



## Sales Management

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November 5, 2015

DP Sales Management Team welcomes Consignors to the Upcoming 2016 Spring Sale Season!

We are excited about the upcoming sale event for the Tennessee Simmental Beef Agribition Show/Sale. This year's sale location is at the Ward Ag Center at the Wilson County Fairgrounds in Lebanon, TN which will be held March 12, 2016. The Tennessee Agribition and the Fall sale at the Ward Ag Center location have both been a big success and we look for many more positive sales in the future. Please watch for additional updates on our website and the Wilson County Fairgrounds website. These show/sales have an excellent track record for offering top quality livestock from both Tennessee and surrounding states. As Simmental breeders and consignors we encourage you to raise the bar and continue to bring your best genetics. The Simmental Sale is always one of the best sales at the Agribition.

This year we challenge all breeders to support the Agribition Sale and consign your best prospects for the upcoming 2016 Eastern Regional's hosted by the Tennessee Simmental Association. Not only will junior members be looking for their next show prospect, it is a great way to showcase your program to a superb audience. The junior membership in Tennessee has experienced good growth the last couple of years so let's all support the Agribition sale and all the events leading up to the Eastern Regional's. Also, don't forget the National Junior heifer show in Iowa. The quality is always good at the Agribition with cattle selling many different states as far away as Montana and Oregon. With this in mind we need to start looking ahead to make both these events bigger and better. We can do this by you as a consignor offering your best open heifers, breds or bull, Sim Angus and embryos to this sale.

As in the past, all cattle must be halter broke, however; each breed has 3 to 4 pens for non-halter cattle. This year at this facility those pen cattle will be available to go thru the sale ring at sale time. Consider a donor cow, breds or pairs for the pens. With your commitment and the combined effort of breeders from of Tennessee and surrounding states we can make this a successful and positive event. Remember these events have been one of the best consignment sales of the year throughout the United States. The only way we can make it better is for you to keep offering your best. The juniors that exhibited Simmental and Sim Angus cattle this past year was at a record high. Juniors will be searching for quality prospects to utilize their show credits. All Expo Cattle consigned to sale (in state and out-of-state) will be required to have 840 RFID tags in their ears prior to arrival at the sale.

***Please send good quality pictures. Please if you do digital photos or you can email pictures, please put the tattoo number and name of animal as the file name it makes identifying the animal easier (when scanning pictures 300 outputs is required for quality purposes).***

Please call and visit us regarding your possible consignments. All entries should be submitted to our office by January 20, 2016; however, we encourage sending in earlier. Please send your information in promptly and correctly to insure that the catalog can be completed on time. If you wish to enter your consignment online go to [parkelivestock.com/nomination](http://parkelivestock.com/nomination) forms (please send in your forms prior to sending photos) or use the attached nomination form back to our office. Please call and let us know your possible consignments.

The Headquarters for this year's sale will be at the Comfort Suites, 904 Murfreesboro Road, Lebanon, TN 37090 (615) 443-0027. Please note that the deadline is March 1<sup>st</sup>, but they will honor that rate as long as they have availability.

If you have any questions, contact myself at (859) 421-6100 or Drew Hatmaker at (423) 506-8844. The Sale Chairman for this year's event is Donald Jackson (615) 598-0828; you can contact Donald for his assistance and facility questions. Also, contact Tennessee Simmental President Chris Ivie (931) 215 0316. The Agribition has always been a great Simmental event with the sale and the open to the world junior show the next day so this would be year to get involved in all the excitement. We encourage and welcome any new participants so call or email today with your intent to a part of this year's sale

Again thanks for your support to make 2016 a great year for the Simmental business.

Sincerely,  
Doug Parke, DP Sales Mgt.  
w/Attachment