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Photo courtesy of Otter's Inc. For more, see page 7. Inset photo courtesy of Llama Adventures. For more, see page 27.

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Wheatheart Skid Steer Post Pounder

Wheatheart Manufacturing is pleased to announce the latest addition to its present line of 'High and Heavy Hitter Post Pounders'. The new Wheatheart High and Heavy Hitter Skid Steer Post Pounder will operate with ease on most conventional skid steer loaders. Wood and steel posts can be driven into place quickly and efficiently with Wheatheart's exclusive hydraulic post hugger and 660 lb. free fall hammer. A four way hydraulic tilt mast accommodates posts from 4'2" to 11'11" in length and up to 12" in diameter. The adjustable hydraulic hugger allows the operator to stand clear of the impact area while posts are being driven.

The new Skid Steer Post Pounder is operated with self-contained hydraulics or can utilize the skid steer/tractor hydraulics. On self contained hydraulics, a 10-gallon per minute motor drives the filtered and efficient high volume pump. The system is self-contained and uses the pounder frame as an oil tank. This feature allows the pounder to be evenly balanced while the steel frame dissipates heat effectively. The pounder unit will stand self-supported during storage and operation for ease of operation, hookup and added safety.

Our new skid steer model is manufactured along side Wheatheart's traditional line of High and Heavy Hitter Post Pounders. Wheatheart Post Pounders are now available in trailer type, 3-point, skid steer, and high mast versions. All Wheatheart Post Pounders are shipped with the standard hydraulic post hugger installed.

All models are available for the 2004 season. Come and see our new Skid Steer Post Pounder at a Farm Show or Wheatheart Dealer near you. Wheatheart strives to make fencing jobs safe, fast and efficient. Allow us to make your work easier. Buy Wheatheart! Wheatheart Manufacturing Ltd. A Division of Ag Growth Industries.

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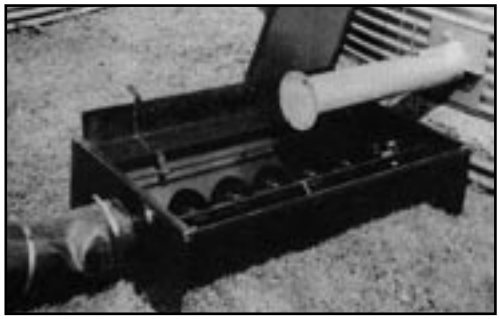

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Otters, Inc.

Dozer Blades Designed To Fit Your Individual Tractor

Otter's, Inc. is a family owned operation, building angle dozer blades since 1958. The company's founder, Marion Otter previously operated under the title of Otter Manufacturing until 1997 when he retired. He then turned the company over to his sons, Frank, Greg and Doug Otter, presently, Otter's Incorporated.

An Otter Angle Dozer gives you maximum use from your tractor year-round for snow removal, packing silage, terrace repair, cleaning feedlots, etc. Otter's will custom design blades to fit your individual tractor.

We Custom Design To Fit Your Tractor

Otter's offers balanced and pivotal dozer blades for the standard 2-wheel drive tractor with optional widths of 9 ft., 10 ft., 11 ft., and 12 ft. The blade mounts close to the front wheel for best control, has easy suitcase linkage for angle change and activates from a standard 8-inch cylinder which is included. The push frame is designed to take the beating that a dozer gets on the corner.

For the mechanical front wheel standard 4-wheel drive tractor there are optional widths of 10 ft., 12 ft., and 14 ft. and optional accessories offered.

"Think Otter" for your pushing, packing and cleaning. For more information or questions, Phone 785-567-4648 or Fax: 785-567-4629. E-mail: info@otterdozer.com; Website: www.otterdozer.com

Johnson Mfg., Inc.

HyGrade Pull Type Graders - Designed With The Farmer In Mind

Johnson Mfg., Inc. began in 1981. Gerald Johnson Sr., Founder and inventor, began his manufacturing out of necessity. Through ingenuity and need, he invented farm implements. He then had these inventions patented in the USA and Canada. Marketing began, and Johnson Mfg. was born. Our company Motto is "If you like our product, tell others; if you don't, tell us."

Located in Kulm, North Dakota, Johnson Mfg. employees take pride in their work, and through employee teamwork, they build high quality products that meet and exceed our customer's expectations.

Johnson's operator-friendly HyGrade Graders are built rugged because tough jobs need tough equipment. They are a quick and economical way to clean and maintain waterways, rebuild ponds, dig irrigation ditches, fill washouts, level building sites, clean feedlots, grade roads, remove snow, level field edges, and any other jobs with your farm tractor.

There are four models to choose from. The models 1200RS and 1400RS have hydraulic rear steer that allows the operator to move the blade 4 to 5 feet more to the left or to the right side of the tractor hydraulically from the tractor seat. They require 4 hydraulic remotes. The Rear Steer feature allows the HyGrade Grader to clean along feedlot fences, buildings, trees, etc. without having to drive the tractor too close to the objects that you are working near. The Rear Steer also gives the grader the capability to clean out irrigation and drainage ditches that are wet, while keeping the tractor on dry ground. The Rear Steer Models make road construction and rip rapping easier since the operator doesn't need to drive as close to the edge of the road banks.

Johnson Mfg., Inc. is continually improving its product line. Business hours are 8:00 a.m. to 6:00 p.m. Monday through Friday central standard time. For more information, please phone 1-800-874-5600 or visit our website at www.johnsonmfg-hygrade.com.

Egbers Flighting & Supply Co.

Egbers Still At It

When you hear Auger flighting, most of you think of Egbers. We're very proud that we're so well known by our customers, "Says Doug Egbers, owner of Egbers Flighting & Supply." The Egbers family has been involved in the Auger and Agricultural Repair business since 1974." Doug and Laura Egbers are the newest members to take on the family business. In January, 2003 Egbers Farms Inc. was purchased and Egbers Flighting & Supply was set in place.

Egbers still offers a wide variety of auger flighting and recently they opened up their other stock items for resale. "In the past, we did not heavily advertise our stock of tube, shaft and auger accessories. There are so many companies that require minimum orders, we opened our stock items to better accommodate our customers," says Laura Egbers. Egbers has no minimum order requirements.

Also new with Egbers is their 20 ft. balancing machine. They have found a better-finished product when unloading augers are balanced. "We can take most of the vibration out these unloading augers," Doug Egbers says. The faster the auger runs the greater the need for the auger to be balanced. "We have customers drive from all over just to balance their grain cart augers."

Along with their many stock items, Egbers accommodates their customers by shipping complete augers. "We have a lot of talent in our company, and we like the variety of projects that we do," says Doug Egbers. "We've worked on augers as small as 2" in diameter for corn burners and 24" in diameter for a rock quarry.

Walking into their inventory shed, you see rows and rows of auger flighting. Around 1200 sizes are on hand at all times. 90% of these sizes are the 'Super Edge' Auger Flighting. Egbers possesses a talent for size and application. Just call on their sales staff and they can fit about any application you have for your combine, grain cart, transport auger and more.

Remember, Egbers Flighting & Supply; they're your one stop shop for auger replacement needs! Phone: 800-462-2588 or 402-567-2700, website: www.eflighting.com

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"Professionals always ask if our welders really do the job of machines costing thousands more" says Anthony Blazina, President of ZENA, Inc., about his company's revolutionary DC welding equipment. Based on patented technology, ZENA's ultra-compact low cost welders easily attach to any engine. Install one, and you have a powerful go-anywhere mobile welder. Blazina continues, "Then, after trying it, they say it's the best welder they've ever used, asking, 'Why haven't I heard about this?' The answer's simple. Imagine you sell mobile welders. Two types meet your customer's needs. One fills the back of a truck, the ZENA™ welder is invisible -- installed underhood. The ZENA welder offers far better performance, is more reliable, safer to operate, and sells for only a fifth the cost. However, the customer doesn't know it exists. Keep quiet, sell the expensive welder, and your profit puts over $1,000 in your pocket. Sell the ZENA welder, and the lower selling price makes your profit only $200. Which would you sell?"

ZENA welders retrofit easily to tractors, pickups, utility vehicles, riding mowers, burned out engine driven welders, and freestanding engines. PTO and hydraulic drive models are also available. The welders can also provide power for MIG or TIG welding, act as a DC power source, or quick charge batteries!

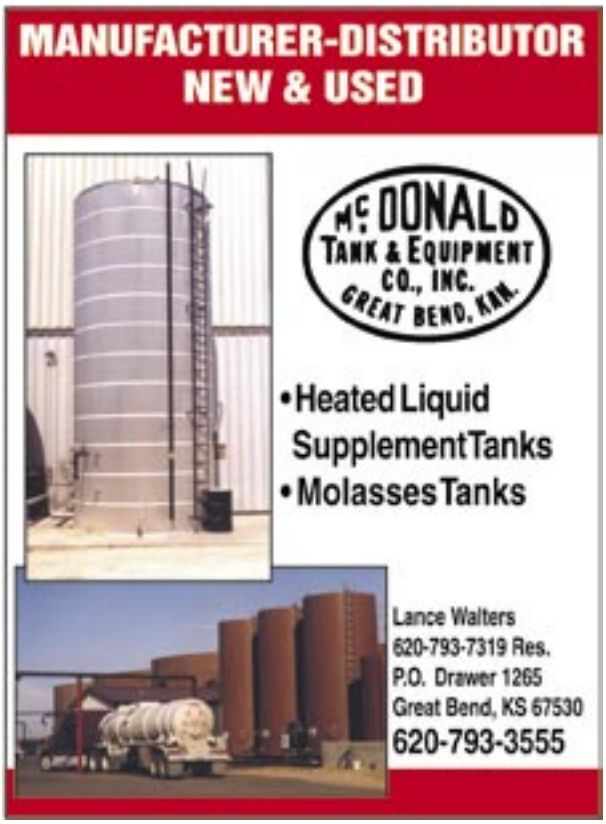
They're real powerhouses, ranging from 150, to over 800 amps! ALL are 100% duty cycle machines designed for non stop commercial work. Buy a 200A ZENA welder, and you get 200A -- continuously. Other brands provide only a fraction of rated power for continuous welding.

Blazina notes, "Unlike other welders, ALL welding controls are literally at the operator's fingertips -- built into the electrode holder -- no more walking back and forth from job site to control panel. You can even adjust power while welding! Incredibly reliable and durable, our weatherproof welders are designed for the worst conditions -- backed by a three year warranty and a 60-day money-back guarantee."

Photo Courtesy ZENA

A 150A welder for tractors and free standing engines is under $500. A deluxe "truck" version, with bracketing accessories, engine speed control, and quick disconnects is under $700.

For information contact ZENA, Incorporated, 330 Club Springs Road, Elmwood, TN 38560; 877-936-2462 (toll free) or 615-897-2011; web site www.zena.net. ZENA is a trademark owned by ZENA, Incorporated for its welding systems, components, and accessories.



NEW PRODUCT

EnergyCel™ Improves Fuel Mileage

Any vehicle, from a compact car to an 18-wheeler, farm tractors to back-hoes, even boats, pumps and generators, can become cleaner and more fuel-efficient thanks to a revolutionary new product.

EnergyCel™, introduced about 18 months ago, is a fuel-saving device that clamps around the intake fuel line. Three powerful magnets in the EnergyCel™ break up and re-align clumped fuel molecules, yielding more complete combustion and more power production.

Jerry Cumbus, co-founder of the Automotive Research and Design Center in Tulsa, Oklahoma, wrote

"This is one simple device that has so many advantages and to date we have found no disadvantages to discourage its use on any type of vehicle."

According to Cumbus, tests have shown that EnergyCel™ increases (MPG) miles-per-gallon as much as 23 percent on some vehicles.

Frankie Comeaux, Houston, TX installed an EnergyCel™ on her 1999 Chrysler LHS. She immediately noticed an increase in power and the miles-per-gallon went from 16 to a whopping 21 in normal daily driving. That's a 31% saving.

Scott Wiley, Splendora, TX, installed an EnergyCel™ on his 2001 Massey Ferguson, model 4253 tractor and saves 4 gallons of diesel fuel in a normal 10-hour day. That's over $1200.00 a year savings.

EnergyCel™ was developed to increase fuel mileage, but one of its other effects is a reduction in emissions – as much as 50 percent, said Stan Sisemore, CEO of FreEnergy Group, the company that distributes EnergyCel™. "Everyone is looking for a solution right now to the emissions problem," Sisemore said. "We can help that considerably. The emissions reduction is bigger than the fuel savings, and the good thing is, you get both."

EnergyCel™ is fairly simple to install, although the process varies from vehicle to vehicle. Customers can install it themselves or go to an authorized EnergyCel™ installation center. Installation is about a five-step deal and usually takes 15 to 30 minutes.

"We think and a lot of people think, that it will probably become a household name within the next few years," he said. "Within the next two years, we think our company will be 10 times the size we are right now."

To find out more about EnergyCel™ or becoming an EnergyCel™ independent distributor, contact Sharon or Bill Vandervlist at 281-852-2157 or visit their website at: www.myenergycel.com/1900 or e-mail: austex2000@msn.com

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History of Northwest Cotton Growers Co-op Gin

Stevens County, Kansas farmers Jerry Stuckey and Tom Lahey began planting cotton in 1999, looking for a way to diversify their production. They were also concerned with water conservation and depletion of the Ogallala Aquifer.

They had limited success for a few years, as there was a lot to learn in managing this crop for these corn and wheat farmers. By 2000, however, they began to see some success, and found they were shipping their harvest 200 miles to the nearest gins. Other area producers were looking seriously at cotton as a viable crop for the area by then, but the cost of freight was 12% of the expense of the crop.

They began to look at alternatives, not only for themselves, but also as a way to aid a slowing rural economy in their area. In December of 2001 a partnership of 5 producers was formed to explore the possibilities. By April of 2002 a Kansas corporation had been formed and ground broke on the new gin soon thereafter. The 2 stand gin was completed in October, at a cost of $3.5 million. The first season, over 33,500 bales were processed at the new facility.

