

2019 Consignment Sale Guidelines



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➤ **GENERAL GUIDELINES**

1. Nomination & Selection

- a. Consignors **must** be a member of the Missouri Red Angus Association. If you are not a member, please visit www.missouriredangus.com to obtain a [Membership Form](#).
- b. The MORAA sale committee and their representatives will receive and review nominations of cattle for the MORAA sale. This will include:
 - 1) Mailing Entry Form & Fee.
 - 2) Completing the online [Nomination form](#) with lot details, footnotes, and photos.
- c. Entry fees are \$100/head for registered and \$25/head for commercial lots and must accompany the entry form. If your animal is selected for the sale, the fee will be credited in your financial settlement. The fee will be refunded if your animal is not selected for the sale.
- d. The MORAA Sale Committee will make discretionary decisions and the necessary arrangements to review and approve the nominations. The sale committee along with MORAA board representatives will have the final say on any animal being selected/presented for sale.
- e. Catalogued lots that do not sell for any reason will be assessed commission based on the average selling price of that animal's class. It is advised to have a substitute ready for the sale in case one of your animals can't make it.

2. Marketing and Catalog Entry Requirements

- a. Complete footnotes with full names and registration numbers and high-quality digital photos are essential in attracting buyers and adding value to cattle. A catalog photo that makes a good first impression will pay off. We encourage consignors to make supplemental information (i.e. copy of registration papers, vaccination history, pelvic/tract scores, etc) available to buyers in your stall area. Stall cards will have lot number only.

The sale committee reserves the right to select catalog photos and edit footnotes as needed.
- b. Consignors may submit videos of their lots to DVAuction to be included in our online video catalog. A \$10 fee per lot will be assessed by DVAuction and deducted from your settlement proceeds. Videos should be approximately 30 seconds or less and 720p or higher resolution. Contact DVAuction directly for full specifications on capturing/submitting videos:
[402-316-5460](tel:402-316-5460) or email at dva@dvauction.com.
- c. Assist in marketing your consignments and the sale by contacting potential buyers, distributing catalogs, and using online sources such as Craigslist, Social Media, etc.

3. Cattle Condition and Appearance

- a. All cattle must be red-hided. (exception—pregnant recips)
- b. All cattle must be in good body condition (BCS 6.0+).
- c. All cattle must have heads/necks clipped; although, it is highly recommended to slick shear, show clip, or torch body hair. Dirty/long hair decreases an animal's value and weakens the presentation of the entire sale offering. Please make every effort to present cattle at their very best! Ideally, clipping should be done 7-14 days in advance; however, you may arrange for clipping heads at sale facility on Thursday, but must be completed by 4 p.m. for viewing.
- d. **Blemishes:** Cattle with active cases of warts, ringworm, pinkeye or severe scars resulting from Pinkeye will not be eligible. In addition, cattle with rat-tails, or other physical blemishes or deformities will not be eligible.



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- e. **Foot/Leg Soundness:** Cattle exhibiting foot/leg problems including, but not limited to, curly claw, lameness, hoof cracks and other hoof deformities will not be allowed to sell.
- f. **Udder Soundness:** Cows entering the ring either lactating with a calf or just recently weaned a calf will exhibit structurally sound teats and appropriate udders. While not setting a specific numeric score, the sale committee reserves the right to exclude cows with bulbous teats and/or pendulous udders.
- g. **Genetic Defects:** All consignors of registered Red Angus cattle (1A, 1B, CAT II & CAT III) will agree to follow and meet the requirements as outlined in the Red Angus Association of America's Breeders Guide/Genetic_Defect_Policy.pdf. A copy of this policy can be obtained at:
http://assets.redangus.org/media/Documents/Genetics/Genetic Merit Parentage and DefectsGenetic_Defect_Policy_10-14.pdf

The sale committee reserves the right to refuse any animal that does not meet above criteria or any animal exhibiting an undesirable disposition on sale day.

