

Consignor Guidelines for 2020 Oklahoma Hills Consignment Sale

These are the guidelines that we plan to use so that we will all be on the same page. This year's sale will be held on September 19th, 2020, at The Okmulgee Fairgrounds Okmulgee, OK. The conference will be held all day Friday and Saturday morning, the 18th and 19th.

- 1) All goats must be NKR registered prior to the catalog cutoff date (July 30, 2020). All purebred and 100% New Zealand goats must be DNA'd (at least genotyped) prior to the catalog cutoff date and the results (genotyped, sire verified, or parentage verified) indicated on the registration papers along with the VGL number. This gives you over 45 days to get ready. Building the catalog is a big job and it takes a while to get it printed. Meanwhile, buyers with cash are trying to decide to attend the sale or not. **Please don't procrastinate but select your goats, along with alternates, now, and get the paperwork and hair samples to Karen as soon as possible.** When you wait until the last minute, change your mind, or don't plan for unexpected problems by processing alternates it really creates hardships on Karen. **We need all of the buyers we can get. If your goats are not worth spending the money to get them processed, they probably shouldn't be considered for this sale.** We have other consignors who would like to participate that were not invited due to lack of space in the sale. **This year if I don't have a copy of the registration certificate with DNA info where appropriate by July 30 (by mail or email), I will replace that entry with one from someone else that is ready. I don't mean to be hard to work with but every year this is a problem created by a few consignors that makes it harder for everyone. Please no cell phone photos, as they do not print out well.**
- 2) All goats must arrive at the sale with interstate health certificates issued at the point of origin by a federally accredited veterinarian and consigning them to the Okmulgee Fairgrounds at 1901 N. Oklahoma Ave. Okmulgee Oklahoma 74447.
 - a) Each individual goat must have a separate copy of a health certificate showing his individual identification. Multiple goats may be listed on one certificate if photocopies are made and the identification for that goat is highlighted on a copy. Scrapies tag is required.
 - b) Brucellosis or tuberculosis testing is not required for entry into Oklahoma and is not required for the sale. These tests may, however, be required if a buyer from a state that requires them requests that a health certificate be issued from Oklahoma to their home state. In such event the consignor or consignors will need to take back their animals if these tests are not available. Previous sales have shown that this is very unlikely, but it is possible.
 - c) All goats must have either a microchip or tattoo that matches their papers. Please check this out before you leave home to make sure you can read the tattoos and can find the microchips. If there is a problem, fix it at home. If you use microchips, bring a reader that you know will read them.
 - d) Although not required, we encourage you to have goats that have been exposed to bucks pregnancy tested before the sale and after the bucks have been off for 30 days. You can find information about blood testing for pregnancy at www.biotracking.com Past sales have shown that does that sell as "confirmed pregnant" sell better than those that sell as "exposed to". The blood tests might be even better.
 - e) In past sales bucks did not sell well and they require special pens and attention as well as being a potential liability factor. It seems that most buyers prefer to select their bucks off the farms. There will be no bucks offered as consignments in this sale. Although guest consignors will not be allowed to sell non-auction goats on the premises you are welcome to bring pictures of bucks

you have for sale at home and show them to potential buyers who may visit your farm at a later date.

