

BEST PRACTICES FOR BUYING & SELLING GOTLAND SHEEP

GSBANA Education Committee
July 2023



Topics:

Prerequisites

Types of Buyers

Where to sell

Best practices for the sale

For Buyers

Paperwork and Examples

Transportation

After the sale

Additional Resources



Photo from: Dr. Polly Matzinger, Amblingbrook Farm

Prerequisites

In case you missed these prerequisite presentations on evaluating Gotland sheep and lambs, these will help provide a deeper level of detail on each of the evaluation topics shown in this presentation.



Herd Metrics

Evaluating
Conformation
and Structure of
Gotland Sheep

Evaluating
Gotland Curls
and Fiber

Evaluating
Gotland Color



Tips for selling

- Many people only have one or two sheep to sell while others may have a dozen or dozens. Regardless of the scale of your operation, the following slides will highlight a list of tips pulled from many breeders:
 - Where to find buyers
 - Messaging
 - Types of sheep buyers
 - Farm Visits
 - Flock Health
 - Tips for Buyers
 - Paperwork

Where to find buyers

Some places to find buyers:

- Word of mouth
- Shows / Fair
- Relevant Facebook groups
- Bulletin board posting at local farm/yarn store
- Traditional media
- Local sheep association marketing opportunities
- GSBANA marketing – website member listing, farm page, sale post
- Online marketplaces: Craigslist, Kijiji, etc.
- Auction
- Online livestock listing sites: Open Herd, etc.





Advertising

The more you can tell a potential buyer about your stock, the better informed their decision will be. Everyone wants the transaction to be a success, so provide buyers with as much information as possible to make their decision.

- Great photos and/or videos
- Pedigree
- The good, the bad, the ugly = asking price
- Background information on the values you bring to your flock
- Why someone should consider the Gotland breed

Share with buyers the strong points about your animals. Many buyers might just be getting started; others are looking for animals that will help them improve their own flocks. By sharing your successes and knowledge, you'll build a relationship that may foster more sales.

Types of Sheep Buyers

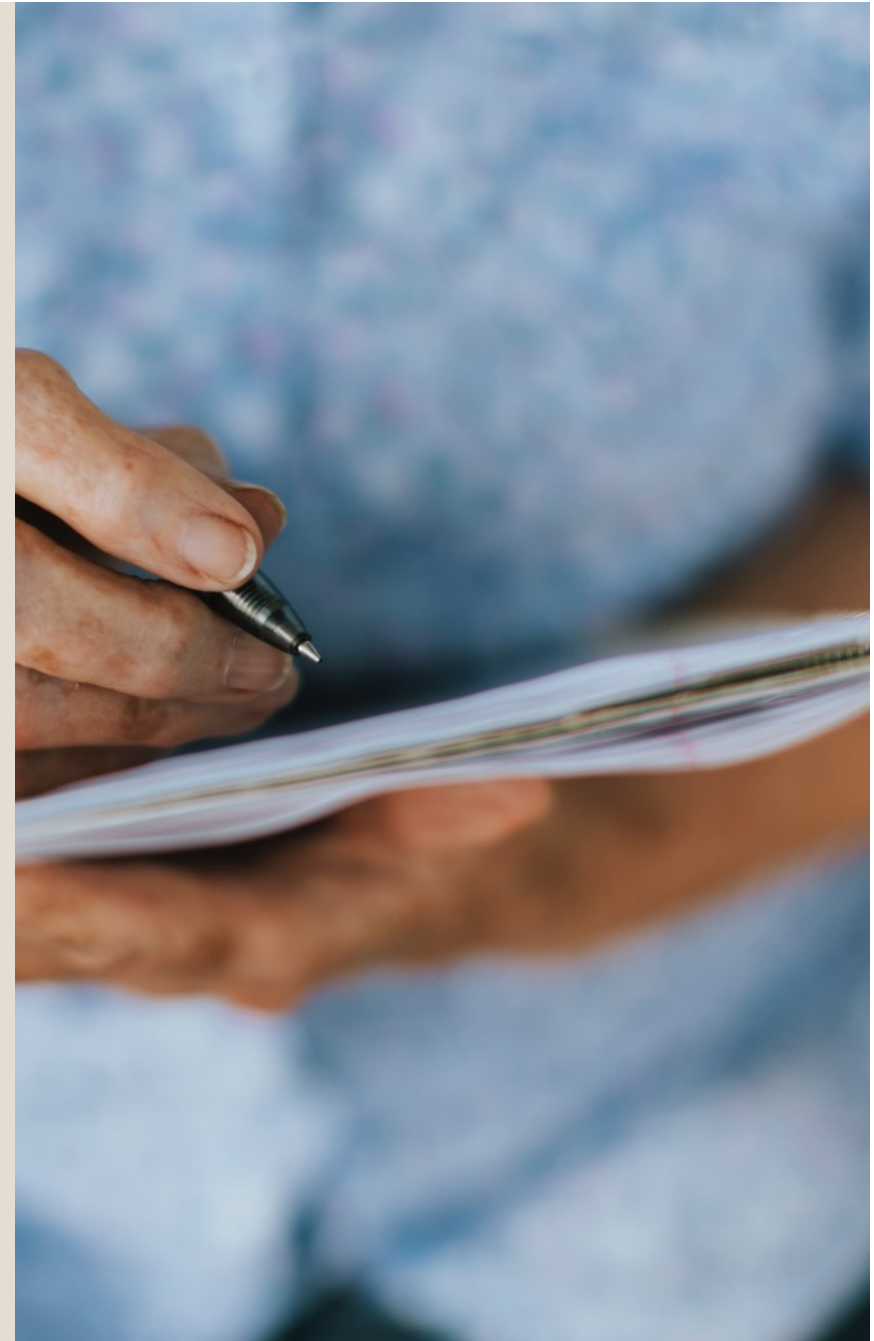
Your buyer can have one or any combination of the following goals:

- Breeding stock
- Fiber
- Pelts
- Meat
- Fair
- Pet
- Grazing/Landscape

Ensure that you ask something like “Can you tell me what your goals are?” or “What attracted you to the Gotland breed?” to determine what stock you have that might be the best fit for your buyer.

