



In this edition

- Letter from the owner Pg 1
- Changes and prices in 2016 - Pg 2
- Large order to fill – what we need from our growers! - Pg 2

Poundage Matters
Page 3

Grower Model Update
Page 3

“As an aggregate group of growers, we are only starting to crack the surface of our potential.”



[Like us on Facebook!](#)

Suri Breeders,

2016 will be our fifth year in business – hard to believe! We’ve come a long way since this journey began. We now have a warehouse for commercial shipments, we have baling equipment that we have begun using this year – core testing soon to follow! We now have outlets for all Suri fiber – coarse, fine, short, long, blanket, neck, and leg/belly. We have repeat buyers and we have a line of yarns and patterns that we sell wholesale into yarn shops!

But, as an aggregate group of growers, we are only starting to crack the surface of our potential. As many of you may know, a comparable Huacaya fiber buying outlet has come into existence (ACOA) and the group held its second collection effort in 2016 with great success. Our models are somewhat different in that The North American Suri Company buys and sells fiber year round. While the ACOA system takes in the fiber just one period during the year and sells out all of the fiber at once.

We were impressed that ACOA was able to move out large quantities of fiber and were curious what we could learn from them.

Here are some of the stats:

	NASCO	ACOA
Lbs collected	6,126	12,500
% Accepted	79	82
% Grade 1	3	9
% Grade 2	6	32
% Grade 3	24	33
% White	25	46
# of Length Categories	4	2

Big lessons to be learned from this table, and great to see our alpaca brethren getting it right! First – Suri breeders need to focus on white! Second – Suri breeders need to make micron testing an integral part of their breeding programs. It is the only way we will reduce our micron levels – remember that 70% of any fiber price is based on fineness!

But good news! Spring is upon us and with that comes shearing and breeding. So get out your baggies for histogram samples and take a look at your registry certificates to see who might produce white in your herd. It’s never too late to make these changes!



Changes in 2016

One area that we know we need to improve upon is getting our growers their money faster! Hosting grading events around the country is cost prohibitive, and we believe firmly in a centralized model – one set of graders and the fiber comes to us! But, we do believe we can step up the number of graders to get through everyone’s fiber more quickly. And, to that end, we plan to have a solid week of intensive grading in October, 2016 with additional senior graders on site. We hope that this is the start of something much bigger – an event that allows for grower training and classes. But, for our first year, all attention will be on getting checks to growers more quickly! This does not mean we are stopping our year round grading efforts. In fact, see below for our needs to fill a large order this summer!! We will most

likely send people two checks this year – one related to the order below, and one related to all other fiber you send us.

The other change involves shipping – currently we pay for shipping when you, or you and others, have a shipment of 100 lbs or more. We will continue to do that. However, we cannot continue to pay for shipping for submissions with a large amount of waste. As such, for 2016, all submissions with waste of 25% or more will have a commensurate amount of the shipping cost deducted from their check. To avoid this, you must clean your animals thoroughly before they are shorn – do not attempt to clean the fleece after it is off the animal!! We have some farms that already do a great job. We believe ALL growers have this ability, so show us what you’ve got!

Calling On All Coarse, White and Black Suris

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 our first commercial order to fill – 2,200 lbs of white Suri 29 microns and higher, 400 lbs of black, and 400 lbs of brown. We already have enough brown, but we are in desperate need of black and white! We have filled the first part of the order – 800 lbs of white – but we need the remaining 2,200 lbs and 400 lbs of white and black respectively. So we need your help!!

You are not going to get rich off of this, so why contribute? Well, your contribution helps us hone our skills at baling and shipping internationally. We’ll need these skills when the fashion houses come calling, so best to practice with this sort of order! And, it puts your fiber to use. It may currently be used to fill a garage, a barn, a stall, or a spare bedroom, but we think we have a better use for it!

So please ship all of your fiber to us – regardless of micron – as soon as you shear – April, May, or June. We’ll pull out the coarse stuff, send you a check, and then come back around for grading your finer Suri at a later date.

PRICES FOR 2016 (Beginning May 1)

Grade (all colors)	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	\$ 0.75
Scrap	\$ 0.50

- We accept blankets, neck (NO APRON!), and thirds (aka “scrap”)
- All fiber submitted must be free of vegetable matter. Commercial standard is vm less than 1%
- If you submit necks with the apron included, the entire batch will go into the scrap pile – speak with your shearer to ensure maximum return!
- 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.

Contact Us

The North American Suri
Company

Mailing address:

7200 Waterman Ave
St. Louis, MO 63130

Shipping Address

5822 Gravois Ave
St Louis, MO 63116

Phone:

(314)440-1627

email

info@nasurico.com

*Bringing Suri to the
Textile world*

Thought for the season: Poundage Matters

We hear it often – “it’s not possible to make a profit off of raw alpaca fleece – after all, alpacas only produce a couple of lbs of blanket fiber each year”. Well...first of all...alpacas produce more than just blanket fiber, and if they are bred well, much (if not all) of that additional fiber can carry some real value! And of course, there is the fact that alpacas can produce much more than 2 lbs of blanket if the breeder focuses on improving density and staple length. And lastly, as density improves, the fleece becomes finer, more valuable, and the animal holds its low micron longer. So how does one achieve these fiber traits? DENSITY TESTING!

By our estimation, an animal that can produce at least 6 lbs of blanket, neck, and upper leg at a level of Grade 3 or better has real potential to earn a profit for your farm. We would encourage everyone to weigh your fleeces this year, make a record, and then send fiber samples off for histogram testing. Based on the information you gather from this data, we encourage you to select an animal or two for density testing. All three of these tools should be deployed on a regular basis when you are making your breeding decisions. As the fiber market for Suri continues to pick up, the value of these animals will become more connected to the quality and quantity that these animals can produce. Don’t get left behind!

Density Test “Cheat Sheet”

Follicles per sq mm – the only way to get more follicles into a square millimeter is to make your fibers as uniform as possible, and make them finer.

S/P Ratio – secondaries are finer, the more the better!

Primary to Secondary Micron Spread – Pay attention to the spread, not the AFD of the secondaries!! 6 or better, good; 10 or worse, not so much!

Grower Program Update

A big “thank you” to Alvina Maynard of River Hills Ranch in Richmond, KY. Alvina volunteered to be our first test farm for our grower model. Shearing starts in a few weeks and we’ll know much more then.

Our goal is to set up farms around the MO, IA, and IL areas where people house and care for Suris that we select for their farms. These are animals that won’t make the breeding cut, but offer the right poundage and micron count to be productive, profit generating animals. The program is in its infancy, but when up and running will supply us with consistent quality and quantity year after year!



Happy shearing everyone, and send us your fleece!!