

Memo

ICA Bull Evaluation Program

To: 2008-09 ICA Prospective Consignors
From: Kellie Carolan, Seedstock Manager
Date: Sept. 1, 2009
Re: 2009-10 ICA BEP Reservation Information

Enclosed are the reservation forms for the 2009-10 ICA Bull Evaluation Program (BEP). As in past years, we give current consignors a **WINDOW OF OPPORTUNITY TO RESERVE SPACE** in the **three** tests and sale sites. This means **THE QUICKER THAT YOU GET YOUR FORMS IN; THE MORE ASSURED YOU WILL BE IN RECEIVING YOUR SITE OF CHOICE.**

Enclosures with this letter include:

- **Space Reservation Form** (Please fill out completely and return with your payment)
- **Postage paid envelope for your convenience**
- **2009-10 ICA Bull Evaluation Program Official Guidelines**
- **Sample Individual Bull Vaccination Form**

Please read over your 2009-10 ICA BEP Guidelines thoroughly. These guidelines should answer most of the questions you may have about the program for the upcoming year. At the summer committee meeting in July, the consignors chose to leave the testing guidelines the same for the coming year. Due to problems receiving registration papers in a timely manner, the registration paper deadline has been moved up to Dec. 15, 2009. **If registration papers arrive after Dec. 15, 2009, a \$100 per head late fee will be charged until Jan. 15, 2010. If registration papers are not in hand prior to Jan. 15, 2010, the bull will not be eligible for the sale. NO EXCEPTIONS!**

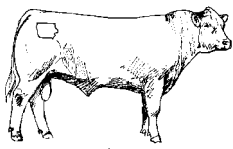
Furthermore, we had lively discussion on promotion ideas for this 25th anniversary year for the ICA bull sales. We have signs to hang in the sale barns, ideas for more press releases and plans to try to work with one of sale barn café, the local county cattlemen and the barn to put on a meal function at one of the sales this year.

We again are offering a division for composite bulls that are registered with their respective breed associations and a fall bull test, if numbers are sufficient. We have the opportunity to feed the fall bulls at Kirkwood Community College, just up the road from our Amana test station. This will allow us to have a group as small as 12 head of bulls for our fall test. The fall bulls would be testing for the Bloomfield sale. The composite yearlings could test for any of the sales, if numbers warrant.

If after reading over the 2009-10 ICA BEP Guidelines thoroughly, you have not found the answers to your questions; please feel free to contact me at 515-296-2266 or at 641-751-0737. After reservations have been confirmed, we will be sending you additional information to fill out and bring with the bulls on delivery day. *My goal is to have the Amana delivery confirmations sent on Sept. 25, 2009, and to have to Guthrie confirmations sent on Oct. 9, 2009.*

PLEASE REMEMBER TO HAVE YOUR VACCINATIONS TAKEN CARE OF AS THE CONFIRMATION MAY NOT BE IN YOUR HANDS BEFORE THE END OF THE VACCINATION DATES! All vaccination details are outlined in the guidelines and I have enclosed a sample vaccination form that you will need to have filled out for each bull on delivery day (forms will be sent with confirmation).

You will see on the reservation sheet, a line to indicate your second test location, if your first choice is full. If there is not enough space for your entries, I will be in contact with you as those arrive into the office. We are looking forward to receiving your reservation and seeing you in the program again this year!



IOWA CATTLEMEN'S ASSOCIATION BULL EVALUATION PROGRAM 2009-2010 GENERAL GUIDELINES

INTRODUCTION

The governing body of the Iowa Cattlemen's Association (ICA) Bull Evaluation Program (BEP) is the ICA Production Efficiency Committee (PEC). Each current consignor is a member of this ICA committee. The ICA Production Efficiency Committee develops all policy and formulation of BEP guidelines.

Throughout the course of ICA BEP season, many questions to problems or situations will invariably arise. And in most cases, the answers to these questions or situations will appear in this document. Please keep in mind, however, that the ICA BEP Guidelines are developed by the ICA PEC and serve as a roadmap for test and sale management to operate the ICA BEP.

