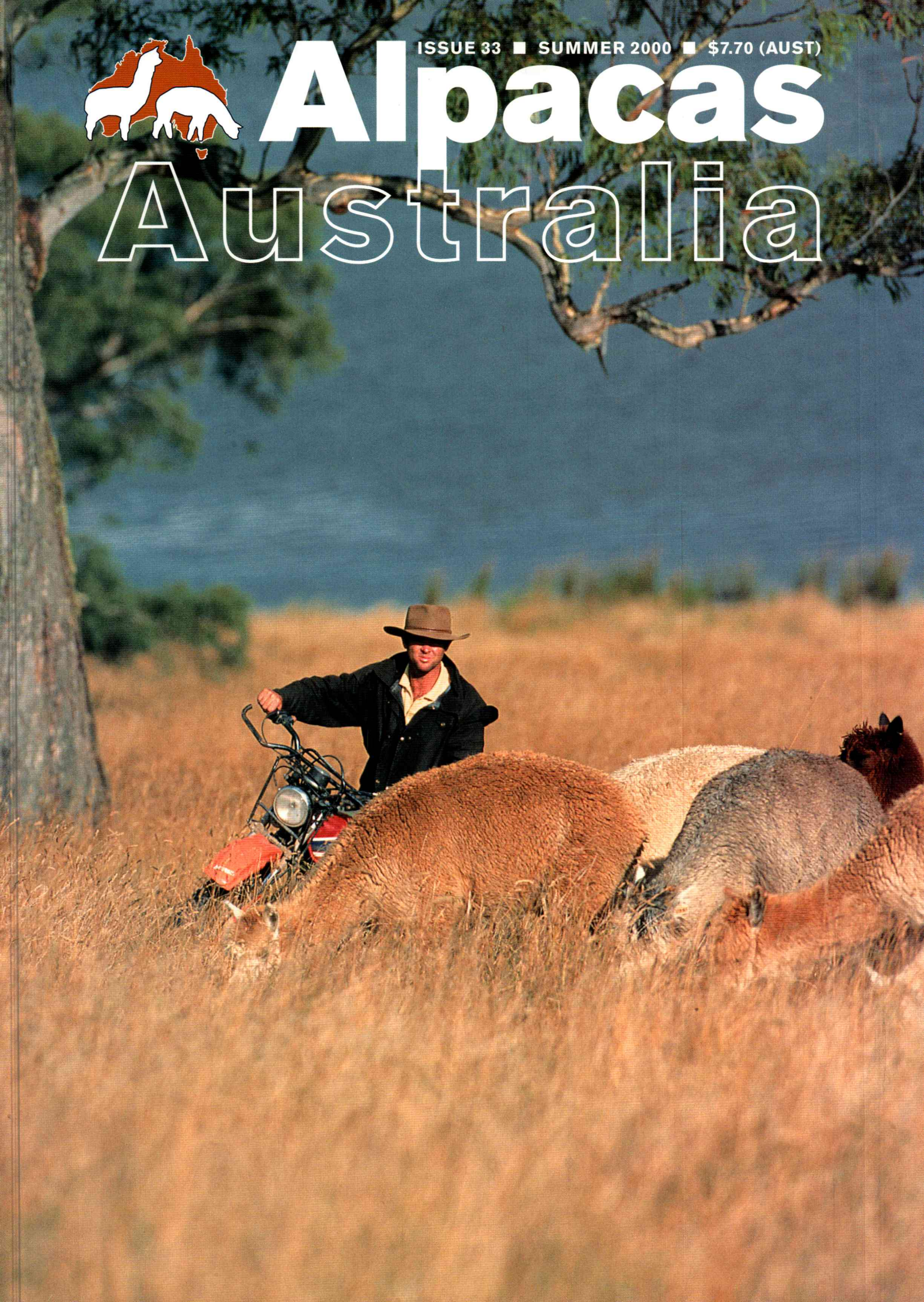


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JUNIOR CHAMPION

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UNDER 18 MONTHS - MALE INTERMEDIATE CHAMPION SURI
265
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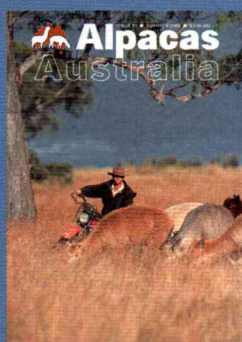
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First we had the Olympics when the world stood still and watched in awe, the spectacle of Sydney. Now we have Christmas around the corner when once again the world will embrace peace and goodwill for a few days of the year. Where has the past year gone? Where will the next year take us and our families and friends?

It is that time of year when we look at the past and project (just a little bit) into the future. In my case the projecting bit comes undone within weeks of January 1 especially when it relates to weight, food and wine! But the intentions are good!

For alpaca breeders, Christmas marks the end of an alpaca year and offers the chance of a well earned breather from the show circuit, shearing, planned births and the million and one little things that take up so much time and make us wonder what we ever did before alpacas came into our lives. No doubt this coming year will be the same.

In the past year we have moved forward with the quality of our animals, we have come to terms with GST, we have set high hopes for the coming showing season, we may well have reconciled ourselves to higher petrol prices and the invasiveness of the internet – and we may well wonder where the good old days have gone?

Next year will not be like last year in the alpaca world. We will have 10,000 more wethers to sell, we will have an extra 40,000 kilograms of fibre to sell or process, we will have increasing numbers of superannuated male, female and wether alpacas over 10 years of age to manage and we will have the effects of Ralph to come to terms with.

On the brighter side, the Association will have its own office at Mitcham, just up the road from our present office at Box Hill, we will still be supported by our wonderful office personnel, we will tidy up our import protocols, have a greater input from the regions through the Council and have a better picture of the fleece industry through the fleece audit. And we must not forget the introduction and implementation of the national fleece classing standard.

While there is much to do as we develop this fledgling primary industry in a constantly changing world, we will need the goodwill (as exhibited by the members at the recent Annual General Meeting in Canberra) of members to move ahead with harmony and unity. I am sure that this is the wish of every member of this Association and every other stakeholder in our industry.

Perhaps the best New Year's resolution we can make, both individually and collectively, is to approach the coming year with an open mind free from politics and past disappointment; to have an open mind about the issues confronting us and to have a renewed commitment to a successful future.

In the meantime, my hope, and that of each member of the National Committee I am sure, is that each and everyone will have a festive season that is the best ever. I also hope that your Christmas is safe and happy and that the New Year brings you at least one stunning cria!

May 2001 bring you every joy and happiness.

Ian Watt

a message from the president



Alpaca Industry Forum

An Association initiative to promote the creation of an alpaca industry forum for all stakeholders in our industry took a giant leap forward at the National Show and Sale.

Representatives from the Alpaca Co-operative, AAFMO, the Vet Camelid Network, Elite Fibre and the insurance industry met with Vice President Mike Nicholls and me to discuss the possibility of forming a network of stakeholders keen to participate in the development of our industry.

The meeting was very positive and endorsed the desire of the Association to widen the opportunities to participate in strategic planning and development objectives to include as wide a range of stakeholders as possible.

The meeting recognised that a wide range of people outside of the Association had very real and valuable

contributions to make. It also acknowledged that a semi formal forum was perhaps the best way to incorporate these people and businesses into the planning and development stages instead of leaving it to the breeders and growers alone.

The title "Alpaca Industry Forum" was coined as a working name and a second meeting was planned for mid January.

This is, in my view, a very significant step in the evolution of an industry that seeks and caters for the needs and aspirations of many contributory parties. The Association will participate as a stakeholder and will facilitate the formation of the forum as its contribution to what it sees as a very important milestone in the evolution of a profitable and sustainable industry.

Our report on the birth, last August, of a 12.5kg male cria at Bluegrass Alpacas, drew this e-mail response from across the Tasman.

Fast cooking time produces large bun

Dear Editor,

In 1997 we published a paper on the Seasonal effects on gestation length and birth weight in alpacas (Davis, G.H., Dodds, K.G., Moore, G.H. and Bruce, G.D. *Animal Reproduction Science* 46: 297 - 303). This showed that at latitude 44°S there was a marked seasonal effect with pregnancies conceived in autumn having a gestation length that was 13 days shorter than those conceived in the spring (336 v 349 days). Following the item in Issue 32 of *Alpacas Australia* magazine claiming that a 12.5 kg cria was born after only 316 days of gestation I have had a look back through our data. Records from 175 crias show birth weights ranging from 5.0 - 11.4 kg and gestations from 314 - 369

days. There were only 3 crias born at less than 323 days of gestation and they ranged from 5.0 - 7.7 kg. Hence, the cria you report is well outside our experience. Your article made no reference to the size of the dam, but if the conception date is 'fair dinkum' I suspect she is a very big girl.

Regards,
George Davis
Agresearch, Invermay Agricultural Centre, New Zealand

Another response from AAA member, Vandra Freger, revealed her experience with two crias, born in Tasmania, with birth weights of 11kg and 14kg. Both animals were out of Chilean parents, one being born in Summer and the other in Winter. Vandra's theory is to ensure that her alpacas are well fed to encourage optimum health.

Have you moved, or are you moving soon?

Please remember to notify the AAA Administrative Office of address changes.

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This will also update your Alpacas Australia Subscription address.

Next Issue

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- Alpaca Regional Spring Show round-up
- Advice from the experts - showing, shearing, catwalk
- Breeder profiles ... and much more!

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A successful Alpaca Auction



1999 National Auction, Tamworth, NSW

by PAUL CARROLL
TIPPERARY ALPACAS, NSW

To sell anything, you have to create a marketplace between the seller and the buyer. In selling alpacas, there are three main types of marketplace, these being sales by Private treaty (an asking price), sales by Public auction (open bidding) and sales by Tender (written offers). In this article we will look at how to plan, promote and conduct a successful alpaca auction.

f

irstly, the basic rules for a successful auction are the same, whether it be a property, car, boat or alpaca auction. The whole exercise is a **marketing based event** in which you offer a **product in a sales environment** to the buying public. Yes, everyone likes to hear the results of a successful auction event and the alpaca industry is no exception.

The Plan

Preparation

Preparation is the "key to success". The auction date should be planned at least six months in advance and preferably twelve months. This period of time is needed to choose the alpacas you will be auctioning and for them to be "looking good" at sale time. The date should be seasonal and where possible should be linked to a highly visible community promotional event. Once the date has been set, then the following must be considered:-

- The type of alpaca auction needs to be decided upon, be it a commercial/clearance sale or a sale of top quality alpaca stud stock.
- Will the alpaca auction be associated with another alpaca event at the same time?
- The number of alpacas to be offered for sale should be considered seriously.

- A mix of huacaya colours and suri stock will create extra interest in the auction.
- The ratio of female to male alpacas is important as is the age of the auction stock.
- The venue should be decided upon and immediately booked, being a central point for your selected buying market.
- An event co-ordinator, auctioneer and control assistants will be needed and should be appointed and booked.
- A marketing/promotional budget must be considered and will be based upon all the above factors.
- The attitude of the promoters of the event must be to make the alpaca auction a "huge success", both promotionally and in the sales made and dollars achieved.

The Auction Area

The exact area in which the event is being conducted, at the chosen venue, is very important. The alpacas have to be displayed prior to the auction and in the auction ring. Lighting, sound

and atmosphere need to be considered and created, if not already there. If you do it properly it will work brilliantly and the results will amaze you. You are creating a promotion, a show, an event!

Marketing

A well thought out marketing/promotional plan must be implemented. This plan will consider:-

- The type and style of buyer you wish to reach, whether they be new people to the alpaca industry, current owners of alpacas, farmers, investors or a combination of them.
- How and where are you to reach your chosen market, whether a specific market or large open market?
- Marketing budgets will be governed by the cost of your venue, quality of stock on offer, quantity of stock on offer, advertising/promotional material, salaries/wages etc.
- Marketing should include production of a catalogue, handout leaflets, newsletters, media releases, etc.
- Marketing material will need to be distributed during the three month period prior to the event, at shows, at meetings, at displays, by mail-outs, through the press, etc.

Catalogue

Your alpaca auction catalogue need not be a super expensive over-the-top publication. An easy to read photo catalogue of "good looking alpacas" is what you need with relevant details of the stock on offer. The catalogue should be of a manageable size for posting. The catalogue must encourage buyers to attend the auction. For this to happen, the catalogue must do the following:-

- Clearly illustrate the alpacas on offer.
- Indicate the terms and conditions of the alpaca auction.
- Tell the buyers that the alpacas on offer "will be sold". Your vendors are motivated to sell!
- Give concise details of vendors to allow pre-auction enquiries.
- Advise the auction co-ordinator's details. This person must understand the auction process and have a good knowledge about the alpacas being offered for sale.

- Provide clear instructions on how to get to the venue (a good map) and what facilities are available, transport, food, car parking, insurance/finance agents on site, etc.
- GST arrangements. (Refer to separate section).

Advertising/Promotion

Utilise industry magazines, industry databases, rural newspapers, regional newspapers (both advertisements and editorials) and mail-outs. The more people you tell, the more successful the event will be. People like attending well run events. To get them there you must tell them that the event is on, where, when and why they should attend.

The Auctioneer

An auctioneer must conduct a professional auction. He is the ring master and the event will either be a show or a circus. You want the former, not the latter. The auctioneer should always remember that alpacas are not considered general livestock. His portrayal in the auction ring should reflect this. Clear and precise calls from the auctioneer are important allowing time for buyers to consider their situation. A good alpaca auctioneer will combine the skills of both "a property and livestock sale professional". The auctioneer should read aloud the statutory obligations of the auction and ask for questions from the audience. This should occur immediately prior to the commencement of the sale. A display number for each lot on offer at the auction is very important, allowing easy identification of the alpaca being sold.

GST Arrangements

The auctioneer or auction co-ordinator must be specific on GST arrangements. These will vary according to the type and style of auction being conducted. (If GST is to be included or excluded on all lots on offer, then a large sign displayed near the auctioneer is a very good idea. Easy to read information stops disputes later.)

- GST is included in the selling price of ALL LOTS.
- GST is excluded in the selling price of ALL LOTS. (PLUS GST)
- Our Vendor/s are registered for GST.
- Our Vendor/s are unregistered for GST.

- Registered purchasers will claim a GST input tax credit.
- Unregistered purchasers will not be entitled to the GST input tax credit.
- If various vendors have listed alpacas in the auction, then specific mention must be made on the GST arrangements of EACH LOT immediately prior to its sale.
- Auctioneer or co-ordinating agent will be required to issue a GST TAX INVOICE.
- Auctioneer's fees, commissions, submission fees, advertising fees will be subject to GST and vendors should understand their implications on the final sale price.

The Product

The alpacas to be offered for sale will need to be based on the type of sale you are conducting.

A Quality Auction

If the alpaca auction is to be for quality stock only, then an independent selection of the stock submitted for the auction must be made by a "qualified alpaca expert" after submissions are received. In other words, you only offer for auction "the best of the best". The actual auction numbers must be limited and the quality must be the best available at the time. Quality must overrule quantity.

A Commercial Auction

If the alpaca auction is to be a commercial sale, then a wide variety of alpacas can be obtained to fill the catalogue. The alpacas should be graded into price brackets by a "qualified alpaca expert" and submitted for sale within these gradings. This will enable the auction to function correctly.

Order of Sale

The order of sale is very important. This can set the mood of the auction. The auctioneer, auction co-ordinator and vendor/s should discuss this in detail and have the "Order of Sale" based upon a combination of factors. Quality, colour, sex, type, conformation etc. It is essential that those first few alpaca submissions are "sold under the hammer at the auction". Early sale success at any auction normally guarantees an overall auction success!

Presentation

No matter what type of auction is being conducted, the presentation of the stock on offer will be paramount to the auction result. Poor presentation of quality or commercial alpacas will guarantee a poor auction result, both in the number of alpacas sold and the prices obtained.

Attention to detail in grooming of stock is of utmost importance. The alpaca should look better in its catalogue photo and when on display at the sale, than it has ever looked in the show ring. Show ribbons will enhance your alpaca's saleability, but it is presentation at the sale time that will get you those extra dollars. Many alpaca sales are emotional purchases.

Vendors

Based on the fact that the promoters have a professional and comprehensive marketing plan initiated, the vendors (sellers) must fully understand that they are the key to the success of the sale of their particular alpaca and the price achieved. They must select the "auction alpacas" six to twelve months prior to the auction date and prepare them so they present well above their perceived value. Preparation and presentation is a total commitment which every vendor has to make. The presentation of stock at the auction will set the tone of the auction. Well presented alpacas in a "lower price range section of the auction" will result in sales. And that's what the event is about – getting sales.

"Will be sold"

The secret to a successful auction sale is to have motivated sellers and motivated buyers at the same venue at the same time. To be motivated, both parties must have an incentive to act.

- Buyers at a quality auction want to purchase quality stock, dollars are secondary.
- Buyers at a commercial auction want to buy stock at a fair purchase price.
- If vendors are committed to sell, then buyers will buy.
- A good auction result is where a large number of sales occur at what is perceived by buyers and sellers alike to be a fair market price. A good promoter wants

repeat business at his auctions. Sellers and buyers must want to return and should tell others.

The Sale Contract

The sale contract should be "fair" to both vendor and purchaser. It should be detailed but not confusing. It should offer protection to all concerned. Copies of the sale contract should be made available to all interested parties prior to the event and on the day.

Setting Reserve Prices

The vendors should give the auction co-ordinator or auctioneer a realistic price, or in other words a written price, at which they will sell. This price should be reflective of the market value of the alpaca when compared with other alpacas sold recently, being of similar quality, colour etc. Any emotional interest in the alpaca will be reflected in the bidding and will be an unknown quantity to vendors prior to the auction. Vendors should realise that most decisions to buy will be made at the auction venue and in most cases immediately prior to the alpaca being submitted for sale in the auction ring. If the bidding stops below the vendor's written price, they still have the option to sell by negotiation with the highest bidder immediately after the auction. Vendors should understand that to sell "under the hammer" to a motivated buyer is what you are setting out to achieve, rather than risk the situation after the auction when the buyers may change their minds about purchasing.