4. General Health Requirements

- a. **All Animals:** All animals, regardless of origin, must meet the health requirements for the State of Missouri. All animals must be individually identified on a current health certificate issued within 30 days of sale which states they are free from warts, ringworms and clinically determined infectious, contagious or communicable diseases.
- b. **Out of State Consignors:** If a permit is necessary for your animals to enter Missouri, the permit should be obtained from the Missouri Department of Agriculture (573) 751-4359, not more than 15 days prior to arrival at the Springfield Livestock Marketing Center. Consult your veterinarian for interpretation of the requirements.
- c. **Vaccinations:** A comprehensive herd health vaccination program starting at weaning age or before should be administered under the advice and guidance of your veterinarian.
- d. **Brucellosis:**
 - 1) Breeding cattle from Brucellosis-free states may enter without a Brucellosis test.
 - 2) All breeding cattle, 18 months of age and over, from Brucellosis Class A states must be tested and negative within thirty (30) days.
 - 3) Herds that are certified for brucellosis may enter on their herd number. The herd number and test date must be recorded on the health certificate.
- e. **Tuberculosis:**
 - 1) All breeding cattle, six (6) months of age or over must meet **one** of the following requirements:
 - i. Originate from a Tuberculosis-free state (MO qualifies)
 - ii. Originate from a Tuberculosis-accredited free herd. The herd number and current test date must be recorded on the health certificate.
 - iii. Test negative within sixty (60) days.

5. Recognition of Missouri "Show-Me Select™" Qualified Heifers

We encourage, but do not require consignors to participate in the Missouri Show-Me Select™ Heifer Program. When appropriate documentation from University of Missouri Extension is provided, the Show-Me Select logo will be placed in the catalog next to those qualified bred females for special recognition. A "Show-Me-Select Replacement Heifer" ear tag must also be displayed on each animal. Please visit the following link for current program requirements.
<http://agebb.missouri.edu/select/prgmreq.php>



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➤ **GUIDELINES FOR ALL REGISTERED CATTLE**

Nominations will be allowed for each registration category as follows:

- Category 1A - 100% Red Angus blood content, no disqualifying features
- Category 1B - From 87% to less than 100% Red Angus blood content, no disqualifying features
- Category II - Equal to or greater than 87% up to and including 100% Red Angus, having one or more disqualifying characteristics
- Category III - Less than 87% Red Angus blood content
- F-1 or % crossbred registered bred heifers are allowed from other breed registries, provided the registration papers show at least 50% Red Angus by either a registered Red Angus sire or a registered Red Angus Dam.

* *Must be "R" status with the RAAA before settlement will be made on that consignment.*

1. REGISTERED OPEN WEANED HEIFERS:

- a. Open heifers to be at least 30 days weaned prior to sale unless entered as cow/calf pair.
- b. Vaccination history should be provided in footnotes or stall supplement.

2. REGISTERED FEMALES:

- a. Age Limitations: less than nine (9) years of age on sale date.
- b. The term "cow" means she has had at least one live calf when she was 22-32 months old.

c. Selling Open

- 1) The reason a registered female is being sold "open" is to give a breeder their choice of breeding this cow.
- 2) We reserve the right to exclude open cows based on inconsistent calving records.

d. Selling Bred

- 1) Pregnancies shall be vet-confirmed no more than 30 days prior to the sale date to the A.I. date or the pasture exposure dates. In either case, **breeding dates, sire's name and registration number is to be listed in the catalog footnotes or supplement sheet.**
- 2) Consignor guarantees the female(s) to be safe in calf at the time of sale. If a female is proven by veterinary exam within 30 days after sale not to have been pregnant, the consignor will replace the female or make a financial settlement with the buyer.
- 3) EPD mating calculations of expected progeny (generated from the RAAA website) may be submitted to be included in footnotes if desired.

e. Cow/calf pairs

- 1) Calves **must** have a registration number and tattooed by sale day.

Include calf registration number and sire name and registration number in footnotes if born before catalog deadline; otherwise, submit before sale day to be included in supplement sheet.

- 2) Vaccination history of calves, if applicable, should be included in footnotes or stall supplement.

e. Donor Cows

Should have a documented proven track record and be reproductively sound.



