



# Login Lowdown

by Kasey Brown, associate editor

## Sale data

Now that sale season has slowed down a bit, it's time to catch up on the paperwork that sale season can generate. You can now enter sale data for your animals in AAA Login. This can help your marketing efforts. It will also keep your sale information in one place for planning purposes and easier recordkeeping.

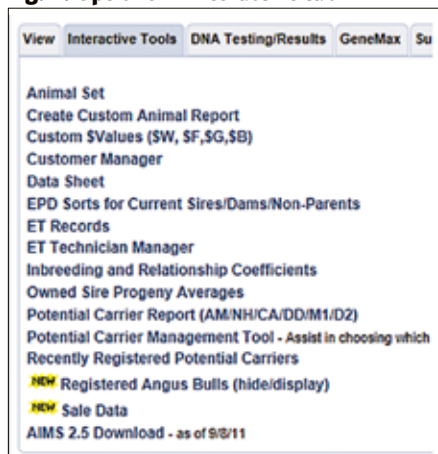
**Good records are a necessary aspect of a successful business, and AAA Login has plenty of ways to help keep records a little more organized.**

### Entering sale data

You can enter a whole host of information about your sale animals, and there are several options for how to enter the data, according to Chris Stallo, assistant director of the American Angus Association Information Systems (IS) Department.

Under the "Interactive Tools" tab, the last option in the list is "Sale Data" (see Fig. 1). Once there, you can search through your herd by registration number, birth year, sex, tattoo or tag, or animal set. There is also a box that allows you to narrow your search to only animals with previously entered sale data.

**Fig. 1: Options in interactive tab**



**Fig. 3: Sale data edit screen**

Lot No.:  Price:

Sale Date:  Sale Type:  Not Reported

Footnote:

Comment:

Primary Photo:  Image File:  Browse...

Primary Photo:  Image File:  Browse...

Primary Photo:  Image File:  Browse...

**Fig. 2: How to reach sale data edit screen**

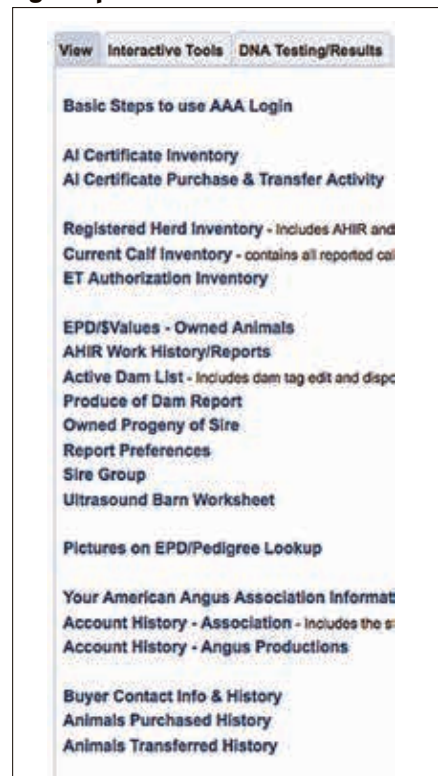
Add/Edit	Reg	Sex	Birth Date	Name	Tattoo/Brand	Tag	Lot	Price
<input checked="" type="checkbox"/>	AAA	C	05/03/2011					\$3,500.00

From the next screen of the animals that come back from the search, you can click the notebook symbol in the left column (see Fig. 2). This lets you enter the sale lot number, the price, the sale date, the sale type (with the options of auction, sale barn and private treaty), footnotes and comments. You can add three photos, and designate which of them will be the primary photo (see Fig. 3).

You can also enter sale data from the View tab. From there, click the "Animals Transferred History" menu item, which is in the seventh cluster of options near the bottom (see Fig. 4). You can search by registration number or tattoo/tag. The animals that come up from the search will show the sale date and price. In the column for sale price, a price will show up, or a green plus sign means that you haven't entered any sale data on that transferred animal. A notebook symbol in that column means that the animal has some sale data entered but not the actual price yet (see Fig. 5).

Additionally, you can see or enter sale information in the "Buyer Contact Info & History" feature. You can find this feature in the same cluster as "Animals Transferred History" on the "View" tab (see Fig. 4). For more information on the "Buyer Contact Info & History," check out the May 2013 "Login Lowdown"

**Fig. 4: Options in View tab**



column at [www.angusjournal.com/articlepdf/login%20lowdown%2005.13.pdf](http://www.angusjournal.com/articlepdf/login%20lowdown%2005.13.pdf). Once you drill down to the customer level, you can add sale information on each animal in the price column on the far right.

**Fig. 5: How to add sale price from 'Animals Transferred History'**

Birth Date	Tattoo/Brand	ET	Twin	Sex	Sale Date	Price	Issue Date	Transfer Info
02/12/2012				B	03/23/2013	+	03/26/2013	
05/20/2011				B	11/28/2012	<input checked="" type="checkbox"/>	01/14/2013	

## ▶ LOGIN LOWDOWN

**Fig. 6: Sale data options within 'Custom Animal Report'**

<input type="checkbox"/> <b>ULTRASOUND</b>	<input type="checkbox"/> <b>SVALUES</b>
<input type="checkbox"/> Actual Scan Wt	<input type="checkbox"/> Cow Energy (\$EN)
<input type="checkbox"/> Scan Wt Ratio	<input type="checkbox"/> Wean Value (\$W)
<input type="checkbox"/> PCT IMF	<input type="checkbox"/> Feedlot Value (\$F)
<input type="checkbox"/> Adj PCT IMF	<input type="checkbox"/> Grid Value (\$G)
<input type="checkbox"/> PCT IMF Ratio	<input type="checkbox"/> Quality Grade (\$QG)
<input type="checkbox"/> Ribeye	<input type="checkbox"/> Yield Grade (\$YG)
<input type="checkbox"/> Adj Ribeye	<input type="checkbox"/> Beef Value (\$B)
<input type="checkbox"/> Ribeye Ratio	<input type="checkbox"/> <b>SALE DATA</b>
<input type="checkbox"/> Rib Fat	<input type="checkbox"/> Lot
<input type="checkbox"/> Adj Rib Fat	<input type="checkbox"/> Price
<input type="checkbox"/> Rib Fat Ratio	<input type="checkbox"/> Sale Date
<input type="checkbox"/> Rump Fat	<input type="checkbox"/> Sale Type
<input type="checkbox"/> Adj Rump Fat	<input type="checkbox"/> Footnote
<input type="checkbox"/> Rump Fat Ratio	<input type="checkbox"/> Comment

**You can see or enter sale information in the “Buyer Contact Info & History” feature. You can find this feature in the same cluster as “Animals Transferred History” on the “View” tab (see Fig. 4).**

Last, but certainly not least, you can add sale data in custom reports. For more information on custom reports, check out the October 2013 column at [www.angusjournal.com/articlepdf/login%20lowdown%2010\\_13.pdf](http://www.angusjournal.com/articlepdf/login%20lowdown%2010_13.pdf). You can find “Custom Animal Report” in the “Interactive” tab, the second option (see Fig. 1). All of the sale data options are now available to be included in your custom reports (see Fig. 6).

Stallo adds that the option to add this information to existing data sheets will be available in the near future. Good records are a necessary aspect of a successful business, and AAA Login has plenty of ways to help keep records a little more organized.

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**Editor's Note:** This column is written by Associate Editor Kasey Brown. She can be reached at [kbrown@angusjournal.com](mailto:kbrown@angusjournal.com) or 816-383-5277.