Purchasers

An auction without buyers is a non-event. Buyers must want to attend the auction and more importantly must want to purchase. By having the event in an easy to reach location, by having a good variety of stock on offer with a stock price range, by making the buyers feel comfortable with the whole event and by being able to tell buyers that your vendors "will sell", you will create interest in your auction. You need to secure the interest of the buyers from your first advertisement until you accept the last bid on a particular alpaca in the auction ring.

Registration

Allocating buyer registration numbers is the best method of checking on bidders. This system will also enable the promoter to be sure that every buyer has received a copy of the sale contract and prevents any disputes later as all prospective purchasers know of the vendor's rights and obligations.

Bidding

Bidding should be encouraged by the auctioneer and the auction sales assistants. Active bidding makes for a good auction. Bidding should be loud and clear. An auction without enthusiastic bidding is really a "non-event". Excitement creates mood! Mood creates emotion! Emotion creates sales!

The Result

Any auction is a public event. Alpaca auction results should be published in rural and local newspapers and industry magazines.

A good auction result or clearance rate at a "Quality Alpaca Auction" is the prices achieved rather than the number of alpacas sold. The submission numbers will be lower than a commercial sale and the sale of 70-80% of submitted lots would be an acceptable result and would create good publicity for the alpaca industry.

A good auction result or clearance rate at a "Commercial Alpaca Auction" is reflected by the number of alpacas sold and not necessarily the prices achieved. A clearance rate of 50-70% of submitted lots sold would be seen as a success and create good publicity.

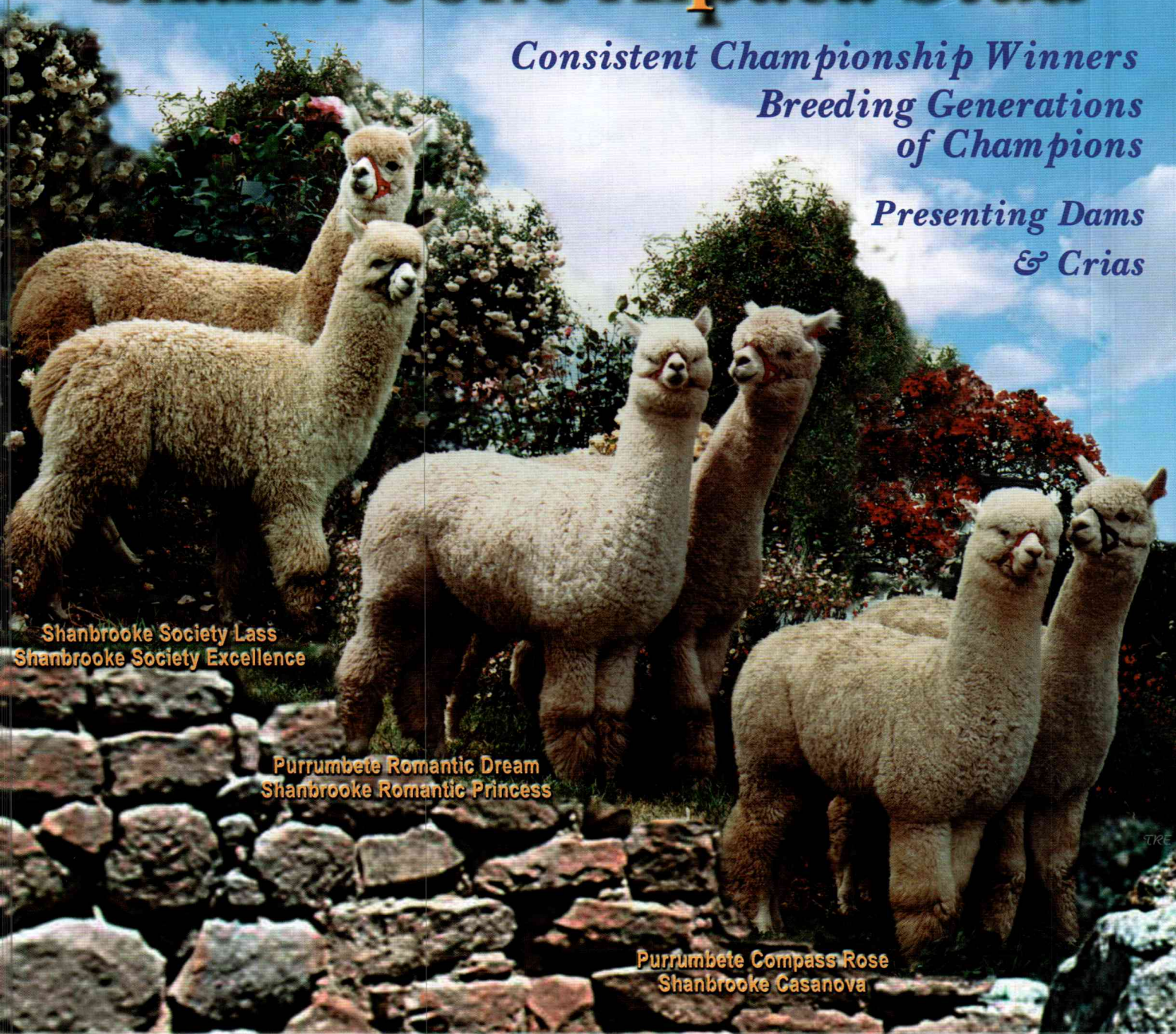
A highly successful public auction in the alpaca industry is guaranteed to generate strong positive interest in this exciting rural adventure. Alpacas are here to stay! ■

This article has been written by Paul Carroll who has been involved in the real estate industry for 36 years and has a vast knowledge of the Auction Process. Paul is a NSW alpaca breeder who has conducted four very successful alpaca auctions, being the 1998/1999/2000 AAA Hawkesbury-Blue Mountains Region Alpaca Fiesta Auctions in Sydney and the 1999 AAA National Alpaca Classic Auction in Tamworth.

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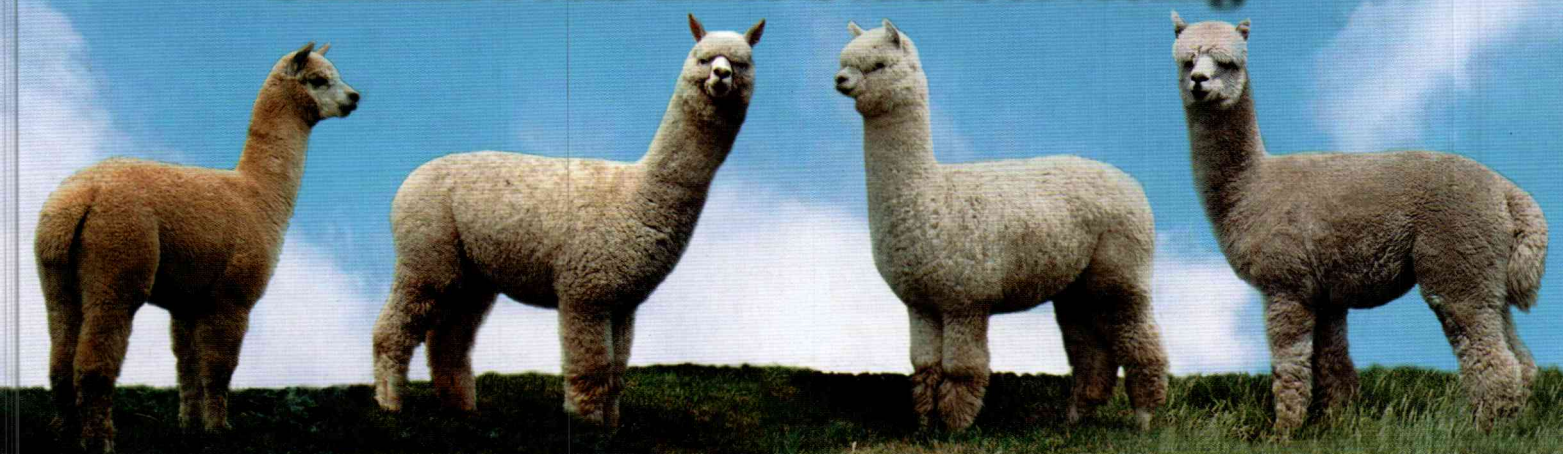
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A conference with the lot

The Australian Alpaca Beyond 2000

by SANDRA WRIGHT
AUSTRALIAN ALPACA ASSOCIATION

Canberra turned on grey and gloomy weather for the last official weekend of the Australian Winter but the weather did not deter the 260 delegates who attended the AAA National Conference entitled 'The Australian Alpaca Beyond 2000'. While the first daffodils of the impending season in the garden beds surrounding the historic Hyatt Hotel were a vivid reminder of the warm weather to come, so too was the atmosphere indoors warm and full of promise.



The focal point of the weekend – the trade area

the trade area was to become the focal point of the weekend's proceedings and provided an exciting display of alpaca garments and associated products. Many delegates found 'they had not packed enough warm clothes and must have something new' which is a great way for everyone to promote alpaca gear.

For the first time this year, the Annual General Meeting of the Association was held in conjunction with the annual conference. The opportunity to take in both events

during the same trip appealed to many people and, accompanied by those members visiting for the AGM only, the attendance figure was a fair representation of the membership.

In its early days the Hyatt Hotel was the scene of many political debates between influential residents including Australian Prime Ministers, visiting Heads of State, politicians and leading business men. Following the Hyatt Hotel tradition of intense political debate

the meeting discussed and resolved significant issues that had attracted much attention during the preceding weeks. The views and feelings expressed at the meeting auger well for the year ahead as members vigorously pursue their endeavours in the alpaca industry. With differences of opinion aired, received and stored away in the back of minds for future deliberation, the meeting closed with thanks to the outgoing Committee members and a welcome to the newly elected members.

Carl Dowd



Dr Richard Dixon



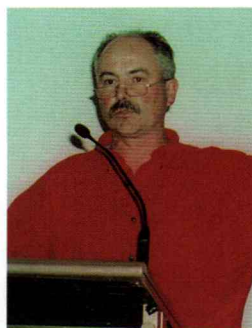
Dr Bill Beresford



Dr Sonia Cheetham



Benoit Ernst



Having 'dealt' with Association business, Conference delegates were able to comfortably slip into a state of pre-Conference relaxation immediately with cocktails and nibbles awaiting their dismissal from the AGM forum. Alpaca people certainly know how to mingle and are never short of a topic of conversation – particularly in a room full of like-minded people.

Saturday morning saw delegates up bright and early to attend the official opening of the conference by **Kate Carnell**, MLA, Chief Minister of ACT, followed by a highly entertaining and motivational address from keynote speaker, **Mr John Lees**. Morning tea was served and networking continued over coffee, tea and delicious pastries. Lectures then got under way with delegates able to choose the topics of their particular interest at each session. Several lectures were repeated at different times which aided those people keen to hear as many speakers as possible.

National Committee chairperson of Animal Health and Welfare and local veterinarian, **Dr Richard Dixon**, reported on a study in alpaca weights and growth patterns. Fellow local vet **Dr Bill Beresford** followed with sound advice (and some colourful slides) gleaned from his experiences with cases of worm infestation and tooth root abscesses.

Advancements in assisted reproductive techniques formed the basis of lectures by **Bruce Brown**, CSIRO Animal Production, speaking on the fascinating subject of cloning, and visiting West German Veterinarian, **Dr Mathias Gauly** who graciously accepted a last minute invitation to attend the conference. Dr Gauly delivered an entertaining presentation on reproduction in male South American camelids and the new technologies being employed in semen collection and artificial insemination (AI).

Professor David Galloway from the University of Melbourne continued discussion on male reproduction with his lecture entitled, 'The Development of the Testicles in Alpacas in Australia' whilst **Dr Jane Vaughan** (Central Qld University) provided an update on her studies into alpaca reproduction.

Another area constantly under study by scientists is genetics and delegates were updated with information from various aspects of

Improvement of Australian Alpacas' and Dr Pierre Baychelier's session entitled, 'Suri and Huacaya: Two Alleles or Two Genes' was thought provoking and intriguing. **Dr Sonia Cheetham**, Buenos Aires University, Argentina, reported on a joint Argentine/Australian study in genetics currently being undertaken at CSIRO in Prospect, NSW into 'Isolation of Gene Markers Associated with Fibre Production in South American Camelids'.



The fashion parade in the marble foyer of Parliament House

the topic. **Dr Nick Robinson**, Head of the Molecular Genetics Unit, Victorian Institute of Animal Science 'attempted' to explain the intricacies of DNA profiling and its importance in livestock breeding programs. It is a fascinating process, well entrusted to Nick and the other experts in the field, as most people are hard pressed to even pronounce *deoxyribonucleic acid*. **Dr Raul Ponzone** from South Australian Research and Development Institute addressed delegates on 'Genetic

Dr Peter McInnes from the Rural Industries Research and Development Corporation (RIRDC) gave an update on research projects into the production and processing of alpaca fibre. Fibre was the specific topic of **Ian Knox** (Gordon Institute, International Fibre Centre, Geelong) who emphasised the importance of clip preparation. Alpaca Co-operative Director, **Carl Dowd**, reported on the work of the Co-op and encouraged breeders to support a

Dr Raul Ponzone



Peter McInnes



Dr Nick Robinson



Frank Spinelli



Bruce Brown





2000 conference dinner novelty auction auctioneer, Chris Williams with Christine Greig – chook

more viable fibre industry. Manufacturer **Frank Spinelli** further endorsed the need for fibre producers to work co-operatively to solve problems and achieve goals in order to meet the demand of the manufacturing industry for high quality fibre.

A timely address by AQIS Principal Veterinary Officer, **Dr Geoff Ryan**, speaking on the conditions for the importation of alpacas from South America as well as those for exporting alpacas from

Australia was of interest to many breeders.

For those delegates interested in budget control a computer based program, 'The Alpaca Farm Budgeting System' was presented by developer **Chris Tuckwell**.

Association members and breeders **Bill Robbins** (Developing the Australian Alpaca), **Carolyn Jinks** (Cri-ation), **John Pittard** (Farming Alpacas for Profit), **Benoit Ernst** (Selecting Alpaca and Minimising the Mistakes, Marketing

Your Stud), **Alan Cousill** (Marketing – All Year Long) enthusiastically shared their experiences and knowledge in their particular fields of expertise.

The closing session saw a panel of keynote speakers questioned on many issues which had been discussed during the weekend. It was evident that Conference delegates were leaving with a vast amount of information to be digested and that, indeed, there was still much to be learned about 'The Australian Alpaca Beyond 2000'.

The Conference dinner on the Saturday night was held in the sumptuous surroundings of the Great Hall, Parliament House. Pre dinner drinks were served in the spectacular marble foyer, which also became the stage for a parade of fabulous alpaca fashions. Dinner was followed by a very entertaining and financially rewarding auction of a variety of items donated by generous sponsors. South Australian breeder, **Chris Williams**, once again proved his skill with the auctioneer's gavel generating some animated bidding and lots of laughs. His able assistant and auction organiser, **Christine Greig**, chook-dressed suitably for the occasion, ensured that successful bidders were 'hen pecked' into paying for their purchases.

Congratulations must be extended to the hard working band of volunteer organisers from the Southern NSW region on an extremely successful Conference. There was something of interest for all tastes and needs during the weekend and the opportunity to network with so many breeders in such conducive surroundings was one not to be missed. If you were not lucky enough to attend this year's conference, the Proceedings, which are available from the AAA National Office, would be a valuable addition to your alpaca reference library. ■

Dr Jane Vaughan



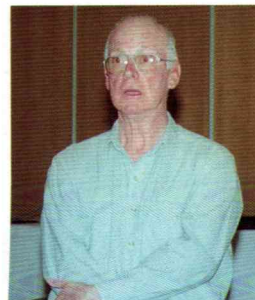
Professor David Galloway



Carolyn Jinks



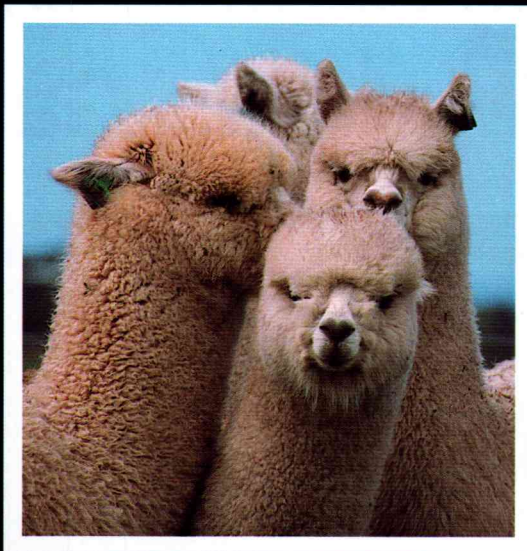
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An interview with Allan Jinks

AAA Honorary Life Member

interview by SANDRA WRIGHT
AUSTRALIAN ALPACA ASSOCIATION

At the Annual General Meeting of the AAA Inc. held in Canberra on 25th August 2000, Honorary Life Membership of the Association was conferred upon retiring National Committee member, Allan Jinks. President, Ian Watt, in announcing the unanimous decision of the National Committee, praised Allan's long-term commitment to the alpaca industry and his fair and honorable service to the Association.

allan, together with his wife, Carolyn, operates Benleigh Alpaca Stud in Victoria. In his usual 'laid back' fashion, Allan was a little confounded by the fuss, but you will go a long way to find a more worthy recipient of life member status. Allan has been a dedicated pioneer of the alpaca industry and has contributed many hours and much expertise towards its development. Whilst now retired from National Committee duties he will undoubtedly continue to influence and advance the progress of both the alpaca industry and the Australian Alpaca Association.

I caught up with Allan a short time after the AGM for an insight into his long-standing involvement in the alpaca business.

