



# MAPACA

Mid-Atlantic Alpaca Association

# Newsletter

**May 2007**  
Volume 7, issue 5



Peg Stephens at the Exhibitor's Meeting

## JUBILEE 2007

### Were you there?



Silent Auction



Avatoru, Hilldale Farm Alpacas, Holtwood, PA



Marsha Hobert helping Jay Hannah, Hannah's Farm Alpacas from Rhode Island



Buffy Saint-Marie from Rock Ridge Alpacas, Chester, NY.



Alpaca Matryoshka Dolls, unique offering from Leslie Loveless, Sierra Bonita Alpacas, Mapleton, UT

Caroline Trowbridge, almost 2 years old, taking a stroll with her baby. Sierra Bonita Alpacas, Mapleton, UT



Suri Show Ring

Twins Tabor and Risdon Reed, 8 months old HaSu Ranch Alpacas, East Meredith, NY.



Huacaya Show Ring

Alpaca Mascot—Blankstone Farm Alpacas, Coopersburg, PA



Cute suri from The Alpaca Trading Co.



Benjamin Gallagher from Garden State Alpacas, Avenel, NJ, with his felted egg made in the kid's felting class.



Fleece Show Ribbons

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# Jubilee 2007 Statistics

2007 Statistics		2006 Statistics
429	Farms	411
851	Stalls	841
1428	Halter Show (# animals)	1539
222	Fleece Show (# fleeces)	252
32	Fiber Arts/Skeins	38
44	Vendor Booths	49
627	Thurs. Dinner	630
494	Fri. Lunch	—
238	Sat. Dinner	318
18	Diamond Sponsors	18
13	Platinum Sponsors	20
10	Gold Sponsors	7
18	Silver Sponsors	11
39	Bronze Sponsors	26

Thank you to all our sponsors and to all who donated to the Silent Auction and the Raffle. We will list all the sponsors in the next issue of the Newsletter.

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## Editor's Ramblings:

With visions of cute alpacas still dancing in my head, I fell into a sound sleep last night; tired but exhilarated from the four days just spent at the 2007 Jubilee. I hope you all had a safe trip home and that everyone enjoyed the four days at the Jubilee as much as I did. I think I must have lost 5 pounds walking from one area to the next interviewing breeders, visiting with friends, observing all that was going on, snapping pictures here and there as I went.

I met some really nice new people, Kathy, Rich and Jeremy Lutz from ABC Alpacas in PA. You may have seen Kathy tooling around with her son Jeremy, who is 24 years old, in his wheel chair while leading one of her alpacas with the other hand as she headed to the show ring. I was impressed by the dedication and love that Kathy and Rich demonstrated in taking care of Jeremy and the alpacas at the same time. Then there was Leslie Loveless, of Sierra Bonita Alpacas, in Mapleton UT, who showed me her unique and one of a kind Alpaca Matryoshka Dolls that were hand made in Russia.

Old friends were hugging me so much that they kept setting off my "Blue Tooth" from my cell phone which would then dial the last person that I called. So, Paul Connor, Carol Pfister, and Fred (my husband), knew I was getting plenty of hugs from old friends!

Then there were the cute alpacas! It doesn't matter that I've had alpacas for the last 7 years. Each face was cute and I had to take pictures of a number of them. I especially thought little Buffy Sainte-Marie (named after a folk singer from the 60's) was soooo cute. We communed together for a while and I reminisced with her owner about the folk singers of the sixties. After all, I was a guitar toting teenager at that time with long blond hair who loved "Peter, Paul, and Mary," and spent many an evening sitting out side with my friends, playing our guitars together and singing folk songs.

