

The Katahdin Hairald

Quarterly Newsletter of Katahdin Hair Sheep International



Volume 26, No. 2

www.katahdins.org

Summer 2014



Welcome New Members

**February 15 -
April 15, 2014**

New Youth Memberships

Allen Westbrook of A&W Sheep Hope, AR
Drew Buehne of Sunshine Brothers Katahdins ...Highland, IL
Hayley Alexis Gentry of D & D Farms.....Greenville, IL
Lauren Olivia Gentry of D & D Farms.....Greenville, IL
Holly Johnson of IHI Farms Slater, IA
Noah N Schwartz, Jr of Smith Valley Farms.... Scottsburg, IN
Carrie Jones of Windy Willow FarmSunderland, MD
Chad Mast of Rocky Acres Ranch..... Tunas, MO
Derek M Miller of Shepherd Hills KatahdinsBuffalo, MO
Faun Ivy Hollingsworth of RRR Katahdins Rogersville, TN
Jeff Coleman of Sustainable Earth Farm..... Olympia, WA

New Voting Memberships

Rebecca Jones & Marcella Brown of Cove Haven Farms.....
..... Ider, AL
Slade & Beth Singleton of Pine Mountain Katahdins.....
..... Gadsden, AL
Doug Myers of Best Farm..... Huntsville, AR
Donna Robbins..... Gualala, CA
Laurence L & Merritt Burke, III of Cedar Creek Farm.....
..... Nassau, DE
Milr Karabasevic of Silver Fox Farms.....
..... Palm Beach Gardens, FL
Allen & Valerie Pittman of HillBilly's Katahdins
..... Jacksonville, FL
Archie & Vida Hughes of Forsyth Katahdins Forsyth, GA
Stephen & Andrea Scarrow of Plow-Stock Farms.....
..... Moultrie, GA
Elizabeth Vivian of Flying V Farm..... Cohutta, GA
Paula J Siegel of Atlanta Katahdin SheepAtlanta, IL
Dewayne Benefiel of Benefiel Farm Paoli, IN
Mark Johnson of IHI Farms Slater, IA
Todd & Kerri Leach of Leachfields, LLC West Liberty, IA
Donald Howard of Kentucky Lake Katahdins Benton, KY
Valerie Somutin & Marilyn Wright of Freedom Run Farm, LLC
..... Sherryville, KY

Mitch & Cherie Martin of Acadiana Grass Farm
..... Amaudville, LA
Angela M Mitchell of Ferme De Plein Soleil LLC.....
..... Delcanbre, LA
John & Delisa McLeod of WTC Farms Lucedale, MS
Stephen Stringfellow of Good Things Farm..... Lucedale, MS
Lee Ann Kowal of Pleasant Acres Farm Milford, MI
Robert Brodie of Schaf Tal Farms Altenburg, MO
Mike Courtney of Pine Hill Farms Odessa, MO
Kenneth & Evelyn Miller of KEM Farms West Plains, MO
Bud & Genny Miller..... Winona, MO
Theodore & Stacy Gasvoda of Diamond Willow Ranch
..... Simms, MT
Daniel & Christine Bitz of Headacres Farm
..... Washington, PA
Justin Fruechte of Sturdy Post Ranch Ward, SD
Brandon & Savanah Anglin of A Plus Farm ... Duck River, TN
Blythe Reichert Erickson of RRR Katahdins.....
..... Rogersville, TN
Dan Parker of Borrowed Acres Farm..... Smyrna, TN
Amy Tavalin College Grove, TN
Heiskell Winstead of Win Vue Farms Bulls Gap, TN
Crystal Yates of Arcadia Farm of Seymour..... Seymour, TN
Wayne or Anne Fajkus of Walking Dead Ranch.....
..... Copperas Cove, TX
Edward Torres Paige, TX
Beverly McQuarry of Creasy Hill Springs Farm.....
..... Buckingham, VA
Mike & Kim Shortridge of Shortridge Farm..... Chilhowie, VA
Jessie Cravens of Cottage Window..... Arlington, WA
Brad & Mary Olmstead of Olmstead Katahdins.....
..... Enumclaw, WA
Lynn & Karey Richards of LK Farm Tenino, WA
Becky & Brett Walstead of Walstead Family Farm
..... Gig Harbor, WA
Joseph & Angela Bobier of Sheep Run Organics.....
..... Walker, WV

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Advertising

Display Ad Rates★: Contact Operations for current rates and spec sheet. 479-444-8441, info@katahdins.org

Classifieds - Classified sale ads for Katahdin or Katahdin-cross sheep are free to all KHSI members in the Katahdin Hairald and at the KHSI website. For the Hairald, limit length to 40 words.

Ad commitment for Fall 2014 Hairald due July 2nd, 2014.

★rates for display advertising are subject to change upon approval of the Board of Directors.

Ad design available from:

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Cover: "Summer Picture", KHSI 2013 Photo Contest, Open Category, Johanna Kern, MT

Pictured Above: "Grass Eating Contest", KHSI 2013 Photo Contest, 1st Place, Open Category, Caroline McMillen, PA

Directors Corner

Reflecting on Our Successes and Our Future

KATAHDINS TAKE THE LEAD FOR REGISTRATION NUMBERS IN ALL BREEDS IN 2013

Lee Wright, President

Katahdin Hair Sheep. The breed whose time has come!

I'll start by saying, Congratulations to our membership for their hard work in promoting Katahdin sheep. The good news from the March issue of the Banner Magazine is that KHSI registered more sheep than any other breed in 2013, (see table below). This is a monumental first for Katahdins to lead this category. For the past three years, Katahdins have led in transfers. Transfers are just as important as registrations as they indicate successful sales, movement, and growth of our breed. Not only did we lead the industry in registrations and transfers, but KHSI also had its highest membership ever! Congratulations Members, job well done, keep it up!!

From the beginning of Katahdin breeding by Michael Piel in the late 1950s and 60s, the emphasis has been on maternal behavior, multiple births, shedding and easy care. The early leaders and mentors of the Katahdin association, like Dr. Charles Parker, Laura Callan Fortmeyer, as well

as early producers and past Board members, have continued to emphasize these same easy care traits. Leadership over the years has advocated education, learning and application of new technology, and management to increase meat and maternal production. These trademarks have been at the core of our breed, and I maintain this is where we need to continue our efforts for future sustainability, functionality, and profitability.

In order to stay relevant to the sheep industry as producers and members of KHSI, I feel it is crucial in looking to the future that we all need to understand and embrace our past. After all, we have made it to the top, and now our goal should be to stay there. By working to meet the demands of our industry, and being one of the few growing sectors of that industry, it appears to me we are doing things right, at the moment.

Measures of current and future success include more registrations and transfers, more memberships, more commercial Katahdin flocks and more Katahdin genetics in flocks across the country. Knowing that shedding, easy care, prolific, parasite resistant, maternal, meat sheep is what our customers are looking for, let's keep making more of those. As well as continue educating ourselves on how to make them better, no matter our state, region or management style. It's obvious we can raise these sheep anywhere; the key is to find the genetics and management system they need to thrive in your operation.

Notable changes in recent years include continued expansion into the southeastern USA, where many predicted that sheep would not do well, more than twice as many flocks in the National Sheep Improvement Program (NSIP) receiving EBVs (estimated breeding values) than any other breed, and an increasing number of flocks showing Katahdins. While not the most parasite resistant breed in the country, Katahdins easily have the most active selection program for improvement of parasite resistance genetics.

Potential areas for Katahdin expansion exist everywhere: find the niche and make your market. Sheep fit well on small acreage farms, producers located near city limits anywhere should find ways to take advantage of booming ethnic markets demanding light lambs. For larger commercial sheep operations, we need to focus efforts to incorporate Katahdins for cross breeding and improved carcass quality for lambs to fit the heavier weight traditional market. The addition of sheep to cattle herds across the country for comingled grazing opportunities has huge potential. Low beef inventories and record beef prices country wide tell me these producers with grass may be looking for more economical grazers to consume their forage.

It is my belief that Katahdin breeders need to continue to strongly emphasize easy care attributes. These include shedding, ease of multiple birth lambing on pasture, and parasite

CONTINUED ON PAGE 3

Top 6 Breed Registrations: 2003-2013

Breed	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003
Katahdin	8338	8131	6744	4753	4979	5070	5089	5987	4645	4209	3889
Hampshire	7447	7760	8112	6793	8459	7583	9127	8505	9064	9104	9066
Suffolk	7439	8761	9546	9811	10146	11034	12519	13199	13658	14230	15001
Dorper	6335	6505	6176	5045	4998	5337	5763	6823	7216	6050	5469
Dorset	6265	6493	6045	6240	7211	7434	7825	8311	9147	9743	9568
Southdown	5157	5072	5010	5059	5026	5222	5174	6020	5566	5742	5694

Top 6 Breed Transfers: 2003-2013

Breed	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003
Katahdin	4197	4456	3907	2761	2584	2232	2588	2844	2718	2232	1555
Hampshire	3435	3587	3485	3390	3752	3658	3929	3811	4245	4123	4261
Dorper	3374	3289	2723	2645	2384	2360	2426	3089	2916	2682	1685
Dorset	3032	3370	2912	3157	3545	3680	4073	4113	4614	4581	4956
Suffolk	2871	3094	3140	3453	3934	4700	5310	6992	5649	6145	6875
Southdown	2804	2573	2506	2548	2426	2537	2522	2746	2817	3142	2723

*-Statistics taken from the Banner Magazine.

resistance, especially in the Southeastern and mid-Atlantic regions, where the bulk of our growth has occurred. These qualities, along with correct structure and balance instilled in our breeding animals will help assure that new producers get off to a quality start with their flock, and hopefully keep them in the Katahdin business. Beef producers typically don't pamper their animals, they don't know how or why you should trim a hoof, they expect a mother to raise her calf, cows and calves stay on grass with minimal inputs, and most typically they handle their animals less than four times per year. If we market easy care, there's our competition and our potential customer!

As a director of a university research center, active in livestock research and extension programs, I ask that we all step back and take a lesson from the beef, dairy, and swine industries, in how they achieved success building a solid foundation marketing their products and breeding animals over the years. One of the most effective and accurate ways to select efficient sires and dams for any genetic trait can be done with proper use of EBVs. Visual selection of animals in the show ring can also be a component of breed promotion and education on structural correctness and conformation. It can be an activity to recruit youth and provide income for select flocks. The key to success is partici-

pation, and becoming involved. The more animals we have to base sound management decisions on, the better for us all in the long run.

I would encourage you to attend events featuring Katahdins across the country including regional and state meetings such as the South Central and Midwestern associations, the Midwest Stud Ram Sale in Sedalia MO, and the VA Tech SWAREC Ram Test Sale. I would especially like to invite you to the KHSI national sale and educational meeting at the 10th Annual Katahdin Expo in Hastings Nebraska from August 7-9th. It will be an excellent educational meeting and a unique opportunity to view and evaluate top Katahdins brought in from around the country.

Hairald Calendar

KHSI periodically posts information on sheep sales and sheep events as a public service. Posting sale and event information does not imply endorsement or verification of the claims of any sale or event. Sales and events posted are not sanctioned by KHSI unless otherwise noted. Contact the KHSI Operations Office to ask for your event or sale to be posted. 479-444-8441 or info@katahdins.org

May 24-25, 2014. Great Lakes Show and Sale. Wayne County Fairgrounds, Wooster Ohio. Show on the 24th at 9:00 AM. Contact Banner Sale Management at 309-785-5058 or go to www.bannermagazine.com.

****June 6-7, 2014. South Central Katahdin Sheep Association Annual Meeting, Field Day and Private Treaty Sale.** Castlewood, Virginia at the Kenneth & Connie Jessee Farm. The Field Day is at the V Tech SWAREC Field Station in Glade Springs on Saturday the 7th. Kenneth Jessee at 276-794-9214 or kenneth.jessee@gmail.com

June 14, 2014. 5th Annual Midwest Junior Preview Show. Missouri State Fairgrounds, Sedalia, MO. Contact Kate Lambert at midwestshow@hotmail.com or 660-541-0468 www.midwestjuniorpreviewshow.com/

****June 23, 2014. Leroy Boyd Memorial Junior Youth Show.** Missouri State Fairgrounds, Sedalia, MO. Katahdin only show. Approx 10:30 AM. Henry & Becky Shultz for more information. 573-682-5481 or beckyshultz@msn.com.

****June 23-25, 2014. Midwest Stud Ram Show and Sale.** Missouri State Fairgrounds, Sedalia, MO. Katahdins show on the 23rd and sale on the 25th. Event lasts from 23-28th with other breeds showing and selling throughout the week.

