these classes to see who would win. Stacy and I both had our wins and losses. Stacy did well in costume and Dillon did well in halter. Sometimes it was disappointing that Farah didn't do well in halter and Dillon would get Champion, but Farah would place well in obstacle and that would always make me proud. Stacy and I both had a great showing year and we both qualified for the Regional show in showmanship and obstacle. Stacy also qualified in costume, and Dillon in halter.

I think that llamas have a great influence on Stacy and me. They have brought joy into our lives, and given us responsibilities. It is lots of fun to go to shows, be with the llamas, have crias on our farm, and sometimes even do chores. I think that the llamas will affect us the rest of our lives, and we love them!



Stacy and Dillon at the Autumn Classic



Sara and Mom, Sandy, with winnings from the Autumn Classic



Sara won three 1st place trophies at ALSA's Second Eastern Regional



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**PRIVATE TREATY SALE AND AUCTION**

**SUNDAY, MAY 7, 1995**

**Mesa County Fairgrounds  
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*Showing of Llamas will be at 9:00 a.m.,  
Private Treaty will be from 11:30 a.m. to 1:30 p.m.*  
**AUCTION WILL START PROMPTLY AT 1:30 P.M.**

*There will be approximately 120 lots.  
Animals may be viewed May 6, from 5 to 8 p.m.*

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## Unification Working Group Seeks Input

The views of all llama and alpaca owners on a proposal to unify the industry through the formation of a single umbrella organization is urgently requested by the Unification Working Group formed at Llama Assembly '95.

The unification proposal was made by the Llama Strategic Planning Group in recommendations presented in Denver on January 7, at Llama Assembly '95. Those present voted unanimously to move forward with the proposal, and created the Unification Working Group to develop an implementation plan.

The Llama Strategic Planning Group (LSPG) was charged one year ago by Llama Assembly '94 with preparing a strategic plan for the long-term future of the llama community. The members of the LSPG were Chairman Morris Wendorf, Bob Hilton, Kay Johnson, Sandy Mubarak and Kay Patterson, with Bill Able and Jim Kell assisting as Midwest liaisons.

In its report to the 60 delegates of regional and national llama groups gathered for the third annual Llama Assembly, the LSPG concluded that the llama and alpaca community needs an umbrella organization to facilitate communication and cooperation among the many existing organizations, and to strengthen and consolidate support for programs and issues.

In both oral and written presentations, the LSPG proposed the new organization would assume leadership and responsibility in the areas of government relations, research, registration and marketing. It would encompass all aspects of the industry, including health issues, shows, promotion, permanent identification and a national publication.

Funding would come from a blend of dues, national and regional meetings, fees for registration and transfers, show sponsorships and publication income.

The heart of the LSPG's Strategic Plan for the Llama Community is contained in the Vision and Goals section of the group's final report booklet distributed at Llama Assembly.

With the assistance of a professional, independent facilitator contracted by the LSPG, the Assembly divided into five discussion groups to consider the pros and cons of the proposal, and identify key issues to be resolved. Discussion group notes were compiled on a master list and presented to the entire delegation. The Assembly then voted to move forward with the umbrella organization proposal by creating a task force to develop an implementation plan.

Through open nominations from the floor and a secret ballot, a five-member Unification Working Group (UWG) was elected. They are Donald Christ, OR; Hank Kauffman, OH; Vern Lillies, BC; Sue Roling, MT; and Andy Tillman, OR.

The UWG met face-to-face January 28-29, in Oregon to begin developing an outline for unification of the industry under the umbrella of a new organization as called for by the Strategic Plan. The group hopes to release its recommendations in April, in order to allow a thorough review by the entire llama community before the annual meetings of ILA, LANA and ILR in May.

The UWG anticipates that a Unification Congress may be called sometime this year to allow representatives of all llama and alpaca organizations to make a final decision on unification. All organizations wishing to participate could send a delegate empowered to speak on behalf of their organization, and vote on the creation of a new umbrella organization and election of an initial Board of Directors.

According to the LSPG outline, the International Llama Association in its present form would be eliminated and dissolved into the new organization. The ILA Board agreed at its meeting on January 9, 1995, that if the llama and alpaca industry agrees to create a new umbrella organization, the ILA Board will do whatever it can to assist. ILA will request that its members automatically become members of the new organization.

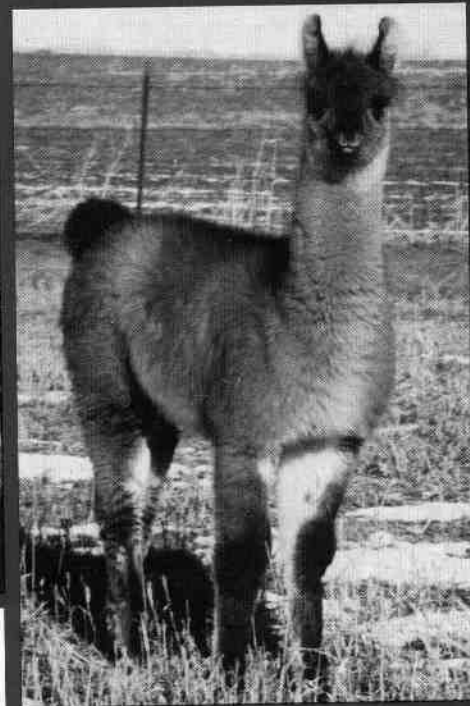
The LSPG outline also calls for the new umbrella organization to be responsible for, and funded in part by, animal registrations. The UWG has requested a meeting with the International Llama Registry directors to discuss how this might be accomplished. The fact that ILR is presently engaged in revamping its administrative structure, at the same time as the industry is attempting to redesign its entire national organizational structure, provides a tremendous opportunity for cooperation to benefit all owners.

In the interest of maintaining the enthusiasm and momentum of Llama Assembly '95, the UWG has asked that all members of the llama and alpaca industry support their organizations as input is sought on how best to implement the Strategic Plan.

The UWG may be contacted by calling or writing any of its members named above, or by writing to the Unification Working Group, P.O. Box 370505, Denver, CO 80237.

The RMLA Board of Directors will cooperate with the Unification Working Group in contributing input as needed. We are asking all RMLA members to contact the Board with any suggestions, thoughts or concerns, but until we are presented with a final plan, we can only hope for the best for the llama industry as a whole. When the Unification Working Group has developed a plan for the new umbrella organization, we will inform our membership, request input, and take any possible action to our membership for a vote.

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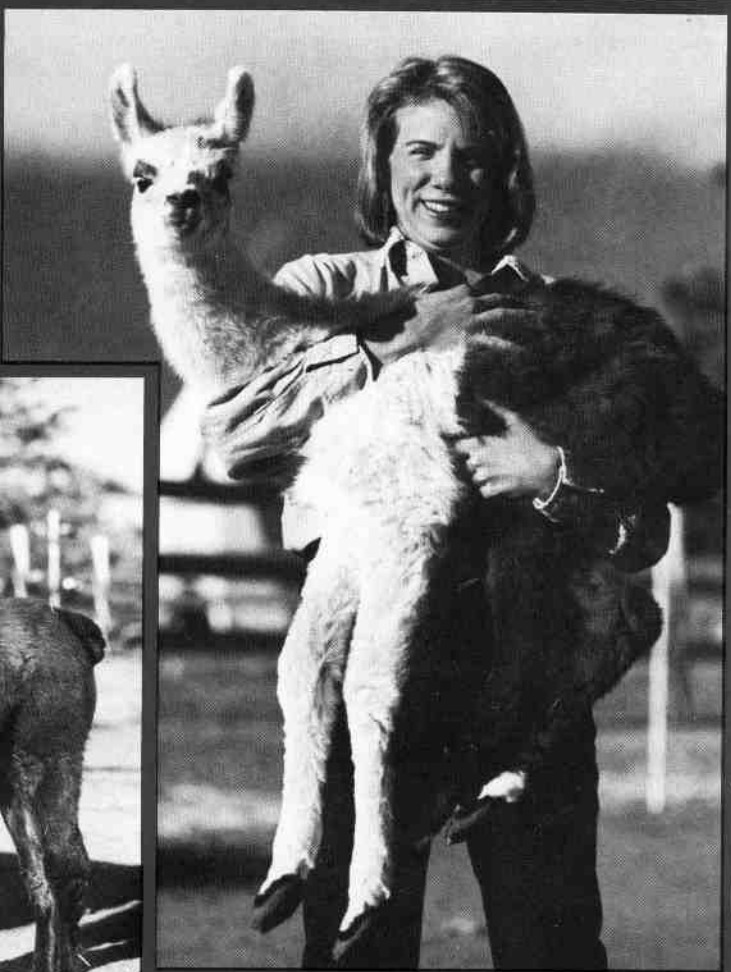
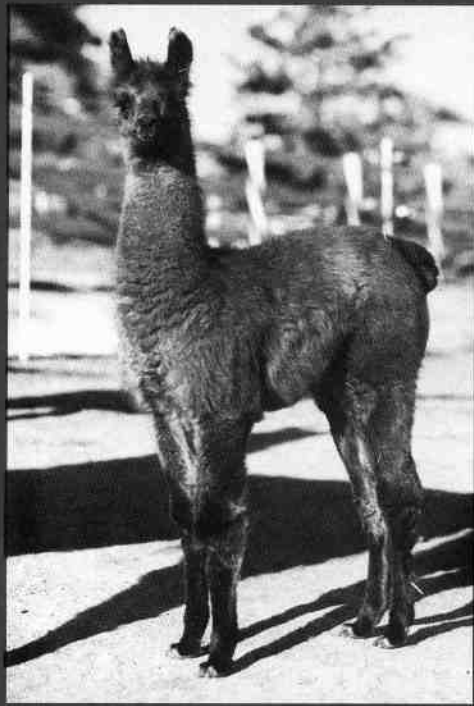
Five more of his crias are due here this spring. Purchase one of them and receive a free breeding to Picacho for one of your females. We also have several females, bred to Picacho or PHF Solomon's Seal, available to enhance your breeding program.

