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The American Livestock Breeds Conservancy

NEWS

The Advantages of Ducks and Their Eggs

By John Metzger

Many people are unaware of the amazing potential of using ducks for egg production. Some breeds of ducks can lay more eggs than chickens, and ducks are generally hardier than chickens. There are also more nutrients in duck eggs, and many people consider ducks more entertaining.

Worldwide, not only are people eating more duck eggs, ducks are taking a larger share of total egg production. In 1991, 6.57% of eggs consumed were duck eggs, in 2009 it increased slightly to 7.63%. This is not a huge jump, but it still shows a gradual trend away from chicken eggs toward duck and other eggs worldwide.

Egg Production

The most common heritage breed of duck used for egg production is the Khaki Campbell duck. A well-managed Khaki Campbell duck will lay 210-220 eggs in ten months. The eggs are about 34-35 ounces per dozen (80 grams/egg) and about 15% have a greenish tint to their shell color.

Runner ducks also have a reputation for good egg production. In Asia, their continent of origin, they are still known for egg production, but since they came to North America about 80 years ago, they have been more often bred for shape and a variety of colors. There has been very little selection for egg production. Therefore, annual egg production has dropped and they are now an average egg layer.

Welsh Harlequins are another good egg-laying breed. They are the calmest duck breed we have on our farm and are rated Critical by ALBC.

How do you get excellent egg production from ducks?

- Feed them, starting at 4.5-5.5 months of age, with a well-balanced, breeder/layer feed. You cannot feed them only whole grains and expect good egg laying.
- Supplement them with light, especially when the days start to get shorter in the summer, so they get 17 hours of light a day (natural plus artificial). They should never experience shorter and shorter days, as this is nature's way of telling them to stop laying.
- Do not stress them. They like a routine and do not like changes. We try to have the same person pick up eggs in the same flocks each day so the ducks are used to that particular person. I was told once that a flock will get used to a train going by 50 yards away if it happens every day. But if something unusual happens, such as a dog barking a half

mile away, they will be stressed. They especially do not like lights moving in their building at night (such as headlights of passing cars).

Duck Egg Shells

Duck egg shells and their shell membranes are very strong. Whereas a chicken egg may leak if it has a crack, a duck egg rarely leaks. The membrane keeps the contents intact. In fact, if you are careful, you can probably break the shell of a duck egg into 1/4" size pieces and the membrane will keep it all together and it will not leak. This extra protection has evolved due to ducks laying their eggs in swampy and wet places.

The shell of a duck egg is much smoother than a chicken egg – some people describe it as waxy. Duck eggs come *continued on page 6*



Magpie, Welsh Harlequin, and Cayuga ducks enjoy playing in the sprinkler. Photo submitted for 2011 ALBC photo contest.



Help Us Celebrate 35 Years of Conservation!

Each year ALBC hosts a national conference. This year the conference returns to North Carolina. We are excited to be in our own backyard, and to share some of the great agricultural accomplishments of North Carolina. We are in the process of putting together programs and activities for this year's conference, and we welcome your input.

Our conference hotel has been selected and the hotel is already taking bookings. Be sure to visit the lodging page on our website (www.albc-usa.org) to learn more about the conference hotel and to make your reservation, or call

the Embassy Suites Raleigh-Durham/Research Triangle hotel at (919) 677-1840. We look forward to seeing you in Cary in November!

Feature Your Breed at the 2012 ALBC Conference!

Two of the most memorable highlights for attendees of the annual ALBC conference are the kick-off banquet on Friday and Networking Dinner on Saturday, which both feature heritage breed meats and products and are a perfect opportunity for attendees to learn more about rare breeds. Donating meats and products is a terrific way to showcase your favorite breed among the diverse group of foodies, farmers, scientists, and others who attend the conference while providing a tasty addition to the conference menu.

Rare breed meat and product contributors are encouraged to send business cards and flyers that can be shared with attendees during the meals. Your name and contact information will also be included in the conference packets that all attendees receive at check-in. If you are interested in contributing to ALBC's conference success and want to promote your farm or ranch through a product donation, please contact Angeliq Thompson at albc@albc-usa.org or (919) 542-5704. We look forward to hearing from you!

To be considered for the scholarship, please provide the following information to ALBC:

1. Name
2. Mailing address
3. Telephone
4. Email address
5. An essay of no more than 500 words that describes:

- Why you want to attend the conference.
- Why you are applying for the scholarship
- What your current involvement with rare breeds is
- How you will use or share with others what you learn at the conference
- How you are financing the remaining costs
- Anything else we should know about you

Please email completed applications to jberanger@albc-usa.org or mail them to PO Box 477, Pittsboro, NC 27312. ❖

The American Livestock Breeds Conservancy News

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Basic annual membership is \$35, and includes the bimonthly *ALBC News* and the annual *Breeders Directory*. We also accept unsolicited donations. All contributions are tax-deductible to the extent provided by law. Please send changes of address to ALBC.

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2012 ALBC Conference Scholarship

Through the continued generosity of the William JJ Gordon Family Foundation, the American Livestock Breeds Conservancy is pleased to once again offer scholarships to members who wish to attend the annual conference to be held in Cary, North Carolina on November 9-10, 2012. Two scholarships are available. Each scholarship covers the cost of a full conference registration, one pre-conference workshop, and up to \$800 towards travel expenses.

Qualifications

To qualify, you must:

- Be an ALBC member in good standing at the time of application;
- Require economic assistance in order to attend the conference;
- Submit an application, including a required small essay;
- Be willing to share your experiences from the conference in the form of an article for the *ALBC News*.

Application Process

Scholarship applications must be received no later than July 1st, 2012, and scholarship winners will be notified no later than August 31, 2012. Applications will be reviewed by committee and awarded based on the ALBC membership status, financial need, contributions to rare breed conservation, and potential to give back to the field.



FROM THE SCIENCE — D E S K —

Some Straight Talk on Record- Keeping

By D. P. Sponenberg

Effective rare breed conservation boils down to an array of details that can seem mundane, but neglect of any of them can completely sink even the best-thought-out conservation program.

Over the years, I have seen many instances where lax animal identification has defeated conservation. This is especially true for landrace breeds, because for many of those breeds there is no tradition of individual animal identification. In one sense, a system of identification was never necessary because owners and breeders had a fine and complete mental inventory of their herds and flocks, and a mental pedigree for each one. When a landrace breed is numerous this approach works well. When a landrace becomes rare, this approach can spell disaster when a breeder or owner is lost to debility or death. While that is blunt to the point of being rude, the sad fact is that each one of us has a brain that will one day be unavailable! Predicting that day is not always possible, so each of us should assure that our work can continue even in the absence of our brain.

