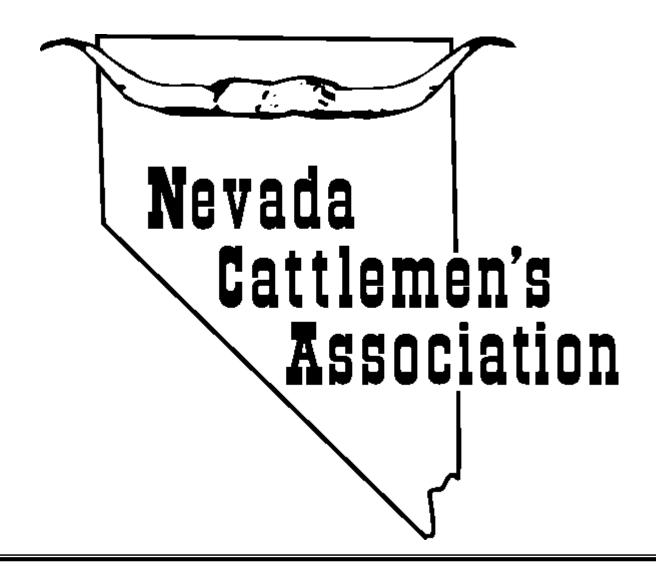
FALLON BULL SALE CONSIGNMENT PACKET



56th Annual Fallon All Breeds Bull Sale February 19, 2022 Fallon, Nevada



Entries for the 56th Annual Fallon All Breeds Bull Sale are open! Buyers from many western states have come to expect the quality of bulls in our sale and we are inviting you once again to consign your bulls to our sale. The sale will be held February 19, 2022 at the Fallon Livestock LLC and all proceeds support the Nevada Cattlemen's Association (NCA).

To consign to the sale, please complete the enclosed form and return it along with your check made payable to **NEVADA CATTLEMEN'S ASSOCIATION** To: Nevada Cattlemen's Association: Re: Fallon Bull Sale, PO Box 310, Elko, Nevada 89803-0310.

The postmark deadline for entries and registration papers is December 1, 2021. Registration papers, optional catalog advertisement, completed transfer papers and results of the breed association's recognized genetic defects for each bull **must** accompany entry form. Incomplete entries or late papers will not be entered <u>NO EXCEPTIONS</u>. To ensure catalogs being sent out in a timely manner, there will be strict adherence to the December 1st deadline for submission of complete entries and advertisements.

If you are interested in having two different pens for your bulls, please notify the office of the lot numbers you are interested in having together. The due date for pen assignments is February 1st, 2022.

Additional comments about your consigned bulls are always appreciated by buyers. If you would like comments below your consignment in the catalog, please send information with your registration papers. Comments should be no greater than 30 words.

Please refer to the FBS Checklist and entry form for a reminder of all deadline information and advertising specifications.

We sincerely appreciate our consignors who return year after year and truly look forward to meeting new ones. We look forward to having you at our sale. If you have any questions, please call the NCA office at 775-738-9214.

Sincerely,

Martin Paris

Sale Secretary, Fallon Bull Sale

Mark Pair

Executive Director, Nevada Cattlemen's Association



56th ANNUAL FALLON ALL BREEDS BULL SALE FEBRUARY 19, 2022

ENTRY FORM

Application & ALL Required Papers for All Bulls: December 1, 2021

Please Make Special Notation of *December 1st*, 2021 <u>Postmark</u> Deadline:

