



Barnell



Will Card, farm manager. "There's the hardest-working man. . . ."



Heifers 505 and 506. The former is by Cobble Pond New Yorker out of the famed Hedgerows Jestress cow. Heifer 505 is R&J Rolex.



Alma maters Cornell and Barnard form the amalgam "Barnell" Farm, the property of Sim and Muriel Gluckson, on the left. Grandson Daniel, daughter Carrie and her husband Ron, Will Card and his grandson Mike and Gluckson grandson Michael Gale complete this Sunday afternoon family portrait on a gentle spring day. Barnell Farm overlooks the Agawamick River and is appropriately located on Walden Road near Hillsdale, Columbia County.



Twins from J&R Evergreen, a mother cow that found her way to Barnell via Summitcrest Farms and Fairfield Farm in Connecticut. She's by Ken Caryl Mr Angus. The twins were sired by Gallaghers Princeton.



Muriel Gluckson is a geneticist and family counselor specializing in cystic fibrosis at St. Vincent's Hospital.

Let's begin the day with the First Movement from something—try Haydn for a start. Shimmering violins, a solo flute, perhaps a harpsichord tinkling the bass line.

And, while that's tuned in, turn left at New York City and retreat to a haven where native things and durability are honored.

New York provides a state highway for us tucked between the Hudson River and the foothills of the Berkshires. Yes, it's four-lane if narrow, a WPA project worthy of approval even 50 years later.

It's known locally as the Taconic and it's anything but laconic for it becomes wildly expressive with each bend and dip. Climbing, it opens to vistas rivaling the American West, skirts the shady glades where whitetail hide, then caresses the many watercourses lacing this country together.

Spine of Dutchess and Columbia Counties, the Taconic Parkway is cross-hatched by country roads bearing the names Pumpkin Lane, Bulls Head, Wilbur Flats, Cold Spring, Nine Partners, Pine Plains.

No roadside commerce here. Billboard foes would pin a medal on the purist who decreed the Taconic should not be violated. Only an occasional "Motel" or "Diner" intrudes. (Diners here, incidentally, are faithful to the original—just as they're remembered almost everywhere—

decked out in pink and extravagantly aluminum.)

Listen, now, for a French horn off somewhere, signaling this, the headwaters of Angusdom. For many, the country before us represents one of the major tributaries of the Angus breed. Dutchess County alone was labelled once as a vast pasture providing a "herd of a thousand Angus cows."



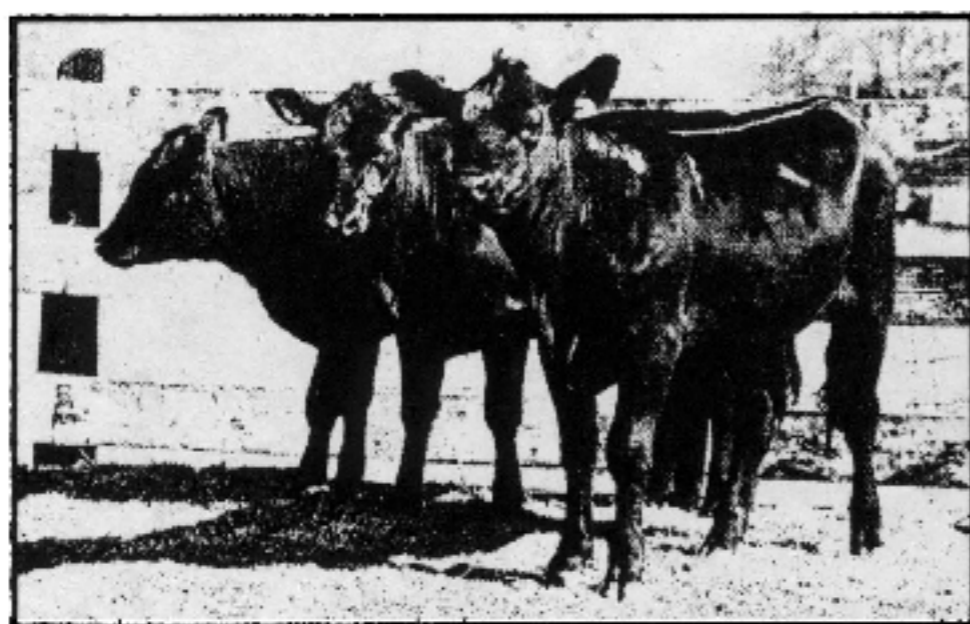


Colonial, Federal, and an architectural style distinctive to the area known as Hudson River Bracketed dot the villages and countryside. The Delamater House in Rhinebeck is labelled American Gothic. Gingerbread and Victorian, even Louis XIV influences can be found in the eclectic mix sprinkled throughout the two counties.

