

PROPER ORGANIZATION AND MANAGEMENT OF PEDIGREE CATTLE
AUCTION SALES IS A VITAL NECESSITY

Khalmirzayev Ozodbek Abdurasulovich

ADU researcher

ozodhalmirzaev@gmail.com

Abstract: This article discusses the auction sales of pedigree cattle organized in many countries of the world, projects for breeding pedigree cattle, their main goals, their role in international trade and economic relations, and large-scale work aimed at increasing the production of meat and dairy products. It also emphasizes that in order to organize auction sales of pedigree cattle in Uzbekistan, it is necessary, first of all, to breed pedigree cattle, breed them on local breeding farms through modern insemination, and organize work on the best offspring from the best offspring, as a result of which the economic and social benefits are observed.

Keywords: Auction, cattle, cow, bull, calf, heifer, auction, auctioneer, pedigree cattle, udder, livestock, auctioneer, breeding, embryo, biotechnology, seed, export.

Cattle auctions exist in many countries around the world, and they are mainly organized in the English style of auction, that is, in a method where prices increase from low to high. Here are some examples of these:

Cattle auction in the USA - auction trade involves buyers and sellers, as well as workers who control the process. Bulls, heifers, calves are sold there. The starting price of some cattle at auction starts at \$65. Some buyers buy cattle for meat, others for farming.

US, veal (veal) is sold for \$5-9 per pound (1 pound = 0.45 kg). In the US, it is possible to do business with cattle by buying them at auction and selling their meat¹.

Anyone who has ever seen an auctioneer perform an auction will never forget it. It is noteworthy that the speech rate of American auctioneers selling cattle is faster than that of all rappers. This method of rapid speech is called the auctioneer's chant and is used at most livestock auctions in the United States, a rhythmic chant that develops when it is necessary to sell animals as quickly as possible. Singing and a steady rhythm help the auctioneer to speak faster than normal speech. Singing creates a certain excitement, attracts the attention of the audience and makes the auction interesting. Each auctioneer has his own signature chant. Often it consists of a series of numbers mixed with words, giving buyers very little time to think between bets. Such a song impresses auction participants with its speed, expressiveness, and intelligibility of speech.

There are even championships among auctioneers. The auctioneer must sell as many animals as possible in a limited time. Thanks to their signature songs, they sell an average of 30 animals per hour. Some types of auctions go faster, with wholesale car auctioneers often selling 125-175 cars per hour, while leading tobacco auctioneers sell 500-600 lots per hour. Even native English speakers improve their translation skills by listening to recordings of auctioneers speaking².

A cow auction in Brazil has set a new record at an auction this year, selling for more than \$4 million, several times the previous record-holder. The Viatina-19 FIV Mara Moweis, weighing more than 800 kilograms, is more than twice the average adult of its breed. Viatina 19 is the result of decades of efforts to increase Brazil's beef cattle, Fox News reports. According to the

1 <https://yandex.ru/video/preview/3842974628028682470>

2 <https://www.ridus.ru/bystree-reperov--vedushie-aukcionov-po-prodazhe-skota-porazhayut-skorostyu-rechi-246762.html>

Guinness Book of World Records, Viatina 19 was sold in Aranda, in the state of São Paulo, for the equivalent of \$4.38 million.

Purebred cattle fetch high prices at auction, which is why wealthy ranchers are looking to expand their herds by breeding them. **They extract eggs and sperm from champion animals, create embryos and implant them into surrogate cows**, hoping they will produce the next best specimen. **"We don't kill the elite cattle, and ultimately, we feed the whole world"** Lorrani Martins, daughter of auction winner Pereira, told The Associated Press.

Pereira's daughter, Lorrani Martins, says **the value of cattle is tied to their ability to gain muscle quickly and in large quantities, as well as their fertility and how quickly they pass those traits on to their offspring**. Breeders also **value cattle for their strength and physical health, the strength of their hooves, their obedience, their maternal instincts and their appearance**. Those looking to improve the genetics of their livestock will pay about \$250,000 for the chance to get a single Viatina-19 egg.