*John & Sharon*



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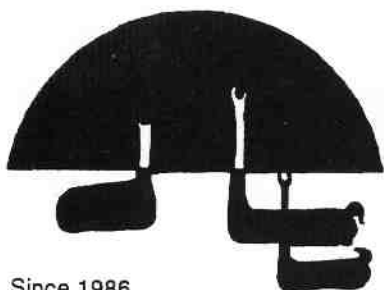
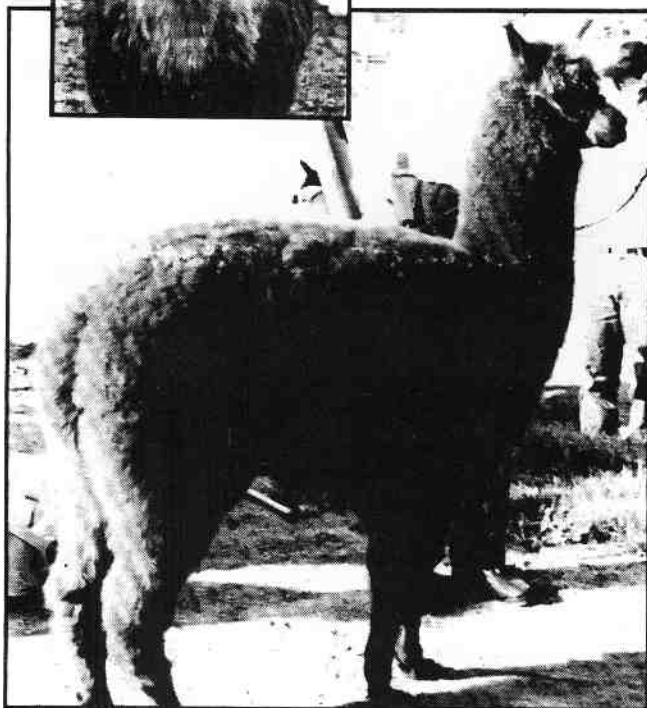


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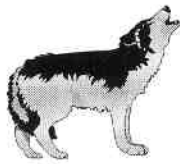
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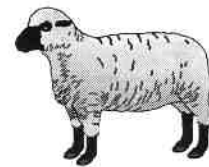
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# Guard Llamas



by Dr. William L. Franklin and Kelly J. Powell, Iowa State University  
A Research Report funded in part by RMLA

**Guard llamas offer a viable, nonlethal alternative for reducing predation, while requiring no training and little care.**

## Coyote predation on sheep

Make no mistake about it: coyotes kill sheep. In fact, predation is a leading cause of sheep mortality and represents a serious problem for the sheep industry. Sheep losses due to predation in the United States were more than \$83 million in 1987, up from \$72 million in 1986 and \$69 million in 1985. The losses in 1987 represent 5 percent of the total sheep population in the United States. Lambs are particularly vulnerable. Lamb losses from predation average 9 percent and vary from 3 percent to 14 percent of the lambs.

Sheep are found in every state of the union, and losses due to predation vary. In Iowa, the state with the largest number of sheep operations, intensive field studies revealed that 41 percent of all sheep losses were from canine predators (coyotes and dogs). Sheep scientist Clair Terrill calculated economic losses due to predation. In Texas, the state with the largest number of sheep, predation was responsible for 14 percent to 69 percent of all sheep losses. Texas also led the nation in economic loss due to predation on sheep (\$12 million) followed by California (\$9 million), Wyoming (\$7 million), Iowa (\$6 million), Utah (\$6 million), and Colorado (\$5 million).

For an industry operating on a low profit margin, losses due to predation have resulted not only in reduced revenue for the producer, but also in higher prices paid by the consumer for meat and wool products. Predation is a real problem with a major impact on the sheep industry.

## Reducing coyote predation

### *Traditional approaches*

Over the years, a plethora of methods for controlling coyote predation have been tried, including ground shooting, aerial gunning, trapping, snaring, poisoning, and denning (digging out and fumigating dens). Methods have varied greatly in cost and effectiveness. While selective predator control at a given ranch can locally reduce coyote predation, indiscriminate poisoning, trapping, and shooting of coyotes have not measurably reduced sheep losses. Coyote poisoning and trapping, however, have become an ecological and public concern, because these lethal methods may not be individual or species specific.

### *Non-lethal approaches*

Environmental and other concerns have led to the testing and development of preventive, non-lethal methods such as electric fencing. Many of these technological solutions, however, are expensive, complicated, and may provide inconsistent results.

## Guard animals

Recently, the search for a simple, non-lethal technique to prevent coyote predation has led to the experimental and field use of guard animals. The ideal guard animal should protect sheep against coyote predation while requiring minimal training, care, and maintenance. It should stay with and not disrupt the flock, and live long enough to be cost effective. A variety of guard animals currently in use includes dogs, donkeys, kangaroos, ostriches, and llamas. Of these, guard dogs are by far the most common.

During the past decade and a half, with the birth and growth of the llama industry in North America, llamas were occasionally pastured with sheep. To the surprise of owners, they noticed fewer sheep were being lost to coyotes. As the word spread, producers started experimenting with guard llamas. Today, their use in North America is on the increase, but guard llamas still number only in the hundreds.

## Do guard llamas really work?

What is the llama potential as a non-lethal alternative for reducing sheep losses to the 105,000 sheep producers of North America? While anecdotal articles and stories on guard llamas have been encouraging, there has been a complete absence of systematic studies on guard llamas to accurately assess their effectiveness.

Research on guard llamas has been underway at Iowa State University since 1981, and intensive studies were initiated in 1990 to address the above questions. Telephone interviews were completed with 145 sheep ranchers using guard llamas.

## Current use of guard llamas

Guard llamas are found in nearly every state with the majority in (Montana, Wyoming, Colorado) and far west (California and Oregon).

The average producer interviewed had raised sheep for 17 years and purchased a llama 3 years earlier from a llama breeder. Nearly 70 percent of guard llamas are gelded males costing \$300 to \$800; intact males are about \$100 cheaper. A few ranchers own as many as six llamas, but most have only one.



## Guard Llamas (con't)

One guard llama is kept with as few as four sheep or as many as 2,100. Average flock size of those interviewed is 250 to 300 sheep maintained in a pasture of 250 to 300 acres.

### Introduction of llamas to sheep

Nearly all llamas in this study had no prior experience with sheep before being introduced into the flock they were to protect. In other words, they had not been trained to guard sheep.

The circumstances surrounding guard llama introduction to sheep vary greatly: small to large flocks, lambs to adults, indoors to outdoors, and small to large pastures. However, most are introduced to the whole flock, averaging 130 sheep.

The llama usually is curious or neutral toward its new companions, while the sheep are either neutral or afraid. For the 201 introductions studied, the initial adjustment period lasted only a few hours for half the llamas, and nearly 80 percent were adjusted within a week. Llamas can become closely bonded to sheep and lambs. Many producers reported that guard llamas show intense interest and attachment to young lambs.

### Did sheep losses decline?

Nearly three-fourths of the 145 sheep producers interviewed report that their worst predator is the coyote. Dogs are the leading predator in the remaining ranches, with only a few cases of mountain lions and bears. Before producers obtained their guard llamas, they had been losing an average of 26 sheep per year to predation, or about 11 percent of their flocks. After obtaining their llamas, the producers' losses dropped significantly to an average of 8 head per year, or about 1 percent; half of the producers had their losses reduced to zero. Eighty percent of the producers rate their guard llama's ability to reduce predation losses of their sheep as "very effective" or "effective."

### How and why do llamas protect sheep?

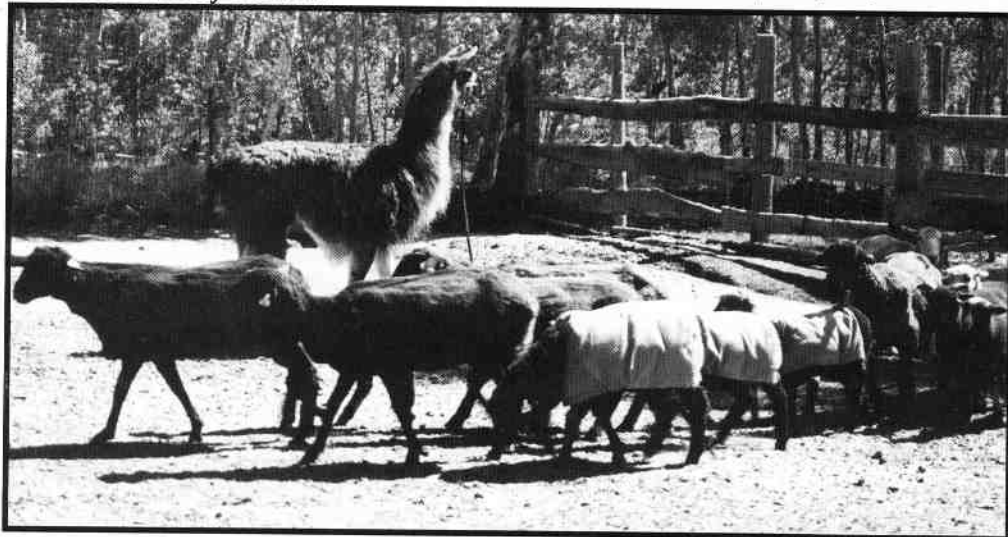
The highly social South American camelids naturally dislike and are aggressive towards member of the canid family (coyotes, foxes, dogs etc.). Apparently, over time, canids have been major preda-

tors on camelids, so that today, llamas are naturally wary of members of the dog family. In field studies in South America, guanacos and vicunas have often been observed aggressively pursuing Andean and Patagonia foxes, but fleeing from mountain lions.

Although this is not fully understood, once a guard llama becomes familiar with an area and is attached to the sheep, the pasture becomes his territory and the flock his family group. Even for the gelded llama, these innate behaviors remain.

Guard llamas are not passive bystanders but are active leaders and protectors of their flock. During daily movements of a flock, llamas may take the front position to lead the sheep, walk and graze in their midst, or trail at their heels.

