

***Bulls for the 21st Century* Rules 2018**

DOCUMENTATION REQUIRED OF CONSIGNOR

Refer to attached calendar for actual 2018 dates

1) Upon Entry into Feedlot

- a) [Bull Sale Entry Form](#) including registration numbers.

2) 30-Day Weight Deadline

- a) [Birth and Weaning Form](#)
- b) [Dam Production Form](#) (with **Association or other approved verification.**)
- c) Excel Spreadsheet of 3 Generation **Pedigrees**. (There will be a \$2 charge if Snyder downloads or hand enters this information. If consignors send information in an approved Excel spread sheet, the \$2 charge will be waived.)

3) Catalog Information Deadline - Last date for information that will be included in catalog.

- a) **Consignor photo** and **Consignor paragraph.**
- b) **Genetic Testing Designations**
- c) **Calving Ease Designation**
- d) Excel Spreadsheet of **Catalog EPDs**. (There will be a \$2 charge if Snyder downloads or hand enters this information. If consignors send information in an approved Excel spread sheet, the \$2 charge will be waived.)

4) Point Sheet Information Deadline

- a) Excel Spreadsheet of **Yearling Data and EPDs Point Sheet**. (There will be a \$2 charge if Snyder downloads or hand enters this information. If consignors send information in an approved Excel spread sheet, the \$2 charge will be waived.)
- b) [Dam Production Form](#) updated for Early and Late Fall bulls to include 2017 born calf (with Association or other approved verification.)
- c) **Sale Day Slide Info**
- d) **Dam Photo**

5) Pre-Sale Information Deadline

- a) **Floors** if different from standard floors.

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TEST DESCRIPTION

Snyder's bull test philosophy has always been, "The Complete Bull Test." A detailed description of points and calculations can be found on the Points Breakdown Download.

- 1) **Snyder Bull Test accommodates 3 test groups.**
 - a) Early Fall Born Aug. 1 through Oct. 15, 2016
 - b) Late Fall Born Oct. 16 through Dec. 31, 2016
 - c) Springs Born Jan. 1 through Feb. 28, 2017

- 2) **Gain Test (20 points)**
 - a) 3-week warm-up period.
 - b) 112-day test with weights every 28 days.
 - c) All bulls weighed empty. First and Last weights will be **empty weights**. Interim weights will be early morning weights with a pencil shrink applied.

- 3) **Structural Correctness / other Conformation (25 points) and Muscling (15 points)**
 - a) Approximately 6 weeks before sale, a 5-person committee will evaluate bulls for structural correctness, other conformation qualities and for muscling.

- 4) **Weaning Performance (20 points)**
 - a) Weaning performance shall be an average of the best 2 of 3 possible criteria for each bull
 - i) **Weaning Ratio**
 - ii) **Percentile rank** within breed of Weaning EPDs
 - iii) Average Daily Gain from Birth to Start Date.

- 5) **Fertility (20 points)**
 - a) Dam Points (10)
 - i) Ability of bull's dam to calve by 2nd, 3rd, and 4th birthday.
 - b) Individual Points (10)
 - i) Ability of bull to pass semen test by 1st birthday. Scrotum and sheath conformation, as evaluated by veterinarian are included in this category.

- 6) **Carcass Characteristics (20 points)**
 - a) All cattle are ultrasounded to determine carcass characteristics.
 - i) Half of points allocated for **carcass quality attributes**.
 - ii) Half of points allocated for **carcass yield grade attributes**.

- 7) **Feed Efficiency (20 Points)**
 - a) All cattle tested for individual feed intake and data is presented as **RFI**.

- 8) **Divisions** - Bulls will be categorized per Snyder discretion in divisions of ≥ 5 bulls according to breed and calving ease.

- 9) **Points/Point-Index** - For sale ranking and awards, bulls will be indexed within division.

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FEES AND EXPECTED COSTS

Expected costs include feed, services provided to care for bulls, entry fees, feed efficiency testing costs, and costs associated with sale of bulls. On average, cost is \$500 + feed + sale fees.

1) Feed Costs

- a) Cost of feed averages \$3.50 - \$4.00 per day, depending on current commodity costs.
- b) Feed bills are pro-rated among all bulls in pen based on monthly weight of bulls.
- c) When we have feed efficiency data, feed bills are adjusted with feed efficient bulls receiving a credit and inefficient bulls paying more.

2) Booking Fee

- a) A non-refundable booking fee to cover advertising and catalog costs will be billed as shown:
 - i) 1-4 bulls \$110/hd
 - ii) 5-9 bulls \$100/hd
 - iii) >9 bulls \$80/hd.
- b) Booking fee is calculated on total number of bulls. For example, if you enter 5 fall bulls and 6 spring bulls, the \$80 rate will be applied to all bulls.