Consignor's Name					
Ranch Name					
Address					
City/State/Zip					
PhoneFax					
Email					
I hereby agree to consign:Bulls @ \$75/head - Maximum consignment of eight (8)	AMOUNT DUE: \$				
1st BREED# con					
2nd BREED# con	AMOUNT DUE: \$				
Substitute Bulls (2 maximum) @ \$50/head					
BREED# consigne	GRAND TOTAL DUE: \$				
Any Consignment Entry forms not accompanied by total fees will be returned. NO EXCEPTIONS. Entry Forms using a credit card number for payment may be faxed to 775-738-5208.					
Payment Information: American Express MasterCard	VisaCheck #Credit Card#				
Expiration Date/ Total amount to be charged _					
Name on Card	Bull Owner Owner's Agent				
Cardholder Signature					
FALLON BULL SALE CATALOG The Fallon Bull Sale Catalog is published in January. Nevada Cattlemen's Association Members receive a 10% discount. The attached catalog advertising form and payment must be included with your entry.	Will you need any special pen assignments? (Specify): (Due to a limited number of available pens FBS will make every effort to honor your request. However there is no guarantee special assignment will be possible. The Sale Committee retains final				
Do you want to include an ad for your consignment in the sale catalog? YesNo Please Indicate Below Ad Size: Business Card (3.5" w x 2" h) \$55.00	By signature I hereby authorize my information (names, address, email and telephone number) to be released for advertising purposes:YES NO				
1/8 Page (3.875" w x 2.4" h) \$65.00 ½ Page (3.875" w x 4.9" h) \$75.00 ½ Page Horizontal (7.875" w x 4.9" h) \$90.00 ½ Page Vertical (3.875" w x 10" h) \$90.00 Full Page (7.875" w x 10" h) \$150.00	Please PRINT Name: Signature:				
Inside front or back cover, ½ Page Horizontal (7.875" w x 5.125" h) \$200.00 Inside front or back cover, ½ Page Vertical (3.875" w x 10.375" h) \$200.00 Inside front or back cover, Full Page (7.875" w x 10.375" h) \$400.00	Please return this Entry Form and payment to: Nevada Cattlemen's Association Fallon Bull Sale Office, P.O. Box 310, Elko, Nevada 89803-0310				

Do you want to include an ad for your consignment in the

SageSignals? (Ad sizes vary from above)_

Phone: 775-738-9214 Fax: 775-738-5208 To have birth weight information for your entries included, please complete the list on this entry form. Additionally, comments about your consigned bulls are always appreciated by buyers. In 30 words or less please provide the comments you would like included in the catalog with your consignment in the space provided on this entry form.

Additional Catalog Information — Consigned & Substitute Bulls PLEASE NOTE: ENTRIES for all consigned AND substitute bulls CLOSE AND MUST BE POSTMARKED BY DECEMBER

1, 2021. Registration papers, completed transfer papers, additional catalog information and required DNA test results must accompany entry form. Incomplete entries or late papers will not be accepted and bulls will NOT be entered.

Registration Number:	Tattoo Number:	Birth Weight:
Registration Number:	Tattoo Number:	Birth Weight:
Registration Number:	Tattoo Number:	Birth Weight:
Registration Number:	Tattoo Number:	Birth Weight:
Registration Number:	Tattoo Number:	Birth Weight:
	Tattoo Number:	
	Tattoo Number:	
Registration Number:	Tattoo Number:	Birth Weight:
SUBSTITUTE BULLS: Registration Number:	Tattoo Number:	Birth Weight:
	Tattoo Number:	



56th ANNUAL FALLON ALL BREEDS BULL SALE CONSIGNOR RULES AND REGULATIONS

GENERAL SALE INFORMATION

DATE AND LOCATION OF SALE: The 56th Annual Fallon All Breeds Bull Sale will be held February 19, 2022 @ 11:00 a.m., at the Fallon Livestock LLC, Fallon, Nevada. Bulls must be on the grounds by 5:00 pm Thursday, February 17, 2022. Stock is held at the consignor's risk until sold. Stock is held at buyer's risk from the time of sale. Consignments to the Fallon Bull Sale will open to members of the Nevada Cattlemen's Association, regardless of the type of membership or the state of residence, on August 1, 2021. Consignments will open to all consignors who are not members of the Association on September 1, 2021. The sale is filled on a first come first served basis. If two or more consignments arrive on the same day, they are entered based on the postmark date. Consignors are strongly discouraged from selling consigned animals prior to the sale. At least one member of the Fallon Bull Sale Committee will be present to greet and assist consignors and/or their representatives **Thursday** prior to the sale.

ENTRY REQUIREMENTS: ENTRIES CLOSE AND MUST BE POSTMARKED BY DECEMBER 1, 2021. All necessary papers must be postmarked by this date. An entry fee of \$75 per head on all entries will be charged and must accompany the entry form. Entry fees are not refundable under any circumstances. Registration papers, completed transfer papers and DNA genetic test results must accompany entry form. Incomplete entries or late papers will not be accepted. All paperwork must accompany entry form. Copies will NOT be accepted. Entries arriving incomplete will be returned for completion and risk not being included in the sale. Any entry received after the closing deadline will be returned. Verbal consignments will NOT be accepted.

