

Journal
OF THE

RMLA

May
1998



ROCKY MOUNTAIN LLAMA AND ALPACA ASSOCIATION



A FAMILY AFFAIR



Rosero – M
El Fuerte x Resena

Spike and Pat Potts
with our daughter Gretchen Reynolds

Visitors are Welcome!
Please call for directions!

Pat and Spike Potts Gretchen Reynolds
157 County Rd 4480 Grand Lake, CO 80447

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*Our Thanks to
Kay and Eric Sharpnack
at Hinderland for our
Peruvian Jr. Herd Sire,*

"ROSERO"

Watch for him at the Estes Park
Wool Market

Premier Bloodlines include: Lion de Bolivia, Peruvian Commodore, El Forte and LW Kissam

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Rocky Mountain Llama and Alpaca Association

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New address!

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<http://www.llama.org/rmla>

Journal Staff

Editors: Ron and Marie Hinds Associate Editors: Bob and Barbara Hance, Hance Ranch
Proof Reader: Jan Adamcyk, Kiowa Creek Llamas

Journal Schedule

Issue	Deadline
January	December 1
March	February 1
* May	April 1
July	June 1
September	August 1
November	October 15

* Promotional Issue

Note new address for Journal Editor.... see above!

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NOTE: The information contained in this Journal is not intended to be a substitute for qualified professional advice. Our readers are encouraged to consult with their own veterinarian, accountant or attorney with any questions concerning their animals or business operations. RMLA is not responsible for any losses resulting from reader's failure to heed this caution.

The proof of a stud is
in his offspring.....



Erya, 11/97



MC Hammer Kids

Add a "Star" to your program



Deja Vu, 7/97

MC Hammer ☆ 8X
Grand Champion



ZZ Top, 10/97



Metallica, 9/95
(Bred to HBL Gulliver)

Come Visit!
Call for sales list and
(more) photos.

970.493.2335



Mariah Carey, 3/96
(Bred to OTL Ulysses)



Stevie Nicks, 6/96
(Bred to Gulliver's Traveler)

Overland Trail llamas

Mike and Dale Pettigrew
168 Emerald Court, Livermore, CO 80536
(970)493-2335 (35 miles NW of Ft. Collins)

Calendar of Events

May 2-3rd, 1998, **New Mexico Spring Fling** - Santa Fe, NM, Hassle free ALSA show. Llamas and alpacas!! Contact Rick Steadham / Karen Sterling (Shining Star Ranch), Las Vegas, NM (505)425-1072 or E-mail: shiningstarra@nmhu.campus.mci.net for premium book and/or additional information.

May 16th, 1998, **Jelly Bean Classic**, Contact Jerry Dunn (Bear Track Farm), 14550 W. 50th Ave. Golden, CO 80403-1707 (303)277-1129 or beartrak@gte.net

BackToBack May 16th, 1998, **Banana Belt Classic**, Delta County Fairgrounds, Hotchkiss, CO, ALSA Sanctioned, Regional Qualifier, Karen Sterling is judge. Contact Cliff Harding (Harding Llama Ranch at (970)527-5122 or Keith LaRue (970)526-3181

May 17th, 1998, **Western Slope Llama Classic**, Delta County Fairgrounds, Hotchkiss, CO, ALSA Sanctioned, Regional Qualifier, John McCullough is judge. Contact Cliff Harding (Harding Llama Ranch at (970)527-5122 or Keith LaRue (970)526-3181

June 5th, 1998, **Performance Pack Trails**, Contact Bob Riley (Boulder Ridge Ranch), P.O. Box 1189, Lyons, CO 80540 (303) 823-5409, (303) 823-0643 fax or llama@llama.com. (See page 26.)

ESTES PARK June 5-7th, 1998, **Estes Park Llama Show** at the Estes Park Wool Market, Estes Park, CO, Stanley Park Fairgrounds. Come visit the beautiful Rocky Mountains and participate in the largest Llama show in the country. This long time ALSA show has always been a wonderful event for llama lovers. For more information contact Linda Hinze at (970)586-6104.

June 5-7th, 1998, **3rd Annual Rocky Mountain Alpaca Roundup** at the Estes Park Wool Market, Estes Park, CO, Stanley Park Fairgrounds. This is an event held in conjunction with the Estes Park Wool Market. ALSA sanctioned halter & agility show, fleece judging, barn demonstrations, educational seminars on alpacas, sale tent and farm booths with animals and their breeders. Call (303)648-3630 or E-mail to lhalpacas@aol.com for more information. Sponsored by the Alpaca Breeders of the Rockies. <http://www.alpacabreeders.org>

June 13-14th, 1998, **Central Oregon Llama Association 10th Annual ALSA Show and Sale**

Come and help celebrate "A DECADE OF MAGIC" our Biggest and Best Festival!! Even if you are not showing, enjoy the camaraderie of the llama community, meeting new and old friends. Guest speakers, great food and unique demonstrations. Spend a weekend in beautiful Central Oregon. Call 1-800-241-LAMA.

June 10-14th, 1998 **AOBA Annual Conference "Alpacas, Criation of a Lifestyle."**, Ruidoso, NM. Medical seminars by leading vets, TTEAM Clinics, Neonatal Clinics, Technological Seminars, Fiber Seminars, AOBA Alpaca Show, AOBA Fleece Show, Barn Days, Alpaca Auction, Alpaca Fashion Show, Golf Tourney, Horse Racing, Private Treaty Sales & Vendors, Farm Displays and Exhibits. For more information, contact the AOBA office at 1-800-213-9522. Judges will be Kreiger and Hicks.

June 24-27th, 1998, **ILA Conference**, Madison, WI, 17th Annual Conference will feature three days of speakers, demonstrations, product display booths, lama exhibits and clinics. Host hotel is the Sheridan Madison Hotel. For information contact ILA at (303)756-9004

June 27, 1998 - **WILA Pack Llama Trials**, The Northern Rockies Chapter of the ILA (NRC) is sponsoring. All levels offered: Basic, Advanced and Masters. The trials will be held along the Montana/Idaho border at Lolo Pass. Portions of the trials go along the historic Lewis & Clark Trail. Camping, hot springs, fishing, hotel, restaurant, wilderness access and ranch visits all close by. Call Marie Hillberry, (406)273-2535 or Trudy Green, (406)626-4207 E-mail: tgreen@bigsky.net for information and registration forms. (see more info on page 26).

June 27 & 28th, 1998, **Four Corners Llama and Alpaca Bazaar**, Cortez, CO. Contact is Pete Peterson (Llamas at Last Ranch), 13753 Hwy 145, Dolores, CO 81323 (970)565-0785.

July-, 1998, **Llama Pack Festival**. Contact Jack White for actual date and more information. Jack White, (White Mtn. Llamas), 22900 RCR 56, Steamboat, Springs, CO 80487 (970)879-1358

July 3 -4th, 1998, **Firecracker Llama Sale '98**. Oregon State Fairground, Salem, OR, Contacts are: Dick or Pat Wickum, Firecracker Llama Sales, 21325 Finn Road, Sheridan, OR 97378 (503)843-5508, (503)843-3030 fax. Sale catalog available before the event. Call the office to arrange telephone bidding and transportation.

July 17-19th, 1998, **Red River Rendezvous Llama Show**. Contact Gail Horan

July 25th, 1998, **The 16th Annual Fairplay Pack Llama Race**, Fairplay, CO. A tried and true event, packed (oops, a pun) with fun. An event for the whole family. Take a cool break, bring you and/or your llamas to Fairplay! For more information contact Roger Miller (Escarpment Llamas) at (719)749-0119.

July 25th - August 1st, 1998, The 2nd Annual Elbert County Open Wool and Fiber Show, Elbert County Fairgrounds, Kiowa, CO. Get your llama and alpaca fiber into the show! For more information contact Mare Hinds at (303)646-2665 or sdllama@bewellnet.com

July 25th, 1998, The 1998 Douglas County Summer Classic Llama and Alpaca Youth Show, Douglas County Fairgrounds, Castle Rock, CO. This is the 4th year this has been held and it get's better each year. This is a youth show, all the adults just sit back and enjoy the show (yea, sure, no work here). This is a great event for the kids. More information contact Lougene Baird (Plum Valley Llamas) (303)688-5445 E-mail at lougene@att.net.

August-, 1998, Boulder County Youth Show, Contact Mary Beth Hartsough (Llamarage), P.O. Box 574, Platteville, CO 80651 (970)785-2463 for exact date.

August 1st - 8th, 1998, Douglas County Fair Wool Show, Douglas County Fairgrounds, Castle Rock, CO. Just take your fiber from the Elbert County Fair to the Douglas County Fair. Different judges. Arrangements have been made to transport fiber. Contact Marie Hinds • 38620 CR 29 • Elizabeth, CO 80107-8702 (303)646-2665 or e-mail: sdllama@bewellnet.com

August 14, 1998, Hartford Fair Llama Show, Croton, OH (Judge is Ray Howard) For more information contact Hank & Connie Kauffman at (614)967-7777

August 22-23rd, 1998, Colorado State Fair, Pueblo, CO

August 26-27th, 1998, Silver State Llama Show/Nevada State Fair, Reno, Nevada

August 27-30th, 1998, Oregon State Fair, Salem, OR (Judge is Susan Tellez), More information contact Morris Wendorf at (503)581-5760

August 29th, 1998, Nebraska State Fair Lincoln, NE, (Ray Howard, judge), More info>> Contact Eunice Chemohlavek 402/475-8636.

September 4-6th, 1998, LAMAFEST, Michigan State University Livestock Pavilion, East Lansing, MI. ALSA Sanctioned llama show, workshops and more. Call (517)645-2719 for show entry forms or information.

September 12-13th, 1998, LOCC Fall Classic Llama Show, Penrose Equestrian Center, Colorado Springs, CO. ALSA sanctioned and RMLA Sponsored indoor arena, 400 stalls, held at Penrose Equestrian Center, halter and performance classes, adult and Youth classes, outdoor races and obstacle course, (275 llamas in 1997). For information contact Mark Witttrup (C & M Llamas) at (719)683-2834.

September 15, 1998, Kansas State Fair, Hutchinson, KS (Judge: Hank Kauffman), More info contact Rick Jarvis at (913)543-2598

September 24-27th, 1998, SCLA Llama Show: State Fair of Texas, Dallas, Texas, Contact Jim Doyle at (940)482-3192

September 25-27th, 1998, State Fair of Oklahoma Llama Show, Oklahoma City, OK, Mary Beth Hartsough will be the judge. Contact is Shawn Norman (405)381-2340.

September 26th & 27th, 1998, New Mexico State Fair, Albuquerque, NM Contact: Edwina Barela (505)265-1791

September 26th & 27th, 1998, Golden Gate Escape, A play day for llama packers. Contact Jerry Dunn, 14550 W. 50th Ave. Golden, CO 80403-1707 (303)277-1129 or beartrak@gte.net

October-, 1998, RMLA ANNUAL MEETING AND CONFERENCE, Colorado Springs, CO The chairpersons for this year's conference is Roger and Betty Miller. Date and times, are being finalized, more information will be in the next Journal. Roger and Betty Miller, Escarpment Llamas, P.O. Box 17658, Colorado Springs, 80935-7658

October 3rd & 4th, 1998, Michigan Alpaca Fest, Located at award-winning Armada, Michigan Fairgrounds. ALSA-sanctioned halter, fleece and agility classes with internationally known alpaca judge Susan Tellez. Alpaca lovers dinner with special speaker Marty McGee. Educational seminars and Fiber Faire. Private treaty alpaca sales. Alpaca training demonstrations by Marty McGee. For more information or registration call or fax Dan or Felice Gromek at (810)387-4450, email: alpaca@greatlakes.net.

October 10-13th, 1998, TEAM Clinic with Marty McGee, Hosted by Shepherd Farm, 7434 Lafayette Road, Lodi, Ohio 44254 For more info contact Annie or David Damm. (330)948-4218 Fax: (330) 48-0007 E-mail: tsfpacas@ohio.net

October 31st-November 1st, 1998, ALSA Regional Llama Show, Contact Lougene Baird (Plum Valley Llamas) (303)688-5445 E-mail at lougene@att.net.



The Cover..... The cover photo was taken by Sharon Beacham, Pheasant Hill Farm. Photo took 1st place in the 1998 RMLA-National Western Llama Show Photo Contest. Photo was taken at Pheasant Hill Farm- it is of PHF Cameo and her one-day old cria. It was taken with a Pentax camera and Kodak Gold 200 film. The 2nd and 3rd place photos are also in this issue!

LLAMA REPRODUCTION

©1994 by Dorane Strouse • Useful Llama Items • Llamas of Michigan • 3540 - 76th St. SE • Caledonia, MI 49316 • (616)698-0800

The following article will present data and observations primarily based on experience at the Reproduction Clinic of Llamas of Michigan. The Reproduction Clinic, established in 1986, was serviced by Dr. Chris Herring, with Walter Bravo as retained consultant. From 1986 to 1993, more than 3,000 llama breedings occurred; most with normal females, but also a very significant number with so-called "problem breeders". All data presented in this article is based on a very large sample size.

These and other ever-present questions about llama reproduction exist, in part due to the unique reproductive system of female llamas. Female llamas do not have a "true" heat cycle and must be bred by a male llama to induce active ovulation. We believe that most females are fertile as early as 8 months and certainly by 14 months of age. Inside their reproductive organs is a continuous production of follicles on their ovaries that grow, ripen, and disappear unless breeding occurs. During this time if they are bred by a fertile male llama and the follicle is ripe, then the ova will be released to meet the sperm. And conception will occur. Until they are bred, females will normally be receptive to a breeding male. After they are bred and ovulate behaviorally they will no longer be receptive.

Thus, if you do not want your females bred as early as even 5 or 6 months of age you need to keep them separated from males. This also means that any breeding between a mature male and a sexually mature female has a chance of conception.

BREEDING MAIDENS

We recommend starting at 14 to 18 months of age, taking into consideration the time of year when the baby is due. In many Eastern, Mid-West and Southern states, summer and early fall births are to be avoided because of potential loss of cria due to heat conditions. We studied 52 maidens and found that roughly three in 10 became pregnant from their very first breeding. Fifty-four percent were pregnant after two cycles; and by the 4th cycle, three out of four were pregnant. On the other hand we found that two of this group took well over a year and one still never conceived as of this writing. Maidens will get pregnant with time and patience. (Figure 1)

This article first appeared in Fall issue, 1994 of Fiberfest Magazine where Dorane is associate editor. ©1994. Reprinted with permission.

STARTING YOUR MALE

The llama owner is always anxious to start breeding with the great, young male he or she paid great money for or anxiously watched grow up. Physically, males may breed as early as 12 months of age, but we do not advise use before 20 months. Males used too early may become more interested in sex than eating and can hurt their physical development. They also may become frustrated and develop hard-to-correct, bad breeding habits. The list below will show ages when our breeding studs became fully productive. Twenty to 28 months is most common and seems to be a comfortable age for the male llama to handle his new manhood. (Figure 2)

PROBLEMS WITH MALES

We could write a whole article alone on this subject. Most breeding problems with male llamas are those created by their owners.

As we discussed above, breeding immature males can often create frustration, incomplete breeding, and female refusals.

Breeding males when it is too hot is asking for problems - mainly male infertility. Excess body heat created from breeding can cause heat stress and also testicular swelling and sterility that can be temporary or permanent. Don't breed your males unless it is 60 degrees or cooler.

Males are very territorial. Breeding should occur in their home territory. For some males, location will not matter, but for many others, if they are at a new farm, or even in a

Recent Experience with Breeding Maidens*

Number of Cycles	Number Conceived	Percent	
1	15	29%	} 54%
2	13	25%	
3	6	12%	} 20%
4	4	8%	
<hr/>			74%
5-9	7	13%	87%
10-15	5	10%	97%
Not Conceived & Well Over 1 Yr.	2	4%	100%

*Based on 52 Maidens

Figure 1.

new pasture they may not breed or they may only breed half-heartedly. We once sold a male two different times only to take him back because he would not breed at the new farms. Each time upon returning to his "home" pasture he bred a female immediately. Give your males a stable place and don't change them around unless absolutely necessary.

Males can also be injured, infected or impotent. If you suspect any of these conditions, have a veterinarian check them out. Actually, we found injury and infection quite rare in the males, but heat-induced impotency was very common.

