

**CONOVER
AUCTION
SERVICE
Inc.**



Box 9
Baxter, IA 50028

June 4, 2008

Subject: *2008 Center of the Nation NSIP Sale*

Dear NSIP Member,

On behalf of the Center of the Nation National Sheep Improvement Program (NSIP) Sale Committee, I am inviting you to consign some of your best EPD sheep to this year's sale.

The third annual event will be held on Saturday, August 2, 2008 at the Clay County Fairgrounds in Spencer, IA, in the nation's livestock heartland, and will attract purebred and commercial breeders from across the country seeking quality rams and ewes. Polypays, Suffolks, Hampshires, Targhees, Dorsets, Katahdins and other NSIP breeds are expected to be featured. With grain prices on the rise, the demand for superior EPD sheep is likely to be strong as buyers seek genetics that will gain more quickly and efficiently in less time on feed and produce outstanding offspring to add to their flock's bottom line.

Last year's sale averaged over a \$500 per head, making this sale one of the hottest in the country and the only one exclusively selling sheep backed by the power of EPDs and entirely slick-shorn (excluding Targhees).

This is your opportunity to showcase your flock's performance to an audience that values the genetic predictability of EPDs. We need your support of extremely high quality entries with progressive genetics to make this a successful event. To consign to this major event, we need your timely response to the following entry guidelines. **Please read carefully.**

1. Entry deadline for consignments and advertising is **June 20, 2008**. Please fill out the enclosed forms **completely**. All catalog information and photos must be in by this date so we are assured of prompt catalogs and effective advertising.
2. Entries are open to **all lambs and yearlings with NSIP EPDs**. Sheep will sell within their respective breed/age/sex group. Sale order for each breed will be determined by EPDs, for a truly objective, unbiased sale order.
3. It is recommended to limit your entries to 2 rams and 5 ewes (yearlings or younger).
4. Entry fees are **\$25.00 per head**. Check must accompany all entries, payable to Conover Auction Service.
5. Sale commission will be 10% of sale price in addition to the \$25 per head entry fee.
6. Sale expense will be charged on all "No Sales" at the price they leave the ring.
7. Signed sale agreement must also be returned to our office to comply with P&S regulations.

To help promote your flock you may also place an ad in the sale catalog. Please complete and return the enclosed form along with your payment to place your ad, along with your sale entries. **Note: All ads must be camera ready, if you need help to do this contact Conover Auction Service and we will assist you with setup for an additional fee. Ads placed in catalog will be at the discretion of the sale manager.**

Sincerely,

Al Conover
Al Conover

Mike & Deb Park
Mike & Deb Park

Kathy Krafska Harkema
Kathy Krafska Harkema

**COMPLETE
AUCTION
SERVICE**

Al & Jeanne Conover
Office (641) 227-3537
FAX (641) 227-3792
Home (641) 227-3686
email: conover@conoverauction.com

Center of the Nation NSIP Sale

August 2, 2008 • Spencer, IA

-ENTRY FORM-

DUE: JUNE 20, 2008

I would like to enter the following:
(Please indicate number of head)

_____ **Rams** _____ **Ewes**

Complete the enclosed form for each animal entered (make copies if necessary). Send these forms to our office by **June 20, 2008**.

Send photos if you have them. They will be used at the sale manager's discretion.

Mail to:

Conover Auction Service Inc.
PO Box 9 • Baxter, IA 50028
Ph: 641-227-3537; Fax: 641-227-3792
E-MAIL: conover@conoverauction.com
(All e-mailed photos must have proper identification)

-CONSIGNOR-

NAME

FLOCK NAME

ADDRESS

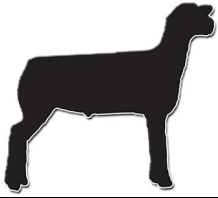
CITY

STATE

ZIP

PHONE NO.

E-MAIL ADDRESS



NSIP Entry Form

Please return all information, COMPLETED IN FULL

Sale Managed By:

CONOVER AUCTION SERVICE Inc. 