Jerry Stuckey is now the manager of Northwest Cotton and there are over 30 employees during the ginning season. This season, they expect to process over 45,000 bales of cotton. Northwest sells whole fuzzy cottonseed to area dairies as well as burrs. Every load of seed is tested to assure that it is free of aflotoxin. Jerry and Beth Moser, the office manager, would be happy to visit with area livestock producers and dairies who are interested in purchasing these products.

Cotton acres are increasing rapidly in Southwest Kansas and Northwest Cotton Growers intends to grow as needed to meet the demand for cotton ginning in the area.

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16x36	$139	$70
18x48	$238	$119
20x20	$112	$56
20x30	$168	$84
20x40	$225	$112.50
20x50	$300	$149.50
24x36	$238	$119
24x48	$320	$160
24x75	$519	$259
25x54	$375	$189
27x50	$399	$199
30x40	$338	$169.50
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30x75	$640	$319
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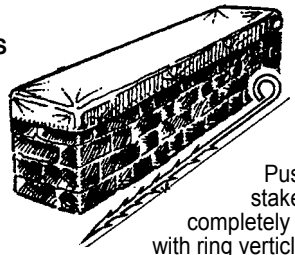

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This down pressure post hole digger diverts the weight of the tractor to the drilling surface of the bit, increasing drilling performance. The Ground Force is a complete down pressure post hole digger for a Category 2-Three-Point Hitch. It comes with an 88 HP Gear Box, N35 series PTO Shaft, and Carbide Bullet Tooth Rock Augers that will drill in rock conditions, including SOLID rock. Augers are available from 6 inch to 24 inch diameters.

The Ground Force Diggers Model F8C are designed to be used on 60 HP and larger tractors, and should not be attached to smaller tractors. This also applies to the Conversion Kit.

Mounting Digger to Tractor. The Ground Force Diggers come equipped with side adjusting links, used to lock the three-point hitch in a rigid position. The side adjusting links should be used to determine the height the digger will be carried on the tractor. Shortening the side arms will result in the digger being carried at a higher position. Lengthening the side arms will result in the digger being carried at a lower position. The higher position will increase ground clearance. The lower position will increase drilling depth.

Once the bolts are installed in the side adjusting links, the three-point hitch is locked from moving up or down. The three-point hitch control lever on the tractor is to be placed in a lowered position and not used as long as the digger is attached to the tractor. The Remote hydraulic lever is used to operate the digger, not the three-point hitch.

A Down Pressure Conversion Kit comes with a New Frame, Lock Down, Hydraulic Cylinder and a Hose Kit. The only parts you use from your old digger is PTO Shaft, Gear Box and auger will convert all post hole diggers to a digger that will drill rock when fitted with a Rock Auger.

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- Master Lease Agreements (for larger customers with ongoing equipment needs).

For your safety, always use EXTREME CAUTION when using any type of equipment! Accidents can happen in the blink of an eye. Never allow anyone to stand within 25 feet of digger when in operation and always make sure tractor is in a level position!

Harleman Mfg. has your digger waiting for you. Contact them today at 660-598-2227 or Fax: 660-598-6870. Online ordering is available. Please contact them for shipping charges before ordering. Truck freight is available to all locations, or can be picked up on-site at Harleman Mfg. L.C.C. Factory.

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AG-CO • Polyanna Cupolas

Create a landmark by placing a Polyanna Cupola on any size building - from residential homes, garages, and backyard sheds to large warehouses and post frame barns. Just updating the look of an existing building or topping off a new one has never been easier.

Polyanna Cupolas are designed of weather-resistant, high-density polyethylene that is lightweight, impact resistant and will never rust or decay. Polyanna Cupolas are maintenance-free and retain the quality of their original appearance for a lifetime. They combine the rigidity of polyethylene with the convenience of lightweight construction for easy shipping and quick installation on any shingled or metal roof.

Good ventilation is critical for the structural integrity of roofs of all types. Polyanna Cupola Models 220, 320 and 420 are designed with vented and screened louvers on all four sides to provide excellent ventilation (model 120 is not vented).

With any combination of nine complementary colors, the two-piece construction (model 120 is one piece) allows you to coordinate a cupola design that best accents your building, Four models are available with sizes ranging from a 12" to 42" square base. Polyanna Cupolas are available with a choice of three weathervane options: horse, country doctor or rooster (full-bodied and gold-bronze weathervane ornaments also available). Unique to the Polyanna Cupola is an optional photo-sensor light kit that automatically illuminates the cupola with a soft glow at night.

For more information, contact AG-CO. Inc. at 800-522-2426 or www.ag-co.com to add a unique touch of distinct style with a new Polyanna Cupola.

Ram Company – Cost Effective Way To Pump Water Without Electricity

The Fleming Hydro-Ram is a tireless, energy saving water pump. The Ram Pump, which is powered by falling water, has been in existence for almost 200 years. The RAM pumped water to households, farms, industries, railroads and towns until the advent of rural electrification and the electric pump. With today's emphasis on alternative energy sources, the RAM pump has surfaced as a viable means to pump water when falling water is available.

In 1978, Richard Fleming developed and marketed the Fleming Hydro-Ram, a lightweight low friction pump made of PVC material and requiring little or no maintenance. The Fleming Ram will pump a portion of the falling water uphill as high as ten times the "fall" or "drop" of water to the pump. Numerous variables, such as vertical lift, size of pump, rate of ram pulsation, length of drive pipe and discharge pipe will affect the amount of water a Ram will pump.

In addition to the efficient lightweight Fleming Hydro-Rams which are designed to handle falls of water to the pump of up to 20 feet and lift the delivery water up to 100 feet, the Ram Company also offers a high volume Hydro-Ram made of heavy cast aluminum with an input pipe diameter of 3 inches. The heavy-duty pump is designed to meet the needs of lift irrigation and other applications where either larger volumes of water are required or extremely high lifts of water are needed.

The only source of power necessary to run the pumps is the kinetic energy of falling water. Enough water must fall two feet or more through a pipe ten feet long or longer to the Hydro-Ram for it to operate. That's all that is needed. Working on a ten-to-one ratio, the higher the fall, the greater the height the water can be pumped. The smaller plastic pumps will pump up to three gallons per minute. The 3 inch PVC pump will pump over 5 gallons per minute and the 3 inch metal pump will pump over 10 gallons per minute with proper installation and the right natural conditions.

What can the Fleming Hydro-Ram do for you?

The Ram uses the force of falling water to pump water uphill without using any additional source of energy and with only two moving parts! Ram pumps are in essence hydraulic engines designed to move water and are capable of supplying up to 4,000 gallons a day. Properly installed Rams can be used to supply water during periods of cold weather. If your water source is a flowing stream that never freezes, the pump may be used to supply a constant stream of water to your cattle.

Solar-powered Water Pumping Systems are practical and cost-effective in areas where the sun shines. Solar-powered water pumps can be placed next to the pond or other source of water and the water can be pumped where it is needed with heads of 200' or less. Solar electric pumping cuts down on waste because it's based on natural cycles. Your panels give the most pumping power on the sunniest days when you need the most water. Solar power is clean. You never have to worry about polluting the groundwater or air with a gas-powered pump.

Solar-powered water systems take very little maintenance because they have only a few moving parts. Solar panels have a long life, usually 20 to 40 years, and solar water systems never run out of fuel as long as the sun is shining. Pump life and maintenance depend on the type of pump, usage, and water quality. Our pumps have been tested and improved to pump the most water for the least cost and with the least amount of trouble. Each pump carries our name and we stand behind every one sold.

Call about our brochure and video, which explain how the pumps work and how to buy one. If you have any questions concerning operation or pricing, please write to Ram Co. 512 Dillard Hill Road, Dept. WFRD, Lowesville, VA 22967. Phone (800) 227-8511 or Fax: (434) 277-8333.
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UDY Corporation

UDY Corporation manufactures and sells coring tools for sampling baled hay, alfalfa and other baled forages. The product line is known as the Colorado Hay Probe. There are five models to choose from depending on your needs. These coring tools allow you to properly sample your forage lots. With good sampling methods and the right equipment your testing will accurately represent the quality of your bales.

These models are highlighted on our web sites, www.udyone.com and www.udycorp.com.

After reviewing our web sites, please contact us at (970) 482-2060 with any questions.

Merrick's • A Division of Merrick Animal Nutrition, Inc.

Bringing together experience, research, performance and commitment.

Merrick's mission is to manufacture animal feed products and ingredients for a worldwide market, providing quality and service exceeding the expectations of our customers. Merrick's began selling dairy products to the feed industry in 1959. The experience and knowledge Merrick's brought to the industry helped establish the standards by which milk and fat products are judged today.

Innovative Product Development

After pioneering in the manufacture of 60% and 80% dry high fat products, we expanded this line to include 100% fat for both dairy cow and swine rations. Merrick's was the first to develop and introduce many innovative products that optimize the survival and health of baby animals. In 1982 Merrick's expanded to manufacture and market a full line of branded milk replacers for calves, baby pigs, foals, lambs and kids. Over the years we have developed innovative supplements, additives and electrolytes for all species.

Milk Replacers . . . and So Much More!

Animal plasma in milk replacers was introduced into the market by Merrick's in 1989. In 1998 we developed a calf milk replacer formulated with spray dried animal blood cells. In the search to develop nutritionally advanced products for use in milk replacers, we test many alternative proteins. This testing resulted in the formulation of egg protein milk replacers for both Merrick's branded milk replacers and private label customers. In 1994 we developed a calf nursing bottle and a patented nipple featuring the first advance in calf nipple design in many years. That year Merrick's also entered the poultry feed industry with products to help producers maintain healthier animals.

Research and Product Formulations

At Merrick's, research is a basic belief and an ongoing process. Research into all aspects of animal nutrition results in the development of innovative products and in our ability to offer products with a wide range of protein and fat sources. The manufacture of these products allows us to fulfill a variety of needs to help guarantee the survival and health of valuable animals. Merrick's qualified nutritionists can help determine which product formulations will best meet producers needs. We also market a wide range of ingredients for swine and dairy rations, in addition to dry fat, including whey, lactose, animal blood cells and plasma.

Commitment

Merrick's is committed to develop, manufacture and market quality products. We maintain a high level of commitment to the individual needs and success of our customers and producers. Merrick's technical staff is available to assist with any questions about our products and good animal management practices.

Merrick's, Inc. Brands:

Milk Replacers: Centurion, Millennium, Cell Star, Winter Star, Super Star, Gold Star, Silver Star and Blue Star for Calves; Soweena Litter-Gro and Litter Life for Baby Pigs; Super Lamb and Super Kid; Grow-N-Glow for Foals

Additives & Supplements: Plas/Magic, Super Calf-Kit, Super Guard - Type B for Calves

Electrolytes: Blue Ribbon Electrolytes with Direct-Fed Microbials – for all species

Poultry Vaccine Stabilizer: Vacci-Guard

Nursing Equipment: Super-Calf Nipples & Bottles Super-Calf Oral Bottle Feeder

Dry Fats: Soweena 7-60/4-80 & Select 100 for Swine Rations; Dairy Ultra 100 for Lactating Cows

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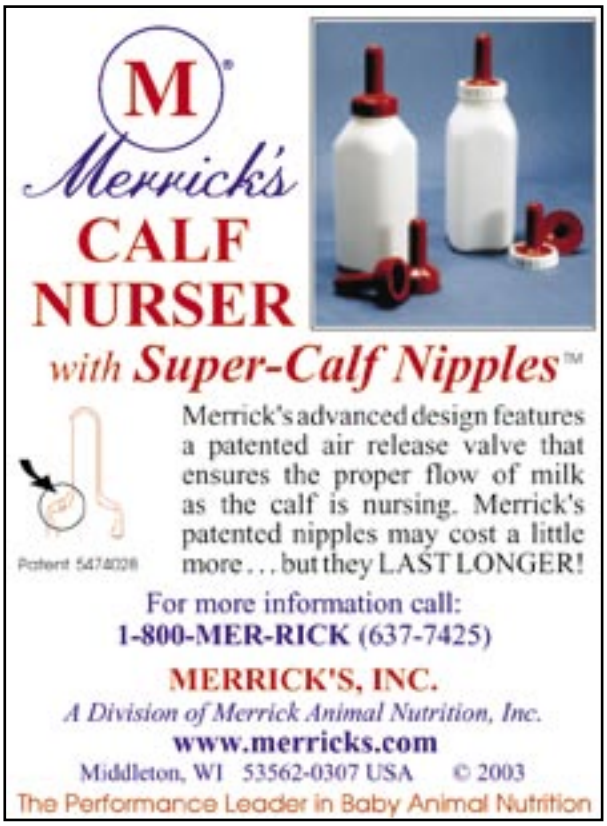

Beef Belt Feeders

Beef Belt Feeders of Scott City, Kansas, began business in the fall of 1969. Its founder, Charles Duff started feeding bison on his farm in the early 1970's. As demand for bison meat improved, the feeding process was moved to the commercial cattle feedlot at Beef Belt Feeders, where as many as 5,000 head of bison has been on feed at one time. Beef Belt feeds mostly our own bison, but we also custom feed bison for several producers.

Beef Belt Feeders is primarily a custom cattle feeding operation with a one time capacity of 22,000 head. We do not believe that bison will replace cattle, but we do see a nitch market for bison. As more and more consumers try it, we see a rapidly increasing demand in the United States and abroad.

Folks who like bison meat find it similar to beef, except that it has a richer flavor, is very lean, and unbelievably tender. Some are attracted to bison because it is produced without the use of antibiotics and hormones.

Beef Belt Feeders sells their bison directly to packers, but it also works closely with, and provides meat to Land of Oz Meats in Salina, Kansas. Land of Oz Meats is a young, but up and coming company that sells fresh frozen bison plus many great value-added products, including "Ready to Cook" and "Fully Cooked" bison products. Land of Oz Meats is well known for its dog treats made with bison, which dogs seem to crave. Oz Meats will ship to you anywhere.

The fear that harvesting bison for food will endanger the species is a myth. We invite you to eat more bison products, and their numbers will increase as its popularity grows.