FEMALE BREEDING

The first big question is how often to breed them. Our answer is clearly once each cycle. We believe that when a female is bred, in most cases, the follicle is released with that breeding and moves in time sequence with the sperm that is now in her body. We further believe that if you breed six hours later, a day later or two days later you will reduce your chances of pregnancy. Our based data on more than 450 cycles on each method says conception rates are 27.9 percent higher with single breedings (55 percent conception rates with single breeding compared to 43 percent with multiple breedings.) (Figure 3) How can this be? This data is not based on a couple of breedings in one year. It is based on well over 1,000 breedings with normal males and females for seven years. Multiple breedings are counter productive and will reduce conception rates. This may be because they impair male fertility, introduce infection, interfere with the ovulation in process, or even damage the cervix. We really don't have a full explanation.

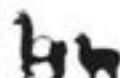
CHECKING YOUR BREEDINGS

In most circumstances a single breeding will cause an ovulation and the female llama will refuse further breedings. To check this, we advise waiting four days and then checking her. If at this point she is very receptive, then she has not ovulated and you should breed her again. In most circumstances, she has ovulated and you have better than a 50 percent chance she will get pregnant. It is essential you check your females to see if they are pregnant. The easiest method is to take them to a male. If they resist by running or spitting, take them out quickly and check her again later. Most ovulations last nine to eleven days from that first breeding.

If you check on the 12th day, and your female is very resistant she is probably pregnant. If you wait until 21 days to check you are wasting a lot of time. Check your females again on day 14 and if she resists you can also confirm with either a blood test or ultra sound.

If you leave your female with a breeding male (any male over 7 months) your behavior tests are no longer valid as pregnancy tests. All females in process of being bred should not be with males that are over 7 months old.

Never stop testing, especially with a male. Females will lose seven to 15 percent of their conceptions, usually before the 60-day mark. Check them every five to seven days up to that point and once a month after that. Often someone calls us when no baby has arrived and says they bought her pregnant nine months ago. She well may have been pregnant when she was bought and lost it. A routine behavior check in any month could have revealed that.



Breeding Males - Age When Fully Productive

Senor Supreme	14 months
Chi Chi	27 months
Senor Huck	24 months
Bolivan Silver	21 months
Bolivian Jackson	21 months
Drambuie	22 months
Dudley	27 months
Hurricane	30+ months
Quantum Leap	23 months
Angelo	20 months

Best Age — 20-28 months

Figure 2.

Percent of Conceptions Per Cycle

* Each is based upon more than 450 cycles

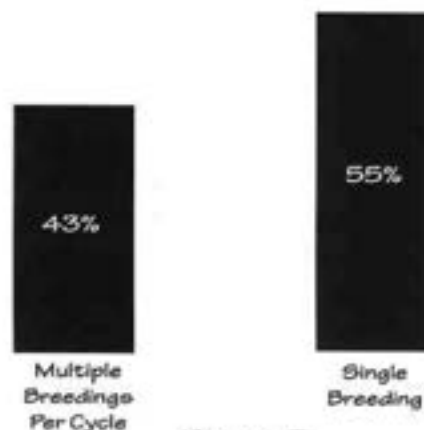


Figure 3.

Experience is the best method of acquiring knowledge because everyone gets individual instruction.

Llama Associations Marketing Alliance (LAMA)

By Bob Riley, RMLA President • Boulder Ridge Ranch • P.O. Box 1189 • Lyons, CO 80540-1189
(303)823-5409 • (303)823-0643 fax • llama@llama.org

Recognizing the need for a national promotion and marketing campaign, The RMLA Board has endorsed the following plan. It is hoped that such a plan or one similar to it can be in place by the spring of 1999, the scheduled release date of the Walt Disney movie featuring a llama (or llamas).

ALSA and ILR each put in \$5,000 as seed money to support a national marketing effort. The ILR will assume responsibility for promoting llamas and ALSA will take responsibility for marketing llamas. The ILR will maintain the business office for the promotion and marketing of llamas. This includes one toll-free phone number, address, and e-mail for all inquires generated from these combined efforts. ILR promotes llamas and educates the public in the many uses of the llama. ALSA markets llamas as an end-use product for the benefit of the medium and small size breeder.

The seed money will be used to:

- Develop a professional and cohesive ad campaign for the promotion and marketing of llamas.
- Establish an advisory committee made up of major regional organizations (for instance: LANA, RMLA, ORVLA, GALA, LLAMAS, SCLA, and/or SSLA) to determine the overall direction of a national promotion and marketing effort.
- Coordinate communication with all llama organizations pertaining to promotion and marketing.
- Develop a targeted mailing list and establish demographics for print ads. ALSA will mail a 4-page, 4-color flyer to a targeted mailing list to be paid for by ads in the National Breeder's Directory.
- Flyer will depict the many end-uses of a llama.
- Flyer will include a bounce-back card requesting more detailed information.

ALSA will produce a National Breeder's Directory that the ILR will mail to those responding to the bounce back card. The National Breeder's Directory will include:

- What you should know before buying a llama.
- A list of sponsoring regional associations.
- Ads purchased by breeders.
- Participating breeders can purchase labels from inquires after 30 days. ILR will produce a national print ad campaign designed to promote llamas.
- Ads will educate the public in the many uses of a llama.
- Articles will be placed in newspapers throughout the country promoting llamas.
- Ads and articles will include contact address, phone and web site for more information.
- Those requesting more information will receive the National Breeder's Directory.

Regional Llama Association will pay \$3.00 per member to become a sponsoring organization.

- Sponsoring organizations will receive a listing in the National Breeder's Directory.
- Members of supporting organizations will have the right to purchase ads in the National Breeder's Directory.
- Breeders that are not members of a sponsoring organization may purchase ads in the National Breeder's Directory for an additional \$25.
- Feedback information in the form of labels can be purchased by sponsoring organizations after a 120 day delay. These labels can only be used to distribute regional Breeder or Service Directories by the association.

Those of you that are on the Internet, keep you web browser pointed to the Disney web site for further information on llama movie. They will (should) be advertising on the movie long before it comes out. <http://www.disney.com>

Gulliver's Traveler

GRAND CHAMPION
1997 ALSA ROCKY MOUNTAIN REGIONAL
HEAVY WOOL MALE



Lazy **B** Llamas Inc.

Franktown, Colorado

303-688-6753

General Information About Llamas and Alpacas

By Clare Hoffman-Hays, D.V.M.

History and Current Populations

Llamas and alpacas are actually related to camels. They have their origins in North America but some camel-like ancestors migrated to South America. Subsequently, North American ancestors became extinct, while the others flourished in South America. Llamas were first domesticated in South America and have been used as pack animals, for their meat, and both llamas and alpacas have been used for their wool. Prior to 10-15 years ago, most llamas and alpacas were found in zoos in North America or belonged to a few select breeders scattered throughout the country. However, now llamas and alpacas have become very popular in North America as well as globally. Currently, it is estimated that there are more than 85,000 llamas and more than 9,000 alpacas in North America. Llamas and alpacas are closely related to each other and can even interbreed, producing fertile offspring.

Physical Features

An average adult llama weighs about 250-450 pounds, is about 30 pounds at birth, and lives approximately 15-25 years. The average adult alpaca is considerably smaller, weighing about 110-185 pounds. Alpaca birth weights average 16-20 pounds and the life span is similar to that of the llama. Llamas and alpacas come in a variety of colors including solid and multicolored. Almost any color or shade imaginable can be found in llamas and alpacas including white, brown, black, grey, red, spotted, and roan. Their hair is properly termed fiber and is popular with spinners and weavers. Llama fiber contains large and coarse guard hairs as well as fine undercoat fibers. The undercoat can be weaved into many products such as sweaters or rugs. Alpacas lack the coarse guard fibers and have very fine, soft and dense fiber which accounts for the popularity of their excellent quality and luxurious fiber which is used worldwide in making a variety of clothes. Most alpacas are of the "Huacaya" type

and have crimped fiber giving a full and fleecy look. The "Suri" alpaca type is not very common and has fiber that hangs in curls. The average alpaca produces four pounds of fiber annually, but yields may be as high as 10 pounds in large and healthy animals.

Uses of Llamas and Alpacas

Many people who are not familiar with llamas and alpacas might wonder why owners raise them and what they do with them. Llamas are used as pack animals, as they are in South America. The sure-footed llama has two toes and tough pads on the bottom of the foot allowing it to climb rough terrain that is inaccessible to horses and donkeys. The llama can carry about 80-100 pounds in a pack on its back. Llamas are also used occasionally as guards for sheep flocks. The llama is a territorial herd animal and when bonded with a flock of sheep (which they usually can do at any age) will try to chase away predators, such as coyotes. Additionally, due to their intelligence and ease of training, llamas are good companion animals and are great publicity animals for visiting schools and hospitals or for participating in parades. Llamas can even be trained to pull a buggy and are shown in a variety of performance and halter classes.

Due to their popularity in United States, many raise llamas as breeding stock and as an investment. Currently, breeding males begin at about \$2000 and females begin at about \$3000, with pregnant females beginning at about \$4500. Gelded males are often trained as packers and cost about \$1000 and up, depending on the amount of training. Pet quality geldings may sell for as low as \$500.

Llamas' fiber can be used for spinning yielding great garments, yet many alpacas are raised primarily for their soft and lustrous fiber. Alpacas' dense fiber can be sheared about every year. Alpacas can also be used as companion animals often making an ideal pet due to their small size and gentle temperament. Alpacas

are used as breeding stock and investments similar to the llama, but due to the paucity of alpacas in North America, they are quite a bit more costly than llamas. Pet-quality males and breeding males cost about double that of llamas. Breeding females are usually well over \$10,000.

Stabling and Diet

Stabling facilities needed for llamas and alpacas are similar to those needed for other domesticated large animals. Llamas and alpacas require protection from the weather extremes but enjoy exercise and browsing with each other in pasture. A remarkable attribute of llamas and alpacas is that they are tidy animals and use a dung area for defecation. In fact, the owner can encourage the animal to choose a certain spot for the dung pile by scattering some fresh fecal pellets on the ground.

Most larger llama and alpaca establishments have a simple chute for procedures requiring restraint, such as veterinary work. Llamas and alpacas, which are easily halter broken, often need minimal restraint. Frequently, small llamas and alpacas can be restrained by a handler holding one arm in front of the chest and the other arm around the rump or gently holding the tail. Llamas and alpacas do have calm dispositions, but occasionally may become so irritated at a human restraining them or performing painful procedures, that they could spit regurgitated stomach contents at them. Usually the spitting behavior is only aimed at other llamas/alpacas in the herd as a means of expressing dominance and NOT at humans.

Llamas and alpacas are adaptable to most climates in North America even though

they are native to very high altitudes in South America in which the temperature is moderate. Both do well in cool climates due to their abundant fiber, but caution must be used not to expose newborns to prolonged cold temperatures or wet environments. Llamas, especially those with thick coats, and alpacas can have difficulty with hot environments, especially when coupled with humidity. Preventative measures - such as shearing, offering shade, sprinklers and cool fresh water to drink, avoiding obesity, and keeping stressful procedures to a minimum - can decrease the likelihood of a heat problem.

Llamas and alpacas are very economical large animals to feed. They are very efficient at utilizing feed and adults only need 8-10% protein in the diet. The average adult 300-pound llama eats 3-6 pounds of dry matter (feed dried to a uniform weight) per day, while a 150-pound alpaca consumes about 2 pounds of dry matter per day. They need access to clean water at all times and a mineralized salt mixture. Grain and other supplements are only needed in certain situations such as lactation, growth, deficient feedstuffs or mineral deficiencies in the area.

Llamas and alpacas are considered modified ruminants. They are browsers and grazers, possess a stomach with three compartments and ruminate (regurgitate their food, re-chew and re-swallow it). Rumination allows them to break down food very efficiently. The leftover waste is eliminated as pelleted feces that range from green to brown depending on their diet.

Reproduction

Male llamas and alpacas reach full sexual maturity at about 2 to 3 years of age, while females reach puberty earlier, closer to 1/2 to 1-1/2 years of age. However, it is not recommended to breed the females until they are 60-70% of their adult weight, which would be at about 18 months of age. Female llamas sit (lie sternally) down when ready to be bred and the male positions himself on top of her. Breeding lasts 5 to 45 minutes. Female llamas and alpacas are not seasonal breeders and do not have regular estrus (heat) cycles as do other



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General Information About Llamas and Alpacas, Cont'

large animals. The females are induced ovulators, meaning that sexual stimulation (as in breeding) causes ovulation. Once a female is bred she will refuse a male for 2-3 weeks if she is not pregnant, and throughout pregnancy if she conceives. Pregnancy may be determined by her behavioral refusal of the male, blood progesterone levels, rectal palpation (on llamas), or through ultrasound examination.

The llama or alpaca is pregnant for about 11 months (335-360 days) and often does not show many external overt signs of pregnancy or of imminent delivery. As the female approaches labor, she commonly and frequently makes a humming sound, visits the dung pile a lot and exhibits general uneasiness. Most births take place during the day and often in the morning hours. Some females remain standing during delivery. Actual expulsion of the newborn is normally very quick, taking only a few minutes to a maximum of about 30 minutes. The babies (often called "crias") are normally born head and front feet first, as are other large animals. Four to 6 hours after the cria is delivered, the afterbirth is passed. The mother can be rebred 10-21 days following a normal delivery.


Management of the newborn includes disinfection of the umbilical stump as is done in other domesticated large animals. Importantly, the cria must nurse within the first 12 hours (preferably within 6 to 8 hours) of birth to receive the important colostrum, which is the mother's first milk that is very rich in infection-fighting antibodies. It is delightful to observe the growth and development of the cria as it spends its days exploring and playing. Weaning usually takes place at 6 months of age.

Conclusions

Considering the ease of training as well as the enchanting personality of llamas and alpacas, they make great companions, have many other uses, and are a pleasure to raise and observe their behaviors. Llama and alpaca enthusiasts are always willing to "talk shop" about their animals, so don't hesitate to strike up a conversation with an owner at shows, fairs, parades or even on a mountain trail. More

information may be obtained about llamas and alpacas, including names of breeders, by contacting the Rocky Mountain Llama and Alpaca Association (RMLA) at 11818 W. 52nd Ave., Wheat Ridge, CO 80033, or on the internet (<http://www.llama.org/rmla>). Further information regarding husbandry and health care can be obtained through Caring for Llamas and Alpacas, A Health and Management Guide, available from RMLA Bookstore. See page 33 for ordering information.

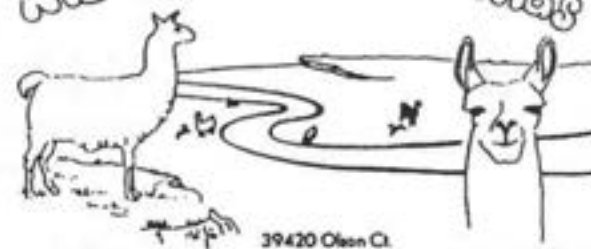
Let's see a show of hands for everyone that's been asked, "What is a llama or alpaca?" This article may be reproduced for those folks. See notes on page 4 for reprinting rules.



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Elderhostel at Pingree Park to include Llamas!!!

The Elderhostel Program offered by Colorado State University this summer includes a week long session on Llamas and their uses. Karen Kinyon of Double K Diamond Llamas will teach the class for Senior Adults, August 2-8, 1998. The Pingree Park campus is located in Poudre Canyon and is a beautiful spot for these sessions. There will be a day of introduction, then two hikes; a one day hike and a half day hike specifically planned for older people. We will spend one day learning about fiber, how it is shorn, prepared and spun on a drop spindle and spinning wheel. The last day will be spent making a felted llama hat to take home. A display will be set up with items from the Rocky Mountain Fiber Co-op Booth, with lots of hand-out information from RMLA available.

Karen is asking for some volunteers that might be available to help with this week long event. Llamas and owners are needed for the day hikes, shearing, spinning, and felting demonstrations because of the large number of participants that customarily sign up. She also needs a mama llama and baby for display and equipment such as spinning wheels, drop spindles, drum carders, etc. If you would like to help with this event please call Karen at (970)484-6241. Elderhostels are open to Senior Adults from all over the world so this is an excellent opportunity for us to show them our wonderful llamas and Colorado.

You can contact Karen, of Double K Diamond Llamas by telephone at (970)484-6241 or e-mail: doublekdiamond@juno.com, or write her at 2933 E. Mulberry, Ft. Collins, CO 80524



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SOLVING THE MARKETING EQUATION

by Rick Evans — AOBA National Marketing Committee

Note from Bob Riley, President RMLA:

Rick Evans spoke at the Alpaca and Llama Symposium this past March. Rick gave us a report on the Alpaca Owners and Breeders Association's marketing campaign that got many of us in the llama community thinking about marketing. The following article is from a speech that Rick has given to the AOBA membership. As RMLA moves ahead with a promotion and marketing effort of our own, I feel we can broaden our marketing view by looking at the AOBA approach.