****June 24, 2014. Midwest Katahdin Hair Sheep Association Dinner & Meeting.** Sedalia, MO. Golden Corral at 5:00 PM for dinner and 6:00 PM for Meeting. All invited. You don't need to be a member to join us for dinner. Lynn Fahrmeier 816-934-8651, lfahrmeier@msn.com or Kim Harrison, 537-642-1154, info@harrisonvalleyfarms.com

**** July 18-19, 2014. Crossroads of the West Show & Sale.** Heber City, Utah. Contact Banner Sales at www.bannersheepmagazine.com or 309-785-5058. Consignment deadline is May 28.

****August 7-9, 2014. Tenth Annual Katahdin Hair Sheep International Expo.** Annual KHSI Educational Workshop, Membership Meeting and KHSI National Sale. At USDA MARC, Clay Center, Nebraska and Adams County Fairgrounds in Hastings, Nebraska.

September 22, 2014. Big E Katahdin Open & Junior Show. West Springfield, MA. Entries due Aug. 15, 2014. www.thebigecom/fair/

September 27, 2014. 3rd Annual SWAREC Pasture Ram Test Sale and Field Day. SWAREC, Glade Spring, VA. Contact Lee Wright, lrite@vt.edu, 276-944-2200. Presentations by V Tech extension and research staff prior to sale.

******- Indicates there is an article with more information in this issue of the Hairald.

NOTE: Sale only events are listed in the Sale Roundup Feature elsewhere in this issue.

Marketing Lamb Meat Part 2: From Freezer to Plate

By Kim Harrison,
Harrison Valley Farms

Author's & Editor's Notes – This article is adapted from one originally printed in the Midwest Katahdin Hair Sheep Association newsletter. It was later split into two articles: Part 1 appeared in the Spring 2014 Katahdin Hairald and covered producing the carcass and having it processed. Part 2 (this article) will focus on two more important steps: marketing and distribution.

Not every KHSI member wants to market lamb meat, but I think to be good stewards of the Katahdin Hair Sheep breed, members should be more aware of the range of activities that our breed members are involved in, including breeding, showing and producing a meat product. To be an effective breeder of quality Katahdins, we as breeders and producers need to know more about the steps in processing, marketing and distribution.

The suggestions made in this article are the result of my experiences and ongoing training I receive on marketing and distribution best

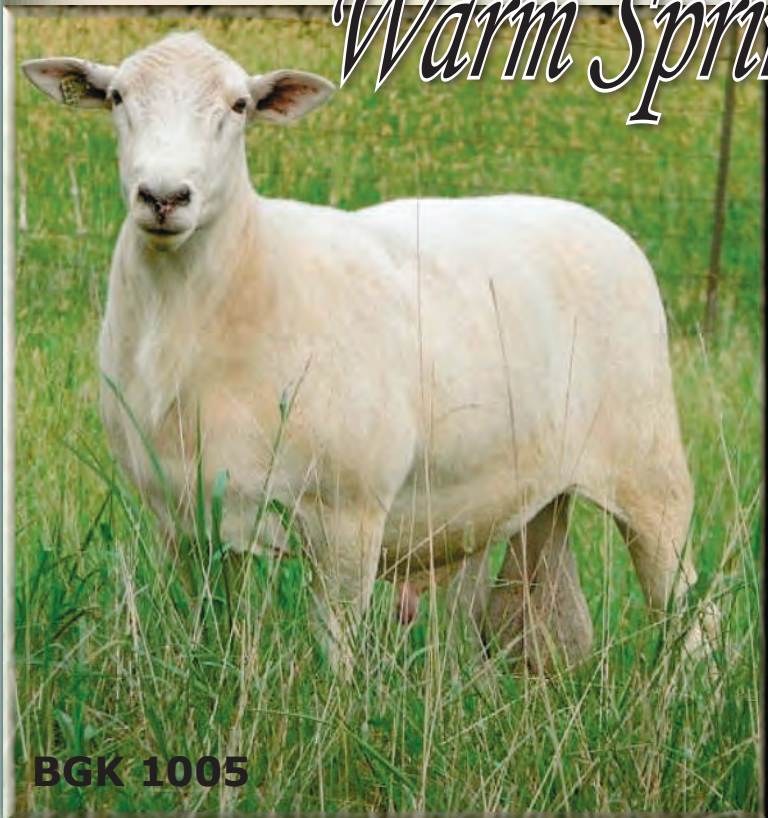
practices for both companies in which I share ownership. Harrison Valley Farms, is a cattle and sheep farm, and Direct Impact is a direct marketing company. But that does not necessarily mean I have the insight to solve your specific challenges. What I hope to provide you with is information that will help you determine what marketing and distribution steps will work for you based on your unique circumstances.

Even though this is Part 2, your marketing and distribution efforts should be planned prior to processing your lamb meat, putting it into storage and making it ready for delivery. Your business goals also need to be reviewed. The following factors should be considered in your planning process.

- Is sheep production your primary or secondary income?
- If you want to niche market your lamb meat, is your lamb meat going to be available throughout the year or are you a seasonal meat provider?

- Do you have enough volume to provide samples to interested chefs and buyers?
- How much time do you have for marketing and sales?
- How close is your farm location to a major metro area?
- Will you handle the distribution, hire someone to do it or outsource this task to an outside vendor?
- What kind of personality do you have? Are you outgoing, easy to talk to and a good listener? Or, are you passive, quiet and introverted?
- What are your financial reserves? What kind of cash flow do you need to pay the farm expenses?
- What are your technical skills regarding e-commerce, including digital devices like cell phones and notepads, as well as web development, social media and payment gateways, such as PayPal. Will you teach yourself how to use these tools or hire someone either

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to teach you or to do these tasks for you?

Be honest as you self-evaluate. Anything else will be counter-productive and could affect the success of your farming business. As you plan your marketing and distribution efforts, also consider utilizing resources available for small businesses. For example, the Service Corps of Retired Executives (SCORE) in partnership with the U.S. Small Business Association (SBA) offers mentoring and business plan review. Watch for federal and state USDA grants that could offset some of your marketing costs.

This article will expand upon three areas of marketing and distribution: positioning, product and price.

Positioning:

A basic principle of market positioning is identifying a niche for your product and determining the strategy needed to sell your product to that niche – who is going to buy your lamb meat, why, where and how? Points to consider as you develop your positioning strategy are:

- What does your target market look like? Where do they buy meat – farmers' markets, specialty food stores, grocery store chains that stock product from local vendors or do they eat out a lot and have the disposable income to enjoy a lamb entrée at a "high end" restaurant? I have found that selling our lamb meat at the local farmers' market has helped me understand who the target market is.
- Each sale venue will have pros and cons associated with it – make a list of these and consider what you have time for and if you have the desire and personality to make the necessary sales efforts.
- Pros for farmers markets might include a higher price per item, personal contact with customers, and immediate cash flow. Cons might be the time commitment to prepare for and work the market.
- Pros for specialty food and grocery store chains might be volume purchases. Cons may include the need to lower your price to a more wholesale level, the need to have a bookkeeping system in place to produce a delivery ticket and invoice with payment usually tak-

ing 30 – 45 days to receive, and the time possibly needed to follow up on late payments. Cons may also include the need to constantly monitor meat cut inventory at these stores – meat managers probably won't call you to re-stock, they will expect you to monitor this. And, depending upon where your farm is located, there is travel time to and from these store locations.

- Some grocery store chains will require liability insurance, typically \$1 or \$2 million dollars worth of coverage. Talk to your insurance agent about this before you approach grocery store buyers. Know how much this will cost you and be ready to purchase it if the volume the grocery store intends to buy justifies the insurance cost. It is a good idea to have product liability insurance for two reasons. One if a buyer becomes sick and sues, the liability insurance will cover their expenses and it protects your farm and assets. Another good option is to separate your farm from your meat marketing businesses. It separates your farm insurance risks from your meat marketing exposure.
- Pros for restaurants would be a regular on-going buying relationship. Cons may include having to provide samples to the chefs, or their desire to only buy select cuts. Few chefs are willing to take the whole lamb. A chef can easily prepare and sell the shanks from 10 lambs per week leaving you with marketing the rest of the carcass from ten lambs. Your proximity to a large metro area that has enough restaurants to support this sales effort is important too
- Restaurants are great advertising but here are some things to consider:
 - Menus at high end white linen cloth restaurants typically last for 3 months. This can be a plus or minus. If your production is ramped up or your freezers are filled for the next season and the chef drops you, a producer can be stuck with lots of inventory to market. Conversely, a chef that works with you can put your lamb on the menu for a 3 month season and the producer saves up ground, racks or shanks

for several months. The 3 month season can coincide with your lamb processing months.

■ Challenge your chefs to have something like the "Harrison Valley Farm Lamb" plate of the day. Similar to the "catch of the day", a lamb of the day plate can be used to move either whole lambs or the cuts of the lamb with high inventory.

■ Many farms don't have enough loin chops or racks to be on a menu, but they can provide chops for specials.

■ Being able to put up a sign at the Farmer Markets that your lamb is served at restaurant X that has a top reputation can bring in many buyers.

■ Restaurants are used to being able to buy chops of exactly the same size and thickness. This usually is not an option for a farm. The chef needs to be educated that only a global market can provide lamb chops of exactly the same size and year around production. Real farms have lambs of different sizes and don't lamb every month of the year.

- Determining why customers buy your lamb meat involves a balance between identifying and advertising your product's features, such as grass-fed, antibiotic-free, and humanely raised with your product's benefits, including supporting local producers that practice sustainable farming and enhancing customers' healthy lifestyle choices when they cook with your lamb meat.
- When you decide on why customers buy your meat, then you can create your advertising plan and choose your marketing channels, which should include a customized web site with responsive design. Responsive design means that the size and functionality are appropriate for the device that it is being viewed on such as a cell phone or notepad and the browser it is being viewed with. Also consider a Facebook site, and a Twitter and/or Pinterest account. If you plan on selling your product online, a shopping cart and payment gateway system will need

CONTINUED ON PAGE 6

to be developed. Local newspaper ads, especially ads that run when a lamb recipe is featured on a food page can be effective. And, direct mail to your target audience is a viable additional marketing channel to consider if funds are available to cover that cost.

- Positioning may involve working with a buyer who has grocery store and restaurant purchasing contacts. These buyers may purchase the meat from you and mark it up, charge a percentage or a pre-determined "cents per pound" commission that you pay them, or work on a retainer until your monthly sales reach a certain volume then they transition into a commission based fee structure. Make sure you understand fully how a buyer is paid before you enter into an agreement with them.
- Keep in mind that you are competing with highly sophisticated customer care systems that large grocery store chains have in place that compete for the consumers food dollars, which include your customers. These systems include digital coupons sent to mobile devices based on buying patterns; web tracking tools to monitor internet search habits, so that personalized educational content can be delivered electronically to email addresses or as pop up ads during web browsing to inform and encourage a purchase; and in-store Point-of-Purchase displays and highly-trained sales staff to solicit opt-ins to receive personalized messages via texting to prompt specific food purchases. Your customers have a lot of food purchase choices, so be very clear and persistent in your positioning efforts.

Product:

What meat cuts are you going to stock, how many of each will you stock and how will you inventory this? Who is buying your lamb meat, why, where and how will affect the meat cuts you choose to stock. Consider these points as you make your choices:

- Restaurant chefs will want to see and cook with samples. Be prepared to offer this, and make suggestions on great ways to use cuts they may not have considered. You

are competing with large wholesale vendors, so finding chefs who support local vendors and are willing to pay a slightly higher price takes a lot of diligence. The typical sales cycle, length of time between first contact and a sale, has been about 3 months minimum for me.

- Chefs are also looking for eye-appeal, so they may have very specific cut requirements on cuts such as the rib chops and shanks. Be sure to ask about this.
- Grocery stores have limited shelf space for your product and they want a product that their customers can afford to purchase and understand how to cook with. Grocery store sales will be affected by the season and holidays, so you will need to have meat cuts available that are seasonally appropriate—roasts during the holidays, chops and brats for the grilling season and ground lamb all year round. It is different than a farmers' market experience because you are not there to suggest cooking options and recipes to try. Be sure to ask the store if they will allow you to demo samples and if they have a local vendors' day that you can participate in.
- Product sold at grocery stores may require a barcode per item. You'll need to purchase a barcode(s) from a company such as Simply Barcode and either provide a barcode file to the store for each item they stock so they can generate code and pricing labels or you'll need to generate and apply these labels. This is an added cost and should be planned for.
- Farmers' markets are great places to sell cuts that might not be sold to restaurants and grocery stores. Price appropriately or bundle with other more desirable cuts to move meat that needs to be sold.
- Inventory can be challenging. Count your meat cuts when you pick them up from the processor. Organize your freezer space by cut and age. Keep track of every cut you sell to every location and remove it from inventory. Cycle or physically count your inventory on a pre-determined schedule, such as every 3 months, so you can confirm your on-going cut counts. That way

if large order is requested, you'll know if you have the stock to fill that order.

