

# *Belted Galloway Society* **JUNIOR HANDBOOK**



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# 1 • Welcome to the Belted Galloway Society

The Belted Galloway Society, Inc. welcomes you as a Junior Member. Junior membership is a gateway to all things Belted Galloway wherein you will be able to register, transfer and enjoy all the rights and privileges of full membership with the exception of voting. It is a perfect fit for young Belted Galloway Cattle enthusiasts to learn and participate.

The Belted Galloway Junior Association operates under the Belted Galloway Foundation, Inc. The Belted Galloway Foundation, Inc. is a non-profit corporation created to engage in educational and scientific activities dedicated to the improvement of Belted Galloway cattle breed production and marketing practices, and encouraging youth involvement in beef production. The seven member Foundation Board of Directors consists of the two most recent past presidents of the Belted Galloway Society plus the current chair of the Society's Long-Range Planning, Chatfield Scholarship Fund and Fundraising Committees.

The Foundation is a separate, autonomous corporation that is entirely supported by fundraising. Those who donate money or articles of value to support the Foundation and its programs enjoy the same tax benefits afforded those persons who donate to any charitable organization. The Foundation currently maintains three separate funds: General Fund, Belted Galloway Junior Association Fund, and the Chatfield Scholarship Fund. Donors to the Foundation can stipulate which fund they would like their donation to benefit. Those who wish to obtain funding for a particular educational or scientific project may contact the Executive Director to request an application.

## Mission Statement:

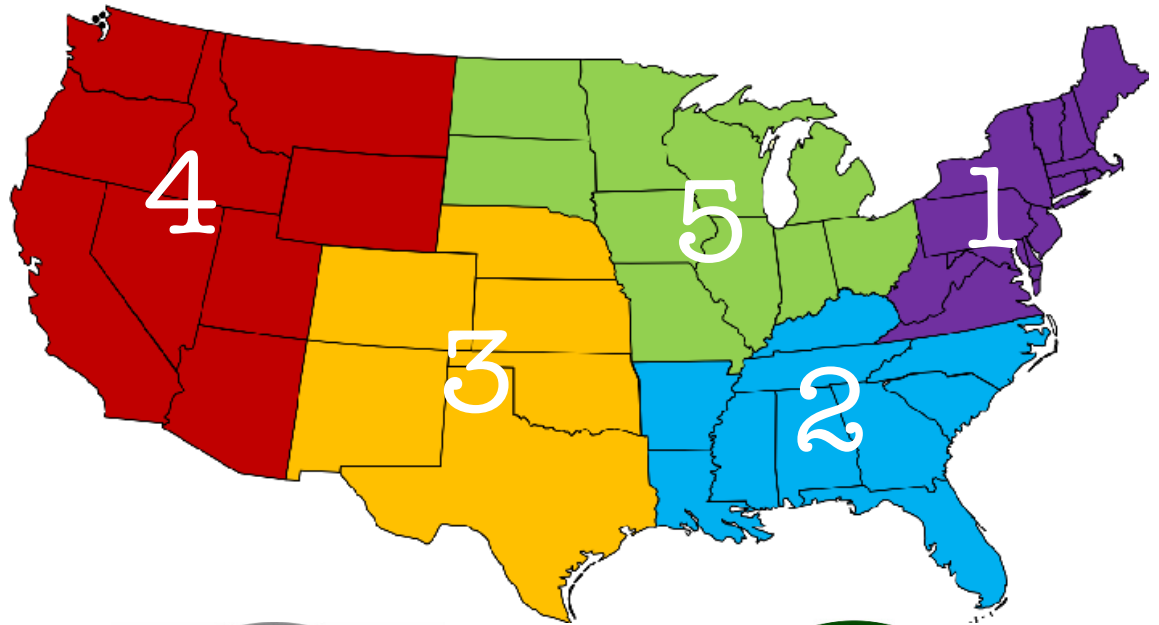
**“The primary purposes of this corporation shall be to engage in educational and scientific activities dedicated to the improvement of Belted Galloway beef production and marketing practices, and encouraging youth involvement in beef production.”**

For more information on the Belted Galloway Society, visit [www.beltie.org](http://www.beltie.org)

# Lesson One

# Lesson TWO

## 2 • Belted Galloway Junior Association Regional Groups



1.



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

2.



[executivedirector@beltie.org](mailto:executivedirector@beltie.org)

3.



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

4.



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

5.



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

# 3 Youth Member

## • Benefits

There are an enormous amount of reasons to become a youth member, check out some of these reasons below! We also encourage you to contact your regional leaders to see what you can be involved with in your area.

**Artificial Insemination Project:** Artificial Insemination Project which gives junior members the opportunity to obtain semen from quality Belted Galloway bulls to improve their breeding program. Every youth member is qualified to order semen for FREE! Check out the list on our website at [www.beltie.org](http://www.beltie.org)!

**Heifer/Steer Projects:** We have started steer and heifer leasing projects. Both of these give a member the ability to manage a project through a full show season. Thanks to the continuing generosity of Belted Galloway breeders we are able to offer these projects at little or no cost to our youth. Contact your area leader for availability of animals. The New England Galloway Group's Heifer Project places a Belted Galloway heifer calf with a deserving youth recipient on an annual basis. The intent of this project is to allow hands-on education in cattle rearing and showmanship and to develop a love of the breed. The youth selected to receive a heifer is expected to return the first heifer calf back to the program so it will continue each year.

