CBI Product Factsheet:
Alpaca Products in Europe
Introduction

This product fact sheet provides information for developing country exporters of alpaca products to Europe. The potential for alpaca is growing in Europe, going from being a second-best material to a favourite, compared to now mass-produced angora and cashmere. Growing demand for alpaca apparel products is driven by increasing consumer awareness of environmental issues, strengthened by industry initiatives targeted at more sustainable and less disruptive practices and materials by non-governmental organisations. Trading upwards represents a viable strategy for entering the European market with alpaca apparel products. Despite the economic downturn, Europe continues to present interesting opportunities for exporters from developing countries, especially due to the reputation of European brands. As alpaca apparel is currently mainly sold in the winter, the creation of non-seasonal and summer collections could allow for continuity in selling, by mixing the alpaca fibres with other lighter-weighted fibres. Options for co-creation are good entry points into the European market for developing country exporters.

Product description

This product fact sheet will focus on those products made of the alpaca fibre in men, ladies, babies, and children’s fashion and in fashion accessory collections. Alpaca with or without a blend of other fibres is suitable for the following apparel applications:

- Knitted garments and accessories, such as sweaters, jumpers, cardigans, dresses and skirts, ponchos, gloves, hats, socks, scarves, and shawls.
- Woven fabrics, garments and accessories, such as coats, jackets, shirts, scarves and shawls.

The alpaca apparel market is a niche market. It is a heavily concentrated sector. Peru produces 80% of the total global market value, while Bolivia is also a relevant player. Other countries, such as the United States, Australia and the United Kingdom are small players in the alpaca apparel market. There are not many spinning mills for alpaca yarns, most of which are found in Peru. Indeed, many Bolivian knitting factories are using Peruvian yarns. The natural fibre comes in more than 52 natural colours, which have been classified in Peru.

Product specifications

Apparel products with alpaca fibre being a very small niche in the clothing sector, it is very difficult to retrieve reliable statistics and figures about this product category. Garments made of alpaca will mainly be found in the HS (Harmonised System) category 61 and 61. For specific codes, see Annex 1.

Material

The alpaca fibre comes from the llama-like camellid which goes by the name Alpaca. Alpacas graze at 10,000-14,000 feet on the Peruvian Andes. Their thick coats can naturally take over 40 shades—from ivory to black, with all the grays and browns in between. Because of its softness, warmth and lightness it was once reserved for Inca royalty.

Today in Europe, together with cashmere, merino, mohair and angora, alpaca is considered one of the luxurious fibres and is mainly used by top designers and design houses.

Alpaca can be blended with other fibres to produce clothes for a wider public. Possible blends are: alpaca-acrylic, alpaca-silk, alpaca-bamboo, alpaca-viscose, alpaca-cotton, alpaca-linen, alpaca-acrylic, alpaca-tencel (lyocell), alpaca-cashmere.

Labelling and packaging

- Labels for transport normally include information on the producer, consignee, composition of the product and the size of the product, number of pieces, bale/box identification and total number of bales/boxes, and net and gross weight.
- The most important information on the product and packing labels of alpaca apparel products is composition, size (usually on a separate label), origin and care labelling.
- For more information and illustrations of product labelling, please refer to labelling of textile products.
- Packaging usually consists of plastic wrapping to protect the fabric from humidity.
Example of product label with composition, origin and care instructions:

![Product Label]

**Quality**

Alpaca is known for its high-quality hair and it has a sustainable image on the European market. Alpaca comes in 22 different colours. Once called the poor man's cashmere, alpaca is now considered a luxurious material, alpaca is known for being extremely warm, lightweight and soft. It is also very durable, comfortable and adaptable to every season. The absence of lanolin makes alpaca hypoallergenic. Its high-quality and luxurious feeling make alpaca very interesting to European top designers and design houses.