Pricing:

Pricing begins by calculating input costs and determining how you're going to sell the carcass. Decide if you are selling by the whole carcass, customized orders for one customer, packaged meat to wholesale buyers and/or directly to customers through CSAs and farmers' markets. Points to consider when determining price:

- Meat cuts sold at the wholesale level --grocery stores, restaurants and food hubs—are typically sold at a lower, more aggressive price because the meat price to the final customer is marked up. Grocery stores typically mark up their products between 27 and 50 percent, depending if they're a big box or specialty food store.
- Your wholesale price, plus the mark up should entice the customer to make a purchase, not discourage them. Ask the store manager or your purchasing contact about the typical meat purchase their customers make—how much meat is typically purchased per visit and how much is spent on a specialty meat item. Consider discounting the wholesale price for specific order volume points. To decrease payment time, consider offering a percentage discount for payments made in less than 30 days.
- Know how much revenue you need per carcass. Make sure that your wholesale price has a profit margin and that your retail price pays for the extra sales time. If you have the time and a good farmers' market or CSA (community supported agriculture), the extra money from retail can be useful

All of this marketing and distribution strategy takes time. This is time you'll need to find in between all the farm chores you do! Plan, develop a system that works for you, implement it and review it regularly to see if it is yielding the results you need. And, every once in a while at the end of a day, grill a few rib chops for yourself and enjoy. You deserve it!

Kim Harrison can be reached at info@harrisonvalleyfarms.com. Comments or questions are always welcome. Please see our Direct Impact ad in this publication.

Evaluating Your Sheep Experts – Part 2

James Morgan, Arkansas

In the Spring 2014 Hairald, Part 1 explored some aspects of evaluating your sheep expert. In this article, the focus will be more on internet and printed resources. In many cases, this is less interactive and the recipient may not be able to ask questions that can help evaluate the expert.

The more a shepherd knows, the easier it is to evaluate written publications, internet sites, as well as in person. The less we know about a particular topic, the more we have to take on faith or develop skills or use criteria to evaluate. This is all part of practicing critical thinking skills.

Some of the same evaluation criteria apply to published websites, producer forums, Facebook®, books or pamphlets that were discussed in Part 1 of this series. Beware of "one size fits all", trials on one or two sheep, hearing "I used this one year and it fixed my problem" or an expert that doesn't answer a question with "it depends". The more specific the question, the more specific the answer can be and the less needed the "it

depends" answer becomes.

Note: The more a shepherd knows about a subject, the easier it is to critically evaluate the information and to know whether a website or publication can be trusted.

Criteria to look for in websites and publications:

- 1) Multiple authors or authors with positions at universities or organizations that have other experts review the material before publication. The "peer review" process is very important.
- 2) Advanced degrees (Masters, PhDs, DVMs). Individuals with advanced degrees are typically taught critical thinking (not universally learned though). Education is not required to be an expert, but it is usually safer to rely on education if you as a shepherd are a novice in the field.
- 3) Practical experience. Too often the experts in the two classes above have much less practical experience and their income is not based on making a living off of their advice. So, this can be a judgment call on

whether to rely on websites with individuals with practical experience or individuals with education. Some of the best critical thinkers and shepherds "never had much of that schoolin stuff". Many innovations come from outside of institutes of higher learning, but there are also a huge potential for failed initiatives that we do not hear about. Or, sometimes, those with lots of practical experience are too busy gaining practical experience to publish. Those that have the time to promote their practical experience could actually have less experience. If you are not sure, ask another person with more experience to see if they agree with the shepherd with practical experience.

- 4) Some questions are best answered by individuals with a broad background of training, education and experiences. The comprehensive, wholistic approach can be important for certain questions. For

CONTINUED ON PAGE 9



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~ Ewes are Lambing every 8 months

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We will be attending:
– Midwest Stud Ram Sale in Sedalia, MO
– KHSI Expo and Sale, Hastings, NE
– VA Sheep Producers Performance Tested Ram
Lamb Sale in Steels Tavern, Virginia (Aug. 23rd)

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1st Place Spring Ram Lamb
2013 Midwest Stud Ram Sale



Champion Yearling Ram
2013 Midwest Stud Ram Sale

Look for Lambs Like These at the Following 2014 Sales:

Great Lakes Sale in Wooster, Ohio
Midwest Stud Ram Sale in Sedalia, Missouri
Katahdin Expo in Hastings, Nebraska

We can provide free delivery on any private purchases to any of the above sale locations.



**Reserve Champion and
1st Place Spring Ewe Lamb**
2013 Midwest Stud Ram Sale



1st Pair of Ewe Lambs

(Left) Reserve Junior Champion Ewe, 1st Place February Ewe Lamb. She's consigned to 2014 Midwest Stud Ram Sale
(Right) 2nd Place January Ewe Lamb, 2013 NAILE in Louisville



We have a few select ram lambs for sale at the farm. Feel free to contact us for more information.

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example, a shepherd that has only raised sheep on a very fertile river bottom grass system in hot/wet eastern Texas would on average have less ability to answer a question with a broader focus than a state wide Texas extension agent who has worked with sheep producers in every environment from deserts, to swamps, to irrigated pastures and high plains with several feet of snow and ice at times in the winter.

- 5) Ability of the author to know when to focus on the big picture/system and when to focus on the details to answer a question.

Which websites and publications best fit most of the above criteria? University extension websites and publications tend to be produced by multiple authors or with peer review by individuals with training and advanced degrees. If you do not know very much and don't have the knowledge to critically evaluate, these tend to be safer sources of information.

Depending on your state, there may be more or less sheep-specific

information. However, some of these sites may be based on less practical experience. This article will not mention the state specific extension websites with the exception of one. There is an excellent one from the University of Maryland produced by Susan Schoenian with an incredible range of topics for beginners and more advanced. It is a go-to site. www.sheepandgoat.com, www.sheep101.info and www.sheep101.info/201.

The best parasite control website is produced by the American Consortium for Small Ruminant Parasite Control. It has over 20 members that provide peer review and evaluation of their materials. Many of the members have done scientific research on the information and methods promoted at the site. www.acsrpc.org

The sustainable and organic community has a good resource in the National Center for Appropriate Technology's ATTRA website. At the site, there are many publications and resources for sustainable agriculture that are peer reviewed, and heavily edited for accurate content and read-

ability. Questions can be submitted by phone or email. This is a good option since a producer can receive a customized response. attra.ncat.org

The USA extension service is developing "communities of practice" called eXtension for most agricultural fields. The one for sheep is newer and they have fewer general publications. The publications are reviewed by the other experts and are written by one of the top extension professors or agents in the field from across the country. Another valuable aspect about eXtension communities is that they have an "ask an Expert" link on the website. The questions are

- forwarded to the best "expert" on the topic in the extension community (could be from Montana, Texas, Ohio or Michigan) and
- the goal is to answer the question in newsletter vocabulary within 24-48 hours in 2-3 paragraphs and
- many of the experts make their email address or phone number available to the person contacting

CONTINUED ON PAGE 15

Looking for Natural Fall Lambing?



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- "Great Lakes Katahdin Sale", Wooster, OH
- "Midwest Stud Ram Sale", Sedalia, MO
- "The Katahdin Expo" in Hastings, NE

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South Central Katahdin Association Annual Field Day & Private Treaty Sale June 6th & 7th, Castlewood & Glade Springs, VA

Kenneth & Connie Jessee

Kenneth and Connie Jessee of Jessee Katahdins invite all Katahdin breeders to our farm located in Castlewood, VA on June 6th and 7th 2014. We will be hosting the 2014 South Central Katahdin Association annual meeting.

On June 6th, Friday morning, stalls will be available in our barn for the sheep arriving for the Private Treaty Sale. If you are arriving before Friday that will not be a problem just contact us and we will have stalls available.

At 1:30 on Friday, we will travel 4 miles down South 71 to the farm and view our flock.

At 6:00 P.M. Jessee Katahdins will provide dinner at our home and neighboring county extension agent, Phil Blevins will be our chef. After dinner Phil will speak about Southwest Virginia agriculture and also will be joined by Scott Jessee, our county extension agent. The rest of the evening will be devoted to catching up with old friends and making new ones.

On Saturday morning, June 7th, at 9:00 we will meet at the VA Tech Research Center in Glade Springs. It is only 15 minutes from the Comfort Inn in Abingdon. You will travel north on Interstate 81 and take exit 26. It is only a few miles from the interstate. Directions will be available on Friday for your convenience. At 9:00 Dr. Mark McCann, extension specialist for VA Tech Animal and Poultry Science Dept. will be our first speaker. Dr. McCann is an expert in sheep and beef nutrition and his focus will be on improving beef cattle and sheep productivity and profitability through recent advances in nutritional management with emphasis on improving forage utilization and supplementation. He will also introduce new web based technology that will help with production.

At 10:00 Lee Wright, Superintendent and Senior Research Associate at VA Tech will discuss the management of research trials and daily operations of the center. He will tell us more about how their station is able to help farmers in Virginia and across the

South with profitability and increased productivity.

At 11:00 we will travel back to the Jessee home and lunch will be served. After lunch, David Redwine, DVM, will speak to the group. He is also a Katahdin breeder with over 20 years experience with hair sheep. He is currently president of the Scott County Hair Sheep Association. The program will conclude with Dr. Redwine and other knowledgeable shepherds in a question and answer session. After the panel, SCKA will conduct its annual business meeting.

Please give us a call and let us know if you are going to be able to attend. This will help in the planning of our meals.

Hope to see you in Virginia!
Kenneth and Connie Jessee

Important Info: Headquarters: Comfort Inn in Abingdon, VA, 866-715-0006

Townsend Equipment Sales will be on the premises to meet your sheep equipment needs.

Contact Kenneth & Connie at 276-794-9214 or kenneth.jessee@gmail.com

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is Sedalia
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Katahdins Will Sell at the Midwest Stud Ram Sale in Missouri on June 25th

Don't miss the KHSI Social or the Leroy Boyd Junior Youth Show or the MWKHSAs Annual Dinner and Meeting.

One of the two largest Katahdin sales each year is held at the Midwest Stud Ram Sale at the State Fairgrounds in Sedalia, Missouri. The sheep sale order is determined by a show on Monday June 23rd. that starts at 3:30. They will sell around 5:30 PM on Wednesday, June 25. The last two years there have been over 125 Katahdins to pick from.

There are other activities to view Katahdins and meet Katahdin breeders. The Leroy Boyd Katahdin Junior Show is on Monday at 10:30 AM. Ketcham Sheep Equipment is planning on providing the noon meal for the Junior Show participants. When you have a chance, thank Ketcham for the generosity.

The Midwest Katahdin Hair Sheep Association (MWKHSAs) will meet for dinner at 5 PM on Tuesday June 24th at the Golden Corral. At 6 PM, hang around and discuss promotion of Katahdins and activities in the Midwest.

On Wednesday at 10 AM, KHSI will provide cold soft drinks and water at the Katahdin pens. We will also have literature and be able to answer questions. After picking up a cold drink, take a look at the Katahdins offered for sale that afternoon and talk to their breeders. Hope to see you there.

For more information about the Sale and Catalog contact the sale management at midwestramsale.com or 573-442-8257.

You can also contact KHSI Board Member, Henry Shultz. Henry is active with the sale board at 573-682-7127 or beckyshultz@msn.com.

Donations Welcome for Katahdin Youth Scholarships and Youth Show Premiums

Two \$500 scholarships will be awarded at the KHSI Annual Meeting at the Expo in Nebraska on Friday, August 8th. So far, KHSI has received donations for \$500 to help with our scholarship program and about \$500 to help cover our support of Youth Show Premiums.

If you would like to donate to one or both of these programs, you may send a check payable to KHSI to: PO Box 778, Fayetteville, Arkansas 72702. On the check memo line, indicate which programs the funds should be applied to.

In a future 2014 issue of the Katahdin Hairald, KHSI will recognize all farms donating to these funds in a full page Display Ad.

Sending in Registry Work?

Make sure you have addressed your enveloped with the Darlington, Pennsylvania address, not Milo, Iowa.

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SHOW

MONDAY ~ JUNE 23

4:30 PM Jim Kin, Judge

SALE

WEDNESDAY ~ JUNE 25

5:30 PM

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Big Boy

was used lightly last fall and we plan to use him a lot more this year. He was a March 30 RR triplet and is weighing 240 lbs. at 12 months. He is big, straight, thick and correct.

Three of our RR fall ram lambs by DOC P 319. They are natural born fall lambs and are twins and triplets out of yearling ewes. Their dams have similar breeding to the reserve grand ewe at 2013 NAILE that was bred by us.

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them. I encourage Katahdin producers to contact this site when you have a question. It will often be better than taking advice from some untested internet site or expert. www.extension.org/sheep.

The last site to mention is the American Sheep Industry Association website, www.sheepusa.org. There are several excellent presentations listed after every annual convention. The convention is held at the end of January every year.