PREFACE

To me, marketing on a budget means marketing efficiently with the goal of the lowest possible marketing cost relative to gross sales. And, I truly believe that successful marketing is the result of good planning and a lot of hard work. You must plan your work and work your plan. Without a plan, the odds are against you, and you will be like a shipwrecked sailor in a life boat in the middle of the Atlantic. Someone may come by to rescue you, but it's not likely.

If you are to succeed at marketing, you must a) have an understanding of the marketing process, b) have a well thought out written marketing plan, and c) make the commitment to work that plan in a disciplined and systematic way until you reach your goals. The concepts that I will present today are directed towards the beginning marketer and are not necessarily presented as absolute truths, but are intended to cause you to think about the marketing process as you develop a marketing plan for your individual farms.

My focus will be on understanding the marketing process as a prelude to building a sound marketing plan. I truly believe that to build a good marketing plan, you must understand certain basic things about how the marketing process works. I will also touch on closing the sale, because in the final analysis, making the sale is the ultimate objective of any marketing program.

ETHICS IN MARKETING

TO BE SUCCESSFUL OVER THE LONG TERM, YOU MUST BE AN ETHICAL MARKETER! Be aware that there are 2 types of marketers, each with different goals, and each with different thresholds of integrity. I would hope you would

conduct your business as an ethical marketer. Consider the differences in what I call the "Predatory Marketer" and the "Ethical Marketer."

The goal of the "Predatory Marketer" is to get the first and last dollar out of a market before the market collapses. In other words, they never think in "the long term" because they are working on the assumption that their opportunity to make money in a given business is limited. They must make the sale "today" and they do not believe in "be backs" or in building true, long term relationships with their customers.

The "Predatory Marketer" also is not bound by ethics. They will do what ever it takes to make a sale and have little or no regard to what will happen to their customers as the result of their purchase. "Predatory Marketers" are not satisfied with reasonable profits over the long term, they always strive for "exorbitant profits" in the short term.

The "Ethical Marketer" on the other hand, cares what happens to his customers. They truly want their customers to succeed and be happy with the product they have purchased. They work hard to cultivate referrals from their past clients and are most interest in building a successful business that will survive and be prosperous over the long term. The "ethical marketer" is satisfied with reasonable profits.

THE PSYCHOLOGY OF SELLING

In the early 1980's I attended a week long seminar on "how to develop and sell a residential subdivision." The program was put on by Judy Carr and Associates, one of the foremost authorities in the field at that time. Her entire

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program was developed around the axiom that "the psychological decision to buy or not to buy is made within the first 90 seconds after the buyer sees the product."

I believe that to be true. And, because it is true, you must have an eye to making a great first impression and you should be aware that the challenge is not always to make a sale. The challenge can be, not losing a sale.


With that said, I recommend that people who are new to marketing obtain and read, "Marketing - Tools For Getting Started" by Julie Wassom. This is a publication AOBA had developed to assist new breeders that have never been involved in marketing. This booklet is a beginner's guide on how to develop logos, letterhead, business cards, stationery, and the overall image of your farm. It stresses the importance of first impressions and is recommended reading if you need insights as to how to present yourself, your farm, and your animals to new buyers. The booklet will be available from AOBA in a few weeks at a very modest cost.

UNDERSTANDING THE MARKETING PROCESS

Though all markets have their unique features, they also have similarities, especially when it comes to the marketing process. Marketing, in most cases, is a two step process: First, you must find a qualified prospect, and second, you must sell them your product.

Before we get too far into the discussion, I would make the point that, in most cases, marketing is a numbers game. You will only have the opportunity to talk with "x" number of qualified buyers in a given year and your goal must be to sell something to as many of them as possible. So, you must set a goal of how many farm visits you feel will be necessary to accomplish your sales objectives and develop a marketing plan that will bring that many qualified buyers to your farm at the lowest possible cost. Like all business decisions, your marketing decisions should be profit margin driven.

Once you get the prospect to your farm, you will have the opportunity to make the sale. But you should always be realistic and understand that you will only sell a certain percent of those people for reasons that are beyond your control. However, you should continually strive to raise your closing percentages if you are to achieve efficiency and the best possible results over time.



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FINDING QUALIFIED PROSPECTS

To be efficient, you should focus on finding qualified buyers. This is essential to the overall success and efficiency of your marketing efforts. In other words, you should always strive to generate farm visits from people that are not only interested in, but are capable of purchasing your alpacas. Accomplishing efficiency in marketing oftentimes requires research to establish the demographics of a particular market. Once demographics are established, all advertising should be "targeted" to that demographic profile, so that leads that would be generated out of the process are not only interested in buying, but they are capable of buying the product. Hitting the demographic target with your advertising and promotion will often be the difference between success and failure over the long term.

Qualified buyers are everywhere. I recommend you talk up your business at every opportunity. Have your business cards ready and present your business with enthusiasm and confidence at every opportunity. Where there are people, there are opportunities to find customers. Note: Business cards, in particular, should be well done in terms of quality. I do not recommend you cut corners when developing business cards, letterhead, stationery, etc.

In talking with several very successful marketers in the alpaca business, you will find they have different approaches. When presenting themselves and their alpacas, many rely heavily on "ALSA sanctioned shows," others focus on local and regional "fairs" and livestock exhibits, and others use, what I feel, is the most efficient marketing medium available to the small and intermediate size breeder: **DIRECT MAIL SOLICITATION.**

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AOBA's national marketing program. To help you understand and develop a direct mail program, AOBA contracted with Ms. Rachel Hendrickson to develop a direct mail "how to" booklet. This booklet is recently completed and available through the AOBA office at a nominal cost. And, I highly recommend you obtain and use this booklet if you are new to using direct mail.

Keep in mind, however, that the purpose of any lead generating program is to: **GET THE PROSPECT TO YOUR FARM!** Alpacas sell themselves to a certain degree, by raising emotional levels (particularly in first time buyers) by sight and touch. In other words, do not send so much material out in the mail that a prospect will make a decision not to buy from you without seeing your farm and alpacas first. The goal of every Direct Mail Program should be to get the farm visit appointment!

So, I strongly recommend you look into direct mail as a way to get farm visits. In this day of the home computer and the internet, marketing by direct mail on a budget is easier and more productive than it has ever been. And, the beauty of direct mail is that you can use it as a marketing tool out of your own home or office.

DEVELOPING THE SALES PRESENTATION

To be competitive in any market place, you should price your product properly and be able to legitimately defend your prices against those of your competitors. An informed buyer will always seek the best value for the lowest price and will buy from anyone to get a great deal (importer or domestic breeder). So, as you establish the prices for your alpacas, you should be realistic and price them at the current market or no more than 10% above the current market. The old adage of "I priced my product high because I can always come down" will work against you in most cases.

This has been established and basically proven in a marketing theory built around what is called "The Bell Curve." The Bell Curve basically says that if you set your initial prices too high, buyers will not even look at your product or will write it off in favor of your competitors' product. As a Realtor, I used to always seek out over-priced, comparable houses to the one that I really wanted to sell. And, when I found them, my job became much easier!

Another very important factor in the sales process is "empathy." Buyers come in all shapes and sizes and all possess different motivations, needs, and financial capabilities. You should strive to empathize with and "sell to" the buyers' motivations and needs. **DO NOT SELL TO THEIR PERCEIVED FINANCIAL CAPABILITIES.** Keep in mind that most decisions to purchase are based in emotion. The decision on how to pay for the product, on the other hand, is usually based in logic.

Remember, alpaca buyers all have one thing in common: **ALL BUYERS WANT TO BE SUCCESSFUL.** Their main interest is not to "scoop poop" or shear & cut toe nails, but to be financially successful and enjoy a rewarding lifestyle in the process. So, your promotional material and presentation should be directed to what you can do to help your prospect be successful in the alpaca business. In other words, your personal goals and needs should be secondary to those of your prospect. Julie Wassom said it best in her recently published Marketing Booklet: "Think In Your Prospect's Perspective."

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MAKING THE SALE

Selling is a skill, and as such, you can constantly improve your ability to make a sale by way of education and self reflection. It is important, in cases where you aren't successful in making a sale, to identify why the prospect did not purchase, or did not purchase from you. To be more successful at selling, I would invite you to consider the following "Winning Assumptions" and "Do's and Don'ts" when making sales presentations.

Winning Assumptions. You have all heard the old adage about "not assuming anything" less you make an ass out of you and me. Well, the marketing presentation is the one time that making assumptions can be of great benefit to you. I call them winning assumptions.

Assume that all buyers are financially capable and will buy from you at some point. Treat all buyers equally, regardless of the impressions they give you. Premature judgments regarding the financial capabilities and motivations of buyers can cost you a lot of money! Once you get a qualified buyer with a reasonable level of interest, work with him for as long as it takes to complete a sale. I have sold homes to people that I had worked with for over 5 years, before the timing was right for them to buy. And, when the time was right they came back to me and not to my competitors. The secret is to stay in touch with them for as long as it takes to make the sale. In today's computer age, that is not as difficult as it may sound.

Assume that your buyer knows more about your product than you do. You would be surprised at the number of buyers that will ask you questions to which they already know the answer. They are measuring you. For example, if you do not know the answer to a question, say so. Tell the buyer you do not know but you will find out the answer. Be sure to follow through and deliver the correct answer. If you try to bluff your way through the answer or if your buyer finds out later that he or she was misinformed, you risk losing credibility. And, without credibility, your chances of closing the sale are greatly diminished.

Also, you should not be afraid of presenting negative information as it is better that the buyer hear that negative information from you and not someone else. I always tell the buyer the "good news" and "bad news" about the product I am presenting. And, finally, and most important,

when you are presenting yourself and your alpacas to a buyer, follow the "Kiss Principle". The kiss principal is the "gospel" in selling and it says "keep it (the presentation) simple stupid!" In other words, keep your presentations simple and easy for all to understand.

DO'S AND DON'TS

Do's:

Give your buyer contrasting choices when presenting your product when possible. Avoid giving the buyer too many choices or choices that are too similar to each other.

Remember the Kiss Principle. Keep your presentations simple and easy for all to understand.

Speak when spoken to! If you dominate the conversation it will cost you the sale because you will never know what it is the buyer wants and is willing to do. When you do speak, you should be asking or answering a question.

Be ready to negotiate. Reasonable concessions and flexibility will raise your closing percentages. You should avoid unrealistic price drops or excessive concessions when making the sale.

Be professional. Slamming your competition will hurt you more than it will hurt them. Work with your competition, not against them. It is not a coincidence that Burger King and McDonalds are usually found on the same street corner.

Practice full disclosure. Being honest is not only the right thing to do, it is the most important message that a buyer will receive from you as you make your presentation. You must establish credibility with the buyer if you are to make the sale.

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Leave yourself some legitimate reason to call the buyer back. This allows you to continue or restart dialog with the buyer without being "pushy".

Stay in touch with all qualified buyers until you make the sale. A good way to do this is with newsletters, postcards, courtesy reminders, or personal letters. Never write someone off just because they do not buy from you right away.

Be careful when using "a sense of urgency" to close a sale. A sense of urgency is a powerful tool when it is legitimate. And, when the urgency is legitimate, you should convey it to the buyer. But, if the sense of urgency is not legitimate, it will probably backfire on you. A lot of people will be turned off at the mere hint of high pressure.

Remember to think in your buyer's perspective.

Don'ts:

Offer your personal opinions on any subject, unless you are asked. Your personal opinions are your "Achilles heel" when trying to make a sale. If you must offer an opinion, make it short and to the point and stop talking. Remember, what you like or don't like may be totally different than the likes and dislikes of the buyer. After all, you are not the one purchasing the product.

Set your marketing goals in terms of dollars! If you are selling at the market, the dollars and profits will take care of themselves. Set your goals in units, time frames, etc., If dollars are foremost in your mind, your self interest will become apparent to the buyer and that will work against you.

Do not forget to ask for the business. If you don't ask, you won't get it! This is the most important and overlooked aspect of the selling process. You must always ask the buyer for his or her business. Remember, the timing of when you ask is as important as how you ask and what you say. Once you make the sale, stop selling.

THE SALE PROCESS IN ALPACAS

For any transaction to occur, it must be of equal benefit to both the buyer and seller, regardless of the product. And, there must be a willing buyer and a willing seller that have agreed on a "market price" acceptable to both. In the



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case of the alpaca business, every new person that enters the industry will basically have to "be sold" on the alpaca industry in general, the farm with which they will do business, and the alpacas that they will ultimately purchase. Stated in another way, you must be prepared to sell the industry, sell yourself (and your farm), and sell your alpaca(s), IN THAT ORDER.

To best sell the industry to new buyers, use the general information on the alpaca industry contained in the color brochure, investment brochure, or the new breeder's guide. It is complete, concise, and will help you immensely. Also, point out to the buyer that AOBA lends unparalleled support to its members with its national marketing programs, annual conference, and educational classes.

To sell yourself, or your farm, focus on your experience as a breeder, past successes in the "show ring," farm guarantees offered, after the sale support services, and anything else that sets you apart from your peers in the industry. Also, remember that you will only have one chance to make a great first impression. Be professional.

When presenting your alpacas, I would invite you to consider using, AN OVERLOOKED AND POWERFUL CLOSING TECHNIQUE.

Genetic gain = Higher Prices and Greater Investment Returns.

This is not a gimmick. This concept is the foundation of the investment analysis in AOBA's alpaca investment brochure and is a way that you can legitimately present any animal, regardless of price, as having potential for providing its owner with sound economic returns. This assumes, of course, that the female is of sound conformation, is reproductively sound, and that you have researched her

pedigree to minimize the risk of her offspring having genetic anomalies. Obviously, if the offspring is defective it will impact the price you receive for that offspring.

Tell your customer(s) that, generally speaking, to stay on the right side of the return on investment curve in the alpaca business, that they need only follow one simple rule, regardless of the price they would pay for a female alpaca.

To maximize the return on your alpaca investment capital, you must be able to sell the female offspring of a an alpaca for as much or more than you paid for her dam.

To meet this criteria they should select females that will allow them to achieve maximum genetic gain. In other words, they should breed all females to males that are superior to her so that all female crias born will be an improvement over their dam. For example...

In many cases, if you run the numbers, you can illustrate to buyers that a good lower priced female alpaca will have as much, or greater potential, for high investment returns than her higher priced counterparts. This is because she offers greater potential for genetic gain in her offspring.

And, finally, as a domestic breeder, use the pedigree and a detailed history of the alpaca you are trying to sell, to illustrate to the buyer, that buying North American domestically bred alpacas usually entails less risk than buying imported alpacas. Tell them that, when they buy domestically, they are supporting their own future in the alpaca industry by doing their part to stem the tide of imports into the country. Assure them that, when they buy an import, another import will soon follow to replace the alpaca they purchased.

CONCLUSION

In closing, I would like to re-emphasize that for marketing to be successful, it must be efficient. And, that successful marketing requires understanding the marketing process, an intelligent marketing plan, and a commitment to work that plan in a disciplined and systematic way until you reach your goals. The lower your budget the more this is true. Thank you and I hope that some of the things we have discussed are helpful to you when it comes time to sell your alpacas.



Rick and his wife Ann live just outside Ruidoso, New Mexico and raise alpacas on their farm, Enchantment Farm. Ann is the chairperson for the 1998 AOPA Annual Conference, in Ruidoso. Rick is on the Marketing Committee for AOPA. Rick and Ann Evans can be reached at Box 8330, Ruidoso, NM 88355 (505)378-4369 or alpacanm@aol.com



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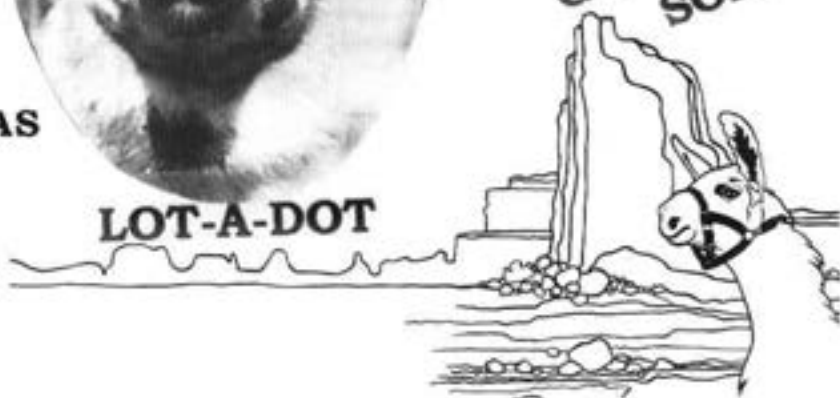


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RMLA LIBRARY UPDATE

by Sharon Herbold, RMLA Librarian • Pikes Peak Woolies • 15350 Highway 83 • Colorado Springs, CO
80921 (719)495-3092 • E-mail: skh@ix.netcom.com

The library recently received a copy of Aunt Millie's Guide to Llama Fiber. The book was donated by the author, Mike Brown. This will be a welcome addition to our growing wool collection.

