



A repus breeders information age - they're using the Internet as a marketing tool. To encourage the development of innovative home pages and to recognize producers who have taken the initiative to try new marketing methods, the Angus Journal initiated a web-site contest.

With the contest now in its second year, 17 Angus ranches and one regional Angus association entered. A panel of three judges evaluated the pages based on user friendliness, creativity and marketing.

The winners and the judges' comments are:

GRAND PRIZE

Van Dyke Angus Ranch Manhattan, Mont.

www.vdar.com

- Best combination of all three areas [creativity. user friendliness, marketing].
- Consistent use of color and style makes it easy to maneuver and still know where you are.
- Marketing emphasis lets you know what's available and why you should be interested in VDAR.
- "The Ranch" page tells you about the operation and the families who run it, which makes you feel more comfortable to do business with them.

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HONORABLE MENTION - CREATIVITY

Hoff's Scotch Cap Angus Ranch. Bison, S.D.

www. scotchcap. com

- Ensuing the most dramatic, eye-pleasing home page with use of two main graphics — one for maneuvering, the other to introduce the ranch.
- Straight-forward design of buttons makes it easy to know what you have seen and what you still need to look at.

HONORABLE MENTION — USER FRIENDLINESS Spring Cove Ranch, Bliss, Idaho home.rmci.net/scr

- Well-organized home page with a wealth of information available in just a few clicks.
- **body** use of color for eye appeal without being gaudy.
- Easy-to-read link buttons make it easy to understand what will happen next.
- Supporting information, including good directions and a map, help this page pull you in to look for more.

HONORABLE MENTION — MARKETING Brad Z Ranch, Guthrie Center, Iowa

www.pionet.net/~jamesmb/

- The ranch and cattle are the prime considerations of this page, giving you plenty of reasons to buy into their program.
- Marketing effort goes so far as to group cattle by asking price. and a wealth of information is effectively presented about each animal.
- Although other breeds are mentioned, the Angus still get top billing and are well-documented.

If you are considering designing a home page or updating your current one, here are a few helpful hints from our panel of judges:

- Don't forget to tell people as soon as possible on your page who you are, where you are located and contact information.
- Keep in mind that non-Angus breaders may be visiting your web site. You may need to describe terms such as expected propeny differences (EPOs), or at least label them.
- Remember that there are still areas with poor (i.e., slow) access to the Internet, so use graphics prudently.
- Keep it fresh. Be sure to give people reasons to come back. One way to tell if a page is getting stale is to visit your own page on occasion — if you are getting tired of looking at it, so are others.
- Dan't put too much information on the front page. Break it up with links to supporting pages.
- Keep in mind readebility. Some pages are a little hard to read due to conflicting colors.
- The best way to improve your page is to look at other pages for ideas, as well as do's and don'ts. This includes bolong at pages outside of the industry pages like those of Ford. TV Sude, LSA Today and Newsweek. They pay thousands of dollars for their home pages, so there must be something useful. But thet doesn't mean it takes thousands of dollars to create similar effects. A