The Southwest Virginia BCIA-Influenced Bred Heifer Sale has been initiated to provide a source of high quality, commercial bred females and to provide a marketing venue for BCIA producers of bred heifers which prescribe to the performance and genetic principles of BCIA.

LOCATION OF SALE
Sale will be held in conjunction with the Virginia BCIA Southwest Bull Sale on March 23, 2013. Heifer sale will immediately follow the bull sale.

NUMBER OF HEIFERS
Target number of 40-50 total heifers to sell. Minimum consignment of 3 heifers per consignor. There is no maximum number per consignor. Should more than 50 heifers be consigned, the sale committee reserves the right to reduce consignments in an equitable manner.

ELIGIBILITY OF CONSIGNORS
Consignors of heifers must be Virginia BCIA members. Preference will be given to supporters of the VA BCIA Southwest Bull Test as consignors or bull buyers in last five years.

DATES
Consignment & Catalog Information Deadline -- February 5

REQUIREMENTS FOR ELIGIBILITY
1. General- Heifers must meet requirements for and be certified as Virginia Premium Assured Plus level bred heifers (see detailed requirements which follow). All management, genetic, health, and other requirements of the Virginia Premium Assured Heifer Program for fall-calving bred heifers apply.
2. Age- First calf bred heifers 22-26 months of age on projected calving date.
3. Calving Date- Due to calve September-November 2013.
4. Breed- Heifers of any breed or breed cross eligible. Heifers will be sold as commercial heifers and without registration papers.
5. Physical Requirements- A committee will evaluate all consigned heifers prior to the sale for body condition, frame, and muscling as outlined in the VPAH Program requirements.

SALE POLICIES -- Sale will be held as public auction.
1. Sale Manager – Virginia BCIA
2. Health and Pregnancy Status- Consignor must deliver with heifers to sale a valid Certificate of Veterinary Inspection (health paper) issued with 30 days of sale. Health paper must provide detailed documentation that each heifer has been pregnancy checked, tested negative for PI BVD, meets pelvic area requirements, and natural service sires test negative for PI BVD (if applicable).
3. Catalog Information -- All pertinent information on heifers will be published in the catalog. This will include details on heifer genetics, service sire, due date, etc. Any missing or incomplete information not provided to sale committee by the consignor may result in missing/incomplete data for the sale catalog.
4. Sale Groups – Heifers will be sold in consignor groups of 2-4 heifers based on genetics and breeding information (at discretion of consignor).
5. Floor Price -- A floor price may be established by the sale committee and consignors. Heifers not sold for failure to bring floor price, or heifers “bought back”, will pay sale costs based on floor price.
6. Sale Order – Sale order will be established by the sale committee. AI sired heifers with an AI service sire will sell first, followed by heifers sired by natural service and mated to AI service sires, followed by heifers sired by natural service and pasture bred. Consignor groups will be distributed within this order in an equitable fashion.

7. Sale Terms & Conditions – Upon consigning heifers, breeders agree to abide by the terms & conditions published in the sale catalog. This includes agreement by the consignor to honor the pregnancy guarantee of the Virginia Premium Assured Heifer Program.

COSTS
1. Entry Fee - Deposit of $25.00 per head paid at the time of consignment. This $25 per head will be credited to the consignor at sale settlement and applied against sale expenses due. Producers withdrawing their entire consignment from the sale will forfeit this deposit. Heifers which fail to qualify for the sale after being consigned (pregnancy check open, screened by committee, other) shall have the $25 per head refunded.

2. Sale Expenses – All sale costs including advertising, catalog (printing and postage), auctioneer and ring help, sale facility, sale management fee, etc. will be charged as a percentage of sale price on each heifer. Targeted total sale expenses for bred heifers will be 4.5-6.5% of the gross. All sale expenses will be shared with the bull sale, and distributed on a pro-rated basis. Heifers not sold for failure to bring floor price will be charged sale costs at the floor price.

HEIFER SALE COMMITTEE
Jason Cassell, Doug Hughes, Matthew Miller, Terry Slusher, Tim Sutphin, Mike Hall, Dr. Dee Whittier, Dr. Scott Greiner

CONTACTS
Virginia BCIA- Dr. Scott Greiner, Educational Advisor, phone 540-231-9159
VA Premium Assured Heifers- Premium Assured Plus Level (VPAHP+)
Bred Heifer Program Requirements

Heifers must meet all of the following requirements

**PHYSICAL REQUIREMENTS**

**Age – Bred Heifers**
Stated birth date with projected age at calving being:
22 to 26 months of age (Spring calving heifers)
22-26 months of age (Fall calving heifers).

**Frame size** – All heifers must be frame score 4.5-6.5.

**Structure** – All heifers must be deemed structurally correct by the local VA Premium Assured Heifer Committee which includes the local Animal Science Extension Agent.

**Muscling** – All heifers must possess adequate muscling without being extreme. Muscling score 2.50 to 1.0 (upper half of 2 muscling and better).