It is not uncommon for the llamas to separate from the flock and stand or rest on an adjacent hill-top or slope. While 70 % of the producers interviewed said their llamas typically stay with their sheep, 25% reported that the llamas usually stay separate from



the flock. Being separate is a behavior typical of wild, adult guanacos. For the llama owners, this is an encouraging sign that the llama has assumed the role of a guard animal.

About half of the people surveyed had seen their llamas interact with potential predators (coyote, dog, fox, or bear). Typical responses of guard llamas are: alert attention (31% of the interactions, multiple responses possible), alarm call (32%), walked (25%) or run towards the predator (62%), chase it (58%), kick or paw at it (21%), herd the sheep (34%) or position itself between the flock and predator (8%). In 3% of the cases, it walked or ran away from the predator. Ranchers reported their llamas killed a variety of intruders, including coyotes and woodchucks.

Continued on page 36

## Guard Llamas (con't)

If the sheep ranch has a herding dog that typically chases, barks, and acts hostile towards the sheep during herding, the guard llama at first can be aggressive towards the dog. If there is a family dog on the premises that does not chase or bother the sheep, the llama usually will habituate to the dog and not attack it. However, some family dogs have been attacked and injured by guard llamas.

### What works best?

The characteristics of llama and sheep husbandry practices were correlated with the relative effectiveness of guard llamas in reducing predation after the llamas had been introduced to the sheep. There was no difference between gelded and intact males in their effectiveness in protecting sheep.

It does make a difference whether single or multiple guard llamas are used. Multiple guard llamas work in some cases, but overall, predation in this study was higher in flocks with multiple llamas (7% of the flock) compared with flocks with one llama (1% loss).

Although llamas are introduced to sheep in a variety of situations, there is no difference in the llama's eventual effectiveness in protecting the sheep. Sheep first introduced to guard llamas on open range, however, experienced higher predation than those introduced in a corral.

Although lambs affectionately interacting and playing with a llama is a striking and impressive sight, llamas introduced to sheep with lambs ultimately are no more effective than llamas introduced to flocks without lambs.

From this study, researchers were unable to determine the ideal age to first introduce a guard llama to sheep. Actual age of the guard llama (excluding those less than 1 year old) is not related to its effectiveness. However, it appears that llamas don't become fully protective until at least 1 to 2 years old.

Llama and sheep behavior toward each other does not influence the llamas guarding abilities. Sur-

prisingly, there is no difference in losses of sheep ranging with a guard llama in open habitat vs. habitat with cover (forested, shrubby, gullies, ravines, etc.). Just the same, a llama is expected to more easily detect a potential predator in open terrain.

### Cautions and problems

Nine out of 10 of the sheep ranchers said that their sheep do not negatively affect the llama. When problems arise, it is because the sheep are crowding the llama away from food. To overcome this problem, put food for the llama in a feeder high enough to be out of reach of the sheep.

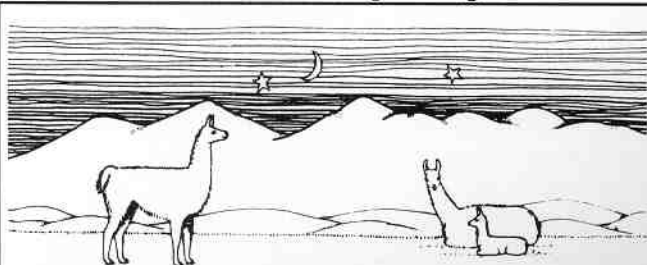
"Do llamas negatively affect the sheep?" Producers answered "no" 75% of the time. Aggressiveness and breeding are the most commonly reported problems among the 25% of respondents that said "yes." No problems were reported for the 10 female llamas in this study. Twenty-five percent of 61 intact males and 5% of 135 gelded llamas attempted to breed ewes. Some producers lost sheep due to this breeding behavior. In one instance, a single male killed 100 ewes before the problem was determined. If an intact, sexually mature male is used, he should be closely watched during the breeding season or the ewes should be separated. Castration can modify this behavior, but not necessarily in all cases.

Five percent of the producers report their guard llamas are overprotective, so much so that the producer sometimes has difficulty working with the sheep.

### Owner satisfaction, cost and savings

Nearly 80% of the sheep producers reported that they are either "very satisfied" or "satisfied" with their guard llamas. Predator control and easy maintenance are cited as the top benefits. Two-thirds of the producers report no disadvantages with their guard llamas, and 85 percent indicate they would recommend guard llamas to others.

Some producers report no savings by having a guard llama, while one purebred producer saves an



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Continued on page 52



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## RMLA Special Events

One of the most visible aspects of RMLA is member participation in special events. These events are also the most fun. Here is a list of this year's, not to miss, RMLA sponsored Special Events.

### **MAY 27 - 30: Intermountain Llama Classic & Rendezvous; Logan, UT**

This is the new home for the ever popular Llama Rendezvous. There will be a full ALSA sanctioned llama show, in a beautiful park setting, and many other fun events including a RMLA business meeting. This is a great way to kick off the summer season. *Linda Kyriopoulos, 801-245-3529*

### **June 10 -11: Estes Park Llama and Alpaca Shows; Estes Park, CO**

This is one of the largest and definitely one of the most beautiful shows in the country. A Private Treaty Sale for llamas will also be held. This is definitely a show not to miss. *Jo Riley, 303-823-5409*

### **June 24: 5th Annual Red Light Run; Cripple Creek, CO**

A 3-mile llama race through the streets of historic Cripple Creek. There is also a parade, and obstacle courses for youth and adults. *Sally German-Rucker, 719-689-9010*

### **June 29 - July 1: Llama Pack Festival; Grand Mesa, CO (tentative location)**

A fun-filled weekend for the whole family. A great time will be had by both beginners and seasoned packers. *Jack White, 303-879-1358*

### **July 15 -16: Four-Corners Llama and Alpaca Bazaar; Cortez, CO**

Booths, llama demonstrations, private treaty llama sale, and lots of fun! *Ted Early, 303-327-4511*

### **July 29: 13th Annual Fairplay Pack Llama Race & Llama Lunacy; Fairplay, CO**

A 3-mile cross-country pack race that include: Pro, Amateur, and Walker divisions. Also Llama Lunacy which includes kids obstacles and other fun things. *Dee Goodman, 303-345-6632*

### **August 11-12: Boulder County Fair ALSA Youth Show; Longmont, CO**

The youth show will include Showmanship, Obstacle and Public Relations courses. *Mary Beth Hartsough, 303-705-2463*

### **August 19: Leadville Trail 100; Leadville, CO**

This is a 100 mile foot race. Don't panic; we won't run it, we just help crew it with pack llamas. This is a great opportunity to let people know how useful llamas are. *Dee Goodman, 303-345-6632*

### **August 19 -20: Colorado State Fair ALSA Youth Show; Pueblo, CO**

A Youth Show which includes Showmanship and Obstacle courses plus an obstacle race. *Chris Brown, 719-784-3220*

### **September 2: Llamathon; Durango, CO**

This is a 16-mile endurance pack llama race plus 4-mile and 8-mile races. This event, along with the Fairplay Pack Llama Race and the California Llamathon, make-up the new Triple Crown of Llama Racing. *Bill Redwood, 970-533-7835*

### **September 23 -24: New Mexico State Fair ALSA Llama and Alpaca Show; Albuquerque, NM**

This is a full ALSA show offering all performance and halter classes. This year they are proud to announce their first alpaca classes. *Mary Summers 505-867-3442*

### **September 30: Education Seminal South; Taos, NM**

This year we are having Education Seminars instead of a conference. This particular seminar is being held the same weekend as last year's conference. Since there are quite a few members who are interested in working with the fiber from their llamas, we thought it only natural to hold this seminar during the Taos Wool Market. At this time we are still working on the program but, since this is only a one-day seminar, there will be plenty of time to explore the rest of the Wool Market. *Mary Summers, 505-867-3443*

This list represents the events that RMLA is sponsoring as we go to press with this Special Edition Newsletter. If you would like to have RMLA sponsor your event, or would like to know more about what benefits RMLA has to offer in sponsoring your event, please contact Bill Redwood, 790-533-7835.

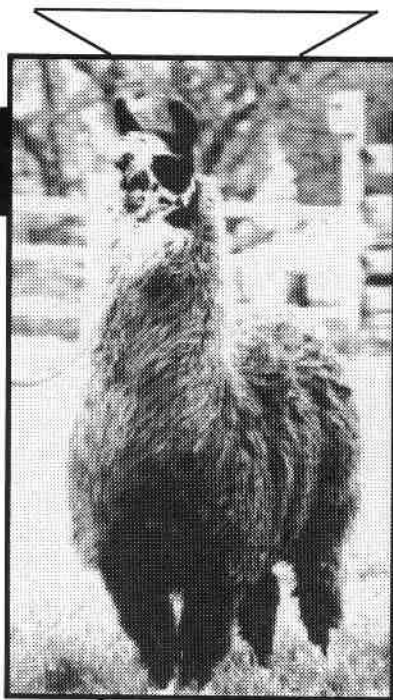
If you have any questions about an event, just call the Chairman. They will be very happy to help you attend their event. We hope to see you at many of the events!

## Leasing Llamas (con't)

- of protection anyway for conducting a commercial use program that puts you on some level of risk.
- d) Transportation options for safely hauling the lease animals to and from the trailhead will be a necessity as most leasers do not have adequate options themselves. Contracting with others or providing your own transport will be necessary. It is important to recognize and address the additional liability that this generates and then organize to limit and cover these.
- e) Contracts, brochures, price lists, written policies, etc. are necessary for documentation and effective binding agreements with clients. These spell out responsibilities for each party and help to communicate and effect responsible handling of both parties' interests. These instruments are key to defining and limiting liability exposure.
- f) Critical mass and economy of scale must be evaluated. There is a great deal of fixed overhead that needs to be dispersed over enough volume to make the program feasible. Much of the overhead is the same whether you employ on or one hundred animals in your program.