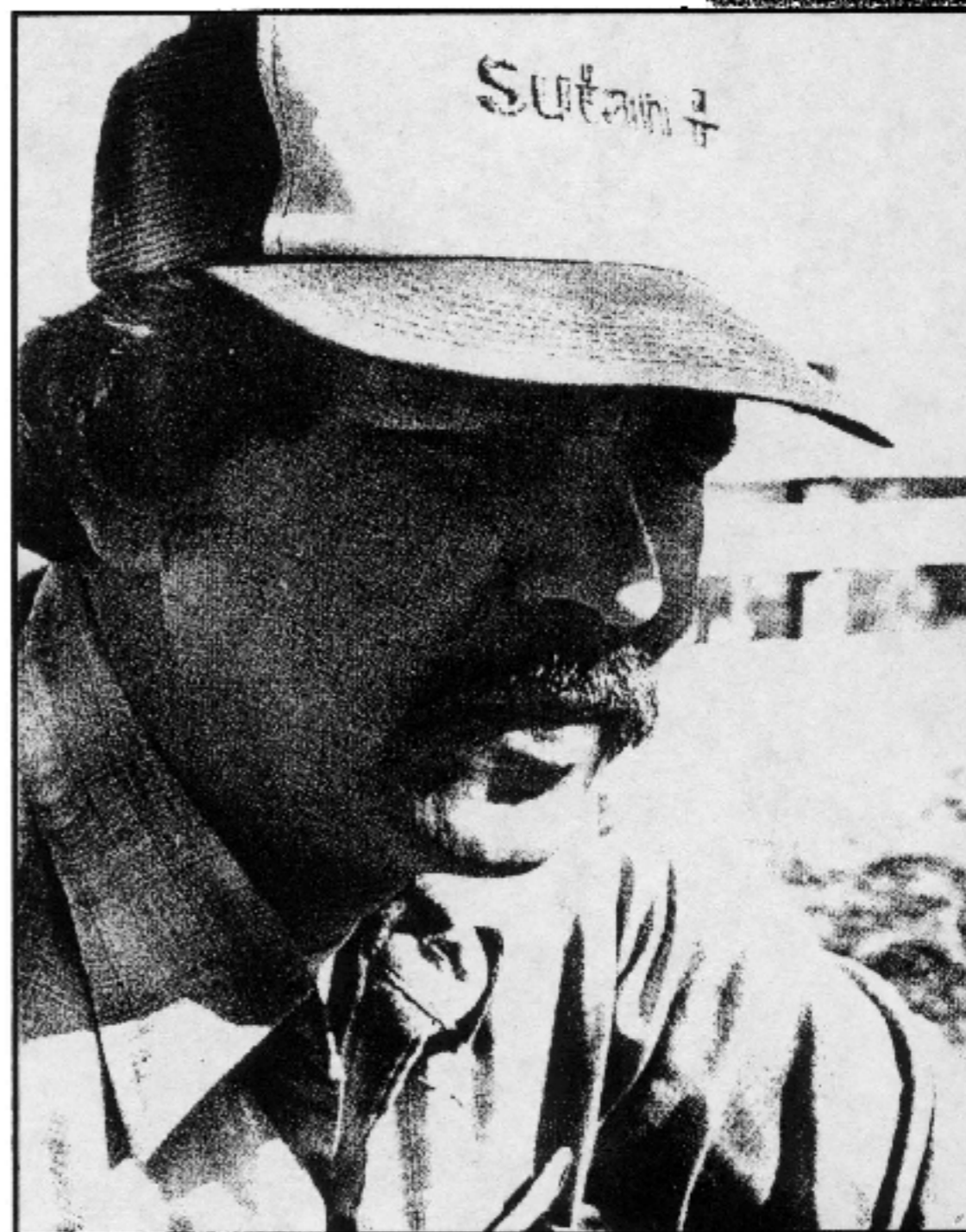


Columbia County. One of the hallowed traditions of this unique region of the nation is its preservation ethic. Golden arches are not a roadside distraction here.

Bel-Aire

Heifers from the Bel-Aire program.



Manager Ed Hoxsie at Bel-Aire Farm near Millbrook remembers coming on board in November, 1981, the day after Thanksgiving with the assignment of combining 90 acres of corn. "Dick Hamilton, the manager here then, had just had his heart attack, and I didn't know where the field was."



The word "cowboy" originated in these uplands for cattle were tended here decades ahead of the grazing industry out West. Herds were driven to markets downriver, and "drovers" became firmly fixed in American English centuries before television's "Rawhide" resurrected the term.

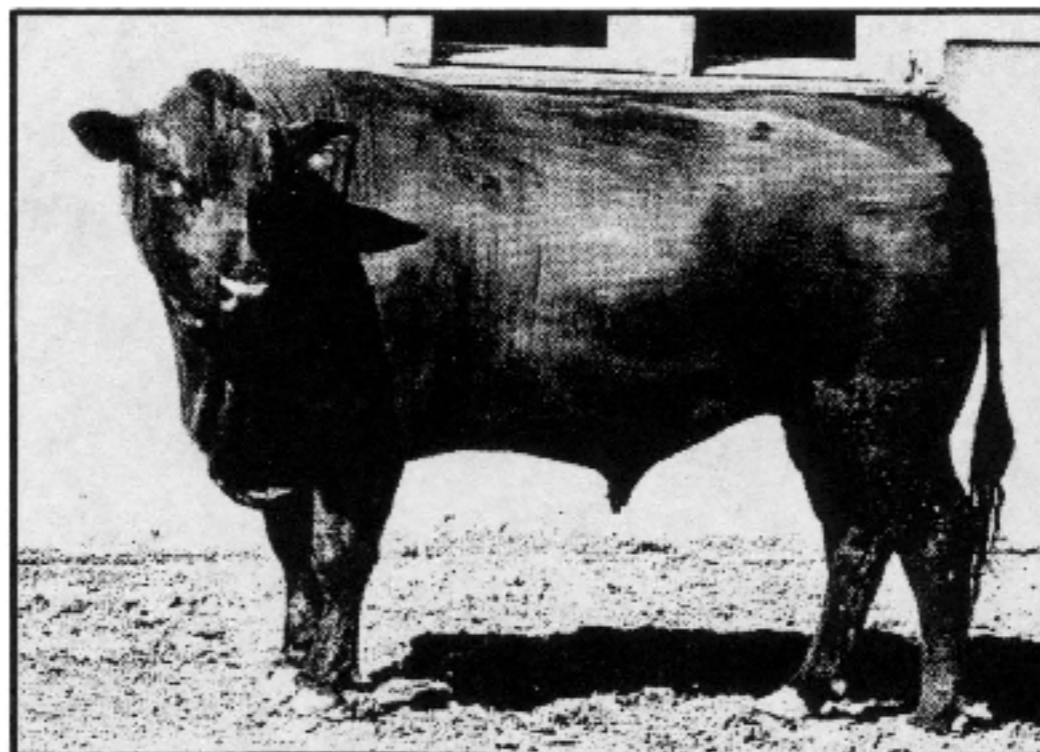
History could parade several dozen familiar names and Angus firms in triumphant procession. But to even begin a list would raise discordant folly.

Our purpose, then, is to strike a different theme, one distilling the two counties to their essence yet sustaining a contemporary note.

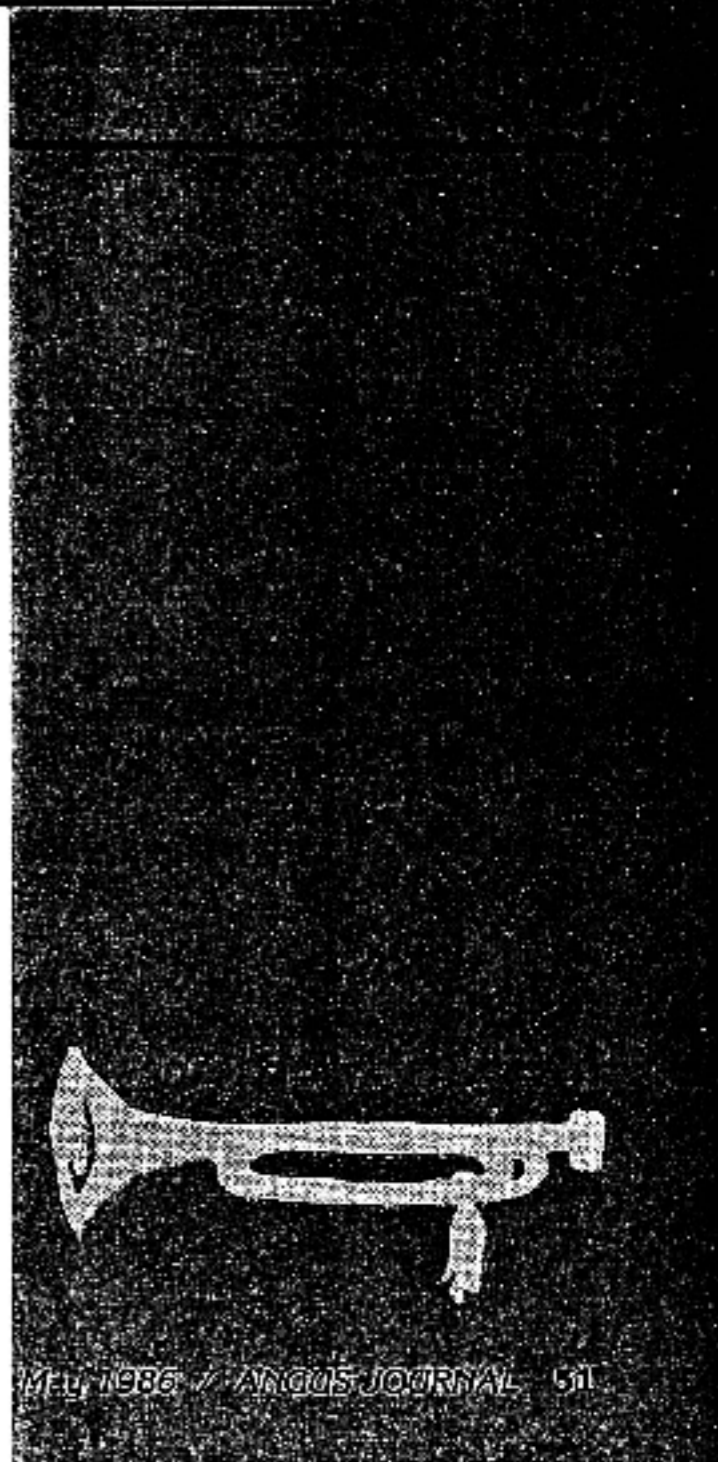
We need a brief transition, a passage we can build on. We ask Mr. Bill Landauer of Rufflands Farm near Red Hook, and he remembers vividly:

"There was a real cooperative spirit where I was rooting for you, and you were rooting for me. Myron (Fuerst) used to introduce us to his customers, and we'd take people around to see the different herds.

