

# 1 **Animals - Sale of Livestock**

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

3 Reviewed and Updated: April 19, 2017

4 Contact: [Logistics and Support Services - ISU Surplus](#)

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## 13 **Introduction**

14 In the course of its research and teaching activities, Iowa State University has ownership of  
15 various species of livestock. This policy addresses the sale of livestock, not other animals or  
16 companion animals as defined below. Guidelines for the sale or disposition of research animals  
17 and companion animals are available from the Office of the Vice President for Research. When  
18 livestock has become surplus to the institution, all livestock with commercial value is to be sold.  
19 This policy provides guidance for appropriate livestock sales and describes sales that are  
20 prohibited to avoid 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  
24 pose no threat to human or animal health and welfare as determined by the university's  
25 attending veterinarian, the unit manager or the principal investigator consistent with the approval  
26 granted by the Institutional Animal Care & Use Committee (IACUC). The unit manager or the  
27 principal investigator shall contact the university's attending veterinarian or another licensed  
28 veterinarian to obtain health certificates for sales to other than processors/packers. For all sales  
29 the names of all purchasers (i.e., name, company), a justification of sale price, market  
30 documentation and any conditions of sale must be maintained as a part of the unit's business  
31 records. ISU Surplus is 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  
34 from any of the following groups: beef cattle, dairy cattle, hogs, chickens, turkeys, goats, horses,  
35 and sheep (ewes, lambs, rams) as included in the Controller's Department Livestock Inventory  
36 Report. Animal is defined as all vertebrate animals owned by Iowa State University, including  
37 livestock. Companion animal is defined as a dog, cat and other non-livestock vertebrate  
38 approved as companion animals by the Office of the Vice President for Research, the  
39 appropriate dean, and the director of ISU Surplus.

40

41 **Prohibited sales**

42 Prohibited sales of livestock include the following:

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

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

58 **Sales**

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

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

64 Sales shall be conducted as follows:

65 **Horse Unit**

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

69 **Sheep Unit**

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

73 **Swine Units**

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

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

82 **Dairy Units**

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

89 **Beef Units**

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

95 **Goats**

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

100 **Chickens and Turkeys**

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

103 **Ag 450 Farm**

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

109 **Resources**

110 **Links**

- 111 • [Logistics and Support Services - ISU Surplus](#)
- 112 • [Office for Responsible Research](#)
- 113 • [Institutional Animal Care and Use Committee \(IACUC\)](#)
- 114 • [Business Services](#)
- 115 • [Accounts Receivable](#)
- 116 • [Controller's Department](#)
- 117 • [Procurement Services](#)
- 118 • [Animal Science](#)
- 119 • [College of Veterinary Medicine](#)
- 120 • [Veterinary Diagnostic and Production Animal Medicine \(VDPAM\)](#)

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