

1 **Animals - Sale of Livestock**

2 Effective: Moved to Policy Library from ISU Surplus (Formerly Asset Recovery)

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4 Contact: [ISU Surplus](#)

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13 **Introduction**

14 In the course of its research and teaching activities, Iowa State University has ownership of various
15 species of livestock. This policy addresses the sale of livestock, not other animals or companion
16 animals as defined below. Guidelines for the sale or disposition of research animals and companion
17 animals are available from the Office of the Vice President for Research. When livestock has
18 become surplus to the institution, all livestock with commercial value is to be sold. This policy
19 provides guidance for appropriate livestock sales and describes sales that are prohibited to avoid
20 conflicts of interest.

21 **Policy Statement**

22 All sales of livestock must comply with this policy. Livestock which have been part of a research
23 study, teaching activities or extension/continuing education activities may only be sold if they pose
24 no threat to human or animal health and welfare as determined by the university's attending
25 veterinarian, the unit manager or the principal investigator consistent with the approval granted by
26 the Institutional Animal Care & Use Committee (IACUC). The unit manager or the principal
27 investigator shall contact the university's attending veterinarian or another licensed veterinarian to
28 obtain health certificates for sales to other than processors/packers. For all sales the names of all
29 purchasers (i.e., name, company), a justification of sale price, market documentation and any
30 conditions of sale must be maintained as a part of the unit's business records. ISU Surplus is
31 available to assist with sales or provide policy guidance.

32 **Definitions**

33 Livestock is defined as agricultural production animals, breeding stock or regular farm animals from
34 any of the following groups: beef cattle, dairy cattle, hogs, chickens, turkeys, goats, horses, and
35 sheep (ewes, lambs, rams) as included in the Controller's Department Livestock Inventory Report.
36 Animal is defined as all vertebrate animals owned by Iowa State University, including livestock.

37 Companion animal is defined as a dog, cat and other non-livestock vertebrate approved as
38 companion animals by the Office of the Vice President for Research, the appropriate dean, and the
39 director of ISU Surplus.

40 **Prohibited sales**

41 Prohibited sales of livestock include the following:

- 42 • Persons conducting livestock sales may not directly sell to themselves, other faculty and staff,
43 anyone else in or associated with their department, including students, family members,
44 business associates, or other parties which may be viewed as creating a conflict of interest.
- 45 • Sales to business associates or a business entity, where any ISU faculty or staff member is part
46 of a partnership or limited liability company are prohibited.
- 47 • Livestock is not to be sold to ISU employees, who fall outside the prohibited groups stated
48 above, unless the livestock is purchased at a public auction or through a written competitive bid
49 process conducted by ISU Surplus and the ISU employee is the highest bidder.
- 50 • With the exception of cull livestock, sales to brokers are prohibited unless this is the only
51 commercial outlet available. Before using a broker the unit manager or principal investigator is to
52 consult with the director of ISU Surplus.

53 Note, while not prohibited, use of ISU facilities to provide breeding/boarding services or short-term
54 animal care services for faculty, staff and students shall be provided at the same rates charged for
55 members of the general public.

56 **Sales**

57 Units shall utilize one or more of the following market sites to assist in determining market pricing as
58 appropriate:

- 59 • USDA Iowa Department of Agriculture Market News
- 60 • Iowa Department of Agriculture Marketing and Promotion
- 61 • Local livestock exchange reports

62 Sales shall be conducted as follows:

63 **Horse Unit**

64 Horses are to be sold at public auction or by private treaty. The unit manager or principal
65 investigator, in counsel with the herdsman of the unit, is responsible for pricing at competitive rates
66 in the industry.

67 **Sheep Unit**

68 Sheep are to be sold at public auction, by private treaty or to packers. The unit manager or principal
69 investigator is responsible, with counsel from the shepherd, for establishing prices of animals sold by
70 private treaty and for evaluating bids by packers.

71 **Swine Units**

72 Hogs, sows and boars are to be sold directly to packers on a grade and yield basis, unless the swine
73 can be sold for greater return as breeding stock. Cull animals are sold by contacting brokers or
74 buyers for prices. Prices are evaluated by the unit manager or principal investigator and staff
75 members with knowledge of market prices. In many cases, collection of carcass data is required for
76 research programs, thereby determining the marketing outlet.

77 Feeder pigs and excess breeding stock may also be sold at auction or by private treaty based on
78 highest anticipated return. The unit manager or principal investigator, with the counsel of staff
79 members, is responsible for establishing the selling price based on the current market.

80 **Dairy Units**

81 Excess dairy cows and calves deemed to be culls are to be sold at auction. Cows and calves with
82 value in excess of processor/packer market value are to be sold at public auction or by private treaty
83 based on prices established by the unit manager or principal investigator, with the counsel of staff
84 members. Prices are based on the current market. Day-old bull calves are to be sold at public
85 auction or by private treaty based on staff members' knowledge of sale barn prices.

86 **Beef Units**

87 Steers, heifers, cows, bulls and calves of above processor/packer market value are to be sold at
88 public auction or by private treaty. Prices for private treaty are established by the professors in
89 charge of the units, with the counsel of staff members, based on knowledge of the market. Other
90 beef animals are to be sold directly to packers on a grade and yield basis. The market outlet may be
91 determined by price, as well as the ability to obtain carcass data for research programs.

92 **Goats**

93 Goats are sold at public auction and by private treaty. The unit manager or principal investigator,
94 with the counsel of staff members and based on the market knowledge, is responsible for
95 establishing prices of animals sold by private treaty. If neither option is available, goats may be sold
96 by utilizing brokers.

97 **Chickens and Turkeys**

98 Chickens and turkeys are sold to packers/processors, as determined by the unit manager or
99 principal investigator, with the counsel of staff members and based on the market knowledge.

100 **Ag 450 Farm**

101 Livestock of all types are sold directly to packers on a grade and yield basis, when appropriate to
102 maximize return. Cull animals are sold by contacting brokers or buyers by telephone. Prices are
103 evaluated by student farm committees and/or the entire AgEdS 450 class, with final approval of the
104 sale given by the unit manager or professor in charge of the Ag 450 Farm. Carcass data for
105 evaluation purposes is often collected and may determine the marketing outlet.

106

107 **Resources**

108 **Links**

- 109 • [Central Stores - ISU Surplus](#)
- 110 • [Office for Responsible Research](#)
- 111 • [Institutional Animal Care and Use Committee \(IACUC\)](#)
- 112 • [Business Services](#)
- 113 • [Accounts Receivable](#)
- 114 • [Controller's Department](#)
- 115 • [Purchasing Department](#)
- 116 • [Animal Science](#)
- 117 • [College of Veterinary Medicine](#)
- 118 • [Veterinary Diagnostic and Production Animal Medicine \(VDPAM\)](#)
- 119 • [Animals - Sale of Livestock \[Policy in PDF with line numbers\]](#)