

# HIGHLANDS OF THE HEARTLAND

Summer 2010  
Issue 5



Heartland Highland Cattle Association, 976 State Highway 65, Tunas, MO 65764  
<http://www.heartlandhighlandcattleassociation.org/> 417.345.0575

## Hello Highlanders

By David Embury

It's been a long dry summer in our area. The hay crop is okay, but without the rain, there won't be much for second crop, but I am still cutting and baling first crop. I will be glad when fall arrives for cooler weather and maybe more rain.

The 4th annual Highland picnic that was at our farm on July 4th was informative. Our feed nutritionist Chris Wake spoke on rotational grazing, which encourages animals to forage on new pasture and how to move them by moving the mineral, salt and mineral blocks from one paddock to another when moving them. He also told us of a Vigortone product named Sinagod that creates a 30-35% reduction of flies. It has been tested in TX and MS states. It is basically made from cinnamon and garlic and you can mix it with your mineral or feed. I have started feeding it to my cattle and I can see a big reduction in the flies that bother the cattle. The smell of the garlic is very intense in the feed, but the cattle eat it well. One pound can treat about 30 animals and it is all natural. If anyone wants to learn more about this product, just give me a call and I can get you information.

## Reflections of a First Year

By Daniel and Becky Keith

We are Daniel and Becky Keith, newcomers to the HHCA, and to cattle owning in general. These last few months have been quite an experience. Our farm is located north of Springfield in the Bolivar area, on 10 acres of open grassy land. We've lived here 10 years, every year saying that we should get a couple of calves to put on the 8 acres we have in pasture. But every year the time would go by without any calves.

In the early months of 2009, we found ourselves in the position of being able to start making plans to purchase a few head of cattle, our goal being to provide beef for ourselves and our family. As we started looking, we both agreed that we were interested in one of the small breeds. Neither of us were experienced cattle handlers,

### INSIDE THIS ISSUE

Hello Highlanders	1
Reflections of a First Year	1
Let's Go To The National Convention!!	2
Planning Early Weaning	2
Highland Marketing Workshop	3
Farm and Cattle Product Survey	4
September 2011: 14-Day Trip to Scotland	4
AHCA 59 <sup>th</sup> Annual National Convention	5
Welcome New Members	5
Highland Discussion Forum	6
Board of Directors and Officers' Contact Information	7
Renewal Application	7
Have You Ever Thought Of Having Your Very Own Website?	8
Calendar of Events	11
Classified Ads	12

Now to some upcoming business. The HHCA Board has been approached by several HHCA members about having a Highland Cattle Auction in conjunction with our annual meeting next March 2011. Before the Board can make a decision, much discussion and investigation to cost and other things must be considered. **My question to the membership is: would you be interested in having a highland cattle auction for you to sell your highlands and be able to purchase them as well?** We want your input so please

Please see *Hello* on page 10

so the smaller package was attractive to us, and also the idea that those breeds tend to be more efficient grazers, good for a small farm. Since Daniel has a Scottish background, he'd had his eye on Highlands for quite some time. He had been very impressed with the gentle nature of the Asmussens' bull, which he had seen more than once at the Buffalo Scottish Festival. As we researched, we really liked everything we saw about the breed – the type of meat they provide, their easy care and their docile personalities. So our decision was made and we started trying to learn everything we could about them. Gloria and others in the club were very helpful as we talked to them at Buffalo and at the fairgrounds in Springfield.

Please see *Reflections* on page 3

## Let's Go To The National Convention!!

By Phyllis Campbell

What a great idea! Take a break, go to Michigan and see LOTS of Highlands, what more could you ask for? Of course 3 days before time to go I start to get cold feet. How could my husband and I go the AHCA National Convention with all those "professionals" as we are true novices, greenhorns, haven't even agreed on the farm name, only have 3 two year old heifers for one year, etc and was sure I would make a complete fool of myself.

So off we go, fortunately we left in time to head to Indianapolis and beat the rain. Later on we found out Gloria got to do the same trip in a heavy downpour. We arrive at the hotel, explored a little of downtown Kalamazoo which is a beautiful town. The next morning I head downstairs to see what I could find out. Well, there they were!—a table of friendly, excited, happy highland people more than willing to do anything, answer any questions about the schedules, buses, etc. We hop on a bus for the first day of visiting the first of 3 great Highland folds; each place had wonderful, informative programs covering a multitude of topics from pasture irrigation, haylage, parasites, feeding, breeding, etc. What beautiful animals—from calves cows and bulls. We had never seen so many Highlands. Every place and everyone talked about how they do things, what works great and what hasn't

done so well for them. Everyone had a great time visiting on the bus rides and lots of ideas were always being passed around and on the last day on the last trip back to the hotel someone mentions problems with the round bale feeders and a guy pops and says he solved the problem by building a square pole container with one or two sliding sides which has eliminated almost all waste and the yearlings are able to eat without leaving the central tower of unreachable hay. Well you should have seen all the people jump on him, asking him to draw pictures, etc., which of course he did.

It was obvious the organizers had put in a huge amount of planning and hard work which showed on all accounts. The families with children were so lucky as the Juniors were happily busy from morning to night with everything from swimming, flying, museums, and a lot more. WE ATE and ATE—the meals were wonderful and no one went away hungry. After hearing the reports from the various Highland associations across the country, all members of the HHCA can take pride in our growth and our board as they really shine a step above.

