



THE HIGHLAND *HoofBeat*

NCHCA 2018 Elected Officers and Board of Directors

Larry Sassen
President (17-19)
320-745-2444
president@nchca.org

Randi Johnson
Vice President (17-19)
651-674-7395
vicepresident@nchca.org

Kerrie Olson
Secretary
507-219-9825
secretary@nchca.org

Josh Krenz
Treasurer
763-260-1001
Treasurer@nchca.org

ACHA Director:
Jaime Schulz (17-19)
507-582-1073
info@flatlandfarm.com

NCHCA Directors
Kevin Opperman (18-20)
414-659-2676
HighlandSpringFarm@gmail.com

Ryan Weideman (17-19)
218-355-0521
ryan_otto@hotmail.com

Lara Taylor (17-19)
507-458-2148
hairycows@hotmail.com

President's Message – *Larry Sassen, President*

Happy New Year North Central Highland Members. Looking at the Terry Redlin painting “Homeward Bound” above my desk I notice the caption under the painting Name.

The caption reads “The Spirit of Sharing in the American Tradition” our annual educational-meeting will be a repeat of this tradition as member from throughout our organization share their life lessons from caring for, showing and selling our quality beef. The educational session will be presented by members about their operations and will try to answer your questions, if they cannot someone in the room may chime in with an answer. These sections will start after registration and last until time to get ready for the evening banquet. What a great way for you to introduce someone interested in highlands to why we love our hairy cattle.

The business meeting will be on Sunday with election of officers, a by-law amendment and filling of other organization positions.

I hope everyone has been taking picture for the calendar as the web site will be opening up soon for submission of photos for the 2020 calendar, it will be a short period for submission as the calendar will be printed and available at the sale again this year.

Hope fall calving went well for all members and that the winter calves are doing as well.

Larry Sassen, Boulder Meadows Highlands

MISSION STATEMENT: North Central Highland Cattle Association shall protect the integrity and sustainability of the Highland breed by promoting education and social interactions of its members.

NCHCA 2019 Annual Meeting

It's Annual Meeting time! Here is the official invitation to the entire membership to our annual meeting on February 2 & 3, 2019, at the **HOLIDAY INN**

4751 Owen Ayres Court

Eau Claire, WI 54701

715-830-9889

This is the same lovely venue we were in last year!

Call the hotel to reserve your room and mention that you are with the North Central Highland Cattle Association.

The room rate will be \$114.95/night. Then, **please download the registration form off the NCHCA website** and you can either use PayPal, now available on our website, or send a check made out to NCHCA to Kerie Olson at the address below

NCHCA Secretary

26086 885th Ave

Austin, MN 55912 / 507-219-9825

Don't forget the NCHCA Junior's auction, so bring along an item for donation if you can! Watch for more details on that. The NCHCA Juniors will also be awarding the first annual NCHCA Junior Scholarship!!

Registration will begin at 12:00 noon on Saturday.

Saturday, February 2

1:00 – 2:00 p.m.	Marketing & Sales of Highland Beef - A Panel Discussion Featuring NCHCA Member Farms
Break	Networking
2:15 p.m. – 3:15 p.m.	Handling and Facility Maintenance of Highland Cattle – A Panel Discussion Featuring NCHCA Member Farms
Break	Networking
3:45 – 4:45 p.m.	Exhibiting and Showing Highland Cattle – A Panel Discussion Featuring NCHCA Member Farms
5:00 – 6:00 p.m.	Social and Networking
6:00 p.m.	Annual Banquet and Awards

Sunday, February 3

9:00 a.m. – 11:00 a.m.	Annual Business Meeting & Elections
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Looking forward to seeing some old friends, and the opportunity to meet some new ones! Please come and join us! Thank you, Kerie

NCHCA AHCA Director Report

There are a number of AHCA Board of Directors (BOD) positions currently vacant. I ask that you think about nominating someone for those open Director-At-Large positions. The nomination form can be found on page 18 in the fall issue of the Bagpipe. Please look at the form as some changes have been made to make the process easier for the Nomination Committee if they are unfamiliar with the nominee. Remember, all nominations come from AHCA membership. The Nominations committee is appointed by the Governance Committee to look over the nominations that have been received and send recommendations back to the AHCA BOD for the ballot. If you would like to know who is currently serving on the board and their term expiration date, that can be found on page 47. I encourage you to think about nominating someone you feel would benefit the association, or maybe you would like to serve! It is a great opportunity to see how the association functions and to also meet people you may not otherwise interact with. I serve to promote the view of our North Central association, but an at-large director is there to represent the views of AHCA membership as a whole. Make the decision to send in a nomination if you have been thinking about how to help our association serve its membership. The deadline to have these at the AHCA office is January 31, 2019.



