



### CONSIGNOR REQUIREMENTS

1. Must be a member of the Iowa Cattlemen's Association for 2020.
2. Provide complete pedigree information including actual birth weight, birth date and health information on forms supplied by ICA.
3. Provide assistance in marketing heifers by submitting all information pertinent to the sale of the heifers.
4. Deliver heifers between **9 AM and noon** on the designated delivery dates.
5. If a consignor's heifer(s) do not make the sale, they must be picked up on the designated date.
6. Reserve pen space with a \$15 per head (minimum of 3 head) reservation fee by September 15, 2020.
7. Provide feed and yardage deposit of \$125 per head upon delivery to test location.
8. A \$5 per head fee to go towards a promotional fund.

### MINIMUM ENTRY REQUIREMENTS

1. Must be born within designated birth date limits - January 1 - May 15, 2018.
2. Must be within lot age range parameter of 60 days.
3. Must have a minimum weight per day of age of 2.0 pounds per day on arrival at the test site. No shrink allowance or exceptions will be made.
4. Must have received all mandatory green tag and calfhood vaccinations prior to delivery.
5. Must have implant history recorded on heifers and provide this information upon delivery to the test site.
6. Must be open heifers to participate. **No bred heifers will be allowed.**
7. Minimum lot size of three head to participate.
8. Heifers must be polled or dehorned to participate.
9. All cattle that are potential carriers by pedigree will be tested for known genetic defects such as AM, NH, CA & DD. Carriers will be listed as such in the catalog and DDA (affected) cattle will not be eligible to sell in an ICA sale.

### HEALTH AND VACCINATION REQUIREMENTS

1. **Weaned at least 30 days before delivery.**
2. Heifers must be calfhood (brucellosis) vaccinated prior to delivery. Brucellosis vaccination must be done between 4 and 10 months of age and preferably at least three weeks prior to delivery.
3. **Vaccinated with two rounds of the following with the second round being no less than 14 days prior to 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)
4. Heifers originating outside Iowa must conform to official interstate health regulations. All heifers must have official state health certificates upon delivery.
5. Treated for worms, lice and grubs prior to delivery.
6. Free from evidence of warts, ringworm or mange.
7. All calves must be polled or dehorned and healed.
8. Heifers will receive the following booster shots at delivery to the test station, at the consignor's expense:
  - \*\* Modified Live BVD
  - \*\* Nasal IBR
  - \*\* Haemophilus Somnus
  - \*\* BRSV
  - \*\* Pasteurella
  - \*\* Dewormer

9. **Calfhood vaccination tattoos will be examined on arrival to verify they are legible.**

### CONSIGNOR PROGRAM FEES

1. \$15 per head (minimum of 3 head) must be received prior to October 1, 2019, or until test is filled. Reservation fees will be accepted on a first-postmark date basis until the test is filled.
2. A total of \$130 per heifer must be received at or prior to delivery of the heifers on delivery dates listed above, as the feed and yardage deposit/insurance premium (\$125 feed/yardage and \$5 promotion). **PLEASE NOTE:** If in the event that feed and yardage deposits are exhausted by February 1, an additional amount, not to exceed \$100 per head, may be assessed and will need to be paid prior to the sale of the heifer(s).

3. **Reservation fees are not refundable for heifers not delivered or which fail to make the 2.0 pound weight per day of age requirement.**

## PERFORMANCE GUIDELINES FOR ICA REPLACEMENT HEIFER SALE

1. Heifers will be selected on the following guidelines:
  - a) Successful reproduction exam.
  - b) Minimum adjusted pelvic measurement based on chart of minimum calf weight.
  - c) Performance reported on each heifer:
    - Ultrasound measurements on ribeye area, backfat and marbling.
  - d) Structural correctness.
  - e) EPD's reported on individual heifers when available. Sire EPDs will also be reported when available.
  - f) Disposition.
  - g) Frame Score – **maximum of 8.0.**
  - h) Open heifers only will be allowed to be sold.
  - i) Adjusted yearling weight **minimum of 730 pounds.**
2. A permanent sale selection committee will evaluate all sale eligible heifers and remove any unsound, unsuitable or bad disposition heifers from the sale group. This committee is authorized to make final decisions on any heifer's inclusion in ICA sponsored sale using the above guidelines and market conditions. To help ensure the best sale outcome for the majority of participants, quality heifers will be emphasized.

## ICA REPLACEMENT HEIFER SALE PROCEDURES

1. **Sale charges – ICA will deduct 5% of the sale price of each pen of heifers to defray sale and supervisory costs. Heifers that are offered at the established floor price of \$1,100 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 heifer 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.**
2. Consignor will be charged feed and yardage for heifers left at the test station for a period of up to seven (7) days after the sale date, after which all heifers left at the test station will be taken to slaughter.
3. Any heifer 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 heifer will be released.

## FEEDER REQUIREMENTS

1. Be directly responsible to consignor for care, health and well being of consigned heifers.
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 and work with nutrition specialists in monitoring rations.
5. Individually weigh heifers at delivery, twice while on test and twice off test.
6. Be responsible for communication to ICA if a consigned heifer becomes too ill or injured to continue the test and advise ICA when test termination should occur for a heifer.
7. Provide ICA with a health report on sick heifers and invoice ICA for consignor's veterinary charges.
8. Provide ICA with a verified certificate of death if a consignor's heifer dies during the test period.

## IOWA CATTLEMEN'S ASSOCIATION WILL

1. Solicit heifers for test, assist in supervision of the test and in formulation of test and sale policies, authenticate the performance of the heifers tested, advertise and make payment to consignors for heifers sold.
2. Represent the consignor in allocating payment to the heifer feeder for feeding the heifers 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 feed deposit on heifers that die or have test terminated due to illness or injury.
5. Provide payment of sale/slaughter heifers 30 days after the sale date.

## INSURANCE COVERAGE AVAILABILITY

1. Livestock Mortality Insurance will be available through Jeanne Conover, Conover Auction Service, Baxter, IA. Jeanne is a licensed agent with American Live Stock Insurance Company, a division of Markel Inc. You can insure your bulls at 4% for a six month period, with a minimum value of \$1,000. This will cover death loss of the animal, paying full price, with no deductible. The policy will be issued to Iowa Cattlemen's Association and they will be responsible for issuance of funds to the producer, less any test costs incurred before time of death.
2. This is not mandatory to participate, but highly encouraged.