3) Processing Fees – all prices subject to change

- a) Sale tags, vaccines, treatments for lice, ringworm, parasites, or sickness will be charged at Cost + 30%. All bulls will be dewormed with Safeguard, given a magnet, EID, Inforce 3, and wart vaccine on arrival and treated as needed for lice in the winter.
 - b) Individual Weight \$1/hd/wt
 - c) Yearling Hip Height \$1/hd
 - d) Yearling Scrotal Measurement \$1/hd
 - e) Pelvis Area Measurement \$1/hd
 - f) Pre-Breeding Vaccines \$14/hd (apx.)
 - g) Carcass Ultrasound \$26/hd
 - h) Semen Test by Veterinarian \$34/hd
 - i) Trich Test \$35/hd
 - j) Feed Efficiency Testing \$90/hd
 - k) Download/Enter Association Data \$2/hd
- *Consignor may download (Angus) or hand enter (other breeds) data into pre-formatted Excel spreadsheet and send to Snyder and will not be charged this fee.
- l) Freeze brand (optional) \$12 for 3 or 4 digits, \$2 each for additional digits or for owner iron.

4) Sale Fees

- a) Grooming \$ Cost + \$5/hd
- b) Video \$30/hd
- c) Live Auction and Associated Costs \$25/hd (apx.)
- d) Commission 9% of sales price (or floor on no-sale bulls)

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SALE RULES

It is Snyder's responsibility to publish the catalog, advertise, create social and educational events to attract buyers, organize the food, ready the bulls for sale, administer the bull test, collect, organize, and publish the data. ***It is the consignor's responsibility to bring buyers.*** Consignors who have diligently worked at attracting buyers have done very well at this sale. Those who trust that buyers will show up, are usually disappointed. The sale rules are aimed at providing our buyers with bulls that are sound on sale day and have high probability of remaining sound for several years. The rules are focused on maintaining the integrity of the sale and defining the fiscal expectations for Snyder, buyers, and consignors.

1) Sale Promotion

- i) All consignors are expected to thank previous buyers, make phone calls, visit ranches, and make every effort to contact potential buyers.
- ii) New consignors are required to provide a list of 5 potential buyer names per bull consigned.
- b) Advertising
 - i) Snyder advertises in various industry publications in the months preceding the sale. We strongly encourage consignors to advertise in these same publications. The grouped ads are very eye-catching and increase the effectiveness of all our advertising dollars.
- c) Bull Buyer's Seminar, Social, Sale Day Preview in Pens, and Sale Day Lunch
 - i) The purpose of these activities is to attract potential buyers, provide opportunity for consignors to meet and talk with buyers, and to provide educational and social opportunities to our beef community.
 - ii) Consignor attendance is mandatory
 - iii) Courtesy and professionalism are expected of all consignors.
 - iv) Tardiness is unacceptable

2) Awards/Sale Order

- a) **High Point-Index Bull**
- b) **Division Champions**
- c) **Top Consignment**
- d) Sale Order
 - i) High Point-Indexing bull of each division in point-index order.
 - ii) Other bulls in point-index order
 - iii) EXCEPTION – Bulls with less than 3 points in either Front Feet and Leg or Rear Feet and Leg point categories will not sell in first 25% of sale. They will sell in point-index order after the first 25% sell.

3) Buyer Discounts and Recognition

- a) Volume Buyer – Buyer spending the highest dollar amount.
- b) Gift Certificates – Local business gift certificates. Buyer numbers written on tickets for each bull sold. Winners drawn at end of sale; must be present to win.

- c) Volume Discount of 3% given for purchases of 10 bulls or more. Volume discount of 2% given for purchases of 5 bulls or more. Total of volume discount will be pro-rated from all bull sale proceeds.

4) Floors

- a) Automatic floors placed on bulls
- b) Floors increased annually by \$100 per Lucy's discretion. 2018 floors:
 - i) Early Fall Bulls - \$2200
 - ii) Late Fall Bulls - \$2100
 - iii) Spring Bulls - \$2000
- c) Consignors may place higher floors on bulls if desired.
 - i) Floors must be to Snyder in writing by Pre-Sale Information Deadline.
 - ii) Floors may not be given directly to auctioneer or ringmen.
 - iii) 9% commission applies to no-sale bulls and is based upon floor.

5) Non-competition

- a) Except to salvage problem bulls, consignors will not sell or promote bulls on which booking fees have been paid but which will not make sale until sale is completed.

6) Bull Delivery

- a) Consignors are required to help deliver bulls after sale.
- b) Per head transportation fees will be added to or deducted from sale proceeds
 - i) \$50 deduction if buyer hauls own bulls by 5 PM on Monday following sale.
 - ii) \$80 paid to consignor for each bull delivered.
 - iii) \$80 deducted from sale proceeds for each bull delivered.