### IN SUMMARY

In general, most llama owners that provide leasing services are doing so to effect sales. The best way to run a successful leasing program is to make sure that the four basic components mentioned above are covered. If there is an absence in any of these components, do not attempt a leasing program until the deficiency has been addressed. If the client does not have a positive experience, they might become discouraged with llamas as pack animals and look elsewhere for their future pack stock needs.



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## Why Did I Become an ALSA Judge?

by Howard Kerstetter • Kahura Uyu Llamas • Bozeman, Montana

When Jo Riley first asked me to contribute this article I was quite hesitant. Jo Riley, however, is a most persuasive individual. After vacillating for some time, the thought of ALSA's vitality and importance permeated my image of the piece. I strongly believe the future of the lama in the northern hemisphere depends on ALSA shows and particularly on the maintenance of the standards for judging criteria as they are evolving. I also believe most of my reasons for involvement in the Judges Program are representative of my colleagues. I hope my words speak well for all of us.

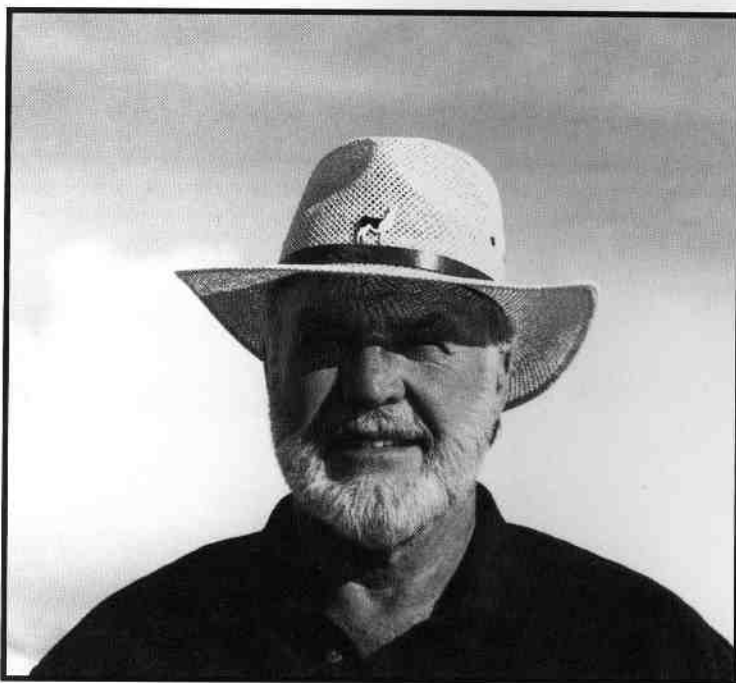
Since the beginning of my own breeding program in 1974, structurally sound animals with correct conformation have been of greatest importance to me, during the era when pretty and fluff were in vogue. I have observed ALSA judges striving to consistently evaluate animals comparatively, based on standard judging criteria. This approach appealed to my sense of what is important for the long-term well being of llamas and alpacas.

In the very early days of ALSA, I actually resisted the ALSA show and point accumulation system because I thought it would perpetuate a trailer chase by the affluent while the small breeder would get left behind in the dust. I was wrong. ALSA shows have grown so rapidly that every section of the country has show opportunity. Every lama enthusiast can participate in shows ranging from small county fairs to major stock show events. ALSA has grown because of grass roots volunteers and an organization directed by dedicated pioneers drawn to the vision of what ALSA is becoming today.

During the late 1980's, I began hearing more and more open discussion regarding the purchase of animals for the long haul and not just for quick profit. In addition, attention was finally being drawn to proper breeding practices. There began to be a spreading

sense of long-term commitment to the lama industry. In the 1990's individuals began paying attention to ALSA shows, recognizing ALSA champions as truly some of the best examples of top quality breeding and performing animals in the country. I became encouraged. I knew the survival of the llama and alpaca industry must depend on reproductively sound, structurally correct, vigorous animals. Conscientious breeders will survive while less attentive breeders migrate toward mediocrity.

From its inception, the lama industry has had various political levels, with juxtaposed forces within and between the levels seeking a niche. Of all the factions and groups, only ALSA has demonstrated to me that it can cut across and through all types of organizations without encumbrance. ALSA independently and objectively addresses all breeders, all buyers, all groups, all individuals with the very same message.



I was drawn to the Judges Program because of what I shall call the substance within the judging criteria. When teaching or performance standards in our nation's

classrooms are lowered, the value of an education is correspondingly questioned. When judging criteria standards for quality breeding and performing animals are not uniform; when they become relaxed or compromised, judging is less meaningful and the value of recognition is lessened; animals attain titles without substance.

I also became impressed with the intensity of ALSA's growing youth program. Young people under the age of 19 are joined with 4-H and FFA type activities in which the young person can excel. Judges can be an important ingredient in the mix for tomorrow's lama owners, and when done properly, impact the outcome.



# An ALSA Judge? (con't)

In September of 1993, I was privileged to work closely with Dr. Jim Vickers, Hank Kauffman, and Jodi Sleeper. As we evaluated the Peruvian imports, I found a fresh sense of confidence applicable to being a judge. By this time, I had been breeding, packing, teaching about, and writing about llamas for twenty years. With encouragement from Hank and Jodi, (already well respected ALSA leaders and judges), I realized my experience, my knowledge of structure and balance, my critical nature and eye, along with my professionally trained teaching and evaluation abilities might be well used as an ALSA judge. I enrolled in the program January, 1994.

As I went through the program, I realized the Show Clinic and Judges Program is also unique within the industry. The curriculum is designed and structured for consistency so the attendees are not seduced by strong individual bias. It is governed by board-adopted rules and regulations.

I fully immersed myself into the program. I decided to devote myself, my time, and my energies to ALSA. The points I expressed above now fit into what I want to do with the llama part of my life. I did not ask myself about what is expedient, but only if it is right. I do this not to be noble or unselfish, but because life slips away and because I need, for the rest of my journey, a star in the llama world that will not be false to me, a compass that will not lie. I am not able to aspire to the highest with only one part of myself and not another. I have been moved to do what I believe is right for the dignity of, and longevity of, llamas and alpacas.

Having said all of the above, I wish to make it plainly clear that I and my colleagues are continually learning, sharing techniques and ideas to make the ALSA Judges Program a stronger one. We are not satisfied with where we are at this point in time, but we are delighted with the progress being made year after year.

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# Research Committee Report

by Ron Baird • Plum Valley Llamas • Sedalia, Colorado

After discussion at the committee and Board of Directors level, RMLA made the decision to donate \$5,000 to medical research funding. The announcement of this donation was made at the Llama Assembly, held in January, 1995, at Denver, Colorado. It was hoped that the representatives of 23 other llama organizations who were present at the Assembly would follow RMLA's lead in helping fund critical llama research. As the chairman of the Research Committee, I have been asked to represent RMLA on the Lama Medical Research Group, along with Dr. Arthur J. Kennel, Chair; Dr. Allen DeWald, representing AOBA; Hank Kauffman of ILA; Dick Wickum of LANA; and Lavona Fercho of CLA.

Substantial investigation into funding medical research was done before making this decision. As a result, the funds were directed through the Morris Animal Foundation, which will monitor the progress of the research being done and hold the recipients to strict measures of accountability in terms of timeliness, scientific methodology, and cost. We feel that Morris, as was reported last issue, shares our concerns for wisely investing research monies and has standards similar to what RMLA expects in terms of results.

The funds were delivered to Morris Animal Foundation in late January and received by Ms. Sarah Harrison, Director of Development. Morris currently has three llama medical research studies underway. The Lama Medical Research Committee has rated at least ten other studies for their usefulness and timelines for the llama community. These are awaiting funding from interested llama groups and individuals; all have merit and will be funded as donations are received.

The really encouraging result of RMLA's donation in the past two months has been that the other llama organizations represented at the Assembly responded overwhelmingly to the need for research funds. RMLA's lead in research funding may well have provided the impetus to getting several important medical research studies initiated in swift fashion. Two new studies besides the choanal atresia study already underway were funded as a result. A study of gentamicin, a widely used antibiotic, was funded for \$13,666. We need another

antibiotic that can be used on our animals and we hope this study will determine the efficacy of gentamicin for use in llamas. A first year study, in the amount of \$10,500, was funded to study the Minute Chromosome in llamas and the relationship of this to embryo death and genetic defects.

In practical research, RMLA also made an important contribution to furthering the use of llamas in everyday life.

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**"RMLA put the Impact Study  
over the top."**

*Jay Rais, ILA Board Member*

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We all have a vested interest in our animals being allowed access to forest, park, and wilderness lands. An important market for llamas, mostly untapped it seems, are backpackers. Many of us use our animals for recreational packing and have encountered hikers who want to know more about using llamas to carry their equipment. These represent potential purchasers for llamas and this educational experience helps build that market. But, the industry faces being denied access to these lands because administrators are unaware of the low impact llamas have on the environment. Hence, the other research being funded and considered for funding by RMLA at present is a very important study regarding the impact of hikers, horses and llamas on land.

This year's study is entitled "Erosional Impacts of Llama, Horse and Foot Traffic on Established Hiking Trails of Western Montana." An initial study of off-trail impact was completed last summer by the Aldo Leopold Wilderness Research Institute (ALWRC), part of the U.S. Forest Service, and various llama organizations. The report on last summer's work is still being compiled, but the results appear to indicate that a llama has about the same off-trail impact as a backpacker and that one horse has the impact of five or six llamas.

The erosional study this year has as its purpose the comparison of the relative effects of horse, llama and foot traffic on soil erosion, compaction,

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*Continued on page 43*

## Research Committee Report (con't)

and infiltration under controlled trail and rainfall conditions. The experiment's design will incorporate all three traffic types and a "no-use" control onto one trail in a random pattern. Each type of trail use will use only one trail segment, allowing analysis of the impact from just that one use. For example, only llamas will be taken through the same trail segment time after time so that their true impact on a trail can be judged. The same for horses and hikers. The experiment will involve "rain" after uses, so the erosion caused by animal and human use can be assessed.