What did we learn from our adventure? Everyone there LOVES and believes in their Highlands and wants the integrity of the breed to always be there.

Please see *National Convention* on page 6

## Planning Early Weaning

By Laura Nelson

**Wean early without working overtime.**

Weaning calves at half the typical age calls for re-thinking your calendar, but it doesn't obligate a management overhaul. With a few key tweaks, ranchers already weaning at home can reap the rewards of calves that gain faster, convert cheaper, perform better and reduce cow costs.

"We started weaning calves early because of drought," said ruminant nutritionist Jeff Heldt. "Now we do it because it makes sense from a cow feed cost and grass availability standpoint."

Heldt, a field consultant for Land O'Lakes Purina Feed, works with cattlemen in the western portions of Nebraska and South Dakota who have moved their weaning date toward a 90 day target. The result: an average savings of \$40 per cow in feed costs and 25 % increase in forage availability.



"You can't feed a more efficient beef animal than one that is 100 to 200 days of age," Heldt said. "If you're feeding calves

clear out to finish, you can really take advantage of this in the area of feed efficiency and carcass quality. In an early-weaning program, these two things are going to be money makers." It works; that's proven. But don't jump in without careful evaluation on your own terms. Marketing, facilities and management plans must be in order to avoid weaning sooner than you or the calves are ready.

### Market Planning

Like some of Heldt's customers, Brush, CO, rancher Justin Curtis weaned his first set of 90-day-old calves

Please see *Weaning* on page 5

*Reflections from page 1*

When everything was finally in place to choose the animals we would bring home, we ran across a posting on craigslist for unregistered Highlands. Since we were not planning to market our beef, we were interested, and called to make an appointment to see them. When we arrived at the farm, the fold was out to graze and the owners filled a bucket with range cubes and started calling them up to the barn area. In just a few minutes, through the gate came about 25 head, and they were coming in fast! The lady had the bucket, and to my untrained eye, it looked like those cattle were about to run over her! She was bumping the closest one with the bucket, "back, back!" In the hubbub they looked huge to me, much larger than I had envisioned, horns everywhere, and completely intimidating. It really didn't match the picture I had formed in my head of quiet, docile animals standing around waiting to be rubbed on the neck. I looked at Daniel, "I don't know about this," I whispered. "It'll be fine," he assured me. So in a few minutes, after the cattle had settled down a bit, the couple started pointing out the ones that were for sale. We had decided we wanted two heifers and a very young bull (easier to tame down) to be the long-term keepers, and also wanted to buy an extra couple of bulls for butchering until our own

calves had grown to proper size. We really didn't know much about what to look for, but made our choices – two heifers, one definitely bred, one thought to be; one two-year-old bull, one yearling bull, and a bull calf. We needed to make arrangements for pickup, and set a date to bring them all home.

So, late in October, we brought home the beginning of our own fold. Looking back now, it was the perfect time, weather-wise, as inexperienced as we were. We really didn't have to do a lot for them for those first few weeks, to protect them from excessive heat or cold. And that was nice. Since I am at home during the day, I was the one planning to deal with the cattle most of the time. I really didn't know what to think of them. They were not wild by any means, but were not tame either. Not touchable. And I was still completely intimidated. Daniel would stride out there among them, they would scatter, and he'd do whatever he had planned to do. I carried a big stick and gave them a wide berth those first few days. But I really wanted them to be tame. We are a small operation, and while our plans for them are much more than being just pets, it just seemed right that they be friendly and easy to handle. So a few days later, first real contact came

*Please see Reflections on page 6*

## Highland Marketing Workshop

By Sybil Campbell

Where does your food come from? This is a very important question when it comes to marketing any type of food product these days.

People want to know how and where their food is produced before they buy it. This is an important question for the producer as well as having a business plan and answering the age old question "what is special about my product?" As we listened to the speakers, Eldon Cole and Wesley Tucker at the Highland Marketing Workshop hosted by HHCA Board of Director, Jerry Delcour and his wife Janet, explain how to create a market for cattle.

A lot of questions were asked, not all could be answered, but it helped everyone get a good idea of how they could market their Highland cattle, such as selling at farmers markets or advertising on Facebook or Craigslist.

The seminar touched on every thing from weighing animals at weaning age to how the quality of meat is affected by the docility of the animal. We touched on

guaranteeing your product and how to pool all the animals together for a large once a year sale.

We spoke of what the industry wants, such as weight of carcass, marbling, fat content and yield grade, to USDA vs. State inspected beef compared to what the local buyers want such as all natural, or grain fed beef. They want to see how the animal has been raised before it is sent to the packing house.

The second part of the seminar was the discussion of building a website for your Highland cattle presented by HHCA members Blake and Kali Coble.

Creating a website helps to sell and promote the breed without you being there, we are a recovering breed and that makes people interested in what we are doing to help. Everybody loves to look at pictures so by having a website you can share your pictures with anybody out there, we are in the age of computers so why not use them to promote, sell, brag, and compare our animals and mission all over the world.