REQUIRED PAPERWORK: Brand inspection and health papers must be turned in to the Sale Secretary by 5:00 pm on Thursday, February 17, 2022. All bulls must have a brand inspection. Please refer to Health Information and Requirements for necessary health paperwork information.

ENTRY INFORMATION: Virgin bulls 14 to 25 months of age at sale time will be accepted. Bulls must be born between January 10, 2020 and December 10, 2020. All breeds, upon approval by the Fallon Bull Sale Committee, are accepted. The Committee reserves the right to request DNA testing at the consignor's expense to prove bull identity. Each consignor may enter no more than eight (8) bulls in their entry. Entries are limited to 140 beef bulls. If consignment for the sale exceeds the sale limit, a waiting list will be formed. The list will be put in order from the date on the postmark. The cut off for acceptance into the sale from the waiting list will be January 1, 2022. The consignor must be the recorded breeder of the bull as identified on each bull's respective registration paper or the recorded owner of the bull's dam. If not the recorded breeder, proof of ownership of the bull's dam must be provided by the consignor. Transferred embryos will be accepted. Bulls produced from embryos from non-owned cows are eligible for consignment to sale providing the consignor is listed as the first owner on the registration certificate.

SUBSTITUTE BULLS: Each consignor may enter up to two (2) substitute bulls. Registration papers, cataloging information and completed transfer papers for the substitute bulls must be postmarked by December 1, 2021. An entry fee of \$50 per head will be charged for substitute bulls. Substitute bulls may be brought to the sale in addition to the number originally consigned. Substitute bulls will be used to take the place of those bulls originally consigned that may have been injured or sifted.

GUARANTEES: Buyers who can prove they purchased a bull, which is a non-breeder, should contact the consignor within 90 days of the sale. If the consignor cannot prove the bull to be a breeder, the consignor is to make satisfactory settlement with the purchaser. Except for transportation between the purchaser's ranch and Fallon, which will be paid by the purchaser, all other expenses incurred, including transportation, vet examinations, and transfers will be paid by the consignor. Nevada Cattlemen's Association Fallon Bull Sale Committee is an agent only. All guarantees are between buyer and seller.

SIFTING/GRADING: All entries are subject to sifting and grading Friday, February 18, 2022 @ 7:30 a.m. Bulls need not be halter broke. A committee of two cattlemen, one purebred breeder, and one veterinarian will check each bull for soundness, condition and quality. The Sifting Committee reserves the right to sift any bull prior to sale time. Sifted bulls will be marked as such by the Sifting Committee during sifting.

- Incomplete or improper documentation or documentation outside of the sale guidelines will result in automatic sifting.
- All bulls must be sound and of good quality.
- A weight minimum of 1,100 lbs. is required to be eligible for entry.
- Over-fat bulls will be sifted.
- Bulls showing lice at the sale will be sifted.



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Upon completion, the sifted bull list will be posted with reasons for sifting. Sifted bulls may only be sold after the conclusion of the sale. All bull sale transactions must go through sale office. ALL DECISIONS OF THE SIFTING COMMITTEE ARE FINAL.

All bulls not sifted will be graded. Each bull will be given a score from 86-92 according to California Beef Cattle Improvement (CBCIA) Grading System. A bull scoring 85 or lower will not be included in the sale. Sale order will be determined by grading score and date of consignment. Grading will be carried out by three independent graders.

CONSIGNORS OR THEIR REPRESENTATIVES WILL NOT BE ALLOWED IN THE SIFTING AREA DURING SIFTING.

EAR TAGS: All bulls must be ear tagged with their lot number. Tags will be sent to the consignor with the health forms. Fallon Bull Sale Lot Number Tag should be in the left ear. Lot Number Tag should be the only tag in the left ear.

[CLIPPING:] Bulls may be clipped or trimmed. All clipping and trimming must be completed prior to arrival at the sale yard.

PEN ASSIGNMENTS: Pen assignments will be at the discretion of the Fallon Bull Sale Committee. Consignments will be placed in pens or moved to pens according to the number of head brought in a consignment. Due to a limited number of pens, each consignor's bulls will be put in one pen. It is recommended that consignors bring a chain and lock for the sale yard pens.

FEED & SHAVINGS: Consignors may bring their own feed and shavings and will feed their own bulls from the time the bulls arrive at the sale yards through Sunday morning, February 20, 2022. Feed and shavings will be available on the grounds and will be sold at a reasonable rate. No straw will be allowed in pens. Feeding arrangements can be made at check-in. Bull owners will be responsible for making feed arrangements with Fallon Livestock, LLC. for any bulls remaining on the sale grounds after 10:00 a.m. Sunday. Thereafter the Fallon Livestock, LLC. will charge a \$25 fee per day to the owner of the bull while the bull remains on the sale grounds.

