



Alabama Beef Cattle Improvement Association

40 County Road 756 • Clanton, AL 35045 • 205-646-0115

January 6, 2017

Dear Eastern Elite BCIA Bred Heifer Sale Consignors:

Alabama BCIA will again offer a marketing opportunity to BCIA cattle producers through the **2017 Eastern Elite BCIA Genetic Verified Bred Heifer Sale scheduled to be held on Saturday, May 13, 2017 at Clay Co. Stockyard in Ashland at 11 AM.** The 2017 Eastern Elite BCIA Genetic Verified Bred Heifer Sale is structured to market bred heifers calving from mid-August to mid-December 2017 with breeding dates of November 1, 2016 to March 1, 2017. A complete list of nomination guidelines and forms are enclosed.

The entry deadline to nominate bred heifers for this year's sale is February 15, 2017. This entry deadline will be firmly ENFORCED to be able finalize plans to conduct the 2017 sale. Due to drought conditions this past year, low planning meeting attendance and low response to the planning survey, nominations must be submitted by February 15 to be able to move forward to hold the 2017 sale.

Heifers must be sired by a properly registered bull (or bulls in multi-sire breeding). The registration number of the bull (or bulls) must be provided at consignment to the sale. Groups of heifers are encouraged for consignment. Heifers should be vaccinated and boosted for 7-way blackleg (Clostridial diseases), 5-way Leptospirosis + Vibriosis, and IBR-PI3-BVD-BRSV (respiratory complex). Bred heifers must weigh at least 750 lbs. at delivery. Bred heifers will be guaranteed bred (at a minimum of 60 days) at sale time with documentation from a veterinarian at delivery. A properly registered service sire (or sires) and the registration number of the service sire (or sires) of bred heifers must be provided at consignment to the sale. Low birth weight, calving ease service sires are highly recommended. Please review the guidelines enclosed for more details and requirements.

Enclosed are the guidelines for this sale opportunity with a nomination form to complete to participate. If you are interested in participating, please return the completed nomination form and a \$25.00/heifer nomination fee BY FEBRUARY 15, 2017. If plans are finalized to move forward with the 2017 sale, final heifer data can be submitted and must be submitted by April 1, 2017.

For more information, please contact Sarah Dickinson, Animal Science Regional Extension Agent, at (256) 825-1050 office or (256) 537-0024 cell or Michelle Elmore, Extension Animal Scientist/Beef Cattle Improvement, at (205) 646-0115 office or (205) 287-1080 cell.

Sincerely,

Michelle F. Elmore
Extension Animal Scientist/Beef Cattle Improvement

Alabama BCIA “Eastern Elite” Genetic Verified Bred Commercial Heifer Sale Guidelines
Source, Age, and Genetic Verified
May 13, 2017 at the Clay Co. Stockyard, Ashland

1. Consignors must be an active member of Alabama BCIA. All heifers will be visually evaluated and screened by the sale committee for overall quality, structural soundness, conformation, muscling, growth and disposition. Heifers that are found to be unsound, of bad disposition or do not meet BCIA standards for conformation or growth will not sell in the best interest of the sale event.
2. Heifers must be born on the consignor’s farm as the initial point of origin.
3. Heifers must have never, at any time, been implanted with any growth stimulant.
4. Heifers must be sired by a properly registered bull that is transferred to the owner of the heifers. The registration number of the bull or bulls must be provided at consignment to the sale.
 - a. For AI sires, a receipt from the purchase of the semen and the registration # of the sire is required. If semen resulted from collection of a bull owned by the consignor, proof of semen collection of the bull is required.
 - b. For a leased herd sire, a statement for the owner of the bull including the dates of lease and the registration # of the bull is required.
 - c. Heifer calves resulting from the purchase of bred heifers will require a statement from the original owner or breeder of the bred heifer that will include the service sires registration #, breeding dates, and proof of sale to the consignor.
5. Bred heifers will be guaranteed bred (at a minimum of 60 days of pregnancy) at sale time with documentation from a veterinarian at delivery to the sale site.
6. A breeding date or date range and the resulting projected calving date range will be required for each bred heifer. The specific breeding and calving date range will be set by sale date. For the May 13, 2017 sale date, bred heifers should be projected to calve from mid-August to mid-December 2017 with breeding dates of November 1, 2016 to March 1, 2017.
7. A properly registered service sire that is transferred to the owner of the heifers and the registration number of the service sire (or sires) of the bred heifer(s) must be provided at consignment to the sale. For AI sires, a receipt from the purchase of the semen and the registration # of the sire is required. If semen resulted from collection of a bull owned by the consignor, proof of semen collection of the bull is required. For a leased service sire, a statement for the owner of the bull including the dates of lease and the registration # of the bull is required. Low birth weight, calving ease service sires are highly recommended.
8. Group age must be documented (age of the oldest and youngest heifer in the sale group must be provided.) Heifers should be within an age range of no more than 90 days of age. Groups of heifers are encouraged for consignment. Bred heifers should be arranged in pens of 3 to 5 head as uniformly as possible by weight, size, breed type, service sire and projected calving dates.
9. A **minimum** average weight of 750 lbs. is required at delivery for all bred heifers. This average weight will be collected on all bred heifer consignments by each consignor.
10. All heifers must be presented to the sale site with official animal identification as defined by the Alabama Department of Agriculture and Industries in accordance with Animal Disease Traceability Rule 80-3-6-.40 to be eligible for participation in this sale event. Animal identification will be verified to be in place for each heifer by the sale staff.
11. Vaccinations and best management practices recommended will be the following:
 - a. 7-way Blackleg (Clostridial diseases)
 - b. 5-way Leptospirosis - Vibriosis
 - c. IBR-PI3-BVD-BRSV
 - d. Heifers must be treated for internal and external parasites prior to the sale as a best management practice.