Q. Allan, when did you start in the alpaca industry?

A. Carolyn and I bought our first alpacas in 1989.

Q. How did you first hear about alpacas?

A. Our Department of Agriculture representative knew we were looking at various farming options and suggested we view a program on TV about alpacas. After visiting Geoff



AAA President, Ian Watt congratulates Allan Jinks on his life membership

Halpin at Capalba Park, Seymour, we travelled to New Zealand to inspect the various places with alpacas. At that time we met Roger Haldane – another early entrant into the alpaca industry. After purchasing our initial stock, a New Zealand company asked us to be their agents and sent us 100 animals for selling in Australia.

Q. With your background in sheep farming, why did you diversify into alpacas?

A. For progressive farming in the 1980's, it was practical to consider additional enterprises and diversification, in conjunction with traditional practices. Having raised stud sheep, alpacas added an interesting dimension while the goals in fleece production were the same – fine, dense quality.

Q. When did you first become involved in National Committee?

A. Both Carolyn and I attended the inaugural meeting, held in Albury on 1st July 1990, to form an Association, and the following year I was elected to the National Committee.

Q. Your period of involvement on National Committee has been continuous. In what areas did you concentrate your energies in your time on committee?

A. Vice President twice, Chairperson of Animal Health & Welfare, Breed Standards, Registration, National Auction, Screening and Regulations. Judging has also been a major interest and I enjoy sharing my experience in educational workshops.

Q. When did you begin your involvement with the Melbourne University Veterinary Facility, hosting on-farm education for final year Veterinary students?

A. Around six or seven years ago we were approached by Dr Ewen McMillan who lectures the students, asking if we would be prepared to do a pilot program to introduce students to alpacas as many were completing their course without ever seeing an alpaca.

The course co-ordinator, Dr Russell Mitton and the Dean, Professor Ivan Caple, were so impressed with feedback from the students that a hands-on segment was built into their course.

Q. Have you noticed a marked increase in the interest in alpacas from within the veterinary educational ranks? If so, do you think the hands-on opportunities offered by your stud have generated this interest?

A. Yes. Many choose to work on alpaca farms as part of their work experience program. Students are excited to learn about a unique animal and we enjoy sharing information with them.

Q. Do you see your willingness to share knowledge and experiences with vet students as a worthwhile contribution to the alpaca industry, now and for the future?

A. Carolyn and I believe the time that we give these students will in turn benefit all owners. We receive no

payment and see it as our contribution to the industry, as healthy animals are the foundation of the industry.

Q. Are these vet students mainly interested in learning about care and treatment of alpaca health and injuries or are they also showing interest in research areas such as AI?

A. The time spent at Benleigh covers 'normal' birthing and cria care, general husbandry, observing matings, spit-offs, and practising ultrasounds, blood collection etc. It is a practical segment that, from all reports, is very popular. Hopefully it will incite further interest in all areas.

Q. Have there been considerable advancements in the alpaca industry in your time?

A. Enormous!

Q. Where do you see those advancements?

A. Every aspect of the industry. The base stock that we began has been developed into a more compact, conformationally correct animal, with dramatic improvement in fleece quality and quantity.

Q. Where do you see the Australian industry in say, 10 years time?

A. Developed into two streams – commercial and stud herds as with all other livestock industries.

The processing of fibre will also have developed into a strong need for quantities of quality fleece. Australia should be now paving the way and developing an export industry as well.

Q. How do you feel about your recent Life Member award?

A. Extremely honored.

Q. Life membership infers that you're in it for 'Life'. Do you envisage continuing in the alpaca industry for that time?

A. Yes, I will always have an interest in the progress of the industry, having been involved with the exciting beginning, including holding the first Australian auction with Roger Haldane, Alan Hamilton and Cherie Bridges, being part of the growth of today and seeing the potential of the future.

Q. Has your involvement in the alpaca industry enhanced your lifestyle? Have you enjoyed the 'pioneer' status of your involvement? Has it been hard work? Has it offered opportunities that you don't believe you would have experienced had you not been involved?

A. Involvement in the alpaca industry has opened a lot of doors that traditional farming did not offer.

Some years ago Carolyn and I were proud to be awarded a medallion along with a number of other well known alpaca breeders who have been there since 'Day 1'.

To develop a new industry, continuous promotion and public education was essential, which of course has been very time consuming, but the need to see the 'big picture', way past your own door, and working together are still paramount for success today.

One of the most rewarding outcomes of owning alpacas has been the wonderful friendships that we have formed throughout Australia.

Q. You have been invited to speak in the UK in October and have also addressed New Zealand conference delegates recently. Do you enjoy this?

A. Yes, it is good to share experience, and also interesting to hear about the industry in other countries.

Q. Do you enjoy showing alpacas or is it Carolyn's specialty?

A. Showing is the showcase of the industry. It provides the opportunity to compare standards in breeding and recognise which are the superior genetics. Carolyn is always involved but is actually much happier talking about cria care!

Q. We know that you and Carolyn have a wonderful working partnership. Are there any other family members involved or interested in alpacas?

A. Two of our children invested in alpacas years ago. Our oldest still has her own small herd, lives on our property and helps out whenever possible.

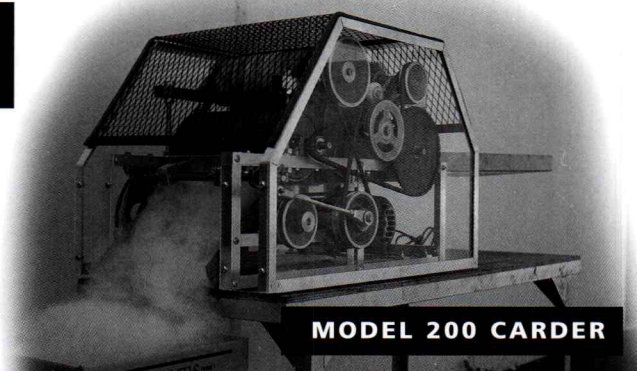
Since alpacas arrived at Benleigh, we have enjoyed the challenges, the learning and sharing of knowledge, the successes, the opportunities, the friendships, but most of all the pleasure of working with a unique and special animal. ■

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National Show & Sale

Tatura, Victoria: 11-12 November 2000

by SANDRA WRIGHT
AUSTRALIAN ALPACA ASSOCIATION

Even the incessant rain could not dampen the spirit and excitement of the 7th National Alpaca Spring Show and Sale, held in the recently completed Exhibition and Events Complex at the Tatura Showgrounds, near Shepparton in Central Victoria. The show was officially opened on the Saturday morning by Dr Sharman Stone MP, accompanied by the sound of rain on the roof top.

the rain that had bucketed down all day Friday and persisted overnight had presented some problems, particularly the rising damp in the annexed marquee. The marquee was to become affectionately known as 'The Titanic' and all those on board are to be commended on their good humour and co-operation under extreme circumstances.

With wet weather contingencies duly employed, judging commenced an hour behind timetable. Over 400 animals were waiting in the wings so there was some concern that the day's proceedings would go on much later than planned. This was not to be, as all stewards rallied putting in a slick performance to ensure the smooth running of the show.

The standard of entries in the show ring was extremely high and the Judge, Jenny Jackson, moved through the Huacaya classes in a thorough, decisive fashion, making up for lost time, and completed the day's judging on schedule. The announcement of Supreme Champion Huacaya was a thrill for Tena and Terry Wheeler of Windsong Valley Alpaca Stud, WA. Their Champion Senior Male, *Windsong Valley Iceman*, took out the trophy and made the long trip from the West very worthwhile indeed.



Judge Jenny Jackson in action

This award reinforced the animal's excellence that had been displayed the day before when his 10 month old fleece was awarded Champion Huacaya Fleece by Fleece Judge, Ian Knox. The Wheelers were also successful in winning the Champion Suri Fleece with their entry from *Windsong Valley Andean Velvet*.

The dinner at the Sir Ian McClennan Hall, Mooroopna, on the Saturday night presented an ideal opportunity for celebrations and was attended by 260 alpaca enthusiasts. Entertainment and fund raising expert, Chris Williams, again took on the role of fun auctioneer with a variety of items going under the hammer for a corresponding variety of prices. The booty ranged from an exquisite Stuart Crystal vase to a consignment of 240 cans of SPC surprises from local sponsor, the Shepparton Preserving Company. From the sublime to the ridiculous, all lots were animatedly contested and, with the SPC cans providing something to suit all budgets, most people left the dinner with a purchase. The generosity of both the donors of the items and the buyers is greatly appreciated and it is acknowledged that their contributions not only add dollars to the coffers but also a great deal of positive spirit to the occasion.

Sunday saw continued rain and Suri judging, the latter being far more popular with the spectators.

Supreme Champion Suri was awarded to *Cedar House Lord of the Ring*, a light fawn senior male jointly owned by Cedar House Alpaca Stud and Pacofino Pty Ltd.

After the lunch break, excitement mounted as the crowd, swelled by more local visitors on this day, prepared for the auction of fourteen elite animals. Keen bidding ensued for the lots on offer with pleasing results. The climax of the afternoon arrived with the wild card entry, *Jolimont Warrior*, owned by Pat Viceconte of Jolimont Alpacas and shown by wife, Rosa, this outstanding white male had earlier been judged Intermediate Champion. Spirited bidding resulted in a record sale price for a National auction and the proud new owners, Julie and Arthur Mavros of Blue Grass Alpaca Stud, NSW, were ecstatic.

The weekend had all the usual trimmings, with Junior Judging and Sires Progeny in the show ring creating much interest and excitement out of the show ring generated by the Silent Auction. Eager bidders were keen to snap up a mating with one of the sixteen stud males whose services were generously donated, the proceeds of the bids being added to help balance the budget of the National Show and Sale.

Late Sunday afternoon, with the rain renewed after a brief respite, many people were ready to head home after a very successful weekend. Although tired and wet, the army of helpers began the huge task of dismantling what they had erected only days before. Mother Nature had not been kind this weekend, but as alpacas are resilient creatures so too are their owners and, with the elements being out of human control, everyone rose above 'the rising damp' and participated in a grand scale event. Congratulations one and all on its success. The number of man-hours required for the organisation of such an event is immeasurable and the efforts of all those involved throughout the preceding months and the duration of the weekend are greatly appreciated.



2000 National Show & Sale – class judging

International interest in our National Show and Sale

Visitors from the US, UK and New Zealand were welcomed to Tatura as international interest in how we do things downunder escalates. Could it be that we so impressed the world with the spectacle of the Sydney Olympics that, with more international eyes turning to all things Aussie in general, we will have a greater opportunity to promote the Australian alpaca industry to the world-wide market?

Visiting American judge, Amanda VandenBosch, together with her husband Vince, had already been in Australia for three weeks. During that time they had been visiting alpaca studs and were keen to attend the National Show and Sale. Amanda commented, "It's a wonderful show. It's great to see such a turnout of alpacas. It (the show) is very well organised ... we're very impressed with how smoothly the show ran ... and a really lovely selection of alpacas in the ring".

President of the British Alpaca Society, Chas Brooke, visiting Australia with the express purpose of attending the National Show to view Australian animals and to network with Australian breeders, echoed Amanda's appreciation of the conduct of the Show and the excellence of the animals.

Chas admitted to England's alpaca industry being a few years behind Australia, "but catching up quickly". The Society currently has approximately 400 members in the UK and the alpaca

population in England is around 3,000 animals. The BAS has a very vibrant breed society and has implemented a series of training programs for members in the areas of showing and judging with the assistance of Amanda. Formulation of BAS Showing Rules has been a major project in recent times and, as well as using the AAA Showing Rules as a guideline, Amanda has been instrumental in this regard contributing her expertise.

The Third British National Show is scheduled for June 2001 and Chas will be heavily involved in its co-ordination. Of his attendance at our National Show and its relevance to the UK equivalent, he said, "I'm here to learn lessons and to go back with some great ideas on how we should put it all together".

A highlight of the weekend's proceedings for both Amanda and Chas was the Saturday night dinner and fun auction. Amanda's husband, Vince, is now sporting a full-length black alpaca overcoat through the determined bidding of his wife, and Chas will be wowing them back home in England with a full length Weatherbetta coat that he procured at the auction.

Going home without coats (to the best of our knowledge), but with a greater appreciation of the Australian alpaca industry and the experience of an excellent show and sale, were several visitors from New Zealand. We do hope they spread the word, "Alpacas ... Here to stay!" and that we will hear the same catch-cry from across the Tasman. ■



l - r: Chas Brooke (President of the British Alpaca Society), Amanda VandenBosch (visiting American judge) congratulate proud new owner of Jolimont Warrior, Julie Mavros (Blue Grass Alpaca Stud)

The Champions of the National Show



Junior Champion Female Huacaya
Leajay Teah – Leanne Pearce with
 sponsor, Mike Nichols of Dynasty
 Alpacas



Junior Champion Male Huacaya
Benleigh Bellissimo – Carolyn Jinks with
 sponsor, Lyla Fisher of Kingston Park
 Alpaca Stud



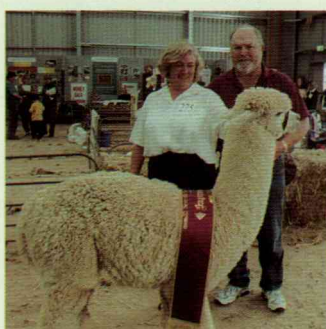
I'med. Champion Female Huacaya
Benleigh Olympic Dream –
 Carolyn Jinks with sponsor, Chic Wilson
 of Noosa Alpaca Stud



I'med. Champion Male Huacaya
Jolimont Warrior –
 Rosa Viceconte



Senior Champion Female Huacaya
Merungle Aurora – Peter McDavitt with
 sponsor, Kerry Dwyer of Duwirri Downs
 Alpaca Stud



Senior Champion Male Huacaya
Supreme Champion Huacaya
Windsong Valley Iceman –
 Tena & Terry Wheeler



Mature Senior Champion Female Huacaya
Shanbrooke Romantic Princess – Dianne
 Condon with judge Jenny Jackson



Mature Senior Champion Male Huacaya
Merungle Hot Chili – Jenny McDavitt
 with sponsor, Keith Hollingworth of
 Alpacandes Alpaca Stud



Junior Champion Suri
Beavona Lodge Reign Maker – Darrel
 Laughton with sponsor, Frances Haslin
 of Elysion Alpacas



Intermediate Champion Suri
Pucara Pipeline – Jude Anderson
 receiving award from Bill Plunkett



Senior Champion Suri
Supreme Champion Suri
Cedar House Lord of the Ring – Peter
 Sultan with sponsor, Linda Davies of
 Pacofino Alpacas and judge Jenny Jackson



Suri Sires Progeny
Peruvian Senator G153



Huacaya Sires Progeny
ILR Colorado Extreme

Best Wether
Lanudo Lennie – K&L Holloway

Champion Huacaya Fleece
Windsong Valley Iceman –
 T&C Wheeler
Champion Suri Fleece
Windsong Valley Andean Star –
 T&C Wheeler

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Hobart Royal Show

getting better all the time

by HELEN DOWD
DOWPACA ALPACAS, TASMANIA

This year Hobart Royal Show attracted a 13.1% rise in the number of alpacas exhibited, together with a 271% increase in fleece entries, and welcomed six new exhibitors to the show ring. Another highlight saw Suris showcased in our judging for the first time in Tasmania this year.

the Tasmanian region display was the best ever presented, and innovative, including alpaca garments of all descriptions, halters, fleece, photos and artwork produced by junior primary school children. Spinning and knitting demonstrations were a big drawcard. This year we featured a competition to choose the funniest alpaca photo from a choice of ten photos, with a daily prize of an alpaca beanie being awarded. The competition proved very popular with the young and the young at heart.

New exhibitors were given the opportunity to participate in a mock show in the ring on the day prior to judging. This was extremely beneficial to those who had not handled alpacas in the ring before and it was evident that this preparation contributed to the smooth and professional showing of their animals in front of an enthusiastic crowd of spectators on show day.

AAA National President, Ian Watt, attended the judging day and, in the evening, gave a very informative address about the alpaca industry. An informal 'Chicken and Chat' Function followed at which members discussed ways to improve their performance, presentation and exhibitions for future years.

We were fortunate to have two very thorough judges in Andrew Caldwell, judging the fleeces, and Kylie Hollingworth, the alpacas. Andrew gave exhibitors tips on the best way to



"Look what I found at that spot on this suri" – Kylie Hollingworth (animal judge) and Karen Caldwell (apprentice judge)

present fleeces for judging at shows. Kylie, in her judging of the show animals, was particularly strict in her scrutiny of the males as, she pointed out, these animals could be our future stud sires. I believe Kylie's commentary was much appreciated by all the exhibitors.

Andrew and Kylie were both accompanied by apprentice judge, Karen Caldwell, in fleece and alpaca judging, as part of her accreditation towards becoming a fully qualified judge.

To add to the 'family' atmosphere Kylie's parents, Keith and Jeanette, were also welcomed to the Hobart Royal.

The Governor of Tasmania Sir Guy Green and Lady Green were very impressed with the visual presentation of our display of products and alpacas, following their informal walk around the alpaca pavilion. Sir Guy then presented the sashes and new Perpetual Trophies to Barbara Hanlon (Terrabarb Alpacas), winning Champion Fleece with *Terrabarb Lady Jane* and to Irene Allston (Inca Alpacas), winning Supreme Champion with her Junior white male, *Inca Showtime*. ■

"And this is how you do the alpaca dance" – Andrew Caldwell (fleece judge)



Improving your relationship with your veterinarian

by DR WILLIAM BERESFORD
W.R. BERESFORD & ASSOCIATES, NSW

The relationship between alpaca owners and their veterinarians is often complex and can sometimes be tense due to stress building up on both sides. Unlike the more traditional sheep and cattle farmers, alpaca owners have a closer bond with their animals (usually due to the small flock size, their novelty aspect and their monetary value).

this closeness can have advantages and disadvantages as far as the relationship between you and your veterinarian goes. If you are close to an animal you

should be able to detect any potential problems early and supply detailed history of the problem. However this closeness can also cloud your judgement and your ability to look at a problem rationally. Following are some tips to help you get the most out of your association with your local veterinarian.

