

# Auxiliary In Action

The members of the Indiana and American Angus auxiliaries were hard at work during the NJAS.

Story & photos by **Micky Wilson**

It was hard to miss members of the Indiana and American Angus auxiliaries at the National Junior Angus Show (NJAS). From sponsoring abundant awards, to hosting the “Hoosier Hospitality Center,” and selling sensational Angus items, the ladies of the Auxiliary were in full force.

## Queen’s luncheon

State Angus queens and princesses, American Angus Auxiliary officers and members, and event sponsors couldn’t have asked for a more picturesque, peaceful setting for the annual NJAS Queen’s Luncheon, hosted by the Indiana Angus and Junior Angus associations at the Mansion at Oak Hill near Carmel, Ind.

Words from Miss Indiana Angus Jenna Langley welcomed luncheon participants, while keynote speaker Miss American Angus Mallory Trosper followed. The highlight of the luncheon was its location, the Mansion at Oak Hill.

**Luncheon location.** Event participants enjoyed a prime rib lunch at the Mansion at Oak Hill, a turn-of-the-century-style mansion built in approximately 1940. The mansion is located on a knoll overlooking Cool Creek south of Carmel, Ind. It was built

for Indianapolis entrepreneur Gerald Canfield, who owned a local manufacturing business. Well-known architect Hugh Bremmerman designed the building, which exemplifies grand colonial style and has the graceful architectural features of many turn-of-the-century southern homes.

Originally, the main floor consisted of a formal living room, gum-wood paneled library, formal dining room, kitchen with breakfast nook, three-car garage and a formal entry that ran directly through the center of the house, leading to a circular drive with a fountain in the backyard. The second floor consisted of four bedrooms, three bathrooms and servants’ living quarters above the garage. The home totaled 7,000 square feet (sq. ft.).

In September 1990, 5,500 sq. ft. of the Mansion was relocated to its current location. The process included pulling and winching down a hill, crossing a specially-made bridge across Cool Creek, going through a cornfield, crossing a road and journeying under a power line. Once the home was set, renovations were made, and 10,000 sq. ft. were added to the south end of the home. The Mansion at Oak Hill reopened in April 1992.

## Angus Sale Barn

Anyone looking for clothing, jewelry or other Angus paraphernalia surely found the Auxiliary Sale Barn during the week of the NJAS. The Angus Sale Barn falls under the auspices of the Auxiliary Ways & Means Committee.

Money earned through Ways & Means supports the highest of causes, Ohio’s Cathy Miller, who manages the Angus Sale Barn, said during the NJAS. “It helps bring in money for the scholarships that are given away annually by the women’s Auxiliary.”

Last year Ways & Means brought in \$22,665.78, according to the American Angus Auxiliary Midyear Meeting Financial Report, which encompasses income earned from Nov. 1, 2005, through June 14, 2006.

In addition to the Angus Sale Barn, the Ways & Means Committee also earns income through sales of Harvey Rattey sculptures and *Certified Angus Beef*® (CAB®) products sold through Rocke’s Meeting Haus.

**Items of interest.** Sharee Sankey, American Angus Auxiliary president from Kansas, said, “The china is the neatest thing we sell right now.” The Auxiliary is currently offering the full place setting, an expansion from just the dessert plates, which were their first items. This is the second year the full place setting has been offered for sale.

“If you eat, sleep and breathe Angus, you have to have the china,” Sankey said. China sets for sale through the Angus Sale Barn started about five years ago with a CAB china set.

Miller agrees with Sankey about the popularity of the china, saying their dessert plates are one of the best-selling items.

“They came out with those two years ago and they have the four new images that came out,” she said, adding that the Angus license plate is also popular.

Recently, 3-B Silversmiths of Gallatin, Mo., started sending cattle jewelry on the road with the American Angus Auxiliary.



PHOTO COURTESY SUSAN TAYLOR

► State Angus queens and princesses gathered at the Mansion at Oak Hill near Carmel, Ind., for the annual NJAS Queen’s Luncheon.





► Cathy Miller, Angus Sale Barn manager, works at the Auxiliary booth during the NJAS.



► License plates are a popular item sold at the Angus Sale Barn.



► “If you eat, sleep and breathe Angus, you have to have the china,” Sharee Sankey, American Angus Auxiliary president, said.



► Sankey helps customers at the Angus Sale Barn during the NJAS.

## Auxiliary workshop: Scholarship savvy

“It’s a very long application, and it can be kind of a pain in the rear to get it all done,” Mary Greiman, Auxiliary vice president and scholarship chairwoman from Iowa, said of the Auxiliary scholarship application. Therefore, the Auxiliary invited Cheramie Viator of Camp Cooley Ranch, Franklin, Texas, to be the featured guest at an Auxiliary workshop on how to fill out Auxiliary scholarship forms.