New items added to the wool collection of the library include:

Andean Folk Knitting by Cynthia LeCount.

Double Woven Treasures from Old Peru by Adele Cablander

Bolivian Tubular Edging and Andean Crossed-Warp Techniques by Adele Cablander

A Dyer's Garden - From Plant to Pot: Growing Dyes for Natural Fibers by Rita Buchanan.

The number of requests for checking out materials from the library continues to increase. The most popular items include all materials having to do with birthing. Also, the Mallon Tapes #1 and #2 continue to be popular.

Please be patient, as I try to get requested items to you as soon as possible. Again please be considerate of other members and return your items when they are due. I've been writing lots of notes recently, reminding members to return items that are past due.

A special 'thank you' to those members who have volunteered to review items in the library:

Dick Williams
Anna Morelli
Valerie Young
Ellie Polich

BETTY L. ROBERTSON

THE WATERFORD
1900 EAST GIBBARD PLACE NO. 106
ENGLEWOOD, COLORADO 80110

THE POINTE
8346 SOUTH HIGH COURT
LITTLETON, COLORADO 80122



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(303) 646-2654 Fax
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Denver number

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2nd place photo, 1998 National Western Llama Show. Photo submitted by:
Debby Rothwell • 4320 Utica St. • Denver, CO 80212-2435 • (303)477-2109



GETTING TO KNOW YOU... GETTING TO KNOW ALL ABOUT YOU!

3rd place photo, 1998 National Western Llama Show. Photo taken and submitted by:
Judy Sealy • Grand Valley Llamas • 593 19-3/4 Road • Grand Junction, CO 81503 • (970)241-7921

WHY WE RAISE LLAMAS AND ALPACAS

I have always believed there was something magical about Llamas and Alpacas, but I just couldn't quite put my finger on it. I knew they were great animals to be around and I wished I had all the time in the world to just sit out in the pasture and watch them interact with each other and the world around them. But of course in our too busy world I can't do that, however I am hoping some day!!!

Talking about the too busy world and the pace of life, I had just the two worst weeks of my life, at least I felt like it. Work was awful, the auditors had just left and we had a lot of turnover in the office during the last year, plus I broke my leg and was out for a month. So things have gone a lot better in past audits. Basically I was feeling pretty low. Saturday had arrived at last and some dear friends who love to come over for lama kisses brought their friend from Denmark over for lama kisses. Well I went out to

the barn with them and Sugar (an 18 month old llama) must have sensed my mood as she came over and gave me a big hug and a kiss. Then Lacy (an 18 month old alpaca) came over and gave me a kiss. It was like a weight lifting off my shoulders. I have never had such a physical feeling before. I came back into the house and told the members of the Board of the Alpaca Breeders of the Rockies, who were have lunch and a Board meeting at our house, that I had just been assured that all was right with the world.

I love the animals dearly and enjoy them tremendously. I could not imagine our life without them. They add greatly to our world and the friends that we have met through them have been some of the most wonderful people you would ever want to meet.

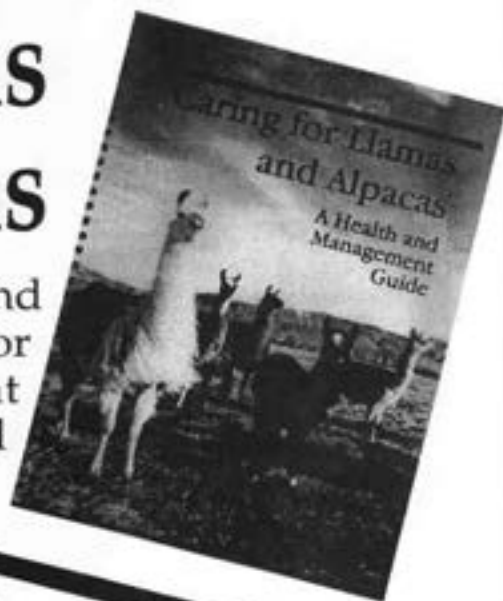
Marie Hinds



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Written by:
Clare Hoffman, DVM
and
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Photos left over from 1997, enjoy.....



From the 1997 Douglas County Summer Classic Llamas and Alpaca Youth Show



From the 1997 LOCC Fall Classic



This is the RMLA Nominating Committee!

Craig Dierksen and Rosie DeLullo
D-D Ranch
P.O. Box 514
Kiowa, CO 80117-0514
(303)621-2584

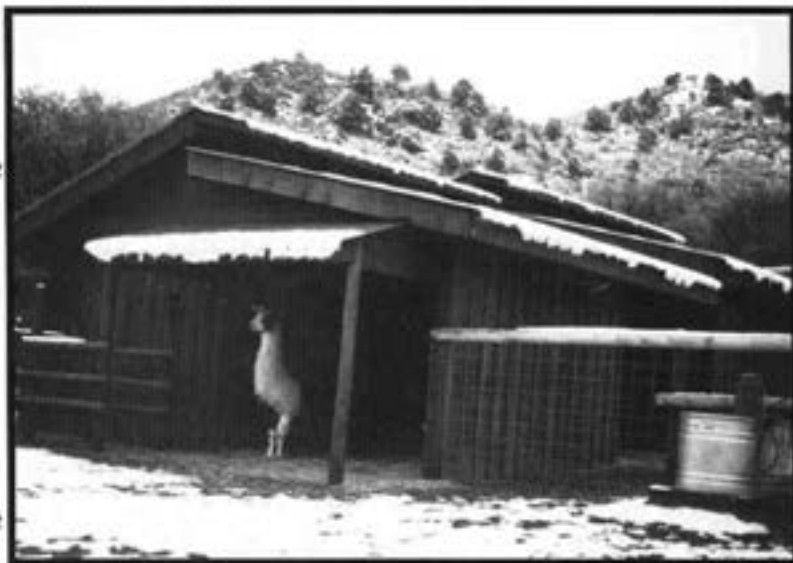
New Member Profile

Robert W. & Ann L. Ramsey • Crown Peak Meadows • 7300 County Road 313 • P.O. Box 430 • New Castle, CO 81647 • (970)379-5733

We recently joined the RMLA (this year-1998). My husband, Bob, and I have always loved llamas, and purchased our first three (one male and two females) in 1994. Since then, our herd has grown to nine, and by the end of this year will be at thirteen. We are growing slowly, but surely, and love living and working with these animals.

In 1989, we bought 40 mountain acres, 35 miles SW of Glenwood Springs, on beautifully secluded East Divide Creek. Living 5 miles beyond phone lines and electricity, our lives with llamas are a natural extension of our love for our land and the reprieve it gives us from the "busyness" of the outside world. Bob and I are musicians by trade and have made our living as such for 18 years. We have been the house band (duo) at the Wild Card Casino in Black Hawk for the past 2 1/2 years.

All our efforts, thus far, have been put into developing a breeding stock with quality blood-lines (Chilean, Bolivian, and North American). We also have plans in the near future to purchase pack llamas and begin a breeding program for packers to both use and sell, too.



Jupiter in the barn

Enclosed are some photos of our land and llamas that I hope will give you an idea of why we love our land so much and why llamas have become an integral part of our lives here. Sincerely, Ann and Bob



Ann with, 2 hour old, Ariadne



Bob with Jupiter.

New members of RMLA are encouraged to write in as to why they purchased llamas/alpacas and joined RMLA. They get a little free advertising, and we all get to know our llama friends better. Editor reserves the right to edit and publish in a particular issue. First come, first served it the policy. (To have less editing, keep the article to one page and tuned to being more informative and less advertising.) Thank you.....

Nellie Newcomer asks....

By Barbara Hance • Hance Ranch • 11818 W. 52nd Ave. • Wheat Ridge, CO 80033 •
(303)422-4681 • (303)422-3568 fax • hancelama@att.net

Nelly Newcomer has sent us another inquiry. She says, "I have asked a number of breeders about the necessity of feeding grain, and have received many different responses. Is it vital to the health of Llamas or Alpacas to feed grain, and if so what is best?"

Old Timer responds, "Me too Nelly, I wondered about feedin' grain, and the best answer I've found is: It's probably not vital, but it does make us 2-leggeds feel better to have some kind of treat to give our kids, and grain or carrots would both be much better than candy!"

"Over the years I've tried a number of grain products: Llama Pellets - quite expensive; horse 3-way or 4-way mixes - have inconsistent amounts of molasses, some so stuck together it took a jack-hammer to break it up; I've found hunks of metal from the mixing bins, and worst of all bags with hands-full of moldy stuff!"

"The biggest percentage of Vets I've talked too have recommended mostly corn, so I've been using the 'Steamed, Flaked Corn' since the steaming process kills any mold spores that may

be present and the flaking softens the grain slightly so it makes me think I won't have kids breakin' teeth." "The one drawback is it is dry and minerals don't stick like they do with the sweet mixes."

"Remember growing youngsters, pregnant & /or lactating girls, hard working boys and even those others who constantly pace the fence-lines, could get skinny under all that fleece. Better quality grass hay or a little alfalfa is probably best, but grain might help some."

"My Vet suggested I use 'Purina Equine Senior' or something similar for older lamas and for ones who are very thin. Learning to 'Body Score' for thinness is very important, I am including this here, but you need to do it with someone with experience to really get the hang of it."

"Boy Nelly you shur' got me talking here! The best thing about grain is if all them kids get loose, a bucket of grain is a great enticement to get 'em all back where they belong."

Body Scoring courtesy of LaRue Johnson, DVM

	SCORE	I	II	III	IV
<p><u>Column I</u> — Drawing of muscle/spinal column cross section at level of thoracic vertebrae #12.</p> <p><u>Column II</u> — Drawing of elbow (E) and degree of presence of ribs just behind elbow.</p> <p><u>Column III</u> — Appearance of animals from front (F) view.</p> <p><u>Column IV</u> — Appearance of animals from rear (R) view.</p>	3-				
Score 1-10, 5 is ideal, 1 is underweight, 10 is overweight.	5				
	8+				



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LLAMA PACK PERFORMANCE TRIALS ARE COMING.....

SANCTIONED BY THE ROCKY MOUNTAIN LLAMA AND ALPACA ASSOCIATION AND
SANCTIONED BY THE ALPACA AND LLAMA SHOW ASSOCIATION

A new Pack Llama Performance Trial will be offered this spring. There are three different levels of performance certification offered. They all are of a non-competitive nature and will be judged on a pass / fail criteria. Those participating may have different goals. Some may participate just to get their llama in shape, others might wish to challenge the llamas' ability to negotiate a trail with real trail obstacles and others may wish to participate as a way of adding value to their pack llamas. It is hoped that everyone will enjoy him or herself, and better appreciate the versatility of these wonderful animals.

The Three Levels are:

I. Basic Field Pack Performance Trials (Offered May 30):

This first and easiest level of participation is the Basic Field Pack Performance Trials.

This will be held at Bob and Jo Riley's ranch just outside Lyons, Colorado. The fee is \$15 and will include a one-hour training class covering tips on how to safely negotiate trails and what should you expect from your animal. This will on May 30, one week before the Estes Park Wool Market. Start time for the training class is 9:00 am. The Basic Field Pack Performance Trials will begin at 10:00 am.

The Basic Field Course will require the llama and handler to cover a distance of three miles with a total minimum elevation gain of 250 feet in a minimum time of 1.5 hours and a maximum time of 3 hours.

Llamas between the ages of 24 - 30 months shall carry a minimal weight (you decide) with panniers filled-out only to simulate a full load.

Llamas 30 months and older shall carry a minimum of 25 pounds, exclusive of saddle and rigging.

Panniers shall be filled out to simulate trail conditions.

The llama must complete the following Basic Field Course obstacles without accumulating more than 20 Field Faults (see definition of field fault below).

One water and/or stream crossing approximately six feet wide with a maximum depth of 24".

Two separate log jumps and/or walkovers approximately 12-18" high not to exceed approximately 12" wide.

One section of deadfall approximately 10' long.

II. Advanced Field Course (Offered June 5).

This second and slightly more difficult level to participate in the Advanced Field Course. This will be held on the Lyons Gulch trail that is located 3 miles from Lyons, Colorado on Highway 36 on the way to Estes Park. Or if you are coming from Estes Park drive 20 miles toward Lyons on Highway 36. The fee is \$20 (\$30 for non-ALSA members). There will not be any instructions on how to pack with your llama; it is assumed that you and your llama have packed before. This will be held one day before the Estes Park Wool Market.

The Advanced Field Course will require the llama and handler to cover a distance of five miles with a total minimum elevation gain of 600 feet in a minimum of 2.5 hours and a maximum of 4 hours.

The llama must be at least three years of age.

Panniers should be filled out to simulate trail conditions and must weigh 50 pounds, exclusive of saddle and rigging.

The llama must complete the following Advanced Field Course obstacles with out accumulating more than 12 Field Faults (see definition of field fault below).

Two water crossings at least ten feet wide with a maximum depth of approximately 24".

Three separate log jumps and/or walkovers approximately 12-24" high not to exceed approximately 18" wide.

One section of deadfall approximately ten feet long.

One encounter with a petting backpacker, mountain biker or similar obstruction.

One very narrow walk-through with approximately four feet wide clearance.

Secure llama to stake out line (minimum of 20') for a minimum of five minutes.

III. Master Field Course (Offered June 5).

The Master Field Course is the third and most difficult level. This will be held at the same time and place as the Advanced Course. The fee is \$20 (\$30 for non-ALSA members). There will not be any instructions on how to pack with your llama, it is assumed that you and you llama have packed before. This will beheld one day before the Estes Park Wool Market.

Continued.....

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Llama Pack Performance Trials.... cont.

The Master Field Course will require the llama and handler to cover a distance of eight miles with a total minimum elevation gain of 1,000 feet in a minimum of 4 hours and a maximum of 6 hours.

The llama must be at least four years of age.

Panniers should be filled out to simulate trail conditions and must weigh 75 pounds, exclusive of saddle and rigging.

The llama must complete the following Master Field Course obstacles without accumulating more than 7 Field Faults (see definition of field fault below).

Three water crossings at least ten feet wide with a maximum depth of approximately 24".

Three separate log jumps and/or walkovers approximately 12-24" high not to exceed approximately 18" wide.

One section of deadfall approximately ten feet long.

One encounter with a petting backpacker, mountain biker or similar obstruction.

One very narrow walk-through with approximately four feet wide clearance.

One section of rock rubble and/or muddy trail approximately ten feet long.

One trail blockage requiring the llama and handler to bushwhack off trail around blockage.

Secure llama to stake out line (at least 20') for a minimum of five minutes.

Field Faults

The ALSA Pack Performance Trials has defined Field Faults as the following:

1. A single field fault is defined as a significant tug and release of the lead while the llama and handler are negotiating an obstacle.
2. An animal that attempts to leap a water crossing or deadfall, knocks into the handler or spits at the handler, shall be assessed five faults for this major infraction.
3. An animal that requires assistance to complete an obstacle shall be assessed five faults.

A llama may not accumulate more than ten field faults at any one obstacle or incident. Disqualification by the course examiner is required for any abuse of a llama or interference with another entrant in which case the handler will be requested to leave the course immediately.

Recognition's of Merits:

One of the advantages of this being an ALSA Sanctioned Pack Trials is that llamas can be awarded with ALSA Recognition of Merit Awards. This is part of the

ALSA award system that has over 3,000 llamas recorded.

There are three levels of achievement based on the animal's age, abilities, and soundness:

Recognition of Merit Basic Packer

The llama must complete at least two basic field courses (at least one while carrying the prescribed weight) plus receive a passing mark in a Working Class adjudicated by a certified ALSA Judge or at a regular ALSA sanctioned show (like Estes Park Wool Market). If you wish to participate in the ALSA Working Class (more on that below) be sure to sign up for that class with the Estes Park Wool Market.

Recognition of Merit Advanced Packer

The llama must complete at least three advanced field courses plus receive a passing mark in a Working Class. If the llama already has a ROM Basic Packer (see above), only two advanced field courses are required.

Recognition of Merit Master Packer

The llama must complete at least four master field courses on three different trails plus receive passing marks in a Working Class. If the llama already has a ROM Advanced Packer (see above), only three master field courses are required.

What is a Working Class?