Their answer will tell you what to focus on as you describe available stock that might best fit their ideal sheep and goals.

If you don't have the ideal sheep, connect your buyer with someone who does.



Be transparent

Your prospective buyer may have questions about your sheep and herd practices. You can proactively share the following:

- Why are you selling?
- What disease or biosecurity testing results do you have?
- What health issues have you had in your herd?
- When was the sheep last sheared? Wormed (and with what?)? Vetted? Hooves trimmed? Vaccinated? Antibiotics? Coccidiosis treatment?
- What have they been eating?
- What do you do when (X) situation happens?
- If they are looking for a sheep to graze down blackberry bushes, be a companion to a camelid, horse, donkey, etc., be clear that the buyer may be happier with other livestock.



Farm Visits

A prospective local buyer will want to see the sheep and how they are being raised. You can prepare for a great farm visit experience with your visitors and ensure that expectations are met if you communicate well before they arrive.

- Provide clear directions to where you and the sheep are
- Have your phone handy in case they get lost
- Be up front about any rules you have for biosecurity
- Have the sheep gathered up in a convenient location so buyers can look at them and get hands on each sheep they are interested in.
- Set up a catch pen so that a buyer can inspect the animal.
- Invite them to do a thorough, hands-on examination.



Farm Visits

- Have your records handy: pedigrees, health check history, lambing history, and any other information about the animal's background that might be helpful, and basic sheep information such as age, % Gotland, quality of fiber, mothering ability, # of times AI'd, fertility, any extra care needed.
- In the event of a sale, be sure you have a plan for capturing and loading the animal. You don't want to have the merchandise running down the road!
- Have a blank bill of sale ready to go.





Flock Health

A major concern for buyers is bringing home an animal that will affect the home flock.

- Consider testing your entire flock for OPP, CL, and Johnes. While taking these steps might cost you some money and hassle, it provides reassurance to buyers that you're monitoring your own flock and that their purchase won't cause a headache once the new sheep joins their stock.
- Disclose health history. Has your flock had ORF, pink-eye, or ringworm? Have you recently dealt with hoof issues? Have you battled internal (barberpole, etc.) or external parasites (mites or lice, etc.)? These are common diseases and issues that are very transmissible. Once the animals have moved to their new flock, the diseases they carry are likely to show up or sooner or later. If you've been upfront about the history, the buyer can feel informed and respected.

Vital signs: what's normal?

Things we can measure.

SOURCE: Sheep and Goat Specialist Susan Schoenian with Western Maryland Research and Education Center

Sheep	
Rectal temperature	101.5-104°F
Heart beat	70 to 80 beats per minute
Breaths	12 to 20 breaths per minute
Ruminations	1 to 3 per minute
Packed cell volume	27 to 45 percent
FAMACHA® score	≤ 3
Body condition (1-5)	2 to 4

For Buyers: A Healthy Sheep

OBSERVE THE HERD:

- Bright and alert
- Clean nose
- Respiration - 12-20 breaths per minute
- Calm
- Chewing cud
- Clean bottom

GET HANDS ON:

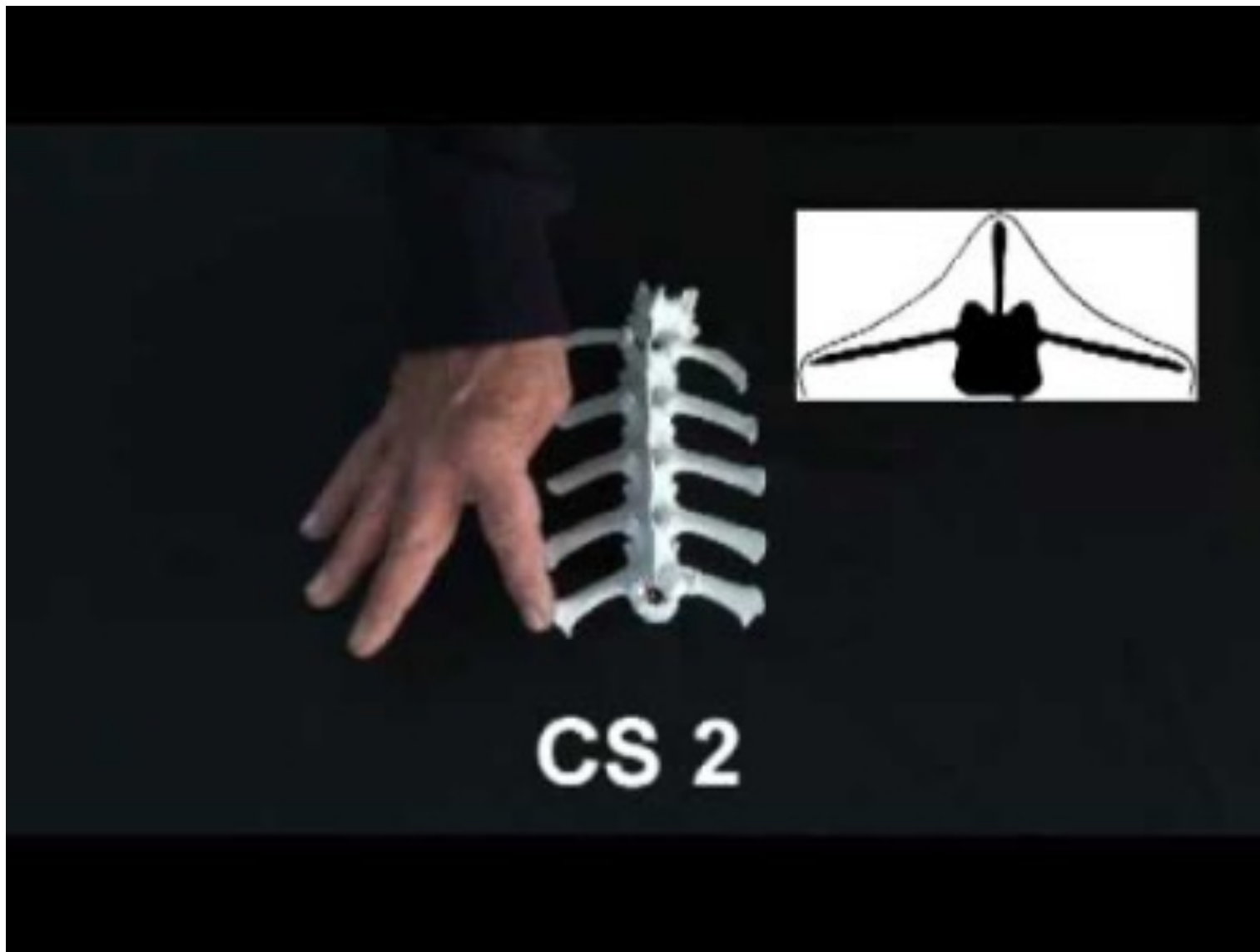
- Normal temperature 100.9-103.8 (Merck)
- Feet and joints should also be normal temp
- Famacha score – eyelids should be darker pink/red
- Feel for lumps and bumps in CL spots



<https://youtu.be/tmeZkqGQnMg>

How to
Famacha
Score your
sheep

How to Condition Score your Sheep



<https://youtu.be/1F5V-GcG1Qk?t=29>



Buyers ABCs

- **Ask** good questions
- **Buy the best** you can afford
 - Be careful buying projects
- **Check and treat:**
 - Internal parasites
 - External parasites
 - Feet
 - Vaccinations if needed
- Bring up to the same level as your current flock. Until then, isolate upon arrival – 3 weeks to a month at minimum.
- Only send sheep into your existing flock **AFTER** they have passed the above.

Minimum paperwork

They say the job is not done until the paperwork is done. Ensure you have the following at a minimum:

- Bill of sale or receipt of sale (example shown)
 - Provide an invoice that lists the terms of the sale. If payments are being offered, clear contract terms in writing
 - Consider how much responsibility you want to take. If a ram or ewe turns out not be capable of breeding, will you offer the buyer anything in return?
- Registration paperwork
 - Certificate signed by seller OR
 - Copy of certificate if seller is sending in to transfer, or if certificates are held pending full payment. Make it clear on the invoice when the papers will be submitted to the registry.
 - If sheep is not registered and being sold as registered, provide a signed registration request form and other supporting forms as needed depending on the situation
- Ear tag – scrapies ID tag and/or farm tag

