



**DROUGHTMASTER SA<sup>®</sup>**

**RULES FOR SALES HELD UNDER THE AUSPICES OF THE  
DROUGHTMASTER SA CATTLE BREEDERS' SOCIETY**

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## **1. INTRODUCTION**

**1.1.** Members of the Society are encouraged to sell registered Droughtmaster SA animals under the auspices of the Society. This will ensure that:

**1.1.1.** Droughtmaster SA comply with the Society's minimum standards of purity and functionality,

**1.1.2.** Droughtmaster SA are of consistent quality and high standard,

**1.1.3.** your clients are protected in that all animals on offer meet the breed standards,

**1.1.4.** your clients have a reliable method of addressing possible queries and complaints,

**1.1.5.** the breed develops a trustworthy reputation in the beef industry which builds buyer confidence and peace of mind,

**1.1.6.** the society can support you in the event of queries, dispute resolution, marketing and publicity,

**1.1.7.** the benefit of "quality at a fair price" is offered to both buyers and sellers and thereby builds the trust of the buyer market, ensuring the sustainability of our breed.

**1.2.** The Society will approve any production sale of registered Droughtmaster SA cattle provided that:

**1.2.1.** Prior to the announcement of such sale, the seller must contact Society with the details of the sale.

**1.2.2.** Both the Sellers and the Society will sign a written agreement

**1.2.3.** The Seller adheres to the requirements detailed further in this document.

**1.2.4.** Should the requirements detailed not be met, the Society will be entitled to:

**1.2.4.1.** renegotiate the requirements.

**1.2.4.2.** withdraw permission that the sale be presented under the auspices of the Society.

**1.2.4.3.** if warranted, suspend the membership of the relevant member.

## **2. APPLICATION TO HOLD A SALE UNDER THE AUSPICES OF THE DROUGHTMASTER SA SOCIETY**

- 2.1.** All sellers must be fully paid-up members of the Droughtmaster SA Breeders' Society.
- 2.2.** The Society and the appointed organiser will handle all communication pertaining to the sale. The organiser will be responsible for the communication with other sellers involved with the sale.
- 2.3.** On approval of the application the Society office will furnish the organiser with the official entry forms, which must be completed and returned to the office at least 2 (two) months prior to the date of the relevant sale.
- 2.4.** All animals to be offered on sale must be present on the entry form, DNA information required must also be available if requested by the office. Office will not allow animals to be added to the entry form if outside the mentioned days.
- 2.5.** Each seller and the Society will sign a written agreement concerning the conditions that will apply to the sale.
- 2.6.** It is the responsibility of the seller to provide all fertility, pregnancy and health certificates prior to the sale and deliver the originals to the auctioneers before the screening date and time.
- 2.7.** It is recommended that sales in the same area should not be presented within one week of each other (a province will be regarded as the guide) unless the organisers of both sales agree to such an arrangement.
- 2.8.** Only in exceptional cases will more than one sale on the same day be permitted provided that it is held in different regions with different climatic conditions and with no conflicting interests of buyers. The organisers of both sales must agree to such an arrangement.
- 2.9.** No other sale may be held three (3) weeks prior to the National sale.
- 2.10.** Existing sales with history will be taken into consideration when sale dates are allocated by the Society.
- 2.11.** A document detailing the rules and duties of the auctioneers will be submitted to the relevant auctioneers for their signature. The Society reserves the right not to approve an application for a sale to be presented under the auspices of the Society should it emerge that the auctioneering firm is in disrepute with the Society.
- 2.12.** Council and staff members of the Society, in their personal capacity, are indemnified against any claims lodged by either buyers or sellers arising from the sale of animals at such a sale.