This study is currently projected to cost \$25,000, exclusive of horses and llamas which will be lent for the study. Data will be collected this summer and a draft final report prepared by next spring. The Forest Service will be actively participating through ALWRC and the use of the Lubrecht Experimental Forest in Montana.

RMLA announced at the Llama Assembly '95 it would be contributing a separate \$5,000 in research money toward the funding of this study. That announcement seems to have started the ball really rolling. Since then, most major llama organizations have donated funding in various amounts, such that it appears this important study will be completely funded and a large part of another important study will as well.

ALWRC has received a proposal from the University of Idaho to assess the comparative grazing impact of horses and llamas on the wilderness. The study will identify and compare the difference in short term grazing impacts between horses and llamas, on dry and wet subalpine meadows, based on forage preference, severity of defoliation, and severity of trampling, in early and late summer. According to the researchers' proposal: *This research will also help address the practical problem of setting regulations for llama use in wilderness and backcountry areas. Due to the lack of information about the impact llamas have on the backcountry environment, regulations concerning llama use are set arbitrarily or they are managed similar to horses and mules. With an increased understanding of llama impacts, regulations can be tailored to their particular characteristics and behavior.*

The cost of this study is projected at just un-

der \$20,000, but may be reduced if the researchers can borrow a trailer, horse, and llama rather than having to lease them. Observation of the two species' eating habits during daylight and nighttime hours will be recorded on video tape. This will supplement the analysis of plant consumption (physical counting of the plants eaten by types and amounts) and degree to which the ground cover is trampled by the picketed animals.

Both these studies are practical research. Our industry needs to preempt regulatory challenges such as occurred at Tonto several years ago, Canyonlands National Park last year, and those of other, uninformed administrators of national lands. None of us in the llama industry can afford to be "locked out" from access to these areas for our own personal enjoyment as well as the potential marketing exposure we can gain.

*What we are funding through this research is going to be faced by the horse, donkey, mule, goat and other animal industries in the future.* The battles to close roads to vehicular travel are only one step away from keeping pack animals out. If that were to happen, only humans capable of carrying a pack on their backs would have access to beautiful sights, scenery, forests, lakes, streams, and mountains. Scientific data proving what we individually already know or believe, i.e., llamas have low impact on the environment, will help open and keep these lands open to us.

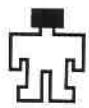
RMLA members have always supported research that benefits the llama industry. We believe the studies RMLA is funding this year continue this tradition, in both the medical, and the practical marketing and recreational, arenas.



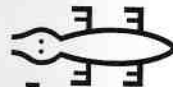
**Ron Baird presenting a \$5,000 check to Ms. Sarah Harrison, Director of Development, of the Morris Animal Foundation**



# My Favorite Hike with a Llama



## A Trip back in Time



## Grand Gulch Primitive Area in Utah

by Bob Riley • Boulder Ridge Ranch  
Lyons, Colorado • 303-823-5409

**Distance:** 29.3 miles from Ranger Station to Government Trail.

Alternate Route: 22.8 miles from Ranger Station to Bullet Canyon Trailhead.

**Starting Elevation:** 6,080'

**Canyon Elevation:** 6,080' to 5,040'

Over 22.2 miles (flat) then a 620' rise for one-half mile to the Government Trailhead at 5,660'

**Time Required:** 4 days . . . take your time. (6 days would allow more time to explore side canyons.)

**Season:** Fall and Spring - Never in the summer with llamas.

**Difficulty:** Easy, downhill or flat except one-half mile of steep grade coming out. Some parts of the trail are narrow, with trees on either side.

**Special Features:** Remains of Anasazi dwellings, pottery, and petroglyphs. Excellent llama support at Recapture Lodge in Bluff, Utah.

**Topographic maps:** Trails Illustrated "Grand Gulch Plateau" map number 206. Available at backpacking stores or Recapture Lodge.

**Permit required:** Contact the BLM Office in Monticello, UT for permit to hike with llamas.

Bluff, Utah is located in the southeast corner of Utah on Highway 191. The Recapture Lodge, operated by Jim and Luanne Hook, should be your first stop. It is a nice, clean motel, with an area to stake your llamas out for the night, plus maps and books on the area. They have a llama leasing business for hikers going into the desert.

After dropping me off at the Ranger Sta-

tion, Jim shuttled my car and trailer to the end of the trail at the Government trailhead. An alternate route to consider would be to start at the Bullet Trail, which puts you about half way down the canyon, and return to the same trailhead.



To reach the trailhead, drive west from Bluff on Highway 163, 18 miles to the intersection of State Highway 261 then 23 miles north to the Ranger Station. Sign-in at the Trailhead and pay a \$5.00 fee in the parking lot. Water is not available at the Trailhead. The trail begins on the west side of the highway. This hike heads southwest into the upper end of the canyons losing 400 feet over four miles before reaching the canyon floor. The trail is easy and scenic with a few switchback. Once you are in the canyon, the real fun begins. For the next 22.2 miles, the canyon is winding and virtually flat with numerous side canyons worth exploring. Water is available about every 1/4 mile in the upper end and becomes a stream as you walk southwest.

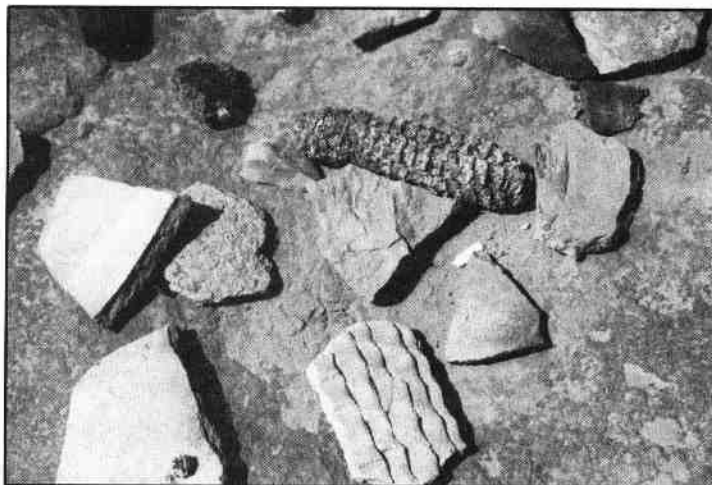
The earliest known inhabitants in the canyon were known as Basket Makers. They were a nomadic hunting and gathering culture who lived here from 200 to 600 A.D.

Indian ruins are scattered all over the canyon floor, up on ridges and under ledges. The first big site shown on the map is the Junction Ruin at the 4-mile marker. This ruin is up on your right and above the canyon floor. Six major

## My Favorite Hike (con't)

archeological sites are marked on the Trails Illustrated map and this only represents a fraction of the sites you can find exploring on your own. Marvel at the stone work in the building. Look at the pottery shards with their varied, painted designs. The ground is littered with small corn cobs, preserved by the dry air for 1,400 years.

I had taken grain for the boys, expecting little forage, but grazing was abundant in April. Camping spots were plentiful and, regardless of where you pitched your



tent, you were never very far from an archeological site. Finding an area with sufficient scope to picket llamas was a challenge and required a little ingenuity. My favorite camping spot was at the 15 mile mark, .6 of a mile before reaching the Bullet Junction Spring. You reach the spot by turning right (North) and following a faint trail for about 300 yards with a 75' elevation gain. Enter a crescent shaped side canyon with a large overhang that will shelter you from rain. There are numerous ruins to explore in the area.

The next day I reached the Bullet Canyon trail at mile marker 15.6. Most people looking for a shorter hike will exit here. The trailhead is 7.2 miles up the canyon to your left (southeast) and the highway is just 1.2 miles beyond. The government trail that I came out on is at mile 26.2, then 3 more miles to the trailhead then a drive of 8 more miles to the highway.



The last night in the Canyon, I camped across from the entrance to Step Canyon at mile 19.5. It was one of those nights that was so dark that the light from my little oil lantern seemed to be absorbed by the blackness. There was not a breath of wind and the only sound was water dripping from the Canyon walls. I sat cross legged on the soft sandy ground in front of my tent. All the Indian dwellings, shards, and miniature corn cobs brought me to feel very close to the Old Ones that lived here not so very long ago. Why did they pick this Canyon to live in? Was it for protection or was it something more? At that moment, I could feel a strong spiritual presence, a peace, and a depth to life, maybe they felt it, too.

*One word of caution:* The Government Trail is incorrectly marked on the 7.5 minute Polly Pasture Quadrangle map. The trail can be found .2 miles past the Polly's Canyon Stream. The 15 minute Trails Illustrated Grand Gulch map shows the correct location of the trail.

Those of you wishing to take this hike back in time need to respect the many sites you will come upon. There are no Park Rangers, fenced-in areas, or signs telling you keep off. so use your best judgment and respect the area.

*Editor's Note: This is the second in a series of Favorite Hikes. Please submit your story and photos. We need your help to keep this column alive and well!*

## Youth Club

### Recipe for Llama Youth Club

#### INGREDIENTS:

**Meeting Place**      **Llamas**  
**Youth**                **Program**

**DIRECTIONS:** Gather information on all your ingredients before you start.

**MEETING PLACE:** The leader's home or a barn. Meeting place must be large enough to accommodate members, parents and llamas.

**LLAMAS:** The llamas need to have basic halter training. You can assign 2-3 youth members to one llama if necessary. If you don't have enough llamas, offer other breeders in your area an opportunity to let your youth members work with and groom their llamas.

**YOUTH:** Submit to the community news section of your local paper, a youth llama along with copy for your Youth Club. For example: Youth ages 8-16 interested in learning about and working with llamas, call about the youth llama club starting in your area. Membership will be limited. You do not need to own a llama to join. Call RMLA, 303-345-6632, for more information on starting a 4-H Club.