*Please see Workshop on page 4*

*Workshop from page 3*

A few touch notes during our discussions:  
 How do you create a market for Highland Cattle?  
 You have to talk and sell the benefits of these special animals.  
 You need to sample your beef for people to taste.  
 Create a website and blog to market your cattle.  
 Create your own business card and farm brochure.

**Niche marketing!**

Display your Highlands at agricultural events, farm day, Scottish Festivals  
 The three to five years is the golden years for the beef market, it can be a great opportunity for someone to create an open market for the highland breed.

## Farm and Cattle Product Survey

By Kathleen Collins

In an effort to have the HHCA website pay for itself to a greater extent, we would like to pursue an affiliate marketing program with manufacturers of the products we use on our farms and with our Highland Cattle specifically.

Information provided in this survey will NOT be made public nor used for any purpose other than determining what our members like to use on their farms and with their Highlands so that the HHCA may approach the manufacturers of those products for affiliate marketing opportunities.

Please fill out the information at our on-line location: [www.theheritagehills.com/hhcasurvey.htm](http://www.theheritagehills.com/hhcasurvey.htm) OR if you do not have internet access, please use the hardcopy survey mailed to you, print your answers and return to the HCHA Secretary, Gloria Asmussen. We would like to have the survey responses completed by 10 September 2010.

If you have any questions, please call Gloria at 417-345-0575 or e-mail at [highlandcattle@centurytel.net](mailto:highlandcattle@centurytel.net).

Thank you for your participation!

Microsoft Live is a free tool you can use to create your own website, your only cost is \$10.00 for the domain name.

Conclusion ideas of discussion by the group were:

- Look into working on an cooperative sale of Highland animals for beef
- Looking into interest and cost of having a Highland Cattle sale in conjunction with the annual HHCA meeting in March
- Joining your local county Cattlemen's Association to promote the Highland breed
- When selling registered Highlands, sponsor the new breeder to both the AHCA and HHCA and get them involved with the membership

Heartland Highland Cattle Association  
 976 State Highway 65, Tunas, MO 65764  
[www.heartlandhighlandcattleassociation.org](http://www.heartlandhighlandcattleassociation.org)  
**Farm and Cattle Product Survey**

Please fill in all the fields in the top portion of the form. Then, add as many items as you can think of in the rest of the form. If you think of more items than there is room for, then please return to this page via the link that was sent and fill in the form again with the additional items. Consider all items such as pest control (fly, worm, lice), equipment large and small, supplements (mineral blocks/salt), tattooing items, halters, fencing, etc. See the HHCA Newsletter for an example of a filled in form.

NOTE: All information used for this survey will be kept strictly confidential and used only to aid in the association's attempt to set up some affiliate marketing to help defray operating expenses. Your personal information (email, etc.) will not be given to any outside party.

Please contact [djm.collins@theheritagehills.com](mailto:djm.collins@theheritagehills.com) at 417-686-1101 if you have questions or problems with the on-line form.

Name:	<input type="text"/>		
Farm:	<input type="text"/>		
Address:	<input type="text"/>		
City, State, Zipcode:	<input type="text"/>	<input type="text"/>	<input type="text"/>
Phone:	<input type="text"/>		
E-Mail Address:	<input type="text"/>		

Highland Specific Items			
Item	Purpose	Manufacturer	Purchased From
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

General Farm Products			
Item	Purpose	Manufacturer	Purchased From
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
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## September 2011: 14-Day Trip to Scotland

Ken and Beth Bristow have planned a 14-day trip to Scotland, leaving September 29, 2011, returning October 12, 2011. The tour will spend time in Edinburgh, Inverness, the Orkney Isle and the Isle of Skye. They will be visiting at least two Champion Highland Folds, one at Scone Palace, near Perth, Scotland, the other at Dunvegan Castle on the Isle of

Skye. If you are interested in joining them, please contact Ken and Beth for more detailed information. There is limited space available and they must confirm accommodation at the various hotels **as quickly as possible**, so pick up the phone and call them at (417) 256-4939 or [srmopiper@hotmail.com](mailto:srmopiper@hotmail.com).

*Weaning from page 2*

when faced with sparse forage. “We make those decisions year-to-year based on what we have in the pasture. In those really dry years on native grass, pulling the calf off sure helped the cow keep weight on and helped cut back on the feed bill,” he said. Calves went directly to the Certified Angus Beef LLC (CAB)-licensed Chappell (NE) Feedlot, where owner-manager Tom Williams says resource evaluation is crucial. “Out in that high desert country, they don’t always have the resources available to support a cow and a nursing calf. So getting the calf off and into the yard right away works---but it wouldn’t fit everyone,” the NE manager said. Heldt recommended starting with a marketing goal. Unless a feedlot is prepared to take on

a 350 pound calf, he says the early-weaning model best suits ranchers who already wean and background calves. For them, there are two options: Sell a heavier calf at normal marketing time, or target a normal finished weight but hit the market before prices are saturated with cattle from traditional programs. Finishing the long-fed animal takes experience, however.

“These little calves are so efficient and can gain so rapidly that a person can overshoot a finish quicker than expected,” Heldt said. So the end marketing date or weight needs to be thought of first, then back-calculate the performance.”

## AHCA 59<sup>th</sup> Annual National Convention

By Keith Bakeman

The June 17-19 convention was held in Kalamazoo Michigan at the Radisson Plaza Hotel. The Midwest Highland Cattle Association arranged for a very interesting field day activities and were superb hosts. The weather was sunny except for a storm Friday evening.

