



RULES FOR SALES HELD UNDER THE AUSPICES OF THE BORAN CATTLE BREEDERS' SOCIETY OF SOUTH AFRICA

1. Introduction	1
2. Application to hold a sale under the auspices of the Boran Society	2
3. Requirements for animals, embryos, and semen on offer	2
3.1. Society and Legislative Requirements	2
3.2. Animal Health	3
4. Catalogue	4
5. Screening	4
6. Duties of the auctioneer	5
7. Dispersal Sales	6
8. Commissions and Fees	7
9. Buyers	7
10. Sellers	7
11. General Rules	8

1. Introduction

1.1. Definitions

1.1.1. Registered Boran means a Boran that has been entered and accepted onto the BCBS herd database (Logix). A Boran will be accepted into the calf book section (SP/No CLB) on receipt of the calf birth notification. A Boran will be promoted to Studbook Proper (SP/No REG) on passing inspection. A Boran that has been birth notified but registration is pending resolution of an outstanding issue is not a registered Boran in terms of these sale rules. Examples could include the following:- Parentage not Verified (PNV), Parents not Inspected (PNI), MS (Multi Sire requiring verification), Sire requiring verification (PES) and Dam requiring verification (PED).

1.1.2. Inspection is a visual appraisal of a Boran by BCBS approved inspectors to ensure compliance with the society's standards of excellence. A Boran must pass inspection to be promoted to the Studbook Proper (SP/No REG) section of the society's herd database within the stipulated timeline. A Boran that fails inspection will be de-registered and removed from the herd database.

1.1.3. Screening at sales is an appraisal of a Boran for functional faults and compliance with Society norms and minimum breed standards. In the case of Boran still registered in the calf book section of the herd book, screening does not qualify as an inspection.

1.1.4. A Dispersal Sale will be held by a Breeder who is permanently discontinuing the business of breeding and farming with registered Boran, and consequentially needs to sell all his registered animals to facilitate de-registration as an active breeder with the society. This sale will be deemed to be a dispersal sale and hence trigger breeder de-registration if:

1.1.4.1. the breeder uses the word "dispersal" or similar words or phrases in their advertising and/or marketing of the sale.

1.1.4.2. the member tells the society it is a dispersal sale.

1.2. Members of the Society are encouraged to sell registered Borans under the auspices of the Society. This will ensure that:

1.2.1. the Boran comply with the Society's minimum standards of purity and functionality by verifying the pedigree and performance data,

1.2.2. the Boran is of a consistent quality and high standard by screening each animal on offer,

1.2.3. your clients are protected in that all animals on offer meet the breed standard,

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

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

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

1.2.7. 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.

1.3. The Society will approve any production sale of registered Boran cattle provided that:

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

1.3.2. Both the Sellers and the Society will sign a written agreement

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

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

1.3.4.1. renegotiate the requirements

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

1.3.4.3. if warranted, suspend the membership of the relevant member.

2. Application to hold a sale under the auspices of the Boran Society

2.1. All sellers must be fully paid up members of the Boran Breeders' Society.

2.2. The Society and the appointed organizer will handle all communication pertaining to the sale. The organizer 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 organizer 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. Each seller and the Society will sign a written agreement concerning the conditions that will apply to the sale.

2.5. 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.

2.6. 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 organizers of both sales agree to such an arrangement.

2.7. Only one auction under the auspices of the society can be held on any one day

2.8. No other sale may be held three (3) weeks prior to the National sale.

2.9. Existing sales with history will be taken into consideration when sale dates are allocated by the Society.

2.10 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 dispute with the Society.

2.11 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 Boran on offer must be registered with the Boran Cattle Breeders' Society. The birth notification of calves born up to the day of sale must be submitted to the Society by the seller. Calves born on sale day will be registered by the new owner.