"Sale selection was a delight in those days. All the owners would take two or three cars, and we would go around to see all the farms."



The bull is by Premier Independence KN and out of a Camilla of Wye daughter.

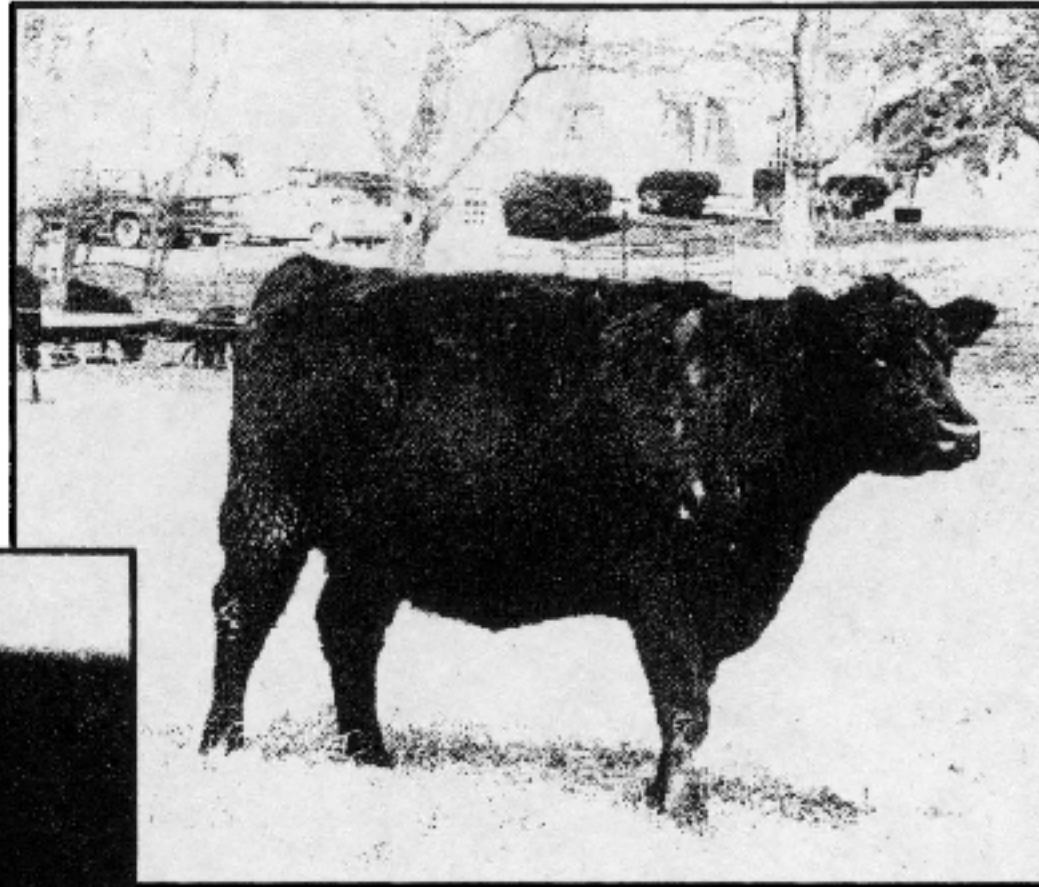




Dal'bairn



A "Gentle Ben" daughter. The home in the background is part of the expansive Briarcliff operation. Bill's office there was once the milking parlor for the farm crew and their families. Fletcher's Dal 'bairn Farm is born of a Scottish expression, roughly "Son of Dale," Dale Fletcher, one of the principals of early and middle Dutchess County Angus history.



Bill Fletcher is a source of vivid history of the Bethel and Briarcliff Farms era, one of the opening chapters in the Dutchess-Columbia saga.



Bill got encouraged early on.

"In 1951, I sold a Pridena heifer for \$5,000 plus a couple others for \$3,500 apiece. That helped me give up my other business. I had the Georginas, the Blackcap Besies, the Cherry Blossoms—all the right families which was no credit to me," he adds, praising his advisors of those days. "I was a trader but I made a living. I'm all for the guy who lives on the farm and works it. To me, that's the cattle business."

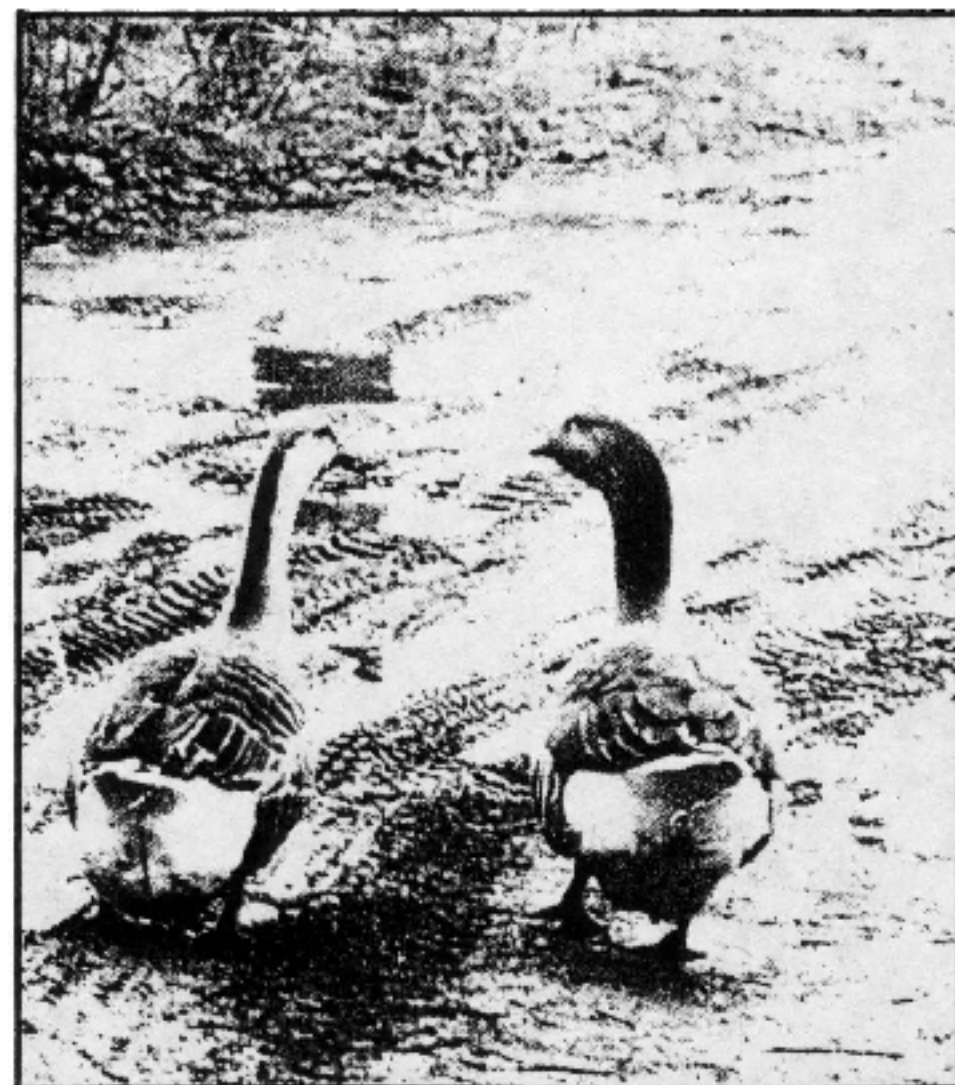
"Rufflands" is derived from Mrs. Landauer's nickname, "Rufus," and the rough topography of the Landauer farm. It's the lay of this rolling land, in the style of Currier & Ives pictorials that many visitors find appealing. Some come and stay, and if Bill Landauer carries the theme forward, Bill Fletcher of Dal 'bairn Farm provides a variation: He thinks those familiar notes can sound again.