BILL OF SALE FOR LIVESTOCK

SELLER'S INFORMATION																																																																																																																																					
Kirsten Simons / River Birch Farms																																																																																																																																					
268B Tennessee Road																																																																																																																																					
Winlock				WA		98596																																																																																																																															
BUYER'S INFORMATION																																																																																																																																					
FIRST NAME				LAST NAME		PHONE																																																																																																																															
ADDRESS																																																																																																																																					
CITY				STATE		ZIP CODE																																																																																																																															
NUMBER OF LIVESTOCK	TYPE	BREED	COLOR	SEX	IDENTIFICATION	PRICE	AMOUNT PAID																																																																																																																														
9	Sheep	Gotland	Various	Various	VARIOUS – See below	Buy 5 get 4 free \$4,000 for all																																																																																																																															
Proposed list available first weekend in June 2023: <table border="1" style="width: 100%; font-size: small;"> <tr> <td>5800 Ewe</td><td>2/15/28</td><td>BCI Rose 4787</td><td>615</td><td>4</td><td>92.97%</td><td>Grey</td><td>Solid</td><td>None</td><td>QR</td><td>BCI Gillie (Aron)</td><td>1444</td><td>BCI Deyns</td><td>439</td> </tr> <tr> <td>5800 Ewe</td><td>2/22/29</td><td>JFC Ingrid #275</td><td>725</td><td>1</td><td>94.73%</td><td>Grey</td><td>Solid</td><td>None</td><td>-</td><td>BCI Gustie (Stamwe)</td><td>3536</td><td>BCI Deyns</td><td>440</td> </tr> <tr> <td>5800 Ewe</td><td>4/22/29</td><td>CR Honey 2614</td><td>2614</td><td>2</td><td>92.97%</td><td>Grey</td><td>Solid</td><td>None</td><td>-</td><td>BCI Leah (Stamwe)</td><td>1469</td><td>CR (Stamwe)</td><td>1776</td> </tr> <tr> <td>5800 Ram</td><td>3/15/23</td><td>BBF Irving (Bilfred ram)</td><td>113</td><td>1</td><td>96.09%</td><td>Grey</td><td>Solid</td><td>None</td><td>Post QR</td><td>QR Galahad</td><td>-</td><td>QR (Without)</td><td>-</td> </tr> <tr> <td>5800 Ram</td><td>3/16/23</td><td>Franchise ram lamb</td><td>112</td><td>2</td><td>91.81%</td><td>Grey</td><td>Solid</td><td>None</td><td>-</td><td>QR Inverloch (Bil)</td><td>-</td><td>QR Franchise</td><td>-</td> </tr> <tr> <td>50 Ram</td><td>3/17/23</td><td>BBF Benicia</td><td>119</td><td>1</td><td>94.34%</td><td>Solid</td><td>None</td><td>None</td><td>-</td><td>QR Galahad (Stamwe)</td><td>Alton</td><td>QR Honey 9024</td><td>-</td> </tr> <tr> <td>50 Ram</td><td>3/17/23</td><td>Benicia's ram lamb</td><td>120</td><td>2</td><td>94.41%</td><td>Solid</td><td>None</td><td>None</td><td>-</td><td>BBF Karma (Bil/Amer)</td><td>-</td><td>BBF Sonoma</td><td>-</td> </tr> <tr> <td>50 Ram</td><td>3/19/23</td><td>Sonoma's ram lamb</td><td>121</td><td>2</td><td>94.41%</td><td>Solid</td><td>None</td><td>None</td><td>-</td><td>BBF Karma (Bil/Amer)</td><td>-</td><td>BBF Sonoma</td><td>-</td> </tr> <tr> <td>50 Ewe</td><td>4/8/22</td><td>BBF Benicia (Beyns)</td><td>114</td><td>2</td><td>95.09%</td><td>Grey</td><td>Solid</td><td>None</td><td>QR</td><td>Lucia</td><td>3013</td><td>BBF Deyns 432</td><td>2494</td> </tr> </table>						5800 Ewe	2/15/28	BCI Rose 4787	615	4	92.97%	Grey	Solid	None	QR	BCI Gillie (Aron)	1444	BCI Deyns	439	5800 Ewe	2/22/29	JFC Ingrid #275	725	1	94.73%	Grey	Solid	None	-	BCI Gustie (Stamwe)	3536	BCI Deyns	440	5800 Ewe	4/22/29	CR Honey 2614	2614	2	92.97%	Grey	Solid	None	-	BCI Leah (Stamwe)	1469	CR (Stamwe)	1776	5800 Ram	3/15/23	BBF Irving (Bilfred ram)	113	1	96.09%	Grey	Solid	None	Post QR	QR Galahad	-	QR (Without)	-	5800 Ram	3/16/23	Franchise ram lamb	112	2	91.81%	Grey	Solid	None	-	QR Inverloch (Bil)	-	QR Franchise	-	50 Ram	3/17/23	BBF Benicia	119	1	94.34%	Solid	None	None	-	QR Galahad (Stamwe)	Alton	QR Honey 9024	-	50 Ram	3/17/23	Benicia's ram lamb	120	2	94.41%	Solid	None	None	-	BBF Karma (Bil/Amer)	-	BBF Sonoma	-	50 Ram	3/19/23	Sonoma's ram lamb	121	2	94.41%	Solid	None	None	-	BBF Karma (Bil/Amer)	-	BBF Sonoma	-	50 Ewe	4/8/22	BBF Benicia (Beyns)	114	2	95.09%	Grey	Solid	None	QR	Lucia	3013	BBF Deyns 432	2494	Delivery available TOTAL DUE AT PICKUP OR DELIVERY	
5800 Ewe	2/15/28	BCI Rose 4787	615	4	92.97%	Grey	Solid	None	QR	BCI Gillie (Aron)	1444	BCI Deyns	439																																																																																																																								
5800 Ewe	2/22/29	JFC Ingrid #275	725	1	94.73%	Grey	Solid	None	-	BCI Gustie (Stamwe)	3536	BCI Deyns	440																																																																																																																								
5800 Ewe	4/22/29	CR Honey 2614	2614	2	92.97%	Grey	Solid	None	-	BCI Leah (Stamwe)	1469	CR (Stamwe)	1776																																																																																																																								
5800 Ram	3/15/23	BBF Irving (Bilfred ram)	113	1	96.09%	Grey	Solid	None	Post QR	QR Galahad	-	QR (Without)	-																																																																																																																								
5800 Ram	3/16/23	Franchise ram lamb	112	2	91.81%	Grey	Solid	None	-	QR Inverloch (Bil)	-	QR Franchise	-																																																																																																																								
50 Ram	3/17/23	BBF Benicia	119	1	94.34%	Solid	None	None	-	QR Galahad (Stamwe)	Alton	QR Honey 9024	-																																																																																																																								
50 Ram	3/17/23	Benicia's ram lamb	120	2	94.41%	Solid	None	None	-	BBF Karma (Bil/Amer)	-	BBF Sonoma	-																																																																																																																								
50 Ram	3/19/23	Sonoma's ram lamb	121	2	94.41%	Solid	None	None	-	BBF Karma (Bil/Amer)	-	BBF Sonoma	-																																																																																																																								
50 Ewe	4/8/22	BBF Benicia (Beyns)	114	2	95.09%	Grey	Solid	None	QR	Lucia	3013	BBF Deyns 432	2494																																																																																																																								
To the Seller's knowledge, the sheep/lambs are healthy and free of communicable diseases. Reproductive parts of the sheep appear normal and healthy. All ewes proven great mothers. No udder issues to report. Health status to note: Rose overactive sebaceous/lanolin gland, Ingrid and Honey somewhat under-condition although gaining, Benicia is included as a meat prospect due to possible heightened susceptibility to parasites). Recent whole herd health testing from November 2022 (all clean for CL/OPP/Johnes) is available in our Biosecurity folder on the River Birch Farms Facebook page. No vaccines have been administered. All sheep wormed with Ivermectin prior to transport, unless buyer wishes different.																																																																																																																																					
This is to certify that Kirsten Simons sold to: <u>SAMPLE BUYER</u> the above listed livestock on <u>June 1, 2023</u> date. The livestock is free from all liens and debts and the stated details are true and correct. Livestock sold as is.																																																																																																																																					
SELLER'S SIGNATURE:				BUYER'S SIGNATURE:																																																																																																																																	