Beef Belt Feeders and Land of Oz Meats invite you to stop by our facilities. We are proud of our operations and would be glad to show you around.

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CRYSTALYX® has done it again. The premier low-moisture block supplement has combined with the premier pasture ionophore to create the only FDA-approved low-moisture block with BOVATEC®: IONO-LYX® B300 in the blue CRYSTALYX® barrel. The good news for producers is that cattle will grow faster, pastures will last longer and profits will increase.

Advantages of CRYSTALYX® and BOVATEC®

When BOVATEC®, the leading ionophore feed additive for pasture cattle, is combined with the proven supplementing performance of CRYSTALYX®, there are significant advantages:

- Improved growth rate of cattle by increasing rumen fermentation efficiency
- Maximized utilization of pasture by encouraging animals to visit otherwise underutilized grazing areas
- Consistent consumption compared to other feeding methods for ionophores
- Precise intake of nutrients and BOVATEC®

IONO-LYX® B300 is ideal for beef and dairy replacement heifers, stockers and feeder cattle, and is a perfect way for delivering an ionophore to grazing cattle.

BOVATEC®: Proven Performance

BOVATEC® enables cattle to utilize energy and protein sources more efficiently, resulting in improved growth. It has been proven to increase average daily gain by 9.82% in 84 pasture studies. That's an increase of .14 pounds per-head, per-day.

Ideal Delivery Method

IONO-LYX® B300 is the best method to deliver an ionophore to pasture cattle. Like all CRYSTALYX® products, IONO-LYX® B300 is designed to be fed on a free-choice basis.

IONO-LYX® delivers:

- Accurate, safe, consistent nutrient and ionophore delivery
- Highly controlled daily consumption
- Improved forage utilization
- Economical cost per-head, per-day
- Excellent return on investment

Compared to hand-fed supplements, IONO-LYX® B300 is more convenient and economical. Where other free-choice products containing BOVATEC® are concerned, IONO-LYX® B300 provides precise, consistent consumption that assures the correct intake of nutrients and BOVATEC®. University research shows that a high percentage of cattle visit CRYSTALYX® products and nearly three times as often compared to conventional dry mineral.

The New, Blue Barrel

IONO-LYX® has another unique feature: the container. IONO-LYX® is available in a blue 250 lb. CRYSTALYX® durable steel barrel. The change in barrel color is to ensure the highest level of safety and proper use of feed supplements containing BOVATEC®. The blue barrel will differentiate IONO-LYX® B300 from non-medicated CRYSTALYX® products in the traditional black barrels. The blue barrels are dedicated to IONO-LYX® B300.

Meyer Industries Brings New Cutting Edge Technology To Burrowing Rodent Control!!!

Rodenator Pro™ Advanced Technology in Rodent Control

Concern over the negative impact of poisons and inhumane trapping devices led Meyer Industries to develop the Rodenator Pro ™. The Rodenator Pro™ is cutting edge technology for eliminating burrowing animal problems. Burrowing rodents destroy crops, plants, and flowers and cause damage to golf courses, football fields, yards, and orchards. Rodents carry disease and can cause illness, even death.

Today, Meyer Industries markets the only known chemical and poison-free system of its kind that is registered with the EPA providing efficient and effective burrowing rodent control. Farmers, ranchers, pest control companies, nurseries, golf courses, and water districts experiencing rodent destruction can eliminate the problem. City parks and recreation departments, schools, and public works, all of whom have a responsibility to monitor public safety, are using this system to eliminate rodent infestations in the U.S. and around the World.

The Rodenator Pro™ is a new aggressive approach to burrowing rodent control. It is an elimination system as well as a control system. Marketed exclusively in the U.S. in the past, the Rodenator Pro™ System has proven so effective that it is now marketed worldwide. Waiting for animals to come to baits or traps is no longer necessary. The Rodenator Pest Elimination System is fast and efficient, allowing a user to go directly after a targeted pest.

The Rodenator Pro™ System comes complete, excluding propane and oxygen tanks, and uses the latest in solid-state electronic controls, circuitry, and check valves. The system is environmentally safe, completely non-toxic, and the cost of operation is only pennies per application. This device operates by squeezing a lever that ejects a calibrated mixture of propane and oxygen down through the rodent's tunnel system. A self-contained ignition system then allows the user to ignite the gas, creating an underground shockwave, instantly and humanely eliminating the animal without using poisons.

Customers who have used the device find it safe and effective:

• Jack Bailey, Reclamation District Manager says, "Our rodent control went from 5 to 6 weeks, to 5 to 8 days on the 54.4 miles of levees that we maintain in California, the Rodenator Pro works"!!!

• Monte Daniels, D&D Cattle Co. Wolfforth, TX "The Rodenator Pro™ is the only economical and environmentally friendly device I have found for both control and eradication of prairie dogs in cropland and rangeland."

Tomorrow's rodent-control device is here today.

• Gino Favagrossa, Farm Manager at Fresno State University says, "The new Rodenator Pro has been very effective in the control of our squirrel infestation at Fresno State. The improvements of the new Rodenator Pro have increased the efficiency of our eradication efforts. We continue to use the Rodenator Pro throughout the campus farm for control of squirrels and gophers".

For further information or to order the Rodenator Pro™, call 800-750-4553 or visit our website: http://www.rodenator.com or email: info@rodenator.com

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Press Technology is a developer and manufacturer of cutting edge screw presses for a variety of commercial and industrial applications. A leader in new screw design, Press Technology specializes in developing and manufacturing equipment tailored to meet customer requirements and demands.

Press Technology is an industry leader in manufacturing durable, cost-effective dewatering equipment. We feel confident that in a thorough comparison of alternatives, the quality and value of PT & M's equipment will be apparent. Our goal is to maintain 100% customer satisfaction resulting in unequaled service and support.

Press Technology was founded in 1992 by industry design expert Mr. George Berner P.E. who offers more than 40 years of experience in engineering, manufacturing and product development. His credits include the design and development of screw presses for several leading manufacturers of pulp and paper equipment.

Contact us regarding questions, more information, sample testing, or to schedule an equipment demonstration or consultation at you facility. Phone: 937-327-0755 Fax: 937-327-0756 Website: www.presstechnology.com

Longshot Enterprises LLC.

Longshot Enterprises LLC. opened in November of 1999. The owners Douglas and Cindy Long have over 25 years experience in the fabrication of various vinyl fabric products. Some of our products include livestock curtains, truck tarps, swimming pool covers, boat covers and generator covers. We fabricate items for manufactures of farm equipment and sporting equipment. We are centrally located in Kansas and do ship nationwide. For quality workmanship of curtains fabricated to your needs, phone toll-free 1-877-337-0801.

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New Family Earns Historic Herd Award

New Haven Angus, Leavenworth, Kan., has earned the American Angus Association's Historic Angus Herd Award, which recognizes members who have been in the continuous production of registered Angus cattle by the same individual or family for 50 years or more. The herd is owned by Bill and Loris New and their family.

The New Haven Angus herd was established in 1954 by Bill New with cattle that were purchased from registered Angus breeders in the Leavenworth and Lawrence areas. Before that time, Angus bulls were used on Holstein cows in the farm's dairy herd.

Participation in the American Angus Association's Angus Herd Improvement Records (AHIR) program and the use of artificial insemination (AI) allowed the herd to progress. Other technologies have been implemented through the years to continue to improve quality.

The New family was also involved in junior Angus programs with all four children, Jilinda, Shawna, Damon and Brandon, actively participating in activities on the state and national levels. The children are all involved in the operation today and have their own cattle in the herd.

A certificate commemorating this honor has been presented to the New family on behalf of the American Angus Association.

The American Angus Association is the world's largest beef breed organization, providing programs and services to thousands of commercial producers and more than 34,000 regular and junior members nationwide. Its headquarters are in St. Joseph, Mo. For more information go to www.angus.org.

Angus Foundation To Sponsor Golf Tournament

Beef industry leaders who are golf enthusiasts should mark their calendars for the fourth annual Angus Foundation Golf Tournament, set for July 13 at the Shiloh Springs Golf Club in Platte City, MO. The Angus Foundation hosts the tournament, held in conjunction with the 2004 National Junior Angus Show (NJAS).

Teams of four will compete for various prizes. Four-player teams can be formed before the tournament or players will be placed on a team that day. Registration fee is $400 per team or $100 per individual golfer. Junior golfers, National Junior Angus Association (NJAA) members under the age of 21 can play for $75.

All proceeds raised from the event go to the Angus Foundation, which is a not-for-profit 501 (c) 3 organization that supports youth, education and research.

For more information about the tournament, go to www.angusfoundation.org or contact the junior activities department at the American Angus Association at 816-383-5100.

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Hoskins Mfg. Co., Inc. is a manufacturer of quality built livestock waterers for almost every kind of livestock and pet. Our quality starts with stainless steel tanks that have a 25 year warranty against rust, corrosion and normal livestock use. The stainless steel round bottom tanks are also easy to clean with a 2" drain.

Galvanized frames are of 16 gauge with G90 galvanizing. We do have a five year warranty on the frames although many of our waterers have been in use for more than 20 years.

We also use 1-1/4" expanded polystyrene insulation which helps keep water cool in the summer months and ice free in the winter months.

Our large service doors are easily opened without fancy tools. Our electric heating units offer a range of advantages. We do not fasten our heaters to the tank; therefore minimizing the chance of stray voltage and electric shock. The heaters are easily removed for summer storage.

Our waterers can be easily installed and connecting to the water line is simple.

We pride ourselves in producing a quality product that reflects savings to our customers, not only in the original cost of the products, but also in the cost of operation.

Our greatest asset is our satisfied customers. We are dedicated to building a reliable quality product. Our motto is - Quality does not cost, it pays!

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In the early eighties, virtually all of the "Farrow-to-Finish" swine confinements were single story buildings with make-shift ventilation systems constructed as the individual builder saw fit. In the attempt to improve ventilation, standardize construction, and cut costs, an automated insulated curtain system was designed.

The original multi-layered insulated curtain was developed and patented in 1984 by Carolyn Henderson, American Agra Curtain's current president. Since then, many modifications and improvements have been incorporated into our insulated curtain which is marketed under the name of Insulated MAR-CO- LITE. Most of our curtains are still on the job after seven or eight years of service.

In addition to our insulated curtains, we have many other products designed specifically for the agricultural building industry such as room and shop dividers, fan covers, bird barriers, pulleys, stainless steel cable, rope, cord, split bolts, curtain clips, and insulated curtains with no film for dairies, concrete blankets, sidewall insulation for garages, door covers for basement rooms, and crawl space covers. Installation instructions are included with all orders.

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Shur Shod Horseshoeing School, Offering Affordable Hands-On Training

If you are interested in becoming a Professional Farrier, Shur Shod Horseshoeing School will prepare you to have a successful carrier as a Farrier. The Shur Shod philosophy is not how many Farriers they can turn out, but it's how good are the Farriers they turn out!

Shur Shod Horseshoeing School is committed to turning out the best possible Farriers that they can. Not a student or diploma mill, they don't push a student to get a specific amount of horses done each day. Each student works at his or her skill level.

At Shur Shod, they create the best possible learning environment that allows a student to learn the things they will need to know when they are out in the field under a horse. This is done through hands-on training, not endless lectures or videos.

Nowhere in the United States will you find a more qualified instructor than Max Williams. Besides his 38 plus years of actual experience shoeing horses and teaching, he has certificates in several states and has taught school at the high school, junior college, university level, and private school. Max is a Certified Journeyman Farrier with the American Farrier's Association, so not only can he teach, but he is a craftsman as well.

In your search for a school, you may have noticed that almost all of the schools including Shur Shod, use "The Principles of Horseshoeing 11" by Dr. Doug Butler. It's a book that Farriers around the world have come to recognize as one of the most informative and valuable books they can have in their library.

You will also notice that Max Williams has a Masters Degree in Horse Science with an emphasis on Horseshoeing. Max earned that Master Degree while studying with Dr. Butler as his principle advisor at Sul Ross State University in Alpine, Texas.

Shur Shod Horseshoeing School offers you an affordable four-week course designed to fit your needs and skills, small classes, modern, comfortable accommodations, a supportive learning environment, with a highly qualified and widely experienced instructor who will assist you in learning. The advantages of learning to be a Professional Farrier at Shur Shod are there are only eight students per session, competitive fees, newer facilities and a qualified and experienced instructor.

Farriers might be an independent lot, but like any other business, they get out of their profession what they put into it. This school is looking for quality, energetic individuals willing to earn the title of Professional Horseshoer.

To learn to be a Farrier at Shur Shod Horseshoeing School, or for more information, please phone (417) 462-7848 or click on their website at www.shurshod.com

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COOL Leaving You Cold?

COOL or Country of Origin Labeling will enable the consumer to determine exactly what they want to pay for – an imported beef or one that has been home grown. And like tomatoes, there's a world of difference. Your job? Make sure they're buying your beef!

How to do it easily? Get a software program for your computer that isn't just for purebred herds. The right one doesn't merely keep herd breeding records straight; it also keeps ownership records from getting tangled. Record keeping doesn't have to be too hard. Simply change the way you handle some of the paper that has been coming into your hands all along. A sale record shows the place, date, and animal bought. Enter those COOL identifiers in your computer. Shove the paper record into your special COOL file in the file cabinet. When an animal is sold, print off the data in your computer and take it to the sale barn. You're done.

Sold a semi-load? Handle the paperwork the same but assign a lot number to the group. Print off a copy of their papers for the buyer or buyers.

Bought a bull from a neighbor? Write a bill of sale and do the same with it as you would from a sale barn. Butchered one to eat? Enter a death in the computer, throw a note in the file, and go enjoy your steak.

The best cattle programs are so flexible and easy to use that you could learn it in a day. It should keep track of very mixed parentage, mixed ownership, and have plenty of note-taking areas for whatever else you keep track – COOL or not. Records should be easily printed off for use at the working chute, the kitchen table, the accountant's office, and eventually in the file cabinet for assisting with COOL compliance.

The best software this reviewer has seen for simplicity and flexibility is Cowboy PC. Reach them at (620) 493-4700 or ergon@pld.com. Tell them you heard about it in Western Farm, Ranch, and Dairy magazine and get a $25.00 discount!