Animal identification can be difficult,

especially if traditions oppose use of eartags or other individual markers. Individual identification is essential, though, if animals are to retain their identity in any situation where their owner can no longer link that specific animal to a record. Identification systems can be somewhat more lax for breeds that vary in color or other traits, because these can help identify the animals with little doubt. For breeds that are more uniform, it is all the more important to have individuals accurately identified. Over the last decade or so, two different Milking Devon herds, each with important and uniquely bred cattle, have been lost to the breed because owners neglected to identify each animal, and then suddenly died. “Some day soon” can all too often become “never,” and at that point decades of good, hard conservation work can be lost forever. Similarly, bulls of other breeds have lost their identities due to lax record keeping and animal identification by owners, and some of these potentially important animals were lost to several critically rare breeds, including Randall cattle.

It is the responsibility of each owner of rare breeds to ensure that their animals’ identities can be easily verified and validated. Animal identification needs to be obvious enough to be accomplished rapidly and easily, even (and especially) in the absence of the owner.

The best system of identification is one of an individual mark (ear tag, microchip, tattoo, brand) that identifies the animal and that also links that animal to a registration in a breed organization’s registry. The slickest system I’ve ever seen was in Venezuela where the cattle were all branded with foot-high letters and numbers for year and individual. They could be read from a quarter mile away! This is pretty drastic, but other systems can and do work. The bottom line is that some individually unique, permanent identification is safest. Linking this to registrations is best, because the information is duplicated at the registry as well as with the owner. The animal therefore retains its identity even if records (house fire?) are destroyed in one place. This is the gold standard for identification, and requires that breeders keep current on registrations, and also that breed associations fulfill their responsibilities quickly, efficiently, and accurately. The most organized breeder can easily be defeated by a slack registrar, and the best

registrar in the world can only process registrations that are submitted by breeders!

It is also wise for breeders to have a detailed list of their individual animals, including descriptions, pedigrees, and registration information. This should be in a location that is easy to find, and in a form that is easy to use. In my own goat herd the registrations on living animals are all kept together in a folder. Additionally, a current herd inventory is kept by ear-tag number that also has a short description of each goat. Goats, for those not familiar with them, do indeed lose eartags on occasion. At any one time in my herd of 100 adults, up to five may lack the numbered eartags that link the animal both to my lists as well as to their registered name. Fortunately, the goats vary in color, so that an interested outsider would be able to identify each goat, link it to a registration, and then go forward should I suddenly be unavailable.

Identification is going to vary from species to species. Horses are usually not individually marked, but often rely on peculiarities of coat color and markings to link them to a registration. That can be somewhat dangerous in breeds that do not vary much in color. Microchips and tattoos are more commonly used than brands in horses, but either can accomplish the purpose needed. Cattle vary from breed to breed, but eartags are commonly used and can be a reliable and useful tool in identifying individuals. Brands are also commonly used. Sheep and goats usually depend on ear tags, sometimes on microchips or tattoos. Swine use ear notches, tattoos, or ear tags.

Poultry can be a real problem, and this can be especially important if a breeder is doing pedigree breeding. Toe punches can help, as can coded leg bands or wing bands. In flocks that have birds of special conservation importance the identification of individuals becomes every bit as important as it is for the larger mammalian livestock, and breeders should be diligent to keep birds identified in these situations.

Individual animal identification is an essential way that breeders can assure that their years of consistent and good work are not lost. The process can seem arduous and petty, but to not identify animals is to run a real risk that the animals will be lost to conservation, and then to future generations. ❖

Softening the “Hardheads” of Your Flock

By Jeannette Beranger

As part of the ALBC Master Breeder Initiative, I had the pleasure of spending time with Gary and Sandy Sojka on their Bend-In-The-Creek Farm in rural Pennsylvania. Gary, a former President of Bucknell University as well as chair of the ALBC Board of Directors, is a recognized leader in breeding Tunis sheep. He invited me to visit and learn about his sheep and the husbandry methods he uses to manage them. Because he manages several bloodlines within his flock, Gary utilizes multiple rams during the breeding season each year. At the end of each season, he is faced with managing the potentially aggressive rams separately or finding a way to group them in a ram flock where they will remain until they are needed for the next season. The ewes are left together to birth and raise their lambs in peace, separate from the rams.

Rams can be extremely aggressive towards each other, but Gary has developed methods by which he is able to slowly introduce the males and eventually create a group that can amicably live together all summer long. The first element to creating this ram flock is recognizing when breeding season has come to an end and the rams are no longer actively breeding the ewes. At this time, the rams start to mellow in temperament. Gary also pays close attention to the wrinkled appearance on the faces of the rams. During the height of breeding

Tires divert the rams’ attention from each other to watching where they are stepping at all times and prevent them from getting a running start at each other. Photo by Sandy Sojka.



Tunis sheep on pasture at the Sojkas’ farm. Photo by Jeannette Beranger.

season, the faces will be well-wrinkled, but toward the end, many, if not all, of the wrinkles disappear as hormone production from breeding tapers off.

The first step in the actual introduction of the rams is to temporarily house them in a small pen, far from the ewes, where they are taken completely off grain and are kept on only a diet of hay. The pen is well-bedded down but has used car tires placed throughout the floor. The tires serve two purposes – they divert the rams’ attention from each other to watching where they are stepping at all times and they prevent them from getting a running start at each other. The tires do not interfere with eating, drinking, or lying down but are very effective in diverting the animals’ atten-

tion from each other. There is occasional head butting in the pen, but it is much less severe than if the rams had open ground to charge at each other. Gary may also put additional visual barriers in the pen that the rams have to walk around in order to see others on the opposite side of the barrier. This provides further distraction and allows the more submissive animals a way to get out of sight of the more aggressive individuals.

Another tactic in the process of introduction is olfactory diversion. Gary utilizes gifts of Christmas past, men’s cologne or aftershave that he amply applies to his ram flock before they get in the pen. Gary says, “The aftershave makes the rams simply not smell like rams any longer and I figure they are not particularly angry with Pierre Cardin.” The trick works and has become an important part of the introduction process.

The introduction process continues to the next step once there are several days of clearly non-aggressive behavior in the ram group. At that time, they are moved into a slightly larger pen without obstacles. If the animals remain peaceful in the larger pen for a couple of days, then as a group they are moved out on pasture where they remain until they are needed in the fall for breeding.

According to Gary, “Getting the animals out on pasture as a group is far easier to manage and keeps the rams happier and less stressed throughout the summer since they have companionship.” The deve- ➡

Prairie Heritage Turkey Numbers Increasing

By Margaret Thomson

The Ridley Bronze turkey dates back to the middle of last century when it was raised outdoors in large numbers on a farm in Leslie, Saskatchewan. When the Ridley family retired as turkey producers, the University of Saskatchewan maintained the flock for 27 years until 2008. That is when these birds really became endangered and almost disappeared.

In 2008, two batches of poults were distributed to eager breeders. Ideally, if genetic preservation had been the highest priority, all these birds would have lived to reproduce, but of course that did not happen. Many were eaten, some fell victim to predators, others were sold at auction, and very few were kept. Fortunately several breeders had obtained stock from the University before 2008, so this helped to broaden the gene pool.

In 2010, the first Ridley census took place on behalf of Rare Breeds Canada. A thorough search found only 90 breeding females. Many were very small breeding groups, pairs, or trios, and few were conveniently located for the exchange of breeding stock. By this time it was apparent that there was a niche market for these birds, based on their hardiness, fertility, placid nature, and most of all their outstanding flavour as table birds.