Viatina-19 is currently in the strait and Pereira's company is waiting for potential buyers of the offspring. The cow's offspring have been sold to Bolivian buyers, and Pereira plans to export them to other countries, including the United Arab Emirates, India and the United States³.

Cattle Auction in Germany - the largest auction site for Holstein cattle is located in Osnabrück. Every month they offer a large selection of cattle with a reproductive performance guarantee certificate, which provides additional reliability to each buyer. The offer is complemented by a **certificate of cattle with genomic evaluation**. The average productivity of Holsteins is more than 30 liters per day. All animals are checked before the auction and are sold only after making sure that they are free of paratuberculosis, BHV1 and BVD diseases. On the day of the auction sale, all cattle are examined by a trusted veterinarian and the health of the cows' udders is monitored by a special test.

Since 1999, the OHG (Open Commercial Partnership) has been officially authorized to operate as a livestock organization in the entire German federal states of Lower Saxony, North Rhine-Westphalia, Bremen, Rhineland-Palatinate and Saarland, in addition to its core traditional activities, and thus also breeds Holstein cattle in the regions.

The database in Osnabrück, which is used to assess the breeding value of appearance, is particularly reliable. Since 1991, the OHG has been the only breeding organization in Germany. It classifies all first calves from all farms, regardless of their sire origin.

The auction sale of breeding cattle with 300-500 head of cattle at the Halle Gartlage exhibition center in Osnabrück is the largest platform for the sale of Holstein cattle in Germany. The event includes the continuous sale of Holstein heifers directly from breeding farms in Germany and abroad, the organization of the purchase of young bulls for domestic and export, and consulting services for purchasing companies on the organization of animal transport and transportation. For companies that are members of the partnership, sales consulting services are provided.

Direct export of sperm and embryos worldwide. Also, sales of sperm from Germany through agencies in the most important purchasing countries, delivering them to official stations and breeding farms.

OHG provides specialized consulting services on herd management issues. OHG's activities include selling related materials for artificial insemination, hygiene, udder care and animal health,

³ <https://pionerprodukt.by/our-articles/braziliya-s-aukciona-prodali-korovu-tyazhelovesa-za-4-mln-dollarov.html>

conducting seminars and study tours, organizing large-scale events for young livestock farmers, and organizing auctions⁴.

The 40th cattle auction organized by the MASTERRIND breeding company in Verden, Germany - the 40th auction for the sale of pedigree cattle was held on February 15 and 16, 2019. The auction was attended by breeders and guests from Germany, as well as Latvia, Estonia, Poland, Canada, Africa and other countries.

On the first day, the breeding bulls were evaluated and the best were awarded. In the evening, a traditional banquet was held on the event grounds, followed by an auction for the awarded bulls and quality heifers. The head of the large breeding cattle farm KOLUMBI in Latvia purchased an excellent prize-winning Limousin breed heifer of French descent.

At the beginning of the second day, an exhibition of young cattlemen was held, where they showed their best beef cattle. Throughout the day, an auction of pedigree bulls was held, in which 162 pedigree bulls were sold, of which 46 were Charolais, 53 were Limousin, 34 were Angus, and the rest belonged to the Blonde d'Aquitaine, Simmental, Galloway and Hereford breeds. The average price of one pedigree bull was 3183.0 euros. Charolais bulls were sold the fastest and most actively, and the most expensive was the reserve champion bull, which was sold for 6500 euros. Its owner is Rainer Murmann, one of the best Charolais breeders in Germany. Limousin bulls were also sold the fastest and most actively, and among the Limousin bulls, the Twistrigen bull, owned by Gernot Lingen, was sold for the most expensive - 7500 euros. Overall, the two-day auction organized by MASTERRIND was an informative and informative event, where you can see quality and excellent breeding bulls in one place. We would like to thank MASTERRIND for the opportunity to participate in the most important event of the year in the livestock industry, says one of the farmers, Dys Meldere⁵.