**A.H. Chatfield, Jr. Memorial Scholarships:** This fund was established shortly after the Aldermere Farm founder's death in 1999. The purpose was to establish an annual scholarship in his memory available to a member of the Belted Galloway Junior Association or to any other deserving student interested in pursuing a career related to beef production. Students interested in applying for the A.H. Chatfield, Jr. scholarship award may request a form from the Society's office.

Three (3) scholarships are awarded annually. Recipients must meet the following criteria:

1. Be a member of the Belted Galloway Junior Association, the Belted Galloway Society, Inc., or a child or grandchild of a current Society member.
2. Be a graduating High School senior, a college student, or be enrolled in an advanced education program and,
3. Submit the completed application form along with a written essay explaining why they are the best candidate for the scholarship. Added consideration may be given to applicants enrolled in beef production, animal, or agricultural courses, or those experienced with Belted Galloway Cattle. Extracurricular and out of school activities will also be taken into consideration.

# Lesson Three

# 4 • How to Pick Your Beltie Project

## Visual Characteristics

**Coloration:** Cattle can be black, red or dun in color. A complete belt should encircle the midsection of the body, between the front and rear legs. However, the shape of the belt should not be a factor in judging. It is preferred that no other white be visible, though females that exhibit white above the hooves, that does not extend above the dewclaws, can be registered in the Herd Book. Black coated cattle commonly exhibit a brownish tinge to the outer coat, which is acceptable.

**Skin and Hair Coat:** Skin should be moderately thick. Hair coat should have two layers, a short undercoat covered by a long shaggy coat that protects the animal. Belted Galloways do not require large amounts of back fat for winter warmth, which results in relatively lower winter feed requirements. Hard, wiry hair with no undercoat is objectionable. Clipping and grooming hair for competitive shows is an acceptable practice.

**Size:** Cattle should be moderate in size, with both excessive and diminished sizes being objectionable. Balance and conformation should be considered before mature weight.

**Head:** The head should be broad with the poll low and flat (especially bulls). The nostrils should be wide and the eyes large and prominent. The ears should be moderate in length, broad and pointing forward and upward, with a fringe of long hair. The breed is polled, with no evidence of horn or scur development.

**Neck:** The neck should be proportionate in length and well attached, fitting smoothly onto the shoulders. Cresting is objectionable in cows. Cows are preferred to be free of excessive or loose skin under their throats and should be slender about their necks.

**Forequarters:** The forequarters should exhibit meatiness across the forearm. Shoulders should be moderately sloped, refined and blend smoothly into the rest of the body. The brisket should be moderately well developed, but more so in bulls. The dewlap should be trim and nearly free of loose skin.

**Hindquarters:** The hindquarters should exhibit meatiness by having good length from hooks to pin bone, from the hook bone to hock and pin bone to stifle. Hindquarter muscling and width should carry well below the stifle.

**Body:** The body should be long sided with a strong and straight top line and underline. The rib cage should be deep and well sprung, into a round chest, not compressed side to side.

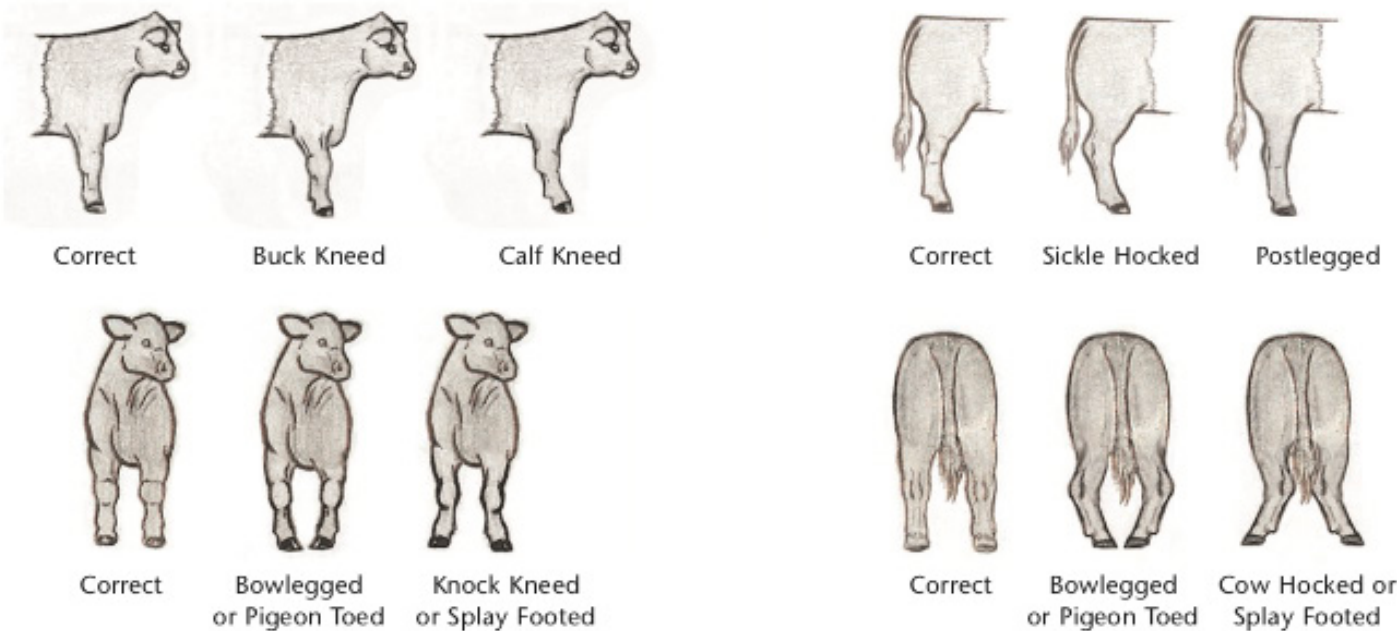


The rump should be level and the hindquarters should be well muscled. The tail head should blend smoothly into the rump. The animal should appear balanced and proportionally developed throughout.