American Angus Association Offers Members Option To Store Registration Papers Electronically

American Angus Association members and affiliates now have the option to electronically store their animals' registration certificates. The new procedure will allow more flexibility when transferring papers and will eliminate the typical "paper shuffle" that some cattle breeders experience.

Electronic storage will give producers the option to electronically transfer papers, with no mail time or postage cost. Breeders have the convenience of accessing the herd information 24 hours a day, seven days a week at AAA Login at www.angus.org.

"The option of electronic storage offers added convenience to our members," says Bryce Schumann, director of member services for the Association. "Electronic storage will not change the registration process or the authenticity of the papers. It just simplifies the process and gives producers more options."

From June 1 to September 30, 2004, members can chose the electronic storage feature free of charge to store the paper registration certificates of existing registered Angus cattle. After September 30, printed registration papers that are electronically stored will be assessed a $2 correction fee.

Producers can request a printed copy of an electronically stored registration paper at no charge. Members who participate in Angus shows will still need to provide original registration papers at check-in.

For more information about the Angus breed go to www.angus.org.

American Royal Reports Show Schedule

The American Royal 2004 Livestock Show is set for Oct. 20-25 with the Junior Premium Livestock Auction scheduled for Sunday, Oct. 24.

"Last year the 2003 Livestock show brought in 1636 head of cattle, 293 hogs and 424 lambs and competitors from 29 states to Kansas City to compete," said George Guastello, American Royal's president and CEO. "It was the largest show with the most head of cattle ever on the American Royal Grounds at one time."

For entry forms and premium books exhibitors should contact: Paulette Orth, American Royal Livestock Show, 1701 American Royal Court, Kansas City, MO 64102 or call (816) 221-9800 ext. 119. The premium book is online at http://www.americanroyalcom.

The American Royal, a not-for-profit organization for youth and education, is now in its 105th year and celebrates that region's rich agricultural heritage through competition, education and entertainment The American Royal, one of Kansas City's premier fall events, annually hosts one of the Midwest's largest livestock exhibitions and rodeos, and is home of the National Championship horse competition.

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Missouri Firm Recalls Pork Products Due To Undeclared Allergen

Excel Case Ready Meats, a Marshall, Mo., firm, is voluntarily recalling approximately 54,000 pounds of vacuum packaged garlic and herb flavored pork products due to an undeclared allergen (nonfat dry milk), the U.S. Department of Agriculture's Food Safety and Inspection Service announced today.

The products being recalled are:

• 12 oz. vacuum packages of "EXCEL'S TENDER CHOICE, GARLIC & HERB Pork Loin Chop, COATED WITH A SEASONING BLEND." Each package bears the establishment number, "85M," inside the USDA seal of inspection. Each case contains 6 pouches of product and bears the code "810001."

• Various weight packages of "EXCEL'S TENDER CHOICE, GARLIC & HERB Pork Tenderloin, COATED WITH A SEASONING BLEND." Each package bears the establishment number, "85M," inside the USDA seal of inspection. Each case contains 4 pouches of product and bears the code "810003."

• Various weight packages of "EXCEL'S TENDER CHOICE, GARLIC & HERB Pork Loin Fillet, COATED WITH A SEASONING BLEND." Each package bears the establishment number, "85M," inside the USDA seal of inspection. Each case contains 4 pouches of product and bears the code "810005."

• Various weight packages of "EXCEL'S TENDER CHOICE, GARLIC & HERB Pork Ham Roast, COATED WITH A SEASONING BLEND." Each package bears the establishment number, "85M," inside the USDA seal of inspection. Each case contains 4 pouches of product and bears the code "810006."

• 12 oz. vacuum packages of "Sterling Silver, PREMIUM MEATS, GARLIC AND HERB BONELESS PORK LOIN CHOP, COATED WITH A SEASONING BLEND." Each package bears the establishment number, "85M," inside the USDA seal of inspection. Each case of this product contains 6 pouches of product and bears the code "810021."

• Various weight packages of "Sterling Silver, PREMIUM MEATS, GARLIC AND HERB PORK LOIN FILET, COATED WITH A SEASONING BLEND." Each package bears the establishment number, "85M," inside the USDA seal of inspection. Each case of this product contains 4 pouches of product and bears the code "810020."

The products subject to recall are stamped with "USE BY/FREEZE BY" dates between

October 9, 2003 and June 25, 2004. They were produced between September 11, 2003 and May 28, 2004 and were distributed nationwide.

The problem was discovered by the company.

FSIS has received no reports of allergic reactions associated with consumption of these products. Anyone concerned about an allergic reaction should contact a physician.

Consumers with questions about the recalled product may call Luke Miller, company consumer contact, at 1-800-267-6946.

ESTES SALES

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They are open on one side and offer protection for livestock, feed or equipment. Building sizes available are: 9 1/2'x 15', 13'x 24', 11 1/2'x 30' with other sizes available. Feed and tack room can be added. Wood lined for protection available in different colors. For additional information contact Lloyd Estes,

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Ruxton's Trading Post

Ruxton's Trading Post is located in the historic town of Manitou Springs, CO. Literally at the foot of Pikes Peak Ruxton Avenue leads to the Cog Railway that climbs to the summit, 14,110 feet above sea level.

Owners Gretchen and Mike Graham grew up surrounded by Western memorabilia and antiques.

"My father used to travel around the country buying Western antiques and bringing them home," Gretchen said. "I used to take Western items to school for show and tell. I thought it was cool stuff. Mike bought his first Navajo rug at age 13."

"My uncle was a collector," Mike said. "He had an old Colt single action pistol that came off a robber who routinely robbed Gallup (N.M.) payrolls. The last robbery wasn't successful and the local sheriff took the gun and later gave it to my uncle."

The trading post is filled with artifacts of the Western frontier. Antique spurs, saddles and Indian crafts hang from the walls and ceiling. Nearly every square inch holds interesting relics.

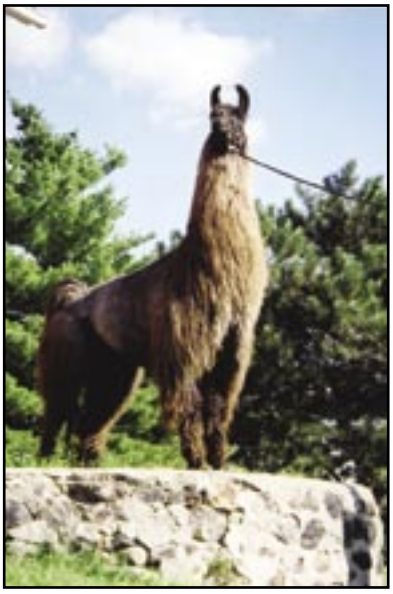
Ruxton's also stocks new goods such as cowboy hats, Pendleton blankets and cowhide rugs. "We have over 400 cowboy hats both old and new" Mike said. "With the bright sun all year long and our large selection, we have become the place to buy your cowboy hat."

If you are lucky enough to visit around the end of July, you can also take in the Pikes Peak Western Collectible Show held in Colorado Springs. 100 dealers from all over the West gather to sell Western antiques and frontier goods.

For more information, visit Ruxton's web site at www.ruxtons.com or call 719-685-9024. Our address is Ruxton's Trading Post, 22 Ruxton Avenue, Manitou Springs, CO 80829.

Topliff's Tara Bed & Breakfast/Llama Farm

When Don and Sheryl Topliff acquired their property, they felt it was as grand as Tara in "Gone With the Wind". While the property was primarily purchased to be turned into a bed and breakfast, with several large barns and 50 acres, it was calling for livestock of some sort. Both Don and Sheryl had been raised on dairy farms in mid-Michigan, but had lived most of their 20's and 30's in subdivisions. They knew the demands of farming and wanted livestock to supplement their income and new lifestyle. After researching the options, llamas were deemed the perfect fit. The first llamas were purchased within months of moving onto the property, and the love affair began. It is often heard in the llama community "Llamas are like potato chips... You can't stop at one". The herd soon grew to approximately 20. The Topliffs have been involved in 4-H, llama showing, using the llama fiber for many fiber arts (including spinning, knitting, weaving, and felting), selling fiber art and clothing as well as the fiber itself, packing with llamas, and parades. However, one of the most fruitful aspects of llama ownership has been the draw to their 5-bedroom Bed and Breakfast. When people view their website, they very often comment on how they were intrigued by staying at a place with llamas! They are not usually disappointed. Sometimes guest accompany the Topliffs on hikes through the woods on the back of the property, but mostly they just enjoy getting "llama kisses" at the fences and watching the new crias at play.



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Calypso Llama Farm

"What made you decide to start raising llamas?" I am often asked that question and I have to say, it started with a kiss--a kiss from a llama that is. Twenty years ago, I was introduced to llamas at an Arabian horse event by a lovely chocolate brown llama who delighted in kissing the guests. At the time, I vowed that someday I would own some of these interesting and elegant creatures and today we have 45 beautiful llamas roaming our pastures, along with several alpacas and a very sweet young camel. In addition to competing successfully with our llamas in the showring, we take them to nursing homes, schools and churches to let others enjoy the magic of a llama's kiss. Our llamas are always on their best behavior, navigating wheelchairs, calmly riding in elevators and giving everyone

a chance to touch their soft wool. We have made many wonderful friends through our involvement with llamas, and invite you to visit our farm and join the fun.

For more information, phone: (815)722-6255 or e-mail: Calypso64@juno.com

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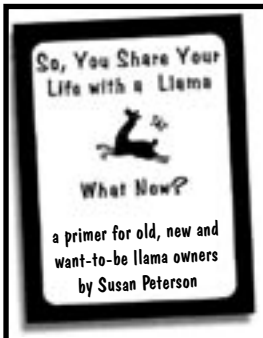

THE LLAMA BOOK OF THE YEAR IS NOW AVAILABLE!
Written by Susan Peterson

This book is perfect for new owners, "old" llama owners, or those who want to know about llamas. It starts at the beginning. What kind of halter do i buy? How do I transport them? My cria is a preemie! What do I do now?

There are chapters on grasses, grains, vaccinations, and worming, breeding, crias, grooming, showing, snake bites and much more!

Make your check or money order for $25.00 (that includes shipping) to **Pine Grove Publishing Company, P.O. Box 309, Pine Grove, CA 95665.** Questions? Give them a call at (209) 296-8043 or e-mail at pgpubco@volcano.net

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Llama Adventures

By: Edie Benusa

I grew up on a small farm in Ohio. I remember my father would bring runts from the farrowing sows to the house. Mom would gently wrap them in a towel and pop them into the oven to be warmed.

Years later, I would visit my father, first from Colorado, then later from Wisconsin. On each visit we would journey south into the Amish country near Baltic, Ohio. There we would visit Fender's Fish Hatchery and Llama Farm. While my father bought white amurs, large mouth bass, shellcrackers and bullfrog tadpoles, I would wander about the pastures and visit the llamas. In May of 1992, I bought my first llama there. Llama Adventures had begun!

My full time teaching position has put oats on the table and afforded me the luxury of finding my way slowly. I work to improve my breeding stock each generation through selective breeding within my means. The result has been healthy, beautiful animals that are confirmationally sound and strong. I offer people the opportunity to experience llamas, whether they are perspective buyers, people stopping by to see a new cria or someone who wants to spend the day.

Llamas bring diversity to a farm operation. In parts of South America they are referred to as the "Silent Brother" because the people survive on them. They burn the dung for warmth. They eat the meat and use them as pack animals. The fiber is used to make warm clothing, blankets and rugs.

Llamas are intelligent, curious and territorial by nature. Mature geldings have been used effectively as guard animals for sheep, alpacas and miniature horses. Llama Adventures has focused on raising breeding stock and producing fine fiber. Last summer I did my first pack trip and I am signed up for a driving clinic this spring. Always something to learn!

For breeding stock, companion/4H animals, guard animals, packing/driving animals, fiber and a great adventure, consider llamas!

For more information from Llama Adventures, call (608) 588-2106 or email bbenusa@merr.com.

The next time you find yourselves Wisconsin way, please come see us. Our llamas love company!

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CARU LLAMAS

The Beginning

Professionally, I am a Developmental Therapist managing a program for children birth to three with special needs. I have bred, trained and showed horses in addition to breeding and showing siamese cats. It was because of my love for animals that over the years I have combined my expertise in these areas to provide animal- facilitated therapy as an alternative treatment modality to children with disabilities. In addition to horseback riding, I used goats, sheep, ferrets ducks, deer, and a kangaroo with preschool children to facilitate children to acquire age appropriate developmental milestones. Adding a couple of llamas to this group of animals was to complete my menagerie. Little did I know that I would fall in love with these creatures and go down a different path. Slowly, I found homes for most of my animals in order to focus primarily on breeding, showing and community involvement with my llamas.

Breeding

When using llamas therapeutically with children, it was very critical for the animals to have good dispositions. This remain a top goal in my breeding program My herd has remained small so that each llama born on my farm receives adequate socialization My llamas enjoy being with people! At the same time, I breed to the standard in order to produce llamas with excellent structure and beauty. My llamas can be used for many purposes. They are used as guard and pack animals, sheered for their wool, shown, and used as companion animals. A special feature of my herd is the exceptional quality of the fiber "suri" on my llamas. I have imported llamas from Canada not only to achieve this, but to bring in another gene pool to the llamas in the states.

Showing

Showing llamas has been an important component on my farm. This enables me to make connections with other breeders from all over the country. My farm has many national winning llamas and we will continue to strive to produce the best.

Community Involvement

Providing a service to the community remains an important goal. My llamas are used in fund raisers, education activities, nursing home visitations and soon in 4 H projects. Also, I have had troubled youths come to the farm to help with the llamas which as result, increased their self-esteem.

Caru Llamas
Silky and Suri

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Stevens Llama Tique & Suri Alpacas

The Stevens family has been enjoying raising and caring for Suri Alpacas and Llamas for over 25 years. They have one of the largest herds to choose from for quality and selection. Their stock consists of Chilean, Peruvian and Bolivian Suri Alpacas and Llamas.