Sick Animals

One of the best ways to get off on the wrong foot with your veterinarian is to not have the animal in question in an easily accessible yard. Veterinarians generally don't have the time or need the fitness to chase alpacas through scrub or over the top of the nearby hill. A competent handler to hold the animal while it is being examined will allow a much better examination and

treatment of your sick animal. Tell your veterinarian if you have already administered any medication. If you have worked your way through the MIMS human drug index you can create an even bigger diagnostic challenge for the veterinarian when you finally call him/her. Be prepared to nurse the animal and administer any follow up treatments that may be required. Not many conditions are treatable with a single "shot" from the veterinarian.

Parturition

An "unpacking paddock" that is close to a sheltered facility is invaluable. If it is close to the house it will allow you to observe your pregnant females at regular intervals during the day and thus be aware of any potential

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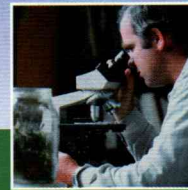


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problems. Veterinarians can't tell you over the phone exactly how long your female will take to deliver but they can weigh up from your careful observations and/or examinations whether intervention is needed. During the last 12 years I have attended many alpaca births and most of these have been assisting "normal" births rather than dealing with true dystocias (difficult deliveries). Hot water is a very basic need and is something you should organise while the veterinarian is on the way. If the birth is one of the rare ones at night try and organise a light near the pen. If the alpaca needs to be stabled have a source of clean bedding available.

Pregnancy Testing

If your veterinarian is using a rectal ultrasound probe the task becomes much harder if the rectum is full of soft pasty faeces rather than hard pellets. If the alpacas are grazing soft green grass or some weeds such as Capeweed they should be locked up the night before scanning. Your veterinarian really won't like being spat upon so make sure a competent handler is available who will keep the alpaca's head pointed away from everybody. If you have

larger numbers of animals to be scanned have them sorted well and have service dates and any relevant history available. Remember that anything that slows down the scanning, such as concurrent toe trimming, drafting or checking her over because "she was sick a month ago", will cost you more money. Your veterinarian's very good sense of humor will be tested to the limit if you pull the old, "now you have packed up I will just go down to the back paddock and get Queenie out of the mob of 50 for her scan".


General

When ringing your Veterinary Clinic after hours you should be prepared for a recorded message or an answering service. Try not to panic and listen to the directions and you will soon be connected to your veterinarian. Remember, calls after-hours are for emergencies only. Routine enquiries should be kept for office hours. Very few vets sleep in their clinics, so leaving a message (with no return phone number) at 2am saying, "John Smith here, I have a sick alpaca and I am on my way in", may result in a long wait particularly if the veterinarian is out on another call. If you are sending

someone into the clinic to pick up medication make sure they know what they want. "Some of that green stuff" may not be enough information for clinic staff to decipher.

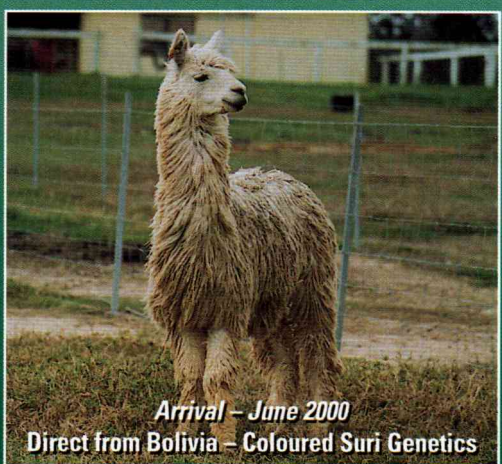
Veterinarians in mixed practice are expected to have in depth knowledge of every species from mice to cattle and horses. While some practitioners may not have intimate knowledge of alpacas they will be able to use their skills from other species to work their way through most problems. If your veterinarian is interested in alpaca work encourage them to join the Australian Camelid Veterinary Association which is a special interest group within the Australian Veterinary Association. This group is a very useful forum for Vets to share new ideas, techniques and treatments ■

Bill Beresford is the principal of a private Veterinary practice on the Southern Highlands of New South Wales. He has been working with alpacas since 1988 when the first imports arrived at Coolaroo Alpaca Stud. He services about 30 local alpaca breeders and has spoken at the AAA Conference on two occasions. He is the immediate past president and current vice president of the Australian Camelid Veterinary Association.



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Sitting in on Benleigh's 'vet school'

by PENNY PITTARD
CURRABUNGLA ALPACAS, NSW

After having watched alpacas very closely for the last couple of months while 25 new crias arrived, John and I felt we needed a break, so we boarded the dogs, organised supervision of our alpacas and headed off for a bit of rest and recreation. But, being true alpacarites, where did we go first but to another alpaca property! Carolyn and Allan Jinks' place at Drysdale, Victoria, to be exact.

Dr Ewen McMillan describing what to look for when ultrasounding

We arrived on Monday afternoon and looked over lots of animals including some progeny from *Benleigh Bolero*, a male we had purchased from Carolyn and Allan, and were very pleased with what we saw. We spent a very good night at the Jinks' beautiful home right on the water and enjoyed great food and wine before heading to bed.

The next morning we were up early to be in time for their regular 'Vet School'. Over the last six years, final year Veterinary students from Melbourne University have experienced a practical segment of their course working with alpacas and llamas, and Allan and Carolyn have given their time and experience to assist with the alpaca education. Carolyn thought it might be a bit basic for us as we have owned alpacas for five years but we wanted to attend.

Prior to the students' arrival, about 50 female alpacas were brought into the yard to be 'spat off'. This was done in a very quick and organised way with only the poor male alpaca feeling frustrated at the end of the exercise. Only a couple of females were not



pregnant and they were put in yards to be rejoined with the appropriate males.

All the females that spat off and were over 60 days pregnant were then run into the shed to be ultrasounded by the students. The rest of the females were put back in the paddocks to wait for another 7 days to be spat off again.

The young vet students arrived at about 9.20am having got slightly lost on the way. Carolyn offered them a drink and then gave them a run through on the birthing procedure and showed them the equipment she always has on hand in her birthing kit.

We then all sat down with Allan who gave background information about alpacas in Australia and advised on general husbandry procedures. Dr Ewen McMillan, who oversees the program, followed giving more detailed information on reproduction and instruction on ultrasounding alpacas. The students saw matings and spit offs demonstrated prior to practising ultrasounding.

Next we learned how to 'chukka' an alpaca. This procedure involves

tying the back legs up to the body so that the animal is in cush position and can't get away. After a bit of a struggle they relax and just sit there. This is extremely handy for travelling and is the way the South Americans carry their animals. (Just four days after getting home from our holiday, John had an excellent opportunity to try this out on a very big, frisky male alpaca which he transported very easily in the back of the Land Cruiser on a 2 1/2 hour trip). It is also an ideal way to transport a cria should it need to be taken to the vet.

Another very important lesson for the students was taking blood from an alpaca, which they all achieved very easily once they were shown how to feel for the vein and the best position to draw from, down low on the neck.

The whole morning was very relaxed and informative and the students were quite taken with the alpacas. The Jinks' have organised their yards and equipment for easy handling and this keeps both the alpacas and people calm.

Many interesting points were raised during the course of the



Carolyn Jinks explaining breeding patterns to vet students
Allan Jinks supervises vet students' practical work

morning. The students were enlightened upon the importance of not being in too much of a hurry to pull the cria out during the birthing procedure, unless there is a very good reason. They were also given the advice that, when bottle feeding a cria using Divetelac, commence with full strength formula, then work up to double strength giving the cria the extra nourishment to thrive well. Of course there was more than this to the morning and we enjoyed the whole time immensely.

We actually bought our very first animals from Carolyn and Allan back in 1995 and have always found them very ready to share their wealth of knowledge.

We continued on our holiday along the coast of Victoria and explored areas we haven't been to for years since moving to NSW. It was a really good break and we are happy to be home again, spitting off and ultrasounding our females in a much more organised way which is essential as your herd increases. ■



47th Pitti Imagine Filati Autumn Collection 2001-2002

*Florence, Italy
5-7 July 2000*



by JULIENNE & FRANK GELBER
BUMBLE HILL ALPACAS, NSW

Pitti Imagine Filati is the most important and prestigious international yarn (filati) fair, staged twice yearly in Italy - the Autumn-Winter range shown in July and the Spring-Summer range in late January. Top spinners from around the world clamour for the limited number of stands available in the exhibition site (the Medicean star fort, Fortezza de Basso in downtown Florence). In true Italian fashion, the whole exhibition is an exciting blend of high technology, high fashion and theatre. Exhibitors believe that it is they who ultimately dictate what will be the knitwear fashion for the Autumn - Winter ranges in 18 months time. This may be so, for undoubtedly they have an enormous influence in the colours, textures and garments' performance.

bumble Hill Alpacas specialise in ultra fine micron light fawn suri and huacaya fleece, so our objective in attending the fair was to gauge processors' response to our style of fleece and obtain a measure of market affirmation for the direction along which our breeding program was progressing. We were offering extremely small future quantities of sub 20 micron fibre and had set extremely high per kilo raw fleece prices, but we believed we were showing some of the best fleece samples available anywhere in the world.

This year nearly 150 yarn makers and agents exhibited, and all the major 'names' were there. In their introduction in the Fair catalogue, 38 yarn manufacturers indicated they offered alpaca in their yarn range. With a lot of leg work, fast talking and persistence (who wanted to waste time talking with some denim-clad, middle aged Australian alpaca breeders when their time was better spent soliciting sales from leggy buyers from the high fashion mills?), Bumble Hill contacted 25 of these

alpaca-using exhibitors. Appointments were gained with 12 of them for fruitful discussions on Australian alpaca generally and Bumble Hill fleece specifically.

On initial contact there was a major reluctance to spend time discussing alpaca. This year alpaca was passé. Many of the manufacturers who listed alpaca in their introduction, when asked outright for specific details, indicated they would not be using the fibre in 2001-2002. Others were blending alpaca with wool in their continuing classic or bread 'n' butter lines, whilst about a dozen exhibitors always carried one or several weights/styles of good quality pure alpaca yarns in their range.

Mills blending alpaca mostly catered to the lower end of the fashion market and generally bought average 25 micron tops sourced from Peru. They believed the Peruvian product was deteriorating in quality and were anxious about price rises and Chinese mills competing for their lower to mid market share. When shown raw fleece samples of superfine (18-20 micron) Australian huacaya, they were intensely interested and profuse in their praise of the product. However, it was obvious they are extremely price sensitive, even when offered a vastly better fibre.

Mills catering to the top end of the market instantly recognised the unique quality of the Australian product, commenting on its fineness, lustre and handle. They could not believe that the fleece samples were raw (not washed – though of course ours were in show condition) and immediately asked about availability of tops, quantities, colours and price. Price was not the major determinant of interest, provided it remained within reason, and the bigger mills were talking about orders of 500kg plus, but in tops or rovings, not raw fleece. However, they were consistent in their positioning of alpaca as a classic yarn in their current and future ranges, or blending with other fine natural fibres and even synthetics for high fashion yarns.

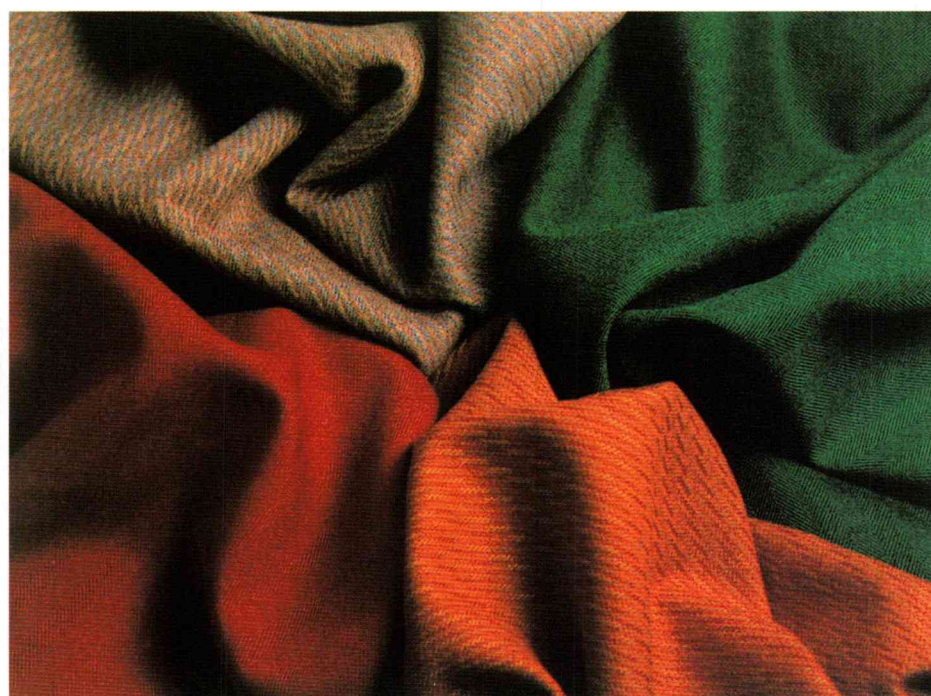
The response to the ultra fine suri was overwhelming. Whenever the

samples were shown, the yarn designers descended in droves. Everyone wanted to buy or at least obtain small quantities for yarn development. Here the chasm between the world of high fashion demand and limited Australian production loomed large! They were talking about trial quantities of 50kg - 200kg. We were talking about an annual production of Bumble Hill ultra fine suri of 10kg in 2001, and an Australia-wide collection which may not reach 50kg.

What to make of it all? What we can produce in Australia in the ultra fine end of the market certainly has international appeal, be it huacaya or suri. Even in huacaya we can definitely charge a premium over the Peruvian equivalent (if indeed there

is one), as the Australian product is superior on all counts. At the moment we could name our price for reasonable quantities of ultra fine suri (if only)! We need to maintain a continuing dialogue with the European spinners particularly, and begin to feed trialing quantities of our best fibre through to the major mills. With suri, since very little development work has been done with ultra fine fibre, European yarn designers need to source small quantities for product development, so it may be several years before suri yarn will be tested and proven and positive demand established.

Undoubtedly Bumble Hill Alpacas will need to make annual business trips to Pitti Filati to maintain the dialogue. Oh the pain of it! Ciao. ■



BLUE GRASS LEADING LADY 2

SIRE SHANBROOKE HIGH SOCIETY

G.SIRE PURRUMBETE LEDGER'S DREAM

G.DAM PURRUMBETE FLAMINGO GOLD

G.G.DAM PURRUMBETE SUN DIAL

DAM BLUE GRASS LEADING LADY

G.SIRE PURRUMBETE EL DORADO

G.DAM PURRUMBETE VANILLA

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The Magic of the Four Point Approach

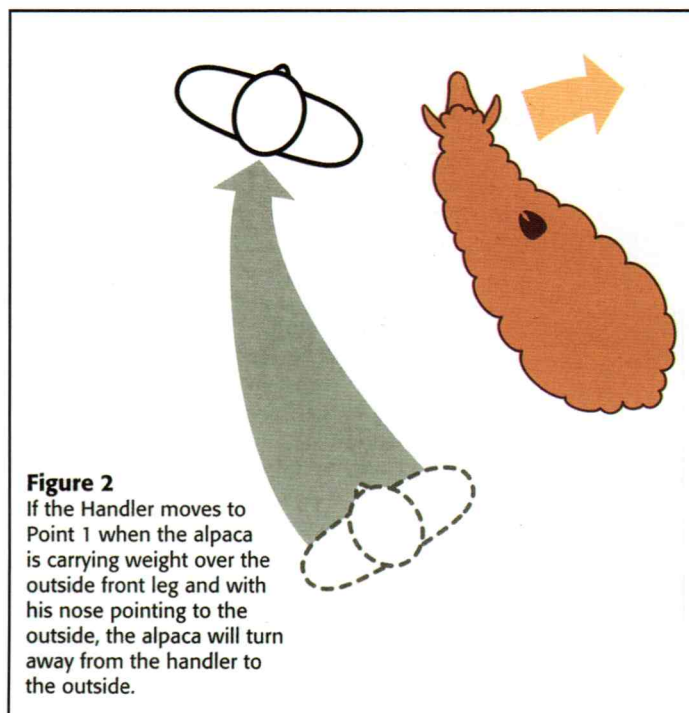
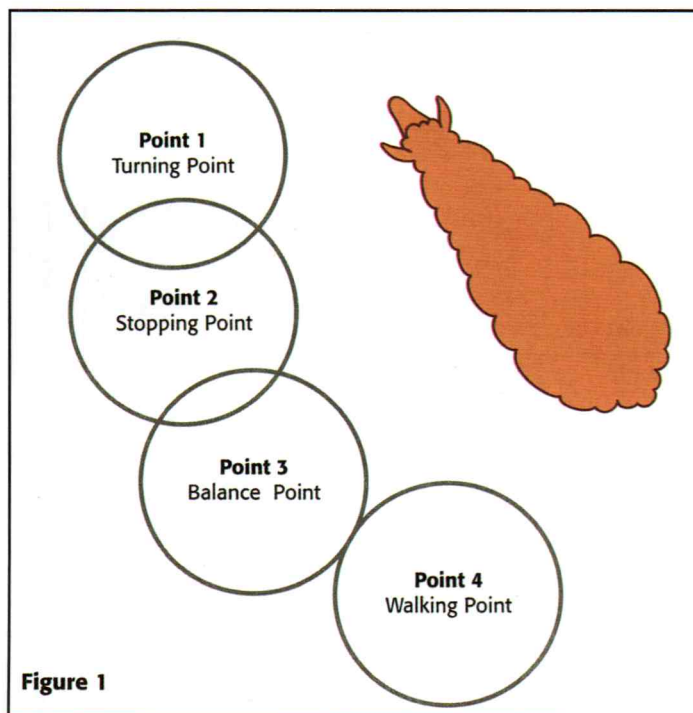
by MARTY MCGEE BENNETT
TTEAM

"Practice Makes PERMANENT!" If you practice chasing and wrestling your alpacas, they will get better at running and fighting. In the last column, I used the alien example as a metaphor to explain how alpacas might feel in our human environment. I promised last time that I would begin to introduce methods that will allow you to communicate more effectively with your alpaca and therefore be both less frightening to them and more effective in persuading them to cooperate with you.

teaching animals involves both a philosophical approach as well as certain methods and techniques that support that philosophy. The TTEAM/Cutting Edge philosophy is a constant. We always seek to teach with kindness and understanding, maximizing the animal students' willingness to learn and cooperate. We assume that animals have an ability to think and take responsibility for teaching in a way that is understandable. We don't blame the student when our teaching methods don't work. The techniques and methods I use to teach animals will always be changing. I am always learning and I am not only willing but eager to embrace new methods as long as they are in keeping with the philosophy outlined above. As I travel, teach, and meet alpacas and their owners I learn new tips and techniques and incorporate them into what I call the Cutting Edge.