CATALOG LISTINGS: All bulls will be listed according to registration papers. Consignors may provide the sales office with birth, weaning, yearling weights, and calving ease EPD's, along with a brief description to be included in catalog listings. Accuracy is the consignor's responsibility. Consignors are encouraged to provide EPD's on their bulls. EPD's and calving ease by breed will be listed in catalog. Catalog listing information must be submitted with entry information to ensure timely publication of the catalog.

SALE TERMS AND CONDITIONS

SELLING FEE: A selling fee of eight percent (8%) of the gross sale will be charged in addition to the entry fee. Any bulls sifted from the sale may be sold at private treaty. An eight percent (8%) commission will be charged on sifted bulls sold.

SALE TERMS: Terms of this sale are cash, check, or credit card and must be paid in full the day of the sale, unless other arrangements have been made with the Fallon Bull Sale Committee Chairman or Sale Secretary. Make checks payable to the order of: NEVADA CATTLEMEN'S ASSOCIATION.

The registration certificates and transfers will be mailed to the appropriate Breed Associations immediately after the sale by the sale office.

NO BULLS WILL BE RELEASED FOR SHIPMENT PRIOR TO THE CLOSE OF THE SALE FOR ANY REASON (excepting for severe animal health reasons, e.g. broken leg).

Sale sponsor will make every effort to conduct the sale in an honorable manner, will not allow false practice or false bidding, and will strive to protect buyer and seller in every way possible, but the sponsoring organization will not assume any liability



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whatsoever, under any circumstances. Nevada Cattlemen's Association will make every effort to pay consignors within three weeks.

If any consignor willfully misrepresents stock sold or refuses to be governed by the rulings of the Fallon Bull Sale Committee in making adjustments, he shall be barred from participation in future sales.

The sale will provide gifts for both buyers and consignors on the high selling bull as well as the top overall buyer(s) of the sale based on total dollar amount spent and total number of bulls purchased.

Buyer must obtain health certificate (in-state not required) from the Sale Veterinarian and a brand inspection from the Brand Inspector onsite before bulls will be released to buyer.

BIDDING: Only bona-fide bids will be accepted. All buyers must obtain a buyer's number from the office at Fallon Livestock LLC prior to bidding. Reserve bids are accepted up to 9:00 a.m. on Saturday prior to the start of the sale. All reserve bids must be written and signed then handed to the Sale Secretary to be considered. No minimum bids will be accepted after that time. Misunderstandings or disputes as to bids will be settled by the auctioneer. If there is doubt as to the bid, the auctioneer will cancel all bids and reopen the sale of the lot. In bidding, no increase in bid of less than \$100.00 will be considered on anybulls.

NO SALE: A full commission of eight percent (8%) on the last bid or floor price, whichever is greater, will be considered the no-sale fee. If no bids are received, a no sale fee of \$100.00 will be charged.

If a consignor obtains a buyer number and purchases back their own bull at the sale, they must pay the sale price for that bull. (Consignor will be refunded minus commission fee when accounts are settled and checks are issued)

AGENT ONLY: Nevada Cattlemen's Association Fallon Bull Sale Committee is an agent only. All guarantees are between buyer and seller. Please refer to Page 1 for guarantee information.

HEALTH INFORMATION AND REQUIREMENTS

SALE VETERINARIAN: Randy Wallstrum, DVM is the Sale Veterinarian. Should you have questions regarding health requirements, you may contact Dr. Wallstrum at: Box 2001, Gardnerville, NV, 89410, 775-782-3855.

OFFICIAL INTERSTATE HEALTH CERTIFICATE: Each consignor must submit a "blanket" official interstate health certificate (CVI) signed by a licensed veterinarian listing each individual animal in the consignment. (One official health certificate (CVI) may cover all animals for an individual consignor.)