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Josh Krenz
Princeton, MN



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www.fourtacres.com



Windemere Farm
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 Junction City, WI 54443

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 www.WindemereHighlands.com
 WindemereFarm@TheProctors.com

Creachann Gleann



Ben and Mary Schmidtke
 7200 Platte Rd
 Platteville, WI 53818

Registered Highland Cattle

Phone: (608) 348-4047
 Email: info@creachanngleann.com
 Web: http://creachanngleann.com

LYNX RIVER
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Dan & Mary Webster
 21904 County Hwy Z
 Cornell, WI 54732
 715-239-6665
 lynxrivercc@centurytel.net

Let the NCHCA.org website work for you

Starting in 2019, as a member benefit, you can have a free profile webpage on the NCHCA.org website with up to 500 words and three photographs. This is a great way to get more exposure for your farm.

We already have a page created for each member with contact information, and we encourage you to enhance your page with more information about your farm. In addition to a description of your operation, you could add a logo, photos, directions to your farm, and links to your own website and social media pages. Having a profile page can be a substitute for your own website without the hassle of creating your own, and give you an internet presence to attract potential customers.

Take a look at some of the profiles created by other member farms. Go to the list of members on the NCHCA.org website and click on some farm names. Then start to work on your own and tell us about your farm. Send your information to profiles@nchca.org, or go to the website and submit your information there at www.nchca.org/profile-content.html.

Classified advertising is another member benefit available through the website. One 90 day classified ad is available to members at no cost each year. In addition to being posted on the website, we send a notice out to all active members via email and post a notice on the North Central Highland Cattle Association Facebook page.

We are always looking for ways to make the website work better for our membership. If you have any suggestions, send them to website@nchca.org.

Accepting 2019 NCHCA Highland Production Sale Entries

Starting January 1, 2019 at
HighlandSale.org



Highland Cattle Production Sale

presented by
North Central
**Highland
Cattle**
ASSOCIATION

Saturday, June 22, 2019

Burlington, Wisconsin
Bid Online or In-person.

HighlandSale.org | 262-539-3257

**Save
the
Date**
for the 2019 Auction



- Selling Quality Registered & Unregistered Bulls, Highland Heifers, Bred Females, Cow/Calf Pairs and more
- Cattle from all over the USA, including long-standing, recognized farms and genetics built to produce quality beef for every type of operation
- Bid in person or online
- Trucking can be arranged before sale day across the USA on our website
- See all the cattle lots and more information at HighlandSale.org

Hoofbeat Committee Update

Josh Krenz, Windland Flats, info@windlandflats.com

It was another great year for the Hoofbeat. Thanks to everyone who submitted articles and content to make it a very informative and member focused newsletter. A special thanks to Dan Stewart and the team at TJ & Associates for all the work in putting this newsletter together each quarter.

For 2019, we need a new editor. If you can help be on the committee, or be the committee chair/editor, please email Josh Krenz at info@windlandflats.com.

Minutes of the 2018 General Membership Annual Meeting of the NCHCA February 3rd

Meeting was called to order at Holiday Inn Eau Claire South, Eau Claire, WI at 1:10 pm by NCHCA President Larry Sassen. All attendees introduced themselves. 42 adult members and 3 juniors attended. Proof and notice of the meeting was provided via January Hoofbeat, NCHCA website, NCHCA Facebook page and multiple emails since November 2017. Keri Olson was introduced and appointed the new NCHCA Secretary and Josh Krenz was introduced and appointed as the new NCHCA Treasurer. Minutes from 2017 meeting were provided prior. No action was taken.