While some of the online forums, list serves or Facebook® pages can be dominated by individuals with questionable answers, when there are good answers, a producer can learn a lot. In graduate school, I often learned the most from listening to professors answer questions rather than from reading or listening to a lecture. Listening to a professor use their critical

thinking skills to answer a question can be incredibly informative. Sometimes, the professor, would say, this is the important part of the question or this is the key aspect to focus on. The rest of the information provided is less relevant to the problem.

In summary, there is no easy way to evaluate all publications and websites. The list of good websites above is not anywhere near comprehensive but it is a good start. Producer forums (list serves, bulletin boards and Facebook®) can be good, if persons with good knowledge post good answers. If you as a shepherd don't have the background to evaluate published information, in general: publications with authors that have their writings reviewed by other experts or are hired by trained professionals or university sites will consistently have more reliable information.

Katahdins to Be at Crossroads of the West Sale in Utah

This is the second year that Katahdins will sell at the Crossroads of the West. Last year a few Katahdins were there and they sold well. Organizers are expecting more sheep this year. The event is held in Heber City, UT southeast of the Salt Lake City Utah airport.

The show begins on Friday July 18th at 9 AM with Katahdins showing before noon. The sale starts on Saturday at 9 AM and Katahdins are expected to sell around noon. Consignments are due on May 28th.

For more information, consignment forms or catalog contact Banner Sales and Management at bannersheepmagazine.com or 309-785-5058. The sale venue is 35 minutes southeast of the Salt Lake City Airport, just 15 miles off I 80 and is in the same immediate area as where the Olympics were held.

Save on Mailing Time – Register your Katahdins Online with your credit card.

The Race is ON for Sedalia & Hastings



Come see the winners!

Ram Lambs available June 1

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NO race for me!

Come & see my first taste of Kool-Aid in Hastings. What's Kool-Aid?

Howard Wyman Sheep Industry Leadership School

July 13-16, 2014 in Dixon, California

The National Lamb Feeders Association, the National Sheep Industry Improvement Center and the American Lamb Board are proud to sponsor the 28th annual Howard Wyman Sheep Industry Leadership in Dixon, CA, July 13-16, 2014. Wyman, who started the school in 1986, did so to give new sheep growers an opportunity to learn first hand what happens to their animals after they leave the farm. Because everything within today's industry is changing so rapidly, the school continues to play an important role.

Dr. Melissa VanLaningham, Director of Food Science at Superior Farms, will serve as this year's school coordinator. The program, titled: Lamb by-Products - Discovering the 5th Primal - will include an extensive tour of the Superior Farms Dixon processing facility, plus discussions on offal production, pelts, and ovine blood collected for research purposes. Participants will also tour a nearby rendering facility, a retail grocery

market, and a pet food packaging facility.

Applications for the 2014 Leadership School were due on May 1 but it is worth a call to see if there are still openings. (If you missed the deadline for the 2014 school, be sure to put this learning opportunity on your calendar for a future year). Applications may be completed online or print the form and return by fax or mail. Only 26 individuals will be selected. Participants must be 20 years of age or older. Once accepted, a registration fee of \$200 is required; however there is no fee to apply. During the school, meals, lodging, and tour expenses are covered by program sponsors. Participants are responsible for their own transportation to and from California.

Go online to complete your application. Details are available on the NLFA web site: nlfa-sheep.org/leadership.html National Lamb Feeders Assn., 1270 Chemeketa St. NE, Salem, OR 97301, 503.364-5462

Editor's Note. This Annual school features a different set of topics each year. It is one of the best opportunities available to learn more about the whole sheep industry and where lamb goes after leaving the farm. This year the topic is lamb by-products. In previous years, instructors have focused on ethnic market in Pennsylvania, Lamb 509 course in Columbus OH, Pipestone Lamb and Wool System in Pipestone, MN. This 3-day course with formal and informal presentations and tours is an excellent learning opportunity.

FROM THE RESOURCE SHELF

Teresa Maurer, KHSI Operations

Note: In this issue there are two articles that add to the Resource Shelf. See Evaluating Your Sheep Experts: Part 2 on page 7 and Marketing Lamb Meat Part 2 on page 4. The article on experts list several websites and the article on marketing provides good basic information on developing business plans for marketing.

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EDUCATIONAL EVENTS CALENDAR

KHSI periodically posts information on sheep sales and sheep events as a public service. Posting sale and event information does not imply endorsement or verification of the claims of any sale or event. Sales and events posted are not sanctioned by KHSI unless otherwise noted. Contact the KHSI Operations Office to ask for your event or sale to be posted. 479-444-8441 or info@katahdins.org

****June 6-7, 2014. South Central Katahdin Sheep Association Annual Meeting, Field Day and Private Treaty Sale.**

Castlewood, Virginia at the Kenneth & Connie Jessee Farm and the Field Day at the V Tech SWAREC Field Station in Glade Springs on Saturday the 7th. Kenneth Jessee at 276-794-9214 or kenneth.jessee@gmail.com

July 12, 2014. Ohio Sheep Day. Shawn & Kim Ray Farm, Cumberland, Ohio. Info: www.ohiosheep.org

July 13-16, 2014. Howard Wyman Sheep Industry Leadership School. Dixon, CA. nlfa-sheep.org/leadership.html

August 7, 2014. Katahdin NSIP Workshop. Holiday Inn Express, Hastings, NE. 6 PM. RSVP for a sandwich and drink for a nominal fee. katnsip@gmail.com or 229-794-3456

****August 8, 2014. Tenth Annual Katahdin Hair Sheep International Expo.** Annual KHSI Educational Workshop, Membership Meeting and KHSI National Sale. The locations are the USDA MARC, Clay Center, Nebraska and Adams County Fairgrounds in Hastings, Nebraska

September 27, 2014. 3rd Annual SWAREC Pasture Ram Test Sale and Field Day. SWAREC, Glade Spring, VA. Contact Lee Wright, lrite@vt.edu, 276-944-2200. Presentations by V Tech extension and research staff prior to sale.

******- Indicates there is an article with more information in this issue of the Hairald.

2014 Katahdin Youth Scholarship Application Information

If you haven't downloaded your application, time is running short. The applications for the 3rd Annual Katahdin Youth Scholarships Program are available at the KHSI website. Two Katahdin Youth Scholarships will be awarded this summer. Applications are due on June 30, 2014.

KHSI is continuing its scholarship program in 2014 for youth entering college or already in college

or in graduate school. Scholarships can be used at any US or Canadian college or university. Completed applications and reference letters must be received by June 30, 2014 to be considered for this year's competition. Those without internet access can call KHSI Operations at 479-444-8441 to request application materials to be postal mailed.

Eligibility: the applicant must be a youth member of KHSI, or their im-

mediate family must have a current KHSI membership. Applicant must be under 21 as of January 1, 2014 or under age 26 if applying for graduate school and must have been involved with Katahdin sheep for at least 1 year.

For questions about the scholarship, or to request application materials, please contact KHSI at 479-444-8441 or info@katahdins.org or download the form from www.katahdins.org.

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July 26th, Spencer, IA
KHSI Expo – Aug. 9th, Hastings, NE
Virginia Forage Based Ram Sale –
Sept. 27th
and by Private Treaty

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Focus on Ewe-ith: Hannah Stewart

Organized by Natalie Hodgman,
Youth Member from Maine

Hannah Stewart has been a member of the Katahdin Hair Sheep Association for the past 6 years. She has been involved in many areas of agriculture, and she has grown her flock of registered Katahdin sheep from 4 to 90 head. Hannah graduated from Breathitt Co. High School, in Jackson, Kentucky, where she lives with her family and raises Katahdin Sheep. Hannah plans to attend Eastern Kentucky University (EKU), where she plans to major in Agriculture Education and Cooperative Extension. Hannah was very active in her Agriculture Department and FFA where she served as President for two years. Hannah is involved in every aspect of her FFA Chapter and SAEP, working with diversified livestock (large and small), hay and corn production, gardening, as well as placements into the Breathitt Co. Extension Office, and local True Value. She won the FFA State Award in the Proficiency Area of Sheep Production in 2011 for her work with Katahdins, and then received a silver rating at the National FFA Convention in Indianapolis, Indiana. In 2012 Hannah added to her proficiency area in Diversified Ag, Production and Agricultural Education. She won the region in both and placed 3rd in State in Agricultural Education. Hannah was chosen as the Kentucky River Regional Star in Production, and then chosen in the top 5 in the State.

This required that Hannah interview in front of a 9-Judge Panel. The top five are considered Kentucky STARS. Hannah's production was previewed and highlighted in front of over 2300 members and guests in Rupp Arena, Lexington, KY. Hannah



Hannah & Her Katahdins

also received the Ky. State FFA Degree, and will qualify for the American Degree this year. Hannah grew up following in her parents footsteps in Breathitt Co. Hannah served as the Breathitt Co. FFA President and Ky. River Region Parliamentarian. Hannah has earned over 2440 hours and productively invested assets of over \$22,000. She annually raises 35 round bales of hay, 50 square bales and 300 bushels of corn. Hannah also does canning and preserving from her garden, and maintains 1 acre of lawn. She has a total of 36 college credits that she has earned while still in high school. We are extremely proud of Hannah and wish her well in her bright future in Agriculture. Hannah's parents are

Robert and Sherrie Stewart of Jackson.

COMING EVENTS FOR YOUTH

Visit the Hairald Calendar on page 3 in this issue for more information.

- i) Midwest Junior Preview Show, June 14th.
- ii) Leroy Boyd Memorial Junior Show, June 23 and free lunch provided by Ketcham Equipment following the show,
- iii) KHSI Expo Youth Skillathon, Aug 8th and
- iv) Big E Junior Katahdin Show September 22.

DON'T FORGET TO APPLY FOR THE KATAHDIN YOUTH SCHOLARSHIP

Deadline is June 30th. Two \$500 scholarships will be awarded to students in undergraduate or graduate school. Application can be download from the www.katahdins.org or by contacting, 479-444-8441 or info@katahdins.org

HAVE YOU DONATED TO KATAHDIN YOUTH SCHOLARSHIP OR YOUTH PREMIUM FUNDS?

If you haven't mailed it already, do not forget to send in your donation to the KHSI Operations Office. Your name will be printed on a full page advertisement.

Send me pictures or a story about:

-Your 4H, FFA, or farming accomplishments!

-Your sheep, farm, or herding dogs, whatever!

Send to natalie.hodgman12@gmail.com

Please include your name, age, where you live, what you did and a caption for your picture!

KHSI Expo Youth Track

Clay Center,
Nebraska
Friday - Aug. 8

Youth Ice Breaker & Poster Contest	9:15a
Youth Skill-A-Thon	10:30a
Lunch	11:30a
USDA MARC Tour	12:15p
Structural Soundness Talk	2:00p
Structural Soundness Youth Workshop	3:30p
Youth Awards Session	4:15p
Youth Scavenger Hunt at Ice Cream Social - Fairgrounds	7:30p

\$75 awarded to the Junior & Senior Youth Winners of the Poster Session & Skill-A-Thon. \$25 each for each educational poster entry.

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BAG 1725, "Diesel"

Bred by Buckeye Acres Genetics, "Diesel" was Grand Champion high-selling ram at the 2012 Midwest Stud Ram Sale, selling for \$3,300.

SHU 3348, "Today's News"

Bred by Prairie Lane Farm, "Today's News" was Grand Champion ram at the 2013 Midwest Stud Ram Sale, selling for \$2,000. Also Reserve Junior Champion Ram at NAILE in 2012.

W11

Bred by Up Hill Ranch, Sired by MVF 6108 "Bojangles", and out of the 2010 Reserve Grand Champion ewe at the 2010 Midwest Stud Ram Sale. W11 is an RR Triplet half brother to POY 44, the Grand Champion high-selling ram at the 2011 Midwest Stud Ram Sale.

Come to the 2014 Katahdin at the KHSI Expo – 11:30 AM August 9, 2014 –

10th Annual KHSI

The annual KHSI Expo Sale provides the most diverse
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PAGE 21

A+ Stud



DOC P297

Champion Ram at Louisville 2013, a May 25th yearling whose twin sister was second to champion ewe in class. He was with 160 ewes prior to the show and an additional 60 after the show.

Visit with us at the major shows and sales this year. We and our sheep will be there.

HLB 1138 and MVF 6931 are no longer with us, but their sons and daughters are very much so.



DOC P185

A maternal half brother to "First Ever" out of ADS 0105, 2nd Place Fall Ram at Louisville. You will see him again.



POY 44

Midwest Sale Champion Ram 2011, sire of 2012 Champion Ewe at Louisville



ADS 0105

Our choice of the ram lambs at the 2011 Expo held in Pipestone

Pipestone Katahdins

G.F. & Deb Kennedy, and Gary Gorter

Pipestone, MN • 507-215-0487 • gkennedy@pipevet.com

Katahdin Sale Round Up

KHSI periodically posts information on sheep sales and sheep events as a public service. Posting sale and event information does not imply endorsement or verification of the claims of any sale or event. KHSI encourages the use of performance records and production data as the primary means of selecting sheep instead of emphasizing visual appraisal typical of most shows, sales, and auctions. Sales and events posted are not sanctioned by KHSI unless otherwise noted. Contact the KHSI Operations Office to ask for your sale to be posted. 479-444-8441 or info@katahdins.org.