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**Warmth** – Alpaca fibres contain microscopic air pockets, providing great insulation and keeping warmth during the winter. These same air pockets also allow for outstanding breathability, thus keeping cool in the summer and giving the garment great versatility.

**Weight** – One reason alpaca wool is so versatile is because of its light weight. Those same microscopic air pockets help to reduce the weight of alpaca fibres, making alpaca fabric almost as light as air. Alpaca’s minimal weight makes the fibre equally ideal for an elegant shawl to wear to a ceremony, a work cardigan, or a sweater to wear while cross-country skiing in February.

**Texture** – Alpaca, especially baby or royal baby alpaca (baby alpaca is the name given to the fibre taken from alpacas in their first year of life, when the fibre is at its finest, while royal baby alpaca is the finest grade of alpaca fibre and just 1% of all alpaca fibre produced in the world) has a special feel; soft, warm, lightweight, and strong, with a special luxury feel. Strength – Alpaca wool fibres are fine, lightweight and silky. Yet this luxury fibre has great strength and durability. Alpaca fibre lasts longer than most other luxury fibres, including wools, cashmere, and silk. With proper care, high quality alpaca apparel can be passed down through generations.

**What is the demand for alpaca apparel products for Europe?**

Notwithstanding the economic downturn, the European market for apparel is still the second largest after China, and is forecasted to stay at this level until 2025, although the distance with China will widen. The total European market for apparel declined with 10% approximately over the period 2009-2014 and its growth is still forecasted to be negative in 2019: -2%. The six biggest European markets for apparel, Germany, the United Kingdom, France, Spain, Italy and the Netherlands, accounting for almost 70 percent of the total European market, still faced declining sales in 2014.

The role of Eastern European Countries is becoming increasingly important in Europe, both as a consumer market and as a partner in production, given proximity and consequently low transport costs and the recent trend of co-creation, as co-creation is made easier by geographical and social proximity.

With almost 50 percent of European production, Italy alone accounts for the largest share of alpaca apparel production, followed by Germany, France and Romania.

Still a niche market, the European demand for alpaca products in apparel is growing and reaching the highest fashion segments.

In terms of alpaca imports, the German, British, French and Italian markets are already reached by alpaca exporters from developing countries. The biggest apparel-importing countries are Germany, France, United Kingdom and Italy. The Netherlands is also a relatively big importer due to its role as a trade hub (re-exports).

After a period of three years of stable imports, alpaca imports rose again in 2014 by about 10%. All product groups benefited.

Due to the fact that apparel products made of alpaca belong to a specific and small niche, it is hard to retrieve reliable data and statistics. This Product Fact Sheet analyses the potential market in Europe for alpaca products. Most market potential
for alpaca products in European fashion is to be found in woven and knitted apparel and fashion accessories. The existing niche for alpaca at this moment can be estimated at around 1%.

**Figure 1: European imports of knitted and woven apparel from non-European countries, in € million**

From figure 1 we can observe that the biggest segment is women’s woven, followed by men’s woven. Both segments are growing. Important to mention is that the main material serving all these segments is wool. Alpaca could never substitute wool, as it cannot be mass-produced, and prices are much higher than average wool prices. Germany is the biggest importer of apparel products, followed by the United Kingdom and France. Available data about apparel imports in general offer a first level of insight into the potential for alpaca, as more specific data about alpaca in particular are not available, as alpaca is a (small) niche product.

**Figure 2: Apparel imports of main European buyers in 2014 in € million**

**Current applications**

Most of the growth in the production of alpaca fibre in 2014 – both global and European – can be attributed to small categories within apparel, such as fashion accessories like scarves and gloves. Most of the European and global current demand for alpaca and its increase comes from women’s apparel.
What European trends offer opportunity for alpaca apparel products?