Viator is a past Auxiliary scholarship winner and served as a judge for the scholarships this year. During the judging process, she developed tips for filling out scholarships for future applicants.

“I’ve been fortunate enough to judge the scholarships a couple of times,” Viator said before presenting her tips. “It’s just personal suggestion, so take it for what it’s worth.”

**Start now.** Viator suggested juniors, regardless of age, start compiling scholarship information. “If the kids are 9 or if they are 16, start today; don’t wait,” Viator said. It becomes hard to remember what you did when at the beginning of your involvement, she explained, if you wait till near the end to compile the record.

One tool that is available to help junior Angus members keep track of their activities is the National Junior Angus Association (NJAA) Record Book, which can be found on the NJAA Web site ([www.njaa.info](http://www.njaa.info)).

“That is probably the most useful tool that I have found for filling out scholarships for any Angus activity,” Viator advised attendees. “The longer you wait, the more frustrating it is to get done.”

**Know your application.** Viator suggested junior members familiarize themselves with the application so they know what to track.

“Print the application off now, read through that application, and know where the sections are. Build your foundation early on,” Viator continued. “Your Angus activities, whether they’re at the national heifer show or whether they’re at the state level, are vital. School activities are important, but your Angus activities are vital.”

**Write it down.** Viator said students should put applications in a binder and record all relative information. Of the application, she noted that larger sections are usually worth more points. “If it’s in there and it’s a big section, it’s worth a lot of points.”

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“We can sell it to about anybody that has black cattle, so it does really well for us,” Sankey said.

**Managing the Sale Barn.** Miller is relatively new to managing the Angus Sale Barn, taking the reigns on the project in November 2005.

“I’ve always been active with the Ways and Means in the state of Ohio — very active,” she said, explaining her state involvement is what got her noticed by the national organization.

Miller admitted managing the Angus Sale Barn at the NJAS had been a little challenging. “This is my first major, major show, and I’m a little nervous,” she said. “It’s going well ... and people are happy.”

Miller’s favorite item is the Angus throw, which she and her husband designed upon request. A lady from Ohio approached Miller and said she saw a brochure that had a pillow with an Angus image on it. She asked Miller if the Ohio Angus Auxiliary could sell such an item.

“The pillow sold so well that we decided to expand to a throw,” Miller explained, adding that all images on the throw are by Angus artist Frank Champion Murphy.

Miller recently included the throw on the Auxiliary Web site. “That’s my pride and joy,” she said, something transferred from her Ohio Auxiliary efforts to the American Angus Auxiliary.

“I just put it on the Web site this past January and it’s starting to really pick up,” she said. While most purchasers say they use the throw as a wall hanging, her family actually uses them as blankets.

**A word of thanks.** “People have just been very supportive. The Ways and Means wouldn’t be what it is today — or the Sale Barn — without these people,” Miller said. “I keep telling people, ‘Thank you.’”



**Proofread and spell check.** “Spell check, spell check, spell check, spell check,” Viator reinforced. Read it, set it down for a couple of days, come back and read it again, she suggested.

“Folks that are really successful have folks that are somewhat outside of the Angus world proofread for them,” Viator said. “They may not understand what all the activities are, but they’ll see things that we don’t see.”

**State scholarship contact person.** Viator reminded juniors that their state contact’s signature must be on their application form. Scholarship applicants must win their state contest before their applications can move on to the national contest.

“Send your scholarship application through your state Auxiliary contact person. That person will send your application to the American Angus Auxiliary,” she explained.

“Communicate with your state contact. It’s important to make sure everything gets handled and put together correctly and gets moved on correctly.”

**Presentation.** “Number one — no handwritten applications,” Viator said. “That makes a big difference on your presentation points.”

No. 2, she said, is the applicant’s story. “That embodies the personality of the young person and their career. Spend some time writing that story.”

A theme will stick in the judge’s mind, she added. If you can’t have a theme, have personality. Viator advised applicants to identify all items addressed on the story list.

Strategically place high-quality photos on the photo page, she advised. “If the tag lines are handwritten, that loses some appeal.”

Viator encouraged applicants to crop

photographs well and to organize them on the presentation pages. She advised reducing the size of newspaper clippings as much as possible, while keeping them readable.

“This is one of those times that, yes, it’s expensive to make color copies, but go for it,” Viator said. “Spend the money on a good color copy.”