May 25, 2014. Great Lakes Show and Sale. Wayne County Fairgrounds, Wooster Ohio. Sale starts at 11:00 AM. Contact Banner Sale Management at 309-785-5058 or go to www.bannermagazine.com

****June 6-7, 2014. South Central Katahdin Sheep Association Private Treaty Sale.** Castlewood, Virginia at the Kenneth & Connie Jessee Farm. Contact Kenneth Jessee at 276-794-9214 or kenneth.jessee@gmail.com

****June 25, 2014. Midwest Stud Ram Sale.** Missouri State Fairgrounds, Sedalia, Missouri. Katahdins sell on June 25th around 5:30 PM. Contact www.midwestramsale.com/index.html or 573-442-8257

**** July 18-19, 2014. Crossroads of the West Show & Sale.** Heber City, Utah. Contact Banner Sales at bannersheepmagazine.com or 309-785-5058. Consignment deadline is May 28.

July 26, 2014. Center of the Nation NSIP Sale. Spencer, IA Fairgrounds. Sale Order based on EBVs from the July 15 data run. Info: Jerry Sorensen 712-579-1511 or Larry Bremer 507-579-1511. Jerry can also be reached at wclones@msn.com

****August 9, 2014. 10th Annual KHSI Expo & Sale.** Adams County Fairgrounds, Hastings, Nebraska. Contact Jim Morgan at KHSI Operations, 479-444-8441, info@katahdins.org or www.katahdins.org

September 27, 2014. Virginia Tech Southwest AREC Pasture Ram Test Sale & Field Day. Glade Springs, VA. Rams evaluated for growth, loin eye depth and parasite resistance on pasture. Contact Lee Wright, lrite@vt.edu, 276-944-2200

October 4, 2014. Annual Midwest Hair Sheep Sale. Salem, Indiana. Washington County Fairgrounds. washingtonces@purdue.edu or 812-883-4501. www.wcsheep.org/wcsheep.org

** - Indicates there is an article with more information in this issue of the Hairald.

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Country Oak Ranch



Mark & Sara Dennis
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denn907@bellsouth.net

COR 14-04, 57 days old, 79 lbs
Country Oak Ranch denn907@bellsouth.net

Katahdin Recipe Forum

Edited by Maria Dosch, Jim Morgan & Teresa Maurer



Maria's Easy Leg of Lamb

Submitted by Maria Dosch of South Dakota

Ingredients

3 pound Leg of Lamb or shoulder roast 1 envelope Italian salad dressing mix 1 envelope brown gravy mix
1 envelope ranch salad dressing mix 2 cups of water

Directions: Mix all together & pour over leg or roast in a slow cooker on high for 4 hours or low for 8 hours.

Round Mountain Stir-Fried Lamb

Submitted by Jim Morgan and Teresa Maurer of Arkansas

Ingredients

1/2 to 1 lb lamb cut into pieces (can use lamb pieces from shoulder or leg)	3 Tsp sugar	1 cup of chopped/sliced onions
4 Tbsp red wine	2 Tbsp of corn starch	4 hot dried Thai peppers (use more or less as you prefer)
4 Tbsp soy sauce	1 1/2 cup of sliced carrots	4-6 Tbsp of minced fresh ginger (or more if you prefer)
	1 1/2 cup of snow peas or bok choy or green beans or napa cabbage	

Cooking Instructions

Stir the wine, soy sauce, sugar & corn starch together and set aside. Have all the vegetables cut and ready to add to the wok/frying pan.

Add oil to wok/frying pan with the hot dried Thai peppers and put on high heat. Stir/toss oil and ingredients as needed throughout the cooking. When oil is hot add a touch of the ginger and onions for flavor and add meat.

When the meat is mostly cooked, add the carrots. Stir as needed allowing carrots to cook for 2-3 minutes. Add the rest of the vegetables and cook for 2 minutes. Add ginger and onion last and cook for 1-2 minutes.

Move the vegetables and meat out of the center of the wok/frying pan. Mix the wine, soy sauce & corn starch mixture one more time and pour into the wok. When this mixture starts to gel, quickly stir the cooked lamb and vegetables till they are coated with sauce. Then transfer cooked lamb and vegetables to serving bowl.

Serve over jasmine rice (or other rice variety). We recommend removing the hot peppers prior to serving.

If you have a recipe that you and your family like, send it to KHSI Operations at info@katahdins.org or PO Box 778, Fayetteville, AR 72702. We look forward to your recipes. If your recipe is based on (or copied from) a published recipe, please provide the proper credit.

From The KHSI Registry, Darlington, Pennsylvania

Greetings KHSI members

On April 1, 2014, accuRegister was excited to begin registering sheep for Katahdin Hair Sheep International. After many months of ironing out the details, and making sure our system could handle the special demands of KHSI, we started issuing certificates. This is a great step for accuRegister, a company that I started in 2002. By serving KHSI, we will continue to grow and expand our services.

My name is John Savage, and I am the owner of accuRegister. Our home is in Darlington, Pennsylvania, where we have a flock of Katahdin sheep on our 25-acre farm. We have been raising Katahdins for over 10 years, having first started with Border Leicester and Romney sheep back in 1983. We love

our Katahdins, and we have worked hard to produce healthy animals. This is a special opportunity for us, since we are familiar with the breed and plan to be part of the future success of the Katahdin breed and KHSI as we all work to set new registration and membership records.

Our office hours are: M-F, 8:00 am through 4:00 pm EST. Please call our office if you have any questions at 724-843-2084. My wife, Kris, or Alexis (and a soon to be announced new addition), will be happy to answer your questions and explain the registration process. In addition, we have in place a Support Ticket system that can be found on our website: www.accuregister.com, where members can contact me directly. I will always provide an answer

within twenty-four hours (business days primarily). We encourage you to take advantage of the different methods of online registration (Excel file, at Katahdin registration site at accuregister.com website) or use the standard, print, fill-out and mail to our office. Also check out the online pedigree database. If you are thinking about buying a sheep and it is already registered, you can look up the pedigree by going to the database and searching by the KHSI Prefix and ID.

Please try our online registration service, or just send us an email to let us know how we are doing. We look forward to serving Katahdin Hair Sheep International for many years and working with our fellow members to make KHSI the number one breed in the United States.

Rack of Lamb Corral

Registered Katahdin **TRB**
Hair Sheep



**2014 LAMB CROP SOLD OUT
– THERE IS A REASON!!!**

"Diesel"
2012 Grand
Champion ram



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2012 Grand Champion Ewe



"Today's News"
2013 Grand Champion ram

**Thanks to all our 2014
buyers nationwide**

Our flock is 100% RR and, we're proud to say, 100% of our flock is proven show winners in the show ring. If you need Katahdins that will breed honestly, call or better yet come and visit our ranch in Windom, KS. **We are now taking orders for 2015.** We will turn our rams in July 15, 2014.

We have consigned three powerful ram lambs to the Midwest Stud Ram Sale in Sedalia, MO.

- "My Way" TRB213 born 2-27-14 • "First in Class" TRB210 born 1-10-14
- "Platinum" TRB201 born 1-2-14

All ram lambs RR and sired by Diesel.

Good luck to everyone and hope to see you in Sedalia.

Our Flock — 100% RR & 100% Proven Show Ring Winners

TRB

Rack of Lamb Corral

Owners/Operators Todd and Renee Bauer

3020 Hwy 56 • Windom, KS 67491- 620-489-6240 or 620-245-1884
toddbauer@ks-usa.net • Website: www.rackoflambcorral.com

***See You in
Sedalia!***

2014 KHSI Annual Photo Contest Open!

KHSI Promotion Committee

Attention all photographers: KHSI announces the opening of the 10th Annual Photo Contest. We are continuing our efforts to obtain quality photographs for promoting Katahdin sheep. The contest is open to all who wish to enter. The photographer does not have to be a member of KHSI. The photograph must include Katahdin sheep.

Entries must be received by November 1, 2014 and can be emailed to info@katahdins.org or sent on a CD to KHSI Operations, PO Box 778, Fayetteville AR 72702.

Photographs from previous contests have been used in ads in national sheep magazines and other KHSI promotional activities. Several have been included in the Katahdin Hairald.

Entries will be judged on composition, exposure, focus, relevance, and creativity (or appeal) with the goal of promoting Katahdin sheep. Prizes can be used to pay for Registry services (registering, recording or transferring sheep), annual membership, Breeder

Page or promotional items (t-shirts, hats, vests, signs) and shipping. We call them KHSI Dollars.

First Place: \$50 of KHSI services or promotional items.

Second Place: \$25 of KHSI services or promotional items.

Third Place: \$10 of KHSI services or promotional items.

CATEGORIES:

- 1. Best Promotion - Katahdin Ewes** - Photographs that show one or more of the qualities promoted for Katahdin ewes such as: efficient grazers, superb mothers, low maintenance, easy lambing, adaptable, etc.
- 2. Best Promotion - Katahdin Rams** - "Appropriate" photographs that show a picture of a Katahdin ram (s) or ram lamb(s) that can be used to promote Katahdins.
- 3. Action** - Photographs of activities such as moving/trailing sheep, lambing, tagging, exhibiting, grazing, feeding, etc. (Note that all pictures featuring youth ages 18 and younger should be entered in the

"Kids and Sheep" category.)

- 4. Katahdin Meat** - Specifically looking for photos that promote Katahdins as a meat breed. Ideas for photos include: hanging carcass(es) that demonstrate muscle and quality finish, hanging carcass(es) split to show ribeye, photos of cuts to show good meat quality. Not required, but helpful if photos in this category include include age, sex, hanging % and hanging carcass wt of lamb.
- 5. Scenic** - Photographs of sheep outdoors. (Photos entered in this category cannot include people.)
- 6. Kids and Sheep** - Photographs containing pictures of youth less than 18 years of age and sheep.
- 7. Open Category** - Photographs that do not fall into the four above-listed categories.
- 8. Just for Youth** - Pictures of Katahdins taken by individuals under 19. The picture topic can be any category.

CONTINUED ON PAGE 27



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OTHER CONTEST RULES:

- Photos being submitted have never been previously published.
 - All entries become the property of KHSI to be used or reproduced at the discretion of KHSI. Owners of the photographed sheep may continue to use the photos.
 - All entries must be submitted in digital form, at least 300 dpi, either by email or on a CD.
- This is a very important rule!** Check the settings on your camera. Many great photos that are submitted do not have the resolution to be used on the Hairald covers or in magazine advertisements. Please be SURE the setting is at 300 dpi or higher.
- Camera and copy shops and some discount stores can help you turn your best hardcopy photos into digital format. Call Operations at 479-444-8441 if you need suggestions on this.
 - Entries must be submitted in the name of the person who took the photograph.

- Entries are limited to two per person per category.
- Only photographs that have been taken in the past three years may be entered.
- Provide the following information in an email or in a file on the disk or CD:
 1. Title of photo
 2. Category (from the six listed above) into which it is being entered
 3. Photographer's name
 4. Mailing address
 5. Phone number
 6. E-mail address
 7. Approximate date photograph was taken
 8. Approximate location of where photograph was taken

Questions? Please call or email KHSI Operations at info@katahdins.org or 479-444-8441 especially if you need ideas on how to get your photos to us. We do want to acknowledge that these guidelines are based on those used for the ASI photo contest.

Send Registry work to Darlington. PA not Milo. IA

Need to Ask a Question About Sheep?

Try the new Sheep eXtension website. This is an excellent resource with extension agents from across the nation answering questions. These are experts and at the tops of their fields. There is more information about this website in the article on Evaluating Your Sheep Experts, Part 2 on page 7. Go to www.extension.org/sheep

Start Taking Photos Now!



100% Registered Katahdin Hair Sheep

Now taking orders for our spring lambs.
Five top rams were carefully selected for this year's lamb crop.

- Quality Blood Lines
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Visit our website at: **HiddenMeadowFarm.com**

Where Can I Buy the Best Sheep?

James Morgan PhD

The KHSI Operations Office receives this question several times a year. The caller often says, "I want to start with the best" or "I want to buy excellent sheep within 500 miles."

Our answer is: **It depends!** Sheep that are the best for one system may not work at all in another system. There is no single set of genetics that will work for all producers and all markets. We turn the conversation around and ask the callers several important questions. Usually the first question is enough to help a new shepherd realize there is no single best type of sheep.

It is very similar to someone asking "What is the best car?" It depends on what a person needs in a car. They may need to haul the soccer team or need to drive 200 miles a day to meetings with no passengers and there may be snow or muddy roads. While Katahdin producers don't need the variety of models that automobile companies provide, we do have options for different types of evaluation, marketing

and production systems.