Some of my friends did real well in the show ring, and we celebrated their successes. Some didn't do as well as they hoped and we commiserated together. I handed out plenty of flyers, talked to quite a few interested future alpaca breeders, and I had just a great old time laughing my head off at the dinner Saturday evening! **Best to you all, Alice**

## MaPaca Meeting

### Schedule—2007

**July 15, 2007 (Sunday)**

**Annual Meeting Oct. 21, 2007**

**(Sunday)**

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

## Calendar of Events

**MAY 11-13, 2007- Seventh Annual Spring Fling Alpaca Auction** held at WoodsEdge Wools Farm, Stockton, New Jersey. Easy to choose, easy to buy, easy to get to, the Spring Fling Auction is the auction of choice for you to attend! Excellent seminars with NEW information important to breeding and the industry! RSVP today at [www.springflingauction.com](http://www.springflingauction.com) or call **Brent and Linda Berry Walker at 609 397-2212.**

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

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

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

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

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

# Getting Ready For Your Alpacas (Part II)

By Renee & Barry Prokop, Alpaca Vista Suris,  
Spotsylvania, VA

## Monitoring –

In many cases, alpaca owners use some type of security to watch over their herd. Some use guard dogs, others llamas, and still others electric fences. Alpacas, by their very nature, are very watchful of their environment and have their own language and social order. Alpaca owners come to understand and recognize the sounds that an alpaca will make if they are mad, scared, or content. While all security methods give alpaca owners their own level of comfort, we felt that with the proper fencing we could rely on the alpacas themselves to alert us if anything out of the ordinary occurred. Our farm in Washington State uses a baby monitor to alert them if anything unusual is occurring in the pasture. The transmitting unit is placed in a protected area next to the pastures and the receiving unit is in their house. If we notice any persistent danger, then we will increase our monitoring measures. But for now, it seems to work quite well.

## Heat Relief –

Summers in Virginia can get quite hot and humid. Alpacas can become heat distressed if the sum of ambient temperature and humidity exceeds 150°. One alpaca owner has commented, "Stand outside in a fur coat for a couple of hours in 100 degree heat and than you will know how an alpaca feels." While alpacas have their own methods of self-regulating their body temperatures it is wise to find ways to reduce the body temperatures and reduce the stress that they feel caused by extreme heat. Heat relief methods that we have heard include:

- Watering down a concrete area;
- A kiddy pool;
- Sand box with a soaker hose about 2 inches below the sand;
- Barn fans;
- Sprinklers; and even
- Air conditioning.

For now, we will stick with barn fans since they are easier to deploy and use as well as easier on the fiber.

## Gate Locks –

The first time that we see our alpacas trotting down the driveway will be one time too many. Alpacas are curious animals and will certainly take the opportunity to see if the pasture is greener on the other side. Gate locks are an important safety precaution not only for your investment but also for your alpacas. The ones that came with our gates did not seem to be easy to manipulate and use. If that is the case, then it is always a temptation to just throw the chain over the gate to hold the

gate in place rather than locking the gate each time you enter and exit a pasture. There are easy to use gates locks sold separately at farm and hardware stores that should be purchased and used. It will be more expensive than using the chain and clip that routinely come with gates but it is cheaper than chasing an alpaca down the road or discovering a rouge alpaca in a pasture that it shouldn't be in.

## Alpaca Tracking Software –

One important farm management and sales activity is tracking the health, habits, and events that happen on the farm and with your alpacas. The more organized the record keeping, the easier it is to document the life of your alpacas. This becomes critical not only in being able to better manage your farm but when selling your alpacas. Buyers will want to know as complete a history as possible on the alpaca in question so that they can be comfortable that they are getting a quality animal that has been well cared for. There are many different types of tracking software on the market and some are specifically designed to track alpaca farm activities. Many of the products will offer a free trial period or a demonstration disk. As a beginner, we will be purchasing software specifically designed for alpacas. This will, we hope, guide us better in what activities to document as well as what information we should be collecting over time for marketing, sales, and health and management issues.

## Watering Stations –

Clean water is essential to alpaca health. It is curious that we have seen a number of alpaca owners try to use the same watering methods used by our horse friends. Alpacas will drink about 1 to 1.5 quarts daily therefore, it is probably a little over kill to use a horse trough for alpacas. Just from a practical perspective, it is hard to manage that much water. We installed watering stations that have a float that automatically refills the container when the water goes below a certain level. The watering stations are available in each pasture and provide the alpaca with a ready supply of fresh, clean water.