TELEPHONE DIRECTORY

ICA STAFF: Kellie Carolan..... 515-296-2266(O) 515-296-2261 (F) 641-751-0737 (C)..... kellie@iabeef.org

CONSULTING VETERINARIAN:

Dr. Tom Ulrickson, Audubon-Manning Vet Clinic..... (712) 653-9460 (O)... (712) 653-3891 (F)

PEC CHAIRPERSON: Butch Neumeyer..... 319-448-4118 (H & F)

	AMANA I TEST	FALL BULL TEST
TEST LENGTH <i>(plus 21 day warm up)</i>	112 days	
ELIGIBILITY Weaned bulls born:	1/1/09 to 3/31/09	8/15/08 to 12/31/08
VACCINATION DATES	August 13, 2009 – Sept. 21, 2009	
DELIVERY DATE	Mon., Oct. 12, 2009 - 8 a.m. to 1 p.m.	
TEST LOCATION	Amana Farms John McGrath & Scottie Clubb 1300 220 th Trail, Amana, Iowa 52203 319-622-7551 (O)	Kirkwood Community College Tippie Beef Center Cedar Rapids, Iowa
DIRECTIONS TO TEST SITE	<p><i>From the west...exit I-80 at exit 216 (Co. Rd. V66) go ~9 mi. North through edge of Marengo to the T-intersection of Co. Rd. F15. Take F15 right/east to feedyard ~6 mi.</i></p> <p><i>From the east...exit I-80 at exit 225 (Hwy 151). Go ~6 mi. north, take a left on Hwy 6 for 3 mi., turn right on Hwy 220. Go north for ~2.2 mi. to F15. Take F15 left/west. Delivery site will be on the North side of road.</i></p> <p style="text-align: center;">Look for ICA test station sign.</p>	Delivery details & time will come with reservation confirmation.
SALE FACILITIES	Bloomfield Livestock , Hwy 63 North, Bloomfield, IA Ron, David & Phil Schooley, 641-664-2435	
SALE DATE	Mon., March 22, 2010 (6:30 p.m.)	

	GUTHRIE I TEST	GUTHRIE II TEST
TEST LENGTH <i>(plus 21 day warm up)</i>	113 days	122 days
ELIGIBILITY Weaned bulls born:	2/1/09 to 4/30/09	3/1/09 to 5/15/09
VACCINATION DATES	Sept. 10, 2009 – Oct. 19, 2009	
DELIVERY DATE	Mon., Nov. 9, 2009 - 8 a.m. to 3 p.m.	
TEST LOCATION	Van Meter Feedyard - Charlie, Eric & Matt VanMeter 2197 Chestnut Rd, Guthrie Center, Iowa 50115 641-747-3228 (O)	
DIRECTIONS TO TEST SITE	Located 13 mi. west, 1 mile north, and 1/2 mile east of Guthrie Center on Hwy 44. Look for blue signs on Hwy 44 to direct you. Look for the ICA test station sign.	
SALE FACILITIES	Dunlap Livestock , Hwy 30 W, Dunlap, IA Jim-Jon-Jay Schaben, 712-643-5761	Tama Livestock , Hwy 30 East, Tama, IA Dan & Jason Lakin, 641-484-3465
SALE DATE	Sat., April 17, 2010 (6:30 p.m.)	Fri., May 7, 2010 Heifers start at 6 p.m. with bulls to follow at approx. 6:30 p.m.

The ICA reserves the right to change the maximum number of bulls consigned per breeder to allow more breeders to participate or to fully utilize the breed space allotment. Breeds must have a minimum of six bulls to participate in the test. (I.e. six Simmental, six Charolais, six Gelbvieh Balancers, six Gelbvieh, six Angus, six percentage Simmental, etc.)

CONSIGNOR REQUIREMENTS

1. Each consignor may consign up to three bulls per breed per sale site, if space allows.
2. Must be a member of the Iowa Cattlemen's Association for 2010.
3. Provide complete pedigree information including actual birth weight, adjusted 205-day weight with ratio and health information on forms supplied by ICA. Consignor must provide a **signed** registration and EPD information no later than Dec. 15, 2009. **If registration papers arrive after Dec. 15, 2009, a \$100 per head late fee will be charged until Jan. 15, 2010. If registration papers are not in hand prior to Jan. 15, 2010, the bull will not be eligible for the sale!**
4. Provide assistance in marketing bull by submitting all information pertinent to the sale of the bull.
5. Deliver bulls between 8 a.m. and 1 p.m. for the Amana test station and 8 a.m. and 3 p.m. for the Guthrie test station on the designated delivery date.
6. If a consignor's bull did not make the sale, the bull must be picked up on the designated date. If arrangements have not been made with the Iowa Cattlemen's Association, the bull will go to slaughter.
7. Reserve pen space with a \$60 per bull reservation fee by Sept. 25, 2009, or until tests are filled.
8. Provide feed and yardage deposit of \$300 per bull on delivery to test location.
9. Participate in the bull insurance fund at the rate of \$15 per bull.
10. All bulls will be on a 30-day probation period to adapt to feedlot conditions. If a bull is unable to adapt, a notice will be sent to the consignor informing them of the problem. Consignors must either pick-up their bull to go home or they will be sent to market. Insurance becomes null and void 5 days after notification.

