

2011 Chi & Chiangus Spring Show and Sales

**Kentucky Beef Expo
Chi Show & Sale
Show March 4th 1:00 PM
Sale March 5th 3:30 PM**

**Tennessee Beef Agribition
Chi Show & Sale
March 12th
3:30 PM Show • Sale 6:00 PM**

Chi and Chiangus Breeders,

I am excited about the two upcoming sales that include the Kentucky Beef Expo Chi Show and Sale located in Louisville, KY to be held on March 4th and 5th and the Tennessee Beef Agribition Chi Show and Sale at it's NEW LOCATION, the James E. Ward Agricultural Center in Lebanon, TN on March 12th. Both of these events have a track record for offering top quality cattle from some great breeders. As you think about what you will consign, we encourage you to raise the bar and offer some of your very best genetics.

This will be the second year both of these fine events are directed under our sale management. We are grateful for the opportunity to work with both these sales and to market your seedstock. Our desire is to grow both of these events into the best breed sale at each venue. However we can only do this with your help as consignors. Only by you offering some of your very best can this event make the IMPACT that I believe it can. Open heifers, breds and bulls along with genetic lots are welcomed to consign.

Please send good quality pictures. If you take digital photos, make sure to shoot them at the highest quality / largest file size. You may e-mail pictures, but to make animal identification easier please put the tattoo number and name of animal as the file name. When scanning pictures, 300 dpi outputs are required for quality purposes.

Please have your entries to our office by the printed deadline.

Please send your information in promptly and correctly to insure that the catalog can be completed and mailed on time.

If you have any questions, contact me at 937-533-0169 or visit our web site at www.stockoptionsmarketing.com.

Kevin Mears
Stock Options Marketing
6136 Black Rd
W. Alexandria, Oh 45381



Use the entry form on back page of this packet, photocopies are acceptable.

KENTUCKY BEEF EXPO CHI SHOW & SALE

The Chi sale is on probationary period at the KBE for 2011. The Kentucky Beef Expo requires that each breed has 20 LIVE lots to have a sale at the Beef Expo. The sale in 2010 had 18 live lots. Please, if you enjoy having Chi cattle featured at the Beef Expo and value the marketing opportunity of the expo sales, please support this event.

ENTRIES

- Deadline: **February 1st, 2011** Space is limited, send entries early. Mail to Stock Options Marketing.
- Live lot Fee: **\$100 per live head, non-refundable.**
- Genetic lot Fee: **\$50 per genetic lot, non-refundable.**
- All fees will be applied to sale expense.
- Pedigree information, footnote information, and good photo should accompany the entry form.
- Entries will not be accepted without entry fee. FAXED / E-MAILED entries are acceptable when followed by payment.

REGISTRATION CERTIFICATES

- **All cattle must be registered with the ACA, a copy of the registration certificate or application for registry must accompany entry form.** Registration certificates must be provided when cattle are checked in for the sale. Any cattle with out ACA registration certificate may be asked to withdraw from the sale. **MUST HAVE LEGIBLE TATTOO** • Please check at time of entry.
- Transfer Fees will be deducted from sale proceeds by sale management.

SALE COMMISSION

- This is a self supporting sale, with sales expense deducted from each lot offered for sale as a percentage of the total gross sales expense after entry fees are applied to gross sale expenses. The 2010 commission rate for last years event ran at 12%.
- All sales including buy backs/pass-outs will be responsible for commission and full sales expense. Buy backs/pass-outs must pay 12% of the hammer price for animals/items in question at the conclusion of the sale, show/sale releases and or registration will be held until auction accounts have been settled. Any difference in sale commission percentage will be refunded.
- Sale management will mail settlement and net proceeds from this auction within 30 bank working days from sale date.

HEALTH REQUIREMENTS

- Individual interstate health certificates must accompany each lot consigned. It is the responsibility of the consignor and their veterinarian to make certain all test that are required by state and federal regulations are conducted prior to issuing a health certificate.
- Certificate of Veterinary Inspection with individual ID and a permit number must accompany all sale cattle, issued within 30 days.
- Sale Cattle must be identified by breed registration tattoo.