## Legs & Feet

The legs should have strong pasterns. Hooves should be shaped well, not long or cracked, without corns between the toes. Both fore and rear legs should display foot placement that distributes weight evenly on all aspects of the hooves. The feet should strike the ground evenly when walking, with the front hooves directed straight forward and the rear hooves directed slightly outward. To determine length of stride, an ideal animal's back foot will land in the same track where their front foot took off: livestock judges refer to this as "covering their tracks." Leg bones should be moderately short, providing sufficient support to bear the animal's weight. Leg length should be moderately short in keeping with the traditional appearance of the breed.

Viewed from the side, hind legs should not be overly straight (post legs), or too angular (sickle hocked). Viewed from the front and rear, legs should be set far enough apart to allow sufficient heart, lung and body capacity. Viewed from the rear, hind legs should be nearly parallel from hocks to hooves, with a little set to the hind legs-they should not be too straight. (See drawings for desired confirmation).



## Other Desirable Breed Characteristics

**Disposition/Behavior:** Belted Galloways should be of a calm and quiet disposition. They should not exhibit panic when approached, which can be determined by ears perking, excessively alert eyes, and constant defecation. They should not exhibit aggressive behavior toward humans, even when penned.

**Maternal Characteristics:** Cows should calve easily without assistance. They should exhibit immediate care of the newborn calf, and neither abandon nor surrender the calf. Protection of the calf in moderation is desirable, excessive protectiveness is helpful when cattle are in the "wild" but not within confined arrangement, as it may be dangerous. Cows should rebreed 90 days after calving.

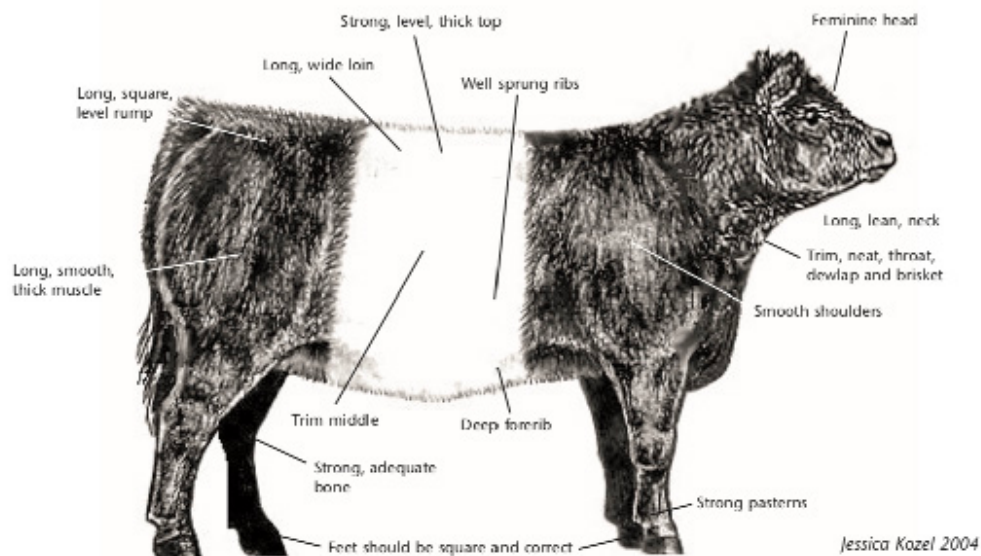
**Milk Production:** Cows should produce sufficient milk for rapid development of calf. Udder and teats should appear symmetrical and healthy during lactation.

**Foraging Characteristics:** Cattle should feed aggressively on available pasture and utilize not only grass but also appropriate non-grass species when available.

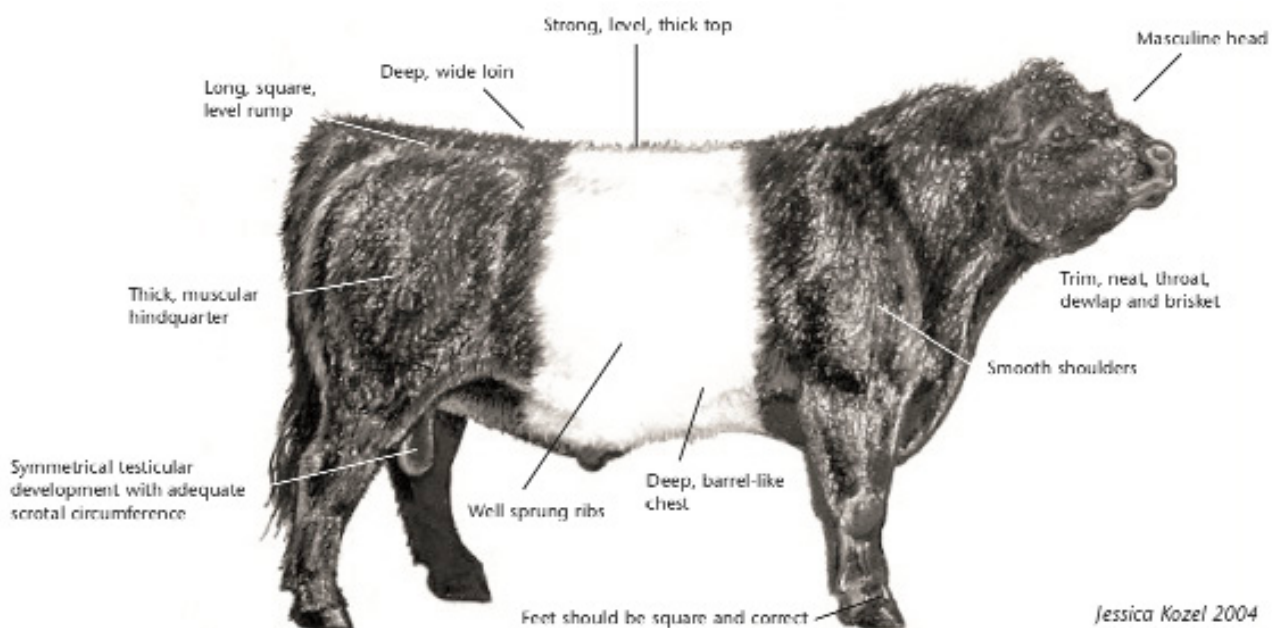
**Meatiness:** Cows should produce offspring with finished carcass weights of 60-62% of their live weight. Carcass weights should be Choice or better.

