

MASON DIXON RED ANGUS ASSOCIATION

January 10, 2012

Dear Mason Dixon Member,

The Virginia Beef Expo in Harrisonburg, VA is forthcoming and we're looking for outstanding consignments for the Mason Dixon sale. We are attempting to continue to improve the quality of the sale while reducing the overall sale expenses during these depressed economic times. We are pursuing this task with the best interests and intentions of our association and we look forward to continuing the improvement in quality our Red Angus consignments have seen over the years.

Enclosed are the rules, and requirements and an entry form which must be returned by **February 18, 2012** for inclusion in the sale. The guidelines were proposed to maintain the quality and standards of our breed. These requirements are what any buyer would expect when visiting each of our farms. Recommendations to these requirements are always welcome.

All cattle must meet health requirements of the State of Virginia. **Sale cattle health requirements are available on the backside of this letter.**

Cattle must arrive by 4:00 pm, Thursday, April 19, 2012. This is to insure cattle will regain proper fill before the sale, adequate time is provided to process all paperwork and any calls on cattle can be returned or made. All health papers and signed and completed registration papers must be turned into sale management upon arrival for processing. All cattle will be viewed and a sale order will be made available by Friday morning of the sale.

Please be sure to send in a consignment form including registration numbers, footnotes and **quality pictures** of your consignments. It's been said and proven that quality pictures can often increase the value of your animals on sale day. Sale management will be working towards viewing all cattle consigned to the sale so please let us know in advance if you're planning to consign cattle. Bred females are preferred to increase the quality of the sale and interest of buyers.

We look forward to working with you and towards having a successful Red Angus sale at the VA Beef Expo.

Sincerely,

Mason Dixon Sale Management Team

Brad Ramsey – 540-239-1744

Mark Ramsey – 540-239-1411

Gary Ramsey – 540-933-6293

Gabe Zepp – 443-340-0808

David Zepp – 443-277-2312

2012 VIRGINIA BEEF EXPO

CURRENT HEALTH REQUIREMENTS FOR 2011 VIRGINIA BEEF EXPO **BREEDING CATTLE**

PLEASE PROVIDE THIS INFORMATION SHEET TO YOUR VETERINARIAN

- I. All animals entered in the sales must meet the following requirements:
 - A. Be officially identified and entered on a Certificate of Veterinary Inspection (CVI) issued by an accredited veterinarian within 30 days of the sale.
 - B. CVI shall list each animal's LOT NUMBER, official ID, age, sex, breed, Brucellosis vaccination status, and test results and dates of tests.
 - C. All cattle over 6 months of age shall be negative to a TB test performed after February 18, 2012. Calves being sold with their dam are exempt from this test.
 - D. All Brucellosis non-vaccinates over 8 months of age and all vaccinates over 14 months of age shall be negative to Brucellosis after March 18, 2012.
 - E. All of the above test information shall be included on the CVI.
 - F. Cattle originating from the states of Alabama, Arizona, Arkansas, California, Colorado, Florida, Georgia, Idaho, Illinois, Iowa, Kansas, Kentucky, Louisiana, Mississippi, Missouri, Montana, Nebraska, Nevada, New Mexico, North Carolina, Oklahoma, Oregon, South Carolina, South Dakota, Tennessee, Texas, Utah, Washington and Wyoming shall also be negative for Blue Tongue and Anaplasmosis if there is a likelihood they may be sold to a buyer in Maine, New York, or Vermont. Cattle originating from Virginia, West Virginia, Pennsylvania and Maryland are exempt from the Blue Tongue and Anaplasmosis test requirements.
 - G. Animals must be free of infectious and contagious diseases.
 - H. Tests results that are "pending" will not be accepted. This includes reading the TB tests.
 - I. Meeting the entry requirements for Virginia does not guarantee entry into other states....
- II. Most states will accept cattle from Brucellosis Certified Free and TB Accredited Free Herds with no further tests, but a few New England States require animals from Free Herds to be tested. Therefore test them all according to C, D, and F!
- III. Animals not meeting the above requirements may be refused admission and may not be sold.
- IV. The above CVI's accompanying each animal shall be delivered to your respective breed's sale manager upon immediate arrival April 20-22, 2012.

