



2020 STUD SALES WITH ELDERS

COVID-19 PROTOCOL GUIDELINES FOR ON-PROPERTY SALES

Under the current Covid-19 Restrictions, On-Property Sales can still be held using the following practices & restrictions. (As at 15th May – Subject to change with further Government Compliance Instruction).

The COVID-19 pandemic has changed much of our 'normal' lives. Gathering, as we usually do, will not be the same in the upcoming spring sales season, however distributing stud sires is essential to the food production chain! Elders is committed to keeping people's health and well-being in mind by practicing social distancing and proper hygiene, so please see below our recommendations & requests to move forward in our preparations for sale season with the correct precautions in place.

STUD PRE-SALE DISCUSSION

As we won't have Field Days and Shows to help promote our stud offerings this season, pre-sale activity to get information out to your buyers will be a must. We suggest the following options for your consideration:

- It is likely there will be more Pre-Sale requests this year so that buyers can select rams prior to sale day. We recommend having a plan in place on how you will conduct these inspections.
 - The Inspections will have to be conducted so that no more than 10 people are inspecting at one time. Allotted appointment times for clients is recommended to help control this.
- AuctionsPlus is a good option to consider, with information and catalogue details made available online for prior inspections, and sale day bidding able to be conducted remotely.
 - Talk to our Stud Stock Specialists & your Livestock Agent about functionality, pricing, & how your buyers might respond
 - Phone service is imperative for AuctionsPlus to work
- We recommend including special instructions/options for this year's sale in your client letter prior to sale day to prepare your clients for the changes. Included in this letter could be:
 - Notifying clients that a maximum of 2 people are allowed to represent one buyer (i.e. this is not a family outing).
 - Phone bidding is available as an alternative option through Agents or Classers.
 - Pre-registration through the conducting Agent & Auctionsplus is encouraged.
 - All people entering the property will be required to complete a 'COVID-19 Declaration' and will be refused entry if they do not meet the requirements of the declaration.

ELDERS RECOMMENDATIONS ON SALE DAY

- ✓ Vendor provides 'Covid-19 Declaration' (sample attached) to record attendees' name, address & phone number. This can be handed out on sale day ideally at the entry gate as vehicles enter the sale location so that attendees remain in their car while completing the declaration. The original should stay with the vendor as the controller of the property.
- ✓ Attendees should also be given 'Before You Come In' information sheet (sample attached) - person distributing these should wear gloves. (Some studs have offered to provide a new pen & small hand sanitiser to attendees upon arrival).
- ✓ All attendees (staff, vendors, buyers) to adhere to social distancing (1.5m apart) and proper hygiene practices, including no handshaking/hugging – Auctioneer to make this clear during announcements throughout sale day.
- ✓ Venue to provide hand-washing facilities.
- ✓ Strict food hygiene protocols must be followed including no self-service of food. Any food provided should be pre-packaged (ie. no urn & cake/biscuits). Only bottled water and cans available (it is recommended that drinks be consumed by a pre-wrapped straw).
- ✓ Buyers are encouraged to pre-register via phone with conducting Agent and Auctions Plus (if being used).
- ✓ Only 1 person at a time to be served at the registration desk if pre-registration has not been completed.
- ✓ Auctions are to be conducted in outside venues. Seating to be spread out to maintain 1.5 metres apart.
- ✓ We recommend that unfortunately a social gathering should not be held after the sale this year.

For further guidance on managing your Stud Sale this year, please contact any of the following Stud Stock team:

Stud Stock Specialists

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