- 3) The announcer will determine set-in prices and we will not back up from these prices. **If your goat doesn't receive a bid you will need to take her home.** Goats will sell to the highest bidder. If you want to protect your goat please place a reserve price with the announcer prior to the sale.
- 4) When you arrive at the sale please have a manila envelope for each goat consigned containing all of the following items.
 - a) The original NKR registration certificate, to be retained by the sale company until you have been paid for that goat.
 - b) A signed NKR transfer form, complete except for the buyer's information, also to be retained by the sale company until you have been paid for that goat.
 - c) A photocopy of the registration certificate to be given to the buyer on sale day.
 - d) A copy of a health certificate with that individually identified animal highlighted.
- 5) Consignors should plan to have their animals at the sale location by 5 PM Thursday. Water and shavings will be provided but each consignor is responsible for feed and water containers and feed for his animals. There will be plenty of pens available, but none of them are tall. If you are bringing large animals or animals that may tend to jump out, bring panels to put over the top or plan to tether your goats in the pen.
- 6) For this sale most of the work force will consist of the consignors and those they bring with them. Please plan to help each other unload goats, tag goats, arrange goats in sale order, and any other tasks that pop up before the sale, unless you are helping with the seminar.
 - a) During the sale, the sales company will provide an auctioneer, clerk, announcer and ring men. Please plan to be near the ring either helping to move goats in or out or running one of the gates. This will make the sale go quicker and smoother. If you wish to bid on goats you can do so.
 - b) After the sale, some help will be required at the office. If you are not asked to help in the office please plan to help in the back checking out and loading goats.
 - c) Pen cleaning after the sale will be provided by the sale company at no obligation to the guest consignors.
- 7) Guest consignors will be charged a flat rate commission of \$100 for each animal consigned. This will apply whether the goat actually sells or not and whether the goat actually arrives at the sale or not. If consigned goats are not able to sell for any reason, substitutions will be allowed, provided the substitute meets the requirements of the sale. For each goat there will be a \$10 pen fee, a \$10 transfer fee to the NKR for all animals that sell and a \$15 internet fee Thus the total cost will be \$135 per goat. A nomination fee of \$50 / hd (part of the \$100 commission fee) will be due when you nominate your goats. The balance of the commission fee and the stall, internet and transfer fees (total of \$85.00/hd) will be deducted from the amount due the consignor after the sale. If for any reason a goat does not sell the transfer fee will not be charged.
 - a) All the proceeds of the sale will be deposited in a special account established for that purpose. This will include cash, checks and credit card funds. If buyers elect to use a credit card they will be charged a 5% surcharge to cover the credit card fees. When the funds associated with each consignor's goats have cleared, that consignor will be notified that his transfers are being put through and his check is being issued. In the event that one or a few transactions have not cleared and are taking excessive time to clear, that consignor will be notified that his transfers, with the exception of the goats involved, are being sent through and his check, with the exception of the

problem funds, is being issued. When the problem is resolved the consignor will then be sent the balance of his funds and the remaining transfers sent through. This should help conscientious buyers receive their papers in a timely manner and consignors to receive the bulk of their funds rather than tying up all over a minor amount.

- 8) The following are a few things you might want to know about.
 - a) Again, this year we will work with Oklahoma State University Extension Service to present a major regional two-day conference, The Oklahoma Hills Commercial Meat Goat Conference, to be held in conjunction with the sale. This will involve efforts and contributions from OSU, Langston University, and practicing veterinarians. We hope this will result in many more people attending the weekend's events, including the sale.
 - b) A NKR sponsored lunch will be offered to all at noon Saturday between the end of the conference and the beginning of the sale.
 - c) A website has been set up at www.oklahomahillsinvitational.com with links to your respective websites. You are also welcome to establish links on your farm's site to the event website. It will have a link to the online catalog when it is ready. We encourage you to promote this website in any advertising you do.
 - d) The closest motel is the Holiday Inn Express is on the north end of Okmulgee Phone # 918-756-0100. The other hotel is Best Western phone # 918-756-9200. You can see them both from Highway 75, which is Wood Drive. We will be calling to tell them we are having an event so maybe they will give us a price break.
 - e) There will be an informal come-and-go social on Friday evening for all consigners and conference/sale attendees where you can meet folks and talk about your goats. Cold drinks and snacks will be provided.
 - f) This year we will also have a Mississippi shrimp boil by Jesse and Daryl Thursday evening for consignors and volunteers only. This will be at the fairgrounds.
 - g) We are going to do a lot of advertising and promoting. We will be advertising in the *Goat Rancher* in the July, August and September issues. Your farm name and contact information will be listed as a consignor. We are already getting inquiries about this year's sale. **Let's plan on making this the best sale we can and having a lot of fun doing it.**

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