### **3. REQUIREMENTS FOR ANIMALS, EMBRYOS AND SEMEN ON OFFER**

#### **3.1. Society and Legislative Requirements**

- 3.1.1.** All animals on offer must be registered with the Droughtmaster SA Cattle Breeders' Society, except calves at foot, whose birth must have been officially recorded. Such calves may not be older than eight months of age on the date of the sale. Potential sellers must therefore ensure that animals to be presented at a sale under the auspices of the Society are inspected well ahead of time – either at their annual inspection or arrange a special inspection.
- 3.1.2.** Animals not conforming to the minimum breed standards of the Society may not be sold at a sale offered under the auspices of the Society.
- 3.1.3.** The pregnancy status of cows on offer must be such that they calve according to the minimum reproduction standards as specified in the Byelaws of the Society.
- 3.1.4.** No calf that has been notified as “not for registration” may be offered for sale.
- 3.1.5.** No female may be offered that is knowingly in calf to any bull other than a registered Droughtmaster SA bull.
- 3.1.6.** Embryos offered for sale must be:
  - 3.1.6.1.** flushed from donor cows registered with the Society.
  - 3.1.6.2.** accompanied by a signed certificate confirming parentage details, the grade of the embryo and confirmation that the embryos were collected by a registered embryologist at a registered quarantine station.
  - 3.1.6.3.** If an embryo flush is on offer clearly state who is responsible for which costs.
- 3.1.7.** In the case of cows that have been embryo donors, a signed embryologist report confirming:
  - 3.1.7.1.** the number of times the donor has been flushed.
  - 3.1.7.2.** the number of embryos flushed.
  - 3.1.7.3.** This report must be submitted at least 28 (twenty-eight) days prior to the date of sale.
  - 3.1.7.4.** The donor cow will be omitted from the catalogue if this information is not submitted in time.

**3.1.8.** All heifers must calf before 39 months of age. Pregnant females must on the date of the sale be certified in calf by a registered veterinarian.

**3.1.9.** a) The minimum age for females entered is 15 (fifteen) months on the date of the sale.

**b) All F3/SP Females must be DNA tested (parentage verification).**

**c) All F2 Females must be DNA tested (sire verification).**

**3.1.10.** a) The minimum age for bulls entered is 18 (eighteen) months on the date of the sale.

b) The maximum age for bulls entered at the National Sale is 6 years.

c) All Droughtmaster SA bulls on sale must be de-horned.

d) Only F3 & SP Droughtmaster SA bulls are allowed on sale.

**e) All bulls must be DNA tested (parentage verification).**

**f) All bulls must be tested for double muscling and results must be presented in the catalogue.**

**3.1.11.** A cow may be sold as a 3 in 1 (cow confirmed in calf with a calf at foot) on condition that she is confirmed in calf on the date of sale, complies with rule 3.1.3 and that the calf at foot is not older than 8 months.

**3.1.12.** If semen straws are retained by the seller of a bull, this must be declared by the seller as part of the information that appears in the sale catalogue.

**3.1.13.** When an animal that is jointly owned is offered for sale:

**3.1.13.1.** The seller must specify the percentage share to be sold together with any other conditions or restrictions that may apply.

**3.1.13.2.** The progeny of the said animal, as recorded, must be included in the catalogue.

## **3.2. Animal Health**

**3.2.1.** All animals offered must have been tested negative in respect of CA and TB as near as possible to the sale date, but not more than three months prior to the date of the sale.

**3.2.2.** TB and CA tests on calves sold at foot with their Dams are not necessary.

**3.2.3.** If any of the animals offered for sale test positive for CA, TB, Trichomoniasis or Vibriosis, all the animals offered for sale by the breeder must immediately be withdrawn from the sale, and the office must be informed.

- 3.2.4.** Pregnancy certificates stating number of months pregnant must be presented to the auctioneer and must correspond with the information given to the office when compiling the catalogue. The pregnancy certificate may not be older than three months prior to the date of the sale.
- 3.2.5.** Bulls on offer must, within three months (90 days) preceding the date of sale:
- 3.2.5.1.** have been tested by a veterinarian or a registered veterinary technologist/semen collector for breeding soundness (external & internal genitalia, rectal examination, macro and microscopic evaluation of semen sample).
  - 3.2.5.2.** be tested negative in respect of Trichomoniasis, Vibriosis, CA and TB.
  - 3.2.5.3.** be run separately from females from the test date up to the date of the sale.
- 3.2.6.** Only semen from AI bulls approved by the Society and registered with SA Stud Book and collected by a registered semen collector at a registered quarantine station, may be offered for sale. The applicable certification from the quarantine station must be submitted to the Society at least 28 (twenty-eight) days prior to the sale date.
- 3.2.7.** The relevant health and pregnancy certificates must be submitted to the auctioneer prior to offloading the cattle at the sale. No animals will be allowed to be offloaded at the sale if the TB and CA certificates are not presented to the auctioneer or his official responsible for offloading.
- 3.2.8.** Council reserves the right to institute disciplinary action against a breeder who had, according to the discretion of Council, administered hormones/steroids to an animal which is regarded as unethical and a misrepresentation of such animal.
- 3.2.9.** Must adhere to the rules of the Animal department for foot and mouth.