**Hardiness:** Cattle should require minimal health care throughout life, be resistant to parasites and be able to “survive” on limited nutrients. They should adapt to environments of marked heat or cold with minimal stress, weight loss, or interruption of reproduction. They should remain active and vigorous well into their teens.

## FEMALES



## MALES





# 5 Getting Your Animal Ready at Home



Showing your Beltie can be great fun! But be prepared to put in a lot of hours training and grooming to get ready for the show ring. Grooming and training should begin as soon as you purchase your calf. The younger your animal is when you start training, the better. Your animal will also be much easier to handle at a young age.

A calm and gentle approach is imperative when training. Your calf will be able to tell if you are upset or anxious. It can sense if you are frustrated and will act in a negative manner when it does. A calm and confident attitude will earn your calf's trust. Some calves will take longer than others to respond positively.

Keep training sessions short. Young calves cannot stay focused on a single task for very long. By working in short but frequent sessions your calf will realize it is a painless exercise. As they mature they will be able to tolerate longer periods of training. Ending on a positive note is a good practice. Offer your calf feed, water or something enjoyable at the end of the exercise.

Remember, consistency is the best policy. Plan on daily training doing the same exercises and your calf will quickly learn what you want him to do.

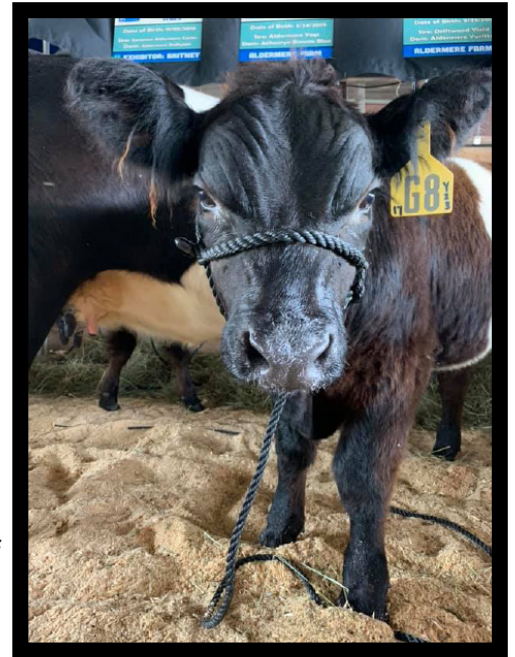
## Lesson Five

# Halter Breaking for the Show

The first step in halter breaking is to catch the calf. To do this, it is best to have a small confined area where you can corner him/her.

Start out with either a rope or nylon halter. It should be  $\frac{1}{2}$  to  $\frac{5}{8}$  inch in diameter. Place the halter on the head so that the lead strap is on the left side. The noseband of the halter should be approximately  $\frac{1}{2}$  way between the nose and the eyes.

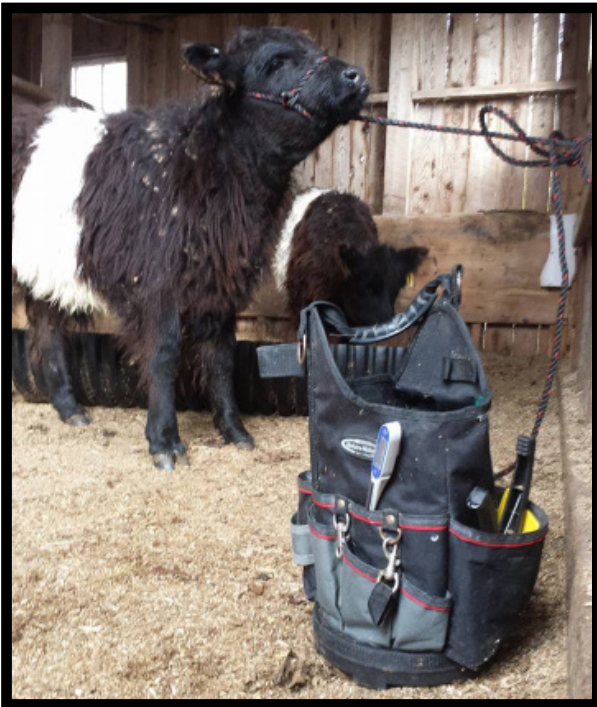
There are different opinions on getting the calf used to the halter. Some people like to leave the halter on and let the calf drag the leadline for a few days before tying him up. This will let the calf get used to the pressure when it steps on the rope. Others prefer to tie the calf up immediately. He will learn that pulling will not get him out of the halter.