"People can come in here and will go into the beef cattle business. Horse business is too expensive and who wants to milk cows?"

"There's probably going to be room here for 30-40 head herds owned by the people with the finances to buy the good kind of cattle. And, it's likely they don't want to get into a day-to-day merchandising thing."

Any symphonic work worth its salt introduces a theme, muddles about, agonizing over the direction it's to take in the Second Movement. Across Columbia and Dutchess Counties, there are those who've begun to play and need to be heard, for "directions" are their concern as well. Leonard Shankman of Richrose Farm echoes the Fletcher statement:

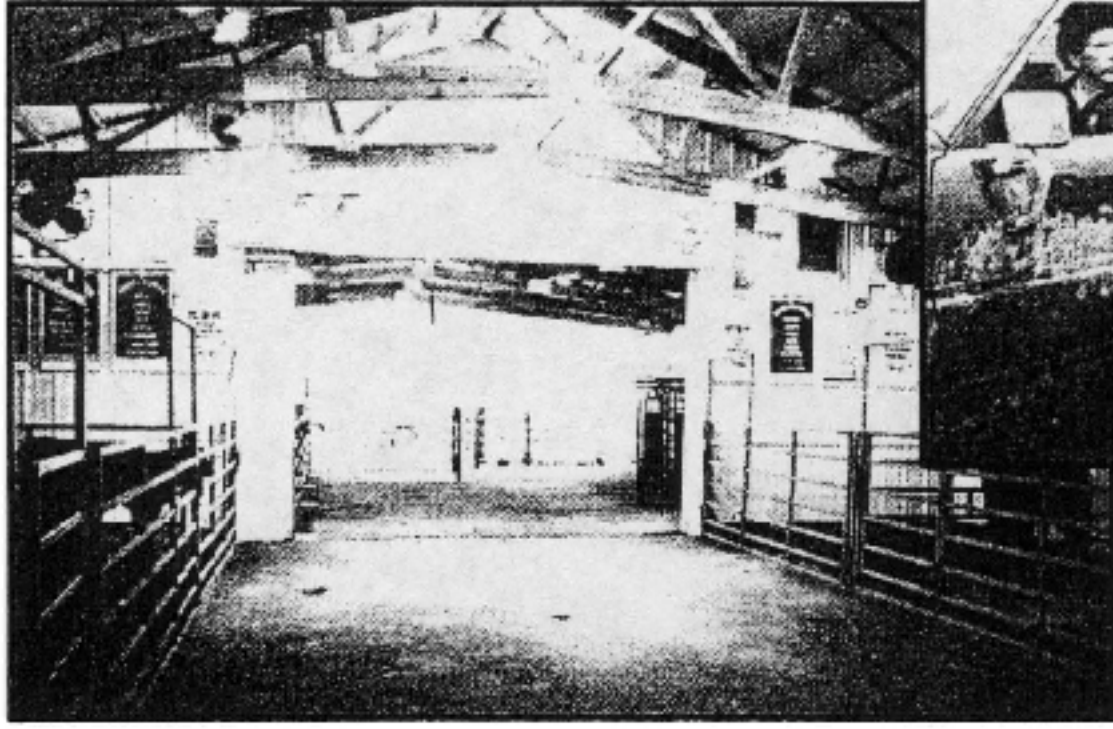
"It's a special kind of game. I don't choose to play every version out there, but we pick up some crumbs along the way."



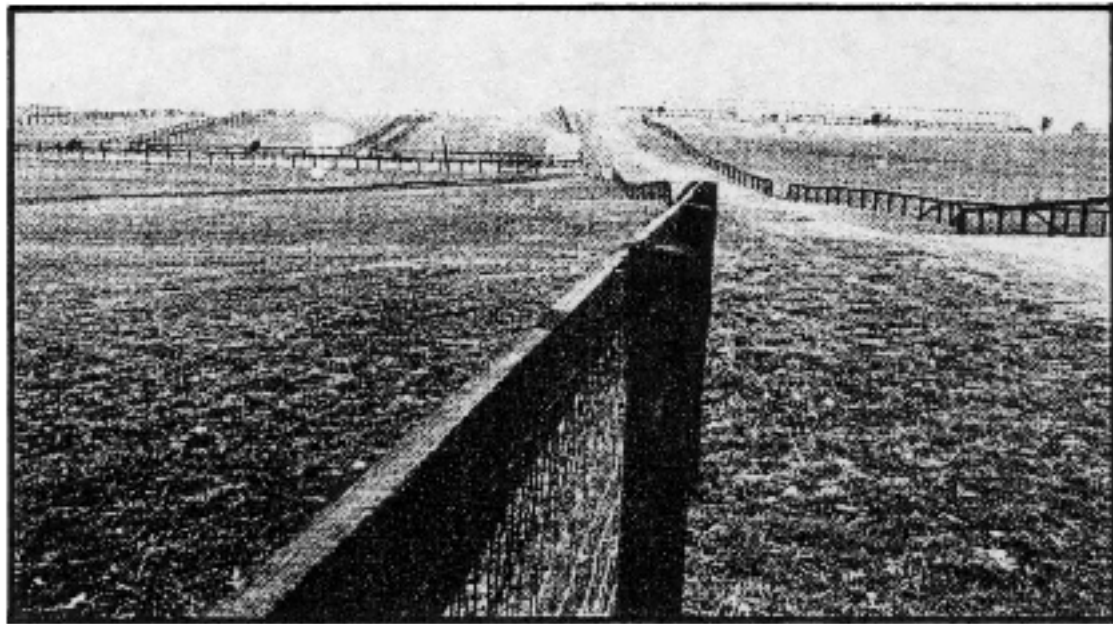
Two old-timers of Dutchess County discuss an eavesdropper's presence.



Phil Trowbridge on right with assistant Mallory Mort.



"Our ideas and those of the crew," Phil says of the layout and design. "We tried to keep it practical."



"Our goal has been to get the quality of the cattle up to where we can justify the facilities."



P.J. Trowbridge finds a warming spot on a misty and somber spring day at Gallagher's near Gheit, Columbia County. P.J. is the son of Gallagher manager, Phil Trowbridge.



