

SALES CONTRACTS FOR CALVES

Jackie Bass
A. Duda and Sons
Moore Haven, Florida

1. A sales contract is no better than the parties involved.
2. It is only a form of communication between parties.
3. Both parties are putting their respective reputations on the line.
4. Even immediate deliveries can benefit by having both parties aware of what is expected of each.
5. Make sure it is clearly defined how and when the buyer will be paid.
6. It is preferable to sell in 50,000 lb. lots (example - 125 calves at 400 lbs.) Be sure the buyer knows if there are short loads involved.
7. Allow a "slide" on the calves after a reasonable weight range.
8. Allow a 3% pencil shrink unless there is unusual circumstances such as hauling to scales or long distances cattle might be driven. Buyers know how much cattle should shrink enroute to destinations.
9. Do more than you're asked - your reputation will benefit.