- 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 Bye-laws of the Society.
- 3.1.4. No female may be offered that is knowingly in calf to any bull other than a registered Boran bull.
- 3.1.5. Embryos offered for sale, donated, included in a lot, or linked to a sale of a lot must be:
- 3.1.5.1 flushed from Boran cows registered with the Society.
 - 3.1.5.2 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. All females older than 30 months on the date of the sale, must be certified in calf by a registered veterinarian.
- 3.1.7. A cow may be sold with her calf at foot provided that the calf is not older than nine months of age at the date of sale.
- 3.1.8. If the calf is younger than nine months, then the cow does not have to be confirmed in calf.
- 3.1.9. Should a seller retain semen straws or a semen share in a bull it must be declared as part of the information that appears in the sale catalogue.
- 3.1.10. When an animal that is jointly owned is offered for sale:
- 3.1.10.1 The seller must specify the percentage share to be sold together with any other conditions or restrictions that may apply.
 - 3.1.10.2 The progeny of the said animal, as recorded and shown on Logix, must be included in the catalogue.
- 3.1.11 It is important for buyers to note that all Boran registered in the Societies calf book section (SP CLB), which are offered for sale under the auspices, are subject to inspection by the buyer. The screening prior to the sale does not constitute an inspection.

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. Calves sold at foot with their dams are exempt from TB and CA tests.
- 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. Within three months prior to the sale, bulls twenty-four (24) months and older, must:

- 3.2.5.1 have been tested by a veterinarian or a registered veterinary technologist/semen collector for breeding soundness (external & internal genitalia, macro and microscopic evaluation of semen sample).
- 3.2.5.2 be tested negative in respect of Trichomoniasis, Vibriosis, CA, and TB.
- 3.2.6. Only semen from bulls registered and inspected with the Society, registered in accordance with the Animal Improvement Act No.62 of 1998, have DNA parental verification, and collected by a registered semen collector at a registered quarantine station, may be offered for sale, donated, included in any lot or linked to a sale of a lot. 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 health and pregnancy certificates must be submitted by the seller to the auctioneer prior to offloading the Boran at the sale. No animals will be off loaded at the sale facility if the certificates are not presented to the auctioneer or his responsible official prior to 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.

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 organizer for approval. A period of 5 (five) working days will be granted to the organizer 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 of such changes prior to screening.
- 4.5. The sale catalogue will conform to the SA Studbook design.
- 4.6. All the breeders' registered animals for sale will be listed in lot sequence in the catalogue.
- 4.7. The rules pertaining to the sales presented under the auspices of the Society must be published at the front of the sale catalogue.
- 4.8. No changes to the catalogue can be made after the entry date has expired.

5. Screening

- 5.1. The purpose of the screening is:
 - 5.1.1. to verify the identification of the animals on offer
 - 5.1.2. to inspect them for functional faults and compliance with Society norms and minimum breed standards.

