



The North
American
Suri
Company

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NEWSLETTER



Suri Breeders,

Shearing season is almost upon us, and as growers, you may be asking yourselves what you will do with your fleece this year. Always good to have a plan before the shearer arrives. So, if you are considering your options now, we applaud you!

For those considering selling your fleece for cash, The North American Suri Company is a great outlet! We are constantly opening new markets for Suri fiber, and we do our best to offer top dollar to those growers who submit exquisite fiber.

As we enter 2017 - our sixth year collecting Suri - we believe it is time that we, and our growers, take quality and performance to the next level. As such, we are making changes in order to:

- Return cash to our growers more quickly.
- Provide our growers with the most accurate assessment of their fleece.
- Meet the needs of a more sophisticated customer base.

The biggest changes will come in our desire to see more noodled fleeces, and in our desire to shorten the window for grading fiber. Those who noodle will be rewarded!

Here are the changes planned:

1. From Oct 7-Oct 15, we will have experienced graders coming into our warehouse for three day "stints" to help us move through the fleeces.
2. That means we want all fleece collected between June 1 and October 1!
3. All farms who noodle their fleeces and mark their boxes NOODLED on the side of the box will get graded first.
4. All farms that noodle their fleeces will be paid at a higher rate per pound - less time for us, more dollars to you!

We hope everyone will take the challenge and step up their game. We are doing so on our end, and look forward to seeing our growers do the same!

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"All Growers must rid their Suris of vegetable matter before the animals go to the shearing mat."

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Serious Talk: Vegetable Matter – It Really Matters

We harped on this back in August of 2016 – a little late for the season – so we’re going to go at it again before shearing in 2017 – ALL GROWERS MUST RID THEIR SURIS OF VEGETABLE MATTER BEFORE THE ANIMAL GOES TO THE SHEARING MAT.

First of all, we are throwing out about 25% of all fiber that is shipped to us, and the number one reason is too much vegetable matter. The international standard is no more than 1% VM in any one fleece. While it is difficult to assess exactly what 1% might look like, we can all agree that it means “very little” – saying it another way, 99% of the fleece must be VM free.

In the past, some growers have opted to try to pick out the VM after the fleece is off the animal. Not a good idea!

Why? Because when Graders assess a fleece, the fastest and most accurate assessment comes from being able to lay out a fleece just as it came off the animal. When growers pick out the fleece after shearing, the fleece comes to us in clumps and handfuls. This degrades the quality of the sort – both in feedback and dollars to the grower, and in the fiber lot we create for sale!

Additionally, since you will be noodling your fleeces this year, you will not unroll them after shearing ☺.

No more unloading your fleece on someone else because you don’t care. We’ve got serious buyers who demand high quality fiber. As such, we must get serious about the quality of our national clip – every grower plays a role in this

Calling On All Coarse, White and Black Suris

We continue to run this article, because we are still on the hunt for coarse fiber!

Do you have white or black Suris with average micron of 29 microns or higher? Do you have a garage, a barn, a stall, or a spare bedroom filled with bags of fiber? You tell yourself every year that you’re going to do something with it but you never do...well, we want it because we bet there’s some coarse fiber in there!

We have an ongoing commercial order to fill. For the 2016 season, we shipped over 4,000 lbs of coarse white, black, and fawn Suri, and our customer is back again for 2017. So we need your help!!

The fiber is being used to make stunningly beautiful 100% Suri, hand spun, hand woven, and hand knotted, piled rugs. We just received a one meter sample in the mail, and it is shown as a photo at the top of this newsletter. We will have it available for people to see at the 2017 Suri Symposium in early August. It really is spectacular!

For 2016, we bought not only from growers, but also from AFCNA. For 2017, if you were someone who sent your coarse fiber to that cooperative, we would ask that you send to us - while the dollars aren’t much (we’ll work on that in time), the fiber will go to great use. And what do we need most of? White, white, and did we mention white? And black – lots of black! If you’ve got it, send it our way.

PRICES FOR 2017

Grade (all colors) Noodled	Price/lb
1 < 20 microns	\$17.00
2 20-22.9	\$13.00
3 23-25.9	\$ 8.00
4 26-28.9	\$ 6.00
5&6 =>29.0	\$ 1.00
Scrap	\$ 0.50

Non-noodled fleeces, deduct \$3.00/lb for Grades 1-4 and \$0.50/lb for Grades 5&6.

- We accept blankets and neck (NO APRON!),
- All fiber submitted must be free of vegetable matter. Commercial standard is vm less that 1%
- We accept and can use all lengths through Grade 4. Fiber that is Grade 5 or higher which is longer than 6.5 inches is accepted at our discretion.

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**Bringing Suri to the
Textile world**



And the Winner Is....

First there were the Tonys, then there were the ESPYs, and now...The SURIS!

Our first year giving recognition and dollars to growers who submitted at least 50 lbs of fleece:

Highest per lb \$ paid

Applewood Lane Alpacas – \$8.70/lb

Highest Acceptance Rate

Rolling Thunder Alpacas – 98.44%

(and a very respectable second place on \$/lb at \$8.24)

Most improved preparation

Wings And A Prayer Alpacas – at 92.77% acceptance rate in 2016, they improved their acceptance rate by over 25% - how did they do it? They cleaned their animals off in 2016, and their fiber was lovely!

Each of our winners will receive a check for an additional \$1.00 per lb.

Congratulations to our winners and to all those who followed closely behind – your care and planning at shearing time has not gone unnoticed.

Grower Program Update

In order to create a commercial market for Suri fiber, we are going to need a whole lot of white, and a whole lot of fine fibered animals, with more poundage than the average Suri today.

Salt River Alpacas has been breeding for several years now to achieve the color, poundage, fineness, and consistency across its herd to make growing Suri a profitable endeavor. And there are other farms out there which are using quantitative tools to achieve the same goals.

Histogram “Cheat Sheet”

Average Fiber Diameter (“AFD”) – The smaller the number, the more dollars back to you. Studies of price per lb (or Kg) as determined by commercial buyers shows AFD represents 70% of the make-up of that price.

Standard Deviation (“SD”) – the micron deviation from AFD for 66 2/3% of the fleece sample. Aim for < 4.00.

These farms need a market in which to sell their Suris, so they can keep making better ones! Enter The North American Suri Company’s Grower Program!

In 2015, Alvina Maynard of River Hill Ranch agreed to be a test farm for us to work out some of the kinks in the program. From there, we are now looking at creating our first, full fledged Grower Farm whereby a Grower will receive a group of Suris, owned by us and hand selected by us, who are just not quite good enough to become studs, but who could turn a profit for the Grower.

Salt River Alpacas will be the first seed stock farm to contribute animals to this program, but we will soon be looking to others to purchase animals and get them placed on farms. A very exciting development, and we look forward to its progress in the future!

Happy birthing season everyone, send us your fleece!!