## Winter Watering Station –

Having available water when the temperature drops below freezing can be a challenge. The simplest method would be to transport warm water out to the pastures a couple of times a day. Our previous owners used a heated horse trough for their horses and they indicated that they noticed a severe spike in their electrical bills during the months that they had to heat all that water. For a solution to this dilemma we turned to our aquatic friends and visited the local pet store. We found a submersible aquarium heater, which used only 25 watts of electricity, and will heat about 5 gallons of water. Perfect for alpacas. If there isn't power available in the fields then solar power may be an option to power the heater.

## Veterinarian –

*(Continued on page 5.)*

*(Continued from page 4.)*

The time to start looking for a Vet is long before the alpacas arrive because when you need a vet, You Need A Vet! The best place that we found to find out about local vets was asking other area alpaca owners. After you start to know other farms in the area try to schedule a visit when their vet is going to be there. That way you can meet the vet, see them in operation and understand how they may work with you on your farm. However, be considerate of the vet and owner. Vets charge by the hour and asking too many questions may distract the vet and be expensive for the farmer owner. Make an appointment with the vet to visit your farm before the alpacas arrive. This is the perfect time to interview the vet. Don't be shy in asking the rates, their availability, expertise, and specialties. Treat the vet like you would if you were picking out a doctor for your children. It is also a good idea to have a number of vets that you can work with since some have better rates, others have better expertise in certain areas that you may require and not all vets will be available when you need them.

**Animal Hospital –**

If there is a tragic event on the farm, the life that you save may be your alpacas if you can get them help quickly. Like finding a vet, knowing where the closest animal hospital that is familiar with camelids may become important if needed. Setting up an appointment and visiting the hospital will accomplish two objectives. First, you will know how to get there if you ever need to and second, you can meet the staff that may be called upon to work with you in a crisis. Getting to know who they are, how to get a in touch with them, and how to get there quickly may save your alpaca's life.

**Medical Kit –**

At first, we let the vet handle everything. As time went on and we grew more confident in our ability to care for the alpacas we consulted our vet to determine what care we could safely provide to the alpacas. We discovered that there were many medical activities that we could do ourselves with their advice and guidance. I believe that this will evolve over time, as we get more experienced with our alpacas. As we are able to provide more medical care, our medical kit will expand.

**First Aid Kit –**

There are many lists of what should be included in a first aid kit available on the Internet. The key is to have them available when they may be needed. We consulted our vet, and other local farms to determine what they carried in their kits. We went to the hardware store and purchased a toolbox. We then went to various drug, grocery, and hardware stores to stock up on everything on the list. Pre packaged first aid kits are also available but they typically are not as cost effective or have the range of supplies that you will need on an ongoing basis.

**Transportation –**

Once the alpacas are on the farm you may never envision them leaving. However, emergency trips to the animal hospital, alpaca shows, and breeding may all require moving the alpacas to other locations. The good news is that alpacas travel well. So if you are moving one or two alpacas, then a minivan may suffice. Moving more than one will probably require access or an investment in a trailer. Double axel trailers should be used whenever possible since one blown tire on a single axel trailer might cause it to tip over. Make sure that you equip the trailer with a temperature/humidity thermometer. During warm weather it is easy to exceed the sum of 150 for temperature plus humidity, and stress the alpacas. With the amount of investment that has been placed in the alpacas, it is wiser to error on the side of caution.

We are sure that we will learn of more items that we should have considered but didn't. We are hoping that we considered the major ones and the rest would certainly become apparent to us as time goes by. So with all of these items in place, we stood back and surveyed our domain with pride and joy thinking that we were ready to receive our curious and frolicsome alpacas. Did I happen to mention that I had not actually ever started a farm before much less an alpaca farm?

*Copyright, 2005: Alpaca Vista Suris*



# Welcome Our New MAPACA Members!

**Cindy Troutman & Glyn Owen,  
The Farms at Mt. Calvert,  
Upper Marlboro, MD**



**Funny experience at the Jubilee—Send it to me!  
Happy experience at the Jubilee—Send it to me!  
Learning experience at the Jubilee—  
Send it to me!  
Any experience at the Jubilee that you want to  
share - Send it to me!  
fpalpacas@aol.com**