This will be held at the Estes Park Wool Market; be sure to sign-up.

This year we will be offering the Working Class only at the Estes Park Wool Market. Other ALSA Pack Performance Trials scheduled at other locations may offer the Working Class at the trailhead.

A Working Class was developed so that the llamas would exhibit in the ALSA show ring and be subject to a soundness check. The soundness check was added to reinforce the importance to soundness in a pack llama. There are parts of the country where an owner might feel that an animal is not good enough for the show ring so I will sell him as a packer. The terms "pack quality" and "pet quality" are being confused by owners and the public. This puts a knife in the heart of a true packer. In reality, a pack animal's conformation/soundness is the most important aspect of the animal.

During the Working Class, the llama will be evaluated on its overall competency to complete a series of required obstacles plus its soundness as a working animal.

Working Classes will take place at the Estes Park Wool Market ALSA sanctioned show. The Judge

evaluates the animal for all the mandatory obstacles and awards the llama a single pass/fail mark. A total refusal, in the Judge's opinion, of any of the required obstacles is sufficient for a failing or unsatisfactory evaluation.

Basic Working Class Obstacles:

1. Load llama in trailer and close gate. Remove halter and lead. Handler exits trailer, circles trailer, and then reenters and puts halter with lead back on llama. Llama and handler exit trailer.
2. Stand for soundness evaluation.
3. Secure llama to trailer and inspect one front foot pad and one rear foot pad.
4. Load saddle and panniers (50#).
5. Complete lead-in / back out obstacle which incorporates a ninety degree turn.
6. Complete two jumps/walkovers approximately 12" high.
7. Walk through deadfall.
8. Secure something to top of saddle.
9. Complete water obstacle.
10. Remove panniers and saddle.



**Trout Creek
Llamas**

(303) 647-2429 Rick & Jan Cummer

Bob Riley is the Chairperson for the Basic Field Pack Performance being held at his ranch and Jim Osmun is Co-Chair. Jim is the Chairperson for the Advanced and Master Field Courses and Bob is Co-Chair. If you have any question please call either Bob or Jim (303)457-2787.

ALSA Pack Trials and/or Working Classes Scheduled for 1998:

New Mexico Spring Fling
May 2, 1998 (Working Class)
Santa Fe, New Mexico
Contact: Rick Steadham, 505/425-1072

Red River Rendezvous Llama Show
July 17 (Pack Trial)
Red River, New Mexico
Contact: Gail Horan, 505/898-2552

Hoosier Llama Association
September 26 (Pack Trial)
Salamonie State Park
Huntington, Indiana
Contact: Melissa Carnwath, 765/833-5382

*More Pack Trials are being planned.
Contact the ALSA Office for details.*

Approved Course Examiners:
Rick Steadham, 505/425-1072
Bob Riley, 303/823-5109
Wes Holmquist, 208/232-6456
Bob McNeil, 916/432-3059

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Gus & Jeannie Hansen

RMLA Spring Conference

Castle Rock, Colorado

April 18th and 19th



Marie Hinds, Conference Chair, kept the coffee warm for all those attending the conference.

Conference Committee:

Marie Hinds, Serendipity Farm, Elizabeth—Chair
Willow Kauffman, Dusty Britches Ranch, Castle Rock—Registration
Grace Gerber, Larkspur Funny Farm, Larkspur—Facility Coordinator
Marla Miles, Gentle Day Farm, Franktown—Banquet
Teri Nilson Baird, Broken Windmill Ranch, Elizabeth—Name Tags
Youth Crew:
Llofty Llamas 4-H Club and RMLA Youth
Nick Gerber
Conrad Gerber
Diedre Baird
Gretchen Kauffman
Levi Kauffman
Andrea Kroeckel
Nick Ellis
Ben Riggs

Speakers:

Tim Thompson, DVM—Platteville
Chris Switzer—Switzer Land Farm, Estes Park
Sharon Beacham—Pheasant Hill Farm, Boulder
Ron Baird—Plum Valley Llamas, Sedalia
Karen Kinyon—Double K Diamond Llamas, Ft. Collins
Dan Nosal—Douglas County Natural Resources



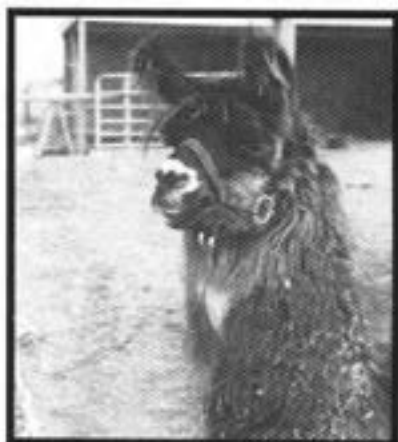
Dr. Tim Thompson, DVM-Plattville, Colorado is always a welcomed guest at any camelid conference. He kept everyone's attention for nearly 4 hours talking and answering questions about, well, mostly everything....



Betty Robertson-RMLA Life Member, was welcomed at the registration desk by Grace Gerber and Diedre Baird.

CONTINUED.....

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RMLA Fiber Co-op Sales were vigorous throughout the weekend as members explored the benefits of fiber and the co-op.



Sharon Beacham, reviews shearing techniques with the class.



Chris Switzer explains fiber dyeing techniques.



Karen Kinyon with her hands in the dyeing pot.



Karen Kinyon teaching.....
Dyeing is educational.



Karen really likes doing this.



Dan Nosal of the Douglas County Natural Resources and Soil Conservation discusses the fine points of pasture management.



Ron Baird, ALSA Judge, teaching youths about Youth Judging.



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MORE DUE MAY, 1998**

CAPTURING THE WILD CAMELID

By Lynley A. Nichol, Dreamweaver Llamas • 12925 Linda Vista Dr. • Longmont, CO 80501 (303)684-6443
E-mail: fairwind@DIMENSIONAL.COM

On July 1, 1997, I received a call from one of my llama rescue volunteers, Nancy. While working in a local veterinary office, she had been contacted by a woman named Barbara who claimed that she had a llama in her back pasture originally belonging to her neighbor. The neighbor was sick of chasing this llama every time he got out and told Barbara that anyone able to catch him could have him. Nancy went out to see the llama and guessed him to be about three years old. He was wearing some sort of a halter and running the back fence. She couldn't get too close, but he looked to be in good health and intact. I contacted Barbara and arranged to pick him up on the third of July.

At ten o'clock on a hot July morning, Jeff and I head to Brighton, Colorado in search of the elusive llama. When we arrive, we greet Barbara who warns us that if we get too close to this animal he will jump any fence in his path to get away. Our experience with catching this type of llama has caused us to come armed with grain, lead rope, and a long stake line. Not knowing the condition and health of this particular llama, I had decided against bringing one of my own llamas to use as a lure. She assures us that we will never catch him as he has been on the lam for months. Apparently, his owner had purchased him on a whim (sound familiar?) and put him in with her goats. The goat pen was apparently a piece of cake for this guy to escape from, and with the grass being greener on the other side, he left. After chasing him home for the third time, this woman chained him to a tree. His natural wanderlust, coupled with the desire to find his own kind, freed him of this particular form of confinement. So, when he showed up in Barbara's pasture, his owner said "KEEP HIM!" Barbara's husband was against the idea, which naturally finds yours truly on the great llama hunt!

We hit the pasture ready to show this fearful rookie how you go about catching an uncooperative llama. I stop dead in my tracks, and not just because the pasture is nothing but sagebrush, stickers and thorns, for here is a full-grown guanaco with just a bit of llama in him! Well, it all starts to make sense now. Guanacos are so deer like and agile. This boy is a running machine! I look at Jeff, utter something unintelligible and off

we go. No, change that, off goes the guanaco, right over the north fence. We pursue him around the neighbors hay field and he jumps back over. Did I mention that the hay field is uncut, up to my neck and that it is upwards of 95 degrees? Back he goes into the stickers and sage. We play this game until he decides that he just has to get to another neighbor's horses. Jumping their fence brings him not only into their yard but to the ultimate freedom, big fields and open roads. At this point we are getting pretty frustrated and our legs are bleeding as naturally we expect "pasture" to be pasture and not a full blown crop of stickers and thorns! Did I mention it has gotten hotter out?

**Colorado
Llama
Rescue**

.....here is a full-grown guanaco with just a bit of llama in him!

Ready to sit down and cry like a fool, I collect myself and tell Jeff to have the neighbors get one of their equines out and lead him/her to a place the guanaco will follow with tall fences, walls, "I DON'T CARE WHAT IT IS, JUST GET THE DAMNED HORSE!" Out comes a very nice teenage boy who is more than happy to help us. Enter the big chestnut mare. By this time, the guanaco is cruising down toward the road and the town of Lochbuie. Ah, he spies the mare and



Rebel!

commences to follow. With Barbara leading the horse, the guanaco following and Jeff and the teenage boy prompting from behind, there I stand. They are successfully coaxing the guanaco back toward Barbara's front yard where there are tall fences and a front gate to be slammed behind him. But wait, if he makes a left

instead of following the horse into the yard, he heads to town and we are back to square one. Barbara has left her car with her keys in the ignition and her two daughters behind, so I jump in and take off on unfamiliar roads to try to block the guanaco should he decide to take the dreaded left. Now, remember I have only been through sticker filled pastures and uncut hay fields so one of the girls is giving me directions around to the front gate in a compact car designed for a four foot tall person. So, with my five foot seven inch frame crammed into this nice, new, but little car off we go with me trying not to bleed all over



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the upholstery. We beat the entourage to the gate. The road out is narrow, the car small and the two girls cooperative. I angle the car across the road to block it. This leaves about six wide open feet of escape route should the guanaco smell a rat! I put one hand on the fence, grab the small girls hand, she grabs the older girls hand and the older girl holds onto the car. Viola! We have a blockade! We wait patiently in the hot sun until the mare turns into the driveway followed by the guanaco, Jeff, and the teenage boy. Once the guanaco is clear and not onto our tricks, I run up and slam the gate. The mare gets tied to the fence and the guanaco goes looking for a quick exit. Unable to find one, he begins to panic. I grab a stake line and put all three kids plus myself on it while Barbara chases him out of her sticker trees. I wonder if that is what they farm out here? It seems an abundant crop! Here comes old guanaco full speed toward our stake line near the garage, in he goes and BANG down comes the door. But wait, the back is open! I don't know where Jeff has come from, but the next thing I know he has both arms and all of his 190 pounds hanging around the guanaco's neck! I hand him the lead rope. Have I been carrying this the whole time? I hold this wild fellow (the guanaco, not Jeff, he's getting the trailer into place) and immediately come up with the perfect name for this crafty, independent boy. He is christened "Rebel" in the middle of a garage, in the middle of a field of stickers, just south of nowhere with both of us panting

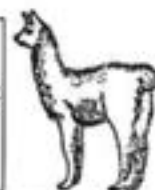
and sweating. Jeff raises the door slowly, takes "Rebel" toward the trailer and immediately gets a flat out NO about going in. Figuring this is no time to teach him Trailers 101, as he sits back I grab him from behind, give him a shove and close the door. Bingo! After two and one half hours of blood, sweat and nearly tears, we have him!

So, the next time I get a call to come and catch a wild "llama", I hope that I will remember this experience and do two things: Take another llama as a lure. Be a little less over-confident about my ability to capture a wild camelid!



*As a present for Jeff's 7th birthday, I gave him Rebel. Suffice it to say, I have given him gifts in the past that were a lot easier to shop for!

"Colorado Llama Rescue" is a Colorado non-profit organization for unloved, lost and strayed llamas.



STEPS TO PREVENT PLANT POISONING

Copyright ©1998 by Shirley A. Weathers

Every year, poisonous plants cause death, temporary and chronic pain and illness, abortions, decreased productivity and birth defects involving hundreds of thousands of grazing and browsing livestock. The annual economic loss amounts to hundreds of millions of dollars. While less is known about llama and alpaca susceptibility to plant toxins than other livestock, there are documented cases on record of poisoning of llamas by at least Oleanther; Mountain, Black or Sierra laurel (*Leucothoe davisiae*); Rhododendron; Water hemlock (*Cicuta* spp.); Ponderosa, Western or Yellow pine (*Pinus ponderosa*); Yew (*Taxus* spp.) and Death camas (*Zigadenus* spp.). Camels reportedly have been poisoned by African plant species identical or related to western U.S. plants: Thornapple (*Datura stramonium*), Milk bush or Pencil bush (*Euphorbia tirucalli*), Lantana, Castorbean or Castor-oil plant (*Ricinus communis*) and Sorghum.* Time will tell more about how llamas react to other plants that have harmed horses, sheep, cattle, goats or pigs, but using caution in allowing them access is the best policy in the meantime.

For complicated reasons of plant and animal evolution, well-nourished herbivores will generally avoid eating most toxic plants. Some of the toxins in plants make them unpalatable to animals - they either smell or taste bad - and animals learn from other animals, particularly their mothers, to avoid other plants. Some produce a disagreeable physiological sensation soon enough after ingestion that animals learn not to eat them before consuming toxic quantities. But these mechanisms of safe eating are not fool-proof. As noted above, poisoning does occur and when it does, it can be devastating to both animal and owner.

There are a variety of reasons why livestock eat poisonous plants. There are some to which livestock have been found to be attracted. Some unpalatable plants appear to lose their disagreeable odors or tastes when dried (as in hay); a significant cause of poisonings is consumption of toxic plant parts mixed in hay, silage, grain or processed feed. Some typically safe plants become toxic when sprayed with herbicides or fertilized; they may

simultaneously become more palatable. Weather stresses and other natural conditions may convert the non-toxic to toxic. Probably most importantly, if put into a situation where only poisonous plants are available or they make up a large percentage of available forage, livestock will eat them.

Whether or not animals will be sickened by ingesting particular plants is also a complex matter. Not all species of livestock are equally affected by or susceptible to the various plant toxins. The relative health of the individual animal (or, if a ruminant, of the microflora in its rumen) can figure into how well it can handle some toxic substances in the plants it consumes. The digestive systems of some animal species can adapt to be able to detoxify higher levels of toxins with exposure. A substantial quantity of some plants must be ingested to trigger illness or death; a couple of leaves of other plants can kill.

Despite all of these variables (and more), experts agree that plant poisoning can be minimized. The best means is a combination of effective use of good information about toxic plants and the provision of an abundance of safe alternative food. In the unhappy event that poisoning occurs, being informed may facilitate effective response. Here are some suggestions that may help owners of livestock of all types protect their animals from poisoning:

- Pasture management is critical. Learn about plants in pastures and the animals that will graze there. Seek help from Extension agents and others, if necessary. Some options:
- Eliminate or fence securely around toxic plants, especially if animals may find them palatable or if



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they are highly toxic or abundant. NOTE: if you grub out highly poisonous plants such as the various Water hemlock species (*Cicuta* spp.), take appropriate precautions to protect yourself.

- Assure that adequate safe forages are available. Check plant levels and types periodically. Do not overgraze. Watch carefully in early spring or late fall when toxic plants may be more prevalent than others. Know which plants are drought resistant - they may be the only food available under some circumstances. Watch out for toxic plants that are evergreen from fall to spring.
- Ensure that animals have adequate water, as well as salt and mineral supplementation, if needed.
- Avoid giving access to plants during their toxic season.
- Check on your pastured animals regularly and know the signs of poisoning to allow prompt action in case poisoning occurs.
- Be careful with herbicides (including those that may be applied by others, e.g., local government entities). Learn about their direct effect on animals, whether animals have been found to be attracted by application of the product and, if palatability is likely to increase, know about the inherent toxicity of those plants.
 - Be prepared to identify and respond appropriately to toxic plants when animals will be taken into unfamiliar areas. Unfamiliar poisonous plants may be eaten simply because the animal has no experience with them.
 - Avoid driving animals through areas with high concentrations of toxic plants, particularly if they are hungry.
 - When tying, picketing or staking animals, identify and avoid areas where they are likely to consume toxic plants. If at all possible, find a place that is grassy, rather than leafy. Most, although not all, wild grasses are safe forage. [Identify and avoid *Triglochin maritima* (Seaside arrowgrass) and *Zigadenus* spp. (Death camas or various other common names).]
 - Do not assume that others know about poisonous plants. Feeding animals "treats" seems to be an almost irresistible urge of humans. Educate both adults and children who may come in contact with animals so they know not to feed them leaves, fruits, etc. (This exercise will also alert children to the whole issue of poisonous plants. Many plants are at least as dangerous for children to eat as livestock.) Consider

providing visitors with "official treats" that animals like and can safely eat.