Clearly, it was important to save this genetically interesting strain of turkey, both for its value as part of Canada's heritage and its potential for the creation of future breeds as market needs change

lopment of a ram herd takes time and attention to ram behavior and flock dynamic. However, in the end, it can be a useful tool when managing multiple bloodlines within your sheep flock. ❖

Jeannette Beranger can be reached at jberanger@albc-usa.org or at (919) 542-5704. For more information about Tunis sheep, contact Tammi Serafin at the National Tunis Sheep Registry, 15603 173rd Avenue, Milo, IA 50166, (641) 942-6402, trail2win@msn.com, www.tunissheep.org.



Ridley Bronze turkey owned by George Whitney of Renfrew, ON. Photo by Valerie Michaud, courtesy of Margaret Thomson.

over time. Several breeders got together to form an Internet group that would simplify communication between breeders, and would provide mentoring to new breeders. The group has now been going for two years and the number of breeding birds has more than doubled.

A repeat survey just completed in February 2012 has counted 225 breeding females. This is good news, but so too is the size of the flocks. Several breeders have more than ten hens. Last time, very few had over five. The comments made by respondents are also encouraging. Restaurants recognize the Ridley Bronze as a

gourmet item, worthy of inclusion on the menus of exclusive restaurants. The cost of course is far higher than for a modern commercial turkey which is ready to eat in three to four months. The Ridley Bronze takes at least six months to reach market weight and is better at seven or eight months.

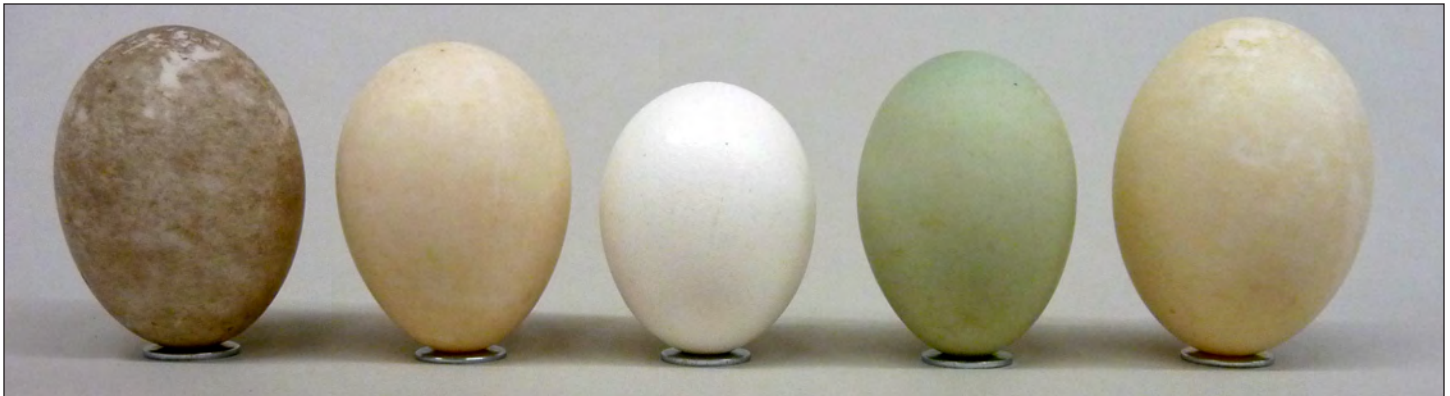
This means that marketing the meat is a challenge. Why would the public ever want to pay double the usual price for a turkey? Once they have tasted one, most customers will want to be on the waiting list for next time. Marketing the birds to farmers as a free-range bug control method is not so hard. They can also serve as guard birds, alerting their owner vocally to anything out of the ordinary, such as human or wildlife visitors.

Even with this gratifying increase in numbers, the Ridley Bronze turkey is not exactly home free. Even members of the group have trouble replacing lost birds or correcting the gender imbalances so common when eggs hatch. Is it worth driving eight hours each way for a new hen? Should a breeder wait another year and hatch more eggs to create a useful flock? Until there is more than one breeder in each province who can supply eggs and poults to meet local needs, the Ridley Bronze turkey could easily fall out of sight again and become extinct. ❖

Margaret Thomson owns Windrush Farm on Salt Spring Island, British Columbia, and is the Turkey Coordinator for Rare Breeds Canada. She oversaw the turkey censuses referenced in this article. Margaret can be contacted at windrush@telus.net.



Ridley Bronze turkeys owned by George Whitney of Renfrew, ON. Photo by Valerie Michaud, courtesy of Margaret Thomson.



The Advantages of Ducks and Their Eggs

Continued from page 1

in three colors: white, blue/green, and gray/black. Most eggs are white but many breeds lay 5 to 25 percent blue/green eggs. The Cayuga, an all-black duck, oftentimes lays a black egg early in the season, but as time progresses, the shell becomes lighter and lighter until many are white.

Qualities of Duck Eggs

Duck eggs have higher nutrient levels than chicken eggs. The USDA has a complete breakdown of duck egg qualities. Duck eggs have higher levels in seven of eight minerals, seven of nine vitamins and eleven of eighteen amino acids analyzed. Duck eggs have higher levels of protein, energy, lipids, carbohydrates and ash. The only thing that chicken eggs have more of is....water.

It is also interesting that many people who are allergic to chicken eggs can eat duck eggs. We ship duck eggs throughout the United States on a regular basis to people that use duck eggs exclusively in their cooking because they are allergic to chicken eggs. They freeze the eggs and then thaw them as needed.

Whenever anyone wants to study duck egg qualities, they invariably come upon research done by the University of Nebraska in the early 1950s with Khaki Campbell ducks. The bottom line was that duck eggs stored better for longer periods

of time and there was very little taste difference between the two eggs. This may be associated with the thicker shells and egg membranes.

How to Use Duck Eggs

Duck eggs have a reputation of being excellent for baking. One of the quotes taken from the Nebraska research paper was particularly interesting. "The cakes made with duck egg whites were noticeably whiter than those made with chicken egg whites because of the almost complete absence of riboflavin in the [chicken egg] whites."

Duck eggs can be used wherever chicken eggs are used in cooking. Keep in mind, however, that duck eggs are larger than chicken eggs. An average duck egg is 25 to 30 percent bigger than an Extra-Large chicken egg.

Duck egg whites do not fluff very well on their own, but if you add a tablespoon of lemon juice for every 3/4 cup of egg whites, the whites fluff very well. An alternative is to add cream of tartar to reduce the pH. It also helps to have the eggs at room temperature when you whip them.



A flock of Runner ducks at Metzger Farm.

Eggs pictured from left to right: Cayuga, Khaki Campbell, Large Chicken, Runner, Pekin. Photo by John Metzger.

Duck eggs are very popular in England and there are several large producers there that sell duck eggs exclusively. I have traveled in England and duck eggs are sold alongside chicken eggs in some large grocery stores such as Safeway. For some English recipes for duck eggs, visit www.duckeggs.co.uk/eggs.htm or www.water-cresslane.co.uk/recipes/.