In the past few years, I have devised a system to describe animal movement relative to humans that I call "The Four Point Approach."

Learning and using the "The Four Point Approach" will allow you to herd, catch, and handle your alpacas much more effectively and efficiently. At the same time, using the Four Point Approach will make you a genuine alpaca person! Most people catch their alpacas by getting them into a corner and grabbing them around the neck. Much of my system revolves around beginning the process of catching alpacas in a different way. Using a catch pen and a rope to catch an alpaca that is frightened and will not stand, is almost miraculous. For animals that are frightened (young animals, untrained animals, animals in challenging situations such as importation and injuries) it makes a huge difference in their acceptance of humans. Using a catch rope quickly and effectively is easier, faster, and safer than trapping a frightened alpaca in the corner. The technique is also useful for people who do not feel comfortable cornering an alpaca or for folks who are not physically capable of holding an alpaca still once they get a hold of his neck.



What is wrong with the "Corner/Grab/Hold" approach?

The logic goes something like this:

1. The most important thing to an alpaca is to feel safe.
2. The best way to feel safe is to run away from things that frighten you. All animals have flight zones. Move inside this zone and the animal moves away. The size of the flight zone changes depending on the size of the space. The larger the space, the larger the flight zone. You can usually move closer to a frightened animal in a small space than a larger pasture.
3. When alpacas run or otherwise behave instinctively, they do not think as well as when they feel safe and secure. Alpacas behaving instinctively can be dangerously out of control, capable of hurting themselves or humans working with them.
4. Cornering an alpaca teaches him to run away from you and to always be cautious around humans ... grabbing an alpaca around the neck teaches him to fight with you. Once you grab and begin to struggle you may or may not prevail, depending on the circumstances (i.e., how big, brave, or fit you are, relative to the alpaca). If you never wrestle with your alpaca, you will not be teaching him to fight with you and can preserve your rather God-like presence in his world. Allowing an alpaca to have a structured area in

which to move, and entering the training pen with a plan to structure the movement rather than stop it, will settle a nervous animal and encourage him to think.

ENTER ... The Four Point System

Where you stand in relation to the alpaca with which you are working determines where and how he moves.

Organizing the movement in the catch pen keeps the animal calm and puts you in charge in a low-key, non-aggressive way. Trying to stop the movement of the alpaca or simply following along with whatever your alpaca does unnerves the alpaca and sends the message that the alpaca gets to set the agenda. Alpacas are much happier when you lead the dance. On the other hand, you have to know how to dance or it feels terrible to try and follow.

Knowing where to stand allows you to predict and guide where an alpaca will stand and move. Knowing where your alpaca is going to go within the confines of the catch pen allows you to accomplish tasks that are disconcerting for an alpaca (shots, shearing, grooming, etc.) without having to restrain him and scare him.

There are four key points or zones relative to an alpaca's body (see Figure 1).

Point 1

The turning point — slightly ahead of the alpaca's nose. Standing in this position will cause an alpaca to change

direction. Pay attention to the angle of the nose and which of the front feet are carrying his weight. You can cause the alpaca to change direction toward you or away from you at will (see Figures 2 and 3).

Point 2

The stopping point — even with the alpaca's eye. If your alpaca is moving around the catch pen, move to Point 2 and your alpaca will come to a standstill. If you remain at Point 2, your alpaca will probably begin to think about changing direction. You can either encourage this by moving to Point 1 or back up to the next point.

Point 3

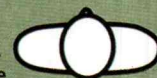
The balance point. It is roughly half way between the alpaca's nose and his tail. Standing at the balance point is the best way to keep your alpaca from moving. I stand here (or as close to here as I can) when I work with an alpaca's mouth, give an injection, or begin stroking legs and picking up feet for eventual trimming.

Key to Drawings

You are looking down on a catch pen from above.



Alpaca viewed from above.
Footprint indicates which leg is carrying weight.



Handler viewed from above.
Handler is facing top of page.

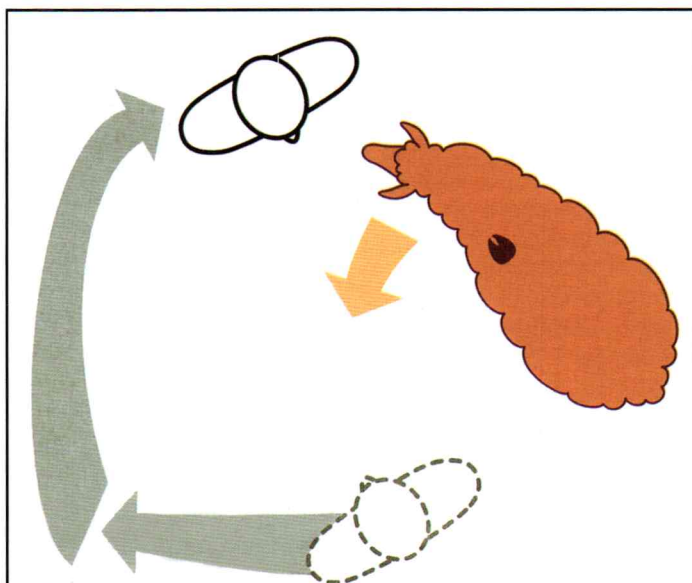


Figure 3

If the Handler moves to Point 1 when the alpaca is carrying weight on the inside front leg and with his nose pointing to the inside, the alpaca will change direction by turning to the inside.

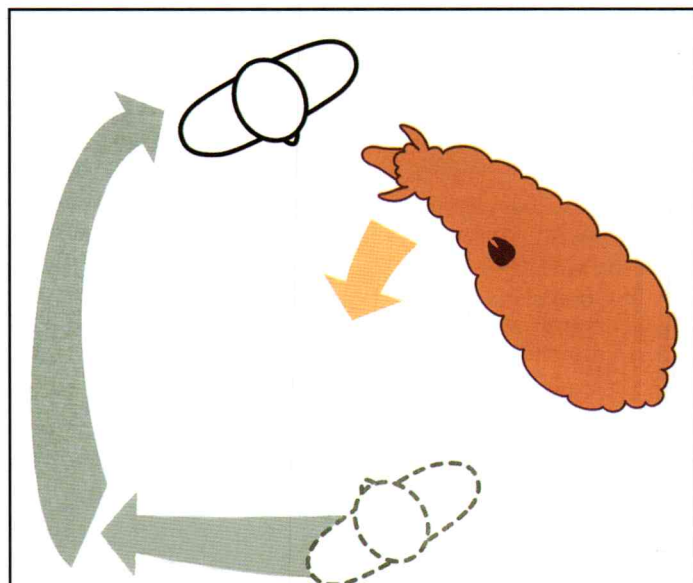


Figure 3

If the Handler moves to Point 1 when the alpaca is carrying weight on the inside front leg and with his nose pointing to the inside, the alpaca will change direction by turning to the inside.

Point 4

The walking point. Moving to this point will cause your alpaca to move forward. If your alpaca won't move and you want him to, ease a bit closer to his hip and he will move forward more deliberately. Keep in mind that as the alpaca moves, so too do the points. You must keep yourself positioned at a particular point RELATIVE to the alpaca to get the desired result.

The following is a further refinement of the four points.

1. Looking with or looking at:

Standing at any of the four points, you can either align your body with the alpaca, shoulder in line with the alpaca, facing in the same direction as the alpaca, or you can face him. In general, looking with the alpaca is less threatening than looking at the alpaca (see Figure 4).

2. In or out of arm's length:

By standing outside arm's length or inside arm's length determines your level of penetration into the flight zone. Standing outside arm's length will encourage the alpaca to remain standing. Moving to within arm's length will create movement (see Figure 4). Work inside your 9-10 foot square training pen. Anything bigger will make this process MUCH more difficult.

Try beginning your interaction at Point 4, looking with the alpaca, out of arm's length. In my opinion, this is the safest place for the human to stand. Alpacas are very visual creatures, so standing at Point 4 provides the clearest, largest, and safest escape route within the confines of the catch pen. Remember, as your alpaca walks, you keep moving to stay at Point 4, outside arm's length, looking WITH your alpaca. Your alpaca will move around you. This makes a frightened alpaca feel much safer. After he gets the idea that he is allowed to move and will not be cornered, he will probably stop on his own. In fact, when approached this way, many alpacas will do nothing and stand quietly. If your alpaca does not stop after two complete revolutions around the pen, move to Point 2. The alpaca will stop. Quickly move to Point 3 out at arm's length, looking WITH the alpaca, and he will in all likelihood remain standing, put on his thinking cap, and have a look at you. A look that will plainly say, "This feels like a plan, what's next?"

Of course, every method has exceptions, but I have seen remarkable consistency in the reactions of the alpacas. If you are having trouble, consider factors such as gates, door openings, and the location of other alpacas in the area. This will sometimes cause an alpaca to hug one side of the catch pen, rather than move around the whole pen. A square pen is my preferred shape. Even though you are not using the corners to trap your student, they are additional tools to organize movement.

Using a Catch Rope

Here is how to use your catch rope. Begin at Point 4, out at arm's length, looking WITH the alpaca. Walk up to your alpaca, staying behind the eye and staying just long enough to drape an eight to nine foot rope over the back (hold on to one end). Your alpaca will walk forward. Move away from the alpaca, back to Point 4, and well out at arm's length, while still looking in the same direction as the alpaca. When he looks to the center of the pen and puts weight on his inside leg, move to Point 1. As you move from Point 4 to Point 1, MAKE SURE to hug the outside edges of the pen. This will help the alpaca turn to the inside. If you try this technique and your alpaca continues to turn to the outside, you are probably staying too close as you make your way from Points 4 to 1. You will now be on the same side as the end of the rope you draped over the back. Stay at Point 3 and reach out and pick up the end. Stay at Point 3, even up the rope (putting you out at arm's length), look with the alpaca, and allow the alpaca to walk if he wants to. Stay at Point 3. You have now caught your alpaca without having to corner him or use your arms.

If you are having difficulty with this process, don't keep doing it. Never persist in something that is not working. Your alpacas will learn how NOT to do what you want. Instead, try tying your catch rope to the rail of the pen (use a knot that is easy to undo), keeping the loose end in your hand. Walk around your alpaca, enclosing him in the rope as you go. Once you get back to where your rope is tied, you have caught your alpaca. Make sure your catch rope is long enough so that you can allow the alpaca to move away from you as you catch him. You will need a rope at least 11-12 feet long in a 10 by 10 catch pen.

The four points are not only valid in a catch pen, but are also helpful for moving among your animals in a non-threatening way, such as for herding and sorting. More on that in our next column, but to keep you interested, read on...

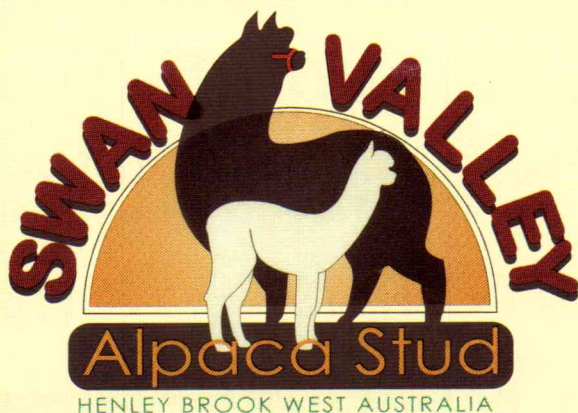
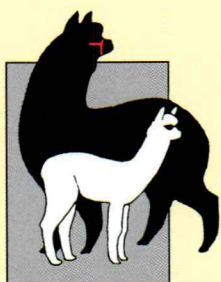
George brought seven wild, very big imported alpacas to a clinic I recently did in Switzerland. George and his hired man, Jorg, spent a frustrating morning attempting to load these wild, untrained adult alpaca girls into a trailer. George and Jorg arrived spat upon and bruised, having finally given up totally on loading the wildest two alpacas of the bunch. I will never forget the look on George's face when I said, "Let's unload them." He looked for all the world as if he would really have preferred to leave them right there in the trailer for the whole five-day clinic. We did unload them and had great success with all of them. George was incredibly pleased with The Four Point Approach and with the progress of his "girls." When I suggested that he try again, he agreed to give it a try. The next morning, George and Jorg were glowing. The wildest girl from the day before immediately laid down as soon as they opened the gate. However, instead of trying to scare or force her up, George worked her mouth, massaged her back and tail, and then backed off to Point 4 and waited a bit. She got up and by keeping the four points and flight zone distances in mind, George and Jorg moved her out of the barn, down an aisle way, and calmly into the trailer. ■

About the author

Marty McGee Bennett has been a fixture in the alpaca business almost since there was an alpaca business. After meeting Linda Tellington-Jones in 1987, Marty dedicated herself to bringing Linda's work, known as TTEAM, to the alpaca community. An accomplished author and teacher, Marty travels the world over to present hands-on training workshops to humans on how to handle their alpacas. When not on the road teaching, Marty lives in Santa Fe, New Mexico, with her husband Brad Bennett and their dog, Rocky Raccoon.

To find out more about Marty visit her website at www.martymcgeebennett.com

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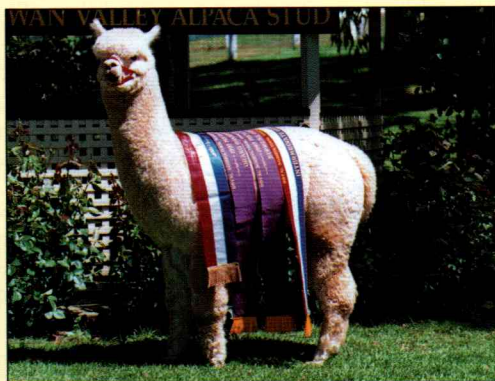
WHEN ONLY THE BEST WILL DO

Outstanding Sires At Stud



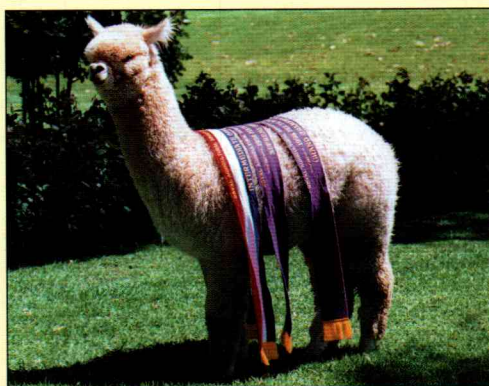
SIRES PROGENY GROUP

L-R Swan Valley Calypso, Swan Valley Top Gun, Swan Valley Majestic.
Champion Sires Progeny Group 1999 National Classic Tamworth
Sire - Peruvian Sonoma (Deceased)



Shanbrooke Elite

His record speaks for itself. Winner of 7 championships
T/O Aust. Incl. National Classic 3 Supreme Championships in WA.
Champion Fleece Melbourne & Perth Royal Shows



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First International Conference British Alpaca Society *Better Breeding – Better Fibre*

by CAROLYN JINKS
BENLEIGH ALPACA STUD, VIC

How wonderful to be Australian!

We arrived in London as guests of the British Alpaca Society, prior to the end of the Sydney Olympics, and no matter who we spoke to, be it taxi driver, hotel assistant or whatever, the moment our accent was recognised, the Olympics were mentioned!

many were quite amazed that we would leave home while it was on, and most assumed we would have attended – if only! Little did they realise that until two days before leaving for England we had been at the Royal Melbourne Show.

Following a couple of days doing 'touristy' things around London, we met up with the other speakers at Britain's first International Seminar, a team made up of four Australians, Cameron Holt, Chris Tuckwell, Allan and Carolyn Jinks plus two Americans, Dr Norm Evans and John Mallon. As selected speakers, we had been invited to address participants on a range of



Educational workshop with Allan Jinks

topics, geared at both the new breeder and those breeders at more experienced levels.

Although Chas Brooke, the conference chairperson, was disappointed with the attendance of around 100, the fact that this number constitutes around a third of the membership and that the conference was held mid week, we considered it a fantastic roll up.

The hospitality of the British Alpaca Society could not be surpassed, and the inaugural event was truly an

International affair, as delegates travelled from various parts of England and Scotland, as well as France, Holland and Germany, to the heart of the English midlands at the Stafford Show Ground. The venue provided excellent conference facilities and enormous undercover areas for the workshops. On arrival, a chandelier in the foyer made us aware that this was not the 'average' show ground as found in Australia!

Chris Tuckwell from South Australia is managing director of Rural

Annie Watts sets up the display



Introduction of speakers – l to r: John Mallon, Chris Tuckwell, Dr Norm Evans, Cameron Holt, Allan Jinks, Carolyn Jinks



Industry Developments. His paper entitled 'Considerations for designing an alpaca breeding program' covered improving the quality of herds using sound genetic principals. It was well attended and gave rise to good questions and discussion. As the English industry is still in its early days, the wisdom of sourcing top genetics will enable rapid improvement of the National herd.

