



**New York Red Angus Association
Bull and Heifer Development Program and
“Right on Red” Sale Overview**



The New York State Red Angus Association is excited to announce nominations for the Bull and Heifer Development Program and Right on Red Sale are now being accepted for 2026-27. Consignors will have the opportunity to have their virgin bulls and heifers developed at the facilities of Erwindale Farm in Waterloo, New York. Bulls will be developed on a diet with a target Average Daily Gain of 3.5 lbs. per day, and females will be fed at a target gain of 2.0 lbs. per day. While at the development facility, cattle will be weighed approximately every 28 days, will have carcass ultrasound data collected, hoof and phenotype scores taken, and breeding soundness examinations (bulls only) will be completed. All breeds of cattle are welcome to participate.

It is important to understand cattle can just go through the development phase at Erwindale Farms and then return home. Cattle can also be developed at home and be consigned to the “Right on Red” Sale if they meet all sale criteria.

In conjunction with the development program, the “Right on Red” bull and female sale will be held on Saturday, April 17th, 2027 (One week earlier than last year). This sale offering will feature Registered Red Angus, Hereford, and Red Simmental bulls, registered Red Angus and Hereford females, as well as source verified commercial heifers which are at least 50% Red Angus or Hereford.

The “Right on Red” Sale will be held at RODMAN LOTT & SONS FARM, SENECA FALLS, NY on Saturday, April 17, 2027. Cattle in the development program designated for the sale will be clipped and have sale videos taken at Erwindale Farms. The “Right on Red” Sale is a video-based sale, meaning that cattle will not go through a ring.

Individual consignors can feel free to develop their own cattle and bring them to the sale location for display and sale purposes. Consignors who choose to develop their own sale lots will need to provide Sales Management with high quality photo and video, as well as any and all pertinent performance and breeding records. We strongly encourage breeders to have carcass ultrasound data for their sale lots, and all bulls must pass a breeding soundness evaluation (BSE) as defined by the Society for Theriogenology.

Why does the New York Red Angus Association want to assist with your bull and heifer development?

- To promote performance-evaluated bulls and heifers and serve as an educational tool to acquaint producers with their overall value.
 - To provide a common environment for evaluating young bulls and heifers for rate of gain, soundness, and body composition.
 - To aid beef producers in obtaining superior bulls that have been evaluated for growth, breeding and structural soundness, and carcass merit.
- * To promote the Premium Red Baldy and Black Baldy breeding program, which are designed to take advantage of hybrid vigor by maximizing the best traits of both Red/Black Angus and Hereford and providing commercial producers with premium replacement females.



ENTRANCE REQUIREMENTS



CONSIGNED CATTLE NOT MEETING THESE REQUIREMENTS WILL NOT BE ACCEPTED IN THE DEVELOPMENTAL EVALUATION

1. All seedstock producers are welcome to participate in the NYRAA Bull and Heifer Development Evaluation Program. Consignors must be paid members of the NY Red Angus Association and have their 2026-27 dues paid in advance.
2. Consignors should have a current Beef Quality Assurance (BQA) certification at the time of nomination. Training and certification are available at: www.bqa.org.
3. Eligible bulls can be either purebred or hybrid. (Red Angus, Red Simmental or Hereford influenced) Registered bulls must be registered in a national or international breed association and originate from a calf crop enrolled in that association's performance program. Consignors must be participating in an official herd performance program with weaning data reported to and processed by their breed association. Bulls must have a corresponding, legible, ear tattoo or brand. Hybrid bulls must be at least 50% Red Angus, Red Simmental or Hereford, and sire registration number must be provided.
4. Eligible heifers can be either purebred or hybrid. (Red Angus or Hereford influenced) Registered females must be registered in a national or international breed association and originate from a calf crop enrolled in that association's performance program. Consignors must be participating in an official herd performance program with weaning data reported to and processed by their breed association. Heifers must have a corresponding, legible, ear tattoo or brand. Hybrid females must be 50% Hereford or Red Angus, and sire registration number must be provided.
5. Bulls must be born between January 1, 2026 and April 15th, 2026 to be eligible for development. This year, all bulls, regardless of birthdate, will be initially penned based on weight and height to minimize social dominance issues. Bulls will be subject to checking dentition at any time. When a discrepancy appears to exist between the stated age and apparent age according to dentition, the NYRAA Sale Committee reserves the right to remove the bull from the evaluation.
6. A completed nomination form must be received electronically or postmarked by October 15th, 2026, along with the nomination fee for space reservation. The nomination fee will be credited toward the total evaluation cost.
7. Prior to receiving, all purebred bulls and heifers must have a DNA sample submitted for analysis through their respective breed association. The test must minimally verify sire parentage and generate genomic-enhanced EPDs. The sale committee recommends that hybrid heifers be sireverified through DNA, although this is not mandatory.
8. Registered bulls and females must not be a known or tested carrier of a lethal genetic defect. Nominated bulls that are identified as potential carriers (as identified by their respective breed association), for which there is a DNA test available, must be tested and verified free of the lethal allele prior to receiving.
9. Bulls and heifers must be treated for internal and external parasites with a broad-spectrum anthelmintic following removal from pasture, but no less than 14 days before delivery.