## Tying the Calf

When tying for the first time, use caution. Pull your animal close to the wall or post you are tying to. Tie up close, about 12 inches away from the post or wall. Always use a quick release knot.

The first few times, tie the calf with its head in a natural position. Only leave the calf for short durations. It is very important to constantly check on the calf to make sure it does not get in a position to hurt itself.



After a few days, or when the calf does not pull on the rope as much, begin tying it with its head up so it gets used to standing with its feet underneath it.

## Get Yourself in Position to Lead

When leading, you should be on the calf's left side with the halter strap in your right hand. Your hand should be 6 to 12 inches from the animal's head. With a show halter, this is usually at the junction of the chain and leather strap. Firmly grab over the strap so your thumb is closest to you, not toward the halter. Your wrist is stronger this way, and gives you more control over the animal.

Never wrap the strap around your hands or fingers. This can result in injury to your hand and make it more difficult to let go or you could be drug off by the animal.

The strap length should be long enough for control, but not so long it touches the ground. When beginning to lead, you should stand in front of the shoulder on the left side. Begin your halter training in a small paddock to reduce the calf's ability to back up very far.



## Taking Those First Steps

Gently pull, then release. With each few steps as progress, reward by releasing. Do it again and again. Do not get into a tug of war with your calf. When teaching the calf to lead, voice reward is very important. Remember to be patient--training takes a lot of time.

If your calf will not lead or walk and no one is around to help you get it started, simply push forward on the halter with your right hand and tap the animal with the show stick on its side or rump.



## Introducing the Show Stick

Show sticks are used to help get your calf into position and they also help to calm the calf. Begin by gently scratching with it all over your calf until it becomes accustomed to the touch. By using a show stick, you can teach your calf to stand correctly. The feet should be positioned squarely. Once the feet are set, reward the calf by using the stick to scratch the calf's belly or chest. Do this very slowly and softly—without pressure or rapid movements. Be calm and your calf will be calm. It takes a little time to get the calf used to the show stick.

## Do Your Homework

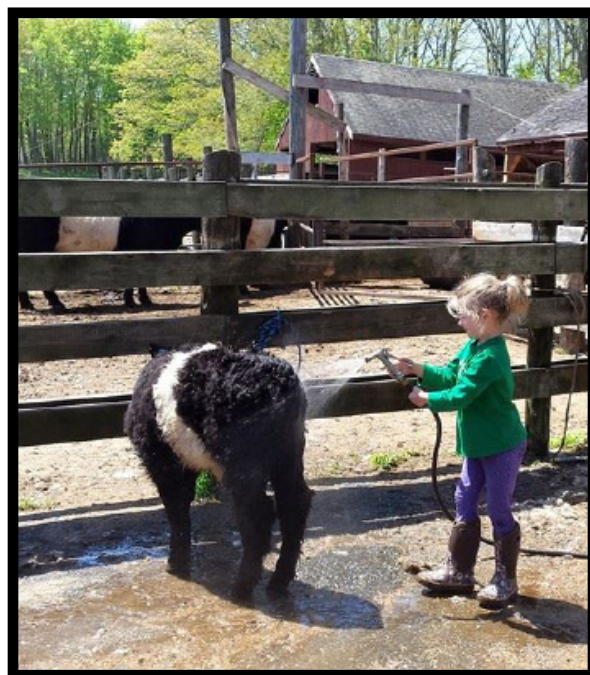
Practice with your show halter at home. The calf needs to get used to the feel of the chain under its chin. Both showmanship and grooming must be practiced at home in order for them to be effective in the show ring.

## Washing Your Beltie

Begin by assembling all your supplies—bucket, sponge, hose, scotch comb, soap, bluing, conditioner, foam or show sheen, fly repellent, and dryer.

Tie the calf up and gently start misting--spray lightly, but do not spray into the ears. Work from the rear forward to accustom your animal to the spray. Get the animal wet all over and then apply a mild dish soap. Add a little bluing (e.g. Mrs. Stewart's) to the soap to use on the white belts, to make the whites whiter. (Note: Do not use bluing on the dark parts of your calf. It can cause discoloration of dark colors.)

Then give the animal a thorough rinsing. Be sure all of the soap is removed to prevent dry skin and hair. Add conditioner to your bucket of water. Dip the tail into the



bucket and then pour the remainder of the conditioner water over the animal's back. The conditioner will help replace the natural oils. In the summer, add some fly repellent to help control flies.

Use the dryer to blow out the hair from bottom to top and front to back. The tip of the nozzle should rest next to the skin and be moved slowly in an arc pattern for best result.

Wash several days before clipping at home. Wash upon arrival to the fair or show and then after the show, especially if you use adhesive. You'll need to break down the spray with Hocus Pocus or some other adhesive removal product.

## Preparing & Clipping for the Show

There are many different ways of fitting beef cattle. It takes time to become an accomplished fitter. It doesn't happen overnight, or by reading a book or watching a video. It takes practice, practice and patience. Before you even start to clip you need to evaluate your animal. Proper clipping can emphasize your animal's strengths and make its weaknesses less noticeable.

Since all animals have different grooming needs, not all are prepared the same way. You have to understand basic anatomy and apply specific grooming practices to make that animal look its best. Watch how others fit and attend clinics if you are interested in learning more.