BULL IDENTIFICATION: To move bulls interstate, each bull is required by Federal regulation to travel with a Certificate of Veterinary Inspection (CVI) that lists each bull by one of the following means of identification:

- 1. Silver Bright metal ear tag (Federally approved)
- 2. EID/RFID ear tag
- 3. Breed Registration tattoo along with a copy of the Breed Registration certificate

REQUIRED INJECTIONS:

- 1. CLOSTRIDIAL: 8-Way vaccine within 60 days of the sale.
- 2. RESPIRATORY VACCINE: This vaccine must include Infectious Bovine Rhinotracheitis (IBR), Bovine Viral Diarrhea (BVD Type I and Type II), Parainfluenza (PI3), Bovine Respiratory Syncytial Virus (BRSV) within 60 days of the sale.
- 3. **IVERMECTIN:** All bulls must have an Ivermectin injection (1cc per 110 lbs.) or pour on (1 cc per 22 lbs.) within 60 days of the sale.

REQUIRED TESTS:

1. TRICHOMONIASIS: All bulls must have a negative Trichomoniasis test within 30 days of the sale. This test must be a PCR test. A COPY OF THE OFFICIAL LABORATORY REPORT OF THE TRICHOMONIASIS



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TESTED BULLS MUST BE SUBMITTED WITH THE HEALTH FORM. Pooled Trichomoniasis samples will not be accepted.

- 2. BVD TEST: All bulls must have a negative test for persistent BVD infection by either ear-notch method or blood test method. This test can be done at any time and is good for the lifetime of the animal.
- 3. SEMEN TESTING: All bulls must be semen tested by a licensed veterinarian within 60 days prior to the sale. Test results must be turned in upon arrival along with other health documents. For bulls to be classified as Satisfactory Potential Breeders, they must pass the physical examination and equal or exceed the minimum thresholds in each of the following three categories:

Scrotal Circumference $30 \text{ cm at} \le 15 \text{ mo}$ 31 cm at 16 - 18 mo 32 cm at 19 - 21 mo34 cm at 25 mo or older Morphology > 70 % Normal Sperm

Motility > 30 % Linear Motility

- Satisfactory (S): Bulls which equal or surpass the minimum thresholds for scrotal circumference, sperm motility and sperm morphology, and which do not show genetic, infectious or other problems or faults which could compromise breeding or fertility.
- Unsatisfactory: Bulls which are below one or more thresholds. Also, bulls which show genetic faults or irrevocable physical problems (including infectious disease) which would compromise breeding or fertility.
- **4. BRUCELLOSIS:** Brucellosis testing is not required. However, if a bull is purchased by someone from a state requiring brucellosis testing for entry and the bull does not have a certified brucellosis test, that bull will be subjected to the one day brucellosis test procedure in Fallon, and all expenses will be the buyer's responsibility.
- **TB:** TB testing is not required. However, if a bull is purchased by someone from a state requiring TB testing for entry and the bull does not have a certified TB test, that bull will be subjected to the three day TB test procedure in Fallon, and all expenses will be the buyer's responsibility. California TB status has been down-graded from a TB Free State to Modified Accredited status.
- **6. GENETIC DISORDERS:** The consignor must provide proof of each bull being free of its Breed Association's recognized genetic defects with submission of entries. It shall be the responsibility of the Breed Association to provide its member owners with as accurate information as possible relating to the status of known, recognized or scientifically suspected genetic defects. If a bull is a <u>potential carrier</u> of a recognized genetic defect, it is the responsibility of the consignor to complete a DNA test on that bull. Positive carriers are not eligible for the sale.

HEALTH FORMS: In January 2022, health forms will be mailed to the consignors and will be available online at www.nevadacattlemen.org. All requirements must be met. A licensed veterinarian must fill out and sign the forms. All tests must be completed and turned in with the brand inspection and health papers to the Sale Secretary by 5:00 pm on Thursday, February 17, 2022. All bulls will be on one form.

PLEASE RETAIN THESE GUIDELINES FOR YOUR FILES

CHECKLIST

(For your information only)

Required paperwork due prior to sale	Required paperwork due to Sale Secretary by 5:00
	P.M. Thursday, February 17, 2022
Entry Form	
(Postmarked by December 1, 2021)	
	Brand inspection
Original registration papers signed for	
transfer(Postmarked by December 1, 2021)	Certificate of Veterinary Inspection (CVI)
	2022 Fallon Bull Sale Health Form
Comments for consigned bulls in catalog	
(Due by December 1, 2021)	Trichomoniasis Test (Lab Report <i>Required</i>)
Genetic defect test results	Semen Test
(Postmarked by December 1, 2021)	
	BVD Test
Catalog advertising information	
(Due by December 1, 2021)	
Pen Assignments	
(Due by February 1, 2022)	

