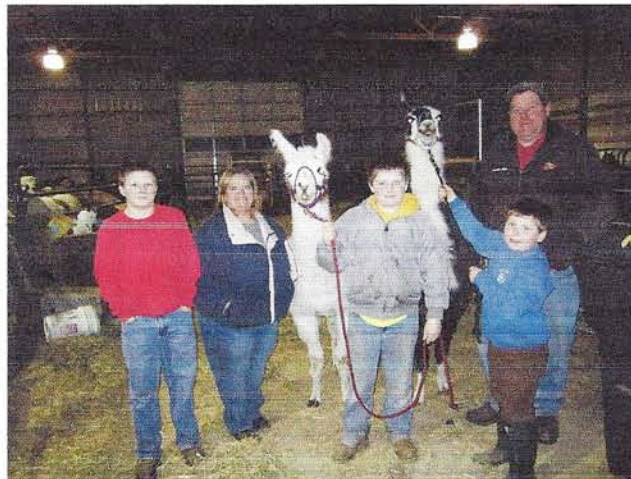


Going Out of Business OR Doing Business?

A llama/alpaca owners' guide to purchasing your first animals and thoughts for established farms to ponder

Whether you're thinking of buying your first llamas or alpacas -- or you have owned them for 3 or 4 years and wonder when you might sell some -- today's economy is a factor in the dream of the "alpaca lifestyle" and llama ownership. It helps if you have a "plan." Here are some things to consider:



The Stumpf family with their new llamas, Bob and Roswell.

What are you planning to DO with your animals and who should you buy from?

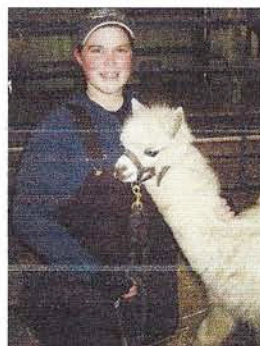
Are you considering a herd of breeding or show stock or public relations-oriented animals? Perhaps a fiber herd?

There are many, many "going out of business" sales right now -- but will they be there to mentor you in the future?

How will you market your animals once purchased? Do you have a quality website? Are you ready to be hospitable to random folks who drop by "to see your animals?" Do you have business cards, brochures, hats, t-shirts -- marketing tools?

Are you WEARING alpaca or llama garments; hats, gloves, scarves from the fleeces of your own herd?

It is **HARD WORK** to have a successful livestock business. Believe it!



Naomi (\$3500) & Hannah; Michelle & Andantino (\$500); Hadley (\$500) & Jonathan; Kristie & Whitman (\$500)

Coming Events

March 5: 10 a.m. to 3 p.m. **3 Sisters Workshop Llama Carting class** with Tim Kohloff at Wier World Farm - potluck lunch, www.3sistersworkshop.com to sign up.

March 19: **3 Sisters Workshop Fleece Processing class** with Tammy Duensing; 10-3, \$75

March 25-27: **MOPACA Invitational Show**, Kansas City, MO

April 9: **Monroe County Sheep Festival**, Waterloo at the Fairgrounds. 8 - 4 p.m.

April 16: **3 Sisters Workshop Fleece Dyeing Seminar**; 10-3 p.m., \$75, potluck lunch

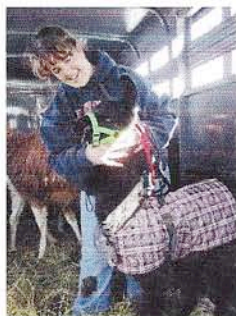
May 7: **Willoughby Farm Heritage Days**, Collinsville

May 7: **O'Farmers Market**, 10-2:00 p.m., Marie Schaefer School, O'Fallon

May 23-26: **Shearing Days at Wier World**, 8:30-5 p.m. each day. potluck lunch, volunteers welcome. Fleeces for sale for \$10 per pound.

June 11: **3 Sisters Workshop Beginning Spinning class**, 10-3 p.m., Wier World Farm, \$75, potluck lunch

Montana Large Animal Sanctuary Llamas head to MO, IL, PA New homes, new lives



Congratulations and thank you to the wonderful foster farms that took in the 22 Montana rescue llamas that were in foster care at our farm. And a special thank you to transporters: Charles, Nanci, Barb and Jim, who picked up the llamas and took them to their new homes. All 600 llamas from the sanctuary have been removed from MT and are in permanent or foster homes.



In photos, left: Jim and Barb Baker from OH picked up 5 of the llamas for PA homes; Nanci Richards with Eclipse; the "crew" that loaded 11 of the llamas for MO homes; the IL llamas in the trailer ready to go; Michelle & Jeff "encouraging" Dori to walk on lead -- and Jack giving a tug on Apple Blossom's lead rope.

Celebrating the unsung virtues of llamas: Compassion

March's llama attribute is **compassion**. The word compassion comes from the Latin: *com* meaning "with" and *pathos* meaning "feeling." WITH FEELING. This is how llamas live their lives. They express so many emotions -- from joy (at feeding time or when running in the pasture) to displeasure (when other llamas want their grain) to grief (when a baby or herd mate is lost), to understanding the emotions of their human caregivers (comforting us when we are sad, worried, concerned). They are remarkable, remarkable animals and their virtues are many!



A Good Read: *The Pioneer Woman: Black Heels to Tractor Wheels*



Ree Drummond, author, wife, mother, pioneer woman and blogger signed her newest book at the STL County Library in Frontenac on Feb. 26. At left Amanda, Ree and me! I met "the Marlboro Man" -- as Ree fondly calls her Oklahoma cattle ranching husband. And at right: the cover of the book.