They also have a great selection of guard Llamas to choose from. Their females are bred to full South American males. Alpacas and Llamas are a great family venture, for young and old alike. Breeding, show quality, guard and pet quality Alpacas and Llamas for the entire family are available for sale. The Stevens also specialize in helping with first time Llama and Alpacas owners. They have many years of experience with selective breeding, offering customer support since 1979.

The Stevens attend many family-oriented alpaca and llama events throughout the country, including local and state fairs, alpaca farm open houses, auctions, and larger shows hosted by alpaca and llama organizations, the largest and most impressive being the annual Alpaca conference and show presented by AOBA.

Stevens Llama Tique and Suri Alpacas also sell products made from alpaca and llama fiber as an additional home-based business venture. They offer a large line of Alpaca and Llama supplies and gifts. With no frills or gimmicks, they offer great merchandise at down to earth prices. You may choose from a very large selection of gifts such as teddy bears, dolls, books, jewelry, blankets, mittens and much more all related to Alpacas and Llamas.

For information on fiber, sales, leasing, transportation, breeding services or any other questions, please give Judy and Loren Stevens a call at (507) 376-4230 or Toll-Free Ordering: 1-800-4MY-LAMA (469-5262). Visit our website at www.stevenstique.com
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Peruvian Graycliff Jax
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Diablo, A Rare True Black Suri Alpaca Male

ALPACAS PRODUCE WORLD-CLASS, LUXURIOUS FIBER

Note: The following is the second installment of a four-part series featuring alpacas. The first provided an overview of alpacas and the alpaca industry. The last two articles following this piece will concentrate on care/feed/nutrition and how to purchase an alpaca.

With the steady, twenty-year growth of the alpaca breeding industry in North America, the demand for alpaca fiber and garments steadily grows, too. The unique qualities of alpaca fiber make it both luxurious and practical.

Alpaca fiber is as soft as cashmere and stronger, warmer, and lighter than the finest sheep's wool. Making it even more desirable, alpaca contains no lanolin, thus making it hypoallergenic. People, whose skin is extra-sensitive to sheep's itchy and scratchy feel, often choose alpaca fiber instead. Unlike wool, alpaca fiber has unique scales on its shaft, making it lie down flat on each hair follicle. The itchy prickle, common to other natural fibers, is avoided. This unique design also prevents the fleece from holding animal dander, a major contributor to allergic reactions. Alpaca fiber is also naturally flame retardant, water repellant, and tremendously strong and resilient.

Two distinct alpaca breeds create two types of fiber. Huacaya (Wha-Ki'-ah) alpacas are fluffy, and grow soft, spongy fiber. Huacayas have a corrugated crimp that holds the finished yarn together. Once spun, this dense fleece makes a very soft, yet durable, strand. Huacaya fiber is commonly used in knit and crochet applications, but can also be used to fashion felt or quilt batting. The Suri (surrey) has the same body structure as the huacaya but its fleece grows as long, silky locks. Suri fiber is smooth, shiny, and has no crimp. Suri grows to great lengths, creating majestic waves, swirling about the alpaca's body as it moves. When processed, Suri is commonly used in fabric or woven applications, utilizing the weft and warp of a loom to hold the fibers in place. The most prominent Italian suits are crafted from suri alpaca fleece.

Alpaca fiber is warm, soft, and one third the bulk of wool. The softness is a result of a fine fiber diameter, which can be measured on a micron scale. A human hair has a micron level of about 100 whereas alpaca can range from sixteen microns, in the form of Royal Baby Alpaca, through the twenties, for Superfine Alpaca. Micron levels determine the nature of the finished products. Baby Alpaca and low micron fibers are used to create finished goods worn next to the skin, for a sublimely soft and luxurious feel. Higher micron fibers create finished goods too, but typically produce outerwear and apparel that can be layered. The benefits of warmth and durability, however, remain. Course fibers, not suited for wear next to the body, have many applications. Course fibers can be felted, used as lining between other fabrics or can create the most exclusive rugs. "The uses of alpaca fiber are limitless!" Says Wini Labrecque, a long-standing fiber artist and member of the Alpaca Owners and Breeders Association's (AOBA) Fiber Committee.

In today's marketplace, alpaca is used to create long-lasting fashions that are both useful and desirable. This year, at the Second Annual Fiber to Fashion Conference in Reno, Nevada alpaca enthusiasts discussed the many ways alpaca fleece can be enjoyed and profited from. The largest alpaca fashion show to date, which showcased a wide range of fashions from casual to high couture, was a conference highlight. "It was wonderful seeing alpaca's many uses. Every year, the products become more diverse," says Kim DeVos, conference coordinator. "We showcased casual items, from lightweight summer sweaters to rich embracing apparel for the coldest climates. We debuted everything from elegant dresses and evening wear to workplace attire for men and ladies, consisting of contemporary pantsuits and blazers. Even outerwear and accessories were fashioned with style for every age. There was something for everyone, regardless of age, status, or profession. Alpaca knows no bounds!"

Alpaca fashions are present in some of the most prominent stores and catalogs throughout the United States and elsewhere around the world. Furthermore, its use by prominent designers is increasing, as those designers recognize the many positive attributes of alpaca. Wholesale distributors featured at AOBA's Fiber to Fashion Conference provide convenient opportunity for retail buying agents to add the latest alpaca fashions to their store inventories.

Alpacas were first imported into the United States in 1984. Since then, the alpaca industry has grown steadily, on average 22% percent a year, this according to AOBA, the backbone of the alpaca industry. Current estimates total over 50,000 registered alpacas and 3,800 alpaca owners and breeders, who represent every state, including Alaska and Hawaii.

The reasons to raise alpacas are plenty. People choose to raise alpacas because they are beautiful, intelligent animals. They are relatively easy to raise and require minimal acreage. They offer a rewarding lifestyle and business opportunity. More people, who already own livestock such as cattle and horses, are discovering and capitalizing on alpacas' breadth of appeal.

Alert and curious, adult alpacas stand at approximately 36 inches at the withers

and generally weigh between 150 and 200 pounds. They do not have horns, hooves, claws, or incisors. Social animals that seek companionship, alpacas communicate most commonly by humming. Neck posturing, head tilt, and ear and tail positioning, are other communication methods.

Unlike some other livestock, alpacas are not killed to be profitable. Alpacas are shorn every year. Most breeders shear in the spring, but in cooler climates, breeders usually wait until summertime to shear their animals. Shorn with sharp, well-oiled, sheep's clippers, alpacas can stand upright or can be laid down and stretched out. One shearing, typically ten to fifteen minutes per animal, produces approximately five to ten pounds of fiber. Variables such as age, genetics, environment, and nutrition all influence fiber production.

After alpacas are shorn, there are several options to process the fiber. Both the United States and Canada process alpaca fiber in small and medium-sized lots. One advantage of sending fiber to these mills is that when the yarn is returned, the specific product of a specific alpaca can easily be identified. This is a strong selling point in the cottage industry. An alternative to this is to send the alpaca fiber to a regional or national co-op, such as the Alpaca Fiber Cooperative of North America (AFCNA). Co-ops like AFCNA, pool fleeces and collectively manufacture sweaters, hats, scarves, gloves, socks, and other items for wholesale and retail distribution.

Alpaca owners and breeders continue to develop and improve their herds. They genetically select the most productive animals to produce the best quality fiber. The best way to learn more about alpacas is to visit an alpaca farm or ranch. To find one near you, log onto: www.alpacainfo.com or call The Alpaca Owners and Breeders Association at: 1-800-213-9522.

Wing Hill Alpaca Ranch

"Where you'll find Alpacas with Wings". The Wings, Ron, Judy, David (Cooper) and Jeff, live on a 33 acre farm in the Magic Capital of the World – Colon, Michigan, located in southwest Michigan.

Our Alpaca beginnings started in the summer of 2000; we had been looking to start a new business, one that we could operate as a family. Ron, having a background of management and sales in the RV and Cargo Trailer industry for 35 years, and Judy having 27 years as a licensed cosmetologist with 15 of those years as a successful business owner. Unfortunately "the guys" Ron, David and Jeff, did not view the beauty shop as a viable family business.

Hence, the search began with Judy reading an article about Alpacas' as a new addition to the fiber livestock industry in North America, an alternative "huggable" investment, (as we are all aware, 2000 was not a year of flourishing and least of all huggable investments). The advantages of owning and breeding these beautiful animals were astounding. Now all she had to do was convince Ron, who was not impressed, until seeing Jack Hanna with Alpacas' early one Saturday morning on television. It was that day that we went to visit our first Alpaca farm. With the advice of those breeders, we continued to investigate and learn as much as we could about Alpacas. We visited several farms, attended shows, seminars and even took in a Fiber Festival. We were convinced!

In April of 2002, we started planning for our barn and pastures. By May we had made our first purchase of four carefully selected Suri Alpacas, two bred females and two yearling males. By September, our barn and pastures were finished and our animals were ready to come home! The last week of September was our first show, where one of our yearling males took a "Blue Ribbon". It was two days after that show that Judy was diagnosed with inflammatory breast cancer. The following year would be all we needed to know that we had in fact made a sound investment in the Alpaca industry. Through chemo, surgery, the loss of Ron's mother, the birth of our first cria, the unfortunate loss of our second cria, radiation treatments, and the high school graduation of our son David, it was our first year in the alpaca business.

As of April 2004, the value of our initial investment of the first four animals we purchased, has "DOUBLED". We now own nine alpacas with one more cria due in July. We couldn't be happier or more satisfied. We all participate in caring for the animals, from grooming and showing to vet care and scooping the "poop". It is definitely the business for us! Judy has a clean bill of health; Ron is still working and managing the farm with the help of his no.1 assistant farm manager, Jeff, and David is completing his first year of college for (Alpaca) business management.

If you're ever passing through the Magic Capitol, stop by Wing Hill to see the magic of the Alpacas with the Wings.

WING HILL ALPACA RANCH

"Where you will find Alpacas with Wings"

"Come see and experience the sheer pleasure of owning and breeding Alpacas!"
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Two Problem Prevention Subjects in Alpaca Breeding

By: James B. Hunstiger • JS Farm, Clinton OH

Dung Cleanup: Twice daily dung cleanup was easy with the two pregnant females we originally purchased. Eight years later, our herd has grown to 21 alpacas. We are very glad we've maintained the twice-daily regimen.

- Barns stay cleaner, dryer and allow more room for the alpacas to cush without lying in dung.
- Pasture dung areas don't expand as rapidly as they otherwise would.
- Composting the dung with waste hay and bedding reduces the volume and helps diminish the minor dung odor.
- Composting is done in a circle of 2"x4" woven wire 4' high fence with support posts.
- Frequent cleanup minimizes flies (and I'm sure, disease), and the compost piles make an excellent location to place solar fly traps.

Visitors and customers routinely comment on the cleanliness of our farm and animals.

With alpacas being so meticulous in their placement of dung, I don't confuse them by spreading it all over their active pastures. I only spread the composted dung in Fall on outer pastures that won't be grazed for 4 months or so. I then bush hog these areas to break it down further.

Though not the most glamorous part of "the Alpaca lifestyle", I think that frequent dung cleanup is an important part of pest control, keeping our herd healthy and clean, and our farm neat and attractive.

Separation Lanes: When we began laying out pastures, pens and barns, it occurred to me that "lanes" would be very helpful in moving animals from one area to another, while minimizing disturbance to other animals, and would require less people to move animals.

An unexpected, but very welcome, benefit was a reduction in fence climbing and fighting among the males. Also, the females do not tend to exhibit invitational behaviors when they are not sharing a common fence.

Lastly, the "lanes" make additional "safe zones" in the event a gate is not properly latched (it has happened), preventing unwanted pregnancies.

In the next few years, my wife and I will be retiring from our full-time day jobs and will be able to devote full time to what we enjoy most…our alpacas. The benefits of raising these wonderful animals have far exceeded our expectations.

JS Farm, Inc.

Huacaya JS Alpaca

Breeding for:
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Fiber
Form
Face
And Color Diversity

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Jim & Sharon Hunstiger

Lana Bella Alpaca Farm

Owned and operated by Frank and Jody Hezoucky, Lana Bella Alpaca Farm, formally located on five acres in Hudson, Ohio has recently moved to Carrollton, Ohio. Both Frank and Jody grew up owning and raising farm animals, including cows, goats and chickens for Frank, and horses for Jody, so it was only a question of what type of livestock to invest in. They chose to purchase alpacas with the goal of selling quality offspring as a small family business that they could enjoy while working full time and still have time to enjoy other activities with their two young boys. The family set out in search of such an animal during the summer of 1997, county fair season. Through these fairs, the Hezouckys learned about alpacas and decided they still needed to know more about the animal. Trips to local breeders, the Internet and AOBA provided them with as much alpaca information as they needed.

Like most people first exposed to the idea of raising alpacas, sticker shock soon set in. With a new house payment, car payments and two kids in day care, many people would have given up on the idea of investing in anything, let alone an alpaca farm. But Frank and Jody did not give up. Because of the tax advantages owning alpacas offers, it was simple for them to take out a second mortgage interest only loan on their house to invest in two bred female alpacas. Getting started as alpaca breeders was easier then they ever imagined. With the type of loan that they obtained, it was just like buying a new car, except they could depreciate the alpacas and deduct the interest they paid on the loan along with all the other expenses associated with the farm at tax time each year.

After only 18 months, the Hezouckys sold one offspring of one of the two original females and still retained three for breeding. The family needed to sell only one more offspring to recoup their initial investment.

According to Jody, improving the quality in the offspring of the investment happens one generation at a time. Part of the fun of raising alpacas is the breeding choices you make that will improve the next generation's cria. You have your investment right outside your window where you can watch and see it grow, she says.

In the fall of 1999, Peruvian LB Remington, at nine months old, was added to their herd as the future herd sire. At the 2000 AOBA National Conference and Show, Remington was awarded Grand Champion for Age and Color. The Hezouckys realized Peruvian Remington was growing into an outstanding herd sire and turned out to be just what the family was looking for in its goal of breeding top quality alpacas. This was the first big alpaca show the Hezouckys attended as a family.