**Most important developments: Market drivers for the alpaca fibre in clothing production**

A series of trends can be highlighted in the European market for apparel that can open the door to alpaca exporters:

**Regulatory initiatives on national and European levels to promote sustainability in apparel**

- Natural fibres are considered more environmentally friendly than synthetic fibres in terms of both their production and their disposal. The alpaca fibre is completely biodegradable, and the fibre can thus play a key role in the emerging green economy. Several initiatives for improving sustainability in the clothing industry have been taken at a European level.
- There has been criticism towards the environmental friendliness claimed by natural fibres, and in particular plant-based fibre supporters. A negative environmental impact arises from the exploitation of water resources, excessive amounts of chemicals used in the refining process, usage of pesticides and fertilisers in growing crops, etc. As a reaction to this the organic production and usage of cotton, hemp, and linen is increasing.
- A number of sustainability standards are important when exporting apparel to Europe (see Requirements below).
- An increasing number of buyers in Europe will include sustainability criteria in their purchasing policies.
- The main environmental issues related to production in the apparel industry are:
  - Water use and pollution
  - Energy use
  - Chemical use

**Increasing consumer consciousness/awareness**

In the past few years environmental and animal welfare non-governmental organisations (such as Greenpeace and PETA) have shed light on the production of some natural and animal hair fibre garments, highlighting the non-sustainable or non-ethical production (for example, the discovery of the unethical treatment of angora rabbits in Chinese factories). European consumers are increasingly demanding to know about the origin of the products bought, the treatment of the animals involved and the impact on the environment. Large retailers, non-governmental organisations and governments put pressure on suppliers to make the supply chain as transparent as possible and to make information available. This is leading the consumer to ask for more ethical and responsible behaviour by the production chain. The biggest dilemma is how to match the highest sustainability standards with the lowest costs. Water and resources management is an important issue in the production of natural fibres. When production is kept traditional (respecting animal involved and not machine led) and mass production is not pursued in order to obtain economies of scale, the environmental footprint of an alpaca is much lighter than that of other animal hair fibre productions.

**Market shortages in natural raw materials (cotton)**

Shortage in raw materials, such as cotton, is expected to create demand for animal fibres. High fashion designers have already begun experimenting with alpaca and are showing its versatility and elegance.

**Co-creation**

European buyers are trying more and more to distinguish themselves from their competitors. Therefore, they put strong focus on their own image and design. As a result they may not only look for existing products from your collection, but for producers with whom they can develop their own products.

**Growing interest for quality, natural and organic fibres**

Consumers in Europe have a preference for natural, simple materials, favouring in particular organic and authentic products. They like natural fibres also for health reasons and for its feeling. Designers moving in that direction, are helping drive consumer awareness on health issues related to materials in clothing and chemical substances that are used to produce them.

**Tips:**

- If you can innovate for the European market, by specialising in categories such as (women’s) accessories, or by introducing products made with alpaca fibres mixed with other innovative fibres, you will find good responses from buyers within the European market.
- Being large markets, Germany, France and the United Kingdom present interesting potential. However, alpaca apparel being a niche products, the choice could also go to small new markets such as Sweden and other Scandinavian markets.
Baby and children’s wear

Baby and children’s wear is a growing market in Europe, accompanied by a great interest in sustainable, ethical, organic, and fair trade standards to be targeted by alpaca product exporters. The United Kingdom and the Scandinavian baby and children’s markets have high potential (see CBI Product Fact Sheet: Children’s wear in Europe). The Scandinavian market in particular is also exceptionally sensitive towards organic and sustainable products.

Growing use of social media by European brands in branding and communication

The use of social media by European brands makes it easier for exporters to get familiar with the brands’ requirements, directions, preferences and style. Social media are used by European brands to connect with their customers and increase brand awareness, but the same messages can give exporters good ideas about what is important to them.