MINIMUM ENTRY REQUIREMENTS FOR BULLS:

1. Must be born within designated birth date limits of each test.
2. Must have a minimum weight per day of age of 2.5 pounds on arrival at the test. No shrink allowance or exceptions will be made.
3. Receive all mandatory vaccinations prior to or during the suggested vaccination dates.
4. Purebred bulls must be 75% or higher and out of a registered female. Bulls (purebred & composite) must be registered by Dec. 15, 2009 (see consignor requirements #3) in a beef breed association recognized by the National Records Association. Composite bulls need to have registration papers & meet the qualifications from their respective associations. Each type of composite bulls will be tested as their own breed contemporary group...not with the purebred bulls or against other composite types (Example: Gelbvieh Balancer bulls are one group and percentage Simmental is another.)
5. Bulls must arrive weaned for all test sites.

HEALTH AND VACCINATION REQUIREMENTS:

Bulls will be allowed to enter a test only upon meeting the following requirements and being so certified by a veterinarian on a health form to be provided.

1. Weaned at least 21 days before delivery to all test sites.
2. Vaccinated for the following at least 21 days but no more than 60 days before delivery (preferably a month before delivery):
 - ** BVD (Bovine Virus Diarrhea);
 - ** IBR (Infectious Bovine Rhinotracheitis);
 - ** PI3 (Para-Influenza 3);
 - ** Pasteurella - New Generation Vaccine;
 - ** Clostridium Chauvoeri, Septicum (Blackleg & Malignant Edema);
 - ** Haemophilus Somnus (Shipping Fever) - Somnugen; &
 - ** BRSV (Bovine Respiratory Syncytial Virus).
3. Have veterinarian check calf's scrotum at time of vaccination for any abnormalities.
4. Bulls originating outside Iowa must conform to official interstate health regulations. All bulls must have state health certificates upon delivery.
5. Treated for worms and grubs prior to delivery.
6. Free from evidence of warts, ringworm or mange.
7. All calves must be **dehorned and healed** prior to delivery. Horned bulls will not sell.
8. Bulls will receive the following booster shots at delivery to the test station, at the consignor's expense:
 - ** Killed BVD,
 - ** Nasal IBR,
 - ** Haemophilus Somnus,
 - ** BRSV,
 - ** Pasteurella,
 - ** Micotil, and
 - ** Dewormer
9. All bulls will be tested upon delivery for persistent BVDV (Bovine Viral Diarrhea Virus). A small ear notch will be taken on delivery day and sent in for testing. Any animal diagnosed as persistently infected with BVD will be confirmed with a second test and sent home should confirmation be obtained.

CONSIGNOR PROGRAM FEES:

1. \$60/bull must be received by Sept. 25, 2009, or until tests are filled. Reservation fees will be accepted on a first-postmark date basis until all tests are filled.

- \$300 per bull must be received at or prior to delivery of the bulls on Oct. 12 (Amana I Test & Fall Test) and Nov. 9 (Guthrie I Test & Guthrie III Test) as the feed and yardage deposit. Net amount due for all accepted bulls will equal \$315 per bull, which includes the \$15 per bull insurance premium. **PLEASE NOTE:** If in the event that feed and yardage deposits are exhausted by Feb. 1, an additional amount, not to exceed \$100 per head, maybe assessed and must be paid prior to the sale of the bull(s).

3. **Reservation and entry fees (\$60 per bull) are NOT refundable for bulls not delivered or bulls which fail to make the 2.5 pound weight per day of age requirements.**

OUT-OF-STATE CONSIGNORS

- \$160/bull must be received by Sept. 25, 2009, or until tests are filled on all bulls owned by consignors not residing in Iowa. \$100 is refunded for each bull meeting **all sale requirements**. \$60 of this amount is applied to entry fees.
- \$300 per bull must be received at or prior to delivery of the bull(s) on the above stated date as the feed and yardage deposit.

3. **Reservation fees are not refundable for bulls not delivered or bulls which fail to make the 2.5 pound per day of age requirement.**

PERFORMANCE GUIDELINES FOR ICA BULL SALES

- Bulls will be in competition within their breed group.
 - Minimum ADG ratio of 90.
 - Minimum 1,100 pound adjusted yearling weight.
 - Minimum 11.5 square inch ultrasound ribeye area measurement (for yearling bulls)
Minimum of 1 square inch ultrasound ribeye per hundred pounds of body weight (for the fall-born bulls)
 - Minimum 32-centimeter scrotal circumference measurement.
- All bulls qualifying for sale will have a reproductive soundness exam. Bulls with unsatisfactory semen will **not** be sold.
- A permanent sale selection committee will evaluate all sale eligible bulls and remove any unsound, unsuitable or bad disposition bulls from the sale group. This committee is authorized to make final decisions on any bull's inclusion in ICA sponsored sales using the above guidelines and market conditions. To help ensure the best sale outcome for the majority of participants, quality bulls will be emphasized.