After attending the AOBA National conference in 2000, Frank and Jody really began to realize that they were in the right direction in their breeding program and that you didn't need a lot of land or a big herd of alpacas to be successful.

Frank and Jody enjoy attending the area alpaca shows and events. Not only is it a fun family activity, but it is also an economical way for them to network with other alpaca breeders and showcase their offspring to potential investors.

After the long winter, the Hezouckys are looking forward to the spring show season. They only own eight alpacas, four breeding females and four males, including one pet quality companion male. They choose to take three males to the shows: Remington their future herd sire, LB Peruvian Castano Bay and LB Copper Moon, their only 2 cria born on their farm in 2000. These Alpacas have all competed very well against farms that have had several hundred alpacas to choose from. Frank and Jody both agree that competing in such shows and events has been a beneficial learning experience for their farm. You learn what other breeders have to offer while promoting your own farm and you know you are part of a growing industry that has so much potential and many people are working together to help it grow.

As a visitor to Lana Bella Alpaca Farm, you will find a normal hard working family of four that have chosen to raise and sell alpacas. You will see only quality alpacas for sell including females bred to one of the top future herd sires in the country, Cperuvian LB Remington, who in his one year show campaign has eight blue ribbons and five Championships at shows such a AOBA, MAPACA, PAOBA, and Triple Crown. Lana Bella Alpaca Farm has a sound-breeding program, with quality and uniqueness in every cria that is born.

Alpacas make the perfect small farm investment animal and Lana Bella Alpaca Farm is a prime example of how with only a few quality alpacas, breeders can turn that small farm into big opportunities and rewards.

EXPERIENCE THE JOY OF THE NEW KANSAS GOLD!

The beautiful state of Kansas has for many years experienced and profited from various golden advantages. The many varieties of sunflowers, the state flower, can be viewed growing wild along roadways or from cultivated fields of flowering gold. Beautiful sunrises and sunsets are one of the state's noted natural features that attract tourist from far and near. The golden fields of grain are often sang about in songs and spoken of by local citizens and strangers alike. Originally the Kansas wheat seed came from foreign countries, but now it contributes to Kansas' prominence and notability around the world. These many grain fields have been the lifelines for many farmers and merchants throughout Kansas' history.

There is a new gold on the horizon for Kansans to experience. It is that of the alpaca with its fine, lustrous fleece and quiet, sweet personality, which adds to the golden financial and psychological rewards. Keith and Betty Thomas of the KT Alpaca Ranch, nestled at the foot of the Kansas Flint hills near Leon, have learned first hand the joy and financial rewards of raising alpacas.

The Thomas' have operated a successful Cow Calf operation for the past twenty years. In order to gain the highest return for their small farm, they realized that it was necessary to diversify their operation. October 2001 an article appeared in the American Small Farm magazine, which set them on their love journey with alpacas. They made their initial purchase of five females from Anne and Winston Riley of Ozark Alpaca's and have been blessed with exciting returns. Because their foundation herd animals have the correct phenotypical look and high quality fleece, they have been very successful in the show ring.

Alli Rosado at 2 weeks

Because the alpaca is a safe animal, our three granddaughters, Dion, JoLynn, and Kaley, have been able to enjoy the animals, too. "We do not have to be afraid that they will be stepped on and injured because the alpaca foot is a soft pad". Each of the girls has an animal that they can halter, lead, and walk in the show ring.

Keith told us that one of the things that makes investing in the alpaca so attractive is all the tax advantages. For example, IRS code section 179 allows tax incentives for the initial purchase of alpacas. The Job Creation and Worker Assistance Act also provides depreciation's on alpacas purchased between 2002 and 2004. Talk to your tax advisor for more information. Because the alpaca is identified as a livestock, any purchases made for the protection, benefit, and care, of the animal can also be used as tax savings by its owner.

Stop by and visit Keith and Betty at their ranch near Leon and learn more about their farm set-up, breeding programs, and care for their alpacas. Experience the beauty of the fiber by caressing the alpaca rovings and processed yards that are available for purchase. You can contact them by email at ktranch@aol.com or phone (316) 742-9911.

RICH-NES ALPACAS

Raise Alpacas For A Better Return On Investment

Located in southwestern Minnesota, Rich-Nes Alpacas is owned and operated by Rich and Agnes Wildt. Alpacas has been their passion since 1985.

A friend of Rich's went to an Arabian Horse Show in Phoenix, Arizona in February of 1985. While visiting at the show, a guy said his brother was getting out of llamas and getting into alpacas because of a better return on investment. When he came home from Arizona, he told Rich about the conversation. About a month later, he brought it up again and Rich said, "Let's get on the road". That is how Rich and Agnes got started in the alpacas.

At that time, there were three importers; one from Indiana, one from Ohio and the last one from California. On that trip, they saw all the alpacas in Ohio and Indiana and ended up buying six females and one male. In a couple of years, Agnes and Rich ended up on their own not selling any and started building their herd. After about seven years of building up their herd, they started selling breeding stock and at the present time, have approximately 300 head on hand.

The first imports from this country originated from Chile. After standing a quarantine of 60 days in that country, they were flown to the Harry S. Truman quarantine station off the Florida Keys. These animals travel very easy. One can haul them in trailers, pickups, vans and small airplanes. They always lie down while traveling. All of their animals are halter-broke.

Following are some of the characteristics of alpacas. They are induced ovulators and can be bred at any time of the year. After a gestation period of 11.5 months, a little baby called a cria is born. A few animals have gone over a year in gestation. At the time of birth, a little cria will average between 15 and 17 pounds. Ninety percent of the babies are born between 9 and 11 in the morning, with a few born before 8 AM and a few born between noon and 1:00 PM. Alpacas will put their manure all in one place, whether it is in the barn or pasture. Their average lifespan is 17 to 21 years. The oldest alpaca on the Rich-Nes ranch is 19 years old and is pregnant, due in April of 2004. The average weight of the adult is 150 to 160 pounds. The alpacas are all blood-typed for parentage and they are all registered.

The nice thing about the alpaca is their fiber. The first years, Rich and Agnes sold only raw fleece and roving. The next step was to get some yarn made. One thing led to another, and after they purchased their first knitting machine, they ended up with seven knitting machines working for them. There are 22 natural colors of alpaca fiber, and Agnes and her daughter-in-law knit anything from baby mittens to adult sweaters.

The animals are sheared once a year, and during the process of shearing, the coarse fiber goes into a separate bag and out of that, comforters are made. They offer many other finished products that have been made from the fine fiber of their alpacas such as teddy bears, baby afghans and more.

The alpacas raised on the Rich-Nes Ranch are very friendly and are taken to local nursing homes, to home of handicapped adults and kids and school kids. The ranch is on the tourism route for the county, and as a result, they have a fair amount of bus tours that stop every year. Also, a large amount of traffic stops along the highway. Visitors are always welcome.

As you can see, the alpacas are very easy to take care of, are docile and a friendly animal to have as a business or to semi-retire with. A member of the Alpaca Owners and Breeders Association, Rich-Nes offers free support services to fellow alpaca lovers such as breeding, sales, boarding, and vet and tax consulting.

For more information, or to make a purchase, please phone Rich or Agnes at (507)249-3631.
E-mail: wildt@richnes.com
Website:www.richnes.com

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Richard and Agnes Wildt
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www.richnes.com

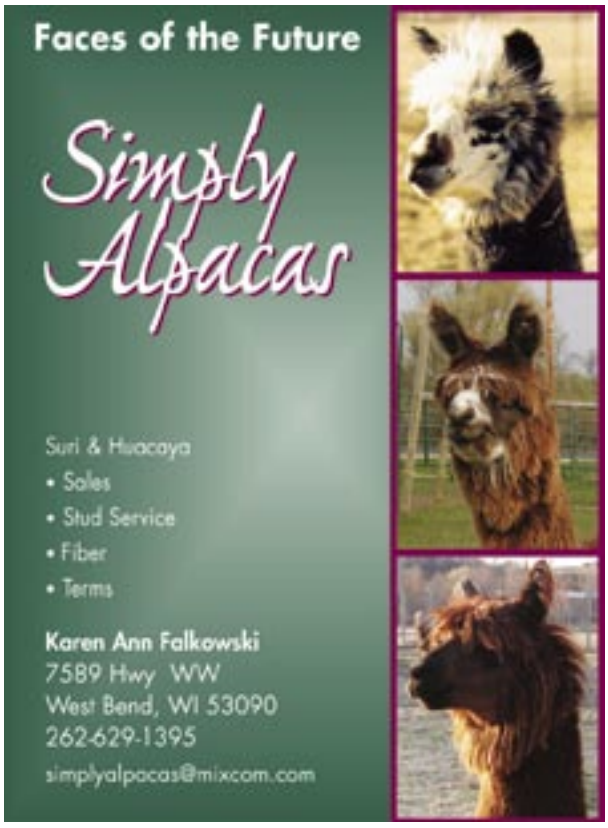
Simply Alpacas

While Simply Alpacas was officially begun in 1999, I have been involved in camelids since 1988 when a friend and I bought our first llamas. Over the ensuing years, homes were sold, a farm was purchased and I switched my loyalties from llamas to alpacas.

It's been an interesting journey. I now have 12 alpacas with three cria (baby alpacas) due this summer. My friend Suzie, Appealing Llamas and Suri Alpacas, has 27 llamas and 2 Suri alpaca. It didn't take us long to realize our joint venture is driven as much by necessity as it is by friendship. There's no way each of us could keep a farm running on our own. We both have full time jobs with an hour commute each way. Farm chores are done twice a day and after taking care of our house pets we try to find time to catch up on email and industry news. Weekends are spent on more time consuming outside tasks, the ever dreaded housework or chasing into town to run errands. Wonderful neighbors have been a blessing. We're fortunate to have several barns and silos on the property which we use to barter storage for farm work that requires machinery we don't have and can't afford. This barter system has allowed us to put up fence posts, plow and seed pastures spread manure and do minor repairs that we don't have the know-how or the strength to do.

Is our story a typical one? I don't know. There are plenty of stories in magazines about people who either retire or sell their businesses and go into alpacas with the financial means to get properly set up. Within a few years they are earning a living. I have to believe there are many more people who, like us, have done the research, start out small and are working hard to build a business that will eventually become self-sustaining.

Words of advise? Read everything you can about alpacas and their requirements, find a good vet, visit several farms and attend shows before you buy and don't discount the smaller farms. Would I do it again? Being there when a baby is born, watching the alpacas pronk around the pasture at sunset – you bet!



Pine Forty Farms

Raising better alpacas one generation at a time

Nearly 15 years ago, Julie Ann Jarvinen and Bill Hedberg recognized alpacas as alternative livestock with great potential. The opportunity to apply skills and experience acquired from raising dairy cattle and horses also attracted them to the fledgling alpaca industry. Now Bill's 26-acre Iowa farm, formerly used for raising hogs, is home to approximately 140 prize-winning registered suri and huacaya alpacas plus 14 llamas. After choosing foundation stock with sound conformation, they have employed a selective breeding program designed to achieve early maturity and to improve fiber quality and quantity without compromising conformational excellence.

Today the alpacas of Pine Forty Farms provide supplemental income for these busy veterinary professionals through sales of breeding stock across the US. Fiber from their alpacas is harvested every spring and pooled with fiber contributed by other members of The Alpaca Fiber Cooperative of North America (www.americasalpaca.com) for transformation into sumptuous yarns and garments. Just as demand for pork products drives the hog industry, creation of strong worldwide demand for alpaca fiber products is essential to sustained growth of the alpaca industry. To help develop this demand, Bill and Julie have further diversified their alpaca operation by becoming the exclusive US distributors of 100% alpaca knitwear wonderfully handcrafted in Bolivia by Waliki (www.Waliki.com).

As progressive breeders, Bill and Julie realize that continuing success of the alpaca industry will also require ongoing genetic improvement of the alpaca as well as increased production efficiency. Both goals can be achieved through application of many management practices and principles already established in traditional livestock industries. They encourage other experienced livestock producers to enter the alpaca industry where they can capitalize on their personal expertise and help take alpaca production to the next level. For more information on Pine Forty Farms alpacas or Waliki products, please contact Bill at 641-456-2779 or Julie at 515-292-3829 or visit our web site at www.alpacanation.com/pinefortyfarms.asp.

Pine Forty Farms

QUALITY SURI AND HUACAYA ALPACAS

RAISING BETTER ALPACAS – ONE GENERATION AT A TIME

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3 Hawk Ranch Alpacas

I was raised in the suburbs with pet cats and dogs; this was my only exposure to animals as a child. I then began my career in accounting. I spent 15 years doing this type of work. The last position I had was the comptroller of our 48 state trucking company. I was ready for a change.

My husband was at the Ford dealership waiting for the them to open when a man approached him with questions about the Ford diesel trucks performance. Neil answered his questions and then ask one of the man. He noticed the guy was pulling a very nice horse trailer with an air conditioning unit. Neil ask what was being hauled and was shown his first Alpaca. He received a brochure about the animals and brought this to the office for me to look at. Once I read the brochure and saw the pictures of the Alpacas, I wanted to see them up close. We went to the Alpaca farm and looked at the many available Alpacas. There was one little male, he was 9 months old; that I decided was going to be ours. We thanked the owner and told him we would be in touch. We immediately started searching for the right property. This process took us from Pennsylvania to our ranch in Colorado. We contacted the Alpaca owner and made an appointment to return to his farm. While we were there we bought the little male I liked so much plus 3 females and another male. We were now on our way to beginning our new adventure. Neil went to Minnesota and bought a feather-lite trailer and came home to pick-up our little ones. I say our little ones because we purchased all juveniles. He took them to Colorado to our ranch and began setting up the area. We then found a buyer for our trucking company and headed west, this was in 1991. I have been caring for and learning about these fantastic creatures to date. You continue to learn new things all the time no matter how long you work with the Alpacas.