**PROGRAM:** RMLA now has the Second Edition of the Youth Llama Project Manual available for only \$3.00. Each child should have this easy-to-read, fun book explaining everything from caring for to training their llama. The ILA can furnish you with a Leader's Manual for a structured Youth Program for \$10.00. You can use all or part of these programs. Or you can do your own thing, using the structured program for a guideline, and have a non-structured group. There are two secret ingredients . . . the first is to add large quantities of fun for you and your group. The kids enjoy doing things and learning about llamas and not sitting at long, dull meetings. The other secret ingredient is to ask the parents to help the kids when working with the llamas. This gets the parents hooked on these wonderful creatures and they look forward to being involved in the club. The more involved the parents are, the more things you can do as a group.

Mixing kids, llamas and parents together will create joy and pleasure. Share large portions of this wonderful mixture with your community.

***All will enjoy.***

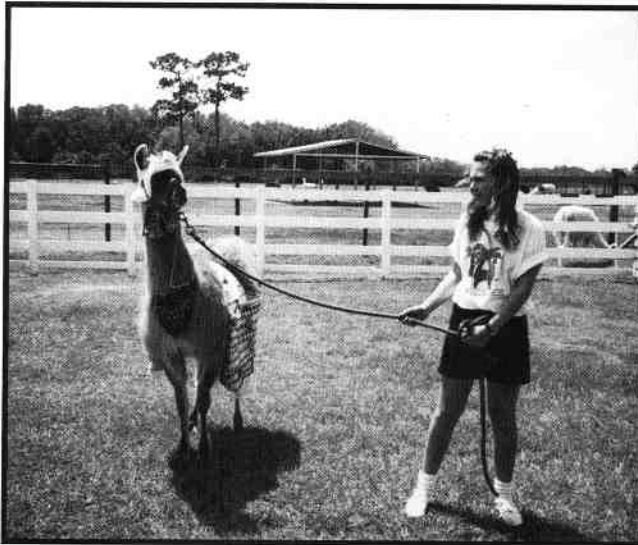
*Recipe submitted by Claudia Hartung • Hartung Llama Ranch • Parrish, Florida*



## Youth Club

After spending love and a generous amount of time, these are some of the wonderful results you can have in your life.

There are many people to help you. Just gather kids, love and energy and see what you can do!



## 4-H Youth Project Llama Manual

This uniform Manual covers training techniques (haltering, leading and brushing) for llamas. There are many illustrations on basic health care. The Manual provides good, basic information for the successful completion of a youth 4-H or FFA project.

**ONLY \$3.00** (POSTAGE PAID)

**Send your check  
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303-345-6632

I have enclosed \$ \_\_\_\_\_ for \_\_\_\_\_ copies of the Youth Manual

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Home Phone: \_\_\_\_\_ Office Phone: \_\_\_\_\_

# Have You Done This With A Llama?

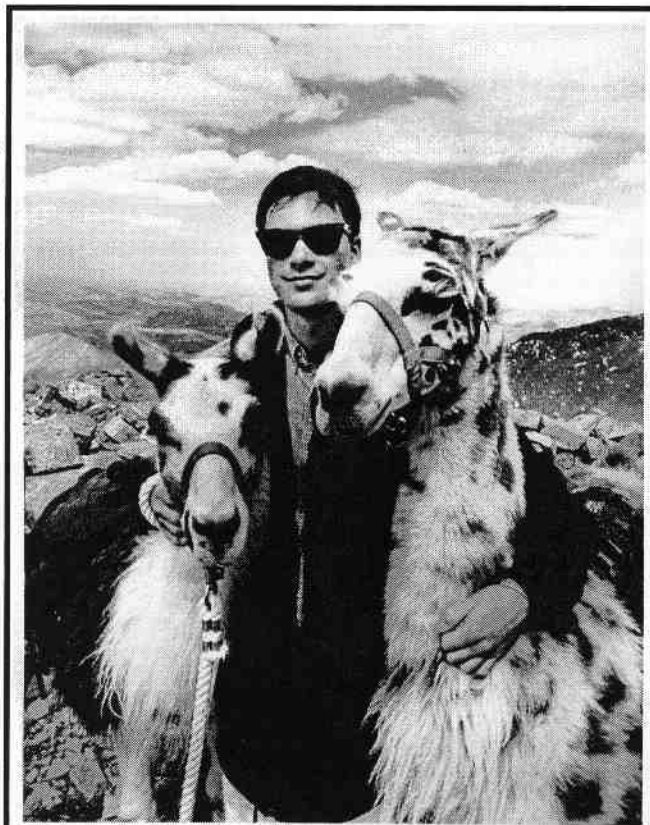
by Bob Riley • Boulder Ridge Ranch • Lyons, Colorado

We will be running a column listing all the wonderful things llama owners do with their llamas. The photo below is a picture of my nephew, Jon Winningham. Jon and I climbed to the top of Mt. Grays, the ninth highest peak in Colorado, at 14,270 feet. Although the hike was easy for both of us and the llamas, we thought we had been the first with llamas to accomplish such a feat. After all, we had not heard of anyone else doing it. A couple of days afterwards, I was discussing our climb (bragging) with Jerry Dunn. She asked if we had climbed Torreys, the adjacent 14er at 14,267 feet. Jerry said, "Unless you climbed both in the same day with your llama, it didn't really count." She went on to say she had climbed Mt. Elbert, the tallest peak in Colorado, at 14,433 ft., five times. Well, so much for being first!

Now I wonder how many others have climbed 14ers with their llamas. Please write or call the editors and let us know what other interesting things you have done with your llamas or alpacas. This list may include highest hike, lowest hike, longest hike, most rest

homes or schools visited, longest and shortest parade or oldest llama. I hope you get the idea. Think of this as expanding our understanding of what llamas are capable of doing ... a sort of "Ripley's Believe It or Not."

**Jon Winningham of Olathe, Kansas  
on top of 14,270 ft. Mt. Grays.**



## **One word of caution:**

I am not encouraging you to jeopardize the health and well-being of our speechless brothers. Use good, common sense. Before climbing Mt. Grays, I attempted to climb Mt. Quandary, at 14,265 ft. with two llamas. A short distance from the top, we encountered a boulder field that looked just a little too dangerous for llamas so we turned back and did not finish. Any activity that appears to be dangerous will not be printed in this Newsletter. We are encouraging you to look for new and interesting things to do safely with our llama friends.

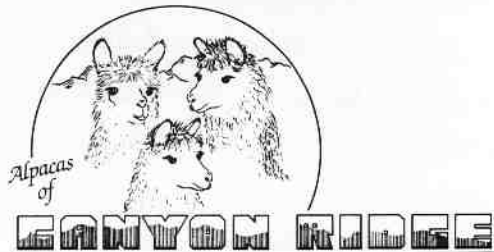
Please send articles and photos to:

Bob Riley, Post Office Box 1189, Lyons, Colorado 80540. If you would like ideas and/or help writing the article, just call: 303-823-5409. We have people who can edit your stories!

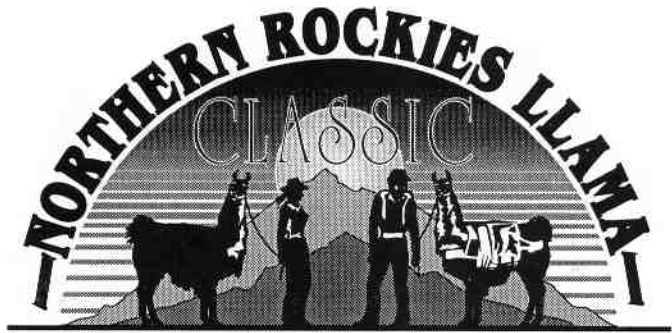


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More than 25 ranches will participate in this first sale. Save this flyer and place it on your refrigerator, copy it and give it to your friends, share it with your travel agent and MARK YOUR CALENDARS. Grab your family and make a fun mini-vacation out of an event designed for the discerning buyer and breeder. Whether you presently have llamas or plan to in the near future, you DO NOT want to miss this event.

October is one of Montana's most beautiful seasons. Visit Yellowstone National Park, hike and take advantage of the many special events. Fill out the INFORMATION" form below and mail it to the NRLC. We will send you details regarding the Bozeman area, the sale, workshops as well as travel, restaurant and lodging facts. You will also receive our "SALE CATALOG" in September. See you at the NRLC  
*Jonathan Blacher*

**Please send information on the following:**

- Buyer/Attendee                       Exhibit Booths  
 Other \_\_\_\_\_

Name: \_\_\_\_\_

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City/St/Zip: \_\_\_\_\_

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- Salomon Llamas - Polson, Mt (406) 883-2149
- Hayhook Ranch - Livingston, Mt (406) 686-4434
- North Wood Llamas - Great Falls, Mt (406) 771-7978
- River Pines Llamas - Sun River, Mt (406) 264-5400
- Springhill Llama Ranch - Bozeman, Mt (406) 587-8310
- Flat Creek Llamas - Cascade, Mt (406) 468-2464
- Double Diamond Bar - Bozeman, Mt (406) 587-0001
- Great Northern Llama Co - Columbia Falls, Mt (406) 755-9044
- LC Llamas - Bozeman, Mt (406) 388-8876
- Lolo Creek Llamas - Lolo, Mt (406) 273-2535
- Shady B Farms - Bozeman, Mt (406) 587-8077
- Montana Mountain Llamas - Bozeman, Mt (406) 686-4757
- Bear Mountain Shadows - Basin, Mt (406) 225-4341
- Howard Kerstetter - Bozeman, Mt 59715 (406) 586-3191
- Ruby Valley Llama Ranch - Sheridan, Mt (406) 842-5881
- Storm King Llamas - Hamilton, Mt (406) 363-4306
- Sandstone Mountain Ranch - Kalispell, Mt (406) 857-2442
- Touchstone Llamas - Florence, Mt (406) 273-0988
- Painted Sky Llamas - Columbia Falls, Mt (406) 892-1575
- Paul & Sally Taylor - Bozeman, Mt (406) 686-4723

Watch for further listings as more Rocky Mountain Llama Farms join in the  
**NORTHERN ROCKIES LLAMA CLASSIC**



# Just for Kids

The Rocky Mountain Llama and Alpaca Association is proud to announce a new program for all youth involved with llamas, called *Just for Kids*. Youth and breeders do not need to belong to RMLA to take advantage of this program. *Just for Kids.*, is a free service for kids involved with llamas, either through 4-H, FFA or other llama youth programs, to help find llamas *suitable for youth* to buy at special prices.

