



MIDWEST ABERDEEN IOWA BEEF EXPO SALE

Sunday, February 11th, 2018
Iowa State Fairgrounds, Des Moines, IA

November 3rd, 2017

Midwest Aberdeen Breeders—

It is with great excitement that I announce the 2018 Midwest Aberdeen Power & Balance sale at the Iowa Beef Expo. The sale will be held on Sunday, February 11th, 2018 at 2:30 p.m. during the Iowa Beef Expo (IBE) in Des Moines.

As in years past the Aberdeen breeders have consigned some of the most superior cattle in the breed for this sale and this year will be no different. As the sale manager I am focused on finding efficient, powerful, balanced Aberdeen cattle that any producer would want to build their herd with. Our consignments will include Show Heifers, Bred Heifers, Cow/Calf pairs, Prospect Steers, Bulls and Frozen Genetics.

Enclosed with this letter you will find the Entry Form, Animal detail entry sheet and the Terms & Conditions of the sale. This year we are focusing on the Midwest region, specifically, because Iowa is the destination of the National Junior Heifer show. All 2017 born heifers, purchased at the sale, by a dues paying Midwest Aberdeen Junior will have their entry fee for the Iowa Beef Expo show donated by the consignors, sponsors and staff.

More details on the sale, social hour, lodging and other events will be posted soon. Entries are due no later than December 8th, 2017 to insure proper time for marketing and meet all deadlines for IBE.

Please feel free to contact myself or Jeff Canterbury, our auctioneer for any questions you may have.

Thank you for your time and consideration, we look forward to serving our fellow Aberdeen breeders.

Kristen Evans, Sale Manager

217-414-3738

kristen@canterbury-associates.com

Jeff Canterbury, Auctioneer

217-341-3738

jeff@canterbury-associates.com

The foundation for the Aberdeen breed has been laid – now is your time to help build the future.



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Entry Form

Consignor Information

Farm Name	_____	Member No.	_____
Name	_____	State	_____
Address	_____	Zip	_____
Email	_____	Phone 1	_____
Website	_____	Phone 2	_____

Catalog Contact Information

This information will be listed on the Consignor contact area of the catalog.

Owner or Farm Name	_____	Primary Phone	_____
Email	_____	Website	_____

Consignment Inventory

Please list how many of each of the following you will be consigning.

<i>Heifers</i>	<i>Bred Heifers</i>	<i>Prospect Steers</i>	<i>Bred Cows</i>	<i>Cow/Calf Pairs</i>	<i>Bull</i>	<i>Frozen Genetics</i>

Kristen Evans, Sale Manager
217-414-3738

Please return all pages included with the entry packet.

Jeff Canterbury, Auctioneer
217-341-3738



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Animal Entry

All animals will need to be registered with the American Aberdeen Association to be a part of this sale. If the registration is still pending please provide more details such as pedigree, tattoos and any percentage information, as well as the information listed above. Use extra sheets if needed or a hard copy of your AAA registration form.

Animal Name	Registration Number	Date of Birth	Type: Bull/Cow/ Heifer/Steer/Pair
Marketing Comments:			
Animal Name	Registration Number	Date of Birth	Type: Bull/Cow/ Heifer/Steer/Pair
Marketing Comments:			
Animal Name	Registration Number	Date of Birth	Type: Bull/Cow/ Heifer/Steer/Pair
Marketing Comments:			



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Terms & Conditions

- 1) **Entry/Catalog Fee:** Fees are set at \$100 for live lots and \$50 for semen and embryo lots (each lot). **This is a non-refundable fee.** The fee will be used for the following expenses; \$43 to the Iowa Beef Expo for bedding, Iowa Beef checkoff fees, Sale Catalog dissemination, design and printing, advertising in the Ledger, AAA online, Iowa Beef Expo program, along with other advertising opportunities. New this year; if the buyer is a junior member who wishes to show the animal in the IBE show, the entry fee for the animal will be paid from this catalog fees. (\$25 estimated fee). The junior must be a dues paying MAA member. Remaining sales Expenses will be split equally to each consignor after catalog fees & sponsorships are depleted.
- 2) **Commission Structure:** 13% flat commission on the final price, with the appropriate percentage going to the Iowa Beef Expo (as set by the Expo), and the Midwest Aberdeen Association. All no-sale lots are subject to all fees and commission listed above. Commission is set on the final hammer price of the animal, this applies to animals with floor prices, pass outs, and buy backs.
- 3) **All entry fees must be turned in before December 8th, along with signed entry forms. Photos are due no later than December 15th We are requesting videos, but they are not required. Photos and marketing comments will be used at the sales staffs discretion.**
- 4) All consignors must be dues paying members with the Midwest Aberdeen Association or your dues will be deducted from the proceeds of your settlement.
- 5) You must comply with all Iowa Beef Expo Health standards and regulations, those will be provided along with General Guidelines of the IBE. Breeding bulls will be required to be need a breeding soundness exam (Tric Test), along with nose rings, those costs are the responsibility of the seller. All bred females will require a positive pregnancy exam prior to sale.
- 6) Sale manager must have all original papers before the day of the sale, those can be handed in via check in on move in day.
- 7) Cattle must be in place by Saturday, February 10, 2018 at 9 a.m. A sale preview will be held on Sunday, February 11th and will start promptly at 2:30 p.m. in the North Annex. A sale preview & social hour will be happening at 11:30 a.m. prior to the sale.
- 8) All cattle entered in the IBE Midwest Aberdeen Sale must be a top show condition, this shall include washed, clipped, halter broke and in sound mind, no ill tempered cattle will be allowed.
- 9) Sponsorships in the Sale catalog will be available to help offset consignor costs, please contact us to save your spot—or ask your local coop, farm store, or other establishment to buy a sponsorship.
- 10) The Iowa Beef Breeds Council will be providing Live Internet Auction to all the sales using the services of Live Auctions TV.
- 11) Settlement of all proceeds will be listed in a detailed statement and released within 60 days of the sale.
- 12) More details to follow such as lodging, social activities, parking, tie outs and more will be provided as soon as possible.

By participating in this consignment sale, I agree to abide by all rules regarding the sale sponsored by the sale management & auction firm. I have read all the terms and conditions above and agree to them as listed.

Owner/Consignor

Date

Please return all documents, including animal entry information, payment and photos to Kristen Evans. You are welcome to email forms & photos to kristen@canterbury-associates.com. Payment can be mailed to Kristen Evans, 808 Stonehill Drive, Sherman, IL 62684.