Box 9
Baxter, IA 50028

Al & Jeanne Conover
(641) 227-3537 • Fax (641) 227-3792
Email: conover@conoverauction.com

NAME of SALE: Center of the Nation NSIP Sale

(Please enter name and address as you want it to appear in the catalog. Also note if you want cell number and email listed)

FLOCK NAME: _____

OWNER: _____

ADDRESS: (Please use 911 Address) _____

CITY: _____ STATE: _____ ZIP: _____

PHONE #s: (Home) _____ (Cell) _____ (Work) _____

(FAX) _____ E-mail: _____

ANIMAL NAME: _____ Sex: Ram ___ Ewe ___

Birth Date: _____ Reg# _____ BREED: _____

Type of birth: Single Twin Triplet Quad

DNA: RR QR at Codon 171

PEDIGREE - Fill in or Attach copy of Registration
(Must be completed if Registration Pending)

SIRE _____
Reg.# _____

DAM _____
Reg.# _____

Please List the Animal's EPDs
(Please indicate whether these are actual or pedigree estimated EPDs):

Footnote: Provide any valuable information that will help us market your sheep.

2008 SALE RULES AND REGULATIONS

ARRIVAL: Consignments may arrive at the Clay County Fairgrounds Swine barn in Spencer, Iowa where the sale will be held starting at 1 p.m. on Friday, August 1st and **MUST** be in place by Friday, August 1st at 3:00 pm, so sale orders can be determined Friday.

FAIRGROUNDS ADDRESS: The Clay County Fairgrounds is located at 1401 4th Ave W and the sale will be held in the Swine barn, located towards the center of the grounds. Enter at Gate E (on the SW corner of the grounds) off of 11th Ave W.

SALE HEADQUARTERS: AmericInn Hotel, Spencer, IA - (712) 262-7525. Ask for the “NSIP Sale Room Block” rate of \$79.00. A block of rooms has also been reserved at the Days Inn - (712) 262-6100. Ask for the “NSIP Sale Room Block” rate of \$74.00.

CHECK-IN: **Completed registration papers from the respective breed association must be presented to sale management at check-in time.** Animals not registered at sale time will not be eligible for the sale. Registration and health papers and any substitutions should be checked in with Conover Auction Service at the fairgrounds Swine Barn office by 4 p.m. on Friday, August 1st.

SPONSORSHIP: As sponsors of the sale, the Northwest Iowa Sheep Producers will receive an additional 1% of the gross sale price, deducted from each consignment to support promotional activities. In addition, the Iowa Sheep and Wool Promotion Board’s state checkoff of 10 cents per head will be taken to support industry promotion.

REGISTRATION PAPERS: All sheep consigned must have a valid registration paper from the recognized official breed registry, including all lambs sold at the dam’s side. Registration papers will be transferred by Conover Auction Service and forwarded to the buyers upon complete payment for the animal. The cost of transfers will be deducted from the consignor’s sale settlement. **All registration papers are to be signed and turned in to Conover Auction Service at check-in. No sheep will be sold or funds dispersed until registration papers are received by Conover Auction Service.**

HEALTH PAPERS: *All animals that sell must comply with Iowa and Federal health/scrapie requirements.* Call 866-USDA-TAG or the Iowa State Veterinarian’s office (515-281-5547) with questions. Consignors must provide two copies of a current valid health paper for each animal sold. Photocopies will be accepted in addition to the original. **A federal scrapie ID tag must in each animal’s ear.** This applies to sheep in all breeds and classes.

It is strongly recommended that rams over 6 months of age be tested for B-Ovis and negative test results be recorded on the health paper for each respective animal testing negative. Likewise, it is recommended that results of DNA at Codon 171 be listed for each respective animal tested, as a number of states require this for admission into their state. Taking the time to have these tests performed will help improve the marketability of your consignments.

All blackface rams (Suffolks, Hampshires or other blackface breeds) consigned and sold must include at least one “R” gene at Codon 171 to be eligible for the sale and Codon 171 results need to be indicated for each blackface ram offered. For example, blackface rams that are “RR” or “QR” at Codon 171 are eligible for the sale. Blackface rams “QQ” at Codon 171 are not eligible.

The following must be legibly written or typed on health papers:

- I. Owner/consignor name and address
- II. Species and purpose of movement (consigned to Center of Nation NSIP sale)
- III. Private flock tag number
- IV. Federal scrapie ID number (must include premise ID and individual tag number)
- V. Age, sex and breed of each animal
- VI. Signature and printed name, address and phone number of accredited veterinarian.
- VII. Codon 171 DNA results for each blackface breed ram(s) consigned
- VIII. Negative B-ovis test confirmation for all rams over 6 months of age (strongly recommended)

As a consignor, it is your responsibility to insure that all required information is complete and legible. Please provide two copies of your health papers for each animal consigned.

SUBSTITUTIONS: Substitutions of sheep consigned to the sale are allowed, providing they meet the sale rules and regulations and health requirements. Any animal meeting the requirements may be substituted and do not have to be of the same sex or age as the original consignment.