VACCINATION & HEALTH REQUIREMENTS



It is strongly suggested that each herd of origin be Beef Quality Assured (See Point 2 under Entrance Requirements). A key point in the BQA Program revolves around the Valid Veterinary Client Partnership. The following vaccine and management suggestions should be implemented in each herd with coordination with the herd veterinarian. Key points include: The practitioner and herd owner should be comfortable that the cattle are adequately vaccinated against the Bovine Respiratory Complex, that they are healthy and ready to be comingled with similarly managed cattle. The use of Endovac Beef in this type of protocol is recommended by most bull test and heifer development programs across the U.S. Additionally, the BVD PI negative test and Nasalgen3 PMH are non-negotiable health requirements for this program.

Assume cattle will be weaned on October 1, 2026 and delivery to Erwindale Farms will be November 7, 2026.

1. Bulls and heifers must be weaned a minimum of 21 days before delivery.
2. Bulls and heifers must be vaccinated and boosted for:
 - a) Infectious Bovine Rhinotracheitis (IBR)*
 - b) Bovine Viral Diarrhea (BVDV; types 1 & 2)*
 - c) Parainfluenza3, (PI3)*
 - d) Bovine Respiratory Syncytial Virus (BRSV)*
 - e) Mannheimia haemolytica (must contain “toxoid” or “leukotoxoid”)
 - f) Histophilus somni
 - g) Leptospira-five strains
 - h) Clostridial organisms-7 way (at minimum)
 - i) **See Item 4 for required health products to use and timeline to meet a-h.**
3. Bulls and heifers must test negative for BVDV prior to receiving. The test must be a virus detection test and not simply an antibody test. BVDV tests offered in combination with genomic testing are virus detection tests and are acceptable.
4. Specific vaccination usage and timeline (given weaning on 10/1 and delivery on 11/7):
 - a) **Submit ear notch samples or pooled blood samples for BVD PI testing to Cornell Diagnostic Lab through your veterinarian. BVD PI test in conjunction with Genomic testing is also acceptable.**
 - b) **While taking samples, submit samples for DNA testing to RAAA.**
 - c) **Around Sept 1st vaccinate calves with:**
 - i. **Bovilis Vision 7 Somnus with Spur.**
 - ii. **Bovilis Vista5 L5 SQ or BoviShield Gold FP L5 (both of these are MLV and available in 5, 10, or larger dose vials.**
 - iii. **Endovac Beef**
 - d) **Around Sept 21: Repeat doses of all the above.**
 - e) **Around Oct. 1: Weaning should take place.**
 - f) **Around Oct.21: Treat for internal and external parasites. Eprinex Pour on or Cydectin Pour on. Do not use generic treatments.**
 - g) **Around Oct 21: Nasalgen PMH intranasal vaccine.**



VACCINATION & HEALTH REQUIREMENTS



5. Bulls and heifers originating from herds outside New York must meet all current health requirements outlined above and those directed by New York State to enter the development facility. **Out of NYS cattle will need a certificate of Interstate Shipment from the herd Veterinarian and accompany the cattle to Erwindale Farms. (1908 County House Rd Waterloo, NY 13165)**
6. Bulls and heifers must be visually free of ringworm and warts.
7. Bulls and heifers will not be accepted at receiving if they are sick, have a poor disposition, or physical defect that may impair future reproductive performance, such as cryptorchidism, testicular hypoplasia, free martin (heifer born twin to a bull) or lameness. Scrotal palpation and measurement of bulls is recommended during on-farm preparation. Research shows bulls with small scrotal circumference measurements (19 – 22 cm post weaning) may not meet the 30 cm minimum at the time of the BSE.
8. All cattle must be tagged with official ID (840 EID tags) prior to arriving at the development station.

Consignors will be provided a form to record the prescribed treatments.

Health requirements developed by Yates Veterinary Services, PLLC. If you have questions about the suggested vaccination protocol please feel free to contact: Dr. Timothy J. Dennis, DVM, YATES VETERINARY SERVICE PLLC, 3550 Old County Road, Penn Yan, NY 14527 phone: (315) 536 2769 (home) or (315) 856 0183 (cell)

Or

**Dr. Steven Yousey, Somerset Veterinary Services, 1642 County Line Road, Lyndonville NY, 14098
Phone (716) 870-4819**



DEVELOPMENT INFORMATION



NOMINATION ACCEPTANCE AND FEE

There is no nomination fee for the bull and heifer development program. There is a \$100.00 nomination fee for all "Right on Red" Sale lots, which is due January 15th, 2027.