## **C**lassified Ads:

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

- 1. Alpaca Equipment:** chutes, scales, hay saver feeders, Tooth-A-Matic, shearing tables, Pro-Tie & mats, panels & gates See our insert in this month's Newsletter or visit us on-line at [www.lightlivestockequipment.com](http://www.lightlivestockequipment.com) or call Jay Ward of AuSable Valley Alpacas at 518-524-0545.
- 2. Transportation Services** from Origins Alpaca Ranch: Private Transport, Emergency 24/7 Transport and "The Show String" - Will transport your alpacas to shows and show them on your behalf. **If interested contact Mike Kober at 908-239-8676 or [mike@originalalpacaranch.com](mailto:mike@originalalpacaranch.com).**
- 3. Non-Breeder Boarding**—Fenwick Manor Farm is now offering a discounted boarding option for non-breeder alpacas. In our lush 5 acre pasture, alpacas have plenty of grass and room to roam. One nominal fee covers a year of boarding, basic shots and shearing. Save your pasture space for your ladies! Let us care for your fiber Animals. **Contact Katharine Thompson, Fenwick Manor Farm in New Lisbon, NJ—[FMFAlpacas@Fenwick.net](mailto:FMFAlpacas@Fenwick.net).**
- 4. Custom Fleece Processing**—Rovings (loose or center pull bump), batts, various weights of yarn or felt sheets available. The Fiber Factory, 1086 Industrial Park Road, Hornell, NY 14843. **Call Wendy at 607-382-7811 or contact us at [east-valley-alpacas@eznet.net](mailto:east-valley-alpacas@eznet.net) or [www.east-valley-alpacas.com](http://www.east-valley-alpacas.com).**
- 5. Transportation and Showing Services** provided by Warford Creek Alpacas, LLC. No trailer or time to show your alpacas? Let us Transport and Professionally show your alpaca (s) for you. We will be attending all the Spring and Fall shows for 2007, so book early. **Contact Deborah Hoff at 908-996-2128 or 980-894-8044.**
- 6. Advertise** your alpacas for sale, herdsires or alpaca equipment or services on our highly ranked website. **Go to [www.MountAiryAlpacas.com/ads.html](http://www.MountAiryAlpacas.com/ads.html) for more information.**
- 7. Alpaca Care DVD**—shots teeth & toenail trimming, birth, breeding, comprehensive segment on shearing and shearing equipment and more. **Contact Kate Perez 301-607-9129 or [www.mountairyalpacas.com/](http://www.mountairyalpacas.com/).**

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- 8. Supplies for Sale:** Arlyn Scale 4 yrs. Old-\$500 (\$850 new), metal alpaca panels \$30. 1/2 inch thick stall mats \$20. **Call Mike at (908)239-8676.**
- 9. Tis the season for alpacas to become naked.** If you do your own shearing and would like to save your back and make the job significantly easier, we have a shearing table for sale. Our table is the Totara Grove Shearing Table that was developed in New Zealand. We have used this table for 5 seasons and it is in excellent condition; comes with a shearing guide and a video. It's a steal at \$1,600. If you would like to become the new owner, we could deliver it to you at the Jubilee, or other arrangements can be made for delivery. **Call Bob or Lee of Almost Heaven Alpacas at 304-496-1073.**
- 10. Shearing Table**—Excellent condition, used 1 season for 12 animals. Asking \$850.00. **Call 302-381-6062.**
- 11. WANTED—Small Used Livestock Trailer**—Needs to be light enough for our 4-cylinder truck to pull, and in good condition. **Contact Jim or Tish Carpinelli at 609-889-4957 or email [tish@dandy.net](mailto:tish@dandy.net).**
- 12. Alice Y. Brown—Freelance Writing Services**—If you need something written and don't have the time to do it, call Alice at 856-697-8127 or 856-305-7059. Also secretarial services available.
- 13. Boarding or Long Term Leasing of Farm Land for Your Alpacas**—The Farm at Rainbow's End, located in Lafayette, New Jersey, in Sussex County offers Boarding or the opportunity of Leasing Land for your Alpaca Farm. With 60 Acres of pasture and Woodlands available, there are unlimited possibilities for structuring your own design or simply to integrate your herd with ours. We also have 75 acres dedicated to growing Premium Orchard Grass Hay. Our Complete Package is Full Care including Veterinary Services on the Farm. Facilities include a Maternity Barn. Dr. Lori Walker DVM co-owns and lives on the farm. Call or visit us and make the Farm at Rainbow's end your alpacas home. Contact Larry Scheer at 973-903-8624 or email [larryscheer@earthlink.net](mailto:larryscheer@earthlink.net).

