

ANDY & DR. CHERYL TILLMAN HOST LIFETIME ACHIEVEMENT AUCTION

INDIANA STATE FAIRGROUNDS, SEPTEMBER 1 - 2, 2007



Cheryl & Andy

The "Once in a Lifetime Opportunity" to Purchase the Top 45 Suri Alpacas from Tillman's Ranch

For 32 years, Cheryl and I have devoted our lives to the care and breeding of alpacas and llamas. Now it's time for you to benefit from our decision to retire from our lives as business partners on a large, commercially-successful farm to enjoy time together as husband and wife. Our life with alpacas has made this possible, and we want to pass this possibility on to you!

On September 1 & 2, 2007, we will be selling our top 45 suri alpacas and one-dozen llamas at public auction. We invite you to join us at the Indiana State Fairgrounds, in Indianapolis, on Labor Day weekend for our Lifetime Achievement Auction.

This special week-end is your once-in-a-lifetime opportunity to own the stock we have worked for over three decades to produce. There will be only one "Lifetime Achievement" sale.



National Champion Suri
La Paz, Bolivia

As Cheryl and I plan this milestone event, we look out the window of our Bend, Oregon ranch house at nearly 100 Suri alpacas. After assisting in the production of over 6,000 crias over the past 32 years, we are excited about the future of the North American alpaca industry, particularly suri alpacas. The recent adoption of an industry created breed standard will make it possible to rapidly achieve breeding goals. This will help establish the suri as a rare breed that has more luster than cashmere and is finer than mohair.

The industry and our business have come a long way since our first days as alpaca breeders. We cannot help but reminisce about what brought us here.

A Lifetime with Alpacas

Between us, Cheryl and I have over 54 years' experience raising alpacas and llamas. Cheryl began providing health care to alpacas and llamas during her internal medicine residency at the Washington State University (WSU) Veterinary Teaching Hospital in 1985, after graduating cum laude as a Doctor of Veterinary Medicine earlier that year. But her passion for animal health and care began as a child.



Cheryl with
Elmer, HSTAIC,
1996

"I began showing and fitting market lambs when I was eight years old," Cheryl says. "It seems incredible now, but 4-H put me through college. My father was an instructor at the WSU dairy teaching herd in Pullman. I knew I was going to be a veterinarian since the time I was six years old and helped him deliver a calf." Little did she know then what an impact she would have on the camelid industry in North America.

Andy began raising llamas in 1975, and is one of the founders of the alpaca and llama industries. My purchase of huacaya alpacas from the Saint Louis Zoo in 1980 made me one of the first alpaca breeders in the United States at a time when there were fewer than 60 alpacas in all of North America.

Cheryl's first patient as a veterinary internal medicine resident at WSU was a llama named Nairobi, whom I brought into the University with a fever of unknown origin on July 4th weekend, 1985. The llama recovered, and three years later, Cheryl and I were married. We have been breeding, raising, and showing suri alpacas ever since.

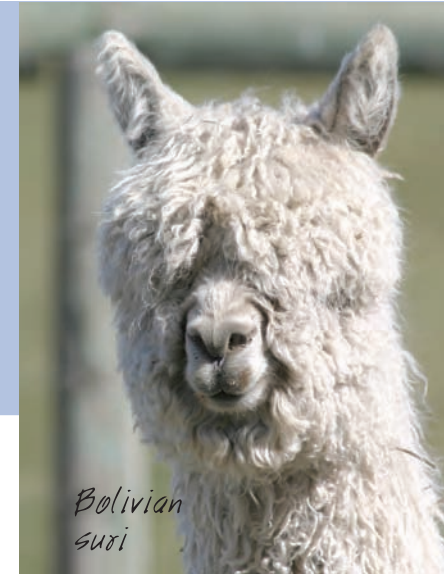


Hands-on experience

Importation

In 1984, the first importation from Chile made alpacas available to the public. Cheryl and I purchased the first suri alpacas imported to the United States in 1991 from the exporters Tito and Billy Bhort of La Paz, Bolivia.

In 1995-96, we imported 182 colored suri alpacas, 250 huacaya alpacas, and 60 single-coat and suri llamas from Bolivia. The experience was one of the most significant of our lives. Alpacas and llamas from Chile were imported through low security quarantine in Newburgh, New York. Alpacas from Bolivia and Peru were imported through high security quarantine at the Harry S. Truman Animal Import Center (HSTAIC), in Key West, Florida. We are one of only three cor-



Bolivian
suri

porations to have ever imported alpacas from Bolivia or Peru.

Cheryl had significant influence on how alpacas and llamas were imported into the United States. Under her supervision, we had the lowest death rate and healthiest importation in history. Our importation lost fewer than 1% of alpacas and llamas compared to losses as high as 30% previously. In 1996, Cheryl was honored for her efforts by the USDA in a special ceremony at the HSTAIC in Key West.