- If animals are rented or loaned to others, orient the temporary caretakers to toxic plants along with other instructions on care and handling. Provide plant identification resources to be taken along with the animals.
- When selling animals, ensure that buyers are aware of toxic plants. Consider providing pertinent materials to the new owners.
- Do not feed yard or garden vegetation (clippings or trimmings) to livestock.
- Try to arrange to walk uncut hay fields before buying and check hay when feeding. Buy grain and processed feeds from reputable sources.
- Consider removing toxic trees and shrubs in corrals, pastures and yard that could be accessible to livestock.
- Anticipate accidental circumstances such as leaves blown by wind or the fact that animals sometimes get out.
- The safest course during the Christmas holidays is to avoid feeding Christmas trees or greenery to livestock. While *Pinus ponderosa* (Ponderosa Pine) is the most commonly referenced harmful member of the *Pinus* genus, other species and other conifers also may be toxic. Many common types of holiday decorative greenery are deadly.
- Check branches and tree limbs brought down in pastures by storms to ensure they are not from toxic trees.
- Plant poisoning is generally a complex medical situation and will probably require a veterinarian's evaluation and care. The following may be helpful for livestock owners to keep in mind:
 - Establish a connection with a veterinarian before an emergency arises. Locate a practitioner familiar with your species of animal(s) and involve him or

HIGH HOPES LLAMAS



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her in routine care.

- Ask for information about any plants in the area that may already have caused problems. If other animals have been poisoned by local plants, there is a good chance that local veterinarians at least will be aware of that. They also may have some good advice to give you about prevention or response or both.
- If you will be taking animals into a situation where veterinarian assistance will be difficult to obtain, ask your veterinarian to discuss some prudent actions to take in the event of poisoning.
 - Always notify a veterinarian when plant poisoning is suspected. Be prepared to provide him or her with as much information as possible about the situation.
- Discuss appropriate supportive/symptomatic care you may be able to provide to sick animals and be prepared to provide it until assistance arrives.
- Try to identify any suspect plants.
- Get a sample.
- Try to determine the amount and duration of consumption. Inspect the area where the animal was grazing.
- Observe and make careful note of any physiological or behavioral signs the affected animal may exhibit.
- Keep an open mind and investigate other pos-

sible toxic agents to which a sickened animal may have been exposed.

*Murray E. Fowler, "Plant Poisoning in Camelids" in *Poisonous Plants - Proceedings of the Third International Symposium*, Ames: Iowa State University Press, 1992, pp. 335-39.

Shirley Weathers, co-owner of Rosebud Llamas Utah, excerpted this article from her book released in April, **Field Guide to Plants Poisonous to Livestock - Western U.S.** The book is designed to help livestock owners recognize over 100 toxic western plants and provide adequate basic knowledge to consider effective animal or pasture management responses when those plants are present. Possible physiological and behavioral signs of poisoning are also provided, as well as types of care or treatment that may be considered. The field guide is \$17.95 postpaid for one book and \$15.95 postpaid for each additional book (plus 6.00% sales tax = \$.90 for Utah residents). Mail orders to Rosebud Press, P.O. Box 270090, Fruitland, UT, 84027-0090. For questions or comments, phone (435)548-2630, FAX (435)548-2438, e-mail: wrw@ubtanet.com. Visit <http://www.ubtanet.com/~wrw/> to see sample plant entries from the book.

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Bobcat



Front foot
2" L x 1 7/8" W



Hind foot
1 7/8" L x 1 3/4" W



Trail width: 5" Trail Pattern
Stride length: 10" - 13"

Coyote



Trail width: 5"
Stride length: 13" - 16"



Hind foot
2 1/2" L x 2 1/4" W



Front foot
2 1/4" L x 2" W

Trail Pattern

Cougar tracks are relatively round and rarely show any claw marks since the claws are normally retracted. The rear pads of the feet are distinctively different from those of other carnivores. Typically, there are two lobes in front and three on the rear of the rear pads although there are individual variations.

Like cougar tracks, bobcat tracks are round and lack claw marks but they are much smaller, only 2 to 3 inches in diameter. Also, the rear pad is shaped differently, being relatively straight in front, with a lobe at each side in the rear.

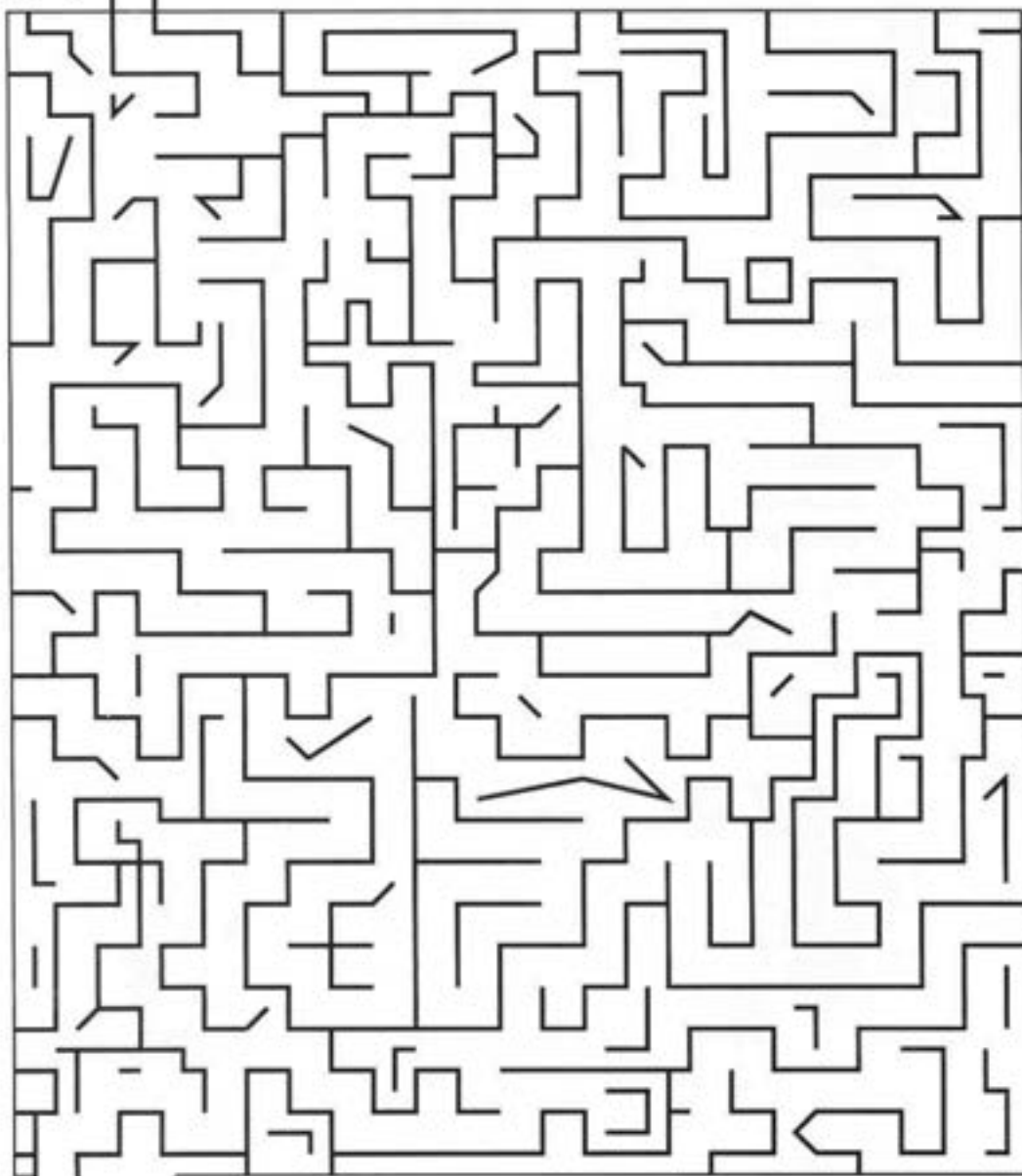
Coyote tracks are very similar to other members of the dog family. Imprints show four toes and toe nails; front tracks are larger than the rear. The front tracks are 2 to 3 long and 2 inches wide. Rear tracks are 2 inches long and 1-1/2 inches wide.

Dog tracks are also highly variable because of size and weight differences. However, dog tracks are typically more round and show more prominent nail marks than coyote tracks and are larger than fox tracks. In contrast to coyote tracks, a dog's rear tracks normally are slightly to one side of the front tracks. Also, canine tracks made at the same time and location that vary widely in size suggest dog predation, especially near urban areas where stray dogs may range.

Just for Kids.....



The llama is thirsty, take the llama through the maze to the water at the windmill.



It's getting cloudy out and may rain, take the llama to the barn.



Llama Barn

Hoorah, Hoorah, we made it before it rained.

Community Cooperation

By Barbara Hance • Hance Ranch • 18118 W. 52nd Ave. • Wheat Ridge, CO 80033
(303)422-4681 (303)422-3568 fax • hancelama@att.net

Back in July, 1997 the alpacas at Hance Ranch were begging for hair cuts, and although Bob and I thought we were making headway it was



becoming obvious that at the pace we were progressing the last hair cut would probably be done in about **October 1998.**



Llama!

SOMETHING NEEDED TO SPEED THIS UP!!!

I made a couple of phone calls to friends and neighbors and found a day they could help. I then made a date with Mark Loffhagen, a sheep shearer from New Zealand (now a Coloradoan) with experience shearing alpacas. **No backing out now.**



mom and dad, Rowene and Harold. Fellow alpaca breeders Patty and Jim Opperman and our own Mary Hance rounded out the crew. New owner, Matt Bartlett and his youngsters were here to watch and ended up helping some too.

We had pens set up and a "production" schedule i.e. white, & light to dark & black. Move the next "shearee" to the "blowing pen" then to the "brushing" pen, then to the "shearing platform", to help Mark put down & hold the animal while shearing, a fleece gatherer &

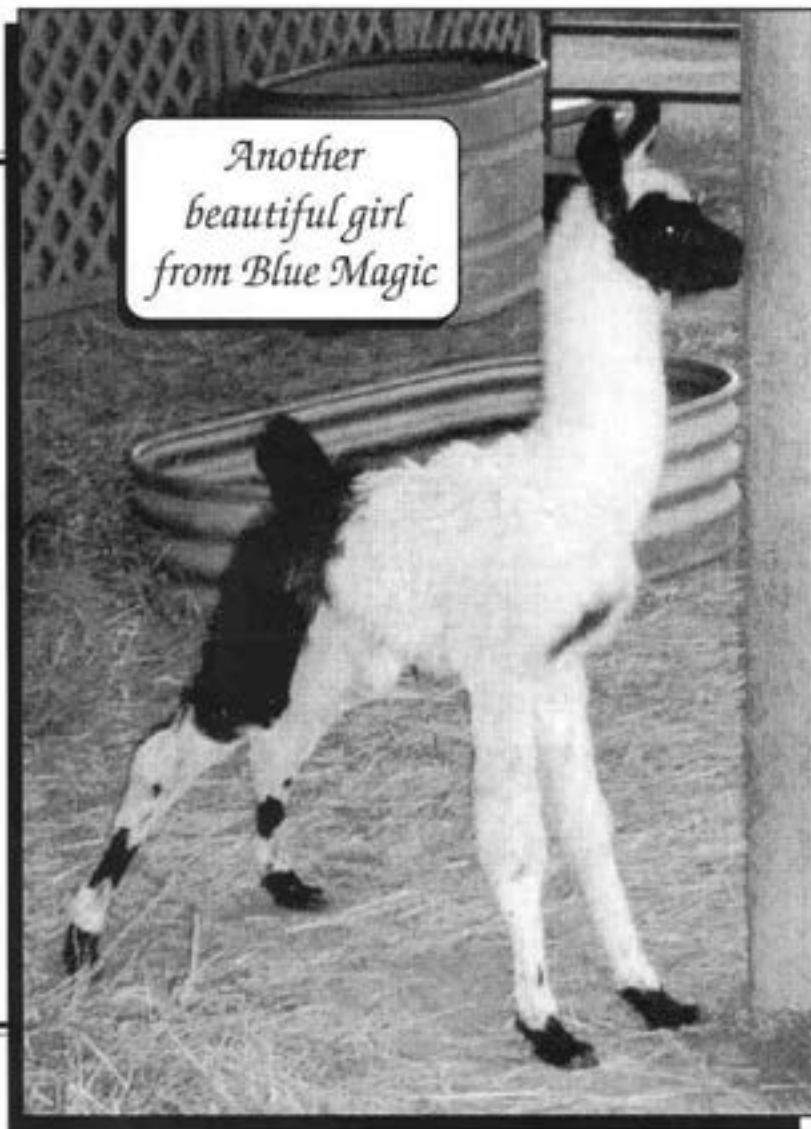
Ben Riggs could help - Yesss! Jerry Dunn said she would call others and "let's make a party". Amen! Bob sent messages to other alpaca owners nearby.

On the DAY, we provided lots of juice, pop, pizza, fruit, donuts and cookies. Jerry rounded up Bob, Louise and Matt Wamsley and Gabi Von Roedern. Our good neighbors, Char and Becky Mayo, brought their



Continued

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bagger, a fleece skirter and some extras to do whatever. With the help of all the wonderful folks, in 7 hours that Saturday, the last 41 of our alpacas finally got their 1997 haircuts. Mary and I finished the skirting process and most of the fleeces are in the 2nd North American Wool Pool.



Community Cooperation..... Part 2

Then as a turn-about Jerry Dunn invited us to join in her "Barn Raising". With the help of Wes & Mary Mauz, she designed and got permits and materials to get her hay storage barn finally in place. This took a little longer than the 7 hours shearing day. Her neighbor, Chris Braning, put in the survey marks. There was help from the Von Roederns, Bob Kucks and his friend Joyce, the Wamsleys, the Mauz', her Vet Debbie Mayo and Bob & I.



After all the hello stuff, Wes said you two pick out all the 2 x 8s, check the crowns, match them in pairs and nail them together for beams, then do the same thing with the 2 x 6s. Crowns??? Beams??? We soon learned.

Part of the crew was nailing the rear wall together, while another part was setting metal plates for the up-right supports. Wes was everywhere plus doing measuring and calculating to



get it all square. By noon on Saturday the up-rights were in



place, and the larger beams were up. We were looking at a beginning skeleton of a barn! We started placing the rafters, and found we needed some extra cross-members to

keep things straight - it all worked out. When it got too dark to work any longer there was a real barn framework in place.

Sunday morning we all did a final check of measurements and squaring, pounded many permanent nails, and after lunch were able to start putting up the 21 foot sheets of metal roofing. We didn't quite finish before quitting time, and luckily a few could make it back to finish on Monday with an additional helper,



Lunch!



Ben Riggs.

Jerry now has a great looking hay storage barn, with room for her scale, which was installed by neighbor Gary Braning, as well as a place to drive the little tractor in, out of the weather. The fellowship we all shared was



great, the pot luck lunches were delicious and the accomplishments were most satisfying. Don't think those huge jobs have to be done alone, there are always friends and neighbors just waiting to be asked! Good luck on your next project!



Community Cooperation..... Part 3

This is the best of the lot!

In mid March 1998, we got a call from a fellow breeder in Southern Arizona saying he awoke to find 3 alpaca crias missing, one 3 months old and the others 2 months old. AND yes they were stolen!

The police had investigated and found footprints over near the fence.

We got busy and sent Email messages to all the addresses we could find. This was only the beginning of a network wide communication that spread across the whole US and Canada in a matter of hours. The Llama and Alpaca owners put time and energy into spreading the word.

The breeder who had the theft found a friend to scan pictures to us, which we passed along. And on the way Bob Black picked up the pictures and created a WEB PAGE in less than 24 hours. He was one of hundreds of camelid folks who contributed their time to finding the little ones. If any of you have dealt with web designers or tried a do it yourself system, you should appreciate how fast this was done!

An announcement was made on Tucson TV on Sunday's 10:00 p.m. newscast 2 days after the theft, with a reward offered, AND a man called and said those alpacas "somehow got into my pens". The owner made a quick trip about 50 miles from home and picked up the little ones.

I don't know if the reward was paid but who cares? The youngsters are home with their moms, and a gazillion thanks go to all who helped and all who prayed for a safe recovery! Bob Black followed up the return, by posting the find on the Web site and thanking all for helping. Ain't computers great!

Check out his WEB Site at:

<http://www.pacaweb.com> and

<http://www.pacaweb.com/missing>

These three things are superb examples of how our camelids can bring people together!

Note for any unsuspecting thieves out there: Camelids are registered with the International Llama Registry and the Alpaca Registry, Inc.