Show consistency with time frames, fonts and overall presentation. “If you list your Angus activities from the most recent, list your school activities from the most recent,” she said. Font sizes and fonts types need to be the same throughout the entire application.

An item that makes a big impression, Viator said, is the applicant’s e-mail address. “When your e-mail address is ‘I love Simmentals’ and you’re applying for an Angus scholarship,” she said, pausing to let audience members draw their own conclusions.

With the mention of secondary breeds came numerous questions of what to include on the Angus scholarship application.

“If you can fill that application with Angus activities, fill it with Angus activities. Use your secondary breed as secondary support,” Viator said. “Angus is your primary focus here — first and foremost,” she said, adding she doesn’t mind seeing other breeds on the application if it’s applicable.

Both Viator and Greiman advised to not spiral-bind applications. Instead, place them in a clip binder in which the single pages can be taken out for easier copying.

Finally, “Be careful of what we’re asking for,” Viator said in relation to school activities vs. school awards. “There are separate points for awards and activities, so be very careful.”

**Winning applications.** When judging applications, Viator identifies finalists by those who have received their Bronze and Silver awards through the NJAA Recognition Program, attended a Leaders Engaged in Angus Development (LEAD) Conference, and attended an NJAS.

Viator advised future applicants to look at past winners’ applications. “Look at the type of activities these young people do.”

One area many of the winners excel at is beef promotion activities, she shared. “That’s something I think we need to strengthen at this time. . . . The young people who are winners here, they typically fill a couple of pages with what they’ve done.

“It is a long application,” Viator said, “but it’s rewarding. I can still tell you where I



► **Above:** Auxiliary and junior Angus members met at the NJAS to learn more about filling out Auxiliary scholarship applications and to attend the midyear meeting.



► **Left:** Auxiliary officers listen intently as Chermie Viator from Camp Cooley Ranch, Franklin, Texas, talks about filling out scholarship applications at the Auxiliary workshop hosted during the NJAS.



was, what I was doing when my Mom called to tell me that I'd won. To win is worth a lot."

## Hoosier hospitality

Anyone attending the 2006 NJAS enjoyed unlimited access to bottled water, and daytime access to snacks such as homemade cookies, fresh fruit and pretzels. The hospitality shown by the Indiana Angus Auxiliary rated second to none.

"We've been in Indiana since '73, and I probably joined that year," Karen Smith, 2006 Indiana Angus Auxiliary president from Greensburg, said about her state auxiliary.

When taking on the task of hosting the 2006 NJAS, many volunteers were called upon to help organize the event.

"As Indiana decided to take on the 2006 show, everyone was asked to look at the different committees that were available, and hospitality seemed to be a very logical place for the Auxiliary to participate," Smith said. "We had done it in '98, so we had some idea of what we were getting ourselves into." The state auxiliary provided financial support as well as willing workers.

The Hoosier Hospitality Center was manned from 9 to 11:30 a.m. and from 1 to 4 p.m. "At the other times they're serving meals and we were trying to not overlap those two things," Smith explained.

In addition to providing drinks and snacks, the hospitality area hosted a play area for small children, an organized craft time

for children and adults in the morning, and a popcorn and movie time where G- and PG-rated movies were shown in the afternoon.

**Homemade hospitality.** Taking on the responsibility of providing free refreshments for hundreds of people for seven days is no small task, but Smith and others in Indiana were up to the challenge.

When asked how they came up with so many products to give away, she explained, "We have six area associations in Indiana, so each one of them took a day. They've sent us workers and homemade cookies. We asked each association to provide 20 dozen cookies for their day, so the homemade cookies just keep pouring in, and the workers have been coming and it's just been really good," Smith said.



► Chase Harker of Hope, Ind., enjoys playing at the Indiana Angus Auxiliary-hosted children's play area.

Smith shared her sincere appreciation for those who helped.

"I just really appreciate all the people in Indiana because our Auxiliary is actually a very small organization," Smith explained. "What has happened though, is by using the area associations, they've contacted families throughout their associations, and we're seeing a lot of people that we've never seen before. But they're helping us out, so it's really been great."



► Six area Angus associations provided 20 dozen cookies per day for the Hoosier Hospitality Center. Virginia Rose makes room for more of the treats.



► Attendees of the NJAS enjoyed drinks and snacks all week long from the Hoosier Hospitality Center, hosted by the Indiana Angus Auxiliary.



► Members of the West Central Angus Association helping at the Hoosier Hospitality Center include (from left) Virginia Rose, Lebanon; Cindy Jackson, Clarks Hill; Cheri Janssen, West Lafayette; Karen Smith, Greensburg; Penny Ramsey, Frankfort; and Sandy Carmichael, Bloomington.