SALE GUARANTEE: Entry of sale animals in this sale implies that the consignor agrees to the conditions set forth for this sale. The selling of any sheep in this sale constitutes a contract between the buyer and the seller. All consignors agree that all sheep are breeders. All lambs sold must maintain their lamb's teeth for 12 months from their date of birth, as recorded on the registration paper.

CALL/MAIL IN BIDS: Buyers unable to attend the sale may phone or mail in their bids to the Auction Service, Field Representatives or Auctioneer as listed in the catalog.

SALE DAY PHONE: Kathy Krafka Harkema 641-891-4381, CAS cell phones: Al Conover 515-491-8078, Jeanne Conover 515-491-1335, Gary Wall 515-491-0734

CREDIT VOUCHERS: Credit vouchers will be available from Conover Auction Service to verify settlements or credits consignors may need to extend to previous buyers. They must be signed by the consignor, the person receiving the credit and must include the date and dollar amount to be credited. This must be turned in to Conover Auction Service on sale day before the buyer settles for any sheep purchased in the sale.

NSIP USER SEMINAR: A free seminar for those current or prospective members interested in learning more about NSIP will be held at the fairgrounds in the sheep barn at 3 p.m. on Friday, August 1st presented by Dennis DeWitt, ISU Area Extension Livestock Specialist, Dr. Dan Morrical, Iowa State University and Dr. Dave Notter, Virginia Tech. This seminar is designed to help you better understand data input and how to utilize the EPDs within your flock. We will also discuss how to use EPDs when you talk to potential customers.

PRE SALE SEMINAR: Dr. Dan Morrical, Iowa State University and Dr. Dave Notter, Virginia Tech will be the featured speakers at a free pre-sale seminar in the barn where consignments are featured on the fairgrounds on Saturday, August 2nd beginning at 9:30 am.

LUNCH AVAILABLE ON GROUNDS: Enjoy a lamb lunch catered by the Northwest Iowa Sheep Producers on the fairgrounds sale day.

HELP PROMOTE THE SALE: Please provide the name, mailing address and e-mail addresses of prospective sale buyers and we'll see to it that they get the complete catalog for this year's exciting event. Advertising will also be placed in a variety of sheep and livestock publications reaching prospective buyers.

SALE CATALOGS WILL ALSO BE POSTED ON THE CONOVER AUCTION SERVICE WEBSITE AT WWW.CONOVERAUCTION.COM (under the sale list link).

Tentative Seminar and Sale Schedule:

Friday afternoon, August 1, 2008

- 1:00 Early arrival and preliminary check in
- 3:00 Intro by Dennis DeWitt, ISU Area Extension Livestock Specialist
- 3:10 Dr. Dan Morrical, Iowa State University
- 3:50 Dr. Dave Notter , Virginia Tech
- 4:00 Mandatory check in of all sale consignments. Consignors must help paint branding of their animals and be on hand in the barn to provide details of any substitutions so sale orders can be finalized.
- 5:30 Social hour
- 6:30 Picnic for consignors and sale management team at the sale location.

Saturday, August 2

- 7:30 Shear Polypays in barn
- 9:30 Sale & seminar welcome by Dennis DeWitt (in barn)
- 9:40 Dr. Dan Morrical, Iowa State University - Intro to EPD's and economic value of the data (in barn).
- 10:30 Dr. Dave Notter
- 10:45 Conclude educational seminars
- 11:30 Lunch by Northwest Iowa Sheep Producers in barn
- 1:00 NSIP Sale - Starting with Polypays, followed by Suffolks, Hampshires, Dorsets, Targhees and any other new breeds, selling rams first, followed by ewes. Sale order is determined by EPDs for each breed/age/sex group.

CENTER OF THE NATION NSIP SALE

SATURDAY, AUGUST 2, 2008, CLAY CO. FAIRGROUNDS, SPENCER, IOWA

SALE CATALOG ADVERTISING FORM

Ad Size Requested

(Premium Pages)

- Inside from cover - \$250, includes full color
- Inside back cover - \$250, includes full color
- Left-side center spread - \$200
- Right-side center spread - \$200

- Full page - \$100
- 1/2 page horizontal - \$50

(Full page dimension: 5 x 8; Half page: 5 x 4)

Consignor:

Flock Name:

Address:

City/State/Zip

Phone, including area code:

Cell Phone:

E-mail:

Web Site Address:

Note: All ads must be camera ready, please email to Nicole at conover@conoverauction.com If you need help to do this, contact Conover Auction Service, 641-227-3537 and we will assist you with setup for an additional fee. Ads placed in catalog will be at the discretion of the sale manager.