Unlike other importers who gathered alpacas from collective farms, we actually bred and raised the very animals we exported. We are the only breeders in the world to raise national champion suri alpacas both here and in South America. We bred the 1st and 2nd place white and 1st place black suri at the 1995 Expo Feria in La Paz, Bolivia.

Why Bolivians?

Why do we own one of the largest herds of pure Bolivian suri alpacas in North America?

Bolivia is the world's second largest producer of alpacas. According to the Ministry of Agriculture, there are over 600,000 alpacas in Bolivia, 35% of which are colored, compared to just 5% for Peru. The noun or adjective, suri, is of Aymaran origin. Over 75% of Aymara-speaking people live in Bolivia, which is almost certainly the birthplace of the suri alpaca.

Our partners in the Hacienda Acero Marka importation in 1996 owned the largest woolen mill in Bolivia. When we first visited the mill and saw a 500 kilogram hopper full of suri fiber being fed into a 16 foot wide drum carder, Billy Bohrt said to us, "There are two kinds of white. White... and bright white." We have always put an emphasis on luster in our suri alpacas, and our recent research using Scanning Electron Microscopy (SEM) demonstrates that our pure Bolivian suris have a 25% lower Mean Scale Frequency than typical Peruvians. A low MSF directly correlates with greater luster. It turns out that Billy Bohrt was right!

Bolivian suris are an excellent out-cross with more closely in-bred blood lines. Imagine a bite that does not need trimming even at 15 years of age, or males breeding at 21 months instead of over three years. If you don't breed for a specific characteristic, you will lose it. If you have lost vitality and early maturity, our Bolivian suri alpacas can help you regain it.

Nationally recognized veterinarians like Drs. Anderson, Evans, and Tillman are stressing the importance of placing healthy, early-maturing alpacas in the top of the class in shows. Our pure Bolivian suri alpacas routinely weigh 85-100 pounds at weaning. We have the genetics necessary to strengthen



Cheryl with show trailer

milk production, early maturity, and luster in your herd. So if you are currently placing suris "in the ribbons" at AOBA halter shows, our Bolivians can help you stay there!

Suri Llamas

Ever since 1975, when I began raising llamas, we have been selectively breeding for improved fiber characteristics, milk



Andy at La Raya, 1981



Parting fleece with luster

production, and friendliness in our llamas. As Dr. Jane Wheeler's micro-satellite studies have indicated, suri llamas are an ancient breed of pure-bred llamas. In the last three years, we have placed 18 suri llamas in the Top Ten at the Celebrity World Futurity, including four first or second places. At the 2006 West Coast Llama Futurity, we won five out of six classes!

The Tillman's 30 Year Production Sale at the Celebrity averaged \$10,000 apiece; nearly 50% more than the sale average. Even after 30 years and 230,000 registered llamas, they are still a good business.

That is good news for alpaca breeders as we approach 80,000 registered huacayas and 18,000 suris. The founders of the alpaca industry have learned a lot from the llama, Arabian, and quarter horse businesses. By putting this knowledge into action, we now advertise, have a unified association, show association,



Sweet 16

magazine, and registry. This is all paying off for alpaca breeders.

The Show Ring

We have always been interested in what the show ring can tell us about the results of our breeding program. It has been rewarding, as we have raised and shown Color Champions, class winners, and Top Five Champions at the 2001, 2003, 2004, 2005, and 2006 AOBA shows. The True Black 2003 Suri Color Champion, Gift Wrap, was sold to the late Craig Aurness for \$50,000.



Gift Wrap, 2003 AOBA

"I cleaned out our barn office and donated 60 pounds of ribbons to our local school districts art departments," says Cheryl. "This was after sending many of them out to customers who had purchased the alpacas and llamas who had won these ribbons and trophies."

With miles logged and memories recorded, we are now ready to exchange a lifetime of showing sheep, cattle, alpacas, and llamas for staying home.

Research and Education

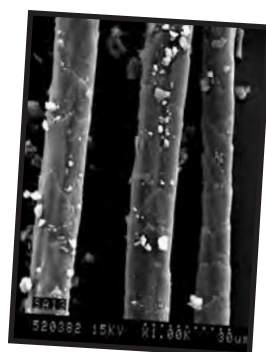
Long-time supporters of medical research for camelids, we sponsored the Fatty Liver Syndrome Study at Oregon State University. Cheryl was the first veterinarian to use Total Peritoneal Nutrition (TPN) to save a llama or alpaca with this life-threatening disease.

Our 2005-2006 research on Scanning Electron Microscopy (SEM) of alpaca fiber has had far-reaching influence on breeding goals, show standards, and

Scanning Electron Microscopy

judges oral reasons. This landmark study of camelid fiber was published in the spring 2006 issue of *Alpacas Magazine*.

Helping improve the knowledge of other breeders has been a goal in our business from the start. I began sharing what I had learned about raising llamas in 1978 with the publication of the *Llama Newsletter* and later, *Llama World Magazine*. In 1982, Early Winters Press published 14,000 copies of *Speechless Brothers*, the first book published in North America about South American camelids. *Speechless Brothers* introduced North American breeders to the work of Dr. Bill Franklin (vicuñas and guanacos), Dr. Jane Wheeler (taxonomy and archaeo-zoology), and Dr. Julio Sumar and associates at La Raya, Peru (anatomy, physiology, and internal medicine).