The way *Just for Kids*.works is simple. Breeders can call RMLA anytime at 303•345•6632 and list their potential youth project llamas for sale. All llamas must be registered with the ILR and at least 6 month of age. The breeders must assure that the llamas are healthy, sound and have suitable dispositions. We will list all llamas for sale, but are suggesting that llamas be reasonably priced.

Breeders with llamas suitable for youth may

call RMLA and list their name, address and phone number, plus the llama's sex, name, color, ILR# and price of the llama. *This is a free service to the breeders and youth.*

All youth interested in purchasing a llama can call RMLA and ask for information regarding llamas we have listed in their state or states that are near them. We will supply the names and phone numbers of breeders, along with all the other information on the llamas listed with us. It is up to the youth to contact the breeders and negotiate the sale.

The youth can call the RMLA office between 6:00 p.m. and 8:00 p.m. MST, Monday through Friday to talk to Dee or Karla Goodman.

Remember . . . *Just for Kids.* is a free service for all youth and breeders. Let's work together to make buying a llama easy and affordable for all youth!



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# Guard Llamas (con't)

average of \$20,000 per year. An average annual savings of \$1,034 was reported by 86 producers.

## Guard llamas vs. guard dogs

While guard dogs have been shown to be effective in reducing coyote predation on sheep, there have been problems. A significant concern is the short life span and premature death of guard dogs due to accidents, culling, and disease: 50 percent die before 3 years of age. Beginning as small pups, guard dogs must be raised exclusively with sheep and with minimal human contact, and many are not effective during their first year while undergoing training and habituation. A major problem is that dogs must be fed.

## Not a panacea

These results indicate that guard llamas offer a viable, non-lethal alternative to the problem of coyote predation on sheep. However, no matter what the approach when dealing with the adaptive coyote, the concept of "protection against" coyote predation is an overstatement. A more realistic expectation is a "substantial reduction" of coyote predation.

While the results of this research are encouraging, the guard llama should not be seen as a cure-all. Some ranchers continue to have problems with predation, but the average rancher experiences a substantial reduction in losses with the use of a guard llama.

However, don't count out the clever coyote. This opportunistic predator is well known for adapting to new situations. It hunts alone, in pairs, and in small groups or even packs. How will guard llamas respond to group-hunting or high densities of coyotes? This is not known, but one rancher reported his 7-month-old llama was killed by a pack of coyotes. In order to be one step ahead of the wily coyote and sustain an effective predator management program, it may prove necessary to rotate every few years to different guard animal species: llamas, burros, dogs, etc. Guard llamas can be a vital part of a rancher's overall predator prevention and control program.

## Unanswered questions

Guard llamas may have applications to other species. This study found that a number of ranches and farms successfully use llamas to protect ducks, geese, deer, and even cattle. Expanded use of guard llamas is intriguing and deserves further assessment.

## Summary

Coyote predation is a serious problem for the sheep industry. The traditional approach to controlling predator losses has been to trap and poison coyotes. During this study, 145 sheep producers using

guard llamas were interviewed to determine characteristics of the guard llamas and husbandry practices. Some of the results include:

- Most introductions require only a few days or less for the sheep and llama to adjust to each other.
- The average ranch uses one gelded male llama pastured with 250 to 300 sheep in 250 to 300 acres.
- Sheep and lamb losses averaged 26 head per year (11% of the flock) before using guard llamas and 8 head per year (1% of the flock) after.
- More than half of guard llama owners report 100 percent reduction in predator losses.
- Llamas are introduced to sheep and pastured with sheep under a variety of situations, few of which affect the number of sheep lost to predators.
- Multiple guard llamas are not as effective as one llama.
- Ranchers report an average annual savings of \$1,034 and 86% say they would recommend guard llamas to others.
- Protectiveness of sheep and easy maintenance are the two most commonly cited advantages.
- Problems encountered include aggressiveness and attempted breeding of ewes, overprotection of flock, and sheep interference with llama feeding.
- Overall, llamas are effective guards with high sheep producer satisfaction. Although questions remain to be answered, guard llamas are a viable, non-lethal alternative for reducing predation, requiring no training and little care.

*Editor's Note: This is just part of a wonderful 12-page pamphlet that has been printed by Iowa State University, which includes pictures and graphs. A free copy of this report is available from RMLA. Mail a #10 size or larger envelope with 55¢ postage to: RMLA • ATTN: Jo Riley • Post Office Box 1189 • Lyons, CO 80540.*

## Rocky Mountain Llamas

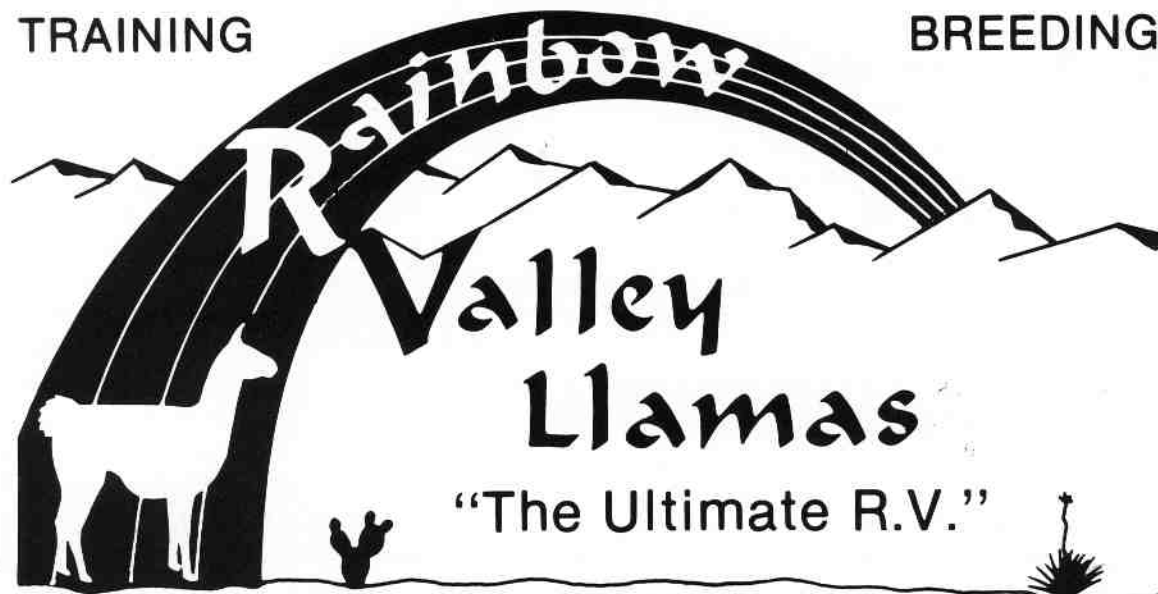


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## Sales or Marketing? (con't)

- Do you plan to buy a single llama or are you thinking of buying a package of animals? Often buyers will buy one animal here and another there but would have preferred a package had one been offered. If they are looking for a package be prepared to lower the price accordingly.
- By when do you plan to have your llama purchased? They may just be shopping or they may be ready to take one home today. If they expect delivery within a week don't show them a six week old cria.

You may also want to offer other information on a particular animal or two. Don't just throw out this information to see if anything sticks. Present it in the form of a question. For example, instead of talking about "Willie's" great blood line, ask if blood lines are important. They may or may not be. If the buyer has no interest in blood lines, this is information that only clouds the sale. This same technique may be used to present information like medical histories, show histories, breeding dates, service sires, guarantees and warranties. We could go on, but the point is that if all of the information is presented in the form of a question, then by the end of the conversation you will know exactly what the customer wants. In fact, often the customers themselves don't know what they want until after this exercise. By now they should know and should be able to make the proper buying decision.

### Closing the Sale

If the "friendly" sales method is effectively presented, the sale closes itself at the end of the presentation. Both the seller and the buyer now


know what the buyer wants and the seller simply provides the buyer with the correct llama or llamas. DO NOT sell the customer a llama that does not fulfill his or her desires. If you don't have what they are looking for, say so and send them to another breeder that may be able to meet their needs. All purchases are made with emotional decisions. Selling the customer the wrong llama will undoubtedly do you more harm in the long run than it will the buyer.

There are other closings that may be used to consummate a sale. You can offer free delivery (in the form of a question of course), package discounts, extra half price breedings, but if you are offering what the customer really wants, the sale closes itself and both the buyer and seller win.

### Follow-up

Follow-up after the sale is as important as the sale itself. If the customer purchased a llama, he or she will buy another one. Your follow-up is actually the beginning of the next "friendly" sales presentation. Send a thank you card or place a thank you ad in the local llama newsletter. Follow-up with a telephone call in 30 days. Continue to assure them that if they should ever have a problem with their purchase, you will provide real help. This follow-up is actually the beginning of the next sales presentation and the next set of "friendly" questions can begin with a note or during the telephone follow-up. If done properly, a llama sale is not a one time event, but the beginning of a meaningful, long-term relationship.

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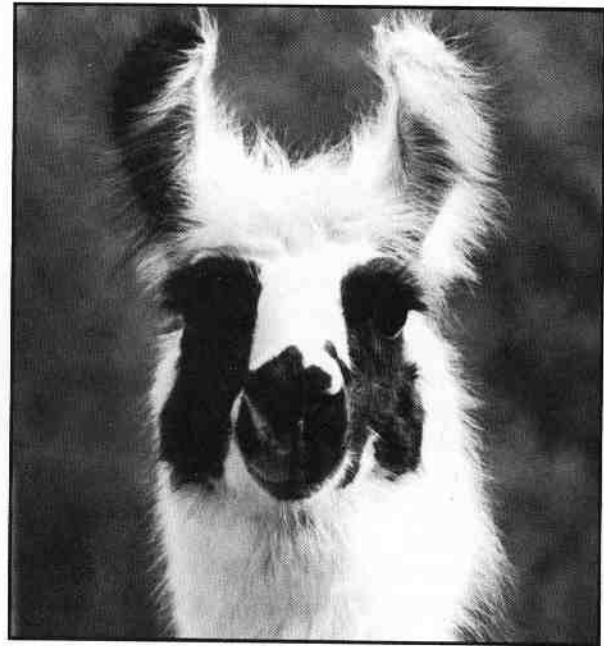
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## *The Start of the Llama Industry (cont)*

sociations were formed in 1981 - Llamas Association of North America (LANA) first; International Llama Association (ILA) about six months later. The Registry had not yet been "put together." Neither shows nor ALSA yet existed at this point.