Reports were as follows:

- Jan Larson presented the Secretary's report. Currently on file we have 102 members with 30 of them sponsored by various farms and the NCHCA themselves.
- Billy Johnston presented the Treasurer's report stating that as of December 2017 the balance in the Treasury was \$18,898.74. The actual balance as of the meeting date was approximately \$3500.00 less due to payment of some outstanding bills to TJ Associates and AHCA Director expenses from 2017. NCHCA juniors balance was \$4,457.04.
 - Josh Krenz moved to accept both the Secretary and Treasurer's Reports
 - Mark Schulz seconded
 - Motion Passed

Committee Reports:

- AHCA Director Report was presented by Jamie Schulz, with addendums from Josh Krenz and Heather Bailey. AHCA has been working on changes to QHB (Quality Highland Beef) requirements, Sovereign Steers can now be registered if calved from registered sovereign breeding stock. Clipping and fitting of show animals has become a very divisive topic within the association. There will be some changes to the ROE (Roll of Excellence) coming soon. The Beef Marketing committee is currently working on some new advertising based upon Dr. Wiegand's U of Missouri Study. The new advertising will have the ability to be customized to specific farms and have the ability to utilize both printed and social media. Nominations are open to anyone with an interest in becoming an AHCA Director for the upcoming year. If interested, please contact Jamie Schulz or speak to any AHCA Board Member. The LRP (Long Range Planning) committee has been hard at work and are looking for volunteers to participate. Again, if anyone is interested please contact Heather Bailey, or an AHCA Board member.
- Show Committee report was presented by Mark Schulz. The 2017 NCHCA show income and expenses were relatively similar to the previous year with a slight loss of approximately \$180. The loss mainly due to the fact that the judging expenses due mileage were more than the previous year. Overall, the show has still kept the family oriented atmosphere. The NCHA show will be in Austin, MN Sept. 22, 2018. Mark has stated that committee members and juniors will be asked to take more responsibility in the upcoming year.
- Heather Bailey reported on World Beef Expo. There is no NCHCA income from this show and the only expense is \$100 for setting up the NCHCA Display. The date for WBE (World Beef Expo) is September 28, 2018. It is a very convenient, easily accessed show in tune with exhibitors. This past year, due to extreme heat, all exhibitors who had completed showing, were allowed to leave as needed. WBE is also a potential sight to host a junior national show possibly as soon as 2019. We are looking for more members to attend the show.

Minutes of the 2018 General Membership Annual Meeting of the NCHCA February 3rd

- Paige Proctor, NCHCAjr President gave the Junior Committee report and discussed the previous year's events in a detailed, comprehensive report
- Randi Johnson discussed the Website Committee accomplishments. The format change was instituted and has generated quite a bit more traffic on our page. She encouraged all members to take advantage of the farm profile options, both paid and unpaid. There is a new spot for those members who would like to be listed as beef producers, and she would like to have members consider the classified section on the page as well. It is not strictly reserved for animal sales, it may also be utilized for farm implements and tools.
- Josh Krenz presented the Hoofbeat Committee's report stating that he is always looking for articles to be published and encouraged all members to participate with writing. He discussed Hoofbeat availability being mailed to each member as well as old issues published on the website page. TJ Associates has done a wonderful job of production with a very attractive format.
- Heather Bailey reported on the NCHCA Production Sale in June 2017. Overall, everyone who participated and attended seemed to be very happy and the committee is also very happy with how the sale turned out. Please see sale information published in the January 2018 Hoofbeat for prices but female average was \$2300.00 with the high selling female at \$4200.00, high selling male \$3600.00 with the male average at \$2168.00. There were 30 live lots that averaged \$2273.00, 3 semen/embryo lots averaging \$592.00 and the gross sale total was \$69,975.00. The upcoming June 23, 2018 sale, has generated a lot of interest so far and animals have been consigned. Heather encouraged NCHCA members to reserve their lots as soon as possible. Due to the sale being held in conjunction with the Annual Gathering there should be a lot of very diverse genetics available with animals being brought in from all over the country. Heather has brought entry forms for any members who would like to consign. She stressed that photos and videos be the best quality possible due to the fact that it is the first thing all buyers see and base their buying strategy on. If assistance is needed with this aspect, please call the committee and they will help.
- Heather Bailey also reported on the 2018 NWSS sale held in Denver, Co in January. This was the largest grossing national sale in AHCA History. Gross sales totaled \$110,800 with the high selling female being sold at \$17,750, high selling male at \$7,750. Average sale for females was \$4,735.50, average male \$3,978. 10 semen & embryo lots averaged \$1,345.00. This was the 30th year for the national Highland Sale at NWSS (National Western Stock Show)
- Jean Gruenert reported on the Wisconsin Cattlemen Convention. The next convention will be February 10-11, 2018 in Wisconsin Dells. Government regulations are generally discussed and how it affects all elements of farming including NCHCA members. Farm Tech Days produces a lot of interest in Highlands and this year 14 different breeds are expected to attend.
- Larry Sassen discussed the calendar on behalf of the calendar committee. He solicited for pictures for the 2019 calendar and mentioned that 2018 calendars are still on sale and several were brought to the meeting this weekend.