**Body condition score** – All heifers must be BCS 5 to 7 (1=emaciated; 9=obese).

**HEALTH REQUIREMENTS**

**Vaccinations** - All vaccinations given in accordance to label directions including booster if required.
- Calfhood brucellosis vaccination.
- IBR-PI3, BRSV, BVD (type 1 & 2 – MLV w/Fetal Protection)
- 7-way clostridial.
- 5-way leptospirosis (2 doses for bred heifers).

**Parasite controls**
- Spring sales - Endecticide within 30 days and after February 1.
- Endecticides are products that control both internal and external parasites.

**Defects**
- Heifers with bad eyes, horns, rat-tails, bob tails or frozen ears will not be accepted.
- Any lame animals will not be accepted.

**Tests**
- Tested negative for BVD-PI.
- No Brucellosis tests required as heifers are calfhood vaccinated for Brucellosis.
- TB tests will be required for animals to be sold out of state.
- All service sires must be BVD-PI negative.

**GENETIC REQUIREMENTS**

**Breeds** – Any breed or breed combinations are eligible, but breeds must be specified.

**Service sires** – Bred Heifers
- Service sire must be identified.
- Minimum EPD requirements (based on birth year of bull).
- All service sires must be in the best 40% for birth weight (BW) Table 1 and meet YW standard (Table 2). No requirement for milk EPD, but milk EPD must be listed.

**Sire of heifer**
- Sire of heifer must be identified.
- Minimum growth and milk EPD requirements (based on birth year of bull). See Table 2.

**REPRODUCTIVE REQUIREMENTS**

**Bred Heifers**

**Conceived within restricted time period** - All heifers must have conceived within the first 50 days following initial artificial inseminations and/or natural mating.

**Pelvic area** – All heifers must have a yearling pelvic area of 150 cm² or greater at prebreeding examination or a pelvic area of 180 cm² or greater at pregnancy examination. Heifers not meeting this requirement may not be sold as VAPAH. Pelvic areas need to be reported but will not be listed in the sale catalogue.

**Pregnant guarantee** - All heifers will be guaranteed pregnant on sale day. If a heifer sold as pregnant is proven open by a veterinarian within 30 days of the sale, the consignor will replace the heifer or refund the sale price of the heifer and take possession of the heifer.

Certification requirements – In order to be tagged and sold as VAPAH, heifers and data need to be certified by the Animal Science Extension Agent or Beef Specialist.

Table 1. Service Sire - Minimum EPD’s for VAPAH

<table>
<thead>
<tr>
<th>Breed</th>
<th>BW EPD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Angus</td>
<td>+1.4 (+7 CE)</td>
</tr>
</tbody>
</table>
Table 2. Minimum EPD Levels for Premium Assured Plus Certification (Service Sire YW and Sire of Heifer YW and Milk)

<table>
<thead>
<tr>
<th>Breed</th>
<th>Minimum Yearling Weight EPD&lt;sup&gt;a&lt;/sup&gt; (Bull Birth Year (Fall-Spring))</th>
<th>Minimum Milk EPD</th>
<th>All Years</th>
</tr>
</thead>
<tbody>
<tr>
<td>Angus</td>
<td>72</td>
<td>72</td>
<td>69</td>
</tr>
<tr>
<td>Charolais</td>
<td>27</td>
<td>27</td>
<td>27</td>
</tr>
<tr>
<td>Gelbvieh (PB)</td>
<td>73</td>
<td>73</td>
<td>73</td>
</tr>
<tr>
<td>Gelbvieh (Balancer)</td>
<td>72</td>
<td>72</td>
<td>71</td>
</tr>
<tr>
<td>Hereford</td>
<td>64</td>
<td>64</td>
<td>62</td>
</tr>
<tr>
<td>Limousin</td>
<td>69</td>
<td>69</td>
<td>67</td>
</tr>
<tr>
<td>Red Angus</td>
<td>54</td>
<td>54</td>
<td>53</td>
</tr>
<tr>
<td>Salers</td>
<td>25</td>
<td>25</td>
<td>20</td>
</tr>
<tr>
<td>Shorthorn</td>
<td>21</td>
<td>21</td>
<td>21</td>
</tr>
<tr>
<td>Simmental (PB)</td>
<td>53</td>
<td>53</td>
<td>51</td>
</tr>
<tr>
<td>Simmental (1/2)</td>
<td>53</td>
<td>53</td>
<td>40</td>
</tr>
</tbody>
</table>
2013 SOUTHWEST VIRGINIA BCIA INFLUENCED BRED HEIFER SALE

CONSIGNMENT FORM

Mail to: Virginia BCIA
        362 Litton Reaves Hall
        Blacksburg, VA 24061

Name: _____________________________________

Farm Name: __________________________________

Address: _______________________________________

City: ____________  State: ___  Zip Code: ____________

Phone: __________________________

Cell Phone: __________________________

Email: __________________________

Number of heifers to consign: ______

Please enclose consignment deposit of $25 per head (check payable to VA BCIA).

*Upon receipt of consignment, appropriate VPAH program forms will be forwarded to you for completion/enrollment as well as form to complete for catalog information.