7) Bull Vaccination Program, Semen and Trich Test

- a) Bulls will receive **pre-breeding season vaccines** within 60 days of sale.
- b) Consignor may request additional vaccines (i.e. Anaplasmosis) if they have buyers requesting other vaccines.
- c) Bulls will pass **semen test** and be **trich tested**.

8) Guarantee

- a) Consignors are expected to completely guarantee bulls through first breeding season.
- b) Consignors are expected to partially guarantee bulls through two years.
- c) Because of wide variety of problems and circumstances, Snyder will not dictate how consignors manage any given issue. Lucy will be happy to negotiate an agreement between buyer and consignor.
- d) Consignors may refund money, replace bull, or give credit in subsequent sale.
- e) Consignors leaving customers dissatisfied will not be allowed to enter test or sale in future.
- f) Snyder will charge no commission on credit given to buyer in subsequent sale.
- g) If a bull is returned to the feedlot, Snyder will feed at cost for 30 days.

9) Removal of Bulls from Sale

- a) Snyder reserves the right to remove bulls from the sale for any reason at anytime. Some reasons could include:
 - i) Pelvis area: Frame score ratio ≤ 19 .
 - ii) Zero in any conformation category by a majority of the conformation judges.

- iii) Lameness, unsoundness or illness on sale day.
 - iv) Lacking 2 functional testicles.
 - v) Chronic sickness, crippled, or chronic bloater.
 - vi) Extreme disposition problems.
 - vii) Birth weight to Final weight ADG ≤ 2.6 .
 - viii) Non-registerable
 - ix) Failing *Society of Theriogenology* Breeding Soundness Evaluation
 - x) Falling below the point-index minimum for sale (as decided at sole discretion of Snyder.)
 - xi) Consignor is rude, vulgar, or uncivil to local waitresses, motel clerks, bartenders, Snyder employees, or any Snyder guest.
- b) If Snyder removes bull from sale, consignor will be notified within two weeks.
 - c) If consignor removes bull from sale, Snyder will be notified in writing. Entry fee on bulls removed from sale will be forfeited. Fees for any services performed before bull is removed will be charged to consignor.

Bull Test Point Breakdown

1) Points are awarded as follows:

a) Feed Efficiency	20 points maximum
b) Fertility	20 points maximum
c) Weaning Performance	20 points maximum
d) Gain on Test	20 points maximum
e) Ultrasound Data	20 points maximum
f) Muscling	15 points maximum
g) <u>Conformation</u>	<u>25 points maximum</u>
h) Total Points	140 points maximum

2) Point Index

- a) Final ranking of test bulls will be based on point-index.
- b) Point-index is the index of points within a division.
- c) Point Index = Individual points/average points for division x 100.
- d) Division is a group of ≥ 5 bulls based on breed and calving ease designation.

3) Calving Ease Designation

- a) * = BW EPD in top 50% of breed; CED EPD in top 50% of breed
- b) ** = BW EPD in top 25% of breed; CED EPD in top 25% of breed
- c) *** = BW EPD in top 10% of breed; CED EPD in top 10% of breed
- d) For division purposes, all 3 designations are considered calving ease. Consignors are expected to use integrity when making this designation and be willing to stand behind the claims. Bulls with any of these calving ease designations will be in a calving ease test group and designation will appear on final point sheet. Snyder Livestock has the authority to remove calving ease designation, should they feel it is inappropriate or inaccurate. Consignor may reduce or remove calving ease designation.

4) Feed Efficiency – 20 points possible

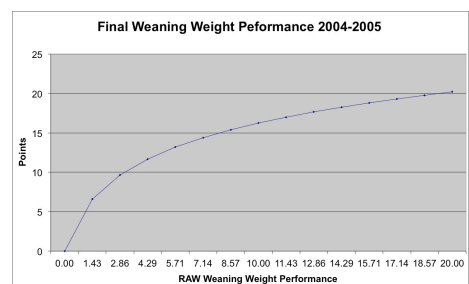
- a) Efficiency test groups defined solely at Snyder's discretion.
- b) Points = $((\text{Count in test group} - \text{Rank in test group}) / (\text{Count in test group} - 1)) * 20$
- c) RFI data may not be available for every animal. Snyder reserves the right to reject data that they or the persons creating the data believe may be erroneous. Often when this happens, although we do not have enough intake data to create a valid RFI value, we do have intake information that indicates whether the bull is efficient, inefficient, or average. Points will not be published, but this information will be taken into consideration when manually adjusting the points. The formula for adjusting to a 140 point base is $(\text{actual points} / 120 * 140)$.