In order to breed and register these animals the owners signature (both dam and sire) is required as well as the owner of the cria. Camelids just don't get stolen, and the reason why is 'smart' people know if you steal llamas and alpacas they become *instantly* worthless to anyone except the owner. You can't breed them and register their offspring and you can't stand the males at stud because you can't register them. And besides all of that, your dealing with a group of camelid people that you wished you never tangled with.....

Heard about the Alpaca Registry, Inc. (ARI) lately? Contraversal issue(s) will be on the ARI ballot next month regarding closure of the Registry to imports. If you are a member of the ARI, get the facts, from all sides of the issue, then vote.

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THE ROCKY MOUNTAIN LAMA FIBER POOL

By

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E-mail: doublekdiamond@juno.com

and

Sharon Beacham • Pheasant Hill Farm • 2380 95th St. • Boulder, CO 80301-4937 • (303)666-9437 •
(303)604-1730 fax • e-mail: pheasant_hill@email.msn.com

The Rocky Mountain Lama Fiber Pool is privately owned and managed by Karen Kinyon and Sharon Beacham. RMLA approves of our efforts but provides no funding. With 24 years combined experience in raising llamas and 14 years shearing and using lama fiber, starting the pool was a logical step for us.

We're also members of a committee that's working towards the formation of a National Fiber Pool to collect, process and market lama fiber. At present, the Rocky Mountain Pool is one of 4 regional collection centers. Our plan is to work ourselves out of this business by teaching lama owners how to produce marketable fiber and participate in the National Pool.

We started in 1996 with 35 fleeces shorn from the Colorado State University research herd. Red Barn Fiber Processing, in Fort Collins, turned them into roving which we sold at the RMLA Fiber Co-op Booth.

In 1997, we sent 112 pounds of fiber to the Taos Valley Wool Mill. The majority of that 94.5 pounds of yarn is also sold.

This winter, we made a quantum leap forward by collecting half a ton of fiber. However, due to the harvesting methods of our major contributor, only 600 pounds could be sent to the mills. Another 15% was lost in processing. With 145 pounds of hand spinners' roving from the Taos mill, and 365 pounds of yarn from the International Textile Center in Lubbock, Texas, the RMLA Fiber Co-op Booth is well stocked with fiber and finished garments this summer.

To provide variety, portions of each of the 7 natural colors of yarn and roving are blended with 20% angora rabbit, kid mohair or silk.

Our next collection dates are this August and February 1999, for those who need more time to prepare fiber shorn this summer. Here's how our service works:

1. Send us your shorn fleeces that have been carefully skirted and washed, with any guard hair pulled. Mills now require that all fleeces be washed before processing. Susie Boyes or Sue Grimm, RMLA members, can do this for you, or we'll teach you how.
2. We sort by color and grade and give you an estimate of the cost per pound to have your fibers processed into combed top, roving or yarn.
3. We do all shipping, handling and negotiating with the mill.
4. We receive the finished products and make sure that each contributor receives their yarn, roving or combed top according to weight and color.
5. You have the choice of taking your product for your own use or having us sell it for you.
6. We market through five natural fiber shops and the RMLA Fiber Co-op Booth. This provides national exposure and promotes llama and alpaca products. These outlets charge a variety of commissions.
7. We have a list of artisans available to spin, knit, weave, crochet or felt your products into custom garments for you. You work directly with them to get just the right design.
8. We take a percentage of your finished product as a fee for providing this service. It's usually 10 - 20%, depending on how much work we must do. You determine the amount by the condition of the fleece. The cleaner it is, the less we take.
9. We also buy your raw fleece for \$5 -10 per pound, depending on quality and cleanliness.

Please call either one of us for more detailed information. Here's your opportunity to do something with the fiber you've been storing since last summer!

Contributors to the 1998 Fiber Pool were: Bob and Jaci Aue, Diane Cavis, Ron and Marie Hinds, Pat Hughes, Dr. La Rue Johnson, and Jerry McRoberts.

Thanks to Susie Boyes (Red Barn Fiber Processing), Sue Grimm and Kathy Hartmiester for helping us grade and wash a mountain of fiber. Alaine Byers (Indian Peaks Llamas), Pat Hughes (Cria Creek Ranch), and Terry Lynch also assisted. Anyone who would like to help prepare a shipment and learn to skirt and grade fiber is welcome. We'll even pay you 1 ounce of the finished yarn for every hour you work.

More fiber 

The International Textile Center Texas Tech University • Lubbock, Texas

By Sharon Beacham • Pheasant Hill Farm • 2380 95th St. • Boulder, CO 80301-4937 • (303)666-9437
(303)604-1730 fax • e-mail: pheasant_hill@email.msn.com

and

Karen Kinyon • Double K Diamond Llamas • 2933 E. Mulberry • Ft. Collins, CO 80524 • (970)484-6241
• E-mail: doublekdiamond@juno.com

In March, we delivered 300 pounds of llama fiber to the ITC for processing into 2 ply-worsted yarn. Several weeks earlier we had sent them a 50 pound sample for testing purposes. They had processed some alpaca but the Rocky Mountain Llama Fiber Pool provided them their first llama fiber.

We had talked on the phone enough that it was like meeting old friends when we finally shook hands with James Simonson, Manager

of the Long Staple Spinning Department and Bobby Rodriguez, Floor Manager. They spent several hours giving us a complete tour of the research and processing center. We were amazed at the complex machinery, robots and laser beams used to process bales of raw cotton into dyed fabric - almost without being touched by human hands.

Their long-staple spinning department works with fibers at least 3 inches in length, primarily from sheep and angora goats. The large and immaculately clean processing



Karen and some of the 900 pounds of llama fiber from the McRoberts Game Farm.



Up to her elbows - Karen grading and sorting llama fiber.

room is kept at a constant 72 degrees and 80% humidity. Extremely dirty or matted fiber is put through a picking machine which tears the fibers apart to prepare them for carding. The 3-section drum carder, in use since 1947, has a total of 50 rollers. It can card 50 to 60 pounds of wool or 80 to 100 pounds of mohair in an hour.

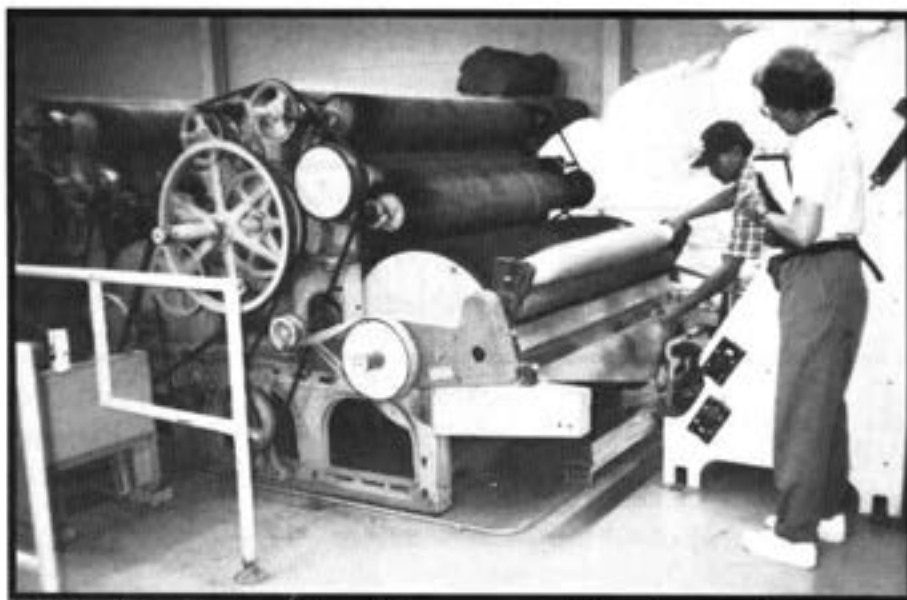
Sliver from the carder next goes through a pin-drafting machine. The 75 faller bars, which look like fine metal hair combs, can align 30 to 60 pounds of fiber an hour. Fine llama and alpaca takes the longest to process.

The only combing machine west of the Mississippi River is located at the ITC. It was of particular interest to us since it can remove noils, short fibers and debris. The noils and short fibers can be blended with mohair or angora and spun into a craft-quality yarn. We saw a beautiful blanket woven from this scrap material that ordinarily would have been discarded.

A 32 spindle ring-spinning frame and 24 head plying frame round out the machinery in this department. To set the twist, each cone of yarn is steamed at 200 - 220 degrees for several hours, instead of being washed.

We were impressed with the facility and willingness of the people to work with us to produce the type yarn requested. Their rates compare very favorably with other mills: \$4.75 to 6.50 per pound for raw fiber to finished yarn. Because of the size of their machinery, processing time is considerably less than other mills.

Watch for Rocky Mountain Llama Fiber Pool yarn at the RMLA Fiber Co-op Booth this summer.



Bobby Rodriguez, Floor Manager at ITC, shows Sharon how carded fiber is drawn off into sliver.

Our thanks to Sue Grimm for finding out about the ITC and sharing the information with us.

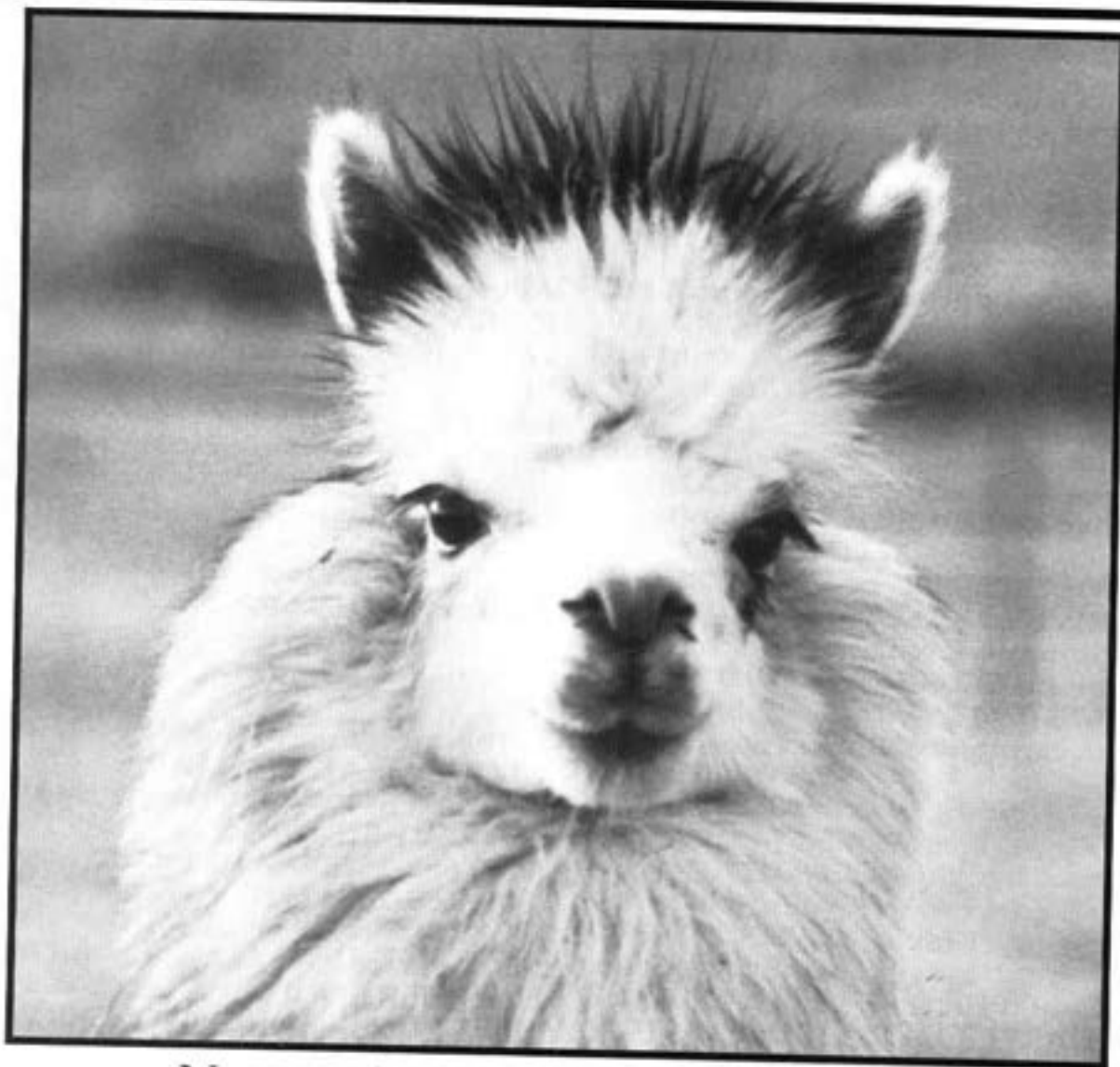


**RMLA Board
Nominations are
hereby requested for
the following
positions:**

**President Elect
Vice President
Treasurer**

Mail your nominations to:
Craig Dierksen & Rosie DeLullo
D-D Ranch • P.O. Box 514
Kiowa, CO 80117

All nominations MUST be mailed and
be received at the above address ON
or BEFORE June 10th, 1998!



Now isn't that one gorgeous face?

It's Ti, son of Barron and LaPaz Gold
an outstanding Silver-Grey larger than life male. A big boy!
Beautiful face, and he passes it on to all of his offspring!
Outstanding conformation.
Stud Fee is \$500

Yep, we have
llamas too!



Ron and Marie Hinds
38620 CR 29
Elizabeth, CO 80107-8702
(303)646-2665 (303)646-2654 fax
(303)814-7937 (local metro Denver number)
sdflama@bewellnet.com
<http://www.cria.com/sdf>

Visitors
always
Welcome.

NEW RMLA MEMBERS

David Allen
NEW TRACKS
Box 128
Kyle, TX 78640-0128
(512) 268-3211

Susan Bloodworth
Box 978
Sonora, TX 76950-0978
(915) 387-3374

Lisa Campbell
3808 South Hazel Court
Englewood, CO 80110

Carolyn Campbell
FOX RIVER LLAMAS
2312 Summitview Dr.
Longmont, CO 80501-7322
(303) 678-0751
E-mail: carolyn@colo-net.com

R. Cantafio
Box 772854
Steamboat Springs, CO 80477-2854
(970) 879-6369
(970) 879-4511 fax

Don Coufal
KEN CARYL LLAMA RANCH
12 Prairie Clover
Littleton, CO 80127
(303) 973-2222
E-mail: dcoufal@qwest.net

Holly H. Crump
5113 Thistle Place
Loveland, CO 80537
(970) 669-2747

Lauren Culbertson
PACHAMAMA ORGANIC FARM
10771 N. 49th Street
Longmont, CO 80503
(303) 776-1924

**Welcome to
RMLA!**

Paul D. and Edith A. Darrah
OUR LITTLE LLAMA RANCH
18780 S. Hwy. 115
Colorado Springs, CO 80926
(719) 576-0426

Allyson Davis and Don Blair
INDIAN SUMMER LLAMAS
220 South 6800 West
Mendon, UT 84325
(435) 787-2239
E-mail: adavis@biology.usu.edu

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LOMA LLAMAS
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Loma, CO 81524-9798
(970) 858-4440
E-mail: lomallamas@juno.com

Barbara Coffman-Flinn
CLOUD PEAK LLAMAS
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Story, WY 82842-0541
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(307) 683-2548 fax

Mary Hance
HANCE RANCH
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Wheat Ridge, CO
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(303) 467-3261 fax
E-mail: hancekm@att.net

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DREAMCATCHER LLAMAS
404 East 1st - P.O. Box 4126
Marbleton, WY 83113-4126
(307) 276-3865
(307) 276-3865 fax

Ms. Sheridan Harl
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(816) 279-7020 fax
E-mail: events@ponyexpress.net

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Grand Lake, CO 80447
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Kathleen T. Hartmeister
OP Pa LLANDET
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(970) 493-0571

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7195 Nez Perce Rd.
Darby, MT 59829-9666
(406) 349-2141
(406) 349-2901 fax
E-mail: wbrl@bitterroot.net

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SELBY'S LLAMAS
920 W. 1020 S.
Provo, UT 84601-5605
(801) 375-6096
E-mail: sherrin@novell.com

Linn and Harley Jackson
LLINN'S LLAMA LAND
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Grand Junction, CO 81503-2505
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(970) 245-3833 fax

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Rhonda Livengood
LLAMARADO
P. O. Box 128 - 715 Cty. Rd. 241
Westcliffe, CO 81252
(719) 783-9238

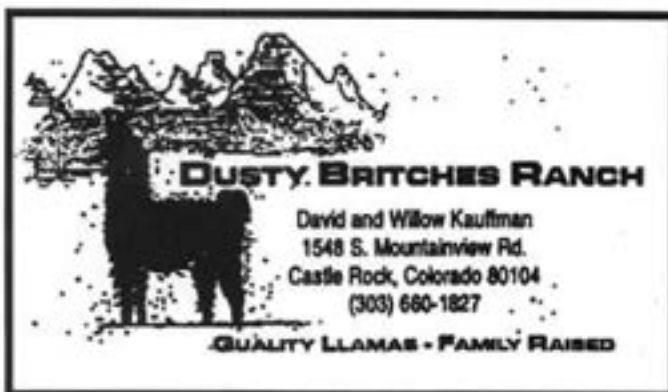
Carl and Freda McGill
BAYOU CREEK APLACAS
2831 Ponderosa Rd.
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(303) 840-8261
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Luke Mendelman (Junior)
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(406) 248-5744fax
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E-mail: fnichols@rsr.org



New RMLA Members, Cont....