The tour highlights for me were:

1. The *K-Line Pod irrigation system* at Eddie Mackay's farm with a line of sprinkler heads that are toed into position with an ATV or farm Gator. A 5-inch well with a 5 hp pump supplies the line of sprinklers for ten hour sets covering 25 acres in 8 to 10 days.

2. The *visit to Lea-White farms* where they feed conventional hay and haylage. Haylage are round bales of wet forage baled with about 30 to 60% moisture. It must be wrapped in plastic to protect it from air so that anaerobic (without oxygen) fermentation takes place. Hay can be continuously harvested regardless of the weather.

3. The *Kellog Biological Station Dairy pasture paddock* feeding combined with a state of the art robotic milking facility takes the drudgery out of a dairy operation. The \$250,000 robotic milking machine for 60

Please see *AHCA 59th* on page 6

## Welcome New Members!

### Arkansas

Robert Mattson, Texarkana

### Kansas

Todd and Kim Schneider, Great Bend

Rex Hay, Smolan

John Rainville, Ft. Leavenworth; *sponsored by Troy and Karen Schroeder*

### Missouri

Kimberly Kothe, Mountain View

Kevin and Evia Carpenter, Novinger

Raymond and Susan Finke, Richmond

Harold and Jann Ramey, Alton

### Oklahoma

Larry and Kristi Andrews, Red Rock

Patti Mills, Jay

Bill and Sherry Sanders, Henryetta; *sponsored by Blake and Kali Coble*

### Texas

Wayne Sanders and Janice Wilkerson, Troup; *sponsored by Blake and Kali Coble*

Josh and Katie Ellis, Kemp; *sponsored by Blake and Kali Coble*

Glenn and Sherry Young, Tyler

*AHCA 59<sup>th</sup> from page 5*

cows is amazing! The cow comes into be milked when she is ready. The machine identifies the cow by the tag she wears around her neck and accepts or rejects her for milking depending on how long it has been since was last milked. She is fed the proper amount of concentrate, her teats are automatically cleaned by robotic brushes and sprays, the milking sleeves are robotically attached and she is milked through separate lines where she is monitored for mastitis and the volume of milk she produces from each teat. All data is stored in a computer for review and analysis. Any problems needing human intervention sounds an alarm and calls the person on duty by phone stating the problem that has occurred. The cows are happy with the system and the farmer has fewer problems and expense than dealing with a human milking staff.

*Convention from page 2*

There were people there from across the county and Canada and even two from Chile. One man came who had no Highlands, but wanted to learn about them before purchasing any. Many others had smaller folds, raising them for different reasons and some were the large producers. All showed there are no hard and fast absolutes in raising our Highlands—what works in your situation is okay and if it isn't working out as wished, there is someone out there who will be more than happy to help with new ideas.

## Highland Discussion Forum

A new Internet based online discussion forum has been recently created by HHCA member Kevin Carpenter for the Associations use. Membership is open to anyone with an interest in Highland cattle. Many prefer the use of a forum over an email list since information posted remains available for future reference. The forum does have a variety of email notifications that you can elect to use if you wish to. The forum itself is pretty easy to use as several early members can attest to. To get started, just point your favorite browser to

["http://highland.mysticplains.org"](http://highland.mysticplains.org). You can view the forums using the default Guest account, but we would encourage you to register (its free!).

The forum has many different topics such as:

- General Discussion
- FAQ (frequently asked questions)
- Small & Large Herd Management

4. *Old Fashioned Amish Thrashers Supper* where the evening was spent in a large white barn at an Amish community fair ground. It looked and felt like we had returned to the 1880s except for our three busses parked outside. The dinner was very good with many plates of bread, vegetables salads and egg noodle dishes followed by pies, puddings and fresh fruit. The main function of the meeting was election of directors for vacant positions and reelecting or replacing those who had finished their term. I'm happy to announce that Gloria Asmussen and John Jenkins were elected to the AHCA board joining Dean Adams and Keith Bakeman as Heartland Regional members on the national board. Dean was later elected President of AHCA by the board of directors on Saturday morning.

*Please see AHCA 59<sup>th</sup> on page 10*

It all ended with an unbelievable auction which had GREAT STUFF—(still wish I had the beautiful Highland handmade quilt) and many new friends across the country that we look forward to seeing again in the future. Would we go again? YOU BET—can hardly wait to see what they have next year. (Ron and Phyllis Campbell of Nixa, MO, attended their first AHCA convention in Kalamazoo, MI, this past June.)

- Sustainability Practices
- For Sale and wanted to buy
- Clubs and Associations
- Producers Websites
- Other Links
- Suggestions for site

Check out this forum and login: it is another benefit to a Highland breeder <http://highland.mysticplains.org>

There is a link on the HHCA homepage at

[www.heartlandhighlandcattleassociation.org](http://www.heartlandhighlandcattleassociation.org)

Just click on "Forum" on the homepage and you will get to the highland forum.

Kevin is a new member of the HHCA and has just purchased Highlands and as a newbie, he is doing research, and seeking information, so what better way to learn about the Highlands than from seasoned breeders. So check out the site and get involved.

