

Consignment Sales: Tips for Success

Consigning to a satellite sale is an exciting time to show case your breeding program! Below is a list of tips and suggestions to help ensure your consignment is a success!

Selection:

- 90-120 Days prior to sale, determine which animal(s) the consignor would like to nominate to the sale.
- Selections should be based on criteria the consignment sale has in place.
 - Example: would consignor like to sell open heifer, bred heifer, etc.?
 - Send your best animals (Showcase your breeding program)
 - These sales are not a place to sell cull animals from your herd.
 - Utilize experienced satellite members/pre-screening committee/Sales Chairman to help make your selection decisions.
 - Asking for help will give you a chance to learn from other consignors past experiences.
- Read the BBU Standard of Excellence Guidelines on the BBU Website under the Forms Section prior to selection and feeding time frame.

Feeding:

- 90 days prior to sale, animals need to consume a minimum of 1.5% of body weight in quality feed (suggested to feed a complete ration such as a show calf ration, not a maintenance ration).
- 60 days prior to sale, increase feed to 2% of body weight. Continue this amount until sale time.
- Example: 1000# heifer: 90 days prior: 15#/day, 60 days prior: 20+#/day.
- If feeding a low-quality feed, consider increasing the percentages seen above, as well as length of feeding period.
- Keep high quality hay/pasture available at all times during feeding period.

Grooming/Health Work/Sale Prep:

- 90-60 days prior to sale: Deworm and vaccinate animal.
- Within 30 days of sale, animals should be seen by a vet for Health Certificate as well as palpations/BSE/Trich needs.
- Two weeks prior to sale, animals should be groomed.
 - At minimum, animals should have head, ears, crest, and tailhead clipped.
 - Bulls also need to have their prepuce clipped of long hairs; this could be done at vet at time of semen evaluation.
 - Make sure tattoos are legible, and ears are clean.
- Be prepared to bring your own water/feed buckets as they are not always provided at the sale location.
- Consider having a banner/signage with ranch name etc. to promote your breeding program.