OTHER SALE REQUIREMENTS

- **Breeding Guarantee: All entries will sell guaranteed as breeders.**
- **All tied cattle must be broke to tie and lead.**
- **All cattle MUST show to be offered for sale and conversely all cattle who show MUST be offered for sale.**
- The sale management reserves the right to edit all footnotes and has final judgment on photo usage.
- If you need assistance in getting a good photograph of your consignment, contact sale manger for some helpful info or a list of photographers.
- Consignors are not to release sale cattle from their possession until a paid receipt / sales release is presented by the new owner or representative. Until this time, cattle are the responsibility of the consignor.
- It is requested that cattle that are fitted for sale be broke down for the new owner. It is the consignors responsibility to feed and care for the animal until the animal is collected by the new owner or is loaded for shipment.
- Animals that are potential carriers of known genetic defects should be tested and make the results available to public on sale day.

OTHER ITEMS

- Event will have a show / viewing to determine sale order.
- **Kentucky Dept. of Ag in 2010 donated \$2000 in premium money to exhibitors of sale cattle. These premiums are awarded at time of sale settlement.**
- Consignors may offer genetic packages including embryos, semen, pregnancies, and flushes.
 - Embryos, grade 1's, in packages of 2, 3, 4, 5, or 6, with seller guaranteeing 1 pregnancy per 2/3 or 2 pregnancies per 4/5.
 - Flushes sell with a minimum of no less that SIX transferable embryos. Flush donor must be available within six months of sale date.
 - Buyer will pay 50% of hammer price on sale day with the balance to the consignor at the completion of flush work.
 - Bred females shall be a pregnant female confirmed bred at least 90 days.
 - Pregnancies shall be one pregnant female carrying a confirmed 90 days+ from a specific donor dam and sire.
 - Buyer is responsible for shipping on all genetic lots.

•• A letter will be sent to all consignors with more info about the check in of sale cattle, consignors meeting, and sale cattle display schedule. ••

Copies of this document and additional sale entry forms may be downloaded online at www.stockoptionsmarketing.com

Stock Options mailing address: 6136 Black Rd. West Alexandria, Ohio 45381

TENNESSEE BEEF AGRIBITION CHIANGUS SHOW & SALE

EXTRA - EXTRA BIG NEWS FROM THE TENNESSEE BEEF AGRIBITION CHIANGUS SHOW AND SALE!

Lots of changes, for the better at our Tennessee event this year.

1st NEW LOCATION • The James E. Ward Agricultural Center in Lebanon, is a great location. This new location will be so much easier for participants to get in and out of as compared to our past event site.

2nd NEW DATE • The TN State Chi association's sale committee has tried unsuccessfully for years to get the CHI sale moved to late afternoon on Saturday and are happy to announce this year it will be a reality. A Saturday sale will offer a number of advantages including drawing a larger crowd of Juniors to market show heifers, as well we should have larger set of bull buyers on hand with the CHI's following the Angus. We encourage you to bring your top Chiangus heifers again and year we believe breeders will have more marketing opportunities to sell those "clubby" show prospects. We encourage you to bring real good bulls as that marketing will be stronger than in the past.

ENTRIES

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- Fees will be applied to sale expense.
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REGISTRATION CERTIFICATES

- **All cattle must be registered with the ACA, a copy of the registration certificate or application for registry must accompany entry form.** Registration certificates must be provided when cattle are checked in for the sale. Any cattle with out ACA registration certificate may be asked to withdraw from the sale. **MUST HAVE LEGIBLE TATTOO** • Please check at time of entry.
- Transfer Fees will be deducted from sale proceeds by sale management.

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- Sale management will mail settlement and net proceeds from this auction within 30 bank working days from sale date.

HEALTH REQUIREMENTS

- Individual interstate health certificates must accompany each lot consigned. It is the responsibility of the consignor and their veterinarian to make certain all test that are required by state and federal regulations are conducted prior to issuing a health certificate.
- Certificate of Veterinary Inspection with individual ID and a permit number must accompany all sale cattle, issued within 30 days.
- Sale Cattle must be identified by breed registration tattoo.