- 5.1.3. to verify that animals that have been flagged by the administrative office meet minimum production standards on the day of the sale.
- 5.2. The Society will appoint two inspectors, of which at least one must be a senior inspector, to screen all animals offered for sale.
- 5.3. The inspectors officiating at a sale screening **may not** sell Boran registered in their name on that same sale.
- 5.4. All animals (SP, CLB and Appendix A, B & C.) presented at the sale will be screened. Boran marked Not for Registration (NFR) will not be subject to screening. CLB (Calf book) animals that pass screening on the day of the sale, are still subject to inspection at the required age.
- 5.5. Sale animals must be available for screening at 12:00 the day before the sale. The Boran office will appoint three (3) inspectors for screening animals as sale worthy for the National sale and two (2) inspectors for all other sales.
- 5.6. Only the auctioneer's representative will be allowed to accompany the nominated inspectors during screening.
- 5.7. The inspectors will advise the sellers of animals that have been screened off the sale.
- 5.8. 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.
- 5.9. The inspectors will advise the representative of the Auctioneering firm of any animals that fail the screening. The findings of the inspectors will be final.
- 5.10 A breeder of a Boran (both bulls and females) that fail screening shall have either of the following two options:
- 5.10.1 Sell the Boran that has been screened off as a commercial animal, at a commercial sale held not under the auspices of the society that takes place on the same day. The Boran will be de-registered (lose its SP/No REG status) and will lose the right to re-instatement.
- 5.10.2 Remove the Boran screened off immediately from the sale area / sales pens. This Boran will retain its SP REG status on condition that the Boran is immediately returned to its farm of origin.
- 5.11 If either the cow or the calf fail screening, then the entire lot will be deemed to have failed the screening and 5.10 will apply.
- 5.12 No other type of inspection may be carried out during sale screening.
- 5.13 At least one of the inspectors involved in the screening, or another official appointed by the Society, 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 to ensure that the auction is conducted in compliance with 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 copies must be submitted to the Society for approval prior to publication. The official/approved Society logo must appear on all advertising as well as the words "Sale held under the auspices of the Boran Cattle Breeders' Society of SA".
- 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 on the catalogue may be sold.
- 6.5. No animals will be allowed to be off loaded at the sale venue if the required veterinary certificates are not presented to the auctioneer or his official responsible for offloading.
- 6.6. The auctioneer will provide one (1) person to assist the inspectors with the screening of sale animals.
- 6.7. The senior inspector is responsible for submitting the signed screening report to the Society within two (2) weeks of the sale.
- 6.8. The auctioneer is responsible for collecting the health, fertility and pregnancy certificates for each animal on the sale. The auctioneer is responsible for distributing these certificates to the new owners after the sale.
- 6.9. The membership numbers of buyers that are registered Boran breeders must be obtained and included with the detail of animals purchased by such buyers in the vendor role.
- 6.10 Before commencement of a sale under the auspices of the Society:
 - 6.10.1 the Auctioneer will explain the meaning thereof,
 - 6.10.2 the Auctioneer will explain the meaning of 5.1 above,
 - 6.10.3 will advise the buyers that the rules of the auction are included in the catalogue,
 - 6.10.4 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.
- 6.11 The contracted Auctioneer is responsible for ensuring, that between his organization and the sellers, adequate public liability insurance cover is in place for the auction.

7. Dispersal Sales

- 7.1. All the requirements for sales under the auspices are applicable to dispersal sales, as well as the following:
 - 7.1.1. If a breeder intends to hold the dispersal sale in two parts, he may request in writing that Council extend his membership for the agreed upon period.
 - 7.1.2. 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.
 - 7.1.3. One year after the dispersal sale, the breeders' active membership of the Society and

membership of SA Studbook 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 Studbook.

- 7.1.4. All Boran registered with the Society 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 dispersal sale.
- 7.1.5. Boran animals sold on a dispersal sale may not be transferred as registered animals to the seller's wife/husband/family member, or any organization (e.g. Company, trust, closed corporation, partnership or stud names) in which he has an interest.
- 7.1.6. A breeder may sell his Herd Designation Mark at his dispersal sale. This will be activated on completion of the required SA Studbook cession form.
- 7.1.7. The Society and SA Studbook 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, as fixed from time to time by 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.
- 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.

9. Buyers

- 9.1. Should a problem arise with an animal that a buyer has purchased on the sale, the buyer has 90 days from the sale date to raise the issue with the seller and / or council.

10. Sellers

- 10.1 Sellers are encouraged to DNA all Boran on offer to verify the stated parentage and avoid possible parentage disputes after the sale.

- 10.2 Sellers are expected to take the necessary remedial action in the event that the parentage of unborn calves of females sold under the auspices is not as stated in the catalogue when the calf is born after the sale. The onus is on the seller to reach an amicable solution with the buyer. Failing which the seller will refund the buyer and the buyer will return the Boran cow and calf to the seller.

11. General Rules

- 11.1 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
- 11.2 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.

The successful marketing of Boran stud animals is an important aspect of our members' economic success. For this reason, all steps must be taken to ensure that the Boran 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.

Please contact the Society or a council member should you have any suggestions on how to improve sales under the auspices of the Society. Best wishes for a successful sale.
