

MEMBERSHIP TIPS

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director of member services



Sale data sheets

Have you ever been to a farm or ranch looking through pens of sale cattle and found yourself presented with sale sheets from the seller with pedigree, weight data and expected progeny differences current to the day you arrived? You may be wondering, “How is this sale information compiled and displayed in this format?”

This is a frequent question within the Member Services Department during sale season, so addressing this topic in this issue is timely. These sale data sheets are possible for you to create within your AAA Login account and can be used for private-treaty sales or as an update to a current printed sale book.

First step — animal sets

Through AAA Login producers can create sets or groups of animals, which is a very useful sorting tool. For example, producers can create groups for a birth year, specific calving season, current bull battery, culling list or group of animals offered for sale. It's a simple process to create a group of animals, and these created sets can include both registered and unregistered animals. Select the “My Herd” tab, then “Animal Groups.” The “Animal Set” tab is the first option listed, then select “Create New Set.” Assign the newly created animal set a name, such as *2020 Sale Offering*, and provide the criteria for this group.

Custom animal report

Once your sale offering group is created, you are now ready to

create up-to-date sale information. To begin, click the “Reports” tab, then click “Interactive.” Under the “Interactive” tab you will find two ways to update the expected progeny differences (EPDs) and dollar value indexes (\$Values) for your sale offering. First, with the “Custom Animal Report” tab, you can create an Excel spreadsheet, selecting the information you need on your update sale sheet and adding the lot number to match an existing sale book. Then sort it by lot number, and you're ready to copy it for your future potential buyers.

Data sheet

A second option also appears under the “Interactive” tab called “Data Sheet.” Once there, you can create an information sheet to display your information in one of the six style options. These sheets give a producer different options to display sale information when a sale



Example style sheets

book has not been created. For your convenience, next to the sheet style menu is a tab of useful examples of each available style.

Style 1: This option includes a two-generation pedigree that provides updated values on a predetermined set of EPDs. This option prints eight animals per page. Individual performance data can be included if desired. Percentile ranks were added this spring as a new feature.

Style 2: This option provides updated values on a predetermined set of EPDs with sire and maternal grandsire listed. This option prints 16 animals in a landscape display.

Style 3: This option also includes

a two-generation pedigree, but it allows users to customize specific EPDs to be displayed. A maximum of 14 EPDs is allowed in the selected criteria. The EPDs are displayed in the same way as Style 1, but it gives the EPD percentile ranks in useful bar charts and graphs for each animal. This option prints four animals per page.

Style 4: This option is very similar to Style 1, including the two-generation pedigree, individual performance information and predetermined EPDs, but without the \$Values. Like Style 1, this option also prints eight animals per page.


Style 5: This option displays a three-generation pedigree and a complete set of EPDs,

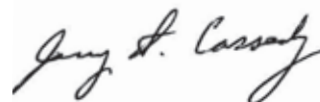
including production, maternal, carcass and \$Value indexes. Additionally, it includes the individual performance information, percentile ranks, and the dam's production and ultrasound production records. This display is available with black or gray accent. This style prints six animals per page.

Style 6: This option is like Style 5 with the option to include a photo of each animal, printing three per page.

The Angus breed is blessed with having the most up-to-date EPDs and \$Values in the industry. Each week, EPDs and \$Values are updated. Your AAA Login account is a great way to get sale information presented in a quick, easy-to-read format. With the sale season upon

us, it is important to use all the tools necessary to help gain and retain customers, and the American Angus Association has these tools in place to best serve the needs of our members.

For further information or assistance with AAA Login features, contact a customer service representative of the American Angus Association at 816-383-5100 or email me directly at jcassady@angus.org. 



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Editor's note: For more information regarding the Angus Herd Improvement Records (AHIR®) program, contact the Member Services Department or email me directly at jcassady@angus.org.

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