Sage Signals Newsletter Advertising Rates

1/8 page horizontal (5.05 x 2.55)	\$ 80.00
1/8 page vertical (2.45 x 5.25)	\$ 80.00
Banner (10.25 x 2)	\$ 85.00
1/4 page horizontal (5.05 x 5.24)	\$100.00
1/4 page tall (2.45 x 10.625)	\$100.00
1/2 horizontal (10.25 x 5.24)	\$130.00
1/2 vertical (5.05 x 10.625)	\$130.00
Full page (10.25 x 10.625)	\$170.00
Pre-Printed Inserts (8.5 x 11)	\$125.00

This publication is sent to approximately 560 members. The publication is sent electronically bimonthly. The deadline for ad submission is the 15th of the month before publication.

Fallon Bull Sale Catalog Advertising Rates

Business Card (3.5" w x 2" h)	\$55.00
1/8 Page (3.875" w x 2.4" h)	\$65.00
1/4 Page (3.875" w x 4.9" h)	\$75.00
1/2 Page Horizontal (7.875" w x 4.9"" h)	\$90.00
1/2 Page Vertical (3.875" w x 10" h)	\$90.00
Full Page (7.875" w x 10" h)	\$150.00
Inside front or back cover, ½ Page	
Horizontal (7.875" w x 5.125" h)	\$200.00
Inside front or back cover, ½ Page	
Vertical (3.875" w x 10.375" h)	\$200.00
Inside front or back cover, Full	
Page (7.875" w x 10.375" h)	\$400.00

The sale catalog is published in January of each year. The deadline for your ad copy is December 1, 2021.

Camera ready ad materials are requested; however, set-up of your ad can be arranged. <u>Should additional set-up time be required, the charge is \$40.00 per hour</u>. Please call for more information.

CBCIA CONFORMATION GRADING SYSTEM

Muscle: Desirable muscle structure is indicated by expression and definition of muscle through the forearm, loin and round. Heavily muscled animals are wider topped and based, are wider, squarer and fuller rumped (from hooks to pins), and are more expressive through the center of theround. Light muscled animals are narrow tracking, taper from hooks to pins, and show little definition or expression of muscle on the move. NOTE: Animal's width may be a function of muscle and/or fat. It is important to evaluate muscle by carefully evaluating areas of the animal that do not typically cover with external fat.

Capacity: High capacity animals have adequate spring and depth of rib, are wide through the chest floor and are long bodied. One must be careful not to confuse excess fat or condition withextra capacity, since this area of the body is highly disposed to fat deposition and additional fattends to make a bull look deep bodied with a full spring of rib.

Structural Correctness: Bulls must move freely, have substance of bone, and exhibit adequatetesticular development. Sloping shoulders, neither too flat or steep, straight tops, and level fromhooks to pins are desired. The bull should stand squarely on all legs, with strong pasterns, and correctness of foot and neck set. From the side not post legged (too straight) or sickle-hocked (too much set to hock). From the front or back, not splay-footed (toes out), cow-hocked (too close) or bow-legged.

Lack of Waste: Excess fat deposition may be caused by overfeeding and/or genetic tendency to fatten resulting in less desirable yield grades. Excessive fat in relation to frame size is undesirable. Waste fat deposits may be seen around the tail-head and in the brisket. Tight flanks are indicative of leanness.

Balance: Strong topped animals that are proportional in their appearance are generally balanced eye appealing. Ill-balanced animals may be weak topped, ill-proportioned, heavy fronted and generally lacking in eye appeal.

CBCIA Consignment Bull Sale Conformation Score

I. ScoreGuide

Designation	Numerical Value	Bull Conformation Description
1-	92-94	Excellent: Excellent in all five of the criteria described on the following score card. Herd bull prospects.
2+	89-91	Very Good: Very good to excellent in the majority of the criteria described on the score card. Lower end of herd bulls, upper end of range bulls.
2	86-88	Typical: Typical to very good in the majority of the criteria described on the score card. Average to better range bulls.
2-	83-85	Below Average: Below average in the majority of the criteria described on the score card. Bulls rarely capable of making improvement in herds in terms of the criteria evaluated.

- 2. **Score Card** Evaluate on the following criteria (see detailed description for each criteria):
 - 1. Muscle
 - 2. Capacity
 - 3. Structural Correctness
 - 4. Lack of Waste
 - 5. Balance