



Oklahoma Club Calf Association Fall Calf Sale at Tulsa State Fair

Sale Date: Friday, October 3, 2008

Auctioneer: Ronn Cunningham

Cattle Viewing: 3:00 to 5:00 PM

Sale Time: 5:00 PM

Need Another Marketing Avenue? Consign to the OCCA Steer & Heifer Sale at the Tulsa State Fair!

We'd like to invite you to look through your calf crop and consign to our sale. Last year's sale generated lots of excitement in the barns and ended up being a very successful event for both the OCCA and the consigners.

2007 Sale Stats

93 registered buyers

2 Embryos \$2400 Avg. High Seller \$2600

20 steers \$1155 Avg. High Seller \$3000

30 heifers \$1648 Avg. High Seller \$3500

\$1000 donated to Tulsa State Fair Calf Scramble

\$1000 donated to Tulsa State Fair Beef Premium Sale

More info and pictures: <http://www.oklahomacalfassociation.com/sale.html>

Plan for 2008 Sale

- ◆ Generate incentives for quality consignment and purchasing
 - All buyers will be eligible for a \$500 drawing following the sale
 - High selling consignment will receive a commission reduction of 4%.
- ◆ Offer quality cattle, both registered and commercial, from a variety of breeds/breeders
- ◆ Promote the sale in the Show Circuit, The Cowman, Our Website, Flyers, Tulsa State Fair Premium Book and various other outlets.

The Friday-night time slot has been good and allows us the opportunity to precede the Limousin Association sale. Last year's OCCA sale included: Angus Embryos, Angus, Chi, Chi-Maine, Commercial, Hereford, Limousin, Maintainer, Red Angus, Appendix Shorthorn, Shorthorn, and % Simmental Heifers as well as prospect steers.

Beyond providing breeders a great way to market their cattle, our sale also provides a means of passing proceeds onto the Tulsa State Fair in support of the Calf Scramble and the Beef Premium Sale. We hope you will join us in making this year's sale a success.

Sale Management: Cody & Megan McMurphy/ Casey & Tracy McMurphy



OCCA Club Calf Sale - Consignment Agreement

Sale Date: Friday, October 3, 2008 **Auctioneer:** Ronn Cunningham

Cattle Viewing: 3:00 to 5:00 PM **Sale Time:** 5:00 PM

Cattle Arrival: **Enter through Gate 7 for health paper inspection**

- ◆ Cattle can begin arriving Thursday (10-2-08) afternoon/evening
(gates close at 10PM)
- ◆ **CATTLE MUST BE IN PLACE FRIDAY MORNING, 10/3/08 BY 9 AM**(remember this is also Jr. Heifer arrival morning)
- ◆ Health papers will be checked at the gate by TSF
- ◆ Health papers will be collected by sale staff at check-in
- ◆ One animal per health paper / Health papers - dated within 30 days of sale day

Check-in at North end of Barn A:

- ◆ Thursday (Oct. 2) from 6-8 PM
- ◆ Friday (Oct. 3) from 9-11 AM at North end of Barn A

Paperwork, Fees, & Cattle:

Sale staff will conduct the final screening of the cattle, paperwork, and fee payment status at check-in. Animals not approved during check-in, without fees paid or with incomplete registration/breeder's certificate **will not be sold**.

Sale order:

Sale order will be determined by the sale staff on sale day.

Nomination Fee:

\$50.00 nomination fee per head (non-refundable). This fee will be used to fund promotion of the sale (catalog and magazine and web site advertising).

Sale Commission:

Each consignor agrees to pay a 7% commission based on the final ring bid on each lot. This fee is due regardless of sale or PO and is in addition to the \$50 consignment fee.

Floor Price:

OCCA does not set or enforce floor prices on consigned lots. This is left to the discretion of each consignor.

PO Policy:

If a lot is PO'd the consignor is responsible for 7% commission based on final ring bid, payable to OCCA, before fairgrounds release will be issued.

Due Date for fees, paperwork and catalog info is September 1, 2008



Terms for Heifer Consignment:

1. Registered or Commercial heifers may be consigned. Consignment fees (\$50 per head) are due at time of consignment. Please note: heifers will not sell unless all fees are paid in advance.

2. Registered Heifers: A photocopy of registration papers or application for papers must accompany nomination form. In the case of heifers who qualify for dual registration, please note any additional registrations that are pending and/or provide pedigree information. Please note: heifers eligible for dual registration must be offered for sale with one completed registration.

Commercial Heifers: A copy of the OCCA breeder's certificate must accompany nomination form. The OCCA breeder's certificate form is included in this sale packet.

3. Original registration (not application for registration) or OCCA breeder's certificate must be turned in to sale secretary by 11 AM on the day of sale. Please note: heifers will not sell unless this paperwork is turned in on sale day.

4. Original copy of health papers must accompany each consignment. One animal per health paper. Health papers must be turned into sale secretary by 11 AM on day of sale. Please note: heifers will not sell unless health papers dated within 30 days of sale are turned in on sale day.