The country with the highest per capita use of duck eggs is Thailand where each person uses an average of 67 duck eggs per year! China is next at 41 duck eggs. Besides using them fresh, the Chinese have three special preparations of duck eggs:

- **Salted:** Fresh duck eggs are put in a salt brine or in a salt/clay mud mix. Within several weeks, the salt has permeated the eggs through the shell, white, and into the center of the yolk. The yolk turns hard and you can squeeze oil out of the yolk prior to boiling. Salted eggs are used as condiments on vegetables and other dishes. The salted duck egg

yolk is also used in the Chinese Moon Cake pastries.

- **Century or Thousand Year:** These eggs are preserved by using a strong alkaline solution to increase their pH. Both the white and yolk turn a deep emerald color.

- **Balut:** These are fertile eggs that have been incubated for 17-19 days and are boiled. They are considered highly nutritious and an aphrodisiac by some.

How to Manage Ducks

The biggest difference between ducks and chickens is their use of water. For chickens,

water is only a nutrient. For ducks it is also a place to play, to clean, to look for food, and to keep cool. Unless you take extra precautions, ducks will quickly turn a dry pen into a wet pen.

It is a common misconception that ducks need swimming water. They enjoy it but it is not a requirement for their health. Some also believe that ducks have to have water in which to wash their head and bill. We have found this is also not necessary. However, ducks do enjoy water and will stay much prettier with bathing water. Give them a bucket of water twice a week or a kiddie pool once a week. With this they can clean up and it is less of a mess for you.

The easiest way to keep a duck pen dry is to put some type of wire or plastic flooring around their waterers. Under this floor you can dig a pit or have a cement lined container that can be periodically cleaned. When water is spilled, it will go through the floor and out of reach of their mud-making bills. This nutrient-rich water can be used to keep your compost moist.

In a blog post I listed a variety of manufacturers of wire and plastic flooring. Try any of these products and your pen will remain much drier. (<http://metzerfarms.blogspot.com/2011/09/sources-of-poultry-flooring.html>)

Ducks don't scratch. This may be easier on your garden, but scratching chickens do an excellent job of fluffing and turning their bedding. Ducks just walk on it and occasionally poke a bill in their bedding to look for a snack. Because of this you may need to turn and mix your ducks' bedding or add bedding on a more regular basis than for chickens.

If your feed store offers a waterfowl feed, you are lucky. If they don't, the use of chicken or game bird feed is fine. It is important that the feed be in the form of a pellet or crumble. These are much easier for a duck to eat than a mash. If ducks are fed mash, they will usually take a mouthful to their water and swish it around to make it easier swallowing. The problem is that much of the mash is wasted as it ends up in the bottom of their waterer.

Most ducks lay their eggs in the early morning. They start about two hours before sunrise and normally finish an hour after sunrise. The advantage of this is that they will lay

most of their eggs before you let them out in the morning, making collection easier. Some people feel it is a disadvantage if you have a very cold climate as the eggs have a greater chance of freezing if laid in the early morning hours. In cold climates, factor this into planning the location of nest boxes.

Ducks have a strong flocking instinct which makes it easier to herd them to a new pen or train them to come in at night. In fact, trainers of competitive sheep dogs often train their pups on a small flock of ducks as the ducks flock much like sheep.

Housing is very simple for ducks. All you need is protection from severe weather. Most of the time they will be out in the rain and snow and sleet instead of inside. They like to explore in any weather as they never know when they might find something good to eat!

The last thing to remember is that unless you have Muscovy or Mallards, your ducks will not fly. All activity will be at ground level. You don't need elevated nests or perches. For nests, they just want something that is private and safe. A nest about 14"x14" with three walls about 16" high and a 1"x4" in front to keep in the bedding and you will have a perfect nest. Or use some tires or boxes. Fill them with straw, wood shavings or other bedding and they will be very happy.



Pekin ducks (not a rare breed) on pasture at Metzer Farms. Photo by Jeannette Beranger.

Where Can I Get Duck Eggs To Try?

- Check the ALBC Breeders and Products Directory at www.albc-usa.org.
- Phone the person in charge of the poultry show at your local fair and ask who has ducks.
- Stop at your nearest Asian food market and see if there are any local farms that sell them duck eggs.
- Inquire at your local farmers' market.
- Visit our website (www.metzerfarms.com/EggSales.cfm) where we list our customers that sell fresh duck eggs. Maybe one is near you!

Where Can I Get Some Ducks?

Don't take the first cute duckling that comes along. Determine the breeds and sexes you want and then find someone that can provide these. As with all heritage breeds, if you are purchasing breeding stock, first educate yourself about the breed and then ask lots of questions of the sellers to make sure you obtain quality stock.

- Use your ALBC Breeders Directory or the online directory at www.albc-usa.org/breaddir/.
- Check out mail order hatcheries that sell ducklings. You can find them online or in the classifieds of many agriculture/small farm/poultry hobby magazines. Most hatcheries have very small minimums so you don't have to get more than you want.
- Visit your local feed store. Many either stock ducklings in the spring or can order them for you.

You won't be disappointed in your ducks. They are very hardy and should live for many years supplying you with delicious eggs. There are a wide variety of duck breeds with many different sizes, colors, and characteristics, but what we hear about the most from our customers is their ducks' entertaining personalities and backyard activities. ❖

John Metzer is the owner of Metzer Farms, a family owned and operated farm in Gonzales, California, specializing in ducks, geese, and game birds. John has a degree in animal science from the University of California at Davis and currently serves on the ALBC Board of Directors. He can be reached at metzer@metzerfarms.com.

Confessions of a Capitalist

A Heritage Breed is the Backbone of our Business

By Yvonne Zweede-Tucker

Wouldn't life be wonderful if everything worked very smoothly and went well? If our livestock joyfully got pregnant, birthed their young, and raised their offspring with no assistance needed (or tolerated) from humans? After all, that's what animals do when humans don't interfere with Nature's plans. All animals' first priority is survival, and their second is reproduction (for survival of the species). Period. They don't have a third priority.

Developing muscle mass beyond what is necessary to survive and reproduce is not on an animal's "to-do" list. However, producers and consumers like higher yields, which mean more available products or food. The result is that we (farmers) often end up selecting food animals based on "bone-out yield." The competitive nature within leads us to join the race to produce "bigger and better" animals without giving much consideration to what we are racing toward or the true genetic implications of selecting for such tightly focused characteristics. Luckily, not all farmers have joined the race to outcompete their neighbor by raising "improved" animals. In fact, some of us have a genetic



A herd of does at Smoke Ridge, owned by Craig Tucker and Yvonne Zweede-Tucker.

heritage for frugality, and started raising animals (in my case, meat goats) before the "improved" breeds were even available in North America. It is these primitive or heritage breeds that taught me in my early experiences with meat goats the exceptional efficiency of these animals, who, when life is tough, survive. When life is good, they survive quite well and reproduce with abandon.