GOTLAND SHEEP BREEDERS ASSOCIATION OF NORTH AMERICA REGISTRATION/RECORDATION APPLICATION

Phone: 785-456-8500 • PO Box 231, 420A Lincoln - Wamego, KS 66547 • Fax: 785-456-8599

Kirsten Simons, River Birch Farms
 ADDRESS: 268B Tennessee Road, Winlock, WA 98596

Member # _____

OWNER (Owner of Dam at Time of Birth): **SAME AS ABOVE**
 ADDRESS: _____, City: _____, ST: _____, Zip: _____

Please mail completed Registration Applications along with the Work Order form to: GSBANA, PO Box 231, Wamego, KS 66547 or email to aregstry@gmail.com

Leave Blank For Office Use Only	1	2	3	4	5	6	7	8	9	10	11	12
Reg Rec'd On	Reg Rec'd On	Date of Birth	Sheep Name	Private Mark ID	Sex	Color	Pattern	Spots	Genotype	Sire Name	Dam Name	Transfer
	REG	R	1/20/23	BBF Houston	503	SI	97.25%	G	S	N	QR	Ervalia New Zylvestor
	REG	R	1/27/23	BBF Kant	510	TW	98.29%	G	S	N	QR	FFC Jetta
	REG	E	1/27/23	BBF Kilban	416	TW	98.29%	G	S	N	QR	FFC Jetta
	REG	E	1/28/23	BBF Benia	421	SI	96.48%	G	S	N	QR	EBD Rose

DATE: June 4, 2023 EVENING PHONE: 425-306-8560 E-Mail: riverbirchfarms@me.com

DAYTIME PHONE: 425-306-8560 FAX NUMBER: _____

SIGNATURE OF OWNER OF DAM (time of lambing): _____ COMMENTS: _____

SIGNATURE OF OWNER OF RAM (time of mating): _____

Applications completed by partnership must also bear signature of a person authorized to sign for account. Signature above represents: _____

The information here is correct to the best of my knowledge and belief

Other Paperwork

If available/requested, also provide:

- Biosecurity test results of sheep over 6 months of age, or for parents of lambs provided digitally or hard copy
- Health records - at a minimum, provide:
 - Date wormed and with what
 - Information about any extra care that sheep has needed
- If the animals were seen by a vet, have the travel certificate AKA Certificate of Veterinary Inspection (CVI) ready at the pickup date. Any additional biosecurity test result reports and vet records pertaining to the specific animal should be provided, also.

River Birch Farms
268 B Tennessee Road

Winlock, WA 98596

Submital Date: 06/17/22
Owner: Simons, Kirsten

Species: Domestic Sheep
Breed: Gotland sheep

Age:
Sex: Female

Case#: 2022-9305
Report Date: 06/23/22

Final Report:

Serology- Reported on 06/23/22 Authorized by Claire Burbick, Section Head

Please see Serology test interpretation comments at end of report

Sample	Animal	Caseous
1 A Serum	Blyse	Neg
2 A Serum	Jetta	Neg
3 A Serum	Alyssa	Neg
4 A Serum	Katt	Neg
5 A Serum	Tatra	Neg
6 A Serum	Ingrid	Neg
7 A Serum	Zastava	Neg
8 A Serum	Savannah	Neg
9 A Serum	Rose	Neg
10 A Serum	Moose	Neg

Johne's Disease by ELISA

Specimen	Animal	SP ratio	Result
1 A Blood, Clotted	Blyse	0.011	Negative
2 A Blood, Clotted	Jetta	0.011	Negative
3 A Blood, Clotted	Alyssa	0.004	Negative
4 A Blood, Clotted	Katt	0.003	Negative
5 A Blood, Clotted	Tatra	0.009	Negative
6 A Blood, Clotted	Ingrid	0.009	Negative
7 A Blood, Clotted	Zastava	0.017	Negative
8 A Blood, Clotted	Savannah	0.006	Negative
9 A Blood, Clotted			
10 A Blood, Clotted			