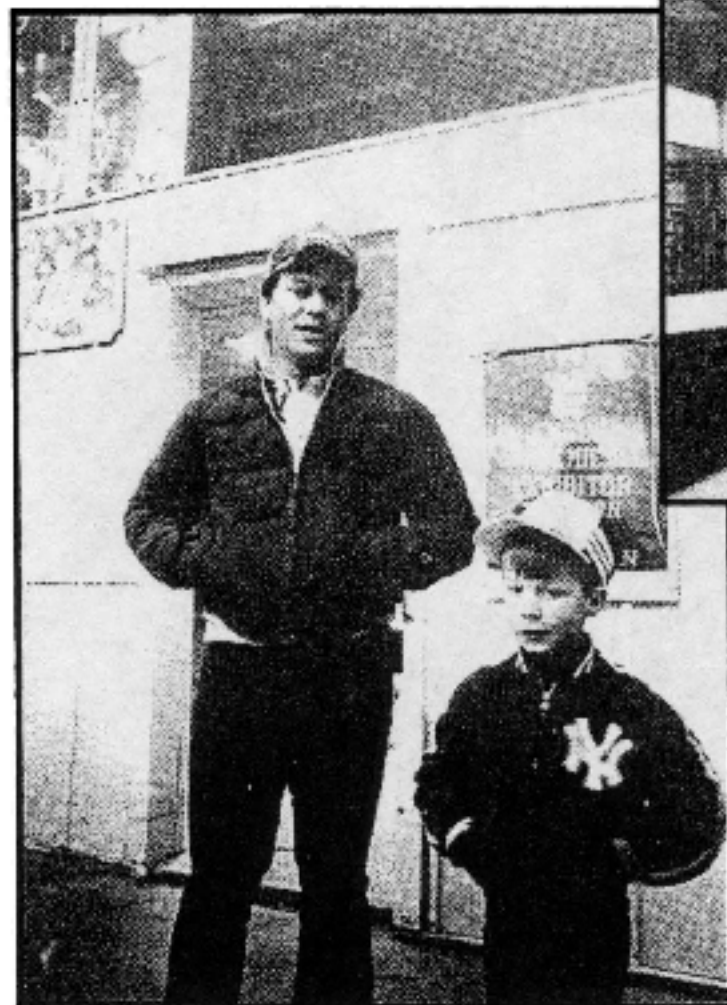
Leonard struck a harmonic chord with the Leachmans before the Ankony dispersal.

"I didn't realize they were so important in the Angus business at the time. I held no pretension toward animal husbandry, but everyone's treated me very fairly. Right now, I probably have the best herd I've ever had. Unfortunately, we have this adverse market—'elusive' is a good way of describing returns. We've been trying to produce good animals with the best animal science people I could find to help.

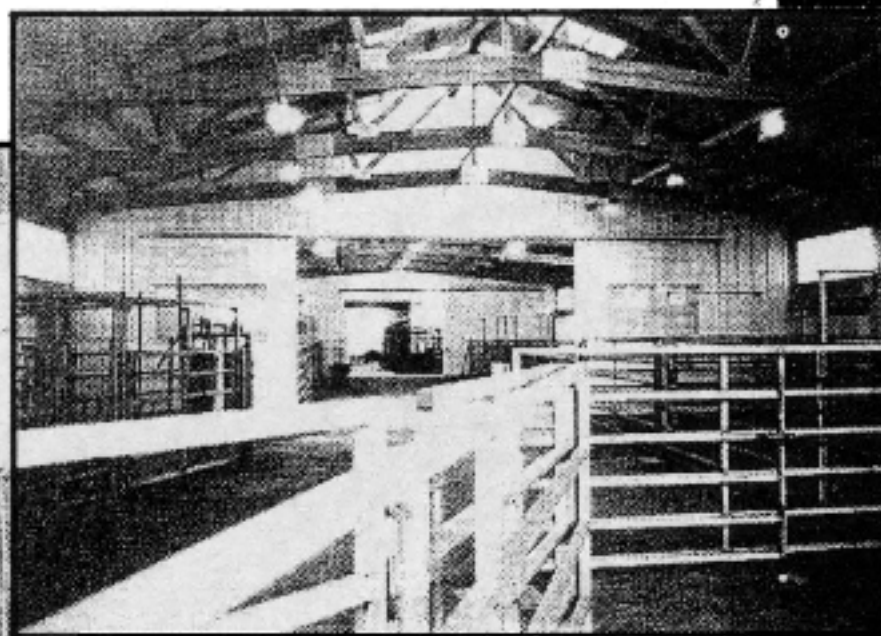
"You need managers and promoters. I once believed beef cattle required the least amount of labor and offered the easiest of farm operations to perform. I didn't count on the capital required."

Musicologists are fond of comparing the pairings of, say, two instruments as they exchange a passage back and forth. Sim Gluckson's interpretation plays in a similar key as Leonard Shankman's.

"Myron Fuerst spoke at Cornell. His brother Bill was a fraternity brother of mine."—an auspicious introduction to the possibilities of Angus. Sim also cites Gallagher manager Phil Trowbridge as especially helpful to the progress of Barnell Farm



"We started building the barn the first of August and we had our sale in here October 21."—Phil Trowbridge.

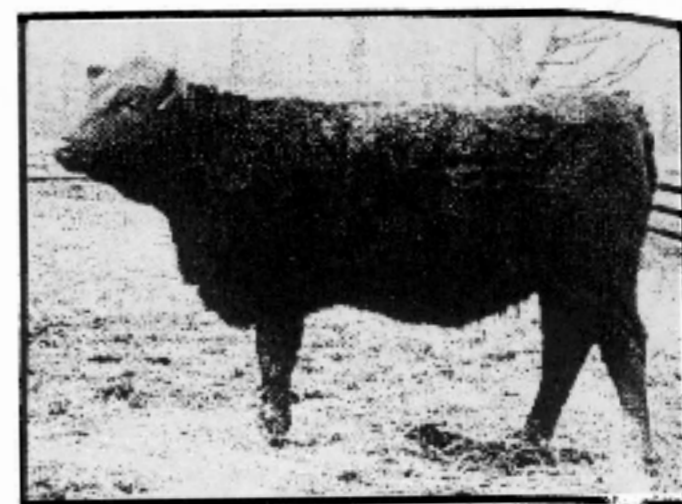
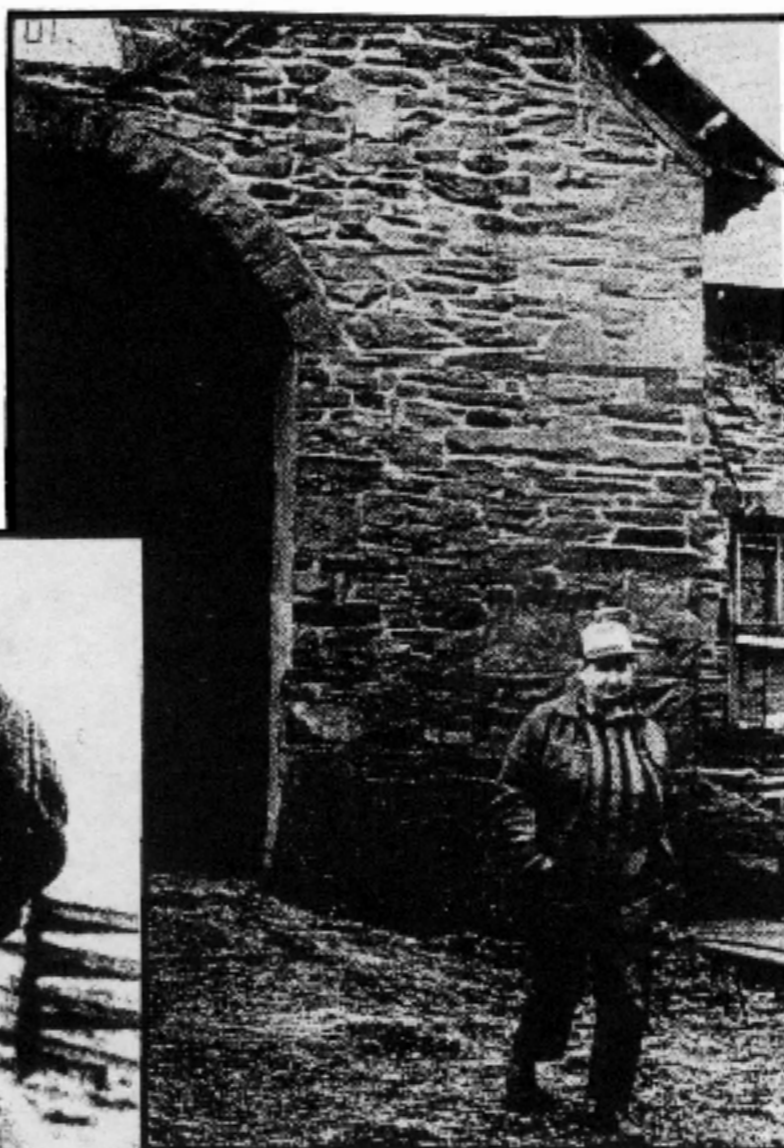