Well known specialty fibre consultant, Cameron Holt from Melbourne, spoke on fibre sampling and measurement – a subject that is important to breeders for understanding personal herd management and requirements of processors.

Allan Jinks of Benleigh Alpaca Stud, Geelong, had been invited to judge the first British Fleece Show, which consisted of around 40 fleece entries. He also lectured on 'The Ideal Alpaca' and conducted workshops teaching practical skills such as 'chuckering', body scoring and conformation. As well Allan delivered a talk aimed at educating delegates on how fleece is judged and the preparation of fleece for showing.

American Veterinarian, Dr Norm Evans, accompanied by his wife Sharon, provided several topics, including 'Nutrition' and 'Costly Farm Management Errors'. Norm has practised as a Vet for 30 years and has worked with camelids since 1986. The subjects of nutrition and vaccination are most important, however, with differences in climate, location and local mineral levels being the variants, I believe that the information cannot possibly be relevant to ALL in attendance. Nevertheless it is always interesting to listen to other people's experiences. Norm stressed the point

that all breeders need to ascertain the requirements of their particular area.

The topics of my sessions were my 'pet' subjects, 'Practical Neonatal Care', alpaca first aid, normal birthing, weaning tips etc. The lectures were based on the books *Alpaca Breeders Birthing Handbook* and *Alpaca Breeders Reproduction Handbook*, which I co-authored with Dr Ewen McMillan. The time spent on these subjects, offering hints and ideas, consolidated the fact that breeders worldwide have the same concerns and joys with breeding alpacas.

I have purposely left my memories of John Mallon until last. John, from California, has a soft voice, wears a cowboy hat at all times and is very comfortable with a guitar in his hands. On the evening prior to the conference, an informal dinner was held to enable introductions to the committee in a relaxed manner. Once John began to strum his guitar and a few wines had been consumed, the vocal talents (?) of all came to the fore – but how many Aussies know all the verses of *Waltzing Matilda*?

Following the first day of the conference, a formal Gala dinner dance was held at Acton Trussell, a village near Stafford. This was a black tie event, beautifully catered for with everyone extremely well dressed, but John in his relaxed way, managed to be just as acceptable in jeans, cowboy boots and hat!

Due to my own lecture periods, I did not have the chance see John work until the second day of the conference. He had the audience totally enthralled during his first hour of speaking. Then for a further two hours, we watched as he transformed a restless, spitting, kicking, grey mature male which no-one could go near without being spat

on, into an animal that he could walk up to and stroke and pat on the neck or back. Given that he was working in a relatively noisy environment, with a microphone, with around 45 people surrounding the pen and many distractions to make it complicated for gaining the attention of the alpaca, the achievement that John made in such a short space of time was incredible. In a career spanning 35 years, John has trained horses, dogs, birds, llamas and alpacas, and the words that spring to mind as his title must be 'The Alpaca Whisperer'.

The alpaca industry in Britain already boasts a Fibre Co-operative, and like here, they are directing members to skirt the fleece well and breed for fineness and quality as only good fibre can bring good manufacturing results. We took Australian Alpaca Co-operative socks with us as gifts, and members were highly impressed with them.

The British Alpaca Society magazine is a glossy publication of similar quality to *Alpacas Australia*, and they also have a website at www.bas-uk.com and, like all associations, have some very hard working members co-ordinating it all. The professionalism of their first conference was indeed a credit to a dedicated team.

The four Australians felt proud to be asked to share our experience and represent the Australian industry. We found the delegates to be progressive and serious about the future and, just like breeders everywhere, eager for accurate information that will assist them to set goals, breed quality alpacas and focus on fine fleece production – an aim that is occurring in so many parts of the world as the alpaca population increases. ■

John Mallon educating an alpaca



First International Fleece Show in Britain



Let us introduce ourselves ...

We are Irene and Mark Garner, a tight two person, husband and wife, graphic design and printing team operating as Garner Graphics, now responsible for putting this magazine together. We formed our company in 1996 in Sydney, with the aim of offering clients reliable, consistent and prompt service in design, printing and publishing through expertise, talent and control (at least that's what our clients said we provided).

For some 20 years I have been working as a qualified graphic designer for various advertising and graphic design studios specialising in corporate design, annual reports, magazines and books, before starting my own freelance business in 1992. I was also a part-time lecturer at a design college.

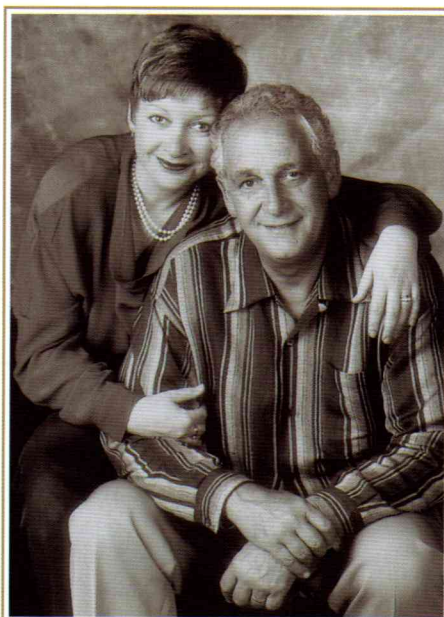
Meanwhile Mark was director of a very successful and International award-winning printing company, the Pot Still Press. With his partners he was instrumental in the initiation (1971) and development of the new company with the philosophy to print only high quality work with emphasis upon colour printing for Corporations. He was considered by his peers to be an expert in his field to the extent that he was invited to deliver papers at various seminars and conferences.

Then in 1994 Mark and his partners sold their business to a large Public Company. After completing a two year contract with the new owners of the business, he left, and together we formed our partnership with a view to offering our clients a more complete service in graphic design and print management.

a lifestyle by design

**PRINTING & PUBLISHING
(AND ALPACAS TOO!)**

IRENE GARNER INTRODUCES THE ALPACAS
AUSTRALIA MAGAZINE PRODUCTION TEAM



Irene and Mark Garner

Then came the alpacas ...

While on a holiday in the ski fields of Victoria in 1995, we saw a program on alpacas that raised our interest. Like many others, we were investigating different avenues of activity-based retirement plans. Since I was born in Buenos Aires, Argentina, I felt an affinity with the South American origin of the alpaca. It was as if we were destined for this future. We bought our foundation herd in 1996 and agisted the animals near Sydney while we got our act together over the next few years in building our knowledge and of course, our farm. We attended a TAFE course and AAA conferences before making the big plunge to greener pastures in 1999.

How the two ventures came together ...

When we built our dream farm, in the Southern Highlands of New South Wales, we incorporated a large studio. For me it was as essential as a large kitchen and bathroom (know what I mean girls?). Mark could have his home away from home in the feed and machinery shed - surrounded by his big boy's toys - and I could cook in my new, large kitchen with my new appliances.

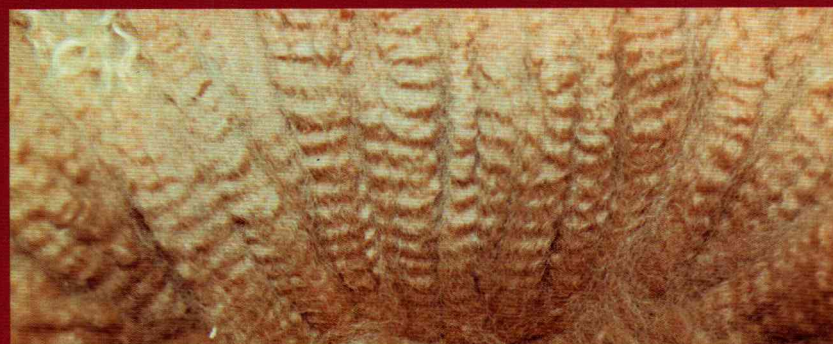
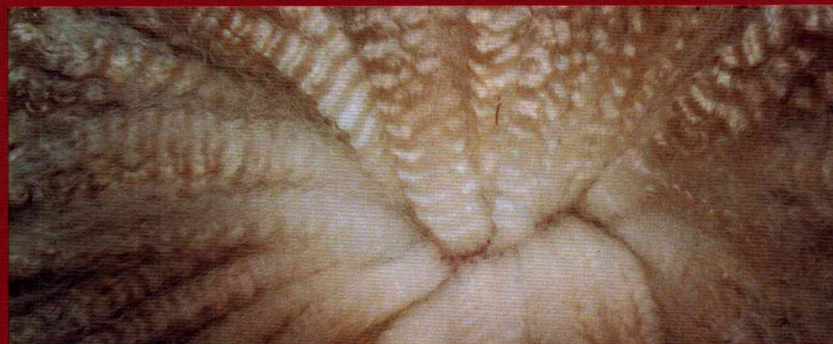
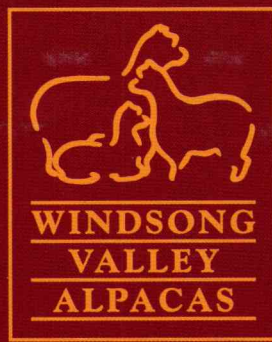
The advent of the electronic age meant that the distance between our corporate clients and our studio has not proved to be the problem that we thought it might have been. So now we have the best of both worlds - being able to live and work in the country but with access to the big smoke not too difficult.

What does this mean for the magazine?

Well, we have both the expertise and great enthusiasm for the task and feel lucky to be dealing with a subject matter that we enjoy. Not that I mind doing annual reports for public companies, but working with material such as alpacas is a bit more enjoyable than corporate boardrooms. With our background and interest, and with your help, we aim to continue making the magazine better and better. We believe in our industry and our clients and enjoy making a contribution.

We look forward to a rewarding future both in alpacas and 'Alpacas Australia' Magazine.

Photography Robert Billington



TERRY & TENA WHEELER
08 9399 2737

Photographing your alpacas

Look at the Big Picture

by IRENE GARNER BA(DES)
GARNER GRAPHICS

We do not all have access to professional photographers or the budget to accommodate their talents. Nevertheless, with a bit of practice and enthusiasm, I'm confident that we can improve on a lot of the mediocre photographs that I see being published. Not much can be done at printing stage to improve images that are flat in colour, or out of focus. If the detail in the fleece of your white alpaca is bleached out from direct sunlight, or there is no detail at all in the dark fleece of your black alpaca because of shadow areas, you are not doing any justice to your champion animal.

Whilst I am not a professional photographer, I have had many years experience as a Graphic Designer, and as such I have had need to research how to best photograph all sorts of subjects including animals. To this end I trust that these guidelines will assist you intrepid alpaca lovers to get out there, practice with your camera and get the best out of your photographs.

For those who wish to study the subject of animal photography further, I have included several excellent references at the end of this article. These reference books, among others, should be available at your local library.

If there are any animal photographers out there who have any further tips from which the industry can benefit, please write in to the magazine.

What technical stuff do publishers look for?

- Detail in both the shadow and highlight areas.
- Sharp focus of subject
- Composition
- Good colour balance

How do we achieve success in these areas?

Patience

I appreciate how difficult it is to get a good animal shot. As soon as you think you've got the perfect picture, the dear "*****" moves, or another beloved alpaca walks in front of your camera to sniff the lens. All animals need to be sufficiently relaxed and comfortable with you so that they will stand still long enough to offer you the perfect setting. Be prepared to sit amongst them for a while. Your patience will pay off.

Practice makes perfect

The more you shoot pictures the better you'll become. Even professional photographers make it a practice to shoot the same image several times, often varying the exposure or other camera settings for each shot. Doing so improves the odds that you'll end up with at least one good image.

Study your property and look for the best backdrops. Also study when these locations offer the best lighting conditions. Shoot a practice roll of film and note the time of day you took these photographs. If your camera is not automatic, you should note your camera's speed and aperture settings and take one shot slightly underexposed, and one shot slightly overexposed. You may choose to lay some fleece in your shots, so that you can observe what lighting conditions offer you the best detail. When you have the practice roll developed, you can see for yourself what works best, and then you're ready to place your live subjects in your setting.

Perspective and background

As a general rule, the closer you get to the subject, the better your pictures will be. Getting close eliminates distracting, unnecessary backgrounds and shows the subject clearly. If 'getting close' proves to be too difficult then it may be wise to invest in a telephoto lens. I would suggest a 100-115 mm lens; this is an easy to handle general-purpose lens that will not put too much pressure on your budget.

Think about showing just enough of the scene to make the picture clear and interesting. Be sure to check your camera manual to learn the closest distance at which your camera takes sharp pictures. Many 'point-and-shoot' cameras cannot focus closer than four feet from the subject.

Overlooking the basics sometimes misses good pictures. Holding the camera steady is vital for sharp, clear pictures, especially when you are using a 'longer' lens. When you press the shutter button, press it gently rather than jabbing at it. Even slight camera movement can rob your pictures of sharpness. Use a brace to steady your arm or, better still, use a tripod.

It is important to consider what lies in front of, and behind your subject. Try eliminating background 'distractions' by shifting your camera against a complementary background such as a distant hillside or trees, instead of simply a bright sky.

You can also improve your compositions by simplifying them. Elements such as background horizons and skies can be distracting, especially if the horizon isn't level or the sky is considerably brighter than your subject. Consider eliminating the horizon line or sky altogether. Sometimes this is as easy as pointing the lens downward slightly to raise your subject in the frame.

You can convey intimacy by taking a lower perspective, by that I mean the camera is at the same level as the subject.

Lighting

What do you want your photograph to illustrate? Do you want a dramatic shot to convey a mood or do you want to highlight the fleece characteristics of your alpaca?

Strong lighting is great for dramatic photography. If the sun is behind the animal, (back lit) you will get a halo effect on the fibre, however you will also get some lack of detail in the shadow areas. On the other hand, if you wish to show detail in your animal's fleece, aim for good lighting and reduce strong shadow areas by using a 'fill in' flash.

The best time of the day for good natural lighting is early in the morning or late in the afternoon when the sun's rays are long, low and soft. Avoid the glare of the noonday sun when the shadows are harsh and unflattering. Be careful of shadow problems – under the neck, across the back and down the flanks – when the sun is behind you and directly on your subject.

Overcast conditions create very flat lighting with no shadows. Some of the best lighting occurs on bright cloudy days when you should be able to get good detail without the deep shadow problems caused by direct

sun. But remember that the background sky will be grey, so (again) try to get an interesting background of trees or hillsides.

Choose the right film

- 100-asa film is best in bright sun delivering bright, clear, sharp pictures but is not good for action photography.
- 200-asa film is an all-around performer. It turns up the colour in variable light with good all-around sharpness. Great for slow to moderate action.
- 400-asa film is ideal for outdoor action pictures and will handle a variety of lighting situations.

Bear in mind the relationship between film speed to grain and sharpness. Generally the lower the film's speed, the greater is the film's ability to render subjects sharply. Grain is more apparent in pictures made with faster films. As film speed increases, so too does the size of the grain-pattern. This grain will become more noticeable as you increase the enlargement of your picture.

With action subjects, you will need to decide whether you want to use a slower film for sharper, finer-

grained pictures or a fast action-stopping film. If you opt for a slower speed film, you will lose some action stopping ability, but if you choose a faster film to stop the action, you may realise some increased grain.

Remember, as you enlarge your picture so too do you enlarge its grain. At moderate print size (postcard size), grain is barely noticeable, even with fast films. But as enlargement increases, the grain becomes more apparent, and image sharpness diminishes. If you are planning an extreme enlargement, your best results will be achieved by using low to medium-speed films.

Digital photography

Digital photography is better suited to the electronic media, such as e-mail. For printing purposes conventional photography is still considered superior to digital. Nevertheless the number of converts to the digital process is burgeoning. A few of the clear advantages of digital photography are the ability to see the results almost immediately, the elimination of the processing function, and the ability for the photographer to easily 'edit' his or her pictures.

Shanbrooke Casanova

Port Macquarie

Adori Alpacas
Rick Hodgson
02 6581 0938
0418 810 938

Canberra

Alani Alpacas
Phil and Dot Ware
02 6292 2316
0412 922 776

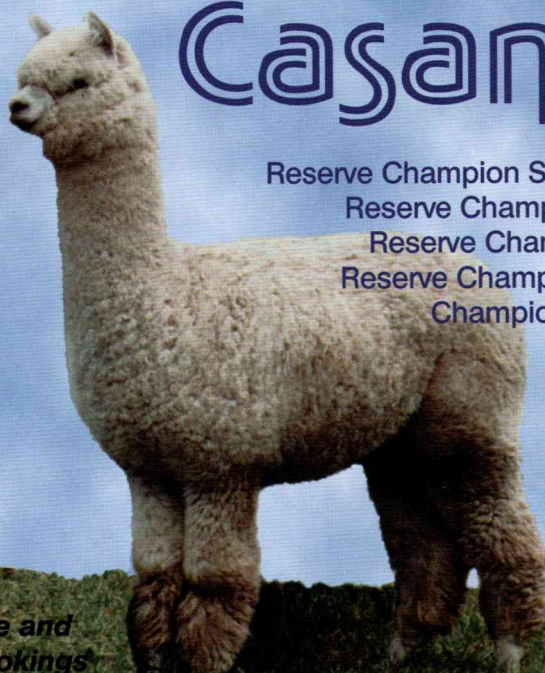
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But these 'advantages' do not necessarily mean that the pictures you are viewing on your screen will reproduce as accurately as you would like.

Computer screens do not require, and are not capable of the sharpness and detail that printing methods demand. Most affordable digital cameras capture images in 72 pixels per inch (ppi) to match most computer monitors. The minimum resolution preferred by printing methods for sharpness and detail is 250 dots per inch (dpi), preferably 300 dpi. Therefore when shooting your pictures, always capture the maximum number of pixels your camera will allow. You won't be able to fit as many pictures in the camera's memory because more pixels mean larger file sizes. But that's a fair price to pay in exchange for noticeably better pictures. Remember, most digital cameras do not refer to the dpi, instead supply print sizes (640 pixels wide x 480 pixels high). The print sizes do not refer to dpi; they simply refer to the print size you will see on your monitor.