If you decide not to clip your Beltie you should take a scissors and snip & clean your animal. Strive for a nice straight top line and under belly line.

Clipping allows you, to be an artist, to sculpt the ideal animal.

Draw a picture in your mind of the perfect Beltie. What do you want to achieve? Mistakes happen, animals move, or kick, don't panic; you can only learn by doing it yourself. If your parents or a fitter can help you, a good way to learn is for them to do one side (preferably the judge's side) and you watch and do the same on the other side.

The phrase to remember is "Rectangle & Square". You want your calf to look like a rectangle from the side and square from the front and rear view. Remember to clean up the tail. The tail plays an important role in the appearance of balance of the animal on the side view. A tail too high will make the animal look heavy fronted, and a tail too low will make him look older and light-muscled.

## Hooves

Properly trimmed hooves are important in feet and leg development. Trimmed hooves enhance your animal's appearance and help proper tracking in the show ring. To avoid injury to your calf, an experienced cattleman or hoof trimmer should assist you. Don't trim too close to the show date – give at least 3 weeks time.

# Creating a Farm Display

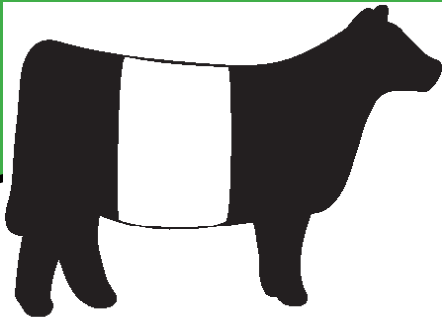
Having an attractive farm display is an excellent way to draw attention to your cattle. It is a reflection of your farm and your breed of cattle.

Your display might include a large poster board featuring your calves and other cattle on your farm. It can also include some of your accomplishments with your cattle. A brochure or handout with information about your breed is a good way to interact with those who are interested in learning more about the breed.

Equally as important is keeping your cattle properly bedded and making sure the area is always clean. The stalls and aisles should always be kept clean of manure, and all grooming equipment kept clear of the aisles.







# Packing Checklist

for your next haul

## Inside Your Show Box

- Wash Bucket: include scrub brush, soap/shampoo, conditioner, plastic comb, rice brush, hose & nozzle, soap foamer, etc.
- Blower: blower & blower hose (throw in an extra hose clamp in case you loose one or it falls off)
- Fogger
- Clippers & Extra Blades (super blocking, medium blending, x-block)
- Roto Brush & Drill
- Rice Root Brush
- Scrub/Massage Brush
- Plastic Comb
- Metal or Teflon Combs: regular & skip tooth (be sure to have extras in case you have people come help dress your calf)
- 2 Extension Cords (at least 25 foot)
- Adhesives
- Adhesive Remover
- Fly Repellent
- Sheen & Daily Hair Care Products
- Extra Spray Bottle & Sprayer
- Tail Bag
- Extra Rope Halter & Neck Tie (in case something happens to yours or you need two while in the chute)
- Show Halters
- Number Harness
- Duct Tape
- Tool Kit (drill, pilers, screw driver, etc.)
- Wire & Zip Ties
- Scissors
- Paper Towels
- Long Hose (to wet stalls)

### VET BAG

- |  |                            |
|--|----------------------------|
| • Digital Thermometer                      | • Balling Gun              |
| • Iodine                                   | • Sulfa Boluses            |
| • Vet Wrap                                 | • Mineral Oil or Therbloat |
| • Extra Needles & Syringes (various sizes) | • Epinephrine              |

# 6 • Keeping Your Beltie Healthy

## Beef Quality Assurance

The Belted Galloway Junior Association strongly suggests all members acquire and maintain certification of BQA, or Beef Quality Assurance.

BQA helps beef producers capture more value from their market cattle. BQA reflects a positive public image and instills consumer confidence that the producer is knowledgeable and willing to provide the best possible care for their animals and follow this protocol.

BQA is valuable to a beef producer because:

1. it demonstrates commitment to food safety and quality
2. upholds consumer confidence
3. enhances profitability through better management

**PLUS** many more incentives

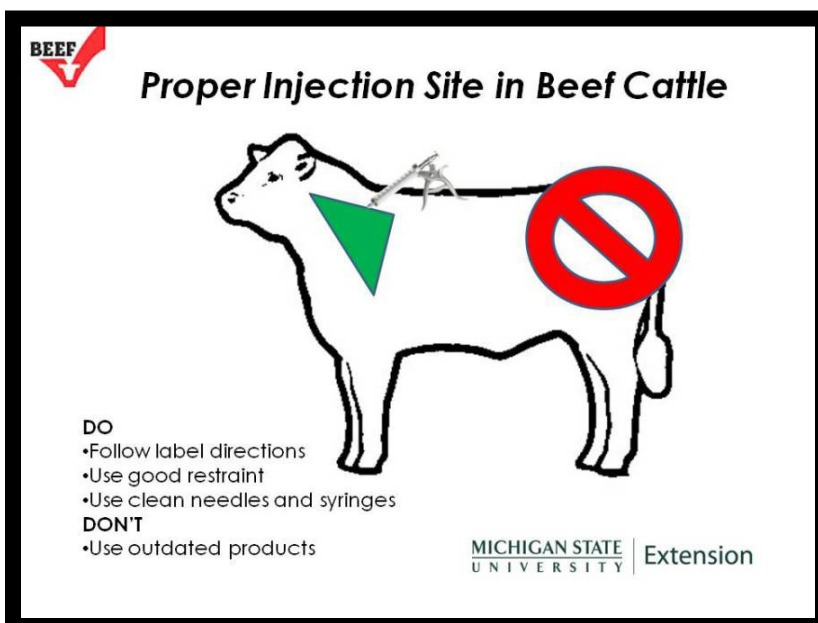
Beef Quality Assurance Certification is available both online and in-person classes.