Each new shepherd needs to do their homework first. Before buying or looking at sheep, the following questions will help determine where the best sheep are. The task is not just to find the best Katahdins, but to *find the best Katahdins for their operation and goals.*

- 1) What is your specific market? What size and/or conformation of sheep are rewarded in your market? This is probably the single most important question to answer. Unless money is no object, this is **"the"** question to start with.
- 2) What resources do you have access to? (forage and season, hay, supplements, barns, fencing)
- 3) What is your management system? (e.g. pasture lambing, fall lambing, rotational grazing, creep feeding, use of coccidiostats, supplementation and how much, forage/hay only)
- 4) What are your breeding goals/objectives? In the best economical system, breeding objectives will be

developed in response to the answers to the first three questions.

The answers should and do vary from flock to flock and across the country. The best sheep will vary between different flocks. The questions interact. Suppose the farm's breeding objective is for 120 pound market lambs but the best local markets reward 60-80 pound lambs. The breeding objective may be less economical or even a losing proposition unless the shepherd receives high premiums for breeding stock to cover the costs of producing 110-120 pound market lambs.

Develop a business plan to determine how the resources and markets interact. Often, once a shepherd has raised sheep for 3-4 years, they can and should revisit the questions. With the increased knowledge and experience, a shepherd can revise their knowledge about forage qualities and seasons and how to take better advantage of the markets and do not have to take some other expert's word.

CONTINUED ON PAGE 29

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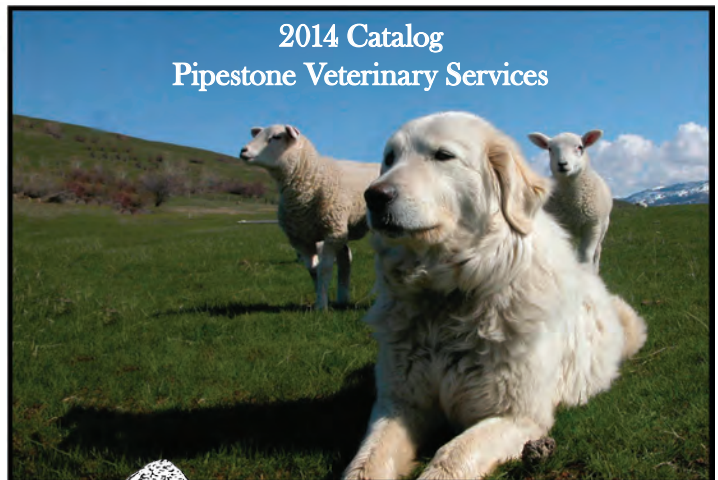
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The business plan can be for two-three years or can be longer to factor in the cost of major capital improvements of barns, fences, water systems and forage development.

DOES YOUR SHEEP EVALUATION SYSTEM MATCH YOUR BREEDING OBJECTIVES?

Buying a sheep that works well for your breeding objectives and systems also requires an appropriate evaluation system. Too often, there is a mismatch.

Does the evaluation system fit? Is the person selling the sheep promoting breeding traits that are important to your profit system or goals? What follows are some of the common breeding objectives that KHSI members mention, in no particular order of popularity. Many breeders will choose a few of these.

- a) success in the show ring
- b) rams weighing 300 pounds or more
- c) structural correctness
- d) color
- e) easy care
- f) parasite resistance

- g) muscling
- h) genetics that work for commercial livestock operations producing 60 or 110 pound lambs.

Does the track coach pick his/her best sprinters, distance runners and throwers by watching basketball games before track season starts? Similarly, we as sheep producers need to use evaluation systems that match our breeding objectives.

For example, if parasite resistance is a breeding objective, the best approach is to select replacements or buy from a flock that does fecal egg counts at young ages and tracks which lambs do best. If this is combined with an EBV (estimated breeding value) for fecal egg count it is even more accurate. Flocks that cull sheep that get bottle jaw are having some effect, but there is no way to know which sheep in the flock are best and how they compare to other flocks. It is easy to claim parasite resistance, much less easy to select for it.

For each evaluation system, think about what the system actually evaluates and whether it fits your goals. Is



it a claim or an actual evaluation? A few brief examples follow.

- i) The biggest lamb in the pen at 120-150 days of age. At first glance, this appears to identify the lamb with the most growth. But, it rewards single-born lambs from 3-6 year old ewes. It is a bias that detracts from getting the most growth and over time will decrease number born and weaned.
- ii) Animals that place well in a show ring. This can be a very effective market and promotion tool. What is evaluated in the show ring? They are evaluated for visual appearance. This includes structural correctness and, depending on the judge, there may be more or less emphasis on muscle development, frame, coat, early maturing or late maturing body types. These animals are not evaluated for easy care, pasture lambing, weaning twins, parasite resistance or efficient meat production (they may work great for these traits and they

CONTINUED ON PAGE 36

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CTE

2013 KHSI Photo Contest Winners Announced!

KHSI Operations

The KHSI Photo Contest Committee met and determined the winners of the 2013 Photo Contest. We received good pictures in all categories and many of the decisions for winners were difficult.

The committee thanks all of our members who submitted photographs. The top three places in each category are listed below.

Winners receive KHSI Dollars that they can use to pay for registering sheep, Breeder Pages at the website, membership or promotional items including T-shirts and vests.

Start now to capture those great sheep pictures for the 2014 KHSI Photo Contest! (see article on page 26 for contest regulations).

BEST PROMOTION - EWES

1st - Green Green Grass of Home - Sheila Allen, KY

2nd - Turning Grass into Milk the Katahdin Way - Karen Kenagy, OR
3rd - Katahdin Moms - You Just Can't Beat Them - Karen Kenagy, OR

BEST PROMOTION - RAMS

1st, tie - Livingston - Karen Kenagy, OR
1st, tie - Semper Paratus - Karen Kenagy, OR
3rd - Breeding Season - Caroline McMillen, PA

ACTION

1st - Keep That Milk Coming - Karen Kenagy, OR
2nd - Turning Grass into Meat the Katahdin Way - Karen Kenagy, OR
3rd - Don't Talk with Your Mouth Full - Holly Jamin, OK

MEAT

1st - Katahdins Rack Up the Points on the Rail - Karen Kenagy, OR
2nd - Nice Chops - Karen Kenagy, OR

SCENIC

1st - Spring Lambs & Daffodils - Shana Johnson, IA
2nd, tie - Spring Lambs - Shana Johnson, IA
2nd, tie - Please Don't Eat the Flowers - Sheila Allen, KY

KIDS & SHEEP

1st - Spring Beauties - Shana Johnson, IA
2nd - Good Friends with the Boys - Karen Kenagy, OR
3rd - The Gang's All Here - Johanna Kern, MT

OPEN

1st - Grass Eating Contest - Caroline McMillen, PA
2nd - Love at First Sight - Karen Kenagy, OR
3rd - Are Ewe My Mom? - Karen Kenagy, OR

Visit the KHSI website at www.katahdins.org!

- Past issues of the Hairald • Check out the 1 Page online Ads – Breeder Pages

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KATAHDIN NSIP FLOCKS AT KHSI EXPO

NSIP Flocks Consigned to the KHSI Expo Sale Aug. 9th, Hastings, Nebraska

John Bare, Bare Katahdins, IA
David Coplen, Birch Cove Katahdins, MO
Lynn Fahrmeier, Fahrmeier Katahdins, MO
Carl Ginapp, CMG Katahdins, IA
Cathy Nebel, Nebel Katahdins, NE

Steve Bull, Red Barn Katahdins, IA
Tom & Maria Dosch, TMD Katahdins, SD
Jonathan & Kristy Fox, Fox Valley Homestead, IA
Karen Kenagy, KRK Katahdins, OR
USDA-ARS Booneville, AR



Katahdins from these flocks will have EBVs that predict performance for the following commercial production traits: 60 day weights, 120 day weights, number lambs born, number lambs weaned and Lbs lamb weaned/ewe lambing. A subset will also have EBVs for Fecal Egg Count (parasite resistance) and ultrasound carcass traits.

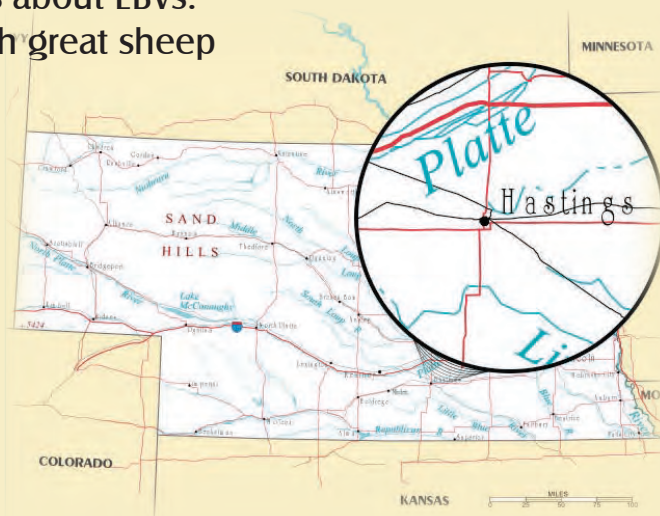
Check out the Expo Sale Catalog for the EBVs on these sheep.

Email Addresses & Phone Numbers will be in the catalog.

NSIP WORKSHOP • AUGUST 7TH • 6:00-7:30 PM • BEST WESTERN HOTEL, HASTINGS, NE

Drs Larry Kuehn & Kreg Leymaster of USDA will answer your basic questions and more advanced questions about EBVs. These two are world renowned geneticists with great sheep experience and have the communication skills to easily explain what EBVs do.

Also, there will be NSIP producers that can answer questions about joining, submitting data and becoming a part of NSIP. Please RSVP to katnsip@gmail.com so that we can provide a sandwich and drink for a nominal fee for all interested. Many of us will hang out afterward if you have more questions.



You can also buy sheep with EBVs for Production from many other flocks not at the KHSI Expo. Contact Us for a list of flocks with EBVs and to find help materials.

229-794-3456 • katnsip@gmail.com • www.katnsip.com

Plan Now to Attend a Great Set of KHSI Expo Workshops on August 8

*By Wes Limesand, Fargo, ND and
James Morgan, KHSI Operations*

We are more and more excited about this outstanding opportunity.

Drs John Pollak and Kreg Leymaster invited KHSI to hold their 2014 Expo Workshops at the USDA ARS Meat Animal Research Center (MARC) in Clay Center on August 8. KHSI was and still is very excited to accept their invitation. Several of our members have told us they are looking forward to this outstanding opportunity to see and learn about the practical aspects of cutting edge sheep research. The USDA MARC is the largest livestock research facility in the United States and one of the most highly respected. Part of the board's interest in this opportunity is that Katahdins have been part of MARC's research program since 2000.

You can find the program schedule that Dr Kreg Leymaster developed with us on the back cover of this issue. Dr Pollak, Director of the Research Center, will start the program with an overview of the research and the service USDA MARC is providing for

the US livestock community. Dr Pollak has been a leading researcher in beef cattle genetics for many years with a long career at Cornell University before moving to USDA MARC.

Kreg Leymaster will follow with a talk on the research on Katahdins that USDA has been doing over the last 13 years. This will be an excellent chance to find out what Katahdins can do. Dr Leymaster is a leading US researcher on ewe productivity and applies a stellar background in quantitative genetics to his research. Dr Leymaster has spoken at two previous Expos, one in Missouri in 2006 and one in Oregon in 2009 and is in much demand as excellent speaker. Many of our members have told KHSI Operations how much they have enjoyed hearing Dr Kreg Leymaster.

KHSI is very fortunate to have Dr Noelle Cockett from Utah State University. Dr Cockett was awarded the Camp-tender Award at the 2014 ASI Symposium in January. Dr Cockett has led the USA research effort that worked with the international research community that sequenced the entire sheep genome. Dr Cockett will present information on how

sheep genomics will revolutionize sheep selection in the 21st century and give us specific examples of how genomics can help us improve our Katahdins now.

At this point, the attendees will split into three groups and we will move through three rotations. One group will start by taking bus tour of the MARC animal facilities to see the research Katahdin flock and the new composite ewe flock. The second group will start with a presentation from Dr Mike Heaton from USDA MARC, who will speak about the latest findings about Ovine Progressive Pneumonia (OPP). This ground breaking and innovative research at MARC is revolutionizing a sheep producers' ability to control OPP and better understand how it spreads. The third group will start with a 45 minute lunch. At the end of three consecutive sessions all three groups will have eaten lunch, toured the MARC animal research facilities and listened to the presen-

CONTINUED ON PAGE 34



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Look for us
at the 2014
Katahdin
Expo

Time is Running Out! Expo Hotel Rooms Limited

By the time you read this, there will be just a couple weeks before the hotel deadline. **It is extremely important for you to make your 2014 Expo reservations now for Hastings, Nebraska. DO NOT WAIT.** The blocks of hotel rooms for Katahdin folks will be kept open **until July 1** and then released. On the Expo weekend, Hastings hosts the Kool-Aid Days. Kool-Aid was first produced in Hastings and every year this weekend serves as a HUGE town reunion with many coming back to visit, so hotel rooms will be impossible to get after July 1. It does NOT cost anything to reserve the room, and when you call you can ask about your deadline to cancel without a charge if your plans change.