Washington Animal
This report contains
received this report

Washington State Department of Agriculture		OFFICIAL CERTIFICATE OF VETERINARY INSPECTION		91LA-162549r1				
PO Box 42577 Olympia, WA 98504-2577 (360) 902-1878		Please type or print all information						
Entry Permit: Name: Kirsten Simons		Inspection Date: 06/12/2023		Ship Date: 06/22/2023				
Address: 268 B Tennessee Rd Winlock, Washington 98596		Name: Black Sheep Gathering- Linn County Expo Center		Purpose of Movement: Exhibition/Show/Rodeo				
County: Lewis		Address: 3700 Knox Butte Road E. Albany, Oregon 97322		Transport Method: Truck				
Phone: (425) 308-8560		County: Linn		CARRIER Kirsten Simons				
Premises ID:		Phone: (503) 804-0014						
Mailing Address, if different from above:		Premises ID:						
Mailing Address, if different from above:		Mailing Address, if different from above:						
<p>SHIPPER/ORIGIN</p> <p>RECEIVER/DESTINATION</p>		<p>Herd/Flock Number:</p>		<p>Total Animals: 5</p>				
<p>ISSUE/STATUS</p> <p>CERTIFICATION</p> <p>STAMP</p>		<p>To the best of my knowledge the sheep listed on the certificate do not have symptoms of Scrapie, have no known exposure to scrapie infected animals, and are not the progeny of Scrapie infected animals.</p>		<p>CURRENT STATUS</p> <p>Brucellosis: Free</p> <p>Tuberculosis: Free</p> <p>Other:</p>				
<p>OWNER/AGENT</p> <p>SIGNATURE</p>		<p>"The animals in this shipment are those certified to and listed in this certificate."</p> <p>Date:</p>		<p>- Certificate is valid for 30 days from date of inspection -</p>				
<p>Signature:</p>		<p>I certify that I have inspected the above animal(s) and, except as noted, have found it (them) to be free of signs of infectious, contagious, or communicable disease. Each animal was tested, immunized, or treated as indicated; and to the best of my knowledge meets both state of destination and federal interstate movement regulations. No other warranty is made or implied. To the best of my knowledge, none has been exposed to rabies.</p>		<p>Certificate Issued:</p>				
<p>Signature:</p>		<p>Address: 15130 15th Ave S Spanaway, Washington 47906</p>		<p>6/12/2023 12:35:27 PM</p>				
<p>Digitally Signed By: Dillon Hensley</p>		<p>Phone: (317) 607-9375</p>		<p>Digitally signed by Dillon Hensley email: dillon_hensley@pathwayvet.com Date: 6/12/2023 12:35:27 PM</p>				
Row	Species	#	Head	Breed	Official ID / Other ID	Sex	Age	Tests / Vaccinations / Treatments
1	Sheep	1			WARBF 510	M	1 Year(s)	
2	Sheep	1		Gotland	WARBF #412	F	1 Year(s)	
3	Sheep	1		Gotland	WA3849 #0090 [SWF #90]	F	2 Year(s)	

BILL OF SALE FOR LIVESTOCK

SELLER'S INFORMATION															
Kirsten Simons / River Birch Farms															
268B Tennessee Road															
Winlock					WA				98596						
BUYER'S INFORMATION															
FIRST NAME					LAST NAME				PHONE						
ADDRESS															
CITY					STATE				ZIP CODE						
NUMBER OF LIVESTOCK	TYPE	BREED	COLOR	SEX	IDENTIFICATION	PRICE	AMOUNT PAID								
9	Sheep	Gotland	Various	Various	VARIOUS – See below										
Proposed list available first weekend in June 2023:								Delivery available							
\$	Ewe	2/15/18	EBG Rose 4767	615	4	92.97%	Grey	Solid	None	QR	RCF Gillis (Aron)	1444	RCF Devyn	439	TOTAL DUE AT PICKUP OR DELIVERY
\$	Ewe	2/2/20	FFC Ingrid #75	75	1	94.73%	Grey	Solid	None	-	RCF Gustav (Gannarve)	1516	RCF Daere	448	
\$	Ewe	4/22/19	OR Honey 9014	9014	2	92.97%	Grey	Solid	None	-	AI-SWE Lindholmen	1469	OR Ellamae 6029	1776	
\$	Ram	3/15/23	RBF Irving2 (Hiltrud ram)	513	2	96.09%	Grey	Solid	None	Poss QR	OR Galahad		OR Hiltrud		
\$	Ram	3/16/23	Francine ram lamb	512	2	96.50%	Grey	Solid	None	-	OR Jeremiah (Bla)		OR Francine		
\$	Ram	3/17/23	RBF Iconic	523	2	94.14%	Grey	Solid	None	-	OR Galahad (Skinnarve Allen)		OR Honey 9014		
\$	Ram	3/19/23	Sonoma's ram lamb	520	2	94.41%	Grey	Solid	None	-	RBF Karma (Bla/Amor)		RBF Sonoma		
\$	Ram	3/19/23	Sonoma's ram lamb	521	2	94.41%	Grey	Solid	None	-	RBF Karma (Bla/Amor)		RBF Sonoma		
\$	Ewe	4/6/22	RBF Benicia (Blysse)	246	2	96.09%	Grey	Solid	None	QR	Zvarta	3013	RBF Blysse #20	2496	
<p>To the Seller's knowledge, the sheep/lambs are healthy and free of communicable diseases. Reproductive parts of the sheep appear normal and healthy. All ewes proven great mothers. No udder issues to report. Health status to note: Rose overactive sebaceous/lanolin gland, Ingrid and Honey somewhat under-condition although gaining, Benicia is included as a meat prospect due to possible heightened susceptibility to parasites). Recent whole herd health testing from November 2022 (all clean for CL/OPP/Johnes) is available in our Biosecurity folder on the River Birch Farms Facebook page. No vaccines have been administered. All sheep wormed with Ivermectin prior to transport, unless buyer wishes different.</p>															
<p>This is to certify that Kirsten Simons sold to: _____SAMPLE BUYER_____ the above listed livestock on ___June 1, 2023___ date. The livestock is free from all liens and debts and the stated details are true and correct. Livestock sold as is.</p>															
SELLER'S SIGNATURE:				MAKE SURE TO SIGN				BUYER'S SIGNATURE:				MAKE SURE TO SIGN			

Sample Bill of Sale

- Create a templated bill of sale or written contract that details the rights and obligations for both parties.