The Republic of Costa Rica (in Spanish, the rich coast) is one of the smallest countries in Central America. It is located on a narrow isthmus connecting the two continents of North and South America. The country is washed by the Pacific Ocean in the southwest and the Caribbean Sea in the northeast. The coastline stretches for 1,290 km, Costa Rica is a reserve state. The main attractions of the country are national parks, mountain and underwater caves, as well as waterfalls, beautiful mountain and river valleys, volcanoes. Protected natural areas occupy 27% of the country's territory. The standard of living in Costa Rica is one of the highest among Central American countries. The country is considered one of the safest and richest regions in Latin America. In Costa Rica, 3-5 thousand cattle are sold at auctions every week. The starting price of an animal is determined by its weight. On a special screen, kg. price for, how many kg does the cattle weigh. you can see how much the cattle started at and how much it was raised at the auction. The weight of an adult cow is about 300 kg. is. The amazing job of the auction organizer, that is, the auctioneer, is to see the speed and reaction of the auction participants, which is sometimes expressed by gestures that are completely imperceptible from the outside. During the auction, the cattle are driven through several corrals in a row and taken to the auction trading area, one of which is equipped with scales, on which the weight of the cattle is weighed and the public is informed on a scoreboard. Cattle are mainly bought by local cattlemen for their herd or meat⁶.

4 <https://www.ohg-genetic.de/ru/%d0%be-%d0%bd%d0%b0%d1%81/>

5 <https://kolumbi.lv/ru/novosti/40-j-aukcjon-plemennyh-bykov-v-germanii>

6 Auction Korov (sergeykovalchuk.ru)

Russian Bankruptcy Auctions – This is where mainly debtors' property is put up for auction and cattle are a good opportunity to buy at a price 75% below market value. The main goal of the project is to provide the user with a convenient automated search for auction lots and information about the lot, as well as offer various tools⁷.

The first auction of purebred cattle organized in the Chuvashia Republic of the Russian Federation - The most expensive heifer was sold for half a million rubles. The first All-Russian auction of pedigree animals was held in Chuvashia on July 12-13, 2024. The auction organizer, head of the CheboMilk farm, Sergey Anuchin, spoke about the idea and progress of preparations for this event in an interview with The DairyNews.

The first animal auction in the history of the North Kazakhstan region was held in March 2013 at the Mambetov and K LLC. According to it, 30 one-year-old bulls from Scottish Aberdeen-Angus cows imported from America were put up for auction. Anyone could buy an elite record-breaking bull of the Aberdeen Angus breed. The price per kilogram of live weight was about 1300 tenge, and the average weight of each bull was about 400-450 kilograms. However, the starting price for each head was individual. The auction was held at the Mambetov and K LLC in the village of Minkeser, Mamlyut district. Mambetov and K LLC has the status of a breeding breeder. As of 2013, the Aberdeen Angus cattle herd at the Mamlut farm exceeded 360 heads. By 2014, it is planned to increase the total number of animals to 540 heads. According to the director of the farm, the auction was held in the style of an English auction (price increase). “We did not set out to sell bulls at inflated prices. Our main goal is to hold an auction and show the population that today it is possible to buy pedigree cattle without leaving the region. The cattle have already adapted to our conditions, they were born and raised here,” Mishenev noted. Farms from several districts of the region intend to participate in ⁸the sale. Source: “News-Kazakhstan”.

Conclusion

In Uzbekistan, it is vital to organize auctions of genomically evaluated, pedigree cattle with a pedigree card. We can no longer develop geographically or in terms of the number of heads in Uzbekistan, the availability of land for growing fodder is limited. Today, we need to develop our livestock not in terms of quantity, but in terms of quality. To do this, we need to improve the quality of livestock, get the best heifers, the best bulls. At the same time, they need to be sold through auctions. This makes economic sense, and such a market does not exist in Uzbekistan today. Buying pedigree cattle from abroad may not always be economically profitable. Therefore, it is important to organize local pedigree farms with modern biological laboratories and specialists capable of breeding pedigree cattle. They should actually deal with embryos, for this they should provide the following services: washing, freezing and transplantation of embryos. Providing such services to other farms. This allows you to take embryos from the most productive heifers and transplant them into recipients (less productive animals), thereby obtaining a larger number of cattle with high genetic value. In vivo technology and In vitro technology are used in this area, which gives good results. Also, it is a modern requirement that they even offer embryo transplantation services at auction.

