

14th Annual Georgia Club Calf Producers Association Sale
April 7th, 2012
Georgia National Fair Grounds – Perry, GA

1. The sale will be held on Saturday, April 7th, 2012 at the Georgia Beef Expo at the Georgia National Fair Grounds. Time will be announced. Estimated starting time is 2:00pm.
2. The sale will consist of no more than 50 steers and heifers total. If you have consigned cattle in this sale before, you can enter no more than (3) head. If you are a first time consignor you can enter no more than (2) head.
3. Cattle may begin arriving at the sale site Noon on Wednesday April 4, 2012 and must be on site for check-in by 1:00pm on Thursday April 5, 2012. Check-in will consist of recording tattoo (**Be sure calves are tattooed before you get to the sale.**), weighing all calves (steers and heifers), and ear tagging with a lot number (GCCPA ear tag). The Georgia Beef Expo requires all cattle to weigh more than 400 lbs, but we will allow for shrink. A pencil shrink of +/-7% will be used to counteract weight loss in transport. All calves not making the minimum weight will not be allowed to sell. The weight rule is to hopefully have all cattle in sale condition.
4. **You may not bring cattle that are not consigned to the sale. If you are bringing pre-sold cattle to drop off to a buyer, the must stay on your trailer.**
5. All cattle must be bred and consigned by GCCPA members. Current 2012 membership dues to the Georgia Cattleman's Association (Beef Expo requirement) must be paid and the current GCCPA dues must be paid by March 1, 2012.
6. **A NON-REFUNDABLE \$100 fee per calf must be postmarked by February 14, 2011 at the time of nomination. All nominations and fees postmarked after February 13, 2012 will be returned to the consignor and the consignor will not be considered for the sale.**
7. All calves must be born no later than October 31, 2011 for this sale. It is suggested that all cattle are weaned and on feed no later than February 2012.
8. After all nominations are received, the sale committee will reserve the right to come up with a plan to get the sale numbers to no more than 50 head. This plan may include a screening process.
9. Calves will be ranked at the sale site in Perry to determine the sale order. All cattle must participate. After the completion of check-in, the consignors will be asked to rank the top 1/3 of the total of each division (steers and heifers).

The sum of the ranks assigned by each consignor will be totaled and the calves with the lowest scores will begin the sale. The remaining sale order slots will be filled by use of a lottery. Each consignor will insert their name into the lottery. Upon selection, the consignor will choose which calf he/she would like to put into that spot. Names will be drawn until all slots in the sale order are filled. Steers will sell first, heifers second. The consignor that receives the number 1 ranking in both the heifers and/or steers will be given the option of choosing when their calf will sell in the order.

10. Calves will be floored at \$700 each. If a consignor receives a legitimate bid and still bids in “no sale” he must pay his fixed sale expenses plus 2% of what the calf brings in the sale ring! (One of the major complaints from consignors and buyers has been the large number of calves that have “No Sold” at past GCCPA sales.)
11. All calves must have been owned by the consignor. No purchased calves are allowed in the sale. (However, if you purchased a cow from another GCCPA member and she calved on your farm – that animal is eligible. Or if you purchased an embryo from another GCCPA member and it was born on your farm – it is eligible.)
12. *Consignors must supply a new black halter to be sold with each calf.* (Note: this is different from year’s past. The sale management will not be supplying halters!)
13. A sale sheet listing the sale order (by lot numbers), tattoo, birthdate, breed make-up, weight, and breeder will be available in good quantity on sale day for use by potential buyers. Calves will be tagged with the official GCCPA tag which will be the lot number.
14. Ads for the sale will be as follows, but not limited to: A full-page in the Jr. Premium book for the State Show, Flyers posted at State Show, A full page will appear in the March issue of the Georgia Cattleman, Postcards will be mailed to past buyers.
15. Settlements for any “no sale” calves must be made with Patsie Cannon no more than 14 days after the sale. Failure to settle sale expenses will result in ineligibility for the sale next year.
16. Checks will be mailed to consignors no later than 21 days after the sale.
17. Pre-sale cost analysis indicates that the total sale expense for this sale should be approximately \$100-\$150 per head. This is an estimate. Fixed sale expenses (such as advertising, GCCPA tags, postage, etc.) will be prorated among the actual number of calves that come to Perry. The Adjusted Sale Expense, which is the fee to Cannon Marketing, will be 2% of what the calf

brings in the sale ring. EX: If your calf does not get a bid, and no sales for \$700, then you're adjusted sale expense would be \$14.00 plus the fixed expenses. If you buy a calf back for \$2000, then your adjusted sale expense would be \$40.00 plus the fixed expenses.

18. Any consignor not abiding by all the rules of the sale may not be allowed to participate in the future GCCPA sales and will forfeit their GCCPA membership.
19. The Sale Committee (which is made up of the current GCCPA Board of Directors) reserves the right to make any interpretation of these rules and to add any rules or procedures that benefit the sale or consignors as a whole. Also the committee will be the final say on any situations that may arise concerning the sale.