In 1984, Camelids of Delaware imported the first South American llamas since the 1930's. These animals were sold at the current support price of \$6,000.

The second major event of 1984 was the first auction of "llamas only" by Fred Hartman. It was a great success. He had purchased a group from us in 1983, saying he wanted them for breeding. The Hartman and other sales have affected both positively and negatively the llama world and industry.

As soon as the 1984 Chilean imports were out of quarantine, Richard trekked to Catskill to have first choice of both groups. We purchased 46 females and one male. The beautiful black yearling we purchased was Macho Camacho. Macho Camacho was a certain type and look that was different. His fiber was excellent. Ben Huff leased him for the winter breeding season at \$500 per breeding. His babies came before ours. We knew we had a new chief sire. Macho Camacho has proven to be the most prepotent of any of the imported sires and also has the most registered offspring, 217. We kept our Chileans intact as a breeding group for many years. In 1985, we added two more imported males.

December 19, 1987 was a day that may live in infamy in the annals of superior marketing. It was Hartman's sale of Bolivian imports. Animals stood in pens marked \$100,000; \$75,000; \$50,000; \$25,000; \$15,000, and buyers could not get to the office fast enough to buy the animals they wanted. In my opinion, this event blew the lid off the market and was motivated entirely by greed. Llama breeders flocked to the sale simply to find something new and different.

The sale's results were unfortunate for the llama industry. The impetus for the sale's success was fueled, oddly enough, by academia and our industry's veterinarian gurus, who had been preaching "outcross breeding."

I feel totally comfortable using North American stock without infusion of imported bloodlines. However, I will continue to introduce new imported blood in to my program for a number of reasons. As a breeder, I know that in order to market my animals, I must have several different products on the shelf, so to speak.

The only way to fix type in any breed is through line breeding, and this is done by breeding the best

to the best. Best is not necessarily defined as "the most beautiful," "the most exotic or costly." It is a proven fact that the better the individual, the harder it is to maintain or improve the quality of the next generation. An excellent male can easily upgrade a group of medium or poor females. He becomes a sire of merit only when he can hold or improve upon the quality of great females led into his field.

From 1987 forward, prices escalated until the limit of greed, tax law changes and the state of the economy dictated retrenchment. Thousands of people were cut out of the market for years because of high prices. Now they too can afford llamas.

We still do not have many llamas in this country - perhaps 65,000 versus over 5 million horses. Today we are in transition in our industry. We must choose whether we want to raise llamas for fun (enjoying any profit that might come our way) or be in the business of raising llamas and still have fun along the way. There is a big difference between the two.

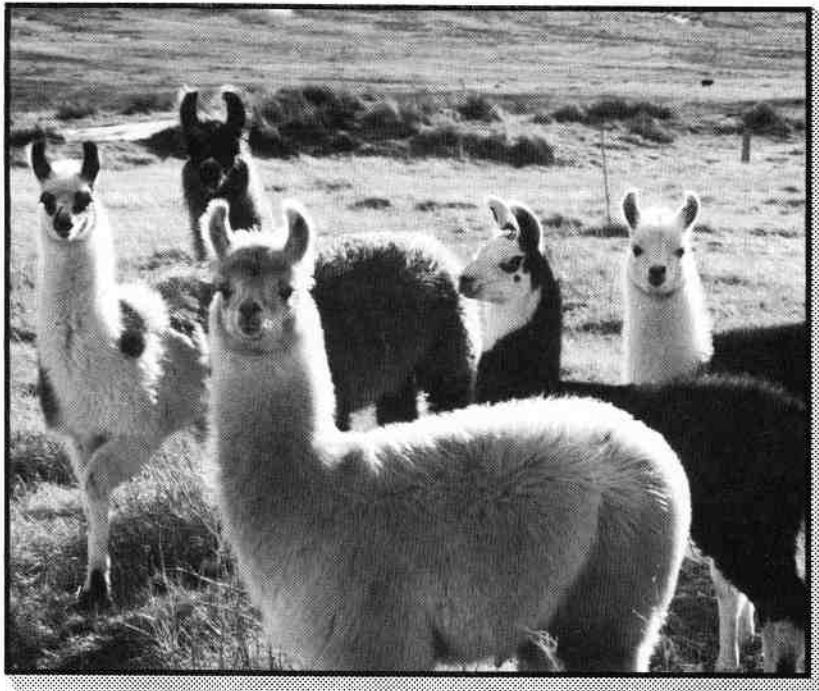
I strongly believe in shearing and have been for the past four years. First it is good herd health management, easier for breeding, birthing and heat stress. Second, we need to support the cottage fiber industry. Llamas, after all, are fiber-bearing animals.

Sometime in the future we are going to have to accept meat as an end product of llamas. At Hinderland my wonderful geriatrics, male and female, are buried on the ranch. If, however, we lose a llama that is young and has not been medicated, the entire animal - hide and meat - are utilized by my farm family. Llama meat is of high quality and low fat. I don't think the Good Lord wants us to waste when there is so much want in the world.

Our industry needs the show ring to promote the use of our animals. National show circuits have worked for other breeds. Family oriented events, including shows, would appear to be a better way to market llamas at this time than so many auctions. Private treaty and farm sales seem to be coming back into vogue for obvious reasons; they certainly are less stressful on the llamas.

Llamas are unique! They have been and continue to be an absolute blessing. Let's treat them as such. It is up to each of us to make the llama industry whatever we want. There are no nicer people in the world than llama owners. The health and welfare of "the goose that laid the golden egg" is in our hands.

*Editor's Note: This is a condensation of an article that Kay wrote for Llama Life. The complete article can be found in the Autumn, 1994 issue of Llama Life. It is printed with Kay Patterson's permission.*



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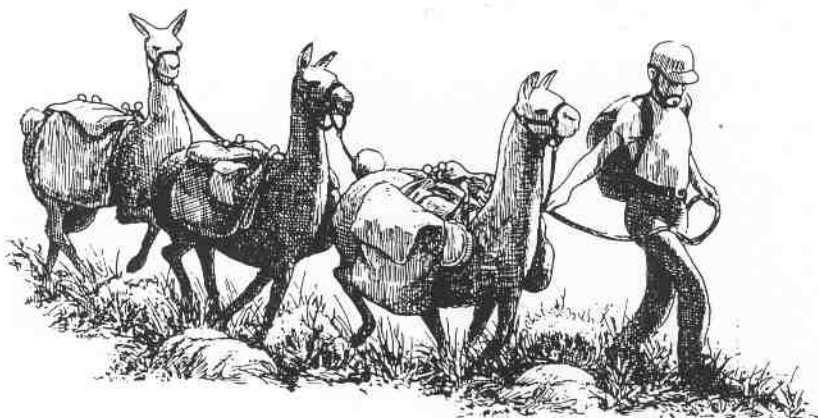
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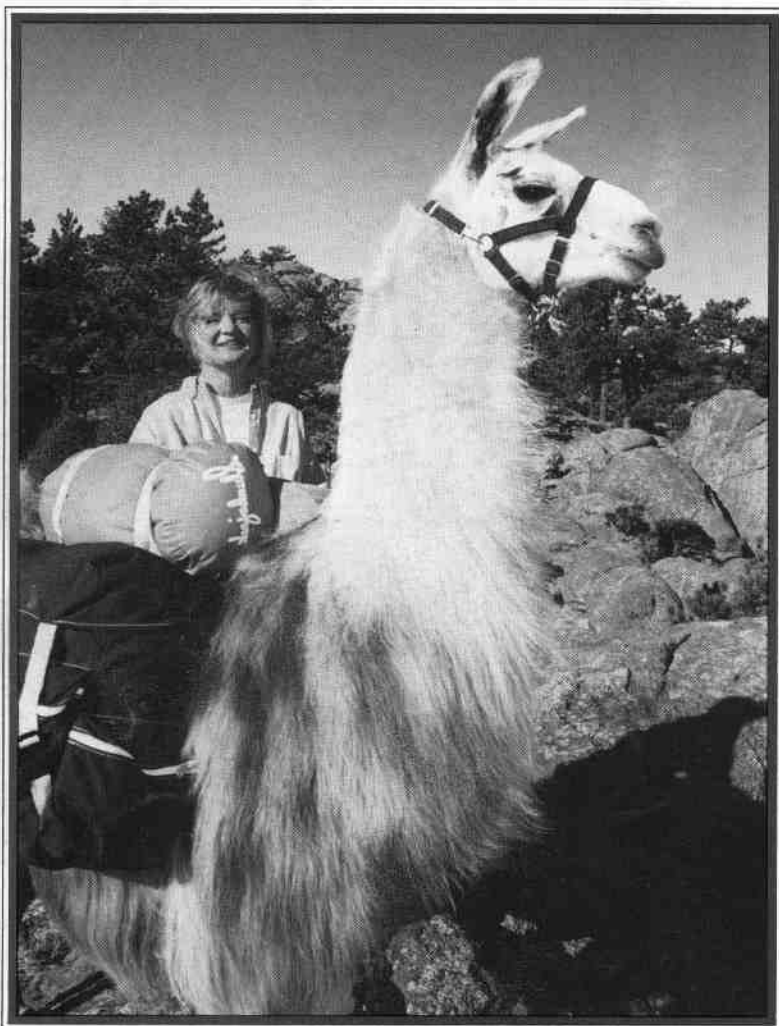


Photo: Bob Riley, Lyons, CO

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*Show well ...*

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