

PURCHASING POLICIES
QUALITY AND CONSERVATISM

The key words in purchasing policies for Hallcienda were herd quality and conservatism. Herd quality means that even if the individuals purchased are not champions, the herd they came from was a high-quality herd.

The first two does, both double grand-daughters of Castle Rock Capsidi Mahaguru, cost Hallcienda only \$15 each in 1961. That was a bargain even then. They both did their share of blue-ribbon winning, but we never expected a championship out of either. However they did convince us to go further with our goat project.

We contacted numerous herds nationwide, from Sandburg's Chikaming herd in North Carolina to Buch's Cape May herd in Virginia to Simpson's Upstream herd in North Dakota.

We didn't really consider starting with local herds like Alice Tracy's Hurricane Acres or Effie Evans Evania because everyone had those, and Hallcienda wanted to be different. However, we finally decided to buy locally because we found lower cost animals, and transportation was easier and less costly.

The next purchases were two bred does from Donovan and Ethyl Beal's Naja herd located in Turlock, California. The does were both less than three weeks away from kidding, and they cost only \$175 for the pair. We drove to Turlock in our Studebaker Lark and carried the two pregnant does home in the back seat with the seat removed. Gayala was six, and Gayla was four. We didn't kid ourselves into thinking we'd bought top does, but they were good enough to survive commercial dairy conditions for several years.

Those two does, both bred to Naja War Paint, gave Hallcienda GCH**B Naja Goliath—Hall's Doll, Naja Gay Raja Hall, the sire of the 1965 AMGRA National Champion Nubian, Hallcienda Nulah, and his sister Naja Gay Rani Hall, the dam of another early champion, Hallcienda Shakuntala.

The next additions were from the Kashmiri and Miracle herds—both owned by FFA members who were gaining more interest in cars and girls than in goats. Both herds were linebred and inbred on Hurricane Acres Penny Royal. These two fine herds were acquired at a minimal cost of \$35 to \$50 per doe, and combining them with our Naja bucks gave us a super start!

Hallcienda did add some bucks along the way, too. GCH**B Black Magic's Andre Nicki was added to the herd for \$25 when his breeders, the Doctors Dumouchel, were forced to disperse their entire herd, and Pepper of Evania was also purchased for \$25. Now we can't even get an outside service for ten times that fee!

If the key words were quality and conservatism, the watchwords were "bucks I can believe in." Hallcienda had many such bucks starting with Goliath and including Nicki. GCH *+B Hallcienda Antony was one who was related to both mentioned previously. These were bucks in which we never lost faith. These were bucks that were pretty consistent in their progeny—making them all the equivalent of or superior to their dams. And the famous GCH *+++B Hallcienda Frosty Marvin is also related to those three bucks.

And, since linebreeding and inbreeding were the only ways to increase the genetic influence of these bucks, those breeding practices have always been heavily used at Hallcienda. Even when Hallcienda was bailed out of disaster by gift bucks from Cook's Rancho and Comancheland, those bucks were linebred on Marvin. Hallcienda is deeply grateful to both herds for their contributions.

We found lovely animals we were tempted to buy for very high prices, but our lower-priced animals did quite well for us. Even though the Hallcienda herd name was well known and its animals were performing well in shows and in other herds, sales were often very slow.

A few people I asked why they went elsewhere to purchase their animals said things like, "Oh, we couldn't afford to buy a Hallcienda!"

I don't know how they knew that. They never asked our prices, which were generally lower than the herds they chose.