

SHOW-ME REDS

Sale Guidelines





SHOW-ME **REDS** CONSIGNMENT SALE GUIDELINES

➤ **GENERAL GUIDELINES**

1. Nomination & Selection

- a. Consignors **must** be a member of the Missouri Red Angus Association. To join, visit www.missouriredangus.com and click "Join Mo Red Angus" under "Quick Reference".
- b. The MORAA sale committee and their representatives will receive and review nominations through the online [Nomination form](#).
- c. **NO SHOWS** (cataloged lots, not presented to sell for any reason) will be assessed \$100/hd for registered and \$25/hd for commercial lots. It is advised to have a substitute ready for the sale in case one of your animals cannot make it. **NO SALES** (cattle ran through the ring that do not meet floor price) will be charged commission on the last ring price.

2. Marketing and Catalog Entry Requirements

- a. Complete footnotes with full names, registration numbers, and high-quality photos are essential in attracting buyers and adding value to cattle. Consignors are encouraged 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. Their \$50 fee per video will be payable to MORAA prior to the sale. Videos should be 30 seconds or less and 720p or higher resolution. A link will be provided for uploading.
- c. Assist in marketing your consignments and the sale by contacting potential buyers, distributing catalogs, and using available online sources.

3. Cattle Condition and Appearance *(The sale committee reserves the right to refuse any animal that does not meet the following criteria or exhibits an undesirable disposition on sale day.)*

- 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/tails 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.
- d. **Blemishes:** Cattle with active/visible cases of warts, ringworm, pinkeye, or severe scars resulting from pinkeye will not be eligible. In addition, cattle with rattails, or other physical blemishes or deformities will not be eligible.
- 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 cattle will agree to follow the requirements as outlined in the Red Angus Association of America's Breeders Guide/Defect Policy.



SHOW-ME **REDS** CONSIGNMENT SALE GUIDELINES

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. Bred females must include confirmation of pregnancy.
- 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.

5. Recognition of RAAA "Red Choice" Qualified Heifers

We encourage, but do not require consignors to participate in the RAAA's "Red Choice" Heifer Program. When appropriate documentation from Red Angus Association of America is provided by the catalog deadline, the "Red Choice" logo will be placed next to qualified females for special recognition. An official "Red Choice" approved ear tag must also be displayed on each animal. Please visit the following link for current program requirements.

<https://redangus.org/marketing/marketing-services/#red-choice>

6. Fescue Belt Certified Program Requirements

The Missouri Red Angus Association Board of Directors will continue to utilize the "*Fescue Belt Certified Program*" for both registered and commercial cattle as an initiative designed to promote and identify member's cattle that were born and raised within the boundaries of the *U.S. Fescue Belt Region*.

Registered cattle will automatically be checked by registration number; commercial entries will need to provide FCCP Certificate of Compliance to determine eligibility. For additional information regarding the FCCP program, follow link: <https://redangus.org/marketing/value-added-programs/#feeder-calf-certification-program-fccp>

Eligible animals will receive a "*Fescue Belt Certified*" logo adjacent to its catalog listing. Visit our home page at www.missouriredangus.org for complete program details and map.

7. Sale Terms & Conditions (including breeding guarantees)

Cattle sell under the "Sale Terms & Conditions" outlined by Red Angus Association of America. Details at: <https://redangus.org/wp-content/uploads/2018/02/Sale Terms and Conditions 6-2012.pdf>



SHOW-ME **REDS** CONSIGNMENT SALE GUIDELINES

➤ **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

1. REGISTERED FEMALES:

- a. Fall open heifers to be at least 30 days weaned prior to sale unless entered as calf at side.
- b. Maximum age limit: less than nine (9) years of age on sale date.
- c. The term "cow" means she has had at least one live calf when she was 22-32 months old.
- d. We reserve the right to exclude cows based on inconsistent calving records.

e. Selling Open

- 1) Open females must meet one of the following conditions:
 - i. Less than 18 months old and has never been bred or exposed.
 - ii. Sells with calf at side.
 - iii. Be a proven donor cow.