OTHER SALE REQUIREMENTS

- **Breeding Guarantee: All entries will sell guaranteed as breeders.**
- **All tied cattle must be broke to tie and lead.**
- **All non-penned cattle MUST show to be offered for sale and conversely all cattle who show MUST be offered for sale.**
- The sale management reserves the right to edit all footnotes and has final judgment on photo usage.
- If you need assistance in getting a good photograph of your consignment, contact sale manger for some helpful info or a list of photographers.
- Consignors are not to release sale cattle from their possession until a paid receipt / sales release is presented by the new owner or representative. Until this time, cattle are the responsibility of the consignor.
- It is requested that cattle that are fitted for sale be broke down for the new owner. It is the consignors responsibility to feed and care for the animal until the animal is collected by the new owner or is loaded for shipment.
- Animals that are potential carriers of known genetic defects should be tested and make the results available to public on sale day.

****** Cows or bred females being offered as "Penned or un-haltered" are welcome at the Tennessee Beef Agribition however they must be gentle and easy to handle.**

OTHER ITEMS

- This event will have a show / viewing to determine sale order.
- Consignors may offer genetic packages including embryos, semen, pregnancies, and flushes.
 - Embryos, grade 1's, in packages of 2, 3, 4, 5, or 6, with seller guaranteeing 1 pregnancy per 2/3 or 2 pregnancies per 4/5.
 - Flushes sell with a minimum of no less than SIX transferable embryos. Flush donor must be available within six months of sale date.
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Kentucky Beef Expo

Circle One:

Tennessee Beef Agribition

Due 2/1/2011

ENTRY CONTRACT

• REMINDER • Attach copy of pedigree or application & photo.

Please print neatly -

Consignor:

Name _____ ACA Member # _____

List in catalog as _____

Address _____

City / State / Zip _____

Home phone _____ Cell _____

E-mail _____

Entries

Live cattle lot \$100 entry fee = _____

Embryo or semen lot \$50 entry fee = _____

TOTAL LOTS ENTERED _____

TOTAL FEES _____

LOT INFORMATION

LOT OFFERED IS (circle one) BULL / HEIFER / BRED FEMALE / EMBRYO / FLUSH / SEMEN

ANIMAL NAME _____ TATTOO/LOCATION # _____ REG # _____

H/ P / S BREED % _____ COLOR _____

SIRE _____ REG # _____

DAM _____ REG # _____

DOB ___/___/___

BW ___ WW ___ YW ___

TH ___ PHA ___

PLEASE ATTACH ADDITIONAL PAGE FOR FOOTNOTES, BREEDING DATES, SERVICES SIRE, (IF APPLIES) EPD'S OR SPECIAL TERMS.

Please send good quality pictures. If you use digital photos, make sure you shoot them at the highest quality / largest file size. You may e-mail pictures, to make animal identification easier please put the tattoo number and name of animal as the file name. When scanning pictures, 300 dpi outputs is required for quality purposes.

I/we fully understand the sale management, auctioneer, sale staff, sale committee and other representatives act only as agents in the sale of livestock entered and shall not assume any liability and will be held harmless by owner for any damages resulting in any loss, damage, claim, injury or cause of actions as the result of this sale. I agree that all commissions on my entries are to be paid first, before any liens or mortgages from the proceeds of their sale.

I/We swear that the above information is accurate and true and do agree to the terms set forth.

Consignor _____ Date _____

NO ENTRIES WILL BE CATALOGED WITH OUT SIGNED CONTRACT

Return this completed form with entry fees, copy of registration certificate or registry application, along with photos, to Kevin Mears DBA Stock Options Marketing. E-mail to: kevin@stockoptionsmarketing.com FAX 937.839.6142
US MAIL: 6136 BLACK RD, WEST ALEXANDRIA, OHIO 45381 • MAKE CHECKS PAYABLE TO: STOCK OPTIONS MARKETING