FINAL INDEX

All sale bulls must meet the four minimum guidelines listed above. Those bulls (within the respective breeds) placing in the top two-thirds (2/3) (of all bulls starting the test) based on average daily gain will be eligible for sale. Sale order within breed will be based on a terminal index that is comprised by average daily gain; weight per day of age; weaning weight EPD; yearling weight EPD; marbling; and retail product. The following is the formula used for calculating the terminal index.

AVERAGE DAILY GAIN (30%) = ((Individual bull gain - Contemporary group average)/standard deviation*3)

WEIGHT PER DAY OF AGE (30%) = ((Individual bull WDA - Contemporary group average)/standard deviation*3)

WEANING WEIGHT EPD (10%) = ((Individual bull WWEPD - Contemporary group average WWEPD)/standard deviation)

YEARLING WEIGHT EPD (10%) = ((Individual bull YWEPD - Contemporary group average YWEPD)/standard deviation)

MARBLING SCORE (10%) = ((Individual bull % fat score - Contemporary group average)/standard deviation)

RETAIL PRODUCT (10%) = ((Individual bull retail product - Contemporary group average)/standard deviation)

RAW SCORE = Sum of individual standardized traits + 100

TERMINAL INDEX = ((Individual bull raw score - Contemporary group average)/Contemporary group average*100+100)

ICA BULL SALE PROCEDURES:

- Sale Charges – ICA will deduct 10% of the sale price of each bull to defray sale and supervisory costs. Bulls that are offered at the established floor price of \$1,200 and do not sell will be charged a 5% pass-out fee. Any consignor setting a higher floor price must pay full commission. *The entire bull will be sold unless the breeder specifies to ICA his/her intent to sell a breeding interest any time prior to the final off-test weight.* Please note the floor price of \$1,200 will be published in the catalog.
- The following will apply where interests are being sold or retained in sale bulls:
 - In the case where a semen interest only is offered for sale, the seller will provide the buyer opportunity to collect semen from the bull during the 60 days following the sale; A minimum of 500 vials of satisfactory semen will be available annually to the buyer. If the semen will not freeze and maintain viability, the purchase price will be refunded to the buyer.
 - In the case where a breeding interest is being retained by the seller, the seller will be given the opportunity to collect the bull annually at a time suitable to the buyer. A minimum of 500 vials of semen is to be available to the seller annually at his cost of collection.
 - Salvage value of the bull sells with possession.
- Consignor must provide registration papers and pay for registration and transfer of pedigree to buyer.
- Consignor will be charged feed and yardage for bulls left at the test station for a period of up to seven days after the sale date, after which all bulls left at the test station will be taken to slaughter.
- Any bull not qualifying for the sale or not sold in a sale and that the consignor wishes to take home must have all bills paid in full before the bull will be released.

FEEDER REQUIREMENTS:

1. Be directly responsible to consignor for care, health and well being of consigned bulls.
2. Receive, booster immunize, weigh and eartag calves on arrival.
3. Accustom calves to test ration until start of test.
4. Feed calves as specified by agreement between ICA and feeder. Work with nutrition specialists in monitoring rations.
5. Feed sale bulls on ICA-designated ration from end of test to sale date.
6. Individually weigh bulls:
 - a. Delivery 1
 - b. On-test 2
 - c. Interim Weights 1
 - d. Off-test 2
7. Be responsible for communication to ICA if a consigned bull becomes too ill or injured to continue the test and advise ICA when test termination should occur for a bull.
8. Provide ICA with a health report on sick bulls and invoice ICA for consignor's veterinary charges.
9. Provide ICA with a verified certificate of death if a consignor's bull dies during the test.
10. To not test bulls owned by himself, his immediate family or farm employees.