It is necessary to introduce electronic online auctions of livestock, which will be held online. The online and offline modes are not functionally the same — In the online mode, we only organize auction sales of our animals. In the offline mode, bringing animals from other farms is a serious

⁷ <https://tbankrot.ru/ss/%D0%9A%D0%BE%D1%80%D0%BE%D0%B2%D0%B0>

⁸ https://online.zakon.kz/Document/?doc_id=31346967&pos=7;-14#pos=7;-14

burden and is a very urgent security issue today. Animals must undergo quarantine so that they do not get sick and do not transmit infectious diseases, the quarantine period is 30-40 days, and this requires additional time and costs for organizing the sale. The offline auction is a thing of the past. For those who want to personally participate in the auction, they can sit at the stands, watch both the animals being raised on the breeding farm and those presented from other regions, and evaluate and buy the animals that will be exhibited online. All this is shown on a large screen. The auctioneer will be nearby, accepting bids online and determining who has made the highest bid. Online, they can also bid on animals exhibited by farms in other regions. To do this, the owner of the animal from another region, before the sale, provides the auction organizer with the necessary documentary evidence, photos and videos for each animal from another region that is being put up for auction online.

In conclusion, in Germany, Costa Rica, one of the smallest countries in Central America, and other countries, the type of auction sale of livestock, the date of the sale, is freely chosen by agreement between the auction organizer and the owner of the property. In Uzbekistan, Article 380 of the Civil Code clearly stipulates that an announcement must be made to the mass media 30 days before the auction sale. From the above world experience, it is known that applying this procedure to the secondary market, that is, to auction sales of personal and private livestock, does not give good results. It would be appropriate to leave the decision on choosing the type of auction sale and setting the date of the sale to the discretion of the owner of the property, since our constitution stipulates the inviolability of private property.

It would also be appropriate for our state to legally strengthen the rules and regulations for the optional use of one of the four auction formats that are widespread in the world.

In addition, there is a fixed income tax rate set by the state for auction organizers, which is set at 33%, which, given the new nature of the industry, can be an obstacle to its development. It is advisable to provide incentives for the initial years.

References :

1. Ayupov RH Fundamentals of the Digital Economy: Textbook, – T.: TMI, 2020. – 575 P.
2. Shodmonov Sh. Economic Theory: Textbook , – T.: “LESSON PRESS”, 2021. – 768 P.
3. Article 380 of the Civil Code of the Republic of Uzbekistan.
4. <https://yandex.ru/video/preview/3842974628028682470>
5. <https://www.ridus.ru/bystree-reperov--vedushie-aukcionov-po-prodazhe-skota-porazhayut-skorostyu-rechi-246762.html>
6. <https://pionerprodukt.by/our-articles/braziliya-s-aukciona-prodali-korovu-tyazhelovesya-za-4-mln-dollarov.html>
7. <https://www.ohg-genetic.de/ru/%d0%be-%d0%bd%d0%b0%d1%81/>
8. <https://kolumbi.lv/ru/novosti/40-j-aukcion-plemennih-bykov-v-germanii>
9. Auction Korov (sergeykovalchuk.ru)
10. <https://tbankrot.ru/ss/%D0%9A%D0%BE%D1%80%D0%BE%D0%B2%D0%B0>
11. DairyNews.ru
12. "Vserossiyskiy aukcion plemennykh jivotnykh — ne idea, a jiznennaya neobhodimost!" — Sergey Anuchin (dairynews.ru)
13. International News Agency "News-Kazakhstan" (www.newskaz.ru)
14. https://online.zakon.kz/Document/?doc_id=31346967&pos=7;-14#pos=7;-14