Cheryl with ARI Screeners, 1996

In the last few years, Cheryl has mentored one or more senior veterinary students during our birthing season from May through September. Dr. Stacey Beyers from WSU was one of Cheryl's first interns. Last year, a veterinary student from the United Kingdom spent the summer with Cheryl. She has expanded her internships to include alpaca and llama customers.



Happy Customers, Grand Champion Fleece

I have begun to offer clinics on suri alpacas and llamas both on our ranch and at national conferences. I was a speaker at the 2005 AOBA apprentice judges training clinic in Colorado, and at both AOBA national conferences in 2006.

Industry Involvement and Contributions

Both Cheryl and I believe in the value of strong national industry associations. Since getting into the business, we have been involved in the funding and support of numerous breeder associations and research foundations.

I was a co-founder of ALSA, ILA, and the International Lama Registry (ILR). ILR was the basis of the Alpaca Registry, Inc. (ARI).

In 1996, we initiated the tradition of donating female alpacas to the Alpaca Owners and Breeders Association, to help fund member services and marketing campaign. We donated a second female in 1998. We have been frequent contributors to AOBA, the Morris Animal Foundation, Willamette Valley Llama Foundation, and the Llama Futurity through high-selling stud services.

We have both served as board members of national associations and committees, including the Washington State University Camelid Research Committee, Camelid Working Group,

GIRCOM, Suri Network, Llama Medical Research Committee, Willamette Valley Llama foundation, International Llama Association (ILA) and the Alpaca-Llama Show Association (ALSA).

Our Customers

Cheryl and I met most of our nearly 550 customers as they were retiring into the alpaca business. We have been available to every one of them at any time, day or night. I have seen Cheryl coach our customers and their veterinarians through dystocias, prolapsed uteruses, new crias, and reproduction problems on animals that did not even originate from our farm. Many of those customers have gone from being professional acquaintances to lifelong friends. We thank you so much for putting your faith in our breeding decisions!

It's time to pass the baton of potential on to you. Though it's retirement for us, it's a once in a lifetime opportunity for you. With our healthy, show winning animals, and emphasis on luster, the possibilities for your success are endless. They will all be waiting for you at our Lifetime Achievement Auction.



Dr. Tillman with Summer Interns

Do plan to join us on Labor Day weekend to celebrate 32 years with these magnificent, intelligent, and spiritual animals. They have made it possible for us to retire in comfort, and they can do the same for you.

Respectfully,
Andy and Dr. Cheryl Tillman

LET OUR "firsts" HELP BUILD YOUR FUTURE:

First breeder to import alpaca fiber from Mitchell Brothers in Arequipa, Peru, 1975-78.

Published the first blood chemistry normals and progesterone analysis for camelids in 1978.

First and only alpaca breeder to work with the Agency For International Development (AID) small ruminant project at La Raya, Peru with Dr. Julio Sumar in 1981.

Led and organized the first camelid breeder's tour of Peru, 1982.

Published *Speechless Brothers* in 1982, the first book about South American camelids to be published in the United States. *Speechless Brothers* introduced Dr. Jane Wheeler's work on taxonomy and aging alpacas by their teeth to 14,000 North American readers.

First production sale of suri alpacas, use of runway models, and fiber clinic by expert Bolivian wool sorter, Miguel Azucena, at the 1993 Celebrity Sale.

Healthiest importation, lowest death rate, and highest cria survival rate for any importation in history, 1995.

First importers to raise and breed their own alpacas for importation, 1995.

First breeders to import National Champion suris and huacayas from South America, 1996.

Imported the first huacaya alpacas and colored suris from Hacienda Acero Marka, Bolivia, 1996.

First use of "prickle factor," the percentage of fibers >30 micron, in our breeding program and production sale.

Highest sale average (\$30,000) for many years at the 1996 Friendship Sale in Lexington, KY.

Importation of the finest Average Fiber Diameter (AFD) of alpacas ever brought to the United States. (20.0 micron for 250 adult huacaya alpacas and 21.0 micron for 182 colored suris)

First breeders to donate a female alpaca to AOBA in 1996, initiating the annual donations that fund our national association and marketing campaign. We donated again in 1998.

Cheryl is the first and only veterinarian/importer to ever be honored by the U.S. Department of Agriculture, Animal Plant Health Inspection Service (USDA APHIS), at the Harry S. Truman Animal Import Center, in Key West, Florida where all alpacas were imported from Peru and Bolivia, 1997.

First "Suri Summit" in 2001 and 2003 that led to the Suri Network Symposium.

First use of Scanning Electron Microscopy (SEM) to analyze suri, huacaya, vicuña, guanaco, llama, and Bactrian camel hair in the United States; published in *Alpacas Magazine*, Spring 2006.