I liked my Alpacas because after the rush of the main stream life style, I now had time to enjoy life and the serenity of life with the Alpacas. I did not show my Alpacas for many years, but finally I started showing them in 2002. I have enjoyed every show I attended and when the Alpaca wins a ribbon, I become so excited. I have many ribbons already and just starting my 3rd season of shows. I do my own shearing and then have the fleece processed commercially. I am learning to make many wonderful items from their fleece. I have attended a class for hat felting and plan to attend more classes. From the knowledge I have gained, I now can felt a hat, make a quilt, and pillows. I am even learning to crotchet.

I have been happier raising my Alpacas in the Mountains of Colorado then I would have every thought possible after working in the public most of my life.

3 Hawk Ranch Alpacas

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E-mail: threehawkalpacas@aol.com

What To Do With All Of That Fiber!

By Sheri Hewitt

We shear alpacas every spring. Woodland Meadows Alpacas will shear 45 this time. At an average of about 5 to 6 pounds each, that's 180 pounds of fiber that is stuffed into bags to await processing! Each year has presented the same problem – what will I do with all of that fiber?

I joined AFCNA in the very beginning (1997). I dutifully sent them my meager clip and because I knew absolutely nothing about cleaning and skirting, almost half of my clip was returned to me at my expense. It just sat there, for years! Since then I have not sent fiber to the coop. The reason for my lack of participation is simple: I just don't have (or take) the time to skirt it. It is a big job and frankly, I have been very intimidated.

About a year ago I decided to do something that will change all of this. I decided to design, knit and felt 100% alpaca products to sell. I already owned one single bed knitting machine. One of the garments I will be making requires double knitting, so I have purchased two Passap double bed machines. They are computerized and can be programmed to run unassisted.

Designing alpaca, especially knitted alpaca, can be challenging. Alpaca is a very fine, soft fleece and does not have much body. Coming up with designs that allow the finished garment to hang well and flatter the figure is my greatest goal. The absence of body is one of the primary reasons alpaca is blended with other fibers. At this time, I plan to use natural colors, with no dyes.

So, I will use my alpaca's fiber and will send it to be spun into yarn at a U.S. mill. My adult children have requested that I make sweaters and skirts that they will be proud to wear. With that in mind, I have begun the design process. Finished products will sell on my website, at shows, and to others for resale on their websites or at shows.

My plans also include felting the less desirable fiber, such as the leg and neck, to make vests, hats, totes, fabric and whatever else I can come up with. This way, there will be no wasted fiber. I just hate to waste something as valuable as alpaca fiber.

Check out my website, www.woodlandmeadows.com and click on Country Store to see how the business is growing.

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info@alpacafarm.com www.alpacafarm.com

Alpacas Facts

What is an Alpaca? Alpacas are members of the South American Camelid Family. This family is comprised of the vicuna, guanco, llama and alpaca. Unlike the llamas, which were primarily used as pack animals in South America, alpacas were raised for their cashmere-like fiber, once reserved for Incan royalty. They have been domesticated for over 5,000 years Alpacas and Llamas are native to the Andean Mountain Range of South America are primarily found (in order of increasing numbers) in Bolivia, Chile and Peru. In South America, alpacas and llamas are used for their meat, fiber, and llamas for their ability to pack. While there are just 3 million alpacas in South America, there are only about 55,000 in the United States. There are alpacas Down Under in Australia and New Zealand as well. Alpacas are often raised as an alternative to sheep farming.

There are two types of alpacas, both of which are represented in the United States, the Suri and the Huacayas. The Huacayas fiber has a wavy or crimped appearance while the Suri alpaca's fiber does not. The Huacayas characteristics enhance its use in spinning.

Alpaca diet and care. Alpacas are grazers and like cattle, they chew their cud. They have a split upper lip, which prevents them from damaging the vegetation's roots. They require good quality hay (primarily grasses) and are supplemented with grain and mineral mixes to meet their proper nutritional requirements.

Like llamas, they have communal dung piles that is they defecate in fixed areas and avoid grazing these areas thus keep parasite infestation low. They are on strict deworming programs and require annual boosters of certain vaccinations.

Factoids

Alpacas average lifespan ranges 15-25 years.

Alpacas average height is 36 inches at their shoulders.

Alpacas weigh on the average 100-180 pounds (1/2 to 1/3 the size of a llamas)

Their average gestation is 335 days (11 ½ months) but can range from 320-376 days.

Alpacas have single births, twins are very rare.

The average weigh of a newborn alpaca is 15-19 pounds. Babies stand and begin nursing within 30 minutes after delivery.

Alpacas come in 22 natural colors with varying patterns.

Alpacas do not require special fencing or a lot of acreage (5 to 8 animals/acre).

Female alpacas can be bred back as early as 2 weeks after parturtion and can start breeding as early as 12 months of age.

Male alpacas can begin to breed between 2-3 years of age.

Alpacas are very social animals and communicate to each other with humming noises, body and head movements.

Alpacas are considered a livestock investment, as they can be depreciated yearly.

For more information on alpacas and the industry in the United States, please feel free to contact.

Alpaca Owners and Breeders Association (AOBA)
P.O. Box 1992
Estes Park, CO 80517-1992
Phone: (970) 586-5357
Fax: (970) 586-6685

Alpacas of Prairie Station

Come See Your Future

One might say we got into alpaca breeding by accident. Having built a house in the country, I thought it would be fun to have a little fiber herd to supply my spinning and weaving hobbies. At the Estes Park Wool Market, I discovered a whole new creation: the alpaca. The alpaca!

Besides being friendly, easy keepers, needing little space, alpacas provide a tax shelter. The magic words. My husband Jim, the retired accountant, opened his ear flaps when he heard "Section 179 depreciation." This, of course, cannot be used for hobby expenses. Instead, we should breed and sell them.

The search was on. Through the AOBA Farm and Ranch Guide, we found owners near our home in southwestern Wisconsin. Our first animals arrived just over a year later.

Since our only livestock to that point had been an Irish wolfhound, we needed to make a bit of preparation. An open sided calf shed rolled off the back of a truck. We got long extension cords to run from the house to the shed to keep water buckets from freezing. We were in business.

The first winter was simply housekeeping for six females. Feed and carry water twice a day, about a half hour each time. In April, just days after the birth of our first cria, we attended an auction and bought a couple young males. We catapulted into show business. With exhibiting our animals came marketing plans, display designs, travel, a lot of things which have little to do with livestock breeding. At the same show, we sold our first animal. Income: this is good.

We have now owned alpacas for about one and a half years. The calf shed has been replaced by a barn with automatic waterers and wide overhangs. Out my window I watch my young herdsire pacing along the fence, looking his very best for the new girl who just arrived (She's hot stuff). I spent two summers in high school as a summer girl on a Montana cattle ranch. It was a good life, but it didn't come across as this much fun.

CORNERSTONE ALPACAS

Welcome to Cornerstone Alpacas, located in Yukon, Oklahoma. Our interest in alpacas began quite by accident while visiting my sister's alpaca farm in Colorado. We had never really considered raising them ourselves, but we were looking for a business that would eventually enable both of us to work at home. We had always been attracted to their gentle nature and their soft luxurious fiber. Hmmmm, alpacas? Well, why not! The rest, as they say is history.

Through the use of the internet, personal farm visits, and attending alpaca shows, we learned as much as we could about investing in and caring for alpacas. Our first purchase consisted of three bred females, an award winning herdsire, a companion male and 2 cria. The seller included free boarding for six months while we searched for property that would best suit our purposes. In the meantime, we had the opportunity to purchase an additional 11 animals bringing our initial herd to a total of eighteen.

Once we found the right place, we quickly replaced the existing four-foot field fence with a taller, more secure horse fence. Strong fencing was a high priority because these beautiful creatures are virtually defenseless against most predators, including domestic dogs. We were also fortunate enough to acquire two trained Great Pyrenees livestock guard dogs that have been worth their weight in gold. With some minor modifications to the existing barn, we were finally able to bring our animals home.

It has been a never-ending learning experience ever since. Much of our herd management program has evolved through trial and error. We have had our share of setbacks such as the loss of a pregnant female to ulcers. But the joy of seeing playful cria pronking in the pasture by far outweighs the bad times. As an added bonus, the tax benefits of alpaca ownership and the increasing demand for alpaca fiber has greatly enhanced their marketability. They practically sell themselves.

Photo Courtesy Cornerstone Alpacas

One question that many visitors to our farm ask is "Would you do it over again?" The answer is an unequivocal yes. The privilege of learning about these mysterious animals, the wonderful people we have met, and the financial rewards are more that enough reasons to do it all again.

Pakatrak

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Becky Roof and Oliver Brown
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Hoegger Supply Company

Answers To Our Most Frequently Asked Questions

What is the normal temperature of the goat?
A. 101.5° to 104° F.

What is the normal pulse of a goat?
A. 70-80 beats per minute.

How often does a female come into heat and how long does it last?
A. Between September and March a doe will come into heat every 21 days. The heat will last 12-36 hours.

What is the gestation period for a goat?
A. 148 - 153 days.

How many kids will a goat have with each pregnancy?
A. Between 1 and 4 kids . . . sometimes 5.

What are some common terms used among goat owners?
A. Kid - baby goat
Doeling - growing female kid
Buckling - growing male kid
Dam - mother goat
Doe - adult female
Buck - adult male
Sire - father goat
Kidding - the birthing process
Lactation - period of time when doe produces milk
Drying Off - end of lactation
Measurement of milk by weight: 1 lb. = 1 pint, 8 lbs. = 1 gallon
Wattles - small hair-covered appendages in the neck area
Stripping - removing the last milk from the udder
Colostrum - First "milk" after kidding, lasts 3-5 days

How can I tell if my doe is coming into heat?
A. An early sign for a milking doe is a sudden increase in milk output. Tail wagging, bleating, frequent urination and swelling of the vulva are also signs. When introduced to a buck, the doe in heat will show great interest. Ovulation usually occurs in the last few hours of heat. Best conception rates are during the period.

Is there a danger that my goats could get too much copper?
A small amount of copper is necessary for normal body function, but an excessive amount of copper will cause toxicity. The amount of copper in goat minerals should be about 1/4 of a pound of copper sulfate per 100 pounds of mineral mix. It would take 10 times that much for a goat to develop copper toxicity. Goats must never be fed swine feed, as it contains damaging levels of copper.

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Albright Boer Goats

It has been a whirlwind of activity at our farm in north Ohio, since 2002. We purchased Pistolero (the highest selling buck in the U.S. to date) and brought him home from Texas to a very chilly Ohio, December. To have an animal with that kind of pedigree in Ohio is great, but it only got better. We purchased our first full blooded does, some recipient does and set up our first embryo flush for May 2003. We flushed 22 does in May and then set up our second flush for September 2003. Being a glutton for punishment, we purchased a few more does and started our second flush which consist of 16 does. On the last day of the second flush my husband decided to set up our third flush for December 2003. Ignoring my pleas for mercy and threats of divorce if he followed through with it, the third flush happened. We flushed 6 does and harvested 160 embryos, all grade 1 and 2. It was amazing and all the thanks goes to the good Lord for making it happen, if it wasn't for him none of this would have been possible.

Photo Courtesy Albright Boer Goats

Looking back at 2003 and having 3 embryo flushes in one year, it's just, wow! Nothing concreted the "wow" until February 5, 2004 when our first Pistolero kids starting hitting the ground. Now we are up to our elbows in kids and loving it! I don't like the sleep deprivation, but what fun to see that many kids running around with those types of pedigrees. And like child birth, you forget the pain of the whole experience once you see those kids on the ground. I have to chuckle when I think back....starting out in 2001 with 10 average goats because we needed something to help with mowing the grass.....now in 2004 with 300 recipient does, 16 teaser bucks, 20 full blooded S.A. Boer does, 2 weather bucks, 10 livestock guardian dogs, 1 Boarder Collie and best of all, Pistolero!

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Warren Finder of Mid-States Wool

This is Kansas Profile. I'm Ron Wilson, director of the Huck Boyd National Institute for Rural Development at Kansas State University.

Remember that nice wool suit? Nothing looks and feels quite like a genuine wool suit.

Today, we'll meet one of the nation's leading businesses serving the producers of that wool.

This business gathers wool from some 14 states and ships livestock supply products all over the country from a facility in the middle of Kansas. Flock over to your radio and we'll meet this remarkable business on today's Kansas Profile.

Meet Warren Finder, supply manager for Mid-States Wool Growers Cooperative Association in South Hutchinson, KS.

Mid-States Wool Growers has a long history of serving sheep and wool producers. This history goes back to 1918, when a number of wool producers in Ohio banded together to market their wool during World War I. in 1931, a similar group was organized in Kansas City. This organization was called the Midwest Wool Marketing Cooperative. Over time, both organizations grew and diversified, adding a livestock supply business to their operations.

In 1974, the two organizations combined to form Mid-States Wool Growers Cooperative Association. Today it still has offices in Ohio and Kansas and is owned by 6,000 sheep producers in 20 states.

The Kansas staff of Mid-States Wool Growers has rural roots and deep experience in the sheep industry. Warren Finder grew up in the sheep business with his father. Warren has some 35 years experience in sheep shearing, but he says he began when he was two. I'm not sure I'd want to be the sheep that was shorn by a two-year-old...

Anyway, that experience has paid off. Warren has a wealth of knowledge, and owns some 200 ewes and 60 Boer goats himself. He and his wife live near Kingman, where she trains border collies.

Warren succeeded Hank Ruckert as supply manager, and Hank continues to work part-time. He has more than 40 years experience and also has a sheep flock of his own. Rounding out the administrative staff is Alex McClure, manager of the wool department. Alex is a 10-time Kansas State shearing champion. Wow. He lives near Harper, Kansas, population 1,584 people. Now, that's rural.

These gentlemen give leadership to this remarkable niche business. Wool comes in to their facility in South Hutchinson from all over the midwest and from places as far away as Minnesota, Mississippi. Wyoming, and Louisiana. The wool is quality inspected and marketed on behalf of the growers. Mid-States markets more than six million pounds of wool annually.