#### **4. CATALOGUE**

- 4.1. The seller is required to submit all the required information to the Society 28 days before the date of the sale.**
- 4.2.** The seller must provide all the relevant information required on the entry form.
- 4.3.** Upon receipt of the relevant entry information, the Society will check the entries and submit a concept sale catalogue within 21 (twenty-one) days of the date of the sale to the sale organiser for approval. A period of 5 (five) working days will be granted to the organiser to submit any changes that are required. The Society will then submit the final catalogue to the auctioneers two weeks prior to the sale date.

- 4.4. Should any information provided by the breeder to the society for the catalogue, change between the date of submission in 4.3 above and the sale date then the onus is upon the breeder to advise the office, the auctioneer and the inspectors responsible for the screening prior to screening of any such changes.
- 4.5. All the breeders' registered animals for sale will be listed in lot sequence in the catalogue.
- 4.6. The rules pertaining to the sales presented under the auspices of the Society must be published at the front of the sale catalogue.
- 4.7. No changes to the catalogue can be made after the entry date has expired.

## 5. **SCREENING**

- 5.1. The purpose of the screening:
  - 5.1.1. is to verify the identification of the animals on offer.
  - 5.1.2. is to inspect them for functional faults and compliance with Society norms and minimum breed standards.
  - 5.1.3. is to verify that animals that have been flagged by the administrative office meet minimum production standards on the day of the sale.
- 5.2. Two inspectors, appointed by the Society, will screen all animals offered for sale of which at least one must be a senior inspector.
- 5.3. The inspectors officiating at a sale screening may not sell animals on that same sale.
- 5.4. Sale animals must be available for screening well in advance, preferably 2-4 weeks before the sale on the farm. The day before the sale, animals will only be screened for injuries or obvious faults that were missed during earlier inspections. Droughtmaster SA office will appoint two (2) inspectors for screening animals as sale worthy for the National sale and one (1) inspector for all other sales.
- 5.5. Only the auctioneer's representative will be allowed to accompany the nominated inspectors during screening.
- 5.6. The inspectors will advise the buyers of animals that have been screened off the sale.
- 5.7. Sellers must be present or at least contactable after screening. Should sellers not be present, the information will be given to the representatives of the auctioneering firm.
- 5.8. The auctioneer must present all Veterinary certificates at the screening to the inspectors.
- 5.9. The inspectors will advise the representative of the Auctioneering firm of any animals that fail the screening, and the registration status of each of these animals will be immediately suspended. The findings of the inspectors will be final and no



appeal inspection will be allowed at the auction venue. The appeal inspection will be carried out on a date to be agreed between the Society and the seller.

- 5.10. An animal that fails the screening process may not be sold at that auction.
- 5.11. No other type of inspection may be carried out during sale screening.
- 5.12. At least one of the inspectors involved in the screening will be available on the day of the sale to provide a marketing presence for the seller and the society, to act in an advisory capacity to buyers and ensure that the auction is conducted in compliance of the above rules.

## 6. **DUTIES OF THE AUCTIONEER**

- 6.1. The auctioneer must complete in full the applicable Society form and return it to the Society office duly signed.
- 6.2. As the sale will be presented under the auspices of the Society, the sale pamphlet as well as all other advertising copy must be submitted to the Society for approval prior to publication. The official/approved Society logo must appear on all advertising and the words “Sale held under the auspices of the **Droughtmaster SA Cattle Breeders’ Society**”.
- 6.3. The rules pertaining to sales presented under the auspices of the Society, together with other information supplied by the Society, must be published at the front of the sale catalogue.
- 6.4. Only animals in the catalogue may be sold.
- 6.5. No animals will be allowed to be offloaded at the sales venue if the TB and CA certificates are not presented to the auctioneer or his official responsible for offloading.
- 6.6. The auctioneer will provide two (2) personnel to assist the inspectors with the screening of sale animals.
- 6.7. The auctioneer is responsible for submitting all the health, fertility and pregnancy certificates for each animal on sale to the Society inspectors prior to screening for verification. The auctioneers are then responsible for distributing all these certificates to the new owners after the sale.
- 6.8. The membership numbers of buyers that are registered Droughtmaster SA breeders must be obtained and included with the details of animals purchased by such buyers in the vendor role.
- 6.9. Before commencement of a sale under the auspices of the Society,
  - 6.9.1. the Auctioneer will explain the meaning thereof,
  - 6.9.2. the Auctioneer will explain the meaning of 5.1 above,

- 6.9.3.** will advise the buyers that the rules of the auction are included in the catalogue,
- 6.9.4.** and will advise buyers that they have 90 days from the date of sale to address any issues of concern with the seller that require resolution.
- 6.10.** The contracted Auctioneer is responsible for ensuring, that between his organisation and the sellers, adequate public liability insurance cover is in place for the auction.

