

The Alpaca Marketplace

CAROLINA ALPACA BREEDERS AND OWNERS' FARM STORE and FLEECE SALES

One of the benefits of CABO Membership is providing multiple outlets to market CABO member's farm store products. We strive to offer this opportunity as often as we can and we traditionally set up at the Carolina Alpaca Celebration held in February, Carolina FiberFest in March, and Southeastern Animal Fiber Fair (SAFF) in October. We also participate in the Got to be NC Agricultural Fair, too. Alpaca fiber is such a versatile material and our farms so creative and eclectic that The Alpaca Marketplace will proudly display that diversity! In exchange for a small amount of your help at one or more of these venues, CABO volunteers will market your products.

New for 2018:

At the 2018 Southern Alpaca Celebration, The Alpaca Marketplace and the Open Market fleece sales will be combined into one outlet. This will allow a more efficient use of volunteer time, space and resources. Fleece for sale will no longer be charged a 'placement fee' but instead will be assessed a 10% commission as is done with the Alpaca Marketplace products. Therefore, if a fleece doesn't sell, you don't owe anything!

Here's what you need to know:

- CABO charges a 10% commission to help offset the cost of the vendor space at each venue, so price your items with this in mind.
- Your monies will be disbursed within a few weeks of the event by the CABO Treasurer. Sales taxes are collected AND remitted by CABO.
- Although we do our best to protect your items, CABO is not responsible for lost, misplaced, mispriced, mismarked, unmarked or stolen merchandise.
- Please bring business cards, farm fliers, brochures and other information to promote your farm. These materials are welcome even if you are not putting items in The Alpaca Marketplace to sell.

How to participate in The Alpaca Marketplace at the 2018 Southern Alpaca Celebration:

- 1) You must be a member of CABO for 2017-2018
- 2) Complete an **inventory** of the items you are bringing and e-mail secretary@carolinaalpacaafarms.org a copy of your inventory by Friday, February 9th, 2018. The inventory list is necessary for planning the store set up, item description, and for advertising purposes.
- 3) Each item for sale will have **2 price tags** which will include the **name of the selling farm, item description and price**. One tag will be kept by CABO after the sale so that the monies collected can be sorted out to the appropriate farms, and for inventory purposes. Tags can be tear off or 2 separate tags. Tags that stick-on are not preferred because they often fall off.
- 4) You are asked to volunteer in The Alpaca Marketplace throughout the weekend. When you e-mail your intent to participate, please let me know if you are showing alpacas so we can find the best way to schedule your help. Also, let me know if you can come Wednesday or Thursday to set up or if you are able to stay late on Sunday to help with take down. We understand that your animals are the priority.

Tentative schedule for the weekend:

Wednesday, February 14: 1 pm – 4 pm **setup and inventory and fleece check in**
Thursday, February 15: 9 am – 4 pm **setup and inventory and fleece check in**
Friday, February 16: 8:30 am – 5 pm **Open for sales** (we will accept inventory)
Saturday, February 17: 8:30 am – 5 pm **Open for sales**
Sunday, February 18: 8:30 am - noon **Open for sales**
Sunday February 18: noon – 2 pm **Inventory checkout and breakdown.**