To ensure that our meat goat herd continues to be tough and hardy, my husband (who only occasionally *likes* my genetic heritage for frugality) and I make sure that at least one-quarter of our breeding does are pure Spanish. By using selected bucks on the Spanish and composite-breed does, we are able to determine what mixture produces the best animals to achieve our objectives and thrive in our environment and management system. I'd suggest that anyone wanting to make a living with

meat goats do the same thing. It's essential that your goats survive and thrive in your system, and they must "meat" your objectives – whether those objectives are meat, fiber, brush clearing, or many other uses.

One of the most common questions we get regarding our goats is: "How do you know what goat has what genetic makeup and thus decide how she should be bred this year?" Each of our goats is ear-

tagged on the day of its birth, and tracked on a computerized spreadsheet. On the day of each kid's birth, we know exactly which goat is the mother of the kid ("ouch, goat, quit biting me!") and therefore who the sire is, based on the breeding group the doe was in five months prior. Tracking like this allows for careful selection, letting you increase your profitability once you know what genetic combinations produce offspring that "fit" within your system and business goals.

Our breeding groups combine one buck with 75 does for 3-1/2 weeks, after which the bucks are removed, and all does are put back in a larger group with a single "clean up" buck whose few offspring will be easy to identify in the final week of kidding (such as by the silvery-white coat color of kids typically produced by a Savanna buck). The "clean up" buck is another way for us to ensure financial gain, because if a doe isn't having babies, she isn't contributing to the bottom line. While the "clean up" buck's offspring may not be pure bred, at least we can realize some profit from the composite offspring. So far, no buck has ever complained about the workload. With over 300 breeding does, ear tagging allows us to keep detailed records, and we are able to track the sale weights of market animals compared to the costs that the kids' dams incurred to produce them. These records tell us which goats are the backbone of our business through the production of highly desirable offspring and which goats should be supporting us by nourishing consumers.

Up until the past few years, when people called to ask about meat goats they often sounded almost as though they pitied us when I told them that the core of our goats' genetics were Spanish and that



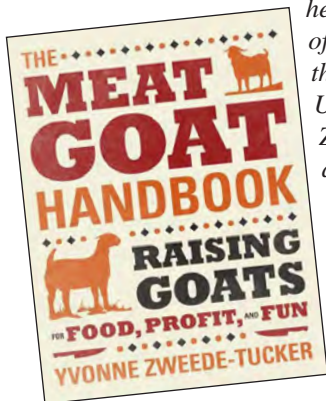
A Spanish buck owned by ALBC member Gurney Davis.

many were pure Spanish. Luckily, I'm not overly sensitive to other people's opinions. What I find so interesting (and just the *tiniest* bit gratifying) is that in recent years, meat goat breeders and producers have started to realize that no matter how enjoyable their animals, they would be even nicer if the animals needed a bit less human care and assistance. People are finding this self-sufficiency in heritage breeds and are looking to current heritage breeders for genetics. This realization is both a benefit to conservation and to the breeder wanting to sell additional breeding stock. No longer do I hear *any* pity in the caller's voice about the fact that we have Spanish goats. More often than not I hear sheer excitement and desire to find out if, *just maybe* , we might have some for sale!

The reality is that, especially in today's shifting agricultural world, there is strong and rising demand for goat meat, and meat goats can be profitable. To make them profitable you have to be diligent with selection, keep good records, and utilize the best innate characteristics of the breeds you choose to work with. Meat goats naturally select brush and weeds to eat and thus are great complementary grazers with cattle and horses. They also have great appeal to consumers who are searching for chevon (healthy, delicious goat meat) to eat. Whether you define success as economic, environmental, emotional, or any combination of the three, meat goats can help you get there. The time-tested genetics found in heritage breeds are needed for the present as well as for the future. ❖

Yvonne Zweede-Tucker owns and operates Smoke Ridge in Montana with her husband, Craig Tucker. Zweede-Tucker is author of the recently published The Meat Goat Handbook (Voyageur Press, 223 pages, 295 color photographs), which details how to raise meat goats for food, profit, and fun. The book features many

heritage breeds of meats goats throughout the U.S. Contact Zweede-Tucker at smokeridge@3rivers.net.



Champions of Change

On Thursday, April 12, 2012, ALBC members Chad and Jodi Ray of Ray Family Farms in Louisburg, North Carolina, were two of eight individuals honored at the White House as Champions of Change for demonstrating that corporate environmental leadership make sense, both for business and for American communities.

"Cutting waste, reducing energy use and operating more sustainably translates to less pollution and lower utility bills for businesses across the country," said Nancy Sutley, Chair of the White House Council on Environmental Quality. "The leaders we've selected as Champions of Change are proving that sustainable practices work for a company's bottom line, and work for the health of American communities."

The Champions of Change program was created as a part of President Obama's Winning the Future initiative. Each week, a different sector is highlighted and groups of Champions, ranging from educators to entrepreneurs to community leaders, are recognized for the work they are doing to serve and strengthen their communities.

Chad and Jodi Ray are a husband-and-wife team who launched a sustainable farm venture to provide safe, delicious, and affordable food in the Raleigh, North Carolina, area. They have committed to environmental stewardship throughout their business, whether in farming, construction, or educating all age groups about the importance of animal welfare, heritage livestock breeds, and environmental stewardship. They believe in the triple bottom line of people, planet, and profit, and that long-term economic vitality starts with a commitment to our world's natural resources.

The Rays raise heritage hogs, cattle, horses, and chickens. To learn more about Ray Family Farms, visit their website at www.rayfamilyfarms.com or contact Chad at chad@rayfamilyfarms.com.



Chad Ray educates visitors about his farm at Ray Family Farms' Spring Farm'n' Learn event. Photo from Ray Family Farms' website.

Coming soon!

The Rare Breed, Breeders, and Products Directory is in production and will be mailed out this summer.



Old-Fashioned Marketing to the New Age Consumer

By Jennifer Kendall

In the age of the Internet and social media, many small farmers may feel overwhelmed when it comes to marketing their products. In other cases, many farmers are putting the cart before the horse, and are jumping head-first into digital marketing without a good strategy or brand in place. While the Internet and social media are great tools for marketing your farm, there are some key marketing elements that every farmer must put in place BEFORE venturing into the realm of websites, Facebook, Twitter, and more. These elements are simple – and this article will show you how some good old-fashioned marketing can go a long way in reaching the modern consumer.

Before diving head first into the marketing basics, it's important to understand exactly what *marketing* means. The dictionary defines marketing as “the process or technique of promoting, selling, and distributing a product or service.” Marketing is a process, just like raising heritage breeds or planting crops is a process. You'll learn what works for you and your farm throughout the process. Also, marketing involves technique and each farmer's technique or approach to marketing may be different. Essentially, marketing is anything that helps you (the farmer) to get your products into the hands of the consumer.