Unfinished Business:

- Larry Sassen solicited for members to open their farms up for summer picnics as well as mentioned that there is an advertisement in the Hoofbeat looking for picnic hosts. Larry also mentioned that the committee signup sheets are out, and have actually been passed around.

Minutes of the 2018 General Membership Annual Meeting of the NCHCA February 3rd

- Billy Johnston and Josh Krenz suggested setting up a separate bank account to accommodate the needs of the NCHCA Sale. Due to the large amounts of money being handled through the sale, keeping accurate banking records would be much easier if the sale has its own checking account.
 - Mark Schulz moved to set up a separate bank account for the NCHCA Production Sale
 - Kevin Opperman seconded.
 - There was no discussion so the motion was voted on and unanimously approved.
- Prior to breaking for the afternoon, at 2:30 pm, Larry Sassen mentioned the silent auction items for the juniors and NCHCA merchandise and calendars for sale at the far end of the meeting room.
- At 4:00 pm the meeting resumed and began with elections.

Elections:

- NCHCA Director – Josh Krenz nominated Kevin Opperman for NCHCA Director for a two year term. Jan Larson seconded. There was no discussion so Josh Krenz moved for a unanimous ballot. It was seconded by Sally Nelsen and approved. Kevin Opperman NCHCA Director 2018-2020

New Business:

- Updating of NCHCA Displays. There was some discussion of the current NCHCA Displays. It is a concern that the top detachable board on the most recent NCHCA Display seems to catch the wind a lot and topple the whole display over. A pull up display has been suggest for versatility and wind resistance. Billy suggested adding elements of the U. of Mo study from Dr. Wiegand to new displays. NCHCA Banners were also discussed, due to age, they have become difficult to clean and are cracking. Tod Taylor suggested setting up a committee for researching new displays and banners. Josh Krenz noted that the board has previously approved a \$5000 budget to increase NCHCA advertising and that the cost for new displays and banners can come out of that budget. Lara Taylor suggested updating one display and banners.
 - Lara Taylor motioned to spend up to \$500.00 on updating the display and making new. banners.
 - Billy Johnston seconded
 - No discussion by the membership so vote was taken and the motion passed.

New Venue for the NCHCA Annual Meeting:

- Lara Taylor presented an option for moving the NCHCA Annual meeting to Chula Vista Resort in Wisconsin Dells at the Grassworks Conference. Normally the Grassworks Conference would be a Thursday – Saturday convention in January or February. Approximately 400 people attend the conference with about 60 different speakers and a three day trade show attached. The ability to have a NCHCA Annual Meeting would be approximately 1:00 – 2:00 pm on the Saturday of the conference. NCHCA would have an option to have a booth in the trade show for approximately \$250.00. Average conference cost would be approximately \$225.00 for 3 days including meals. Hotel rooms average approximately \$89.00 per night. Some attending members feel that Highlands would fit in well with this type of venue.