## Board of Directors and Officers' Contact Information

### Board of Directors

Year	Name	Location
2011	Linda Betterton	Choctaw, OK
2011	Karen Schroeder	Albert, KS
2012	Alan Cameron	Minden, LA
2012	Greg Roberts	Marionville, MO
2013	Jerry Delcour	Crane, MO

### Officers

President David Embury  
P.O. Box 465  
Willow Springs, MO 65793  
417.469.2411  
[lighteningridgefarm@socket.net](mailto:lighteningridgefarm@socket.net)

Vice President Tom Thompson  
615 Shompson Lane  
Pocahontas, IL 62275  
618.669.2236  
[Tomteesa55@yahoo.com](mailto:Tomteesa55@yahoo.com)

Secretary/  
Treasurer Gloria Asmussen  
976 State Hwy 64  
Tunas, MO 65764  
417.345.0575  
[highlandcattle@centurytel.net](mailto:highlandcattle@centurytel.net)

## Check out the HHCA website!

[www.heartlandhighlandcattleassociation.org](http://www.heartlandhighlandcattleassociation.org)

On the site you will find updated classified ads, membership page of new members, and the Events page with the Calendar of Events and pictures from the events.

Remember, the website receives over 50,000 hits per month. This is a great place to get and give information about your farm and Highland cattle.

Use your FREE ad and get exposure and results.

Cut along line

## Renewal or New Membership Application Heartland Highland Cattle Association

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Phone \_\_\_\_\_ Cell \_\_\_\_\_

E-mail Address \_\_\_\_\_

Please remit **\$20.00** yearly (12 month) membership dues to:

Heartland Highland Cattle Association

976 State Hwy. 64

Tunas, MO 65764

If you have any questions, comments or concerns, please contact the Secretary, Gloria Asmussen at 417.345.0575

## Have You Ever Thought Of Having Your Very Own Website?

Hello fellow members of the HHCA! We at the Coble Highland Ranch in Henryetta, OK, believe that networking and marketing via the Internet is taking off rapidly in the ranch and cattle world. In the 21<sup>st</sup> Century, we feel as if technology is one of the best ways to market cattle and products. We want you as a Scottish Highland Cattle breeder to have an opportunity to have a website of your own to promote the breed and your ranch/farm.

Blake has taken several web design and HTML courses at Oklahoma State University Institute of Technology (located in Okmulgee, OK) as a part of his plan of study to obtain a bachelors degree in security and forensics in the Information Technology field. Kali has an Associates Degree in Office Information Systems Technology with a certificate in Graphic and Multimedia Design from Oklahoma State University. Together, we make a great team that can put design a website specifically suited to your needs. Having a herd of Scottish Highlands ourselves, we are equipped to help you layout a website targeted at promoting the breed.

Currently, we host and have designed several different websites for Highland breeders including:

[www.hairycowfarm.com](http://www.hairycowfarm.com); Janet Melton and Jerry Delcour, Crane, MO

[www.drywalnuthighlands.com](http://www.drywalnuthighlands.com); Troy and Karen Schroeder, Albert, KS

[www.nuyakahighlandranch.com](http://www.nuyakahighlandranch.com); Dave and Mickey Blitz, Okmulgee, OK

And a local livestock auction:

[www.ensignlivestockauction.com](http://www.ensignlivestockauction.com); Ensign Livestock Auction, Prague, OK

Please visit these websites to get an idea of what you might need to have a website of your own!

*"The site looks great! Better than any I have seen. Thanks for all your patience and hard work." – Troy Schroeder, Dry Walnut Farms*

*"We are very pleased...the website looks great. My daughter thought you did an impressive job...Thanks a lot!" – Mickey Blitz, Nuyaka Highland Ranch*

*"I really do love it. The format is great and looks very professional. I really like the pictures too!" Kay Ensign, Ensign Livestock Auction*

Please feel free to contact us with any questions you may have about website development and pricing at [coblehighlandranch@yahoo.com](mailto:coblehighlandranch@yahoo.com) or by calling Blake at (918) 652-1411 –OR- visit us online at [www.coblehighlandranch.com](http://www.coblehighlandranch.com)!

### *Reflections from page 3*

between me and, unlikely though it seemed, the biggest bull. He was on one side of a big hay bale and I on the other, reaching around as far as possible with a range cube, which he finally tentatively took. He was a good sort of guy, and the first to be touchable. It made sense to continue with the hand feeding of range cubes, but that soon ran into a snag. The cows were very interested in them, and willing, once they figured it out, to come up for a bite. But I didn't have any idea how to proceed from there, and was, again, intimidated by the proximity of their horns and the way they pushed each other as they came up close. And though they were happy to be treated, they weren't really interested in being friendly. So before long, treats were put aside, and I resorted to spending a bit of time out in the pasture with them daily through the winter, letting them get used to me being close, and gradually working toward them allowing touch. It didn't really seem to go very well and just as I was beginning to lose heart and decide that maybe it wasn't going to work out after all, it became clear that I was

causing a lot of my own problems because I was afraid of the cattle. Daniel would laugh when we went out together to put out hay bales. While the cows would circle around, staying out of his way, I would circle around him, staying out of their way! So finally it registered that if I wanted them to be comfortable with me, I had to figure out a way to be comfortable with them. So that became the first goal. As that got better and spring came on, the lead heifer decided that she didn't mind being rubbed under her chin – the much-needed breakthrough. I had been trying to reach for their foreheads, and they just weren't ready for that, so it had been counter-productive. Within a few days she was ready to accept brushing. Soon after that, the young keeper bull accepted the first scratch, and he quickly became more and more touchable. The second heifer remained stand-offish, shaking her head and dipping her horns at any attempt to make friends. The biggest bull had been butchered mid-winter, so that left only the yearling bull. We had tried separating