Some other considerations when using digital photography:

- As the image is enlarged for reproduction, so too do the pixels. Naturally the reverse applies when 'scaling down' your image. Therefore, like conventional photography, it is preferable to supply your images larger than the final publication size, as it is always better to reduce rather than enlarge images for better quality. Do not enlarge your pictures in an image editor. This will only enlarge the pixels or add new ones and you will lose image detail.
- Do not compress files as it affects image quality.
- Good lighting is essential for good pictures. The light sensitivity of most digital cameras is equivalent to 100 speed film, which means low lighting results in dark and grainy images. If your camera has a flash, you may need to use the flash to bring your subjects out of the shadows.
- Very few digital images emerge from the camera looking as good as they can. With some judicious use of an image editor, you can brighten up underexposed images, correct colour balance, crop out distracting background elements, and even cover up small blemishes, such as hot spots created by reflected light.

- Transmitted images (your computer screen) use an RGB (red, green, blue) colour system, whereas reflected images (printing) use a CMYK (cyan, magenta, yellow black) colour system. What the eye perceives from an electronic screen is vastly different to what it perceives printed on paper. I recommend that you print the images out on your colour printer before making your decision as to what images will reproduce the best.
- If your images are too dark or flat in colour, you should manipulate the images to your satisfaction with your photo manipulation software, and (again) print them out, then save the result in CMYK colour mode and TIF format before forwarding them, along with your print out, for publication.

For further and more technical information on photographing your alpacas visit your local library. I referred to the following books which provided some excellent tips.

- 'The Art of Wildlife Photography' by Fritz Pölking, Fountain Press.
- 'Photographing on Safari' by Joe McDonald, Amphoto Books.
- 'The Wildlife & Nature Photographer's Field Guide' by Michael Freeman, Thomas Nelson.
- 'Digital Photography for Dummies' by Julie Adair King, IDG Books.

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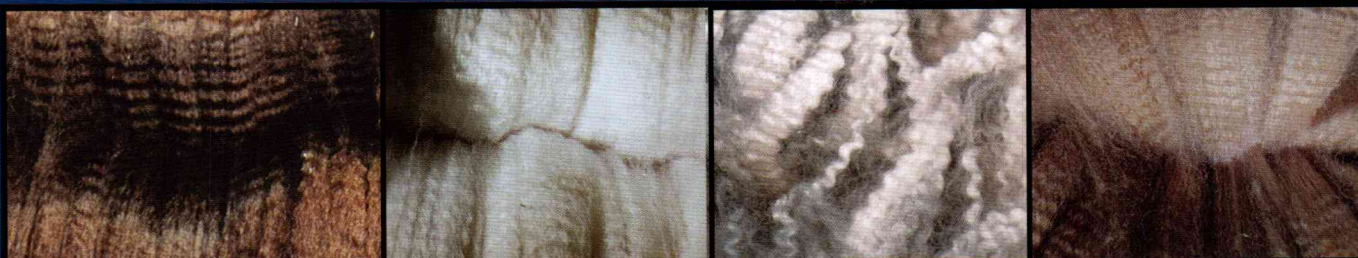


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'Arequipa'

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Crew neck jumper [4 neutral colour pattern] [s, m, l, xl] \$275.00

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Photography Chris Gillham



Hand woven scarves
 in plain, striped or checked \$45.00

A Touch of Alpaca
 03 5149 2428
 03 5199 2599

Photography Bianca Shepherd



Photography Bob Hughes



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'Dargo'

in any natural colour and length combination [s, m, l, xl] plain \$175.00, striped \$185.00
A Touch of Alpaca
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Photography Jackie Ranken



Sports cardigan
 \$253.00

V neck sweater
 \$231.00

V neck slipover
 \$187.00

[colour range from cream, butter, red, navy, black to next year's brights] [xs to xl]

The Alpaca Centre, Australia
 02 4877 1399

Polo coat

3/4 coat with mandarin collar and side splits for ease of movement \$605.00

[navy, black, grey, brown plus other fabrics according to availability] [size made to order]

The Alpaca Centre, Australia
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Photography Chris Gillham



© Alpaca Granja

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[various colours and designs]
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Long sleeve fine knit jumper
\$240.00

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\$190.00

8ply alpaca wool \$140.00 p/kg

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Photography James Pipino

Beanie

70% fine alpaca, 30% merino wool
[fawn, natural, charcoal – matches with scarf] \$35.00

Scarf

70% fine alpaca, 30% merino wool
[charcoal/natural, fawn/natural] \$99.00

Rugged work socks alpaca/wool/nylon mix, from the 'Charles Ledger' workwear range [dark brown] \$16.00

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100% alpaca [black, grey, navy] \$22.00

Australian Alpaca Co-operative Ltd
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'Yacar'

100% alpaca cardigan, triple knit
[peacock colours – can vary]
[m, l, xl] \$286.00

Alpaca Granja 03 5259 3630



Photography James Pipino

Crew neck jumper with suede elbows

male/female rib knit in 60% fine alpaca, 40% merino wool
[navy, brown, fawn, charcoal] [s, m, l, xl] \$169.00

Fine knit vest

female sleeveless vest in 70% fine alpaca, 30% merino wool
[fawn, natural, charcoal] [s, m, l] \$169.00

Australian Alpaca Co-operative Ltd 03 5229 5100

MARKET PLACE

Undying Loyalty

by AMANDA SENIOR
COBAKI CREEK ALPACAS, NSW

Mark and I had reached 40 something and realized the rat race of the city was not doing either of us any good. So, over a period of about 12 months, we bought some land at Cobaki (west of Tweed Heads), alpacas and our first Maremma, Ralph.

Over the next eighteen months, we fenced paddocks, raised our two little crias and bought Ralph a mate – Sam.

It was March 1999, things were going well although it had been raining for weeks and I'd had a few uneasy moments when the causeways leading to our drive had been awash. Fred, our dairy-farming neighbour and self-appointed advisor, has lived in the area for 47 years and he assured me that we had positioned our paddocks well and that those areas never flooded.

On this particular morning, I had to go to work but since the water was still up and a four-wheel drive was needed, I'd arranged a lift with Fred's wife, Cathy. She was only working the morning so I changed my schedule to ride home with her as well.

Back home at one o'clock, I checked our little herd and gave the dogs their customary pat on the way up to the house that sits on the top of the hill and overlooks the entire property. It was still raining but that was nothing out of the ordinary. The creek was up but no more than previously, and I simply HAD to get some accounts done since I'd been avoiding them for weeks.

After about an hour, I wandered outside to peer through the rain at the paddocks and decided that since I

couldn't see enough (drat that rain!), I'd better go down and have a closer look. Mark would have called it worrying unnecessarily, but he was working in India so I called it 'minor concern'. I just wanted to reassure myself that there were no problems. So on went the wet-weather gear and off I went on the farm bike.

Once down at the paddocks, I realized just how fast our little creek

down. Although I usually have no problems with moving them, this time they flatly refused to move. They were as frightened as I was quickly becoming.

I just couldn't believe it – our little paradise was becoming a swirling mass of very fast-flowing water and my lovely alpacas and Maremmas refused to move. The creek had broken its banks and now covered 40% of our 'safe' paddock and the force of the water was moving us all closer and closer to a huge waterhole.

With the water now up to my knees, I grabbed Sam, who, being the smaller dog, was now unable to keep on her feet, and dragged her out of the water to higher ground. I was convinced that Ralph and the alpacas would follow us – I was trying to save them all, wasn't I? To my absolute amazement, they didn't. They didn't even budge an inch. And the moment I put Sam down, she launched herself back into the water and swam back to the herd.

"That didn't work, Amanda, quick, try something else," I told myself. Well, there was nothing else for it but to manhandle the alpacas one by

one out of the water – that is, if I had enough time. I waded back in, cursing and panic-stricken, and grabbed Sweet Caroline (she was pregnant), up-ended her and dragged her through the water by her legs. She was half-frozen with fear which was just as well because I couldn't have handled her otherwise.

Then came the second amazing



was flowing. This was now a definite worry! I didn't care that Fred had said 'they've never flooded'. There was nothing else for it but to move the alpacas and dogs to safety in a higher paddock.

The water was rising quite rapidly now – and I didn't like it one little bit! My alpacas and dogs were huddled together and the rain was pouring

thing of the day – the alpacas now decided to follow me – Ralph and Sam (with Sam swimming) moved them right along with me to firm ground. At which point I couldn't tell if my face was wet because of the rain or the tears of relief. What wonderful dogs!

We all just stood motionless for a while. I had gone so close to losing them all. I gave Ralph and Sam a big hug as I watched the water take down our fencing as if it was made of matchsticks and then moved all the animals up the hill. I went inside to change into dry clothes, make myself a stiff drink and contemplate what would have happened if I'd worked a full day.

We discovered later that the water was higher that day than it had been since 1921. We're hoping it will be another eighty years before the next flood.

If anyone had previously tried to tell me how far the loyalty of Maremmas would extend, I wouldn't have believed them. Now we wouldn't be without them.

Ralph and Sam still protect our herd but now they have a second job – training their pups – Lucille, Leibling and Max.

It is thought that the Maremma breed dates back to the times of Ancient Rome. They have been bred in the high Appenines and ObruZZi region of Central Italy for approximately 2000 years. These dogs guarded shepherds and their property but the prime function of the breed was to protect the flocks (sheep, goats etc) from attack. The breed is utilized all over the world protecting a variety of stock. ■



Sam and her pups at about 4 weeks old



Sam with alpacas and pups Max and Leibling

Ralph joining in at feed time



Sam with alpacas in paddock that was under about 50cm of water



- SOMETHING OLD, SOMETHING NEW -

From Antiques to Alpacas

by JANICE & GARRY WARD
MONTEAGLE ALPACA STUD, NSW

Before Alpacas

Garry Ward has been a farmer for 50 years. During this time he has had sheep and cattle and grown broad-acre crops including grain and oilseed crops and hay.

Janice Ward comes from a long line of farmers and graziers and recently retired from a teaching career of over 35 years. Her hobbies include travel, gardening, family and local history, crafts of all kinds, collecting and archaeology.

When they sold their 2000 acre farm at Quandialla and moved to Young in 1979, Janice said if they bought a smaller farm Garry could buy vintage cars and they'd go on trips, which they did. Five years later they sold out and bought 'Bonnie Doone' near the village of Monteagle, which later became their stud name. This property had more acres, as well as an historic home and a stone squatter's cottage. These provided a perfect setting for their collection of vehicles, farming and household memorabilia and antiques, and Garry continued to add to the collection with tractors and engines. They joined a group that occasionally hosted overseas farmers and enjoyed it so much they decided to also entertain bed and breakfast guests and coach groups.

Alpacas - for pleasure and business

Janice continues the story: I had been collecting newspaper cuttings about alpacas since they were re-introduced

into Australia (just as I had collected newspaper cuttings about other alternate industries, but decided against them). When I retired, at the end of 1997, we thought alpacas would be a nice retirement interest and they would also add to what we offered guests.

As Bluegrass Alpacas was close to us and they had been featured in a recent Land Newspaper, we contacted them and they said to come over ...

learning as we went. We found the people attending events to be very friendly and helpful.

We were too old to begin from the start, so we decided to purchase good quality young females and to join them to carefully selected top stud males. Buying young females also enabled us to enjoy them as they grew up. We visited various other studs inspecting alpacas for sale and from August to November of 1998,

bought six young females. We had just taken delivery of the first three, yarded in four gates, when a coach arrived to view the farm collection. Garry was concerned that the alpacas might take fright at the crowd, but before he could do anything about it, the people were all around them, loving them and wanting to know everything about them! The three alpacas were not at all worried. They were enjoying the attention.

Bed and breakfast guests and coach groups continue to be fascinated by the alpacas, as many have never seen them before, and they express keen interest in the fibre. It is fortunate that alpacas add to our attraction as a tourist site, as we will not be making any money from them for a good while

yet. We have had several disappointments, including a loss of embryo late in pregnancy, another female which was difficult to join and the birth of more males than females, which slows our future breeding program. However, we both enjoy them, as they have plenty of personality and are also very easy to handle.



Bed and breakfast guests, Eva and Per Daufors of Sweden, feeding Pasma and Sugar

and that's where it all began! Following this friendly and informative visit, we also visited several other studs - Cedar House, Warralinga and The Gorge - who spent a lot of time with us. We bought reference books and also attended shows, field days and auctions,



Three year-old, John Arthur Coltman, who had just been to the zoo, feeding the kanga ... gira ... What is it? ... alpaca!

We purchased a Toyota Hiace bus with dual air-conditioning to go to the vet or to joining. The alpacas seem to enjoy their trips and we have no trouble getting them in and out of the vehicle. They are always a highlight whenever we pull in for fuel or a meal.

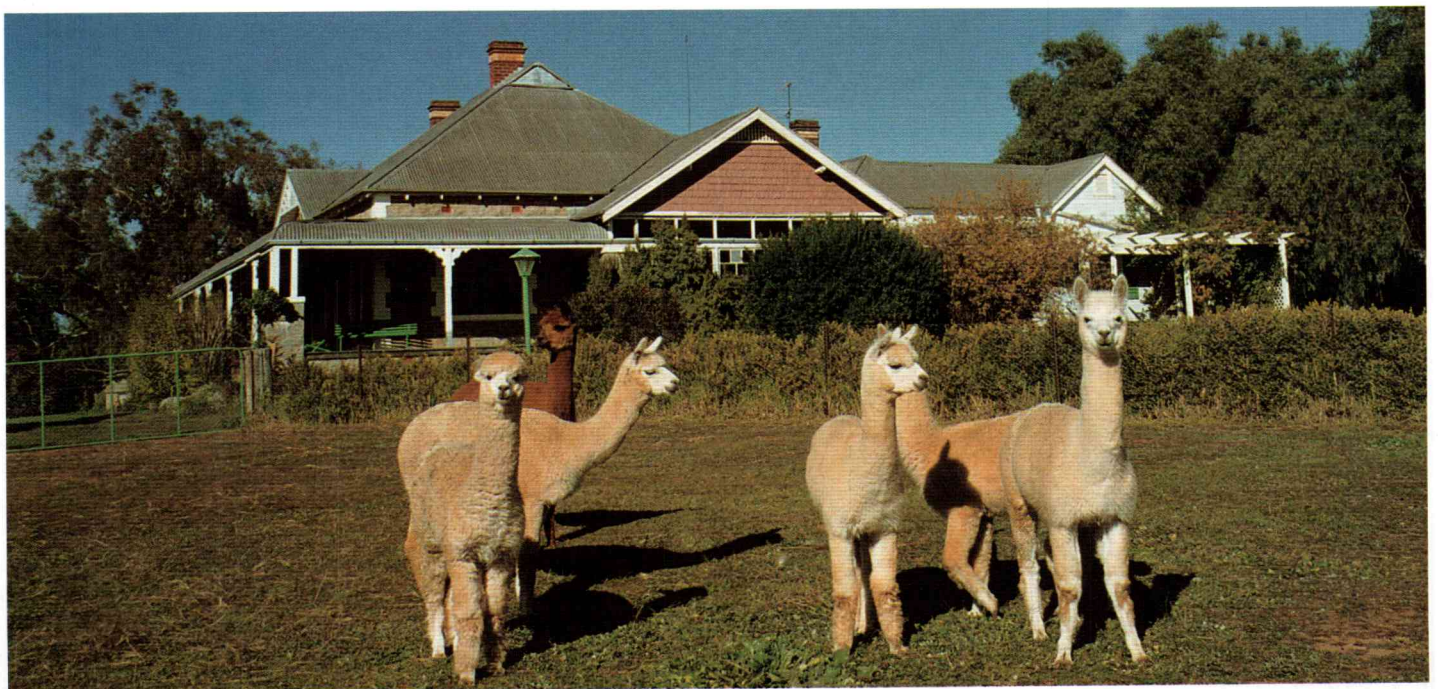
As yet we have not entered any shows, but are looking forward to this

as a learning experience. Hopefully, some of the crias born this year will be in the ring in February if we do not have a hot summer.

Now we are moving again – closer to Young – to a wonderful, historic 1914 mansion with original en-suites and a lovely old garden with plenty of bird-life. Set on just 42 acres with

lovely natural gum trees, our new enterprise, 'Marina Homestead Bed and Breakfast', will allow guests and us to enjoy an alpaca farm to the full. If I spend a little less time patting, hand feeding and watching them, I might even find time to start knitting and crocheting the fibre I've been saving! ■

Olga, Tamara, Margarita, Sugar, Pasqua and Rebecca beside 'Bonnie Doone B&B', Young



Running Suris

by JEFF McNEILL
TAMBO DOWNS ALPACA STUD, VICTORIA

We first became interested in alpacas approximately eighteen months ago, at the same time as I was preparing to qualify for the Paralympics for the fifth time. We are new breeders with in excess of 30 Suris, so there has been a lot of action and rapid learning going on around here. We have been listening to the experience of others and have not been afraid to ask questions.

The alpacas have given me alternative things to think about other than the 29th October 2000 when I compete in the Blind Marathon in Sydney. People ask me, "If you're blind, how can you manage farming and alpacas"? Well, the answer is, "Alpacas are gentle and I can develop a relationship with an animal, particularly when halter training".

The pure blood Suris we have are predominantly coloured and include Peruvian and recent Bolivian imports, plus a fine grey suri sire with excellent conformation named *Tambo Downs Bolivian Flashman*. He will be standing at Tambo Downs Alpaca Stud in East Gippsland, Victoria and at Pucara Alpaca Stud in Torquay, Victoria.

Our aim is to breed coloured Suris and we are excited by the range of colours which we expect to produce, in addition to white and fawn. We understand that Suri product is preferred in natural colours and, like all alpaca breeders, our breeding program is aiming to achieve animals with fine, lustrous fibre and excellent conformation. Don't let the words "niche market" make you think small, it is a specific fibre market with a large market internationally, so think big. At present it is under supplied internationally.