Minutes of the 2018 General Membership Annual Meeting of the NCHCA February 3rd

- Jean Gruenert presented an option to move the meeting to Wisconsin Dells at the Chula Vista Resort during the Wisconsin Cattlemen's Association Conference following an invitation issued to us by the Wisconsin Cattlemen's Association. Convention is usually held on a Friday and Saturday in February. Speakers would be provided by the Cattlemen's Association as well as the Friday night meal and continental breakfast. The drawback would be the extended drive for out of state NCHCA members.
 - Cindy Weideman moved to keep the meeting in Eau Claire, Wisconsin.
 - Billy Johnston seconded
 - Kevin Opperman moved to end any discussion and vote on the previous motion presented
 - Josh Krenz seconded, vote was taken and the discussion ended
- Vote was taken on Cindy Weideman's motion and motion passed. NCHCA Annual Meeting will stay in Eau Claire, Wisconsin with location to be decided.
- Wisconsin Cattlemen's Association Dues. Roger Weideman moved to pay the \$100.00 dues
 - Billy Johnston seconded
 - No discussion and motion passed
- MJSC (Minnesota Junior Spring Classic) Donation. Mark Schulz moved to have NCHCA sponsor a Highland Breed Show for the required \$500.00.
 - Cindy Sassen seconded.
 - Some discussion ensued.
- In previous years NCHCA has paid \$300 and the balance has been covered by private farm donations. Lara Taylor suggested continuing that tradition for this show year, and asking the juniors to consider covering their breed show at the 2019 MJSC due to their currently large bank account. As an adult Junior Committee member, Anne Proctor will take the suggestion back to the juniors.
 - Vote was taken to the above motion and passed.
- Wisconsin Farm Tech Donation. Roger Weideman moved to pay the \$320 fee to Wisconsin Farm Tech.
 - Ken Rose seconded
 - No discussion and motion was passed
- Discussion of the AHCA Gathering. Heather Bailey reported that Cobblestone Farm and Four T Acres will be hosting with activities on Friday being held at Cobblestone and Saturday activities being held at Four T. Ron Gill will be doing a seminar Friday morning, Wally Congdon will be doing a seminar on structure Friday afternoon. Viewing for the NCHCA Cattle Sale will begin Saturday morning at Four T with the sale to start at 1:00 pm. There will be a Farm Tour to follow with the possibility of a seminar in the afternoon as well. Four T will host a dinner that evening and provide a DJ/Band. Ginnah Moses asked about charging for activities after the sale and a donation box was suggested. NCHCA Juniors will be hosting the lunch and NCHCA juniors and their committee will work on ideas for juniors attending the gathering. Finances for NCHCA were asked about and is as yet still unclear. Now that Denver sale has been completed, we can focus on the financial responsibilities of the Gathering and keep the NCHCA board apprised.
 - Sally Nelsen moved to adjourn the meeting at this time.
 - Jamie Schulz seconded
 - The meeting was adjourned at 5:17 pm

Respectfully submitted by Jan Larson, Retiring NCHCA Secretary

2019 NCHCA Annual Business Meeting Agenda (Advanced Notice)

**Holiday Inn
4751 Owen Ayres Court
Eau Claire, WI 54701**

- Call to Order – Larry Sassen
- 2019 Elections - Randi Johnson
- Secretary's Report – Kerie Olson
- Treasurer's Report – Josh Krenz
- Committee/Event Reports
 - AHCA Director – Jamie Schulz
 - NCHCA Juniors – Maryn Cowell
 - Treasurer's Report
 - MJSC Fee
 - Show Committee – Kerie Olson/Melinda Cowell
 - NCHCA
 - World Beef Expo
 - AHCA
 - Website – Randi Johnson
 - Hoofbeat – Josh Krenz
 - Calendar – Larry Sassen
 - NCHCA Sale – Heather Bailey
- AHCA Annual Gathering
 - AHCA Sale Report
 - 2019 NCHCA Sale
- Wisconsin Cattlemen's Association & Dues - Roger & Cindy Weideman
- Wisconsin Farm Tech Event & Donation - Anne Proctor
- 2018 Farm Tour – Ben & Mary Schmidtke
- New Business
 - Announce 2019 Election Results
 - By-Law Changes – Randi Johnson
 - 2019 Farm Tours
 - NCHCA Display
 - 2020 Event Location & Discussion – Kerie Olson
 - Other Business
- Adjourn



DIRECTOR POSITIONS OPEN

NCHCA Needs membership involvement. We are a volunteer association and appreciate everyone who participates at all levels.