Traditionally, marketing was the simple act of loading the wagon and going to the market to sell your goods; it was a basic supply and demand system of doing business. That was nice and simple for a very brief time, but as supply began to outgrow demand, competition arose in the marketplace. Vendors began to “hawk” or “pitch” their goods and services to outcompete one another. At this point, marketing as a strategic tool emerged. The agricultural landscape also changed. Before refrigerated trucks and large-scale chain stores, people were very local in their buying



tendencies. As technology and large scale production crept in, it made it harder for the small farmer to compete and consumers no longer turned to the local farmer for meat or produce. Today it's not as simple as packing the wagon and going to market; you must do a lot more to sell your products. In effect, you must “sell” the customer on your product before you sell the product to the customer. You must differentiate yourself, your farm, and your products... all while making a profit.

In many small farm marketing success stories, four very basic marketing principles emerge that can help lay the framework for all of your marketing efforts.

Know Your Product

One of the most critical elements of marketing is knowing your product. If you don't know your product, who will? Educate yourself about your product, breed, or service. If your product is edible – you should know what it tastes like and how to cook it. If you work with a certain breed, educate yourself about the history and details associated with the breed. Look to others to help provide education. For example, send samples of your meat to a local chef and ask his opinions and advice about your product. You don't want to develop a one-sided view of your products. Feedback from customers and friends can allow you to talk with confidence about what it is that people like about your product. Knowing your product is an evolving process. As you tweak your product selections, you must re-learn your product. Be an expert in what you offer and know why your product is special! You can't be a salesman if you don't know what you are selling.

Know Your Customers

Once you know your product, you need to spend a lot of time listening to your customers or potential customers. Who are you talking or selling to? What are they like? What appeals to them? What are their expectations? If you are marketing regionally or locally, utilize city, county, or state websites to find out demographics about your market area. These demographic profiles can provide insights into your current customer base and may also give ideas for expanding into new markets.

Knowing your customer is about listening and observing. If you have regular customers, engage them in conversation and learn as much as you can about their motivations. If you don't have customers yet, go to a farmers' market and ask people what they are looking for and why they attend the market. You can break into new markets and acquire new customers by doing research on the segment of people you want to reach – foodies, retirees, moms, hospitals, health conscious folks, etc. The Internet can help you to research demographics and motivations associated with specific groups. Pay attention to customer demands and market trends. If your customers are providing suggestions or asking for specific items, take their feedback seriously. You want to know your customers, and you want to also keep them happy!

Know Your Competitors

Just as important as knowing your customers is knowing your competitors. Who are your competitors? They may be



A sign outside of Harvest Moon Grille in Charlotte, NC advertises local and sustainable food.

other farmers or producers, but they also may be grocery stores or big-box retailers. Know what products your competitors offer, and understand how their products are different from yours. If you are just getting started with the marketing end of your business, you might want to examine what your competitors are offering and structure your product offerings so that they don't compete. For example, if three farms in your area sell heritage chicken eggs, maybe you should consider raising heritage ducks and selling heritage duck eggs at a premium price. Sometimes farmers and producers that you think of as competitors can be potential partners. Once you know what your competitors offer, work together with them to combine products in a combo package that appeals to one-stop shoppers, or combine similar products to sell to restaurants and retailers that need a steady supply.

Competitors are also any obstacles that may prevent people from buying from you. For example, some people have the preconceived notion that grass-fed beef is not as tender as grain-fed. You are competing here against an established mindset. Your branding and marketing strategies may have to address some of these intrinsic ways of thinking.



Develop Your Brand

After you've considered what you are selling, who you are talking to, and who or what you are competing against, you'll need to develop your brand. Your brand is what is going to set your farm apart from your competitors and make customers choose you! Branding is simply a fancy way of saying "telling your story."

Historically, branding began as a way to tell one person's cattle from another by means of a hot iron stamp on the hide. For farmers today, the word "brand" has evolved to encompass their identity, or what sets them and their farm apart. A brand is the emotional connection customers hold in relation to the services and

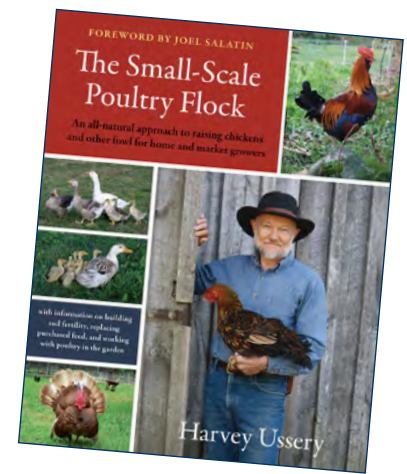
products you offer. The brand is the sum total of all the interactions, experiences, and perceptions that a person has with you, your products, and your farm. Your brand is what you say and what you don't say. It's the voice that answers the phone when a customer calls, it's the interactions at the farmer's market or local fair, and it's the content on your website. *Everything* you do shapes your brand. On the other hand, keep in mind that brands are not always positive. People can have negative experiences with a brand.

When you are thinking about "branding" or "telling your story," think about your farm as a person. What kind of personality does it have? Is it fun-loving? Is it a serious working farm? Try to think about your products in the same way. At the end of the day, you are telling YOUR STORY, but you want your story to be in line with what others think and say about your products and farm. Always be thinking about what sets you apart or makes you unique.

Branding Tips

- Tell the story of your farm, your animals, the products... and yourself.
- Tell your story frequently in words and in pictures. A picture is worth a thousand words.
- Make sure you are in the pictures you are sharing! People want to see the farmer. Have someone else take pictures of you with the animals.
- Tell your story, your way. Customers connect with people, so include yourself as part of your story. For example, people want to know why you got into farming. They want to know where you grew up. They want to know the names of your animals and the goals or challenges you have on the farm. Share these details and help paint a picture of yourself and your farm.

Whether your goal is to market your products locally or globally, a solid foundation in these marketing fundamentals is essential. Before you jump onto Facebook, or put up signs, or build a website – you'll get more "bang for your buck" if you spend some time learning your products, listening to your customers, understanding your competition, and building your brand. Yes, it's easy to succumb to the lure of the digital age, but take some time to understand good old-fashioned marketing techniques and you'll reach the new age consumer in a much more impactful way. ❖



New Book Added to the ALBC Store

The Small Scale Poultry Flock, by Harvey Ussery, is the most comprehensive and definitive guide to date on raising all-natural poultry, for homesteaders or farmers. *The Small-Scale Poultry Flock* offers a practical and integrative model for working with chickens and other domestic fowl, based entirely on natural systems. Learn about making your own feed, how to breed and brood the flock, putting poultry to work, and butchering techniques. Soft cover, 395 pages, full color, photographs throughout. Price: \$39.95.

Purchase this book, as well as many others in the ALBC Store located on the website, www.albc-usa.org. Books and other items can also be purchased by calling (919) 542-5704 or by mail: ALBC Store, PO Box 477, Pittsboro, NC 27312.

Photo Contest 2012

Have some good pictures of rare breeds that you would like to share? Participate in this year's ALBC Member Photo Contest. Please submit photos to rwalker@albc-usa.org.

ALBC prefers digital files in a high-resolution format. However, mailed prints will be accepted. Mail to ALBC, PO Box 477, Pittsboro, NC 27312.