"We've got it figured now to where we can tear it down and set it up for a sale in about a day."

Gallagher's



At the old and revered Ankony stone barns, built in 1901 from native field stone. Of the three-day Ankony dispersal, 1966, Katherine remembers: "It was something—you had to be there to believe it. We were showing unclipped bulls through at \$2,500 a crack."



Heifer 123 may produce those 4-H projects Katherine is known for.

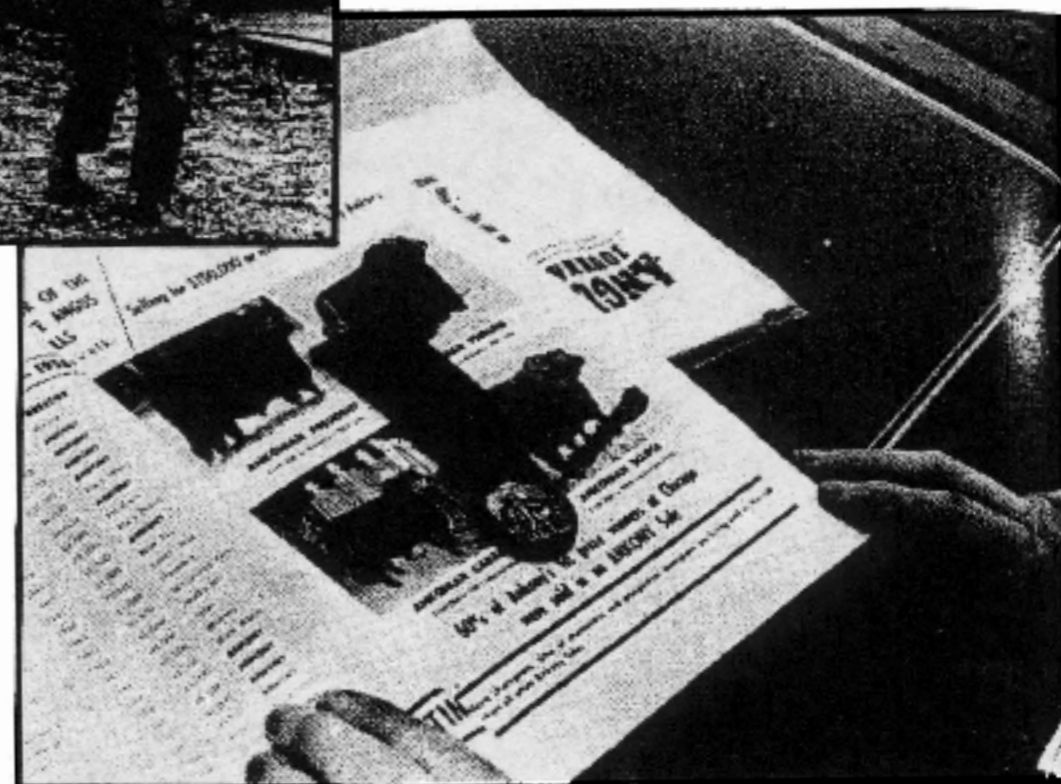


She's lived near Rhinebeck, N.Y., and been involved with the name "Ankony" for decades. Katherine Losee has also been a 4-H leader for 36 years. The Losee Angus herd was begun in 1959 with Katherine's purchase of two bred cows with heifer calves at side from the Ferncliff dispersal.



A cow from Rally Farms formed the foundation of the present herd. "She lived a long life and the cows have inherited that. It's the Barbara family primarily." These heifers represent breeding of Ankonian Dynamo and Rosebank Connection 69, "10."

Losee



"I won this medal for showing the International Champion Ankonian Eclipse, 1962—I may be the only woman to have ever done that. Jack Keefauver bought the bull for \$100,000 in the International sale. He was a good-sized bull for that time. You can see he has a real hindquarter and thickness over the back."



and the Gluckson family's Angus experience.

"There are a number of small farms around that are becoming satellites of the larger operations, and I approve. We lack merchandising ability. If you don't want customers to get discouraged in six to seven years and just blow it, you must provide a marketplace somewhere.

"Now we have to breed our cattle up to fit that marketplace, but we . . . don't travel, we don't have the time to market.

"With help, we can keep our cattle in good shape, but we need someone out there on the sales circuit. The 'old boy' network is the same here as in Washington, D.C.

"We were thinking about it in terms of major and minor league ballplayers—the farm system. If the minor leaguer took too long to develop, he'd never make the majors. If the small breeders can get their cattle up to major league criteria, then it's up to those major league managers to move them on forward.

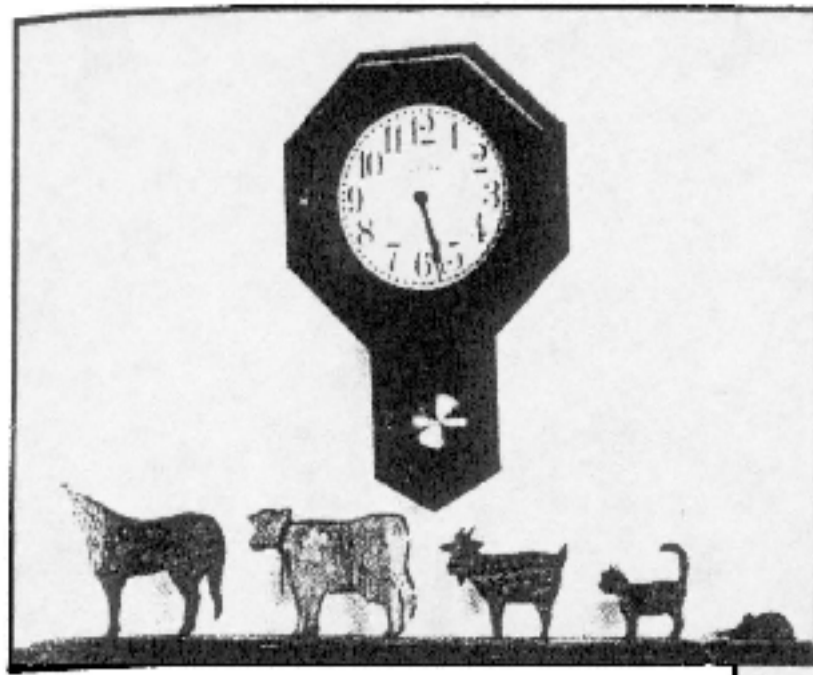
"Yes," he agrees, "the farm has meant a great deal to us."