### **ONLINE visit:**

<https://www.bqa.org/bqa.certification>

### **IN-PERSON contact:**

call your local county extension agent for a class schedule or contact your state beef specialistsit for more information



# Lesson Six

# Lesson Seven

## 7 • You and Your Project at the Fair

### Showmanship Tips

- Walk over to the show ring, become familiar with the layout. Evaluate to see if there are things that might spook your animal. If able, take your animal into the showing a couple times before show day. It is helpful, if you are not in the first class, to watch a few classes so you will know where to line up and how the classes are moving through the show ring.
- The clothing worn by a show person should be neat, clean, and professional in appearance. All shirts worn should have a collar and be tucked in. Jeans should be clean and worn with a belt. Leather boots should be worn for safety and appearance.
- Posture is important; Be quiet and deliberate in your movement and work with an air of dignity and pride. Your posture should be as natural as possible. Stand straight and tall when stopped, and walk at a normal gait when moving.
- Remain calm. Your calf can sense any nervousness on your part and may also become nervous or unruly.
- Remember to smile. Courtesy and sportsmanship are two important aspects in all walks of life including the show ring. Be considerate of other exhibitors. Regardless of how you place, congratulate the other exhibitors.
- Never lead your animal in front of other entries.
- Watch others and ask questions. Whenever possible, watch older youth members show, watch youtube videos and ask as many questions as you can!



### Walking into the Ring

- Picture someone with good posture, show stick in good position.
- You must have your animal ready, your show stick in your left hand and perpendicular to the ground, and your scotch comb in your back pocket

with the teeth towards you.

- Lead your calf from the left side.
- As the class progresses, move as the judge or ring steward instructs. Most likely you will pull your animal up to the rail and turn left.
- Assist the exhibitor in front of you in moving a calf if they are having trouble, as long as you have eye contact with the exhibitor so they know, you can tap the calf's rump with your show stick; you could even gently twist the calf's tail too.
- Show rings come in many sizes. A good showman will use all the space made available.
- The judge needs to observe your animal on the move in order to evaluate structural correctness.
- Control your animal and be aware of the animal traffic around you. Do not "tailgate" the animal in front of you. You want to begin to slow down a cow length away from where you want to stop.
- Setting up in the profile mode, you stop in a straight line, head to tail. Position the feet; keep the top line level and the calf's head up. Locate the judge and wait calmly.
- Your position in relationship to the animal can enhance or detract from the judges' view of the animal.
- When the judge is standing in front of the animal, you must stand far enough away from the animal so the judge's view is completely unobstructed.
- Be alert and aware of the judge. Look for a sign or a motion to be pulled into line for placing.



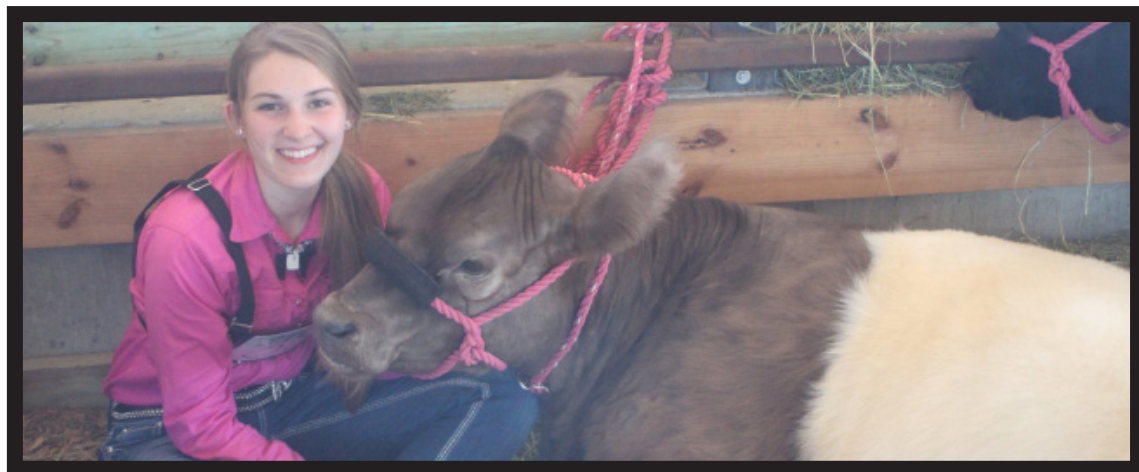
## Using a Show Stick

- Show sticks can be used to assist in placing the feet, calming and controlling the animal, keeping the topline straight.
- When setting up your calf: Smoothly switch the lead strap from your right hand to your left hand. At the same time, switch your showstick from your left hand to your right hand.
- Slowly scratch your calf's belly a couple of times to help calm your animal.
- Set the feet in the appropriate position. Remember, you have two tools in your hands to set the feet. One is the halter; the other is your showstick.
- If you want the rear foot to be moved back, push backward on the halter and press (do not jab) the soft tissue where the hoof is split with your showstick.
- If you want a rear foot to move forward, pull forward on the halter and apply pressure with your showstick.