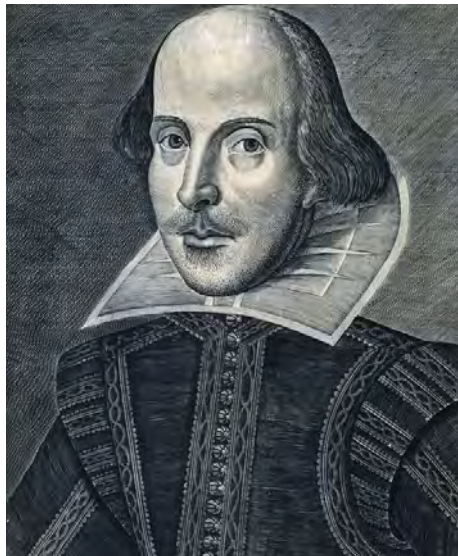
Photos must be received by September 14. Prizes will be awarded for first, second, and third place. Contest winners will be announced at the Annual Conference in November. Submission gives ALBC permission to use the photos to support conservation efforts. Mailed images will not be returned.

The Bard and the Breeds

By Katie Walker

Arguably the greatest English poet and playwright of all time, William Shakespeare was born on or near April 23, 1564, and his birthday is a time of celebrating the Bard's literary achievements. Although scholars and lovers of Shakespeare's works recently celebrated this date around the globe, members of the American Livestock Breeds Conservancy also have reason to note Shakespeare's influence on culture. What does Shakespeare have to do with rare breeds? Shakespeare lived in a culture in which many people's livelihoods depended on cattle, equines, poultry, goats, and sheep. Interestingly, many of the breeds that Shakespeare would have known are now among our heritage breeds! Sheep and cattle in particular were so entwined in Shakespeare's life that his plays and other texts from the seventeenth century abound in references to them.

Shakespeare's father, John Shakespeare, was a glover, which means that he needed sheep and cattle for the leather of his fine-quality gloves. John Shakespeare was also a whittawer, or someone who made saddles and harnesses. Thus, Shakespeare would have grown up helping his father select and utilize livestock for his family's well-being. English diet and medicines also consisted of many dishes or recipes made with products from animals now recognized as rare breeds. One medicinal recipe from the work *The Queen's Closet*, a work often reprinted in the seventeenth century, calls for "a bottle of new milk from a red cow" to be mixed with cur-



Portrait of William Shakespeare from the title page of Shakespeare's 1623 first folio.

rants, raisins, figs, and spearmint to cure consumption, or what we now recognize as the disease tuberculosis. Most likely, this "red cow" refers to Devon cattle (what we now call the Milking Devon), which were present in England when Roman soldiers invaded in 55 BC and were brought to America in 1623. The availability of these cattle near the ports of departure from England to the Americas made this a favored breed for transport. Devon cattle were praised for their hardiness and practicality. Perhaps this breed was used in medical recipes as a way to make an ill body "hearty" as well. Devons were especially well regarded as the quickest and most active oxen in the British Isles, and are still known as excellent oxen today. Shakespeare likely ate meat from Devons, and would have used these cattle for leather, medicine, and transport.

Shakespeare's plays and poems have numerous examples of sheep-coting, sheep-shearing, and land enclosure. In the play *The Winter's Tale*, the beautiful princess Perdita, who has been secretly raised as a shepherdess, takes part in the community gathering for a sheep-shearing festival, emphasizing the importance of shared collaboration in an agrarian culture. A shepherd welcomes his neighbors by saying, "Come on, and bid us welcome to your sheepshearing, as your good flack shall prosper" (4.4.68-70) indicating that all aspects of sheep-raising and the production of wool and meat for the community were an integral component of their daily lives. Perhaps Shakespeare was thinking of the Cotswold sheep, which was

a popular and well-praised breed during Shakespeare's time. Samuel Clarke, author of the 1657 book *A Geographical Description of all the Countries in the Known World*, describes the profitability and popularity of this breed: "The wooll of England is excellent fine, especially that of Cotswold in Gloucester shire." Clarke goes on to describe how King Edward IV gave some of these sheep to the King of Castile in 1465, thus demonstrating how valuable these sheep were as gifts between English and Spanish kings. Unfortunately, Cotswold sheep are now endangered in Great Britain as well as the United States.

Although Shakespeare does not mention specific breeds of sheep, his contemporaries did. So important were sheep to people in the sixteenth and seventeenth centuries that poems and images conveyed to readers the centrality of this animal for English life and culture. In 1624, John Taylor published a pamphlet with the rather lengthy title *Taylor's Pastoral: Being Both Historically and Satyrically: Or the Noble Antiquities of Shepherds, with the Profitable Use of Sheepe*, that clearly shows how central sheep were to sixteenth and seventeenth century culture. The image on the title page to Taylor's work shows two happy shepherds in traditional seventeenth century clothing. In the background, the sheep are huddled together and occupy the center of the image. Taylor praises the nobility of sheep by noting all the parts of the animals' production and uses, including their intestines to make musical instruments, their dung for fertilizer, their horns as antidotes to poison, and their leather, which makes "Purses, Powches, Laces, Strings, Gloues, Points, Booke-Couers, and ten thousand things." And certainly, Shakespeare's early life was spent making some of these thousands of things, which may be the reason why gloves appear so often in Shakespeare's work. An arrogant soldier in Shakespeare's play *Henry V* wears a glove in his hat in order to challenge a foe that he had previously met. Williams, the soldier, says "An't please your majesty, a rascal that swaggered with me last night; who, if alive and ever dare to challenge this glove, I have sworn to take him a box o' th' ear: or if I can see my glove in his cap, which he swore, as he was a soldier, he would wear if alive, I will strike it out soundly" (4.7). The ridiculous soldier carries around a familiar object in seventeenth century

Life Members

ALBC would like to give a special thanks to our newest life members who have chosen this way of supporting ALBC and its conservation programs. For more information on becoming a life member, please contact Ryan Walker at (919) 542-5704, ext. 109, or rwalker@albc-usa.org.

Ann Staples
Huntsville, Texas
Cheryl Hershberger
Nappanee, IN



Cover image from the 1624 pamphlet *Taylor's Pastoral: Being Both Historical and Satyricall: Or the Noble Antiquities of Shepherds, with the Profitable Use of Sheepe*.

England, and those in Shakespeare's audiences would have recognized the glove and associated it with the sheep from which it came, perhaps thinking of the Cotswold sheep or other heritage breeds.