*Please see Reflections on page 9*

*Reflections from page 8*

him to tame him down once during the winter months, but since he was older his fear made him fairly aggressive and we had only marginal success with that. But since he is our meat for this next winter, we haven't been overly ambitious to tame him down further. During the winter months, the Soil and Water Conservation office had provided training on forage stockpiling and rotational grazing, and the local Extension agent (Wesley Tucker, who spoke at the recent marketing seminar) had also given us some helpful advice about both. We had the hay off our field tested, and found out that the pasture was producing very good quality (although we don't plan to hay it again, it told us that there was good graze out there for the cows). So as the weather warmed up and the grass came on we began strip grazing, hoping to make efficient use of the acreage and to retain a good range of grasses/plants for the Highlands. It took them a few weeks to figure out what we were wanting of them with the temporary electric lines being put up and down, but soon they got the hang of what was happening, and have become very cooperative. Since we have no mature trees inside the pasture, the biggest challenge was figuring out a shade shelter for them that could be moved along as they grazed each strip. But a 10X20 PVC frame topped with lightweight panels for shade seems to be working well so far, and is not difficult to scoot from strip to strip.

As spring came on full force, we began to wonder if the heifers really had been bred. We had never been around calving before, and couldn't really tell if they were increasing or not. Finally, mid-April, it seemed that, yes, they might be showing some signs of carrying a calf. A few days later, one of the neighbor ladies stopped by with her disabled husband as they took a routine drive around the neighborhood. As she asked about the cows, she mentioned, "So you know you're about to have a calf, don't you?" I admitted that I didn't, and asked her how she could tell. She explained, and then walked out to the barn to show me, what "springing" was. Both the heifers were showing signs. A couple of weeks later, the lead cow had her calf with no problems, a little red heifer like her mother. The cow remained very calm and has allowed us free handling of the calf since the second day, so the little one (Dixie) is very tame and friendly. Two weeks after Dixie was born, the second heifer calved, a little white bull calf Daniel (the chooser of names) decided

to call Thaddeus. She was very protective of him for the first several days, and I really didn't think we'd have much of a chance to work with him. But soon she was allowing us to touch him, and he became accepting of it, so he has tamed down very well, too. In fact, working with him brought me up close to his momma, and she has begun to accept scratching and then brushing as well, a very nice side benefit! The most recent evolution of our plan has been to run chickens behind the cows. We hoped to achieve two goals with the chickens – for them to break up the manure left by the cows so that it will incorporate into the soil more quickly as they scratch through it to eat fly larvae, controlling the fly population hovering around since the weather warmed up. That project has gone well. There are still flies, but the numbers are much less. The cows and chickens have come to live together harmoniously since with the heat of the last month the chicks have taken shelter under the cows' shade. In fact, in the last week we usually find in the heat of the day the cows lying down and a chicken or two taking advantage of a cushy place to rest on someone's back!

Some of the things we have learned so far:

On a frigid, wintery night, the cows much prefer cuddling up to a hay bale to coming into the open stalls of the barn.

- On a hot, humid summer day, they do appreciate the shade of those same stalls.
- A firm touch is much better than a light fluttery one.
- Being licked by a cow (when no feed is being offered) seems to signify acceptance.
- Cows don't lead their day-old calves anywhere, the calf goes where it wants and the cow hovers like a human mother with her just-learning-to-walk toddler.
- It's much easier to work with the cows' daily routines and habits to get them where you want them to be than to try to run them there.
- On a hundred-degree day, even an untouchable bull doesn't mind a hose running cool water trailing down his spine.

So after many good days and a few frustrating ones, it's easy to see that Daniel's words that day we went to see a fold of highlands really were true – It has truly been fine. In fact, it's been great!

*AHCA 59th from page 6*

The following discussions and decisions excerpted from meeting minutes are of particular interest to members and regional clubs.

**1. Governance Committee**

Our accountant has recommended that AHCA adopt a record retention and whistle blower policy that conforms to tighter nonprofit organization regulations. We will finalize procedures and share the information with the regions so that they may incorporate appropriate rules into their organizations.

The regional association survey provoked a discussion whether regional members have to be AHCA members for full membership in their club. The AHCA rules are unclear and will be rewritten to conform to the Heartland rules.

**2. Finance**

A realistic budget was proposed for next year instead of the balanced budget used in the past. This showed that the expenditures will exceed revenue by about \$10,000. The board has time to carefully look at several ways of increasing revenue. Suggestions from the membership are welcome.