## 8 • How to Market Your Beltie Project



### Marketing Your Belties

The personal interaction is the key to successfully marketing your Beltie. The goals are to achieve the optimal price, satisfying your customer, and promote the breed. There are numerous ways to of marketing Belties. Remember there are many reasons people buy Belties – the primary two are for beef or breeding stock. There are also buyers who just want to have an attractive animal around their farm. The marketing method you choose will depend on the number and the types of animals you have to sell, the markets available to you, and your creativity. The more productive effort you put into it, the more likely you are to achieve your goals. Several options are listed below.

### 4H Auction

If you want to get top dollar for your animal, it pays to be a good salesperson. You must think ahead and do some homework before the sale. Think of who your potential buyers or bidder may be for your animals? Contact your family business acquaintances, i.e. bankers, farm service, car dealers or people who attend these auctions. Perhaps, neighbors. family members or friends who may want to buy freezer beef. Let's face it! We are all selling the same product. What makes your product more appealing than anyone else's might be YOU! To be a good salesperson you must sell yourself first and be proud of your product. You and your animal should be presented to the very best of your ability. Your animal must be well groomed and spotless when it enters the auction ring. You should be dressed for business too. Consider this your first big business sale.

So, before the auction, you should approach potential customers and tell them you are selling a Belted Galloway at the 4-H Livestock auction and tell the buyers what your plans are for the auction proceeds, (i.e. college funds.) See sample letter: Many people are not familiar with the breed enclose a flyer, (get





flyers from the BGS) or a photo to give them. The more you educate people about the breed and your care of the animal, the more likely you are to get good bids at the auction.

Make the buyer feel good about buying your animal. Go over to them and thank them and firmly shake their hand. Many fairs offer a photo shoot of the two of you, make sure to do that. A must is for you to send the buyer a thank you note, within the week.

## Preparing to Sell

Getting ready to sell begins long before you are ready to put your animals on the market. Being well organized instills confidence in buyers. Have your animal up to date on vaccinations and worming, and if appropriate, preg check or semen test. Keep good breeding and production records. Remember, for this breed, more than most other breeds, people are buying specific animals. It is important to have your animals registered and readily identifiable (i.e. ear tags with names or numbers on them).

Take pictures of each animal. Have that animal standing on level ground. Have your camera at shoulder height. The animal should be looking forward with all four feet visible.

Photograph both sides. Remember this, a bad picture is worse than no picture at all. Have a good farm set up to show your animals to your visitors.

## After the Sale

Encourage new buyers to join the BGS. You should promptly send in your transfer form. Have a bill of sale and have copies of all your transaction. Make a note of the date you mailed in this information too. Remember if fees or information is wrong this will delay the paperwork reaching new owner.

Most important, send a thank you note within a week. Later, it would be nice to send a holiday card. Check with the buyer later to make sure he's happy and the animal has adjusted nicely to its new home.



## Tips for Writing a Thank You

Be timely with your thank you. The sooner, the better!

Be specific with your thanks.

Plan ahead when thank yous are predictable

Have a group thank you party after the fair and write your thank you letters together!

## Selling Directly for Beef

Many people today are very interested in purchasing a steer that has been humanely raised, fed naturally without steroids or implants. You can get a premium for this type of animal. Again, your personal touch is the key to getting top dollar.

## Advertising

List your farm on the society breeders' website, classified ads and the newsletter. Utilize your area group to help you advertise as well. Remember: word of mouth is the most effective marketing!

## Interacting with Potential Buyers

Respond promptly to inquiries by email or hardcopy.

Send pictures and info on pedigrees about each animal. Always refer to that animal's name. Tell them why each animal is special. Do not quote a price until asked. Keep records of your quotes and explain that as a young animal ages (or if a female is bred) the price will increase.

Don't have an animal for sale? Help the buyer find animals by referring them to other breeders in the area or near you. Be willing to show your hard work and discuss the breed even when you don't have animals for sale.

## Finalizing the Sale

Possibly offer quantity discounts, or special services such as free or reduced delivery cost. Pay transfer fees, discuss boarding fees if there is a delay, discuss semen testing or have the vet preg check the cow to confirm that she is bred.

Ask for a deposit to hold the animal if more than two weeks (often a true commitment to the purchase). It's always best to have a written contract with both parties' signature on it. You can guarantee the vet checked the cow safe in calf, but you can't guarantee a live birth. Know your state health paper requirements.



## Selling at the Sale Barn

Many breeders have learned the hard way that the last place to sell a Beltie is at the sale barn. Why don't Belties bring top dollars? First you must understand how the bidders buy cattle. Most are buying feeder steers or groups of 30 to 50 animals in a pen. They want animals similar in size, age and sometimes a certain breed that will mature uniformly and be ready to harvest at the same time.

One or two Belties may not fit into any of these pens. Occasionally there will be someone at the sale that just wants a novelty bred or a few head. However, because the attributes of the Belties is not well known, the bids for Belties at the sales barns are seldom very high.

## Conclusion:

As a new member of the Belted Galloway Junior Association, always remember, there are many resources available to assist in many ways, and in every aspect of your new endeavor into the world of Belted Galloway Cattle. The regional groups have a board of directors, and lists of members willing and able to help with anything you might need, close to home. Participate, join these groups, meet new friends, and see how welcoming they are. Reach out to other older youth for advice and guidance, they asked for help themselves when they began. Ask questions, watch, and learn, but be sure to enjoy your cattle and the friends you are about to meet.

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# NOTES:

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# NOTES:

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