Tips:

- Aim at the highest levels of Corporate Social Responsibility: In order to successfully export your alpaca products to the European market, you should incorporate sustainability and transparency at all levels of the production chain, making it part of your branding and strategic point of differentiation from the competition. Developing country exporters of alpaca products should communicate their company’s performance on responsible water use, energy consumption and chemicals, as well as animal welfare, which could help them to create a competitive advantage.
- Use the limitation in resources and the length of your alpaca production process as an asset instead of a liability, allowing you to trade up to a higher segment with a good quality, carefully managed products with limited commercial harvesting, guaranteeing animal health and wellbeing. This will create exclusivity and a competitive edge.
- Trade upwards: focus on the middle and upper price segment, which have most potential for developing country exporters of alpaca. Be creative and explore the full potential of the alpaca fibre. Reach out to high-end small producers open to new ideas and to co-create new products and lines, as these players are always looking for ways in which to differentiate themselves from their competitors.
- Get ahead of the trend and produce your alpaca products organically, entering the fast growing organic niche.
- Exporters who can innovate for the European market, by combining the introduction of alpaca apparel products with innovative designs can find opportunities with European buyers seeking to revamp their competitive advantage. Therefore it is extra important to show your any special skills and production techniques you might have, as well as the variety of raw materials you work with.
- Explore the baby and children’s wear for the British and Scandinavian market: a small segment, but very potential.
- Get familiar with European brands’ social media and study their direction, requirements and preferences in terms of quality and design in order to be able to offer added value.

What requirements should alpaca apparel products comply with in order to be allowed on the European market?

Legal requirements

- The General Product Safety Directive applies to all consumer products marketed in Europe. The purpose of the legislation is to ensure consumer safety.
- Most restrictions on chemicals are listed in the European legislation on chemicals, known as REACH (Regulation (EC) 1907/2006). Azo dyes are often used in the dyeing process for textile products. Certain azo dyes are carcinogenic and illegal for use in consumer products in Europe.
- Europe has harmonised legislation regarding the name, composition and labelling of textile products. Any textile product composed of two or more components with different compositions must bear a label stating the fibre content of each component. If two or more textile products have the same composition and form a single unit, only one label is required. For alpaca the name ‘alpaca’ is used, possibly followed by the word ‘wool’ or ‘hair’.
- Flame retardants: Flame retardants are restricted in textile products that come into contact with the skin. Commonly used flame retardants include Tris (2,3 dibromopropyl) phosphate (TRIS), Tris (aziridinyl) phosphineoxide (TEPA) and Polybromobiphenyles (PBB).
- Perfluorooctane sulphonate (PFOS), a substance used to make textiles resistant to water and dirt, is a persistent organic pollutant, restricted Europe through Regulation (EC) No. 850/2004 (Stockholm Convention).
- European legislation: Liability for defective products: In theory, your European buyer can be held responsible for damage caused by defects in your products. Because buyers can pass claims along to exporters, however, European legislation on product liability is also of relevance to exporters from developing countries (Directive 85/374/EC).
Non-legislative requirements

‘Made-in’ labelling

The European Commission is working on mandatory origin labelling (the ‘made-in label’) for all non-food products in Europe, including textiles. Made-in labelling is currently voluntary.

Corporate responsibility

European buyers increasingly pay attention to their corporate responsibilities and to their suppliers with regard to the social and environmental impact of their business. Common requirements are the signing of a suppliers’ code of conduct in which you declare that you do your business in a responsible way, meaning that you (and your suppliers) respect local environmental and labour laws, stay away from corruption etc.

In particular, social aspects like basic labour rights are major issues in the garments industry. Big accidents in textile factories in recent years (for example a factory fire in Pakistan and a collapsing factory in Bangladesh), received a lot of media attention. Consequently, EU buyers’ put more focus on their requirements regarding labour conditions and health and safety at the workplace.

Several initiatives have gained quite some ground in (particularly) western European countries.