# CUSTOMER SERVICE - The 80%:20% Rule

By Monica Kline, a Suri Farm, Ltd., Myerstown, PA

I have a brother (actually, I have four brothers) who has this goofy hypothesis he calls the “80:20 Rule.” I’m beginning to learn that my brother, John, may not be so far off base in his thinking. His rule says that in the world of customer service 80% of the time, you get a moron (his word, not mine) and 20% of the time, you actually get someone who knows what they’re doing.

I think we all can cite examples that would prove John’s theory to be true even if the numbers don’t fall exactly at 80 and 20. You know what I mean, I’m sure of it. Remember the last time you were in the checkout line at a store and after the cashier had rung in your purchase and then typed in the \$10 you handed him... you found that penny in the bottom of your pocket so you’d get a quarter back instead of twenty-four cents? You know what I’m about to say... the *deer-caught-in-headlights stare...the oh-my-God-I’ve-already-hit-the-cash-tendered-button-now-what-do-I-do look*. That is a prime example of the 80% group. I don’t want to be one of them.

I hope we can all still think of an example of the 20% of good customer service providers. Maybe you went to a new restaurant, the food wasn’t so great, the lighting was a little dim but you were greeted and served by a bubbling waitress. You didn’t have to ask for more water because she was there to fill your glass before you said a word. When you thought you wanted pork chops, she’s paused at her order pad and quietly whispered, “They’re a little dry tonight – how about a steak instead?” These are the kinds of simple gestures that make you return, to give it another chance. Even though part of your experience was less than ideal, the warm personality and customer service of the waitress made you remember the night in a more positive way.

The alpaca industry is no different with regard to customer service than the grocery store or restaurant exemplified above. Some farms are good, some not so good. Nothing pleases us more than to have someone say, “Thanks, you’ve been so helpful.” We know that the way we respond to customers not only reflects on our farm but also on the industry as a whole. If we treat people well, they’ll come back to us as repeat customers. If they feel satisfied that they’ve received good customer service, they’ll send us new customers! This is how we will build into a successful alpaca breeding business.

Providing good customer service can be simple if you follow a few basic rules -

- ◆ Be positive and truthful.
- ◆ Be understanding of your customers’ needs.
- ◆ Communicate openly with them.

I can’t tell you how many times I’ve had people say to me (sometimes with a sneer on their face), “You’re always so happy.” Sometimes my sarcastic side leaps out and I’d love to retort, “I’m sorry, I’ll try harder to be grumpy and miserable...would that please you?” I think a positive attitude is

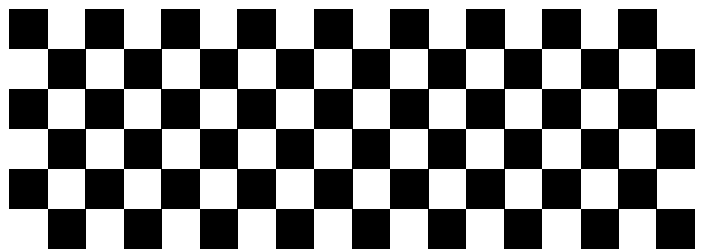
contagious. I don’t live in a dream world; I know there are curmudgeons who just don’t want to smile but I REFUSE to let their negative attitude override my positive one. In my rules of good customer service I said be positive AND be truthful. Even when you have to deliver bad news, you can do it in a manner that will buffer any negative response from your customer. It is of utmost importance that you always be truthful when dealing with customers. I don’t care how good you think you are at “bending the truth” it will always come back to haunt you and damage the reputation of your farm.

My second “simple” step to good customer service calls for understanding your customers’ needs. Are you a good listener? Or were you too busy thinking of what you wanted to say or do to hear what your customer really wanted or needed. Sometimes, to understand your customers’ needs means sending them to another farm to purchase an animal that you don’t have. Trust me, you may have lost one sale that day but you will gain the long-term respect of that customer and of the referred to farm. You will also, inevitably have a customer sent to you by one or both of them. Often if a salesperson doesn’t listen to his or her customer and forces a sale of something the customer didn’t want – that customer will never shop in that store again. Not only that, but that customer will be reminded of the bad experience every time she looks at that dress or scarf or alpaca she didn’t really want to buy.