And so too for Paul Lardi, Mountain Brook Farm, who spaces his European travel so he can be home, on the farm, over the weekends.

Mountain Brook cattle have an "MBA" prefix conferred when they pass the test and "graduate," Paul points out.

Through a renovation program, Mountain Brook is evolving back towards its better days. Here's a place where dreams thrive. Drain the marsh, build another mile

Mountain Brook



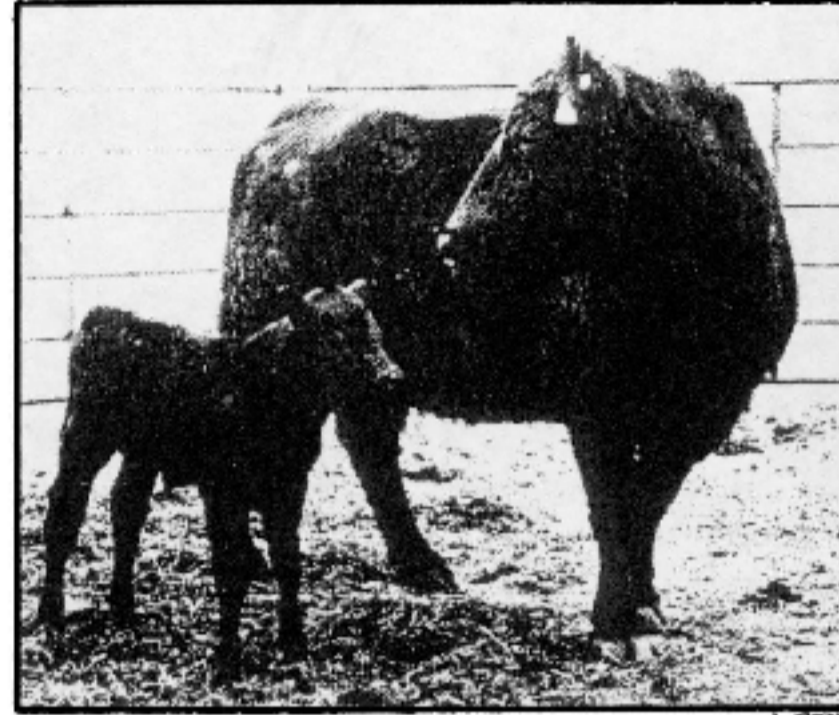
The cavalcade is symbolic of Mountain Brook's livestock growth and involvement. The school clock also illustrates one of Paul's axioms developed since he's been involved in farming and cattle raising: "Be patient. Be very patient."



"Last year we had 19 calves of which 17 were bulls. That's one record our farm established in 1985."



Mountain Brook's neighbor and part-time overseer is Jim Neal, a familiar figure in New York Angus circles and originally from Kentucky. "One reason I'm hanging around here is that I feel responsible for getting Paul into it. He borrowed a posthole digger and one thing led to another."



The calf is by Gallaghers Princeton, the dam is of Excursion and Great Northern breeding.



of fence, bush hog the pastures—"You don't mind the labor if you enjoy it," Paul says.

"Illogically, we are hopeful for the future though we have no reason to feel that way. That's what made the country great, confidence. We brought cattle up here to see if they'd live."

Paul, a native of the east side of Manhattan, has done his old neighborhood proud. He now delivers locker beef in his Mercedes.

It must be the Third Movement by now—the lighter, peasant dance and folklore stuff. Iowa native Tom Graham manages Columbia County's New Horizon Farm and provides a fresh approach by way of Florida and another breed.

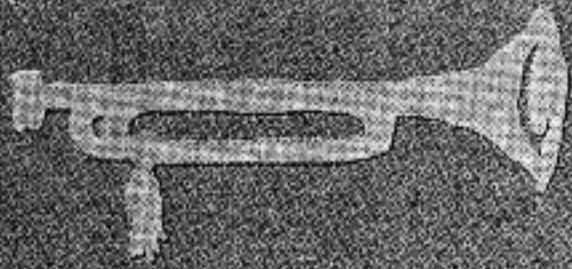
"They say the grass is greener on the other side. Well, I've been there. The prodigal son has returned—to Angus!



Mountain Brook Farm owner Paul Lardi. "I'm a lawyer and wine importer, but when people ask me I tell them I'm a farmer."



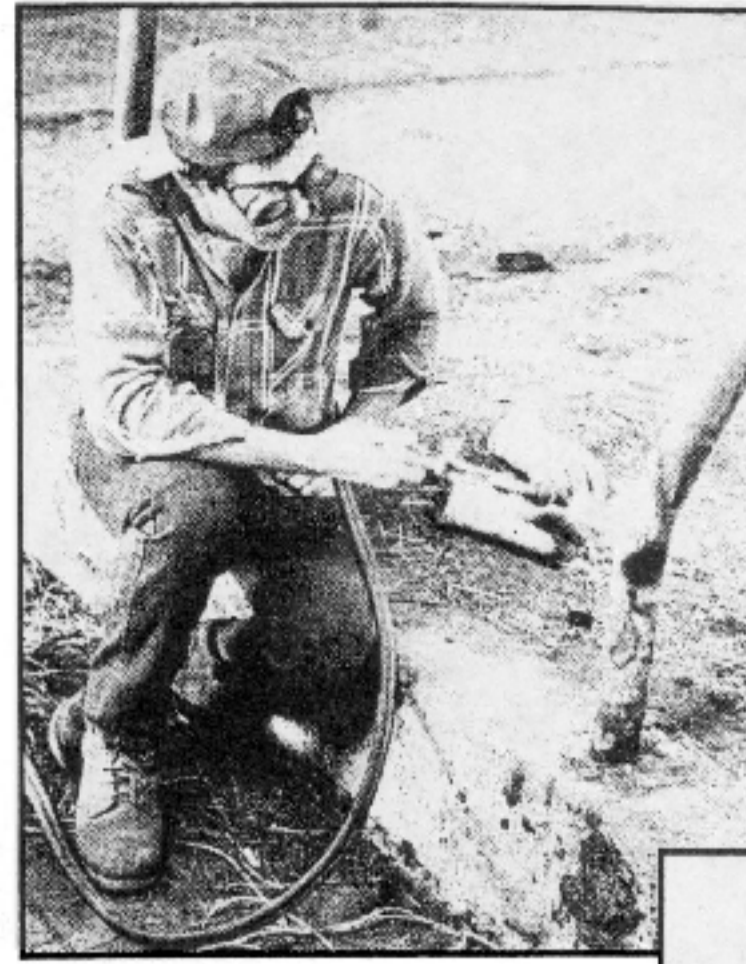
Mountain Brook resembles a Western ranch in many aspects. It's high, rugged, and rustic. Both the barn and farmhouse are constructed of pegged timber and mortise and tenon joinery.