RECEIVING REQUIREMENTS

All cattle must have all the required forms (provided at acceptance) at receiving. These forms include

- A completed consignment receiving form.
- A completed health verification form.
- A copy of the breed registration papers or online registration page. The page must note that the EPDs are genomically enhanced or provide proof DNA has been submitted. Commercial heifers will need sire verification documentation and proof of DNA submission.
- A copy of the negative BVDV detection test.
- If applicable, a copy of DNA test results for lethal gene(s).

SCHEDULE

Eligible birth dates January 1st - April 15, 2026 (bulls)
January 1st - April 15, 2026 (heifers)

October 1st, 2026 All cattle Weaned on or before

October 15th, 2026 Nomination forms for development due to Lisa Kriese-Anderson

DNA submitted for Genetic Defects, Parentage, and a Negative BVDV test before receiving

November 7st, 2026 Receiving cattle for development program at Erwindale Farms (weigh and tag)

November 7- 21th, 2026 Feed transition period

November 21th, 2026 Start evaluation (Cattle weighed and used as starting point)

December 1st, 2026 Performance data due (BW, Adj. BW, WW, Adj. WW, ratios)

Dec. 12th, 2026 28 day weight

January 9th, 2026 56 day weight

January 15th, 2027 Sale Nomination form due to Lisa Kriese-Anderson for all cattle not in the



DEVELOPMENT INFORMATION



Development Program

January 30th – 31st Clipping for Pictures and Videos

February 6th, 2027 84 day weight

February 24th 2027 Ultrasound Data (Bonnie Bradford)

February 26th – 28th Catalog pictures (videos to be done first week of April)

March 1st – 6th Approximate date for Semen testing and BSE

March 6th, 2027 112 day (final) weight (FRIDAY)

March 6th Chappell sale

March 13th Keystone Elite Sale

March 27th Pleasant View Farms sale

April 3rd- 4th Sale catalog videos

April 17th, 2027 "Right on Red" Sale at RODMAN LOTT & SONS FARM, SENECA FALLS, NY

EVALUATION PROCEDURES

1. Cattle will be evaluated and developed at New York Red Angus Evaluation Program Station which is located at Erwindale Farms, 2061 County House Road, Waterloo, NY. **(Actual barn location)**
2. Cattle will be ear-tagged with identification that will be their Development Program Number.
3. Bulls will be divided into pens of approximately 25 head per pen based on incoming weight and height. Regardless of pen, all bulls will be fed an identical diet formulation.
4. Heifers will be divided into pens of approximately 25 head per pen based on incoming weight and height. Regardless of pen, all heifers will be fed an identical diet formulation.
5. Following station arrival, all cattle will receive a general examination for health and soundness, retreatment for control of external and internal parasites, and MLV booster vaccination for IBR, BVD, PI3, and BRSV.
6. Weights will be taken when the cattle arrive at Erwindale Farms. They will be allowed to acclimate for 2 weeks and an on-development weight taken. This weight will be used when calculating average daily gain (ADG) throughout the development period. Interim weights will be taken approximately every 28 days during the evaluation. The off-development weight will be taken after cattle have been on feed for 112 days.



DEVELOPMENT INFORMATION



7. Cattle will receive a total mixed ration. The diet composition will be formulated by Jason TenEyck and will be available to consignors on request. Heifers will primarily be developed on high quality forage TMR.
8. Veterinary service for any bull or heifer will be obtained when deemed necessary by the station manager. The consignor will be responsible for veterinary service fees and medication costs. Necropsy fees will be paid from the contingency fund if deemed necessary for herd health by the station manager.
9. All bulls and heifers in the development program will have ultrasound measurements of ribeye area, rib fat, rump fat, and intramuscular fat as part of the evaluation. Bonnie Bradford will be performing the Ultrasound service. Measurements will be taken in March, and data will be provided in the form of a sale supplement sheet.
10. All bulls will receive a complete breeding soundness exam (BSE) as defined by the Society for Theriogenology. Bulls not passing the BSE requirements will be ineligible for sale.

REMOVAL OF CONSIGNMENTS

Bulls and heifers must remain at the station for the duration of the 112-day evaluation. Consignments may not be removed from the evaluation without a release from the station's veterinarian, or consent of the NY Red Angus Sale Committee. Violation of this requirement by a consignor will forfeit future evaluation privileges. Station management reserves the right to request a consignor remove any consignment from the station because of health, disposition, or failure to meet requirements. Consignors will be responsible for all incurred costs while their cattle are at the development facility, including feed and overhead. All fees must be paid before consignments are released from the station.