The headquarters hotel will be the Holiday Inn Express in Hastings. KHSI also has rooms reserved at the Comfort Inn West in Hastings. A plus will be that Kool-Aid Days means that there are family activities if your children need a break. But, it also means that the hotels will only hold the rooms for KHSI until July 1st and then will release them for the Kool-Aid Days. Make your reserva-

tions now!

KHSI has good rates for Wednesday and Thursday (Aug 6-7), but the rates go up on Friday and Saturday (Aug 8-9) because of the supply and demand part of Kool-Aid Days. At the Holiday Inn Express, Wednesday and Thursday nights cost \$77 per night and Friday and Saturday nights cost \$119.95. Call the Holiday Inn Express at 402-463-8858 or 800-HOLIDAY. The Hastings Comfort Inn on Osborne Drive West can be reached at 402-463-5252 and costs \$84 on Wednesday and Thursday and \$104 on Friday and Saturday. The KHSI block of rooms is reserved under the word "Katahdin" for both hotels.

The Adams County Fairgrounds, where the Expo Sale sheep will be housed, has camping. Call 402-462-3247 for more information on camping or visit adamscountyfairgrounds.com and click on the Camping link.

Editor's Note: I stayed at the Holiday Inn Express in Hastings in September, 2012. It is very nice--a new facility with a nice room off the lobby where we can all get together and talk. The staff at USDA-MARC said both hotels are very good.

KHSI EXPO WORKSHOPS, CONTINUED FROM PAGE 33


tation by Dr Mike Heaton on OPP. So you won't miss anything!

Following the rotations, Dr Bert Moore will speak on structural soundness. Dr Moore did research with Katahdins at North Dakota State for several years. Since leaving NDSU, Dr Moore has worked with beef cattle breed associations. Bert has been a long time friend of the Katahdin breed.


After the program at USDA MARC, KHSI will move into our Annual Meeting which will be held at the MARC facilities in Clay Center. Then we'll head back to the Adams County Fairgrounds in Hastings for a catered meal with lamb meat and an ice cream social at the animal barns where we can all view the Katahdins consigned for sale at the KHSI Expo. Don't miss this exciting opportunity to listen to world class sheep research and its practical aspects, and then top off the day viewing our best Katahdins that will be available at the Expo Sale.

Reserve Expo Hotel B4 June 30


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2014 KHSI Expo Sale Requirements For Commercial Ewes - Registered Rams & Ewes

(Editor's Note: Final regulations will be published at the KHSI website, www.katahdins.org, on May 15th, 2014. These notes will help potential consignors to make sure that their sheep meet weighing and data requirements.)

REQUIREMENTS FOR BOTH COMMERCIAL & REGISTERED SHEEP SALES:

- Consigned sheep must be at Adams County Fairgrounds in Hastings, Nebraska by 5 PM, Thursday Aug 07, 2014.
- Sheep must be genotyped QR or RR at codon 171. Papers from genotyping company must be turned in by the time that consigned sheep are checked in.
- Interstate Health Certificates are required. Certificates must include a statement from the Veterinarian that flock is free of contagious foot rot. Rams must have a *B. ovis* negative test within 30 days of sale.
- All animals are required to have either Mandatory or Scrapie Flock

Certification Program tags.

- Consigned animals must be bred and raised by consignor.
- One ram can be consigned without consigning any ewes. For each additional ram, you must consign at least one registered ewe or one pen of commercial or registered ewes.

REQUIREMENTS FOR COMMERCIAL KATAHDIN EWE SALE:

- Minimum weight of 70 pounds for Spring Ewe Lambs
- At least three-fourths Katahdin
- Age Classes; Yearling (9/1/12-8/31/13), Fall ewe lambs (9/1/13-12/31/13), Spring Ewe Lambs (Jan 1- May 31)
- Consigned as pens of 3, 4 or 5 ewes (not as individual ewes)
- Shed over 2/3 of body (ewes must not be shorn or clipped; commercial ewes may be tail-docked)
- Consignment Fee of \$20/pen
- Expo Sale Committee has the right to reject commercial ewe sale en-

tries.

REQUIREMENTS FOR REGISTERED KATAHDIN SALE:

- Registered consignments can be individual rams, individual ewes or pens of 3, 4 or 5 ewes.
- Sale animals **must not** be docked or clipped and must not have C coats.
- Consigned rams must meet minimums for scrotal circumference (> 28 cm for ram lambs; > 32 cm for rams)
- Accurate recording of date of birth, type of birth (1-2-3-4), and type of rearing (0-1-2-3-4 measured at 30 days of age), must be provided for each animal
- Dam production records are required (number lambs born/reared for each year of production)
- All weights are optional. If submitting weights, birthweights should be taken within 24 hours of birth.

CONTINUED ON PAGE 36

Sand Mountain Katahdins

Now taking orders!



O' taste and see that
The Lord
Is good.
Psalm 34:8

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beckyshultz@msn.com

may not). In many cases, the difference in size and muscling have more to do with management and feed than genetics for growth or muscling (nature versus nurture).

- iii) Selecting on color alone says little about growth, number weaned, easy care or any trait. Color can be a strong positive or strong negative for marketing.
- iv) 300 pound rams. This evaluates that the ram can get to 300 pounds. It is a very very effective marketing tool used by many. It doesn't say if the ram is overweight or the amount of supplement used. It doesn't evaluate whether it is fast or slow growth or whether he will produce efficient growth for the meat market. The ram probably is above average for market age growth. There are much more accurate ways to evaluate growth to market age.
- v) Most heavily muscled animal. In live animals, the best approach is ultrasound, especially if coupled with EBVs (estimated breeding values). Most meat scientists stress the importance of ultrasound at a market-relevant age (e.g. 120 days

and not 2 years of age). There are significant disconnects between outward appearance and actual meat yield in the carcass. Muscle development is strongly affected by quality of feed, so it is easy to buy management and not genetics.

- vi) Management System. It is most accurate to select animals evaluated in a management system similar to yours. Note that the more you learn about different systems, the easier it is to identify quality animals produced in management systems different from yours.

This article would be much longer if we continued down the list of traits or breeding objectives and the most effective way to evaluate each.

In summary: do your homework on your markets, your resources and management system to come up with breeding objectives. Then select replacements and buy breeding stock that fit your goals and resources. Equally important is to evaluate your evaluation system. Is it accurate? Is it relevant to the flock breeding objectives and goals? Choosing sheep that best match your goals will help you towards successful shepherding.

60-day weight should be taken prior to weaning and done when lamb is 45-90 days of age. 120 day weights need to be taken at 91-150 days of age and at least 30 days after the 60 day weight. The date at which the 60 and 120 day wts are taken needs to be recorded and submitted.

- Consignment Fee of \$20 per individual ram/ewe or \$20/pen if consigning a pen of ewes. Classes include Rams, Ewes & Ewe pens for the following ages: Yearlings (9/1/12-8/31/13), Fall (9/1/13 - 12/31/13), Jan 1-Feb 15, Feb 15-Mar 31, April 1 and after

Contact: Jim Morgan, KHSI Operations at 479-444-8441 or info@katahdins.org

NOTE: Final Expo Sale Regulations & Consignment Forms will be posted at the KHSI Website Calendar Page by May 15, 2014. Deadline for consigning sheep is June 15th, 2014.

Did you forget to donate to KHSI Youth?

Send donations for Youth Scholarships or Premiums. You can write your donations off as Farm/Ranch Expense. (See article on page 12 for more information)

2014 Katahdin Hairald Publications and Ad Deadlines



	Fall	Winter
1) Article Deadline/Display Ad commitment deadline (includes size of ad)	Jul 2	Oct 9
2) Display Ad content due to Xpressions	Jul 15	Oct 21
3) Classified Ads due to Operations	Jul 15	Oct 21
4) Mailing date (Bulk Mail)	Aug 8	Nov 14

**Have you paid your dues for 2014?
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for members
advertising sheep
are currently \$25
B/W or \$30 Color.**

KHSI Member's Guide

02/14

The Katahdin Hairald is the official publication of Katahdin Hair Sheep International, which provides education about:

- registering individual Katahdin sheep and recording performance
- maintaining the distinct identity of the Katahdin breed
- approaches to promotion and marketing
- summaries of research and development related to the breed

2013-2014 Board of Directors

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KHSI Operations:

- Jim Morgan and Teresa Maurer; PO Box 778; Fayetteville, AR 72702-0778
Phone and FAX: 479-444-8441; info@katahdins.org
- Send the following to KHSI Operations (Arkansas)-Completed membership and renewal forms and \$50 for calendar year dues (renewals due by January 31 each year) Note: new memberships and renewals can be paid online by Paypal at website.
- Contact Operations for the following:
 - Request coat inspections before May 15
 - Address changes or other corrections for print or web
 - Copies of histories, breed standards, etc
 - BLANK work orders and registration applications.
Note: forms and materials are printable from website www.katahdins.org
 - Brochures (20 free per member per year; additional at cost) & promotional items
 - Information on members with sheep for sale, anyone wanting to buy sheep
 - Articles, ads, and comments to be published in the Katahdin Hairald
 - Volunteer for KHSI Committees
 - Annual meeting information
- Office Hours (Central time): Monday, Wednesday, Friday (10 am - 3 pm). Calls at other times including evenings and weekends will be answered personally whenever possible.
- Answering machine, FAX and email: available for messages 24 hours per day.

KHSI Registry:

- John Savage, 1039 State Route 168, Darlington, PA 16115
Phone – 724-843-2084; Email – registry@katahdins.org
- Contact the Registry with questions about registration, recording, transferring, upgrading procedures.
- Send the following to the Registry:
 - Completed forms for registering, recording, transferring and naming Katahdins
- Office Hours (Eastern time): Monday to Friday 8 am- 4pm.

KHSI Committees: (Call 479-444-8441 to volunteer; Committee Chairs listed with committee)

Promotion: Roxanne Newton - 229-794-3456

Youth/Education: Henry Shultz – 573-682-7127

Expo Sale: Wes Limesand - 701-235-2114

Breed Improvement: Ron Young - 419-495-2993

Publishing/Hairald: Lee Wright – 276-698-6079

Registry Liaison: Maria Dosch - 605-329-2478

Website: Carl Ginapp - 641-425-0592

Classified Ads

Classified sale ads for Katahdin or Katahdin-cross sheep are free to all KHSI members in the Katahdin Hairald and at the KHSI website. For the Hairald, please limit length to 40 words. Sheep Wanted Ads can be placed for free for non-KHSI members. Classified Ad Content due **July 15th, 2014** to KHSI Operations Office for the Fall 2014 Hairald. Contact KHSI Operations, 479-444-8441 or info@katahdins.org.

SHEEP WANTED

PENNSYLVANIA

Registered Mature Ram. Wanted now: Very good quality, proven ram. Must be a twin or triplet. Good resistance to worms important. Prefer brown, red or tan. Please no wild spots on the body. Also would prefer a ram that isn't too far from York County PA, unless trucking is available and reasonable. 717-225-8837 or 717-965-5371 or utting.farm@gmail.com. Elizabeth Utting, Spring Grove, PA

SHEEP FOR SALE

ALABAMA

Eastern AL Registered Proven Ram, Yearling Rams & Ram Lambs. Proven ram, used two seasons and in two flocks. Registered yearling rams with good bone structure birth weight. Jan born registered ram lambs. Randall Kidd, Bryan Farm, Gadsden, AL. 256-797-2323 or rkidd@knology.net

NE AL. Registered RR Ram & Ewe Lambs; Adult Ewes. Lambs sired by Top Choice, ready June 1. Cull hard to produce quality product. Selling small group of adult ewes. Export Monitored, Certified Scrapie Free, Frankie & Michelle Stiefel of Sand Mountain Katahdins. Section. AL. 256-609-1994 or smksheep@gmail.com or www.sandmountainkatahdins.com

SHEEP FOR SALE

ARKANSAS

North Central AR. Registered & Commercial Ram Lambs. Born mid March, early April. All twins/triplets. Vigorous & raised on pasture; good history of parasite resistance. Ready to go end of May. Registered \$250, Commercial \$150. Kendra Cardella, Miles Away Farm in Marshall, AR. klcardella@gmail.com or 870-447-6108

DELAWARE

Central DE. Registered RR Ram Lamb. Excellent blood lines, will make great sire. Born April 2014. Medium tan in color, with black & white. Will be available when weaned. Reserve now. \$275. Angela Donastorg, Corner Post Acres, Wyoming DE. cornerstoneacres@comcast.net or 302-943-7268 www.cornerstoneacres.net Can email pictures

ILLINOIS

Central IL. Commercial & Registered Lambs, Ewes & Mature Proven Ram. 5 spring-born weaned ewe lambs. 2011 Registered Ram. Four ewes, two yearlings that lambed this spring and two 2 yr old ewes who lambed for 2nd time this spring. Paula Siegel, Atlanata Katahdins, Atlanta, IL. 217-870-1114, christalcampes@yahoo.com

SHEEP FOR SALE

Southern IL. Proven Registered Yearling Ram. March 2013 registered ram has lambs with good birth weights in November & December & has already bred back those ewes. Ready for new ram. Out of Jane Phillips flock. Photos available. Joyce Geiler Pocohontas, IL; katahdin.shepherd@gmail.com 618-669-2440.