*Hello from page 1*

call me at 417.469.2411 or email the HHCA secretary at [highlandcattle@centurytel.net](mailto:highlandcattle@centurytel.net). She can give you the emails or phone numbers of the other Board members and officers. Please think about this as the Board will be discussing this at the October 9 Board of Directors meeting. This could be a good venue for all our members to come together from all the different states to sell their Highlands and get some new bloodlines

**3. Highland Cattle Foundation**

In addition to the scholarships announced at the annual meeting, the Foundation has been pursuing research studies at educational universities to obtain beef nutrition facts for both grain- and grass-finished Highland beef. These studies would also evaluate best processing protocol for grass-finished beef. Land grant universities have had a freeze on funding research which means we can not add highland beef studies to existing research studies.

**4. The Bagpipe**

The magazine is going well but we need more advertisers. The inside front and back covers were auctioned Saturday night. We all know a few potential advertisers in our area that may be interested in the low rates for a high quality trade magazine.

**5. 2011 NY Convention**

Next year's convention will be held in Ithaca, NY, home of Cornell University. It will likely be held the same third weekend in June.

and also invite members and inquiries from other states to come to the auction but we will need member's participation. I hope to hear from many of you concerning this venture the HHCA is discussing.

Happy Highlands,  
David Embury, HHCA President

**Highland Merchandise!**

Check out the Merchandise Page on the HHCA website at

[www.heartlandhighlandcattleassociation.org](http://www.heartlandhighlandcattleassociation.org)

Check out the New 2011 HHCA calendar—this is a must-see item! These calendars make a great gift for the Highland collector and enthusiast.

Purchase your calendars by December 1 for Christmas gift giving!

**HIGHLAND CATTLE**

## Calendar of Events

When	What	Where	Contact	Website/Email
4 Sept. 1 PM until ??	Highland Farm Fest Speakers and info on Highland Cattle	McIntyre's Retreat, West Plains, MO	Ken and Mary Beth Bristow 417-256-4939	<a href="mailto:srmopiper@hotmail.com">srmopiper@hotmail.com</a>
The Bristow's will host their 2 <sup>nd</sup> Annual Farm Fest with a guest speakers presenting on fertility strategies and financial stability. The Gathering will be from 1:00 -4:00, with potluck meal to follow. Please plan to bring a side dish of salad or dessert. Meat and soft drinks will be provided. Come and share your ideas and be sure to bring your own lawn chairs.				
10 – 11 Sept.	8 <sup>th</sup> Annual SW MO Celtic Heritage Festival and Highland Games; Highland cattle on display and Highland beef concession stand	Old City Park and Fairgrounds	417-345-2852	<a href="http://www.swmocelticfestival.com">www.swmocelticfestival.com</a> or <a href="mailto:highlandcattle@centurytel.net">highlandcattle@centurytel.net</a>
<p>The SW MO Celtic Heritage Festival &amp; Highland Games in Buffalo, MO, located on East Ramsey St. at the Old City Park and Fairgrounds.</p> <p>The Festival begins with the Calling of the Clans on Friday evening at 6:00 PM; Saturday festivities begin at 9:00 AM and go till 5:00 PM.</p> <p>The Kilties from Springfield, MO, will be returning this year to perform at our Official Ceremonies at noon and our featured band is the Tullamore. New this year is the Scottish Sword Fighting demonstrations, new vendors, and more Kiddie Games with a make it and take it booth for the children.</p> <p>Returning is the Archery Group, demonstrations, spinners, Birds of Prey, Highland Cattle and numerous other activities to keep you entertained all day. There are twelve entertainers and dancers on three stages throughout the day. Don't forget to come and enjoy the Athletic Highland Games and be amazed at these athletes' strength.</p> <p>Come join us for a day of Celtic Cultural experience. Check out the website at <a href="http://www.swmocelticfestival.com">www.swmocelticfestival.com</a></p> <p><b>At this Festival, the HHCA has a concession stand featuring Highland beef. The beef is sold as a fundraiser for the HHCA; it has been a great fundraiser for the past three years. Anyone interested in attending the Festival and giving a helping hand at the concession stand, please contact the HHCA.</b></p>				
18 Sept. 1 to 4 PM	Highland Field Day Highland cattle and Highland crosses pasture tour; info on breed characteristics and cross breeding	4C Stewart Farm, Spokane, MO	Steve Stewart 417-880-5040 417-880-3172	<a href="mailto:sssmgshome@yahoo.com">sssmgshome@yahoo.com</a>
Steve will showcase his purebred Highland Fold with a presentation on Highland's low production cost and bottom line profit. Also speaking will be Bill McCollum from Ozarks Mountain Meats presenting on internet farmers market. Come visit and network with other Highland breeders learn about the Highland breed characteristics. For directions and info call or email at the address above or the HHCA at <a href="mailto:highlandcattle@centurytel.net">highlandcattle@centurytel.net</a>				
1 – 3 Oct.	Ozark Fall FarmFest	Ozark Empire Fairgrounds, Springfield, MO	HHCA Secretary 417-345-0575	<a href="mailto:highlandcattle@centurytel.net">highlandcattle@centurytel.net</a>
16 – 17 Oct.	Heritage Days	Harry S. Truman's Visitor's Center, Warsaw, MO	Steve Hanson 660-438-6968 or 660-723-9527	<a href="mailto:highlandcattle@centurtel.net">highlandcattle@centurtel.net</a>
4 – 6 Nov.	Small Farm Today Conference	Columbia, MO		<a href="mailto:highlandcattle@centurytel.net">highlandcattle@centurytel.net</a>

## HHCA Classified Ads

CHECK OUT ALL THE ADS ON THE HHCA WEBSITE AT [www.heartlandhighlandcattleassociation.org](http://www.heartlandhighlandcattleassociation.org)

Use your FREE membership ad on the website classified section and in the newsletter, your ad will pay off. There are always SOLD signs being placed on ads.