COSTS AND PAYMENT

The anticipated development fees are being projected at \$3.90 per day for bulls, and \$3.30 per day for heifers. Market volatility could affect the cost of feed inputs, and any revision to this projected cost will be announced to the consignors by September 15th, 2026.

Sale cattle will be on feed for approximately 175 days. The projected feed cost for developing bulls will be approximately \$682.50. The projected feed cost for developing heifers will be approximately \$577.50. Consignors will be billed monthly directly from Erwindale Farms LLC. The total amount due is expected within 30 days of the invoice date. Overdue accounts are subject to a service charge of 2% per month.

Veterinary and medical costs, administered individually, will be charged to the respective consignment. All other evaluation costs (ex: ultrasound, clipping and sale preparation) will be equally divided on a per head basis. Sale expenses will be calculated as a percentage of the sale (or floor) price for consignments that qualify for the sale. Sale expenses will include an administrative fee (NYRAA) of 2.0% of the sale gross. The complete settlement will be made to consignors by NYRAA after deducting all evaluation and sale expenses from the sale receipts for each consignment.



DEVELOPMENT INFORMATION



LIABILITY

Professional veterinary service will be obtained, when necessary, but neither the development center managers, nor its designated veterinarians, nor member breed associations, nor the New York Red Angus Association, can be held liable in case of loss by fire, theft, injury, morbidity, or mortality of animals. Insurance is the owner's responsibility for his/her bull while at the station.

RECORDS PROVIDED

Evaluation data will be made publicly available online following each weigh period or in the sale catalog. Information summarized during the evaluation will include:

1. Initial, interim, and final weight, weight per day of age (WDA), and average daily gain (ADG)
2. Frame score, Final WDA ratio, and ADG ratio
3. Breeding soundness examination
4. Ultrasound fat thickness, ribeye area, and intramuscular fat data submitted to breed association for inclusion in carcass EPDs. Note that late March-born bulls and heifers may be too young to conform to breed association guidelines for calculation of ultrasound carcass EPDs.



SALE INFORMATION



SALE REQUIREMENTS FOR CATTLE IN DEVELOPMENT PROGRAM

1. Breeders who do not wish to sell their bulls or heifers must notify the station manager prior to the end of the 112-d official evaluation period.
2. Bulls must gain 2.0 lb./day or more and heifers must gain 1.0 lb./day or more during the evaluation, and pass evaluation of breeding soundness, disposition, and structural soundness including foot conformation. Only bulls and heifers with a foot angle score of 3 through 7 and a claw set score of 3 through 6 will be eligible for sale.
3. All bulls older than 18 months of age will require a Negative **TRICH** test 30 days before the sale
4. All consignments that are eligible and cataloged must sell through the sale on April 17, 2027. All non-sale consignments must be removed from the station by the end of this date.

SALE REQUIREMENTS FOR CATTLE DEVELOPED AT HOME

1. Birthdates for virgin bulls selling in the sale are September 1, 2025 to April 15, 2026.
2. Health, breeding soundness exam, DNA requirements for bulls are the same as outlined for bulls going through the development program at Erwindale Farms.
3. All bulls older than 18 months of age will require a Negative **TRICH** test 30 days before the sale
4. The following females are eligible for sale (Purebred Red Angus or Hereford, commercial females that are either Red Angus or Hereford sired)
 - a. Cow/Calf with Calf born prior to March 15th, 2027
 - b. Open Yearling Heifer
 - c. Bred Heifer
 - d. Fall Heifer Calf – born between September 1st and November 30th, 2026
 - e. Confirmed embryo pregnancy in a recipient female.
5. Health and DNA requirements for females are the same as outlined for heifers going through the development program at Erwindale Farms.
6. Additionally, embryos and semen are encouraged to be consigned.

SALE DAY INFORMATION

1. The 2027 Right on Red Sale will be managed by Blackbelt Cattle Marketing. Contact Jeremy May (334-341-0834) or Lisa Kriese-Anderson (334-539-2129) with specific sale questions.
2. All Sale cattle must arrive to RODMAN LOTT & SON FARMS (2973 NY-414, Seneca Falls, NY 13148) on Friday, April 16th, 2027 by 5:00 p.m. Those cattle at the Development Center will be transported to the sale barn by Erwindale Farms personnel.
5. Sale order will be determined by Black Belt Cattle Marketing. Factors which will affect the sale order can include: calving ease EPD, weaning weight EPD, yearling weight EPD, milk EPD, average daily gain during evaluation, weight per day of age, marbling EPD, and ribeye area EPD.
6. Bulls will sell first, followed by Semen, Embryo's and Females.
7. Cattle will not be run through a sale ring. Their videos will be displayed on large TVs in front of the auctioneer as well as on-line through the on-line sale provider. Bidders can bid on-line or in person.
8. Registration transfer within 30 days following the sale payment is the responsibility of the consignor. The final settlement can be deferred until bulls are transferred to their new owner.