5. Each consignment form must be accompanied by at least one photo of the animal being nominated to allow sale staff to make sure the animal is suitable for the OCCA Sale. Sale staff reserves the right to decline animals for the sale and the \$50 consignment fee will be returned on all animals that are declined. Photos may also be used for the Sale Catalog, so photo quality is very important. A sheet with guidelines for photos is included with this packet.

6. Upon completion of the sale, consigners will see the sale secretary to out-process:

- **Sale** - sign over registration papers, sale secretary will mail check for sale proceeds to seller within 3 weeks of sale date, Registration transfer fees & 7% sales commission will be deducted from your sale proceeds. OCCA will process transfers of registration.



- **PO** - If a heifer is PO'd sale secretary will return registration papers and calculate 7% commission fee based on last sale ring bid. Commission fee is due to OCCA before release from sale grounds.
- In either case the consignment fee will be retained by OCCA in addition to sales commission.



Terms for Steer Consignment:

1. Purebred or Crossbred steers may be consigned. Consignment fees (\$50 per head) are due at time of consignment. Please note: steers will not sell unless all fees are paid in advance.
2. Breed Designation: Steers should be consigned with the Tulsa State Fair Steer Classification guidelines in mind. Please consult the TSF Rule Book or web site for guidance on steer nomination/classification rules and procedures.
3. TSF Steer Breeders Certificates must accompany each consignment form. A copy of the form is included in this packet. Forms are also available from the TSF web site www.tulsastatefair.com.
4. Original copy of health papers must accompany each consignment. One animal per health paper. Health papers must be turned into sale secretary by 11 AM on day of sale. Please note: steers will not sell unless health papers dated within 30 days of sale are turned in on sale day.
5. Each consignment form **must** be accompanied by at least one photo of the animal being nominated to allow sale staff to make sure the animal is suitable for the OCCA Sale. Sale staff reserves the right to decline animals for the sale and the \$50 consignment fee will be returned on all animals that are declined. Photos may also be used for the Sale Catalog, so photo quality is very important. A sheet with guidelines for photos is included with this packet.
6. Upon completion of the sale, consigners will see the sale secretary to out-process:
 - **Sale** - sale secretary will mail check for sale proceeds to seller within 3 weeks of sale date. 7% sales commission will be deducted from your sale proceeds.
 - **PO** - If a steer is PO'd sale secretary will collect the 7% commission based on final ring bid. Commission fee is due before release from sale grounds.
 - In either case the consignment fee will be retained by OCCA in addition to sales commission or PO fee.



OCCA Club Calf Sale –Consignment Info Form

Farm/Ranch Name:

_____ (As you wish it to appear in catalog)

Breeder's Name: _____ (As it appears on registration papers or breeder's certificate)

Address: _____

City/Town: _____ State: _____ Zip Code: _____

Phone: _____ FAX: _____

E-mail: _____ Cell: _____

I am consigning:
 Registered _____ heifer
Breed to be listed in catalog
 Commercial heifer
 Steer

Consignment fee \$50/head

Commission: 7% of final ring bid
Applies to sale or PO

Descriptive Info (as you wish it to appear in catalog) for your consignments (please list below)

Please use reverse or additional pages for more info.

Note about sale catalog

- ◆ Include photos with this form or send photos via e-mail no later than 9-1-08.
- ◆ For questions e-mailing photos or catalog layout please contact:
Tracy McMurphy tracymcmurphy@hotmail.com



OCCA Club Calf Sale – Consignment Info Form Cont'd

Consignment Fees • please make checks payable to OCCA

Enclosed is my check # _____ in the amount of \$ _____
\$50/head consignment fee is a non-refundable fee used to promote the sale

I agree to the terms included in this agreement.

Consignor signature

Date

Consignment Checklist

- Consignment Form (this page) – one calf per page
- Consignment Agreement – (2 pages) be sure to sign & date the form
- Copy of heifer registration papers or OCCA Breeder's Certificate
- Photo of animal (1-3 per animal)
- Steer Breeder's Certificate
- Check for Consignment Fees made to OCCA (non-refundable)

Mail all of the above to:

Cody & Megan / Casey & Tracy McMurphy
OCCA Sale Management
12623 Breckenridge Rd.
Enid, OK 73701

Cody Phone: Cell: (405) 880-4587 Home: (580) 446-5551
Casey Phone: Cell: (520) 906-8509

We appreciate your cooperation in turning in forms, paperwork, and fees as requested.

Our goal is to provide each buyer with a hassle free purchase and each of you with an easy process and timely check for your sale proceeds.

Consignment Forms and Fees are due Sept. 1, 2008



2008 OCCA WANTED ONES SALE Consignment Photo Guidelines

- Please take at least one photo of each calf from the profile with the animal's head up.
- Photos should be taken in good sunlight and with the sun at the photographer's back to prevent unwanted shadow.
- Please take photos outdoors if possible to ensure photos have proper light. Photos taken inside a barn are often too dark and will show up poorly in the sale catalog.
- If you are taking photos of haltered cattle please hold the calf during the photo and do not tie them to a fence. Hold the halter with a foot or two of lead and step back from the animal so there is space between you and the calf. This will allow you to be cropped out of the photo if needed later on for the catalog.
- Try to find a photo spot with very little in the background. Anything besides your calf in the picture detracts from your animal. A simple background of grass and trees keeps the focus on the calf.