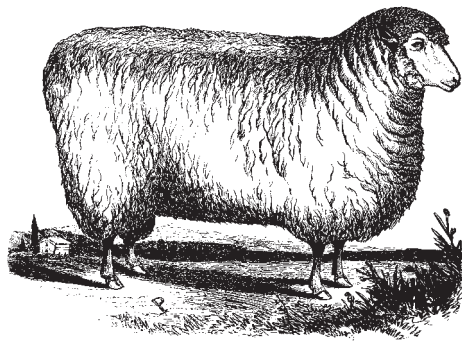
Before Shakespeare's day, the Anglo-Saxons and their ancestors wrote of rare breeds, including the Exmoor pony. A Latin manuscript from 1085, known as *The Domesday Book* (or *Doomsday*), discusses the Exmoor pony, calling them "unbroken mares" (*equae indomitae*), and mentions at least 104 of them that were roaming the English countryside in the eleventh century. Another heritage breed that was developed during the Roman or the Anglo-Saxon period was Ancient White Park cattle. White cattle were brought by the Romans to England in 43 AD. When the Romans evacuated the country in 410 AD, they set the breed free in the woodlands of medieval England. In 1225, King Henry III granted a charter giving the Baron Ferrers the right to once again enclose this breed in Chartley Park, which was completed in 1248. From this feral population, Ancient White Park cattle originated, and the Kings of England historically hunted these cattle for sport. Shakespeare might not only have seen this breed in enclosures and on farms, but perhaps even roaming in one of five large "deer parks." Ancient White Park cattle retain their wild temperament to this day.

Shakespeare seems to have felt pity for inhumane butchering practices, for in

Henry IV, Part II, he describes the death of a young calf in striking terms:

And as the butcher takes away the calf
And binds the wretch, and beats it
when it strays,
Bearing it to the bloody slaughterhouse,
Even so remorseless have they borne
him hence (3.1)

These lines refer to the death of the character Gloucester, but the imagery recalls a scene that most of Shakespeare's audience would have immediately recognized as familiar. The calf is bound and then beaten, and Shakespeare's language here evokes the painful slaughtering that took place when a young calf (considered a delicacy then as it is now) was led to be butchered for a meal. But Shakespeare also expresses a more negative view of cattle, as when in his play *As You Like It* the disguised Rosalind (who is dressed as



The Cotswold sheep has lustrous fleece and was a very important wool breed in the Medieval and Tudor period.

a man named Ganymede) criticizes people for changeable emotions, noting that "boys and women are for the most part cattle of this colour" (3.2), or fickle victims to quick changes in attitudes and feelings. In this case, young boys and women are compared to cattle, not because they are docile, but because they cannot control their emotions and waver between extremes in passion. Some of the cattle, such as the Ancient White Parks that Shakespeare may have seen, livestock that made him both pity and at the same time criticize their behaviors, would have been what we now recognize as heritage breeds.

Today, the Shakespeare Birth Trust, which is responsible for maintaining Shakespeare's home in Stratford-upon-Avon, raises a herd of Cotswold sheep at Mary Arden's farm. Mary Arden was Shakespeare's mother, and Shakespeare may have heard stories of the behaviors and uses of these and other heritage breeds from his mother's tales of her childhood. One can imagine Shakespeare also visiting his mother's family farm to see these breeds in their enclosed pastures or even roaming the English countryside in certain areas that were not influenced by the controversial enclosure acts of the period. The Shakespeare Birth Trust website describes the background behind this heritage breed: "The Cotswold sheep have lustrous fleeces and were a very important wool breed in the Medieval and Tudor period" (www.shakespeare.org.uk). Today, visitors can see rare breeds on a Tudor farm that Shakespeare certainly knew quite well. We can guess that he also knew rare breeds before they were considered rare, for Shakespeare's life was full of interactions with and references to cattle, sheep, goats, horses, ponies, and poultry. Shakespeare's *Hamlet* describes humans as "the paragons of animals" (2.2), but he nonetheless recognized the importance of animals, particularly livestock, to sixteenth and seventeenth century society. ❖

Katie Walker is a doctoral student in the University of North Carolina at Chapel Hill English and Comparative Literature Department, where she studies Shakespearean drama. Katie's research focuses on early modern medicine and the body. She is the wife of ALBC staff member Ryan Walker, whom she drags to many Shakespearean performances around the globe! Katie can be reached at walkerkn@email.unc.edu.

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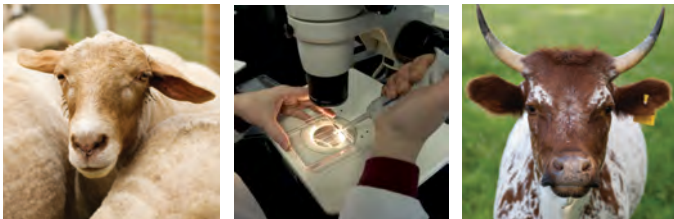
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See the ALBC website for a more extensive list of events. ALBC encourages event organizers to submit events related to conservation, farming, sustainability, rare breeds, and more to the ALBC Calendar. Send your submission to editor@albc-usa.org or mail to PO Box 477, Pittsboro, NC 27312.

May

May 20 – The Garfield Farm Museum’s 26th Annual Rare Breed Show will take place five miles west of Geneva, IL. This show stresses the importance of genetic diversity through animals exhibited by breeders from ALBC. For more information, visit www.garfieldfarm.org, email info@garfieldfarm.org, or call (630) 584-8485.

May 29 – Mt. Bruce Station’s Annual Spring Fiber Day will be held in Romeo, MI. Spend a day in the country and learn how you can also be part of this heritage of the land and fibers and help pass it along to others and future generations. Visit www.sheepstuff.com, email uhlianuk@sheepstuff.com, or call (810) 798-2568 for more information.

June

June 2 – The SVF Foundation Annual Visitors Day will take place in Newport, RI. The SVF Foundation’s mission is the

cryopreservation of endangered breeds of livestock. The public is invited to meet with SVF staff, veterinarians, and scientific advisors at the historic Swiss Village. Along with a self-guided tour of the historic architecture and rare breed displays, scientists will be offering liquid nitrogen demonstrations and in-depth explanations of the science behind cryopreservation and the need for genetic diversity in agriculture. For more information, visit www.svffoundation.org, call (401) 848-7229, or e-mail info@svffoundation.org.

June 2-3 – The Mother Earth News Fair will be held in Puyallup, WA. This family-oriented sustainable lifestyle event features dozens of practical, hands-on demonstrations and workshops on everything from beekeeping to using solar electricity. Visit www.motherearthnews.com/fair for more information.

June 14-16 – The American Highland Cattle Association National Convention will be held in Bloomington-Normal, IL. Visit www.highlandcattleusa.org, email info@highlandcattleusa.org, or contact Dean Adams for more information at (217) 935-2044.

June 22-24 – The Black Welsh Mountain Gathering will be held at the Lane County Fairgrounds in Eugene, OR. Visit www.blacksheepgathering.org for more information.

July

July 7-14 – The American Dairy Goat Association National Show will be held

at The Ranch – Larimer County Fairgrounds in Loveland, CO. For more information, contact ADGA at PO Box 865 Spindale, NC 28160, (828) 286-3801, or adga@adga.org, or visit www.adga.org.

July 27-28 – The Florida Small Farms and Alternative Enterprises Conference will be held in Kissimmee, FL. For more information, contact Mandy Stage at (352) 392-5930 or mstage@ufl.edu or visit <http://smallfarms.ifas.ufl.edu>.



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