If you have any questions, please call Drs. Don Hopson or Robert Ruth of the Virginia Dept. of Agriculture @ 540-209-9120.

Please do not wait until the last minute to examine this paper and heed its recommendations.

2012 Mason Dixon Red Angus Association Entry Rules & Requirements for the VA Beef Expo Sale

Entry Deadline: February 18, 2012

Entry Fee: \$50 per lot. Refundable if not accepted and included in the sale catalog. Any animals that are cataloged and do not arrive and sell through the auction will be assessed a full commission rate based on the average selling price of that animal's class (i.e. open heifers, bred heifers, bulls, etc.). (Substitutions can be made at the discretion of sale management.) Any animals arriving at the Expo and deemed "not fit to be sold" may be pulled from the sale by sale management and assessed a full commission rate based on the average selling price of that animal's class. Animals that enter the sale ring and are designated as "no sales" (no bid received) will be assessed a full commission rate based on the average selling price of that animal's class. In the event that an animal is a single animal of a particular class (i.e., bulls) that animal will be assessed the full commission rate of the sale average. Animals that enter the sale ring and are designated as "buyer buybacks" will be assessed the full commission rate of the last bid received for that animal.

Each Entry must include a signed entry form, entry fee, footnotes and pictures if available on cattle to be sold in the sale. Breeding information (pregnancy status) should be submitted by the entry deadline if available and if not should be presented upon arrival of the sale. Health papers must state the pregnancy status of the female as confirmed by the veterinarian. Signed original registration certificate (ready to transfer) and completed health papers are due upon arrival of the sale.

Each consignor must be a paid member in good standing with the Mason Dixon Red Angus Association. Dues are \$20. Make check payable to the Mason Dixon Red Angus Association and send along with your consignment entry to: Gary Ramsey, 11545 Fort Valley Road, Fort Valley, VA 22652. Any unpaid membership dues including with the National RAAA office prior to the sale will be withheld from sales check or applied to commission expenses.

All cattle must be 100% 1A Red Angus. Any animal arriving at the Expo with disqualifying characteristics for 1A status or incorrect tattoos will be removed from the auction and assessed the full commission rate on the average of that animal's class or if no class average, the sale average price.

Bull Consignments:

In order to consign a bull, you must also consign a bred female or cow-calf pair. Bulls must be 30 months of age or less by sale day or calved after October 20, 2009. AI or ET bulls are recommended and preferred for the sale. One bull consignment per membership. Choice of bulls may be offered and the second bull may sell privately at the conclusion of the sale. It is recommended that all bulls receive a Breeding Soundness Exam and/or Semen Test. Bulls will sell under the terms and conditions outlined by the Red Angus Association of America. Private treaty pens to sell bulls not in the sale are available for a fee. To purchase a private treaty pen contact Bill McKinnon at 540-992-5166. Mason Dixon rules do not apply to the private treaty pens.

Female Consignments:

It is recommended that females over 18 months of age should be bred and confirmed safe with calf.

Age limit for all cows: 8 year old cows and younger.

All bred females should be accompanied with pregnancy status by a veterinarian and indicated on the health papers.

Embryo Consignments:

Anyone wishing to consign embryo lots *must* also consign at least one "live" lot to the sale. The live lot animal does not have to be related to embryo lot. Also, it is requested that consigned embryos be at the sale site on sale day.

Clipping Requirements:

All cattle must be slick sheared or show clipped prior to sale day. Please have all sale cattle in good body condition. "Fat is beautiful on sale day".

Thank you for your support and questions should be addressed with the sale management.

Official Entry Form / Auction Contract
Mason Dixon Red Angus Association's

VA Beef Expo
Red Angus Roundup

April 20, 2012

Rockingham County Fairgrounds, Harrisonburg, Virginia

For Office Use Only

Date Received

Check Amount \$.....

Cert/Copy

By.....