If you would like to help at the Board level, we are looking for 2019-2021 Board Directors and a Vice-President. The Board meets several times on the phone, during the course of the year.

The Board helps drive direction and looks for new ways to support the goals and direction of NCHCA.

If you are interested, please contact Randi Johnson, Vicepresident@nchca.org, or any member of the NCHCA Board.

If you know someone, who would be a great Board Member, please send your nomination to Randi Johnson by January 15, 2019.

NASCO's Gold Circle Reward Program

Support NCHCA Juniors when you purchase from NASCO. The Juniors earn rebates of 5% of net purchases when members purchase from:

- Nasco Farm & Ranch
- Nasco Showing & Grooming

Use the **group code 9810011** when you make purchases.

Thank you for your support!



JANUARY Hoofbeat Newsletter

The deadline for our next issue will be
March 1, 2019

Please submit all articles and photos using the contact information below.

Preferred formats are: Articles – Microsoft Word, Photos/images – PDF format, Tables/graphs – Microsoft Excel. We need original electronic artwork.

TJ Associates Attn: Dan Stewart
6441-140th Court NW | Ramsey, MN 55303
T 763-323-8717 | F 763-323-8704
dans@tjassociates.net

or
Josh Krenz
Treasurer@nchca.org

Please call if you have any questions.
Hoofbeat articles can be submitted from now up until the deadline date.

Classified / Want Ads

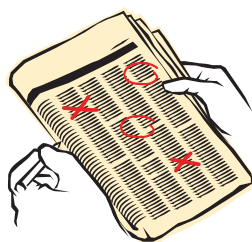
Ads from members may be submitted for a dime a word or \$5.00 for a business card per issue. Remember it does not have to be just cattle. It can be head gates, corral panels or any other equipment you wish to sell or purchase.

For Advertising Send ads to: Treasurer@nchca.org

Checks payable to: NCHCA

Send to: Josh Krenz
31932 136th St
Princeton, MN 55371

• See more classified ads at nchca.org



The 2019 Calendars are Here!

Support our Association by purchasing calendars. Another great job of putting together fine examples of the breed and featuring member farms. These make great gifts!

Order your calendar by going to NCHCA.org



**WANTED
HOOFBEAT EDITOR**

After six years, our current Hoofbeat Editor, Josh Krenz, is ready to retire. We need a new Hoofbeat editor.

What does the editor do?

- Coordinate the editorial schedule
- Help gather content for four yearly articles
- Lead the Hoofbeat committee

If you have questions or interest, please contact Josh Krenz, info@windlandflats.com

Boulder Meadows Highlands



Larry & Cindy Sassen
Breeders

Quality Highland Beef
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Phone: 320-745-2444
lsfjfarm@brainerd.net

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WE5COWELLS@GMAIL.COM



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612-245-2961
LONEOAKCATTLEANDCOLTS@GMAIL.COM

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OSCEOLA, WI 54020
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rweidema@centurytel.net

**BREEDERS OF QUALITY
HIGHLAND CATTLE**



6441-140th Court NW
Ramsey, MN 55303

The North Central Highland Cattle Association (NCHCA) was formed in 1982 to promote Scottish Highland Cattle, form a marketing unit for breeders, and to provide a local organization closer to home. The organization has done this and provides opportunities for youth and families to have fun with their Highland cattle. Our association provides networking and educational opportunities for its members, has an active junior program for youth, and provides a local voice to the national organization, the American Highland Cattle Association.

NCHCA 2019 Educational Event & Annual Meeting

It's Annual Meeting time! Here is the official invitation to the entire membership to our annual meeting on February 2 & 3, 2019, at the

HOLIDAY INN
4751 Owen Ayres Court
Eau Claire, WI 54701
715-830-9889

Registration information inside
– due January 15, 2019!

This is the same lovely venue we were in last year!

Check Out Our Website at NCHCA.org for information on:

Member Listings • Classified Ads • Show Results

Upcoming Events • Many More Highland Member Items