The fleece aspect of the industry is largely very tactile, so I win in part there. I work closely with Kaye to make up for my sight loss, because the other aspects of farming and animal husbandry are visual. Of course I cannot pretend it is not a challenge. That is what attracts us both to it. We have a lot of energy and are extremely determined people. The two of us are a

fractured skulls, internal injuries and fractured ribs and were both given only a 1% chance of surviving the accident. The year has been tough to get back to training, team selection and the opportunity to compete in the Sydney 2000 Paralympics. Athletics Australia has recognised my comeback as being the most outstanding athletic performance for the last twelve months. I am thankful and proud to be competing.

James Robinson, my guide runner, spent three months in a halo brace and was not allowed to run for many months. He has recovered well and ran in the Melbourne Marathon in October. It's a great feeling to be back on the road together again.

Now, at the age of 45, this is my fifth Paralympics and I will be looking at the Suri industry to direct my focus and energy after the Marathon. There must be challenges in life for us when the Paralympics are over. My running career began when I ran in the 1976 Paralympics and I have competed internationally for the last 24 years. I am currently ranked No.1 in the world for the

Blind Marathon. ■



Jeff McNeill (right) with guide runner

team. We are interested in developing superior Suri genetics for the future and want to give to the industry some of our enthusiasm and individuality. We look at what we can contribute and do, rather than look at what we can't.

The hills around our home in East Gippsland, which we share with our two children, Charlotte 15 and Lachlan 12, are my training ground. I train with a sighted guide runner or with Kaye riding the bike. Training for the Marathon requires 120-140 km per week so life is very full.

In March of this year, my guide runner and I were hit by a truck whilst on a training run. We both sustained

Jeff McNeill, together with his wife Kaye, operates Tambo Downs Alpaca Stud in East Gippsland, Victoria. Relative newcomers, the McNeills have taken on the challenges presented by the burgeoning alpaca industry with a determination equal to that which has seen Jeff meet the challenge for the ultimate in his sporting career. At time of writing Jeff was yet to compete in the Sydney 2000 Paralympics. We are pleased to report that he completed the Marathon in 8th position with an excellent time of 3 hours 4 minutes. Congratulations Jeff on a Marathon effort.

BUSINESS CARD DIRECTORY

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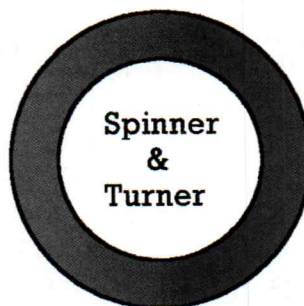
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*paca***pics**
*paca***pics**
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WINNER



*<...friends, Romans, countrymen,
 lend me your ears">*

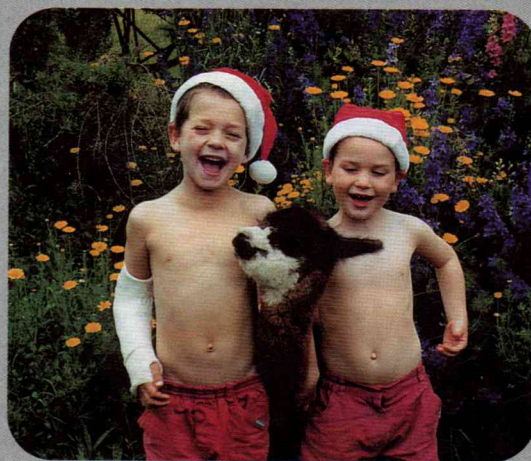
**Barbara and Richard Watson
 Alpine Alpacas, Victoria**

Since Issue no. 5, Winter 1993, we have enjoyed the charming photographs appearing as Paca Pics and, in recent times, senders of photographs chosen as 'Pick of the Pack', and any photographs judged good enough to be used on magazine front covers, have received a monetary reward.

From this issue, payments for winning photographs will no longer be made but will be replaced with alternative incentives for you to continue submitting your delightful photographs.

'Pick of the Pack' winners will in future receive a complimentary business card size advertisement insertion in the next issue of the magazine. The winners of front cover status will likewise receive a business card advertisement insertion in the next magazine as well as five complimentary copies of the magazine bearing their winning front cover photograph. The magazines will prove to be excellent promotional tools for your stud.

We look forward to your continued support of this popular section of our magazine.



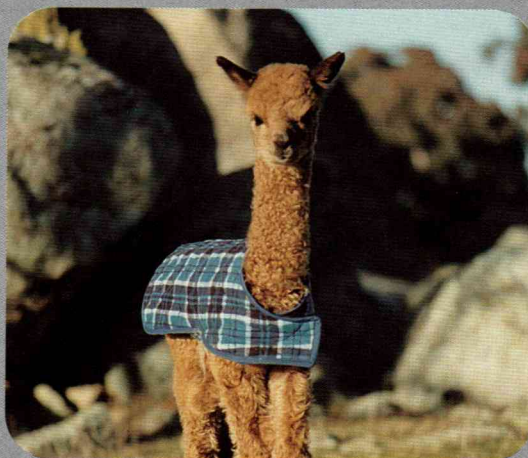
<I'm Alfie, and these are my elves>

**Joan Kent
 Ngullaminya Alpacas, NSW**



< Who left the gate open! >

**Barbara Richardson
 Geordie's Dream Alpacas, VIC**



< Something new, something blue >

**Heather Dunn
 Braeside Alpacas, NSW**



< Well ... Strike me lucky! >

Joy Allenby-Acuna
La Granja Alpacas, NSW



< It's hard work coming into this world >

David and Jacqui Ross
Narra View Alpacas, VIC



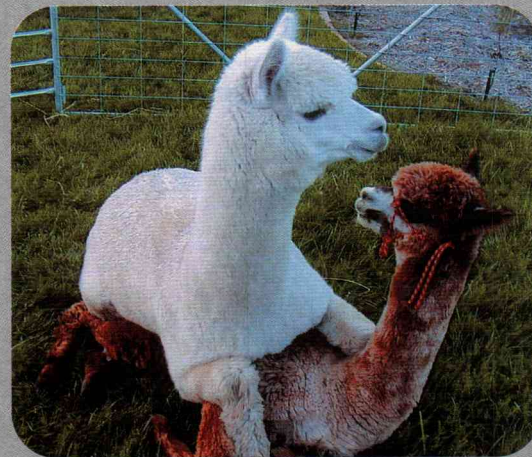
< Motherly love helps us feel secure >

Susie Clark
Chachani Alpacas, NSW



< I like trying these new positions >

Christine Eyres
Moondyne Valley Alpacas, WA



< Love is in the air >

Sandy and Allen Mercier
Pristine Alpacas, NSW



< I'm a PEAK alpaca >

Jo Delesantro and Wil King
Peak Alpacas, NSW

UPCOMING EVENTS

*Alpacas on show at the
following venues
- All welcome -*

January

- 28 BUNGENDORE SHOW - NSW
Venue: Bungendore Showgrounds
Highlights: Display of animals, merchandise
Contact: John Van der Straaten (02) 6238 3590

February

- 10 KORUMBURRA SHOW - VIC
Venue: Korumburra Showgrounds
Highlights: Alpaca and Fleece Judging
Contact: Alan Fraser (03) 5659 4271
- 10 TYRENDARRA FLEECE SHOW - VIC
Venue: Tyrendarra Showgrounds
Highlights: Fleece Judging
Contact: Rosemary Johnstone (03) 5529 2592
- 16 - 18 FAR SOUTH COAST SHOW, BEGA - NSW
Venue: Bega Showgrounds
Highlights: Fleece Judging - Friday 16th February
Alpaca Judging - Saturday 17th February
Contact: Susan Nielson (02) 6493 2602
- 24 - 25 VETERINARY WORKSHOP - WA
Venue: Peppermint Pool Alpacas, Albany
Highlights: Speaker - Dr Denis Ryan, (Victoria)
Open to all interested people
Contact: Helen Allen (08) 9844 6265
- 23 - 25 ROYAL CANBERRA SHOW - NSW
Venue: Royal National Capital Agricultural Society at EPIC, Canberra
Highlights: Fleece Judging - Friday 23rd February
Alpaca Judging - Saturday 24th February
Auction - Sunday 25th February
Contact: Jim Chapman (02) 6230 3243
- 25 BERWICK SHOW - VIC
Venue: Berwick Showgrounds
Highlights: Alpaca and Fleece Judging
Contact: Bill Plunkett (03) 9437 1534

March

- 2 - 12 BALLARAT BEGONIA FESTIVAL - VIC
Highlights: Alpaca Promotional Display
Contact: Meddwyn Coleman (03) 5448 8032
- 17 MT PLEASANT SHOW - SA
Contact: Trudy Stanley (08) 8388 0887
- 17 - 18 YASS SHOW - NSW
Venue: Yass Showgrounds
Highlights: Display of alpacas, merchandise
Contact: Carolyn Austin & Geoff McGowan-Lay (02) 6226 4169
- 22 - 25 LARDNER PARK FARMVISION - VIC
Venue: Lardner Park, Warragul
Highlights: Alpaca Promotional Display
Contact: Nick Veltjens (03) 5978 8666

- 23 - 25 CASTLE HILL SHOW - NSW
Venue: Castle Hill Showgrounds, Showground Rd, Castle Hill
Highlights: Fleece Judging - Saturday 24th March
Alpaca Judging - Sunday 25th March
Contact: Kylie Hollingworth (02) 9653 1696

- 24 RED HILL SHOW - VIC
Venue: Red Hill Showgrounds
Highlights: Alpaca and Fleece Judging
Contact: Mike Nichols (03) 5668 8288

- 24 WODONGA SHOW - VIC
Venue: Wodonga Showgrounds
Highlights: Alpaca and Fleece Judging
Contact: Sally McGregor (03) 5726 1524

- 29 - 31 TOOWOOMBA SHOW - QLD
Venue: Toowoomba Showgrounds
Highlights: Alpaca Judging - 31 March
Contact: Margaret Hassall (07) 4691 5806

April

- 1 WESTERN AUSTRALIA ALPACA EXPO - WA
Venue: Palandri Winery
Highlights: Alpaca display, Fashion parade, Veterinary & Shearing demonstrations, Wine tasting
Contact: Janice Dow (08) 9727 2599
- 6 - 19 SYDNEY ROYAL SHOW - NSW
Venue: Showgrounds, Homebush
Highlights: Alpaca Judging - Tuesday 17th April
Fleece Judging - Wednesday 18th April
Contacts: Julie Bird (02) 9655 1122
Lyn Dickson (02) 4576 5048
Junior Judging & Junior Handler classes - Thursday 19th April
Alpaca fashion parades throughout the Show
Contact: Helen Fritsch (02) 6359 5033
- 7 - 8 DAYLESFORD ROTARY FAIR - VIC
Venue: Victoria Park, Daylesford
Highlights: Alpaca Promotional Display
Contact: Sandy Sheahan (03) 5367 6543
- 27 - 29 HAWKESBURY SHOW - NSW
Venue: Hawkesbury Showgrounds, Clarendon
Highlights: Fleece Judging - Friday 27th April
Alpaca Judging - Saturday 28th April - full colour range in each class
(Entries to Hawkesbury Show Society, PO Box 382, Richmond NSW 2753 by 20th April)
Junior Judging & Junior Handling - Sunday 29th April
Contact: Graeme Dickson (02) 4576 5048
- 28 - 29 FARMVISION ALPACA FEST - VIC
Venue: Geelong Racecourse
Highlights: Alpaca and Fleece Judging - Saturday 28th April
Contact: Bob Clark (03) 5261 3714

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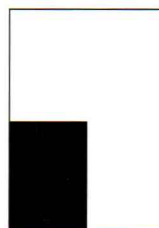
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Due: April 2001
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Issue 36

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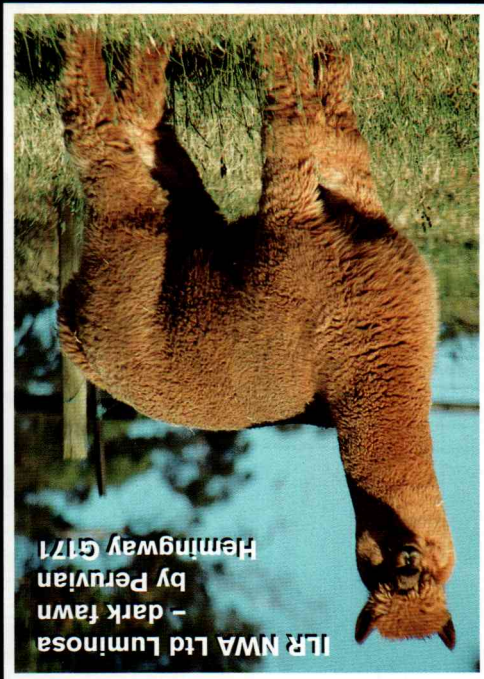
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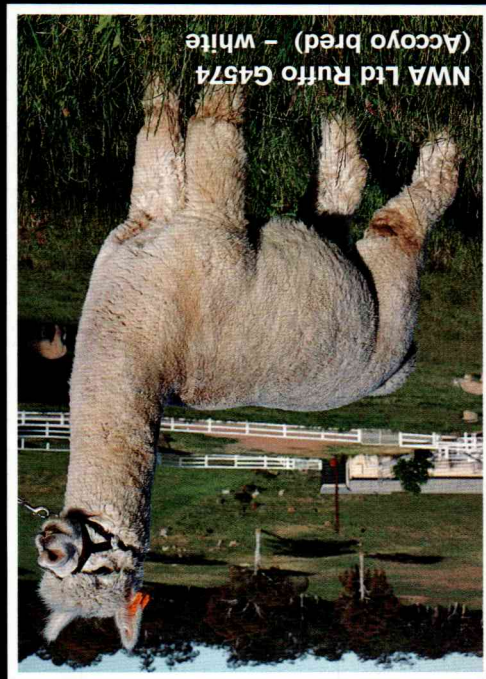
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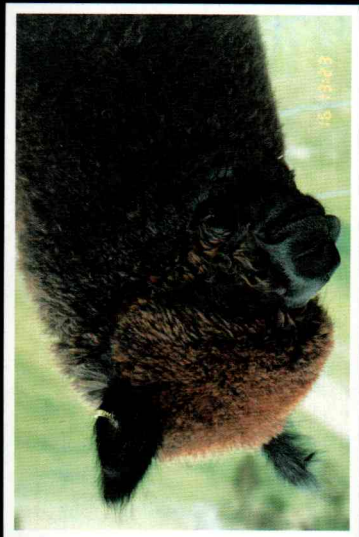
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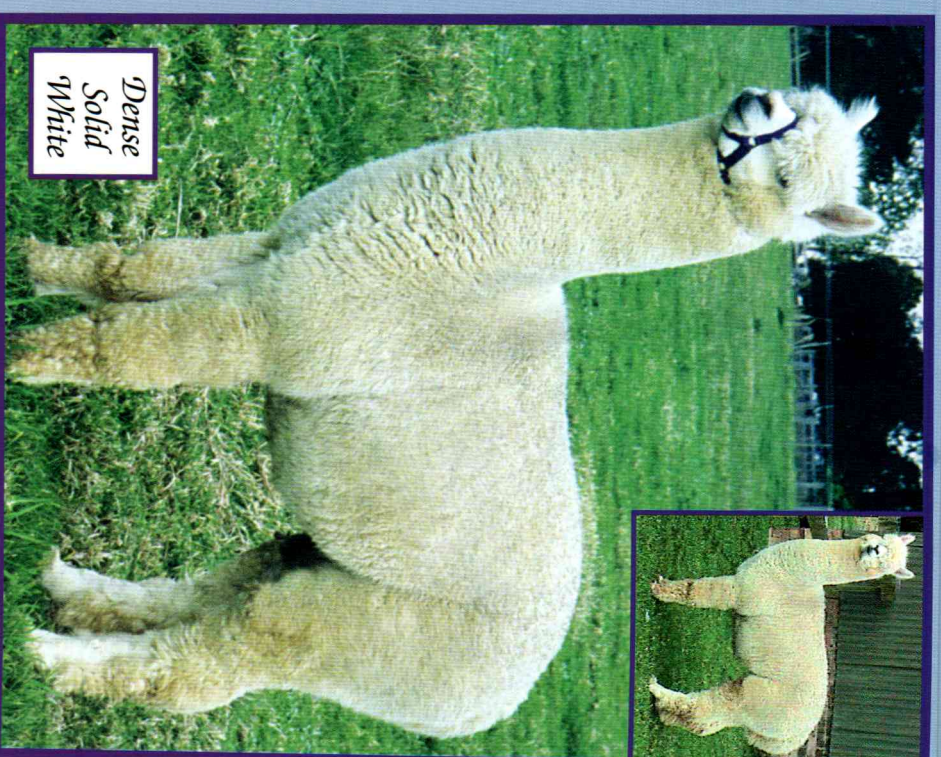
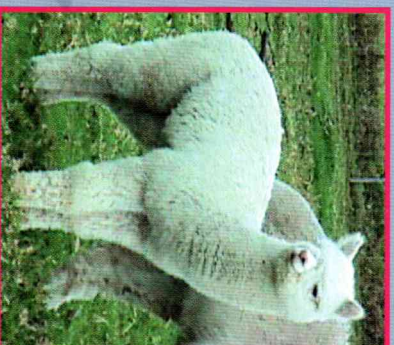
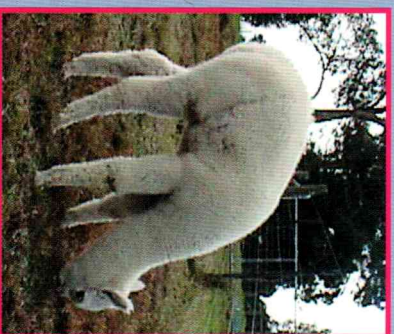
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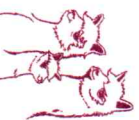


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Solid
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