The above vaccines should be given twice (a primary and booster) in accordance with the specific vaccine label directions or within a veterinarian-client relationship in accordance with Beef Quality Assurance (BQA) guidelines. Suggested vaccination protocols include either by: Program A: Primary vaccination 3-4 weeks before weaning and a Booster vaccination at weaning or Program B: Primary vaccination at weaning and followed by a Booster vaccination. An additional third vaccination of these listed vaccines is highly recommended 30-45 days prior to breeding.

12. An Official Calf hood Brucellosis vaccination (OCV) is recommended but not required.
13. A nomination fee of \$25.00 per bred heifer will be required with the nomination form due by February 15, 2017. Nomination fees will be refunded by the sale consignor's check, provided each bred heifer is delivered to the sale and is sold in the respective sale.
14. Sales Expenses: A projected total commission for a stand-alone sale event should be between 5-7% commission, which will include 2% commission for BCIA, 1% for auctioneer expenses and the remaining cost for specific sales expenses such as facility rental, advertising, catalog printing/ mailing, ring men services, national and state beef check off fees and any other labor services need to conduct the sale.
15. Sale Order: Sale order will be determined using the following information. Bred heifers should be arranged in pens of 3 to 5 head as uniformly as possible by weight, size, breed type, service sire and projected calving dates to be presented by pen group with a single buyer's pick option. Overall quality, structural soundness, conformation, muscling, growth and disposition will factor into sale order in the best interest of the sale event. Heifers that are found to be unsound, of bad disposition or do not meet BCIA standards for conformation or growth will not sell. The sale coordinator will develop the sale order based on these factors and to allow for rotation of lots from each consignor.

Alabama BCIA "Eastern Elite" Genetic Verified Heifer Sale Nomination Form –Page 2

- Are these heifers sired or bred by natural (or pasture exposed) or an AI breeding program?

If AI sired, please include a receipt of the semen purchase or semen collection with this form.
- Are these heifers sired or bred to a bull(s) you leased? _____
If so, please include a statement from the owner of the bull detailing the dates of your lease and the registration # of the bull(s) in question.
- Did these heifers result from purchasing a bred heifer? _____
If so, please include a statement from the original owner of the bred heifer that includes the service sire(s) registration number, breeding dates, and proof of sale.
- Have the heifers been treated for internal/external parasites & vaccinated and boosted for 7-Way Blackleg, 5-way Leptospirosis & the respiratory complex IBR-PI3-BVD-BRSV? _____
- Please confirm that none of the heifers have ever been implanted with any growth stimulants. _____
- **Note: Official animal identification, as defined by the Alabama Department of Agriculture and Industries in accordance with Animal Disease Traceability Rule 80-3-6-.40, must be in place at delivery to the sale site for each heifer to be eligible for participation in this sale event and will be verified to be in place.**
- **Note: Documentation of pregnancy status from a veterinarian is required for bred heifers at sale delivery! Heifers must be at least 60 days bred at sale delivery & projected to calve from mid-August to mid-December, 2017.**
- Please provide any additional information for your nominated heifers or for your operation to be listed in the catalog. **Please note: The EPDs of the sire (or sires) and service sire (or sires) will be listed in the catalog.**

I have read and understand all the rules of the Alabama BCIA "Eastern Elite" Genetic Verified Heifer Sale, and I agree to abide by these rules. All the data that I have provided to the sale management for this sale is accurate. I understand that a copy of my cattle records needs to be available upon request.

Signature _____
Date _____

NOTE: Would you like to participate in the Alabama State Checkoff Program at \$1.00/head? This will be in addition to the National Checkoff of \$1.00/head. Please indicate by marking:

Yes Or No