Last, and certainly not least, is that you MUST communicate with your customers. Be it in person, by phone or via e-mail good lines of communication equal good customer service. In today’s world of instant messaging, text messaging, cell phones, landline phones, etc. there is no excuse for poor or lacking communication. Even if you have bad news to deliver, you must deliver the news. If the customer’s dam won’t get pregnant by your herdsire, don’t avoid calling them. Pick up the phone and discuss their options with them. Resolve the issue together. I can almost guarantee you that the overall response will be positive. No, they won’t be pleased to hear that their dam’s not pregnant, but your positive willingness to get to the bottom of the problem will speak volumes about you and your farm and the good customer service you provide.

And good communication skills and customer service don’t end when the alpaca leaves your farm in the trailer. If you want to have repeat customers who tout your farm to others, you must follow up with them. Call or e-mail in a few weeks to check on the alpaca. Send a thank you for your purchase card. Keep that client informed of events going on at your farm.

I hope these tips will help you to provide excellent customer service to your client. I challenge you to be one of the 20% gang.



## Camelid Veterinarian Continuing Education Grant Program

### PLEASE NOTIFY YOUR VETERINARIAN!

The Board of Directors of MAPACA is delighted to announce the establishment of an annual program to support continuing education for camelid veterinarians serving alpaca owners in the MAPACA region. Grants will be available up to \$1000 per session to attend camelid educational programs. Includes travel expenses, meals, rooming as well as the conference. Grants are limited to one per year for each veterinarian. In the case of veterinary practices, only one grant per practice per program. Feel free to contact Alice Brown, Recording Secretary, with any questions you may have.

**Funds will be available retroactively** for programs already attended in 2006. The Camelid Veterinarian Continuing Education Grant Application is available on the MAPACA website. Please submit the completed application to Alice Brown. The applications will then be reviewed and approved by the Board of Directors. MAPACA requests that all recipients prepare a brief summary of the program, within 2 weeks of attending, to be shared with the MAPACA membership on the MAPACA website. These summaries will be archived and kept on the website for future reference as well.

**Print out the application on line from the MAPACA website ([www.mapaca.org](http://www.mapaca.org)) and give it to your veterinarian to fill out and send to:**  
**Alice Brown**  
**458 Main Road**  
**Vineland, NJ 08360**

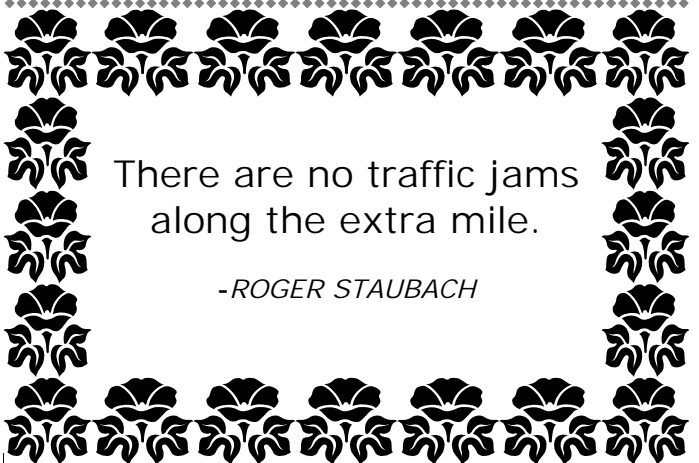
## Advertise in the MAPACA Newsletter!

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

We will insert one-page ads for members in MAPACA Newsletters. Ads cost \$40.00 for one 8 1/2" by 11" ad, on 24 pound paper or less, if you supply ALL the copies (they can be in color and two sided if you like). If your ad is on heavier paper than 24 pound, the cost will be \$60.00. If you would like us to copy your ad, supply us one copy and we will have it copied in black & white, one sided, for \$70.00 total.

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

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



There are no traffic jams  
along the extra mile.

-ROGER STAUBACH

Please send your comments, articles, or submissions to  
Alice Brown at: