

...Continued from page 15

Llamas to be exported have been isolated in a USDA approved facility for a 30- day pre-export isolation period.

During the pre-export isolation period, the llamas have had no direct or indirect contact with any llamas that are not of equivalent health status as the llamas being exported to Canada.

During pre-export isolation the llamas were tested for tuberculosis and Brucellosis

Upon completion of the pre-export isolation period, the animals may be transported in cleaned and disinfected trucks directly from the pre-export isolation location to the Canadian port of entry. During transport, they cannot be off-loaded nor have any direct or indirect contact with other animals of a different health status.

An import permit is required prior to importing the animals into Canada. Before approving the permit, the Canadian quarantine must be inspected and approved by CFIA. For the past 2 years, we've conducted quarantines on our farm. This means that the local CFIA vet attends our farm to complete the inspection of our planned quarantine. Various details are confirmed and only after the local office has signed off, is the Import Permit released. The list of requirements is lengthy and only a summary is listed here. Check out the CFIA website for Evaluation of Minimum Security Quarantine Facilities. Main areas of concern are:

- Location/Environment
- Feed/Water
- Waste Handling/Disposal
- Housing
- Vector control

- Staffing/Security
- Animals

Once again, attention to detail insures that your quarantine will go smoothly. We post signs, insure foot baths and proper waste management are all in place before we plan a visit from CFIA. Since the vets may inspect at any time during the 90-day Canadian quarantine, it's in your best interests to keep well organized. A log outlining all activities within the quarantine must be maintained and although we've never been required to produce it, we document everything.

### Paperwork

The CFIA and its vets create all the paperwork, other than permit application. It's important that details are checked for accuracy. We narrowly avoided disaster about a year ago when an error in one number on a recorded microchip was found during our border inspection. Luckily the border vet was familiar with us following our many border crossings. He only allowed us to transport the llama, providing that the number could be confirmed later to the local CFIA vet by registration certificate.

Paperwork also creates tension since timing is essential to the entire process. One document arriving late can upset the entire border inspection and crossing. In today's technological world, the quarantine process still relies on original signatures and documents. You must be ready to comply with everything.

We've found that crossing the border for importation is assisted through the services of a Brokerage firm. Once you're parked at the border, it's not only CFIA who's interested in what you're doing and why you're bringing these llamas

into Canada, so is the Canadian Border Services Agency (CBSA). Getting through the paperwork and GST requirements, etc is easily achieved with a knowledgeable Broker. Avoiding a huge GST payment is also avoided if you make your Broker aware of the purpose of your llamas.

### Testing

The only testing requirement for llamas entering Canada is a negative TB and Brucellosis test. Likewise once the 90-day period of isolation in Canada is completed a second negative test is required before the llamas are approved for discharge from the quarantine. This can be tricky as we've learned in one of our quarantines. A false positive not only results in serious anxiety, it can also result in a repeated 90-day isolation period for all the llamas in the quarantine. If the second test remains positive, it could result in your entire herd of origin requiring testing. The decision of CFIA is final in these cases and could result in complete destruction of all animals on the farm.

Despite all the rules, the anxiety and the costs of bringing llamas into Canada, buying new llamas remains one of the best ways to diversify bloodlines and maintain a healthy and viable breeding program. We have been able to select outstanding llamas from reputable herds in both the US and Canada. This principle applies to all of us. There are fabulous herds and outcross bloodlines in both Canada and the US. Canadian buyers can easily with a little planning purchase US llamas. US buyers should realize that the terms and conditions of exporting a Canadian llama to the US is just as easy. We welcome questions about any aspect of the quarantine process and encourage other breeders to participate.



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# THE LURE OF LAMAS ONLINE? MINIMIZING THE RISK OF ONLINE LLAMA SALES



by Violet Racz

Let's face it! Women are genetically wired to shop. Whether it's for clothing, jewelry or yet, another pair of shoes, we have a burning desire to see what's out there and explore the latest trends! Well from a self proclaimed llama addict, the Internet has satisfied my desires to continuously search for and purchase llamas online. Being able to peruse through herds across the country undetected, for the latest desirable addition to my breeding program has become increasingly accessible and a viable way to purchase llamas. Much to my husband's dismay!

Online shopping reduces travel and information collection costs for the purchaser, and reduces the pressure of dealing with seller in person. There are several organizations that have been providing this service for years. This experience and staying power have created great places for a newbie Internet shopper to start. Jim White and Brian Edwards founded LLAMA SALES LIST on the internet back in 2003. Their user friendly format and emphasis on presenting some of the finest llamas available on the market have made purchasing off the internet a less risky

proposition. I purchased my first Internet llamas from his online venue in 2005. Most Llama associations also have a "Llamas for Sale" or "Market place" segment on their websites to allow members to show case their breeding programs. These are all good places to start your search allowing you to hook into a range of llama farms across the country and hopefully a farm near you.

Buying on the Internet is **risky** but the risk can be minimized if you do your homework! Internet shopping doesn't have to preclude the **ideal** situation which

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is to physically assess your prospect before the cheque is written. Personality, manageability, size, conformation and movement are difficult to assess from a series of photographs. A good photograph can cover shortcomings that are detectable in person providing you can be objective & not easily influenced by your emotions. With the rising costs of travel it can add thousands of dollars to the llama price tag, enough to make your prospect unaffordable. Only you can determine whether the risk of being disappointed outweighs the risk you're willing to take by purchasing without a hands-on assessment.

#### Where does a new llama lurker start?

You start by surfing the Internet lurking through countryside pastures and sooner than you expect, “Voilà !” you've spotted one! Hmm, a very interesting herdsire prospect and look a very flashy young female suitable for the show ring! I can always use another bred female with a new

bloodlines to add to my breeding program. Choices! There are a lot of amazing llamas available and after an extended search you learn to identify the characteristics that catch your eye. I find lists and writing down the strengths and weakness for each animal a helpful approach when faced with a broad range of options. Decide what you need and list your top choices.

The next step is access to **pedigree information**, which is obtainable through the ILR or CLAA {Canadian Llama & Alpaca Association} websites. You can extract a lot of valuable information from their sites and this is where you need to do your homework!! Look closely at your potential prospects lineage. Personally, I'm leery of Unknown x Unknown parentage too near the front of the pedigree. Three generations and DNA parent verified are the minimum requirements in my books.

Some registries require several generations of registered ancestors before the offspring can be registered as purebred

llamas. Make certain you know the requirements of your country's registry before compromising on the pedigree.

Personally, I can really get into researching bloodlines and the ILR is a fabulous tool for assessing genealogy, age of the llama, length of life of parents and ancestors, color patterns, prepotency of specific herdsires, production, etc. It's valuable information available for the price of a membership.

#### Owner Inquiry:

Most of us are more comfortable sending inquiries by email than picking up the phone to call a stranger. You can compose and re-edit your inquiry to ask your questions without being intimidated by a gruff masculine voice or someone with an intimidating reputation on the other end of the line. A few questions that I ask aside from the obvious include:

Is the particular llama of interest still available for sale? Or do they have

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a comparable animal with your list of criteria.

Request additional photographs including views from the back, front and both side. If possible with the handler visible as a reference for size.

Head shot. I like to see if the eyes are clear and not droopy. Long banana shaped ears and straight tails are a must.

Photos of sire and dam as those are the genetics you're purchasing.

Be objective when evaluating conformation, proportion, and straightness of legs as fibre hides a lot! Personally, I prefer photographs of un-groomed and shorn animals. I need to see a flat topline.

Farm and fertility guarantees offered with purchase.

Once you've initiated an email exchange you can sort out the logistics of price, payment schedule, transportation costs, pick-up and delivery dates and testing.

Be very clear in your communications and don't make assumptions about costs. Are the costs of obtaining a vet certificate for health and testing requirements included in the purchase price? If not, who is paying for what services?

I've been on the hunt for bred females with fresh bloodlines to add to my breeding program. I want to know their production record, number of times bred before caught, birthing difficulties, milk production of the specific animal and her dam. Also, what health issues does their farm and others deal with, relative to their geographic location? Living on the wet West Coast liver flukes can be a challenge so inquire about general herd health. It's up to you to initiate asking the questions and realize you will get a range of responses in return. **A hint:** If an owner is willing to be honest & divulge any health issues, chances are they are more trustworthy and knowledgeable about their animals. Vague or "Not that I know of" responses may indicate sellers who

do not know their herd or are concealing information. Push to see if they expect to avoid responsibility for any problems after the sale.

Before you've made your final decision, review your list to ensure you confident that your prospect meets your requirements. Issues you need to think about include: farm location and transportation costs and the feasibility of coordinating pick-up with a llama event. Health certificates, testing requirements for state travel and whether quarantine is required. As you proceed with the acquisition, obtain from the seller a bill of sale, a written farm guarantee, veterinarian examination and health certificate, signed registration papers, and most importantly the llama's health records. Also, it is always worthwhile to insure your llama while traveling and a minimum for the first year to protect your investment.

You've confirmed your purchase, sent

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the deposit and now you have to get them home. FED-X and UPS do not deliver llamas, so you need to contact a livestock transporter with experience hauling llamas. A good place to start is the **Hummin' & Thumbin'** section of this magazine online! Give them as much information as possible including a photograph or physical description of the llama you've purchased. Male or female, pregnant or cria by side and whether or not your yard is big enough for a truck and trailer to maneuver in.

The day finally arrives and the true test of your objective decision making gets off the trailer. Well, how did you do? Size and personality are usually my biggest surprises. Well, maybe he still has some growing to do and as for personality, with a little patience and trust you can bring out the best in the most cantankerous female you've met. Get them settled into their quarantine area and get acquainted. Or in my case, where can I hide them before my husband gets home!

The last thing you need to take care of is to acknowledge the safe arrival of your llama with the previous owners. You did good! Now go hang out with your new llama!

*The Opinions expressed in this article are those of the author and not affiliated with her position as Vice-President of the CLAA.*

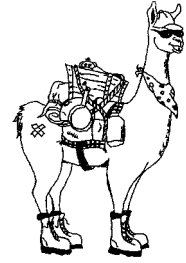
**About the Author:**

Violet Racz & her husband, Michael Burgess reside in Maple Ridge, BC with their 40+ llamas. They have been breeding, showing and packing with llamas since the conception of *Carpe Diem Llamas* in 1995. Their breeding goals *emphasize exquisite fibre on show champion frames*. Violet is also Vice-President of the Canadian Llama & Alpaca Association for a second term and very active in the llama community.

Violet is passionate about llamas and her daily mantra is: "A friend is someone who knows the song in your heart and can sing (HUMM) it back to you when you have forgotten the words."

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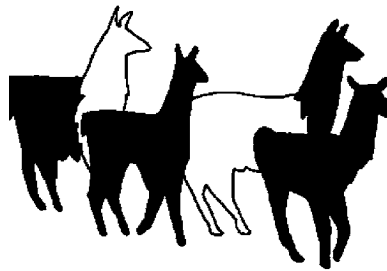
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