

Preparing Your Cattle for Consignment Sales

Spring sales take extra planning and preparation for consignors. From selection to delivering the day before the sale, there are many items to consider. What animal(s) will bring you the most return for the sale you are consigning to? What age cow? Open, bred, calf at side, calf at side and bred back (3 in 1 combo) and know what is feasible for you and your farm operation. Identifying the sale and your market is important so you can have realistic expectations on the sale outcome.

Animal selection. You have selected the animal(s) you will be selling. Be sure if you are selling an animal 'bred' you have planned enough time for the animals to be pregnancy checked safe. Otherwise they will be sold as 'short bred'. Also, will her status be known so it can be printed in the sale book, check the sale info deadline for printing. Selection and breeding come months or even a year ahead of the sale. As time gets closer the work is only just beginning. When making your selection, keep in mind selling animals that are free of recessive genetic conditions. The backside of a registration paper will explain what these genetic markers represent or check the American Angus Association website at Angus.org. A hair sample, punch sample or blood sample on a DNA card purchased through the Angus Association website would be needed and sent to an approved lab. Genomic testing will show greater accuracy with EPDs giving buyers more information. Make sure you leave time (6 weeks) before final selection of your animal for the sale as they must be free from genetic defects to be consigned.

Cow condition. You will not represent your farm or the animal to its full potential if the animal is under conditioned. Have someone who has consigned to the sale before or a sale manager view your animals and give you some input. You are looking for a body condition score of 6-7. On average for a Spring sale you would be expected to give the animal some extra groceries. Give them a grain mixture, extra feed or some sort of supplementation. Starting this a month before the sale isn't going to cut it. Expect to bulk up feed a minimum of three months before the sale. Again, talk to someone knowledgeable to help find a feed program that will work for you.

You will need a **Certificate of Veterinary Inspection (CVI)**. This is sometimes referred to as 'Health Papers' or 'Health Certificate'. CVI's are required to be written within 30 days of the sale. Mark your calendar and talk to your vet about scheduling a visit within this 30 day window. Always check for sale requirements, they vary between states and between sales. For a valid CVI for the New York State Sale the following requirements must be met:

Permanent Identification. Tattoo (all registered Angus must have a valid tattoo that matches registration through AAA) along with an '840' RFID or EID button or tag.



Bovine Viral Diarrhea Persistent Infected (BVD-PI) negative test. This test can take 2 weeks for results, an animal only needs to be tested once in its lifetime, proof must be shown to your vet so they can include it on the CVI. If you do not have proof a new test must be done for a CVI. Animals must be individually tested. If you have any animals six months or younger an ear notch must be taken. Animals 6 months or older are most often tested through a blood sample but can still be tested with an ear notch.

Tuberculosis (TB) negative test within 30 days of the sale date. New York is a TB free state however this sale requires a TB negative test to sell. This is required so all animals meet out of state requirements for the sale. The vet will need to give a small injection next to the tail head, 3 days later the vet must return and feel the spot for a reaction to the injection site. Be sure to notify your vet when you make the appointment that you will need TB test done so they can schedule the visit plus coming back to check the test 3 days later. Doing this will keep your vet happy with you so they don't have to come on their day off. An individual copy of the TB test chart must be attached to the Certificate of Veterinary Inspection (CVI)

Brucellosis negative test. This is done through a blood sample test. Your vet can pull one blood sample and test for both BVD and Brucellosis.

Rabies Vaccine administered by your vet within one year of sale date.

Destination address for the CVI which is the location of sale.

Multiple lots from one operation. While you may consign more than one lot to the sale, please provide separate CVI's for each lot as they may be purchased by different buyers and each one must be accompanied by their own CVI.



Recommended, **Calhood vaccine** to prevent against BVD, shipping fever, brucellosis, leptospirosis, IBR, PR3, BRSV, respiratory vaccine.

Spring clip your animal 3 weeks before the sale. This means clipping off the excess winter hair and matted manure. Trim the head completely along with the neck, body, tail or everything you can get off safely. Leave the tail switch but trim it to the point of the hock. A trimmed tail will keep the animal cleaner and younger looking. Doing this 3 weeks before the sale will give the skin and hair a chance to shed out the dead dandruff and gives the coat time to gain shine. This mixed with a proper nutrition program will make the animals 'blossom'.

Lot tagging is important to do before leaving your farm. This will keep the lot tag clean and legible. All lot tags at the NYSS are required to be white. Any other forms of id/tags should be removed to make it easier for buyers and auction staff. If it is important to have a farm id tag for identification,

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have it in one ear only with the white sale tag in the other. Make sure you don't put tags in that cover the tattoo.

Don't forget to market your animal(s). So, you've done it all, or are going to do it all, sit back, relax... nope not quite. Now it is time to market your animal. Share on your website, social media and contact past buyers and tell them about what you have to offer. One year a consignor called us that we had never purchased from before, I believe they called all the NY Angus members. They told us about their animal and helped peak our interest. It paid off because that animal came

home with us that year. Consign animals you are proud of and that represent your farm well, then be proud to market them and talk to prospective buyers about your animal.

It takes time and planning to successfully sell your animals. Knowing your bottom line and your market are key to being successful. The rest is responsible management and time management. Don't be shy, ask for help. The NYAA is strong because of the collaboration of Angus producers throughout the state.

Submitting Genetic Testing Samples

<https://www.angus.org/AGI/SubmittingSamples.aspx>

Body Condition Scoring

https://extension.msstate.edu/sites/default/files/publications/publications/p2508_0.pdf

RFID 840 tag Order form for Producers

https://www.agriculture.ny.gov/AI/AI-489_OrderForm_Producer_Ear_Tags.pdf