

# Ayrshire Association To Hold Electronic Sale

BRATTLEBORO, Vt. — On April 23, the Ayrshire Breeder's Association is to host its annual national consignment sale in Portland, Maine . . . with no cattle or embryos in the ballroom facilities.

In late December, the Ayrshire board of director's executive committee enthusiastically endorsed the "electronic sale" idea.

"The electronic sale," explained Jill Stahl, program coordinator for the Ayrshire Breeders Association, "simply means that the animals will be represented electronically. Buyers will be able to view the animals' pedigree, photos and/or videotapes. However, the animals themselves will not have the stress of traveling to the sale, being sold and then traveling to their new home."

National sale coordinator Doug Murray said he believes the sale will attract quality cattle.

"We can now attract the best animals from around the nation,"

he explained. "Consignors will benefit since there are no transportation costs to Maine, no fitting or housing costs at the convention and reduced commission on consignments that sell for top dollars."

Murray said he also believes some consignors will offer a pick between two or more animals, or a future mating of a specific animal, or even a 'choice of herd.'

"This is a great way for potential sellers to advertise their whole herd. Purchasers will most likely visit the farms to pick up their animals and may see some other animals they'd like to buy," he said.

If interested in consigning animals, please contact sale coordinator Murray at (309) 286-5521, or the national Ayrshire office at (802) 254-7460. The sale will be held at the end of the Ayrshire Breeder's Association's annual convention on Saturday, April 23.

# Dairy Map For Success

UNIVERSITY PARK (Centre Co.) — At least 22 Dairy-MAP Managing for Success (MFS) workshops began in January in southwest Pennsylvania and are scheduled to continue at various locations through March and April.

Follow-up sessions called financial management workshops will be offered later at many of the same locations.

Last year's participants gave the program high marks. For instance, Andrew and Mary Mellinger, Lancaster County, said, "Strengthening our management skills has improved our farm's success."

And Harold Shaulis, Somerset County, said, "Dairy-MAP helped me take a long, hard look at my short- and long-term objectives, then develop a set of written business goals that meet the needs of my operation. The workshops really drive home the message that good management is essential for successful farming."

For additional information, contact your county extension agent.



Lisa Holdeln (left) and Bill Heald (right) confer with Lebanon County Extension Agent Ken Winebark at a Train-the-Trainer seminar for the Penn State Cooperative Extension Dairy-MAP program.

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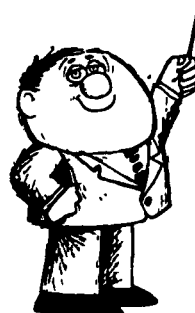


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## GLENN'S UDDERINGS

(Continued from Page A30)

If cows approach late lactation with scores of 2.5-3, and you want to dry them off at a score of about 3.5-3.75 remember it takes time to put weight back on cows that are still producing a lot of milk.

If you need to add 1 body condition score (125 pounds) it will take 60 days at a weight gain of about 2 pounds per day. Feed cows accordingly, and allow enough time to get the job done.

One of the keys to maintaining adequate flesh is maximizing dry matter intake. That will be the focus of the next article.

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