- **The Ethical Trading Initiative (ETI)** is used by large buyers in the United Kingdom.
- **The Business Social Compliance Initiative (BSCI)** is an auditing system to monitor the social performance of suppliers. It has been developed by European retailers to improve social conditions in sourcing countries and the Fair Wair Foundation has a strong presence in a few European markets.
- Implementing a management system such as ISO14000 (environmental aspects), OHSAS 18001 (occupational health and safety) or SA 8000 (social conditions), is a way to address sustainability and possibly gain a competitive advantage. Research together with your buyer whether this is appreciated.
- **GOTS** (Global Organic Textile Standard) is a textile processing standard for organic fibres. This quality mark can be obtained when the producer complies with standards of social responsibility and the product contains a minimum of 70% organic fibres.
- **The Oeko-Tex Standard** is the world’s leading eco-label for testing textiles for harmful substances which consists of three certifications. These address the effects of textile production processes on humans and the environment, and the effects of the textiles themselves (including the chemicals) on the health and well-being of consumers.
- **The European Ecolabel** is a voluntary label for products and services that have a reduced environmental impact. It is awarded only to products with the lowest environmental impact in a particular product range.

Tips:

- Consult the [European Export Helpdesk](https://ec.europa.eu) for a full list of legal requirements applicable to your product.
- Most buyers require exporters from developing countries to provide proof of compliance with legal requirements. Additional information about the General Product Safety Directive is available from the [European Export Helpdesk](https://ec.europa.eu).
- Be sure that your products are free of any restricted substances, including the aforementioned azo dyes. Additional information about restricted chemicals in textile products is available from the [European Export Helpdesk](https://ec.europa.eu).
- Follow any new developments in the field of flame retardants, as new alternatives are being developed. One resource is the [European Flame Retardants Association (EFRA)](https://www.efra.org.uk).
- Additional information about textile labelling rules is available from the [European Export Helpdesk](https://ec.europa.eu). Be sure that your product labels meet the European requirements. You are advised to follow ISO 3758: 2012 on using symbols on care labelling for textiles.

Tips:

- Consider adhering to the BSCI Code of Conduct. Perform a self-assessment on your company, using the tool on the [BSCI](https://www.bsci.org) website.
- Try to meet the criteria for GOTS, Oeko-Tex and/or European Ecolabel certification in order to appeal to the fast growing organic product niche.
- Read more about voluntary standards, including fair production, in the [ITC Standards map database](https://www.itcstandards.net).
- For each European country the labels should be in the local language. Multiple-language labels can also be considered.
- Get ahead of the regulation and include a ‘Made in’ label.
What competition do I face on the European market for alpaca products?

Figure 3: Competitive forces in the European market for alpaca

European apparel industry for alpaca products

Market entry: High

Low market-entry barriers result in possible new competitors easily entering the market. Low switching costs for consumers leave the door open for changing brands, products or stores.

Product competition: Medium

Threat of substitutes is medium, as there is a low threshold for consumers to shop around. For alpaca products from developing countries the threat of substitutes can mainly come both from other natural fibres, as well as from producers from other countries such as the United States, the United Kingdom and Australia. Brand loyalty is higher in sustainable niched segments where synthetic fibres are not an option.

Company competition

Degree of rivalry: Moderate to high

As a producer of alpaca apparel products you mainly face the same competition of the apparel market and, within this, of the natural fibre segment. Moderate to high competitive rivalry is present on the European market for apparel. The apparel retail industry is fragmented. There is room for large numbers of smaller players in this industry. The market place remains highly desirable to new entrants. The market for natural fibres is relatively growing, which enables companies to improve revenues. This provides opportunities for developing country suppliers looking to enter the market. High product differentiation has a dampening effect on the degree of rivalry. In alpaca products in particular, the degree of rivalry is increasing, due to entry of new players from non-developing countries.

Supplier power: Low

In apparel in general, high levels of competition among suppliers act to reduce prices to producers. This can be dangerous for the DC suppliers. For alpaca producers competing in the apparel market, this is aggravated by the high prices of the alpaca fibre that leave very low margins and bargaining power. Multiple distribution channels result in less bargaining power for individual distributors.