GOTLAND SHEEP BREEDERS ASSOCIATION OF NORTH AMERICA WORK ORDER AND FEE SCHEDULE

Phone: 785-456-8500 • PO Box 231, 420A Lincoln - Wamego, KS 66547 • Fax: 785-456-8599 • Email: asregistry@gmail.com

Name _____ Membership# _____

Address _____ Website _____

City, State, Zip _____ Date _____

Phone # _____ Fax # _____ E-mail _____

Check one of the following:

- A. New Member Renewal
 B. Check Enclosed Paypal Payment to gotlandbreeders@gmail.com

	Quantity	Member Price		Total Cost
A. MEMBERSHIPS				
1. Junior (no voting privileges) (date of birth ____/____/____)		5.00	Please send Memberships with a Member Application to: GSBANA Treasurer Janella McCoy 87295 Green Hill Road Eugene, OR 97402	
2. Active (one vote per farm)		15.00		
3. Associate (no voting privileges)		10.00		
B. EWE/RAM REGISTRATIONS		8.00		
C. EWE/RAM RECORDING		5.00		
D. TRANSFER OF OWNERSHIP		5.00		
E. FOUNDATION SHEEP		5.00		
F. DUPLICATE CERTIFICATE		5.00		
G. CHANGES TO ANIMAL				
1. Reprint with Name or Ear Tag # Changed		5.00		
2. Change Name or Ear Tag #		5.00		
<i>(In accordance with general rules #7 & #8 on the GSBANA Instruction Sheet)</i>				
H. IMPORTED AI RAMS & IMPORTED ET SHEEP		15.00		
I. DUAL REGISTERED SHEEP		15.00		
<i>(AGSS registered without parents in the GSBANA database)</i>				
J. RUSH FEE (per each registration & transfer)		5.00		
K. EMERGENCY FAXES (per page - not including cover)		3.00	same	

L. SPECIAL HANDLING

	<i>Call to order. Must provide credit card number</i>
1. UPS Overnight Delivery _____	for direct payment to UPS same
2. Postal Overnight, USPS (two-three day delivery) _____	26.00 same
3. Priority Mail, USPS (four-five day delivery) _____	8.00 same

M. OTHER FEES _____

TOTAL FEES FROM ABOVE\$ _____

Previous Balance Due (please return invoice).....\$ _____

Previous Credit Due (please return invoice)\$ _____

TOTAL AMOUNT DUE\$ _____

PAYMENT BY CHECK # _____ OR PAYMENT BY PAYPAL # TO GOTLANDBREEDERS@GMAIL.COM _____

CREDIT CARD # _____

EXPIRATION DATE ON CARD _____ THREE DIGIT CODE ON BACK OF CARD _____

ZIP CODE OF BILLING ADDRESS _____ SIGNATURE OF CARDHOLDER _____

ALL CREDIT CARD TRANSACTIONS WILL BE CHARGED A 15 CENT TRANSACTION FEE AND A 3.5% CONVENIENCE FEE ON THE TOTAL AMOUNT

• ALL WORK requested MUST HAVE accompanying PAYMENT TO PROCESS •

Work Order

○ MAKE SURE TO SIGN

Important
 1. Type or Print Legibly
 2. Check your application for errors
 3. Proper fees must accompany all work

**GOTLAND SHEEP BREEDERS ASSOCIATION OF NORTH AMERICA
 REGISTRATION/RECORDATION APPLICATION**

Phone: 785-456-8500 • PO Box 231, 420A Lincoln - Wamego, KS 66547 • Fax: 785-456-8599

Please mail completed Registration Applications along with the Work Order form to:
 GSBANA, PO Box 231, Wamego, KS 66547
 or email to asregistry@gmail.com



Member # _____

BREEDER
 (Owner of Dam at Time of Mating) **Kirsten Simons, River Birch Farms**
 ADDRESS **268B Tennessee Road** CITY **Winlock** ST **WA** ZIP **98596**
 ST. OR RT. _____

OWNER
 (Owner of Dam at Time of Birth) **SAME AS ABOVE**
 ADDRESS _____ CITY _____ ST _____ ZIP _____
 ST. OR RT. _____

Leave Blank For Office Use Only	1 Reg/ Rec/Fdn	2 Sex	3 Date of Birth	4 Sheep Name	Private Flock ID	5 Birth Type	6 % Gotland	7 Appearance			8 Genotype (Optional)		9 Sire		10 Dam		Transfer	
								Color	Pattern	Spots	Codon 171	Color	Sire Name	Sire Registration # & Private Flock ID	Dam Name	Dam Registration # & Private Flock ID	Date of Sale	If sold, To Whom, Address & Member # if known
Sample	Reg	F	4/21/18	Huber	0926	Sg	95.3125	Br	S	N	QQ	BB/Bt	Hampus	18256 1861	Caroline	18257 1862		
	REG	R	1/30/23	RBF Houston	503	SI	97.25%	G	S	N	QQ		Ervalla New Zylvester	G3348	SWF #90	G2965	COMPLETE THIS SECTION FOR TRANSFERS	
	REG	R	1/27/23	RBF Kent	510	TW	98.29	G	S	N	QR		UK-David	G1036	FFC Jetta	G2750		
	REG	E	1/27/23	RBF Killeen	416	TW	98.29	G	S	N	QR		UK-David	G1036	FFC Jetta	G2750		
	REG	E	1/29/23	RBF Iberia	421	SI	96.48	G	S	N	QR		Ervalla New Zylvester	G3348	EBG Rose	G1633		

ATTENTION

- ONLY THE BREEDER CAN RECORD/REGISTER GOTLAND SHEEP.
- Must be a current member of GSBANA for any transaction.
- Registration vs Recording: at least 75% Gotland can be registered if they conform to the GSBANA standard.
- Fill in Color, Pattern, Spots & Genotype columns from lists on page 2.
- Sheep transferred at the same time as recorded/registered require fees for both transactions.
- Please sign as Dam or Sire Owner or Both.
- Please Check Work for Accuracy.
- After Completion, Please Keep a Copy of this Form in Your File.