Kyle Nuckols (Junior)
1016 Maureen Dr.
Berthoud, CO 80513
(970) 532-0380

Larry Nuckols
1016 Maureen Dr.
Berthoud, CO 80513
(970) 532-0380

Ashley Nuckols (Junior)
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80210
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1061 W. 400 N
W. Bountiful, UT 84087-1914
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P. O. Box 430 - 7300 Cty. Rd. 313
New Castle, CO 81647-0430
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Bill Tidwell
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E-mail: tidwellk@esumail.edu

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Robert C. Tompkins
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Chris Ward
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(719) 941-4273fax
E-mail: dplr@rmi.net

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Robert D. Robbins
JR LLAMAS
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Falcon, CO 80831-7634
(719) 683-5345

Jody Workman
WAY TO ME
13801 Roca Road
Bennet, NE 68317
(402) 782-2089



RMLA MEMBERSHIP UPDATE

Bob and Barbara Hance, RMLA Membership • Hance
Ranch • 11818 W. 52nd Ave. • Wheat Ridge, CO 80033
(303)422-4681 • (303)422-3568 fax • hancelama@att.net

When Bob & I took the reins of membership
from Judy Sealy in November, 1997, Judy had
430 addresses on the 1997 Membership list.

RMLA currently has:

- 10 Life Memberships
that equals 17 individuals.
- 306 Individual Members
- 162 Ranch Memberships
- 24 Junior Members
- 4 Honorary Members

These figures include 87 new memberships.
We have members in 32 states, including Alaska
and Hawaii and one member in Rome, Italy! We
continue to receive about 4 new or renewal
members each week. Members own 6,194
llamas and 481 alpacas.

I feel these numbers represent the encourag-
ing news that the "Camelid Industry" is alive and
well and seems to be flourishing!!!

The membership information closed April 1,
1998 and you should be receiving your new
1998 Directories soon.

You can still join and enjoy all the benefits of
membership throughout 1998, your name just
will not be in the Directory.

I would encourage all of you to think about the
"Life Membership". The cost at \$500.00 may
seem prohibitive at first but if any of you feel
you may be in business for longer than 10 years
with your Llamas or Alpacas you could save
money. Since RMLA accepts both Visa &
Mastercard, you could spread the payments on
the card to meet your circumstances. For RMLA
the \$500.00 Lifetime Memberships allow the
treasury to have a cushion, as well as earning
some interest, which makes your dues help the
organization more than the annual dues. At
present 10% of the Life dues are transferred
each year to the general operation budget.
With this plan the fund will never be empty.

Barbara Hance

CLASSIFIED ADS

LLAMA COOKIE CUTTERS - \$5.00 Includes S & H, Checks payable to Laurie Mattke, **Lost Boys Ranch Creations**, 1600 S. Quail Run Rd., Watkins, CO 80137 (303)739-2910 (2/4)

FIBER PROCESSING - Roamin' Llamas and Woolworks specializes in quality carding of llama and alpaca fiber. Wool cleaning service offered, too. Fast, friendly service. Catch the llama wool wave and market your processed wool for profit. Experiment with blends, colors, and novelty roving for handspinners. **Roamin' Llamas and Woolworks**, 3550 Big Creek Road, New Meadows, Idaho 83654. (208)347-3151 (1/6)

LLAMAS FOR SALE. Prices range from \$400 to \$2500. Females start at \$1000 and include free breeding to any of our three studs. All animals have beautiful conformation and gentle dispositions. Call for photos or come see them. **Ellis Llamas**, P.O. Box 742, Blackhall Rd, Encampment, WY 82325 (307)327-5957. (1/1)

SPINNING LLAMA AND ALPACA: 44 page book by Chris Switzer. Sections on Origin, Fiber ID, Cleaning and Collecting, Shearing, Preparation, Blending, Dyeing, Spinning, Marketing and Selling, Storage of Wool, and Projects. \$10 plus \$1.60 postage and 3% Colorado Tax. **Chris Switzer**, Box 3800, Dept. R, Estes Park, CO 80517 (ufn)

NEW BOOK ON LLAMA FIBER! 'Aunt Millie's Guide to Llama Fiber'. Covers shearing, grading, marketing, processing, and handspinning. A must for anyone interested in llama fiber. Send \$14 (\$12+\$2 S & H) to **Mike Brown**, HCR 74, Box 22628, Dept. RM, El Prado, NM 87529. E-Mail: brodel@newmex.com. (2/4)

GOING TO ESTES IN JUNE? Check out TJ's Blackhawk offspring. His very woolly daughters (Lille Hammer, a yearling, and Rosie, a weanling) are now being offered for sale. Check them out at

the show. Or talk to us about matching Blackhawk with one of your girls. **Cria Creek Ranch** (303) 526-1425. (1/1)

LLAMAS FOR SALE: Light to heavy wool-babies to adults - stud service available to **Awesome Mate**, our 3/4 Chilian heavy wooled son of **Awesome**. Boarding available. **Lost Boys Ranch Llamas**, Laurie Mattke, Watkins, CO (303)739-2910 (1/4)

FREE TO A GOOD HOME → Nubian baby goats. We have three beautiful does and one gorgeous buck. They were born the end of March. The moms produce enormous quantities of milk great for family use or freeze for animal use. Call Judy Sealy, **Grand Valley Llamas** (970)241-7921 (1/1)

RANCH AND FARM SUPPLIES for new/ established farms. Halters, leads, grooming, shearing, scales, chutes, wormers, vaccines, propiotics, cria care, signs, weathervanes, packs, carts, harnesses, show items, watering, feeding equipment, spreaders, fly control, watches, clocks, vinyl fencing, etc. **Best Prices Guaranteed Useful Llama Items** - Brochure - 3540 76th - Caledonia, MI 49316 1-800-635-5262 e-mail: sales@useful-items.com (1/4)

FOUND: Pack Saddle and Panniers. Soft Saddle - Grey I Rolling Rock style found on the fence after pack competition at last years' Estes Park Show. Contact Bruce Ellis 303-688-9466.

	ALPACAS
	FIBER
	LLAMAS
Owners Robert & Barbara Hance 11818 W. 52nd Ave. Wheat Ridge, CO 80033 (303) 422-4681	Manager Mary Hance 11855 W. 52nd Ave. Wheat Ridge, CO 80033 (303) 467-3261
(303) 422-3568 FAX hancelama@att.net	

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No more water to carry or ice to break

Price includes heaters (Deduct \$45.00 if no heater needed). Multiple unit purchase discounts available.

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Prices are quoted individually due to unique aspects of each project

We also offer Park Benches, Picnic Tables, Arbors, Mailboxes and Gazebos in Vinyl

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5 HP Briggs & Stratton engine, 10" flexhose, 10 cu. ft. multi purpose dump trailer

\$1,795.00 F.O.B.
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Start at 5' x 10'

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Prices start at \$995

20 Yr. guaranteed poly floor option. The best small spreaders built give you years of convenience & reliability.

Call for full brochure & prices.

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- Low profile non-skid surface perfect for easy step up
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- Tare feature for easy cria weighing
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\$1,295 Delivered Price, Llama Size

\$1,245 Delivered Price, Alpaca Size

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The Best Care Station (Chute) is now even better

Features include:

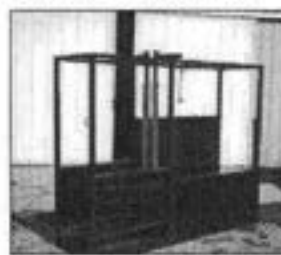
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RMLA MEMBERSHIP FORM

MEMBERSHIP YEAR RUNS FROM JANUARY 1ST THROUGH DECEMBER 31ST

Life Ranch Membership: \$500 (Up to 2 people per membership; 2 votes; 1 Journal; special recognition in Directory each year; one time free 1/4 page Journal ad in issue specified by life member. If there are any future special assessments, life members will pay those the same as annual members would.)

Ranch Membership: \$50.00 per year (Up to 2 people per membership; 2 votes; 1 Journal; 1 Directory; entry one time free business card ad in Journal, in issue at Editor's discretion; ranch entry in bold letters in Directory) This is for members who are actively marketing and selling animals.

Adult Individual Membership: \$30.00 per year (One person per membership; 1 vote; 1 Journal; 1 Directory entry) This is ideal for members who own a few llamas for their own enjoyment, or for those who are interested, but don't yet own llamas.

Junior Membership: \$10.00 per year (Must be 18 or under and have an adult member sponsor: Not entitled to vote, but would receive Journal and reduction in Conference fees as encouragement to participate.)

Life Ranch Amount Paid \$ _____
 Ranch Amount Paid \$ _____
 Individual Amount Paid \$ _____
 Junior Amount Paid \$ _____ Junior Sponsor _____

Name (1) _____

Farm/Ranch Name _____

Name (2) _____

Phone Number _____

Fax Number _____ e-mail address _____

Address _____

City _____

State _____ ZIP+4 (please) _____ - _____

Number of llamas owned: Females _____ Intact Males _____ Geldings _____

Number of alpacas owned: Females _____ Intact Males _____ Geldings _____

What do you do with your animals:

<input type="checkbox"/> Breeding (BR)	<input type="checkbox"/> Training (TR)	<input type="checkbox"/> Driving (DR)
<input type="checkbox"/> Sales (S)	<input type="checkbox"/> Products (PR)	<input type="checkbox"/> Boarding (BD)
<input type="checkbox"/> Wool (WL)	<input type="checkbox"/> Research (RE)	<input type="checkbox"/> Judging (JG)
<input type="checkbox"/> Packing (PK)	<input type="checkbox"/> Leasing (LE)	<input type="checkbox"/> Brokering (BK)
<input type="checkbox"/> Commercial Packing (COM'L PK)	<input type="checkbox"/> Other (Specify) _____	

Check if interested in working on these committees:

<input type="checkbox"/> Finance	<input type="checkbox"/> Marketing	<input type="checkbox"/> Fiber
<input type="checkbox"/> Continuing Education	<input type="checkbox"/> Nominations/Election	<input type="checkbox"/> Membership
<input type="checkbox"/> Events	<input type="checkbox"/> Research	<input type="checkbox"/> Publishing
<input type="checkbox"/> 4-H & Youth	<input type="checkbox"/> By-laws	<input type="checkbox"/> Library

Mail this form (or copy) with your check (payable to RMLA) to:

Bob & Barbara Hance, RMLA Membership • 11818 W. 52nd Ave. • Wheat Ridge, CO 80033-2032

You may join online at: <http://www.llama.org/rmla>

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PRINT CLEARLY.

- Photos can be color or black and white, although color is preferred.
- **All layout and design for Journal ads is provided at cost. Pricing is as follows:**
Business card size-\$5, 1/4 page \$10, 1/3rd - \$15, 1/2 - \$20, 2/3rd-\$25, full page \$30.
- This publication is black and white. Line screen is 115 lines/in.
- Each spring a promotional issue is printed. The center layout and outside cover is printed with a base color. An additional copies are printed for distribution to the public throughout the year.
- 1998-1999 advertising deadlines are: 1998; August 1, October 15, December 1, 1999; February 1, April 1, June 1, August 1, October 1, December 1.
- Mail ads to: RMLA Journal • 38620 CR 29 • Elizabeth, CO 80107-8702. ← **New Address!**
- One check payable to RMLA, include any design costs – full payment **MUST** accompany ad!

Classified Ads

RMLA Member - 50 words \$5.00
 RMLA non-Member - 50 words \$10.00

For more than 50 words - 15¢ per word

Advertising Rates

Ad sizes	1 or 2 issues	Same ad 3 or more issues*
Business Card	\$10	\$10
1/4 Page	\$20	\$18
1/3 Page	\$30	\$27
1/2 Page	\$40	\$36
2/3 Page	\$55	\$49.50
Back Cover	\$50	\$45
Full Page	\$65	\$58.50
Inside front cover	\$80	\$72
Inside back cover	\$80	\$72
Promotional issue only (with base color)		
Full Page Center layout	\$135/page	
Back Cover	\$115	

*Multiply amount by number of issues

Display Ad Sizes

The diagram illustrates the following ad sizes:

- Business Card:** 3 1/2" x 2"
- 1/4 Page:** 4 3/4" x 3 1/2"
- 1/3 Page Horizontal:** 3 1/8" x 7"
- Half Page Vertical:** 4 5/8" x 9 1/2"
- Half Page Horizontal:** 4 3/4" x 7"
- 2/3 Page Horizontal:** 6 3/8" x 7"
- 2/3 Vertical:** 2 3/8" x 9 1/2"
- Back Cover:** 8" x 7"
- Full Page:** 9 1/2" x 7"

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Note:

There has been a mix-up with the U.S. Post Office with regard to the RMLA's Bulk Mail permit. It is being worked out as I write this. This maybe the reason why some of the latest publications are late arriving at your door step.

The Boards are working as fast as humanly possible to remedy the problem, be patient.

Luanne Williams, longtime RMLA member and llama breeder at her Cololama Ranch in Conifer, CO, passed away peacefully the morning of April 28th, 1998. Lu was also a member of LOCC and was active in the llama community until she was stricken with cancer three years ago. Her llamas have been living with Bobra Goldsmith's herd, since Sept. 1994.

Funeral services, at a time yet to be determined, will be held at the Horan McConnaty Funeral Home, 3101 S. Wadsworth, phone 986-9615. The location is about a mile north of Hwy 285 and just south of Yale, on the west side of Wadsworth.

Lu's cousin, who is arriving tomorrow... will be setting the time for the funeral service.

Trout Creek Llamas

Bolivian, Chilean, Canadian
and domestic bloodlines

Your type of animal –
from pet to show quality

Guard animals

Manageable and gentle
dispositions

Correct conformations

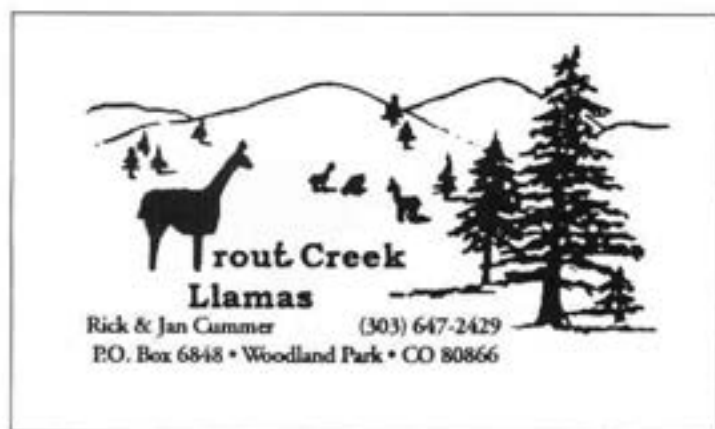
Visitors always welcome!



Am I cute or what?

Boarding
in the
Cool Rockies

Comfortable
accommodations
for your
males and females



Plum Valley Llamas

Sedalia, Colorado



Deidre and PVL R Aukj

*ALSA Championship lines ...
We strive to produce llamas that succeed ...
in the show ring...
on the trail...
for fiber production ...
for breeding ...*

*"We prove our
breeding program
in the ALSA show ring"*

*The results are here for you to see ...
A few fine llamas available ...
from ALSA Championship lines ...*



PVL R Cumberland Blues



*ALSA Grand Champion
Tabernash*

...

*Outside 1998 breedings
closed ... thank you.*

*Lougene and Ron Baird
303-688-5445*

*email: lougene@att.net
ronbaird@juno.com*

RMLA
11818 W. 52nd Ave.
Wheat Ridge, CO 80033-2032

Address Service Requested

Patty Opperman
CLASSIC CAR ALPACAS
12185 W. 13th Ave.
Golden CO 80401-4303

Non-Profit
Organization
U.S. Postage
PAID
Kansas City, MO
Permit No. 6035