They also operate a livestock supply business. Mid-States Livestock Supplies offers one of the most complete lines of products needed by sheep and goat producers from antibiotics to wound spray and everything in between. Their catalog includes all kinds of medicines and the equipment to apply them, plus lambing supplies, hoof care, clippers, ear tags, grooming supplies, gates, books, spinning wheels, gifts and more.

In the miscellaneous category is a bottle of coyote urine for $4.95. Apparently, this is used for luring coyotes into traps. I wonder how in the world that gets collected?

The cutest item in the catalog is called Kid Jammies. These are soft one piece cloth outfits that can be pulled onto newborn kids to protect them from cold weather. As you may recall, baby goats are called kids. The jammies for these kids have four leg holes and are sized to fit a baby goat. And yes, they come in pink for girls and blue for boys. Now I've seen everything....

Mid-States ships livestock supplies all over the country as far away as Alaska and Hawaii. They've even sent sheep shearing equipment down to Chile.

How exciting to find this remarkable business in the middle of Kansas.

Remember that nice wool suit? I like wool and it is good to find that one of the leading businesses serving the wool industry is found here in Kansas.

We salute Warren Finder, Hank Ruckert, Alex McClure, and all the people of Mid-States Wool Growers for making a difference by serving this remarkable industry. This wonderful wool business suits Kansas just right.

Kansas Profile is produced with assistance from the Resource Conservation and Development Councils of Kansas. For the Huck Boyd National Institute for Rural Development, this is Ron Wilson with Kansas Profile.

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The patented PREG-TONE uses high frequency sound waves called ultrasound to detect amniotic fluid present during pregnancy. When this fluid is detected, the instrument produces a loud continuous tone. When used on an animal which is not pregnant, the instrument produces an intermittent tone. The intermittent tone also indicates that good skin contact is being made.

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The RENCO PREG-TONE has been tested against other ultrasound instruments by leading universities throughout the world. Their studies show the PREG-TONE as the superior instrument in both accuracy and ease of use (studies available upon request).

Testing may begin as early as 18 days with swine (large litters, 11-12 piglets). Open sows can be diagnosed as early as 30 days. Normal testing time in sows and gilts is 30-73 days.

Pregnancy testing in ewes can begin as early as 30 days, with positive diagnosis made by 45 days. Normal testing time in ewes is 30-120 days. Testing on large New Zealand White rabbits can begin at 10 days.

Loud, easy to hear tones.

During testing, no lights are used, no buttons are pushed, thus attention is not diverted from the animal. A short intermittent tone indicates good contact, while a loud continuous tone indicates pregnancy. Since the PREG-TONE uses only loud easy to hear tones to indicate both pregnancy and non pregnancy, it can be clipped on the belt or kept in a pocket. The PREG-TONE does not need to be seen or held during testing.

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Specially chosen by Renco Corporation to assure long life, the battery pack will last for years and give many hours of testing on one overnight charge. Renco's own unique circuitry causes the PREG-TONE to turn itself off when the battery needs recharging, assuring the user against erroneous readings due to insufficient power. Battery charger is included.

Rugged all-metal construction... Small enough to slip in your pocket.

All-metal construction guarantees against interference by radio waves in the atmosphere, a major accuracy problem with some ultrasound instruments. Constructed of heavy gauge aluminum for ruggedness and ease of cleaning, the RENCO PREG-TONE is still lightweight and small enough to slip in your pocket. Contact us today!

CIRCLE R BoerGoats

CIRCLE R BoerGoats started in 1995, with 8 percentage does and one NZ buck and a good friend Butch Patterson, with the intentions of selling wethers and expanding the herd. With home raised doe kids, not much was sold that first year as every kid born was a doe, and all eventually became well known show CHAMPIONS. Butch bought a couple of Codi/Pci does at the herd dispersal sale. One doe had two doe kids, now known as Ennobled Sharon two and Sharon one. The other doe had a buck kid we named Big Butch. In the fall 1996, Big Butch was bred to three does before he was tragically killed by domestic dogs at less than a year old. When the kids arrived we realized just what a tragedy it was, as the first kid born was a single to Sharon two that was SO big he was nick-named the Bulldog, which ended up becoming his registered name.

Butch gave me Bull, as I needed a SA buck, and as Bulldog grew, I realized that he was something special. I started to show him a little, he did not do great that first year. He was so big and long, he looked a little odd, so I kept him home and ran him with my small herd.

The second winter, Bull really bloomed and filled out. By spring, weighing just over 400 lbs, I decided to try showing him again, this time he took the early shows by storm winning three championships. I was busy getting a percentage doe ready for 1999 Nationals, not even planning on taking BULL, but a good friend in OK suggested I might take Bull to Nationals and win the two year old class. I thought about it and decided why not try, so BIG BULL headed for MS and ended up winning that tough two year old class plus Res: Senior CHAMPION and National Res: CHAMPION. What an honor for a small percentage breeder with her first SA buck. Of course many years and many titles have passed since that win, and CIRCLE R is now all fullblood SA. BULLDOG has continued his fame in his produce. He became Ennobled by his first four kids in just five shows, and helped Ennoble two older Codi does, Brook's TX Lady and CODI QUEEN.From there great Bulldog offspring and now those offspring K9-CASEY, KAY-9 and BIGDOG, have also earned enough points to Ennoble, plus many others winners in almost every state.

Bulldog

In 2002, I became Goat Ambassador for Purina Mills. THE BULLDOG became the official Boer Goat for Purina. You can see him in all their national advertising and on the feed bags along with a herd of Bulldog Offspring. Now in 2004 the line is continuing through the grandkids, which are exceptional, and the doe herd of BULLDOG Codi/Pci bloodlines are preserving the past to influence the future.

This really is a dream come true for me, having always loved the goats and enjoying helping others with their goat projects, big or small, I have always wanted to raise top quality, and this was made easy with this great buck, going from a small percentage breeder who liked to show, to a national known breeder all through one GREAT BUCK "BULLDOG", raising bigger goats, with quality Codi/Pci genetics that are healthy and correct. This is a small herd that is VERY BIG on quality over quantity, and for that reason, animals tend to sell very quickly. They simply sell themselves. I have not over bred BULLDOG, and always select the best does for him, thus keeping the quality of his offspring very high.

You can see pictures of Bulldog and his offspring on the website:

www.CIRCLERBOERS.COM or call 817-523-5649.

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Boer Goat Facts

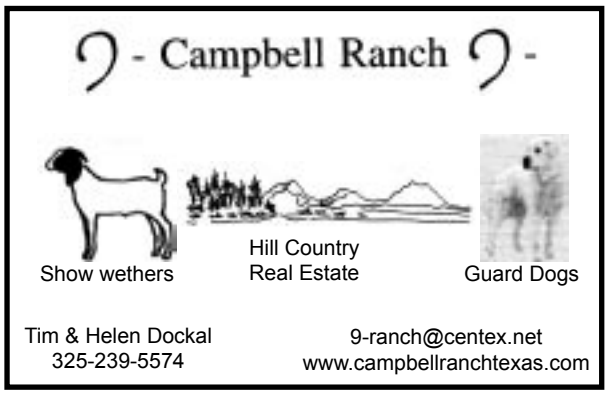
The adult Boer Goat can easily exceed 200 lbs. They are one of the few goat breeds that have been genetically selected for early weight gain, carcass quality and muscling. By using a full or half-blood Boer Goat buck in your dairy or doe herd, you can increase the weight gain of your kids by over 150%! Boer Goat crosses bring more in sales, also. The carcass quality is so much improved by even half blood sires, that the resulting kids bring premium prices. Because they gain quicker, they get to market quicker with less time in the feedlot.

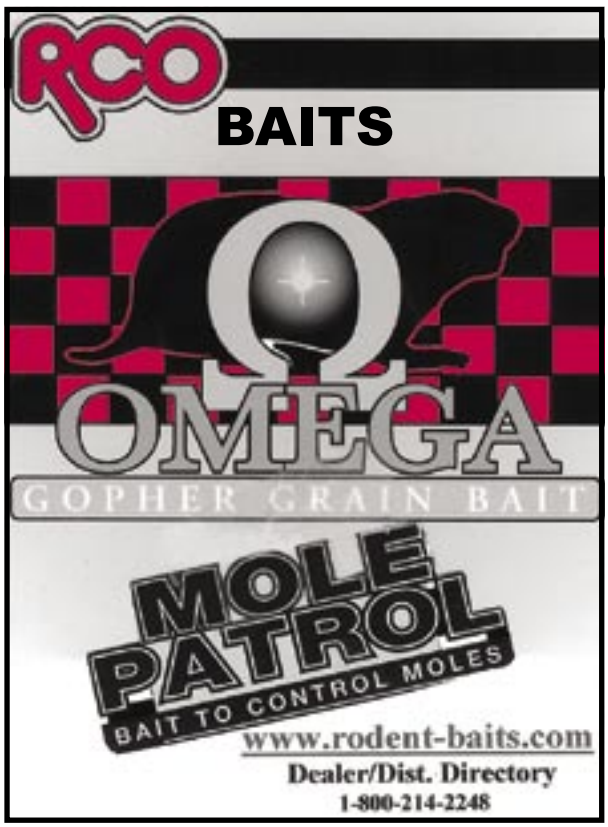
Goats are naturally low in body fat, with only 51 calories per ounce. A four-ounce serving of roasted goat meat contains only 85 mg. of cholesterol. Currently, the demand in the U.S. exceeds what American farmer's are able to produce.

The Boer Goat performs extremely well in trials and carcass competitions proving it to be the superior meat goat breed.

India is the World's No. 1 provider of strychnine for controlling Gophers.

US Gopher Bait Formulators depend on them but now have to scramble to find any Tech material because of a worldwide shortage of strychnine. Strychnine coated rodent baits are not being formulated in quantities that were experienced during the years prior to 2000. Low crop yields from strychnos nux vomica, a toxic plant from India and parts Southeast Asia, are the major problem. It's over harvesting and improper cultivation during several years of drought have combined to drive this worldwide shortage. The majority of plants are in random locations with little or no cultivation. Strychnine uses vary with countries; it's used as a Medicinal, as an animal control toxicant, while a radical minority use it as a homicidal agent. Most of us depend upon it as the primary gopher control toxicant mixed in a variety of gopher baits. While it does grow in other countries, harvesting and processing are all done primarily in India and Ceylon. Civil unrest, market instability and Government involvement have also compounded this tenuous situation. Only several US formulators, including RCO Intl. Inc., makers of RCO Omega Gopher Bait, will be building for 2004 national usage. This bait shortage is projected into next year, barring any other draughts. Limited amounts of strychnine gopher bait are available in many Farm Stores across the US. Effective alternatives to strychnine gopher baits are few, but the closest control agent seems to be the 2% Zinc Phosphide baits. They can be poor on average, but our RCO "Western Formula" 2% ZP Gopher Bait with "naked oats" has shown favorable levels of control in hay areas. We encourage spot treatment with small amounts of strychnine bait to finish off the task. Traps, gases, and crop rotation can be effective complimentary methods to an initial economical grain baiting. RCO Dealer and Distributor information can be found at www.rodent-baits.com or our home office : 1-800-214-2248.





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Courtesy of National Bison Association

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The 2,000 American ranchers involved in the buffalo business today are proud of the care and attention we give in the raising, processing and distribution of our products. Here is our commitment to you:

• The National Bison Association's Code of Ethics, and the industry protocols, strictly prohibit any feed containing animal by-products or continuous low-levels of antibiotics.

• Our Code of Ethics—along with federal regulations—prohibit the use of artificial growth hormones in bison.

• Buffalo consume a diet that has a much higher percentage of grass–and lower percentage of grain–than do other livestock species. Simply put, buffalo have not been bred through the centuries to consume grain... our animals do better on grass.

• Buffalo also do not do well on feed rations containing high levels of protein. Consequently, there is little incentive to utilize feeds containing by-products.

Our producers have followed these protocols for years. Now, we are prepared to take our quality assurance one step further.

Following nearly two years of planning and development, the National Bison Association is implementing an industry-wide USDA Process Verification program to provide customers with an extra degree of assurance that each product carrying the new "Certified American Buffalo" label meets the following standards:

• Products can be traced to the ranches of origin;

• All animals are produced through a verified process that does not allow animal by-products or continuous use of antibiotics in the feed; and

• No animals are produced with the use of artificial growth hormones.

When your customers ask the questions, don't hesitate to give this answer: **"Enjoy Deliciously Healthy Buffalo with Confidence"**

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We would like to tell you about our company Roswell Wool and how we can be of service to you.

Each partner is actively producing and /or feeding lambs here in New Mexico. We purchased the Wool Warehouse in Roswell in 1992 and purchased a second warehouse in 1994, Roswell Wool and Mohair. We combined the two businesses and renamed it Roswell Wool.

In 1994, I began managing the business. At that time, 100% of the wool we handled was from New Mexico. Currently, with our growth, 50% of the wool we handle is from out of state, even though the amount of New Mexico wool we handle has grown. We are now the largest wool warehouse by volume, under one roof, in the United States. Therefore, we attract wool buyers from all over the world. We offer our wool on consignments to all wool buyers at our regularly scheduled wool sales each year. We have sales in January, February, April, May, October and December. Wool buyers who come to our sales have core information/grab samples/sample bales from each lot of wool offered for sale to make their visual inspection of each lot.

Our sales are by seal bid offerings – meaning that each buyer who bids on a lot of wool is by sealed bid. When the bids are all in, I announce the high bidder, but not until the end of the sale do I announce what the bid was. Therefore, keeping the speculation on what each buyer is willing to offer secret, thus adding a bit of excitement when several buyers are needing the same types of wool.

We look forward to earning your business, so you can see why when we say "Dedicated to a Tradition of Integrity", isn't just our motto, it's our reputation.

If you have any questions, please don't hesitate to contact Mike Corn at (505) 622-3360 or 1-800-624-WOOL Website: www.roswellwool.com

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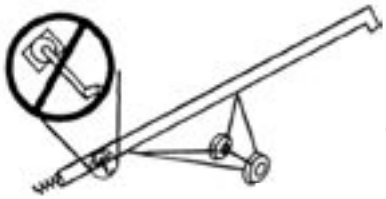

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