## **7. DISPERSAL SALES**

- 7.1.** A Breeder who is permanently discontinuing the business of breeding and farming with registered Droughtmaster SA will hold a dispersal sale in order to sell all his registered animals at a single sale to facilitate de-registration as an active breeder with the society.
- 7.2.** All the requirements for sales under the auspices are applicable to dispersal sales, as well as the following:
- 7.2.1.** If a breeder intends to hold the dispersal sale in two parts, that is the registered animals first and the younger animals later after they had been inspected and approved, he may in writing request Council to extend his membership for the agreed upon period.
- 7.2.2.** It must be clearly understood that the arrangement of further sales under the auspices of the society, subsequent to the sales as contained in the agreement with the Society, will not be permitted.
- 7.2.3.** One year after the first dispersal sale, the breeders' active membership of the Society and membership of SA Stud Book will be cancelled and all animals not sold will be transferred to a non-member number. Such person may remain as a non active ordinary member. After a lapse of five (5) years he may re-apply for active membership of the Society and SA Stud Book.
- 7.2.4.** All Droughtmaster SA registered with the Society (SP Reg.) on the date of application in the name of the relevant breeder, company, trust, closed corporation, partnership, or stud names in which he has an interest, must be presented on the first dispersal sale. No registered animals may be sold out of hand between the date of application and the first dispersal sale.
- 7.2.5.** All semen straws and embryos collected from Droughtmaster SA in 7.2.4 and in the breeder's, possession must be offered for sale.
- 7.2.6.** Droughtmaster SA animals sold on a dispersal sale may not be transferred as registered animals to the seller's wife/husband/family

member, or any organisation (e.g. Company, trust, closed corporation, partnership or stud names) in which he has an interest.

**7.2.7.** A breeder may sell his Herd Designation Mark at his dispersal sale. This will be activated on completion of the required SA Stud Book cession form.

**7.2.8.** The Society and SA Stud Book membership of a breeder (or of the concerns selling, who have successfully applied for the presentation of a total dispersal sale under the auspices of the Society) will be extended to the end of the financial year within which the final sale takes place, and the full membership fee in respect of that period will be payable by the member/concerns. Thereafter the membership of the seller/s will be terminated or transferred to the non-active member list if the seller/s so wish. Under either of the aforementioned conditions, the seller/s concerned may only re-apply for registered breeder membership upon the lapse of 5 (five) years.

## **8. COMMISSIONS and FEES**

**8.1.** The Society will receive a commission (1% of the turnover), as fixed from time to time by the Council, in respect of all sales held under the auspices of the Society. This will be calculated as a percentage of the total turnover of the sale. The commission will be collected from each seller and paid across to the Society within 7 (seven) working days, failing which penalty interest at the ruling prime rate will be levied. This commission will be deducted from the sellers by the auctioneering firm and paid to the Society.

**8.2.** Sellers who privately sell animals after the sale, will be liable for the total commission as set out in the sale agreement, if those animals were entered for the sale and went through the ring.

**8.3.** Commission will be applicable on semen and embryo sales.

**8.4.** The commission of the breed advisor will be for the sellers account except for the Promotion Sale where the Society will be responsible.

## **9. BUYERS**

**9.1.** Should a problem arise with an animal that a buyer has purchased on the sale he has three months to address the issue with the seller.

## **10. GENERAL RULES**

**10.1.** All animals advertised must be presented on the day of the sale and the Society reserves the right to demand veterinary certification regarding an animal withdrawn, other than in the case of death and the subsequent cancellation of the animal.

**10.2.** All applications for other forms of sale (e.g., internet sale under the auspices of the Society) should be submitted to the Society in sufficient time to allow for the practical application of the principles contained in this document.

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The successful marketing of Droughtmaster SA stud animals is an important feature of our members' economic success. For this reason, all steps must be taken to ensure that the Droughtmaster SA we sell, meet our breed standards and our requirements of quality. This is the only way we can build the trust of the buyer market. In addition, breeders are expected to conduct themselves with integrity, and with the shared values and ethos of our fellow breeders and the society.

Best wishes for a successful sale.