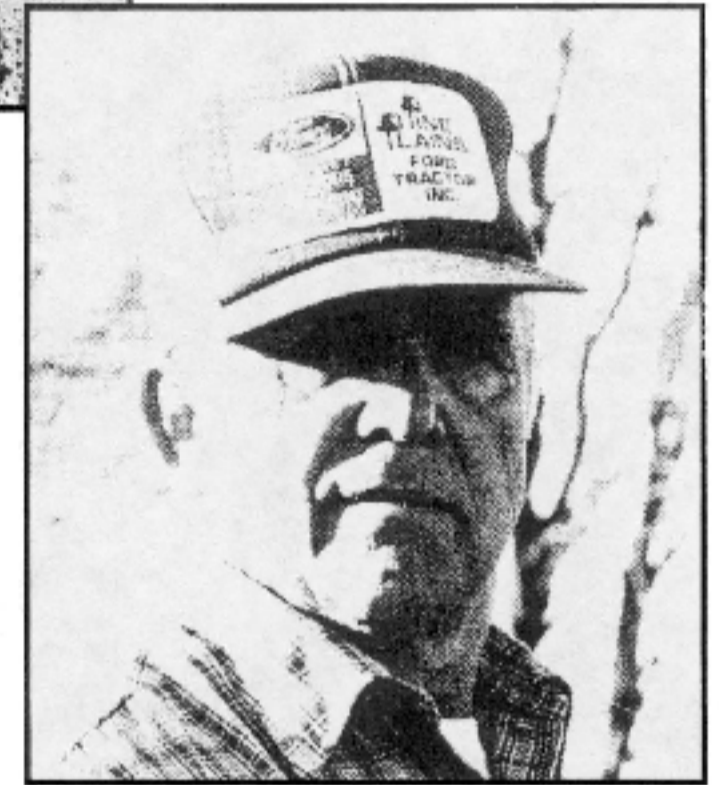
New Horizons



Howard Gibbons of the farm straightening some dairy barn stalls as part of the New Horizon renovation effort.



It's a new Angus farm and name, **New Horizons**, and Tom Graham is helping put it altogether. He's been at the farm near Stuyvesant in Columbia County since January.



Time moved by heartbeats for Frank Rechner during those days and hours he was engaged as a freedom fighter in Hungary, 1956.

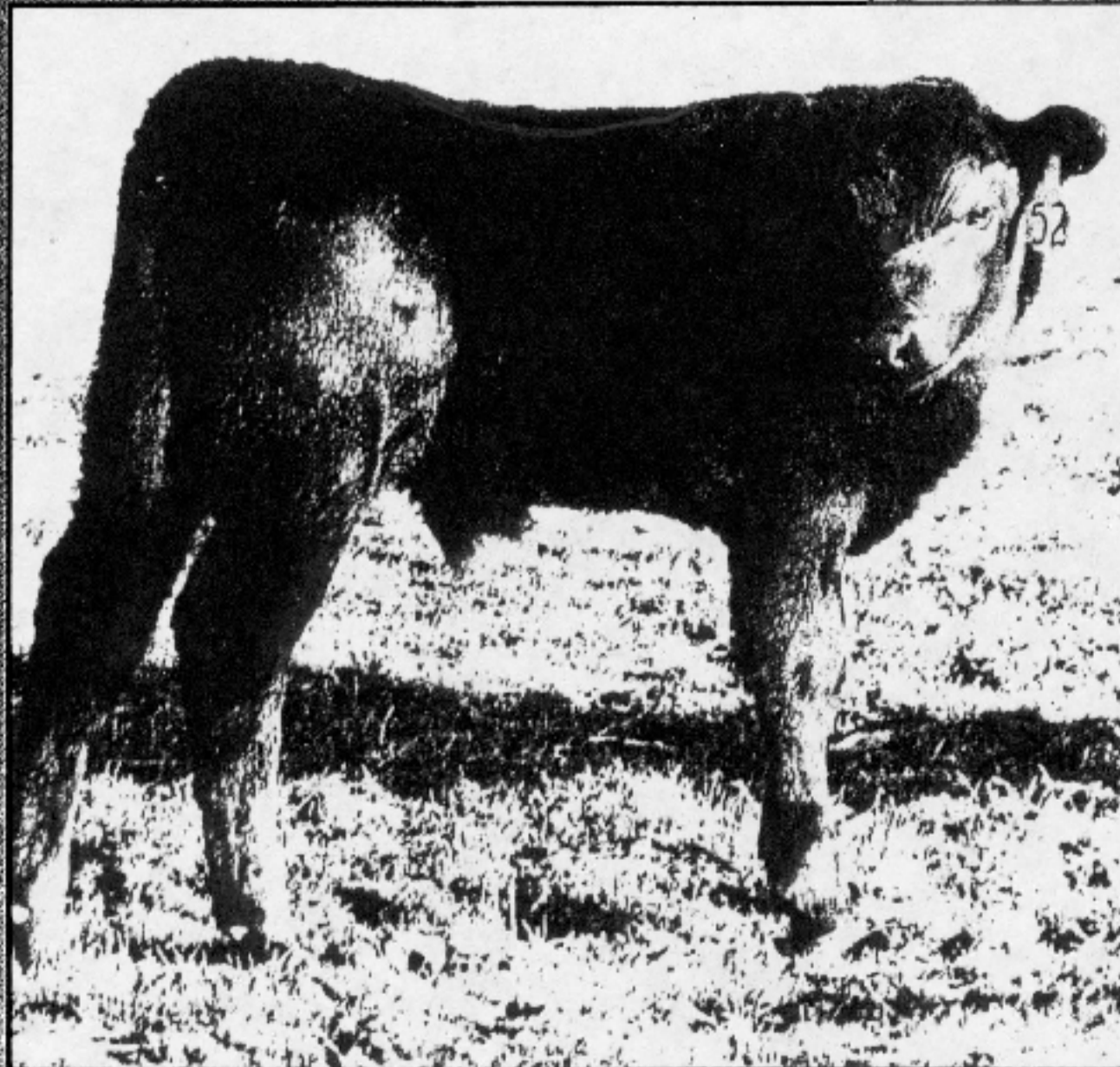
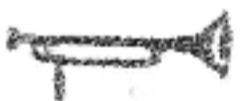
"My mother told us they were looking for us, so three of us left at 5 a.m. and by 10 p.m. we were in Austria. In those days the border wasn't so tight. We'd hide in the tall grass and weeds when they shone the spotlight over us."

Since 1957, he's been the executive superintendent of **Trotwood Farm**, Col. Roger Young, proprietor. The farm is near Millbrook, Dutchess County.

"Females are easier to market here. We have no bull demand to speak of."



Call #52 carries the legacy of Pine Drive Big Sky and Fleetwood Mac.



"We're seeing English breeds starting to bring a premium," he continues, expecting a trend. New Horizons plans to market its commercial bulls down the Ohio River Valley, Tom says, adding the firm is partnering on several donor cows throughout the business. A herd of 80-90 registered cows is contemplated at the farm headquarters.

Graham expresses the dilemma many encounter when marketing: "You've got to have a product a person can afford yet one that allows you to make money too."

Has the neighborhood and Angus community there responded to new names and faces?

"Everyone's really been receptive and a good source of information on health problems and such."

And, Tom's neighbor Phil Trowbridge at Gallagher's joins in:

"I think it's pretty important to keep a number of small breeders in the area. It makes our situation feasible as they're the ones that purchase a lot of cattle."

Fourth Movement. Ebb and flow. Cooperation. I support you, you root for me. Strains of the first theme, First Movement we're hearing now as introduced by Bill Landauer.



Trotwood