5) Fertility - 20 points possible

- a) Dam fertility – 10 points possible
 - i) Points are determined by the ability of the bull's dam to produce a calf as a 2, 3, and 4 year old.
 - ii) Maximum points - cow that calved by her 2nd, 3rd, and 4th birthdays. Cows calving later will lose .0333 points per day past birthday or past previous calving date (approximately 1 point per month.)
 - iii) 4 points are lost for turning a cow over from a spring to a fall herd or visa versa.
 - iv) Two of these changeovers, a skipped year, or a cow that did not calve until she was 3 years old will result in 0 points for dam fertility.
 - v) Snyder Livestock reserves the right to manually adjust dam fertility points on heifers that calved as a 2 year old before the main cow herd or flushed cows.
 - vi) The average of the Maternal Granddam's and Paternal Granddam's fertility points can be substituted if dam points are low. The same rules and calculations apply. Consignor is responsible for providing this documentation.
 - vii) The average of the dam's daughters' fertility points can be substituted if dam points are low. The same rules and calculations apply. Consignor is responsible for providing this documentation. All daughters must be reported.
 - viii) On cows older than 6 at the birth of the sale bull, calving interval from breed association may be substituted. If calving interval is ≤ 365 is used. Points = $(365 - \text{Calving Interval}) \times 3 \times .0333$.
- ix) Individual – 10 points possible
 - (a) Semen test done by veterinarian
 - (b) 8 points for a bull that passes test on or prior to his 1st birthday (± 1 week)
 - (c) 6 points for a bull that passes test on or prior to 395 days of age (± 1 week)
 - (d) 4 points for a bull that passes test on or prior to 425 days of age (± 1 week)
 - (e) 2 points for a bull that passed test on or prior to 455 days of age (± 1 week)
 - (f) 0 points for a bull that passes test after 460 days of age
 - (g) 2 points possible - Subjective evaluation of the testicles by veterinarian for size, attachment, pigmentation, etc.

6) Weaning Performance - 20 points possible

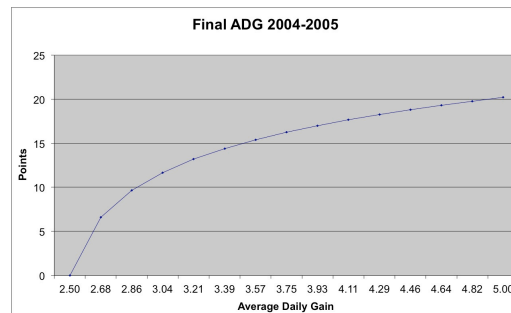
- a) Raw Weaning Performance Points will be an average of the best 2 of 3 categories on each bull.
 - i) Weaning Ratio – From Breed Association
 - ii) Weaning EPD, Percentile Rank - From Breed Association
 - iii) Average daily gain, birth to start weight - calculation



- b) Final Weaning Performance Points will be Raw Weaning Performance Points spread over the 20-point range as shown in the graph. The graph shown is based on the RAW Weaning Performance Points from previous test. Final Weaning Performance Points will be assigned as shown in the graph example but using the information from the current test. The lowest will receive a 0 and the best will receive a 20.

7) Gain on Test - 20 points possible

- a) The graph shown is based on the actual gain figures from previous test. Gain on Test Points will be assigned as shown in the graph example but using actual gains from the current test. The lowest gain in the test will receive a 0. The best will receive a 20.
- b) If all bulls gain more than 2.75, 2.75 will be used as the lowest gain.



8) Muscling - 15 points possible

- a) Judged by a five-person committee. A zero from a majority of the judges sifts bull.
- b) Muscling Point Breakdown
- i) 15 points Very heavy muscling
 - ii) 7-8 points Average muscling
 - iii) 0 points Very light muscling

9) Conformation - 25 points

- a) Judged by a five-person committee. A zero from a majority of the judges sifts bull.
- b) Confirmation Point Breakdown
- i) 7 points Front Feet and Legs
 - ii) 7 points Rear Feet and Legs
 - iii) 1 point Topline, uniformity, eye appeal
 - iv) 1 ½ points Capacity
 - v) 3 points Temperament
 - vi) ½ point Head/Neck (Masculinity)
 - vii) 2 points Eyes (Vision and Pigment)
 - viii) 2 points Pelvis Area Ratio (= Pelvis Area/Frame Score)
 - ix) 1 point Sheath and Scrotum (Vet evaluates at semen test)

10) Ultrasound - 20 points possible

- a) Marbling (adjusted for age) - 10 points possible – calculation
- b) Back Fat (adjusted for age) - 3 points possible – lookup table
- c) REA (adjusted for age) - 7 points possible – calculation
- i) The graph shown is based on the Adjusted REA figures from a previous test. Adjusted REA points will be assigned as shown in the graph example but using current test data. The lowest will receive a 0 and the best will receive a 7.