IOWA CATTLEMEN'S ASSOCIATION WILL:

1. Solicit bulls for test, assist in supervision of the test and in formulation of test and sale policies, authenticate the performance of the bulls tested, advertise and make payment to consignors for bulls sold.
2. Represent the consignor in allocating payment to the bull feeder for feeding the bulls as specified in a separate contract.
3. Refund money in full to consignor if enough entries have not been received for the test.
4. Refund unused portion of original deposit on bulls that die or have test terminated due to illness or injury.
5. Present awards to consignors of high ADG bulls prior to the start of the sale at each test.
6. **Provide payment of sale bulls within 30 days after the sale date.**

GENERAL CONSIDERATIONS:

1. Calves should be accustomed to consuming a grain ration, i.e.: 5-6 pounds of grain with forage.
2. Ration being fed at the test station will not exceed 0.62 Mcal of NEG per pound of dry matter during the test period.
3. Sale order will be based on a breed rotation determined by performance of each breed group. Consideration to number of bulls within a breed group is included in the sale order decision.
4. At least a breeding interest of every qualifying bull must be offered for sale.
5. Neither feeder nor ICA may be held liable for sickness or death loss of any bull.
6. Consignors must participate in the ICA bull test insurance fund at the rate of \$15/bull. This provides each bull with **coverage for mortality only** (see insurance item #2 below for details) while at the ICA bull test facilities. In the event claims exceed the total fund, the fund will be divided equally among claimants. **This fund does not apply to injured bulls.**
7. Bulls will have fat thickness, loin eye area and percent fat in ribeye measurements taken with ultrasound. This information and the percent retail product will be provided to potential buyers of bulls, which qualify, for the sale.
8. Pelvic area will be measured and reported at all ICA sales.

INSURANCE FUND PROGRAM:

1. Premium will be \$15 per head for coverage from the time of delivery until the bull is sold, delivered to packer or picked up by the consignor.
2. Coverage will be for death loss only while the animal is the responsibility of the feeder. Bulls are covered for \$1,200 per head through the day prior to the first day of off-test. From the first day of off-test until the pick-up or the ICA sales transaction, bulls are covered for \$1,500 per head. ***Claims will be paid at full coverage at the end of all tests run in that year unless claims exceed the amount in the fund in which case the fund will be divided equally among claimants but not to exceed set amounts per head.***
3. Any funds remaining after all claims are paid shall remain with ICA to be used to increase the fund for future years. In return for interest income on the fund, but not with the fund itself, ICA shall pay costs of post-mortem exams on dead animals.
4. Any animal noticeably sick or running a high temperature within 48 hours of arrival shall be covered for \$350 for the first 14 days or until recovered from the initial illness if illness is lingering. Notice will be given to consignors of animals showing illness immediately after delivery. Consignors losing a bull will be given results of the post-mortem exam and will have unused feed and yardage fees returned at the end of the test/sale period.

IF, AFTER THOROUGHLY READING THESE OFFICIAL GUIDELINES, YOU HAVE QUESTIONS REGARDING ANY OF THE INFORMATION CONTAINED HEREIN, PLEASE CONTACT THE ICA OFFICE AT 515-296-2266.

Date Received: (For office use)

SPACE RESERVATION FORM

(Please fill out completely-as this will be the name and information listed in the catalogs.)

CONSIGNOR: _____

FARM NAME: _____

ADDRESS: _____

CITY, STATE ZIP _____

HOME PH: _____ MOBILE PH: _____

FAX: _____ OFFICE PH: _____

E-MAIL: _____ WEB SITE: _____

LIMIT: 3 HEAD PER BREED PER CONSIGNOR PER TEST SITE

<u>TEST</u>	<u>#BULLS</u>	<u>BREED</u>	<u>SECOND CHOICE</u> (IF FIRST LOCATION IS FULL)
AMANA I: (YEARLING BULLS)			
SALE – BLOOMFIELD	_____	_____	_____
3-22-10	_____	_____	_____
FALL BULLS:			
SALE – BLOOMFIELD	_____	_____	_____
3-22-10	_____	_____	_____
GUTHRIE I:			
SALE – DUNLAP	_____	_____	_____
4-17-10	_____	_____	_____
GUTHRIE II:			
SALE – TAMA	_____	_____	_____
5-7-10	_____	_____	_____
PRIVATE:			
AMANA	_____	_____	
GUTHRIE	_____	_____	

TOTAL # BULLS	_____ head x	
	\$60.00 PER HEAD =	
TOTAL AMOUNT DUE ICA	-\$ _____	_____
	(Make check payable to ICA)	(Check #)

Your 2010 ICA membership dues must be paid to participate in the ICA Bull Evaluation Program. PLEASE ISSUE A SEPARATE CHECK FOR YOUR MEMBERSHIP.

I want to assure press releases on the program are getting to the appropriate local papers. Please list 2 or 3 of your local papers in which you would like releases sent.

<i>Newspaper Name</i>	<i>City of Publication</i>
1. _____	_____
2. _____	_____
3. _____	_____