Buyer power: Medium

Several buyers with no significant concentrations and low switching costs leave buyer power at medium. Buyers purchase a significant proportion of output – distribution of purchases or if the product is standardised.
What do the trade channels and interesting market segments look like in Europe for alpaca apparel products?

Figure 4: European market channels for alpaca products from developing countries

Tips:
- As the apparel market is very competitive and fragmented, as an alpaca exporter you need to create loyalty by branding the tradition embedded in your production process and telling the story. This way you will create advantage and added value. For example, incorporate in your marketing names of your employees as well as of your alpaca animals involved in the process showing how sustainable and human the process is.
- Highlight sustainability in your production at all levels of your supply chain and how the product is produced in respect of the territory and traditions to avoid competition from new entrants from the United States, United Kingdom and Australia.

Europe companies tend to focus on design, branding, marketing, and distribution, with little or no in-house production left. This well represents larger companies, but also represents a large number of smaller companies.

Apparel exporters can work directly with retailers although this might be difficult for a new exporter from a developing country. Working with importers, either wholesalers or manufacturers limits the margin since they retain a mark-up factor of 1.4-1.7. For example, if the original item will be sold to an importer for € 50 it will be re-sold at € 85 and end up in the shop at € 255.

Working with agents in Europe is also possible and might be easier for newcomers on the European market. Agents will act as bridges between the producer and distributors, importers and wholesalers, or directly with retailers. An agent’s fee should not exceed 10%.

What are the end market prices for alpaca apparel products in Europe?

Prices of clothing products are generally constructed the same way in Europe. After the margins are added in the value chain and including taxation, it can be estimated that the raw material cost is 5-6% of the product’s selling price.
Alpaca fibre prices are extremely volatile compared to other apparel fibres, which makes it difficult to keep end prices low. The price elasticity of alpaca apparel seems to be relatively low, meaning that if the price of alpaca fibre were to rise, the quantity demanded would not be greatly affected.

General retail mark ups for the European Union are at least 300%. This means a pullover sold at € 50 will end up in the store at least € 150 or more.

Table 1: Price segments for alpaca products in Europe*

<table>
<thead>
<tr>
<th>Price segment</th>
<th>Market share</th>
<th>Product criteria</th>
<th>Brand names</th>
<th>Fashion criteria</th>
</tr>
</thead>
<tbody>
<tr>
<td>High price luxury</td>
<td>5%</td>
<td>Limited collections, made with special care; sometimes hand-made; high quality</td>
<td>Dolce &amp; Gabbana, Prada, Giorgio Armani, Donna Karan</td>
<td>High fashionable collections</td>
</tr>
<tr>
<td></td>
<td></td>
<td>materials; designers/brand name stand for exclusivity and fashionable</td>
<td></td>
<td>Exclusively designed materials and artworks</td>
</tr>
<tr>
<td>Upper middle price</td>
<td>15%</td>
<td>Collections are produced after pre-sale; extra attention to fitting and</td>
<td>Max Mara, Hugo Boss, Blumarine, Marni, Strenesse, Marc</td>
<td>Large variety of styles and materials</td>
</tr>
<tr>
<td></td>
<td></td>
<td>accessories; Brand-name goods, good quality materials, good range of design</td>
<td>Cain</td>
<td>Styles and fitting are vitally important</td>
</tr>
<tr>
<td>Middle price segment</td>
<td>30%</td>
<td>Collections are produced after pre-sale; good to medium quality materials;</td>
<td>French Connection, Inwear, Benetton, St. Oliver, Esprit,</td>
<td>Good fitting is important</td>
</tr>
<tr>
<td></td>
<td></td>
<td>trend-following or classical assortment; brand-name goods</td>
<td>Mexx, Jackpot</td>
<td>Recognisable by brand-name</td>
</tr>
<tr>
<td>Middle to Low price</td>
<td>40%</td>
<td>Produced in large quantities to lower the price; basic styles; few changes to</td>
<td>Private labels: C&amp;A, Promod, WE, Marks &amp; Spencer, HEMA,</td>
<td>Collections with a view to the current fashion high</td>
</tr>
<tr>
<td></td>
<td></td>
<td>patterns; basic fitting; Medium quality material, less fashionable</td>
<td>Etam, Vögele, Hennes &amp; Mauritz, Zara, Mango, Topshop</td>
<td>fashionable, close to trends</td>
</tr>
</tbody>
</table>


