



SALE RULES & REGULATIONS

General

One of the primary purposes of the Arkansas Angus Association is to promote Angus cattle and to provide a means for its members to market their cattle. The Arkansas Angus Association Share the Success Sale will consist of 70 lots to attract potential buyers and to assist with keeping sale expense reasonable.

Remember this sale is the showcase of your Angus operation not a place to dispose of cull cattle.

The Arkansas Angus Association Share the Success Sale will consist of bred cows, fall cow/calf pairs, spring cow calf pairs, bred heifers, open heifers and service age bulls for breeding purposes. Members may also consign confirmed pregnancies and embryos.

Cattle Selection

The guidelines in this document will be strictly obeyed. The cattle being consigned to this sale will not be previewed by the Sale Committee, so it is the consignor's responsibility to abide by the selection criteria. The Sale Committee reserves the right to remove any lot not meeting the sale requirements. Lots removed by the Sale Committee must be removed from the sale premise immediately. Consignment fees will be forfeited for lots which are removed or are no-shows for the sale. If you must remove a lot from the sale, substitute lots will be accepted upon approval of the sale committee.

Females

- Cows must be in body condition score of 5 or better on sale day
- Cows must have a useable udder. #3 teated cows or balloon teats will not be allowed
- No cows 8 years of age or older on sale date
- Cows with a calf 6 months of age or older must be rebred and checked as pregnant within 30 days of sale date unless breeding date is less than 60 days prior to sale date

Bulls

- Bulls must be in body condition score of 5 or better on sale day
- Bulls selling as separate lots must have an acceptable Breeding Soundness Exam within 30 days of sale day

- Bulls must be no more than 36 months of age
- Sale is limited to the first 14 consigned

Pre-Sale Requirements

Consignors must do the following prior to sale:

- You must be a member in good standing of the Arkansas Angus Association
- Furnish registration certificate, AI certificate (if necessary), breeding information and footnote information to the Sale Manager
- A Consignment form should be completed for each lot with the registration certificate attached. Calves selling at their dam's side are NOT a separate lot.
- All cattle must be clipped before arrival at the sale premises
- All cattle will be tagged with sale tags provided in the right ear
- All cattle should be preconditioned for 60–90 days prior to sale
- Consignment fee should accompany registration certificate and consignment form when sent to Sale Manager
- Obtain individual health papers issued within 30 days prior to sale, this includes all calves over 6 months old
- Obtain negative Brucellosis Test within 30 days prior to sale for females 18 months of age and over and bulls 6 months and over. All heifers that have calved or are bred must be tested. All heifers that are 4–12 months of age must be vaccinated before the sale. Certified herds must state certification number and bleed date on health papers

Consignment Fees, and Post Sale Settlement

Consignment fee is \$100 per lot. A lot will be a single animal being cows, heifers, bulls, pregnancy or embryos from the same mating. Cows may have calves by side that are younger than 9 months and be classified as a single lot. Any calves that are 9 months old on sale date or older will be classified as a single lot and cataloged separately.

Post sale settlement will generally occur 30–45 days after the sale but not until all registrations have been transferred, payments collected and all expenses paid.

All sales are between the buyer and seller. The Arkansas Angus Association, Officers, Directors and Sale Committee Members are not held responsible for any reasons. If the Officers, Directors or Sale Committee Members are asked to assist on any matter their decision will be final. Failure to abide by said decision would be automatic permanent cancellation of the member's membership in the Arkansas Angus Association.

Sale Calendar for Consigners

May 31, 2008
August 1, 2008

Earliest date to submit cattle for consignment
Begin conditioning sale cattle

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| August 1, 2008 | Deadline to submit cattle for consignment |
| September 22, 2008 | Assist in marketing the sale, contact potential buyers, post sale flyers, etc. |
| October 1, 2008 | Clip sale cattle |
| September 26, 2008 | Health Papers, Pregnancy Check, Breeding Soundness Exam, Brucellosis test |
| October 18, 2008 | Prepare any information for Sale Update Sheet (Breeding information, calving, etc.) |
| October 24, 2008 | Begin Delivery of Cattle at XX-G |
| October 25, 2008 | Cattle Arrive at Sale Premises by noon |
| October 26, 2008 | Sale Day |

Sale Committee

The Sale Committee shall consist of a Chairman appointed by the President of the association, the Secretary of the Association who shall act as the Sale Secretary and other members of the association as appointed by the Sale Chairman or the President of the Association.

Tom Huls, Chairman; Marilyn Boecker, Secretary; Tom Jones; Murle Gilbreath; Fred Pohlman

Tips for a Consignment Sale Success

- ✓ Sell only cattle you would want to buy yourself; don't sell problems. This sale should showcase your Angus operation. Show people what you have.
- ✓ Condition sells! It is difficult to sell thin cattle. Don't spare the feed bucket.
- ✓ Provide the sale chairman and potential buyers with all the information you have. Data sells. This would include pedigrees, photos, weights, measurements, ratios, current EPDs, and exposure and AI dates.
- ✓ Help yourself! You can be the best marketer of your cattle in the sale. Make phone calls, write letters, mail information about your consignment to breeders who have purchased cattle from you in the past or expressed interest in your program. Let them know what cattle you are selling and the location and date of the sale.
- ✓ Animals, well presented, reflect favorably on your program. Have your cattle washed and clipped. If you are unable to do this yourself, hire someone to do it for you. Cattle should be clean, and preferably, show heifer prospects should be blocked and halter broken.
- ✓ Check tattoos to be sure they are legible and match your paperwork prior to traveling to the sale premises.
- ✓ Make sure ALL your health papers are in order well ahead of the sale. Females should be pregnancy checked and bulls breeding soundness examined.

- ✓ Support the sale. Be a participant bidding on others animals that can be used in your program. Ask the Sale Chairman how you can assist at the sale if you are not bidding on other animals.
- ✓ Guarantee your animals. Stand behind all animals you sell and build integrity into your program.
- ✓ Follow-up with buyers of your cattle. Contact buyers of your cattle after the sale either in writing or verbally to answer any questions the buyer has and to make sure they are pleased.