f. Selling Bred

- 1) Pregnancies shall be vet-confirmed no more than 45 days prior to the sale to the A.I. or pasture exposure dates and documented on their health certificate. **Breeding dates and the sire's name and registration number are to be listed in the catalog footnotes or supplement sheet.**
- 2) Consignor guarantees 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 (at the option of the buyer) shall replace the animal with another of equal value or refund the purchase price.

g. Cow/calf pairs

- 1) Calves **must** have a registration number and tattoo 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.

h. Donor Cows

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



SHOW-ME **REDS** CONSIGNMENT SALE GUIDELINES

2. REGISTERED BULLS:

- a. Bulls must qualify for MORAA Fescue Belt Certification (FBC)
Visit our website at www.missouriredangus.com for program details.
- b. Each bull entry must be accompanied by a registered female entry. Bull entries will be limited to two bulls per consignor.
- c. Only 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.
- d. Must be at least 13 month old.
- e. Minimum Adjusted Weaning Weight* - 550 lbs.
**Adjusted weaning weights are calculated by the breed association and must be on file with Red Angus Association of America.*
- f. A Breeding Soundness Exam (BSE) must be completed by a veterinarian within 45 days of the sale using a standard assay analysis of semen approved by a School of Veterinary Medicine—must include scrotal measurement.
- g. A PCR-based Trichomoniasis (Trich) test will be required for all non-virgin bulls 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 with health papers.
- h. MOJRAA members may enter one bull exempt from the female entry requirement.

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 requirement for Red Angus is a 14 CED (30th percentile) with **Genomic-Enhanced-EPDs**.
For more information visit <http://agebb.missouri.edu/select/prgmreq.php>

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

- a. Frozen Genetics 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 all genetic offerings.



SHOW-ME **REDS** CONSIGNMENT SALE GUIDELINES

➤ **GUIDELINES FOR COMMERCIAL FEMALES**

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 in being focused on the commercial cattle industry and the Missouri Red Angus Association supports this effort.

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

We encourage, but do not require, the same health protocols outlined in the RAAA "Red Choice" Heifer program as our basis of evaluating the health and quality of the commercial female offering. Cattle are expected to follow a vet-recommended vaccination and parasite management protocol. Consignors should make relevant information available to potential buyers in the footnotes or stall supplement sheets.

Consignors may also consider participating in Red Navigator DNA testing on females that are at least 75 percent Red Angus and/or the FCCP yellow tag program for age and source verification of commercial cattle. Additionally, FCCP enrolled/tagged cattle will be eligible for Fescue Belt Certification--visit www.missouriredangus.org for more information. The culmination of information delivered through Red Choice, 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).

The commission rate for commercial females is set at 4.75%

1. COMMERCIAL OPEN HEIFERS

- a. Consignors assure heifers are open at the time of sale.
- b. A pre-breeding evaluation is strongly recommended. A vet-confirmed tract score of 3 or above with a minimum pelvic area measurement of 150cm is desirable.

2. COMMERCIAL BRED HEIFERS

- a. Must be bred to registered Red Angus bulls to calve as close to 24 months of age as possible.
- b. If participating in any of the above-mentioned heifer programs, proper documentation should be submitted to the sale manager prior to the sale for catalog recognition (refer to #5, Page 3.)

3. COMMERCIAL COWS

- a. Age limitations: 2-4 years old.
- b. Calves at side are to be documented at least 50% Red Angus bloodlines. No documentation is necessary if the calf is enrolled in RAAA's FCCP Yellow-tag program.
- c. If selling bred, must be bred to a registered Red Angus bull.

****IMPORTANT-** Breeding dates and sire name and registration number are to be listed in the catalog footnotes or supplement sheet. **Pregnancies shall be vet-confirmed no more than 45 days prior to the sale to the A.I. or pasture exposure dates and documented on the health certificate dated no more than 30 days prior to the sale date.**