### Arkansas

Due to a back injury, I am selling my small fold; purebred Highland bull, cow and 2 heifers.

Howard Barr, Yellville, AR

[barrs@yellville.net](mailto:barrs@yellville.net)

Registered 6 year old black Highland bull, produces nice heifer calves.

Siloam Springs, AR

479.409.9925

[chandlerfarms@ymail.com](mailto:chandlerfarms@ymail.com)

### Illinois

2 Registered Highland cows; 8 yr. old white cow/produced 5 heifer calves; 4 yr. old dun cow

Orangeville, IL

815.266.1827

[vgord48@aol.com](mailto:vgord48@aol.com)

### Kansas

Highland fold dispersal: 3 purebred cows, pasture bred; 1 purebred cow/heifer calf pair; 1 registered Highland cow, pasture bred; 2 ½ reg. white bull \$450-600

Susan Walsh, Roseville, KS

316.312.8192

[stevesusan@pixius.net](mailto:stevesusan@pixius.net)

Oz Highland Farm, quality Highland Stock

Auburn, KS

785.256.7920

[ozhighlandfarm.com](http://ozhighlandfarm.com)

### Missouri

Vintage Hill Highlands, strong genetic bloodlines; cows, calves, and bulls

Franklin, MO

660.537.3906

[www.vintagehill.com](http://www.vintagehill.com)

Purebred Highland cow/calf pair; 16 month old purebred Highland bull; 2 yr. old purebred Highland heifer pastured exposed

Holden, MO

816.699.1616/816.456.4405

[skadavy6@yahoo.com](mailto:skadavy6@yahoo.com)

Shepherds cove's Caesar—outstanding show Champion bloodlines, 2 yr old reg. bull

Montgomery City, MO

573.953.0474

[ld4962@earthlink.net](mailto:ld4962@earthlink.net)

Hadler Highland Hills; cows, calves, bulls

Glendale, MO

314.570.4649

[kahhadler@charter.net](mailto:kahhadler@charter.net)

Jack's Cattle Co. Reg. Highland fold dispersal; mature dun bull; 3 cows: 5 yr. old silver cow with silver bull calf; 4 yr. old red & brindle cows- red cow with bull calf; yearling silver bull asking \$5000 for all seven animals

Lone Jack, MO

816.697.8810

[jackscattle@msn.com](mailto:jackscattle@msn.com)

Purebred Highland bulls and heifers; will raise the way you want; Steve

Stewart

Spokane, MO

417.880.3172 417.880.5040

[ssmgshome@yahoo.com](mailto:ssmgshome@yahoo.com)

Black Bell Acres, Purebred Highlands

Alton, MO

417.778.6009

[blackbellacres@yahoo.com](mailto:blackbellacres@yahoo.com)

Highland fold reduction: two reg. cows, pastured exposed, 2 steers, reg. silver yearling bull; all 5 for \$3500

West Plains, MO

417.256.4939

[srmopiper@hotmail.com](mailto:srmopiper@hotmail.com)

Two purebred yearling heifers, black and red, hand fed, docile; 2 yearling steers

Lebanon, MO

417.588.4116

6 month to yearling purebred Highland bulls dun, brindle and red colors

Excelsior Springs, MO

816.630.3332

[dlpotteiger@netzero.com](mailto:dlpotteiger@netzero.com)

Crossbred Highland/Jersey yearling heifer and bull

Willow Springs, MO

417.469.2411

Registered 6 yr. old proven Highland bull, excellent bloodlines; yearling reg. Highland yellow heifer; 3 quality Highland steers

Dadeville, MO

417.995.2002

[laughingsun@keinet.net](mailto:laughingsun@keinet.net)

Yellow 4 yr. old purebred Highland bull, halter trained, very docile;

produces white calves;

purebred white Highland bull calf

Ava, MO

417.683.2122

[bryantview@getgoin.net](mailto:bryantview@getgoin.net)

### Oklahoma

Coble Highland Ranch

[www.cobelhighlandranch.com](http://www.cobelhighlandranch.com)

Purebred Highlands; bulls, heifers, bred cows

Henryetta, OK

918.652.1411

### Texas

Mature Purebred Highland bull gentle/hand fed; produces red and black calves

Kemp, TX

972.804.0740

[randomellis@gmail.com](mailto:randomellis@gmail.com)

**Heartland Highland Cattle  
Association**

976 State Hwy 64  
Tunas, MO 65764

**Phone:**

417.345.0575

**E-Mail:**

highlandcattle@  
centurytel.net

**Hairy cows are the way  
to go!**

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*We're on the Web!*

*Visit us at:*

[www.heartlandhighlandcattleassociation.org](http://www.heartlandhighlandcattleassociation.org)

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Heartland Highland Cattle Assn.

976 State Hwy 64  
Tunas, MO 65764



**Customer Name**

**Street Address**

**City, ST ZIP Code**