DATE June 4, 2023 EVENING PHONE **425-306-8560** E-MAIL **riverbirchfarms@me.com**

DAYTIME PHONE 425-306-8560 FAX NUMBER _____

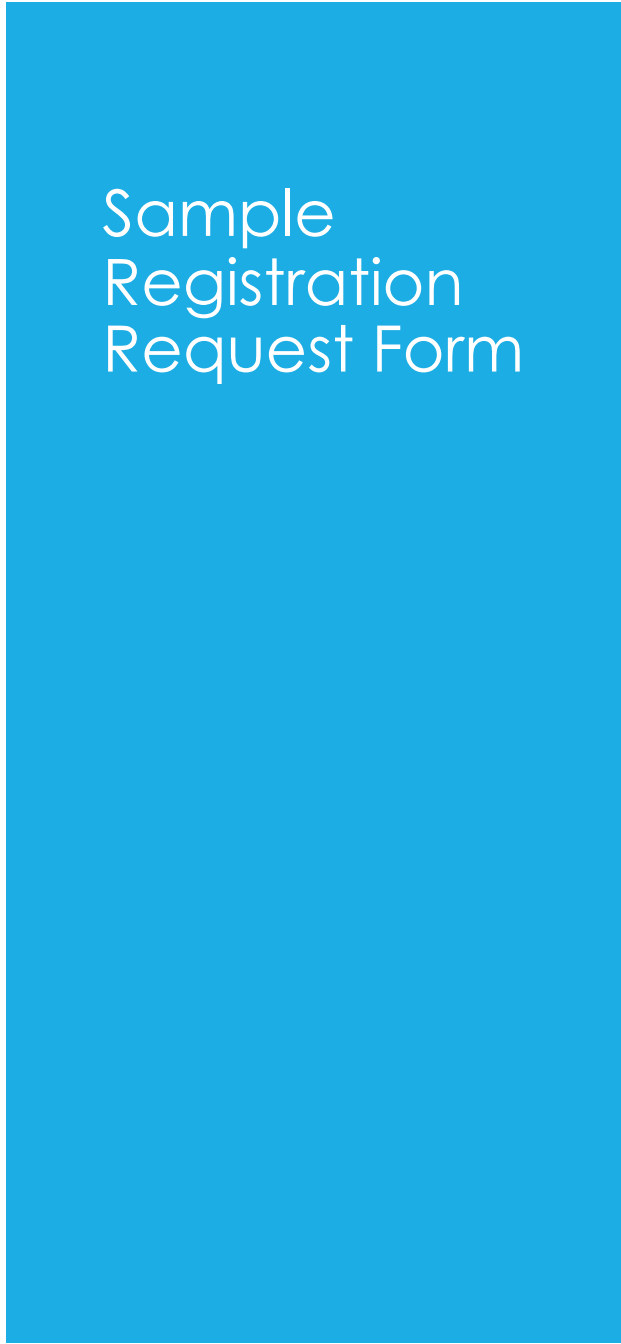
SIGNATURE OF OWNER OF DAM (time of lambing) _____ **MAKE SURE TO SIGN**

SIGNATURE OF OWNER OF RAM (time of mating) _____

Applications completed by partnership must also bear signature of a person authorized to sign for account.

Signature above represents:
updated 5-29-2020 "The information here is correct to the best of my knowledge and belief"

COMMENTS: _____ **ADD COMMENTS IF NEEDED**



Transportation

The deal is done. How do the sheep get to the new owner?

Buyers typically arrange for their own transport. In preferred order:

1. Buyer travels to pick up their sheep.
2. Seller delivers or meets buyer.
3. Transporter options:
 - Ask for recommendations from Seller
 - Monitor transport groups on Facebook
 - If needed, consider rideshare options with someone who would be willing and able to transport and posts on a site like Craigslist.



Sellers typically ensure the sheep are ready for the trip and can help to ease the transition:

1. Ensure the sheep are gathered and easy to access and load.
2. Be ready with paperwork.
3. Send enough feed for the trip and to transition them to the buyer's feed over the first few days.
4. Consider B Complex, Probios and electrolytes to help ease the stress of a trip.

After the sale

Continue to engage with your buyer:

- Check in to see that the sheep have arrived safe and sound.
- Mentor your buyers. Assist with questions as the sheep settle into their new home.
- If any issues arise after the sale, support your buyer.
 - Check what you have in writing.
 - Consider reputation.
- Bottom line: Do the right thing.

We want new Gotland sheep owners to have a great experience.



- Herd Metrics
- Evaluating Conformation and Structure in a Gotland Sheep
- Evaluating Gotland Curls
- Disease testing and Biosecurity
(will link when available)
- And much more!

**Don't miss all the latest in the
Members Learning Library on GSBANA.org!
Please contribute your perspective on these
topics in the GSBANA Business Group!**

Additional Content

Related to
Selling your
Gotland sheep

Kirsten Simons, CPTD (Chair)

Nansi Castillo, GSBANA President

Dr. Polly Matzinger, Ph.D.

Dr. Paula Byrne RN, DNP

Lacy Dalton

GSBANA Education Committee Members

We welcome other members to contribute to education for GSBANA members!
Together we are better!