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3. REGISTERED BULLS: **(NEW for 2019—One female entry required for each bull entry)**

- a. Registered bulls (1A, 1B, CAT II and CAT III) that are listed in the Red Angus Association of America database will be given consideration in the selection process.
- b. Born ON OR BEFORE March 31 of the previous year
- c. Minimum Adjusted Weaning Weight* - 550 lbs.
- d. Minimum Adjusted Yearling Weight* - 1050 lbs.

**Adjusted weaning and yearling weights are calculated by the breed association and must be listed on registration papers.*

- e. A Breeding Soundness Exam must be determined by a veterinarian within 30 days of sale using a standard assay analysis of semen approved by a School of Veterinary Medicine—must include scrotal measurement.
- f. A PCR-based Trichomoniasis (Trich) test will be required for all non-virgin and bulls that are two years old or older by sale date as required by Missouri law

BSE & Trich test (if applicable) MUST be turned in at check-in w/health papers.

NOTE: If you choose to send your bull(s) to a 3rd party developer, it is up to you and that developer to coordinate/meet these entry requirements

Recognition of Missouri "Show-Me Select™" Qualified Bulls

Notify the sale manager for catalog designation if your bull qualifies as a natural service sire for the Show-Me Select Heifer Program. The new requirement for Red Angus will be a 13 CED (30th percentile) with Genomic-Enhanced-EPDs.

For more information visit <http://agebb.missouri.edu/select/prgmreq.php>

4. FROZEN GENETICS (EMBRYOS/FLUSHES/SEMEN):

- a. Embryos and semen entries must be accompanied by at least one "live" lot entry.
- b. Required DNA testing must be in compliance with the rules and regulations of the Red Angus Association of America in order to register the offspring of genetic offerings.



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➤ **GUIDELINES FOR ALL COMMERCIAL CATTLE**

It is the desire of the Board of Directors for the Missouri Red Angus Association to promote the highest quality commercial cattle possible at our consignment sales. The Red Angus Association prides itself being focused on the commercial cattle industry and the Missouri Red Angus Association supports this effort.

Generally we believe there should be no difference between the quality, functionality, appearance, and performance of registered and commercial offerings.

All classes of commercial females must carry a minimum of 50% Red Angus genetics. All consignors will need to demonstrate, document and provide this information as part of the consignment nomination process. Category 1A, 1B, II and III registration of either sire or dam may be enough to prove the 50% Red Angus bloodline requirement.

We encourage, but do not require, the same health requirements of the Missouri Show-Me Select™ Heifer program as our basis of evaluating the health and quality of the commercial female offering. All classes of commercial females are expected to have documentation to support their health, vaccination and parasite management. Consignors should make this information available to potential buyers in the footnotes or stall supplement sheets.

Consignors may consider participating in Red Navigator DNA testing on females that are at least 75 percent Red Angus and the use of FCCP yellow tags for age and source verification of commercial cattle. The culmination of information delivered through Red Navigator and FCCP programs provides commercial buyers with an unmatched tool for guiding their selection decisions bringing added value to the cattle. More information available at Red Angus Association of America website (redangus.org).

1. COMMERCIAL OPEN HEIFERS

- a. Consignors to guarantee the heifers to be open at the time of sale.
- b. If consignors are following the Missouri Show-Me Select™ program, then the open heifers are to be documented as "pre-breeding qualified". This requires data input into the Missouri Show Me Select database and these papers are required upon arrival to the sales facilities.
- c. All heifers are to be free of any birth or genetic defect to keep them from potentially breeding.

2. COMMERCIAL BRED HEIFERS

- a. Commercial bred heifers are to be bred to calve as close to 24 months of age as possible.
- b. If consignors are following the Missouri Show-Me Select™ program, the proper documentation is required upon entry to sales facility. For catalog recognition, refer to #5, Page 3.

3. COMMERCIAL COWS

- a. Age Limitations: Coming three-year (3yr) old – six (6) year old on or before the sale date.
- b. Bred cows are to be bred to registered bulls of any breed as long as the progeny can be documented to be at least 50% Red Angus. Provide the appropriate bull association registration number for inclusion in the catalog.
- c. Calves on the side of cows are to be documented as at least 50% Red Angus bloodline. No documentation is necessary if the calf is FCCP Yellow-tagged.