(* The remaining 10% is the low segment of supermarkets and hypermarkets, which are not relevant to alpaca exporters).

In terms of (potential) growth, the middle segment is frozen. The low-end segment – budget or mass retail – is forecasted to continue to grow at the expense of the middle segment. The high end will continue to be stable, as there will be no major changes in the consumer groups it serves and presents interesting opportunities for exporters from developing countries. Notwithstanding the continuous growth of the low segment, margins in this one are incredibly low and competition is fierce.

**Tip:**
- Trade upwards focusing on the middle to upper middle segment of the European market where the market is very interested in new materials and good quality. In these segments style, fitting and trendiness will need to be given central attention.

**Useful sources**
- **EFTA**: European Fair Trade Association
- **EURATEX**: European Apparel and Textile Confederation
- **ICC**: International Chamber of Commerce
- **WFTO**: World Fair Trade Organization
Trade fairs

Visiting, and especially participating in, trade fairs is highly recommended as one of the most efficient methods for testing market receptivity, obtaining market information and finding prospective business partners. Trade fairs are still the most important way to meet new clients on the European apparel market. The most relevant trade fairs in Europe for alpaca products exporters are:

Pitti Immagine Filati
Exhibition on Yarns, Fibre and Knitted Fabrics

Panorama Berlin
International Fashion Trade Fair

Innatex
Int'l Trade Fair for Sustainable Textiles

Pure London
Womenswear and Accessories

Copenhagen Fashion Week

CIFF
Copenhagen Int'l Fashion Fair
Annex I: Classification apparel and fashion accessories made of the alpaca fibre

Harmonised System (HS)

Within Europe, the following HS codes are mostly used for trade in alpaca apparel garment and fashion accessories:

- 610331 Men's or boys' jackets and blazers, knitted or crocheted of wool or fine animal hair
- 610341 Men's or boys' trousers, bib and brace overalls, breeches and shorts knitted or crocheted of wool or fine animal hair
- 610431 Women's or girls' jackets and blazers of wool or fine animal hair
- 610441 Women's or girls' dresses of wool or fine animal hair
- 610461 Women's or girls' trousers, bib and brace overalls, breeches and shorts of wool or fine animal hair
- 6110 Jerseys, pullovers, cardigans, waistcoats and similar articles, knitted or crocheted of wool or fine animal hair
- 611110 Babies' Garments and Accessories, of Wool, Knitted or Crocheted
- 611300 Garments, knitted Or Crocheted
- 611410 Other Garments of Wool or Fine Animal Hair, Knitted or Crocheted
- 611591 Stockings, Socks, of Wool or Fine Animal Hair, Knitted or Crocheted
- 611691 Gloves, Mittens, Mitts, of Wool or Fine Animal Hair, Knitted or Crocheted
- 611710 Shawls, Scarves, Mufflers, Mantillas, Veils, knitted Or Crocheted
- 611594 Panty hose, tights, stockings, socks and other hosiery, including graduated compression hosiery (for example, stockings for varicose veins) and footwear without applied soles, knitted or crocheted of wool or fine animal hair
- 611691 Gloves, mittens and mitts, knitted or crocheted of wool or fine animal hair
- 611710 Shawls, scarves, mufflers, mantillas, veils and the like
- 51021930 textile articles of alpaca, llama or vicuna