Farm Name _____

Owner Name(s) (as you would like listed in catalog) _____

Address _____

City, State and Zip _____

Home Phone _____

Work / Cell Phone _____

E-mail _____

PLEASE INCLUDE THE FOLLING FOR EACH LOT AND
RETURN BY
February 18, 2012

- 1) A copy of the registration certificates including all breeding information on bred females.
- 2) Footnotes – please make a special effort to tell about this animal and any progeny/sibling/or parents. Show record/performance records, etc. Your story is very important in the selling of this animal.
- 3) Photos – only catalog enhancing, high quality photos will be used. Actual photos or a copy emailed to yesmar@shentel.net
- 4) \$50 per Lot. This fee will be refunded through the sale commission.

Checks should be payable to:
Mason Dixon Red Angus Association

ENTRY DEADLINE: February 18, 2012

Please return this contract and all information required to:

Gary Ramsey
11545 Fort Valley Road
Fort Valley, VA 22652
E-mail: yesmar@shentel.net

I am consigning the following cattle to this auction:

| <u>Description</u> | <u>Number of Lots</u> |
|----------------------------|-----------------------|
| Bred Females | _____ |
| Cow / Calf Pairs | _____ |
| Open Heifers | _____ |
| Embryo / Flush Lots | _____ |
| Bulls | _____ |
| Total # lots consigned | _____ |
| Clipping Service Requested | _____ |

All animals are subject to screening – acceptance into this auction is not guaranteed.

It is advised to have a substitute animal ready for the sale in case one of your animals cannot make it to the sale for any reason.

I (we) have read, understand and agree to abide by the auction rules and regulations printed on the backside of this contract and to all decisions and conclusions of the auction committee and/or the sale management regarding this auction. I further agree that any cattle accepted and catalogued will be assessed a commission based on the average selling price if these animals do not arrive and sell in this auction or if they are no sale/ buyback animals. By signing this, I also authorize the Mason Dixon Sale Management to sign all necessary forms and transfer my cattle from this auction with the charges being applied to my Red Angus Account.

(over)

Signature _____

As a consignor to this auction, I agree to the following:

A certificate of registry for each animal will be supplied by me to the sale management along with a signed permission slip to transfer these animals to the buyer through the RAAA office in Denton, Texas.

All animals must be eligible for interstate shipment. Interstate health papers prepared by an accredited veterinarian will be supplied by me to the sale management on each animal sold and will include the pregnancy status on females selling as bred. All health certificates to be turned into the sale management upon arrival to the auction.

All animals or embryo/genetic lots that are catalogued and do not arrive at the auction and sell will be assessed a commission based on the average selling price of that animal's class. I agree to pay this commission on any animals or embryo/flush lots consigned by me that do not arrive and sell in this auction.

All animals will sell with a guarantee by the seller as outlined in the Red Angus Association of America Code of Ethical Sale Practices. It is to be clearly understood that all warranties, guarantees and refunds on any animals not meeting the standards of the RAAA Rules and Regulations shall be made by the seller to the buyer upon proof of cattle not meeting their representations in the auction.

All persons who attend the sale do so at their own risk. The seller, auction facility, and sale management assume no liability for accidents that may occur. Neither does the seller, auction facility or sale management assume any liability for loss or injury to livestock due to theft, mysterious disappearance, sickness, improper handling or Act of God. It is to be clearly understood that the sale management and its representatives act only as a medium between the buyer and seller. They are not responsible in any way for the failure on the part of the buyer or seller to live up to his obligations or for the truth of any warranties or representation, express or implied. Neither does the sale management assume any financial obligations to collect or enforce collection of monies between parties. Any legal action, that may in exceptional cases be taken, must be between the buyer and seller.

The above terms and conditions of sale shall constitute a contract between the buyer and seller of each animal and shall be equally binding upon both. Each sale or resale of an animal constitutes a separate transaction.

The Sale Management acts as agent between buyer and seller only.

Mason Dixon Red Angus Association
42473 Farm Lane
Leesburg, VA 20176

ADDRESS CORRECTION REQUESTED