West Central IL. Registered Lambs & 2 Yr Old Ewes. Feb born ram/ewe lambs; lots of color. 5 black ewe & ram lambs. Blacks going fast. reserve with \$50 deposit. Three registered 2 yr old year old brown ewes, \$200 each. Call, text or email Dana Nelson, Briar Ridge Farm, Colchester, IL. 309-333-9697, djn@adams.net

KENTUCKY

Commercial Ewe Lambs. 50 March-born ewe lambs. Grass-based operation. Lamb on Pasture. Available mid June. Willie Byler of Kuntryroad Katahdins, in Munfordsville, KY. 270-531-5934 or 270-537-1896

Registered RR Ram & Ewe Lambs. Ram (\$250) & ewe lambs (\$300). March Born, Available Mid June. Twin/triplet births. Stout, vigorous and raised on pasture/hay with little grain Can send pictures. Deborah Leslie of Blue Stone Farms, McKinney, KY 606-365-0884 or deborah1055@aol.com




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Classified Ads, continued

SHEEP FOR SALE

Commercial Exposed Yearling & 2 yr old Ewes. 40 bred commercial yearlings & 2 yr olds due to lamb in March. Have started lambing. Bred to Registered Ram. Daniel Byler, Munfordville, KY 270-834-0730 day and 270-5343849 evenings

MARYLAND

Northern MD. Registered Ewe Lambs, Yearling Rams & Mature Ewes. Five Jan/Feb born ewe lambs. Two July 2013 born ewe lambs. 2 yearling rams for \$300-\$350. Two & three old ewes that twinned & tripled. \$200-300/ewe. Make offer. Need to downsize. Christine Gray, Clover Hill Farm, Manchester, MD. 443-858-2810 or cbgray@qis.net

Central MD. Registered RR Ram & Ewe Lambs. Feb born. 2 sets of triplets and 1 set of twins. Dams have multi-generation history of repeated triplets. Available early August. \$325 ewe lambs, \$275 ram lambs. Michael Yencha of Harrogate West Farm in Sykesville, MD. 410-489-0225 or harrogatwest@verizon.net

MICHIGAN

Katahdin x Dorper Lambs. Katahdin Ewe. Several ram lambs to choose from, sired by registered White Dorper ram. \$250-\$350 based on growth/conformation. A Katahdin ewe with twin rams (1/2 Dorper) will sell for \$400 lambs at side. Lee Ann Kowal, Pleasant Acres Farm, Milford Michigan, 586-292-0510 or LeeAnn1000@gmail.com

MISSISSIPPI

North Central MS. Registered Ewe Lambs. Lambs born Jan & early Feb. Reserve yours now! Old Man & JW bloodlines. Available after April 1st. \$250 ewe lambs. Only 5 remaining. Charles Cantrell of Valley House Farm in Oxford, Mississippi. www.valleyhousefarm.com; 662-801-1701 or clcantr1@olemiss.edu

***KHSI Registry now
in Pennsylvania***

SHEEP FOR SALE

SW MS. Registered Ewes, Rams, Lambs, Yearlings & 2 Yr Olds. RR yearling ewes & rams. BSC & MVF bloodlines. \$450. QR & RR 2 yr. old rams. Feb. 2014 ewe & ram lambs. \$400 up. SFCP EXP Monitored program. Earl & Mickie Burris, Shackaloe Creek Ranch, Smithdale, MS. 601-567-2513, shackaloe@aol.com

MSSOURI

SW MO. Registerable Yearling QR & RR Katahdins. 19 yearling ewes born in April 2013. Ready to be bred and can be registered. All ewes are QR or RR. Pasture raised. Bernard & Brenda Paul of Lonesome Ram Katahdins in Norwood, MO. 417-746-0084 or ozarkbp33@yahoo.com

NEW YORK

Registered RR/QR Ram & Ewe Lambs. Registered Yearlings with Lambs. March born ewe & ram lambs with strong genetics for parasite resistance & raising triplets. Tested neg for OPP & Johne's in 2012. Seed stock from Misty Oaks Farm. Suzanne McGarvey of Living Water Farm in Hamlin, NY. 585-771-7424 or farm@godiskind.com www.farm.godiskind.com/

OHIO

Western OH. Registered Rams. Two yearlings. One proven 2 yr old. 2 yr old has sired three lamb crops (two in 2013 & one 2014.) Aseasonal breeder with lambs born in Sept & Oct. Pasture-Raised. 13 years of raising Katahdins. Tricia Alcorn of Alcorn Farms. West Milton, OH. 937-902-9173

SW OH. Registered Yearling Ewes & Lambs. We have registered yearling ewes available now. Our mature ewes will be lambing mid-March with lambs available mid to late June. Rick & Debbie Herron of H & H Katahdins. Bethel, OH. www.hhacres.com or 513-276-2909 or HHKatahdins@gmail.com

**KHSI Operations
479-444-8441
info@katahdins.org**

SHEEP FOR SALE

OREGON

NW OR. Registered Ram & Ewe Lambs. Top quality lambs out sires from IL, MT & LA. Weaning 225% lamb crops that gain well. NSIP EBVs Lamb in Oct, Feb & June. Certified Scrapie Free in SFCP - EXP. Karen Kenagy, KRK Katahdins, Hubbard, OR 503 351 6978. krkenagy@hotmail.com or www.krkkatahdins.com

SW OR. Registered Ewes, Lambs & Rams. 16 Registered ewes with lambs. (200 % lamb crop) 12 yearling maiden ewes. Two proven rams, one registered & one Kat/Dorper cross. No health issues. Prices range from \$120-\$200 each. Delivery available for expenses. Bill Orr, Come-Bye Ranch, Eagle Point, OR. comebyeranch@earthlink.net or 541-831-6957

PENNSYLVANIA

Western PA Registered RR Yearling Rams. \$350 each. Three yearlings. Carolyn Lash of Limestone Hollow Farm in Adrian, PA (near Kittanning). 724-545-7495

TENNESSEE

Western TN. Registered RR & QR Ram & Ewe Lambs. 2014 Lambs ready to go end of April. Sire is a son of the Old Man. Pics at <http://jacksontn.craigslist.org/grd/r35682rr60.html> Joshua Yoder of Sunset View Katahdins in Rutherford, TN. 731-499-4389

SE TN. Registered & Recorded RR/QR Lambs. March born lambs. Ready mid June. Sired by KDK 362, a red Caney Creek ram. Recorded ewe lambs \$200. Registered ewes \$275. Registered rams \$300 and up. For pictures and more info contact Michael Stumpff of Cedear Creek Farm, at 423-505-4274 or mstumpff@yahoo.com

NE TN. Registered & Commercial Ewe Lambs. 40 ewe lambs, Jan 2014 born. Will be ready in April. Purchase now to let them grow up on your farm, and get used to you. \$225 each. Tory Lorimer, Big Ridge Farm, Kingsport, TN. 423-579-4253 or tb10528@gmail.com

Classified Ads, continued

SHEEP FOR SALE

TN: Commercial/Registered Ram Lambs. Ready to leave farm in July. Three are white and one is copper brown with white markings. For more information, pricing, and pictures contact 423-754-6834 or 423-272-7330 or katherine.eric.pearson@gmail.com Darran or Lola Pearson. in Rogersville, TN.

TEXAS

NE TX. Registered Mature Proven Ram; Commercial Ewes. Ram sired by "Old Man" & goes back to "Goliath" & "Top Choice". 10 2 & 3 yr old commercial ewes that all give good milk & raise nice lambs. 200 each. Will Ruth-erford, 4R Ranch, Greenville, TX, 903-268-3813, Wjr2115@yahoo.com

MARK YOUR CALENDAR

August 9th, KHSI National Sale, Hastings NE

SHEEP FOR SALE

VIRGINIA

Registered Yearlings & Ram/Ewe Lambs. Yearlings sired by OW-126 Banjo & this year's lambs by OW 13-1 Cherokee. Sires incorporate Mountain View Farms & Country Oak Ranch breeding. Near Sperryville, VA. Selected for parasite resistance, natural excellent health & performance. Christine Anderson Smith, Foxmoor Farms, Boston, VA. 540-547-4788. dsmith@cfcfarmhome.com

WISCONSIN

Central WI. Flock Reduction/Dispersal. Not sick or malnourished We have a reputation in central WI for easy-keeping animals, which are cost effective. Repeat buyers for 4 yrs in a row. Mike Seibel of Folklorefarms in Stratford WI 715-387-8219 or www.folklorefarms.com or mike@folklorefarms.com

Do not hand buyers the certificates of registration.

KHSI recommends that it is the seller's responsibility and duty to send certificates of registration to the Registry for transfer!



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Jubilee Farm, Doug & Laura Fortmeyer, Kansas	26
Julian & Moore Sheep Company, Ed Julian, Ohio.....	29
Katahdin NSIP Breeders Group.....	32
Landreth Farm, Steve Landreth, Illinois	14
Lazy B Livestock, Howard & Lavonne Brown, Oklahoma	11
LC Ranch, Leon & Christine Gehman, Pennsylvania.....	23
Lillehaugen Farms, Luke & Maynard Lillehaugen, North Dakota.....	33
Midwest Stud Ram Sale, Larry Mead, Sales Manager, Missouri.....	13
Pipestone Katahdins, Dr G.F. & Deb Kennedy, Minnesota.....	22
Pipestone Veterinary Clinic, Dr G.F. Kennedy, Minnesota	28
Prairie Lane Farm, Henry & Becky Shultz, Missouri	8 & 35
Rack of Lamb Corral, Todd & Renee Bauer, Kansas	25
Round Mountain Farm, Jim Morgan & Teresa Maurer, Arkansas.....	38
Sand Mountain Katahdins, Frankie & Michelle Stiefel, Alabama	35
Silver Maple Sheep Farm, Jay & Irma Greenstone, Virginia	7
Spraberry Acres, Clifford Spraberry, Texas	12
Strelow Ranch, Sid & Julie Strelow, North Dakota.....	29
Sydell, Inc., Steve Thiesen, South Dakota	34
Warm Springs Katahdins, David Maddox, Georgia	4 & 26
Xpressions, Gail Hardy, Arkansas.....	40



KHSI
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10th Annual KHSI Expo & Sale Schedule Aug. 7-9, 2014

**Adams County Fairgrounds, Hastings, NE and
U.S. Meat Animal Research Center in Clay Center NE.**

Thursday August 7, 2014

Adams County Fairgrounds, Hastings, NE

8:00 – 5:00 Expo Sale Animal Check-in

Holiday Inn Express, Hastings, NE

5:00 – 8:00 PM Hastings Expo Registration

Friday, August 8, 2014

USDA-Meat Animal Research Center, Clay Center, NE

7:30 AM Registration

9:00 Welcome – Dr. John Pollak, Center Director, USMARC

9:15 Experimental Evaluation of Katahdin – Dr. Kreg Leymaster

10:15 Break

10:30 Sheep Genomics – Dr. Noelle Cockett

11:15 Organize rotations. Participants split divided into three groups

11:30 – 1:45 Mini-Sessions and Lunch (Rotate after 40 minutes - 5 minutes between sessions)

11:30 – 12:15 First rotation

12:15 – 1:00 Second rotation

1:00 – 1:45 Third rotation

Rotation A: Bus Tour USMARC Sheep Area

Rotation B: Genetic Susceptibility to OPP – Dr. Mike Heaton

Rotation C: Lunch

2:00 Structural Soundness – Dr. Bert Moore

3:00 Coffee Shop Panel – Questions for all speakers

Dr. Pollak, Dr. Leymaster, Dr. Cockett, Dr. Heaton, Dr. Moore

3:30 KHSI Annual Membership Meeting

4:30 Closing Remarks

Adams County Fairgrounds, Hastings, NE

6:00 PM Dinner

7:30 Ice Cream Social at Sale Barn, Pre-signup for Buyer's Numbers

Saturday August 9, 2014

Adams County Fairgrounds, Hastings, NE

8:30 AM Sale Animal Display and Viewing

11:30 10th Annual National KHSI Sale

Check out the
Youth Tracks Schedule
on page 18.