

MARKETING PROGRAM

Requirements To Be Able To Sell With CVCA

CVCA In-Barn Sale Requirements (Virginia Cattle Company)

- Member
- Calves must be weaned on farm 45 days in advance of take-in date for sale.
- Calves need to have (2) 7-way shots, (2) Bovishield Gold 5, (1) One Shot, dewormed, and tagged with a CVCA or VQA tag.
- Minimum weight of calves is 400 lbs.
- Calves must be owned 60 days prior to sale.
- Source verified and birth dates are recommended.
- All shots must be given to calves between four months of age and two weeks before the sale.
- Vaccinations must be done per label directions and processing map filled out.
- Calves must grade muscle score #1 or #2 to sell. Consignors are responsible for taking any reject cattle back home on all take-ins for special CVCA sales.

Pre-condition Commingling Program

- Member
- Calves must be weaned on farm two weeks in advance of take-in date.
- Calves need to have (2) 7-way shots, and one (1) Bovishield Gold 5 on farm before delivery.
- Calves will be given Bovishield, One Shot, and de-wormed at take-in.
- Home raised and source verified with birth dates.
- Minimum weight 400 lbs.
- Charges for Glenmary Farm (Tom Nixon) or John Goodwin to precondition calves are set by Tom Nixon and John Goodwin. All payments should be made directly to them.
- Calves are fed at both locations at owner's risk for death or injury to calves. CVCA does not assume any risk nor provides any insurance on calves.

Locations: John Goodwin (540) 854-6586

Breeding Heifers

- Take in dates: March, 2008 and October, 2008
- \$50 deposit due at take-in.
- Heifers will be bred AI and exposed to clean up bulls for 45 days.
- Heifers will be listed on the "For Sale" page of the CVCA website (www.cvcacattle.com) as they become available for purchase.
- Heifers must be up-to-date on vaccinations and can be Bangs vaccinated at farm conducting the Heifer Development Program.
- Bred heifers will be sold on the first Friday in April at the Culpeper BCIA Sale.
- Charges to precondition heifers are set by farm conducting the Heifer Development Program. All payments should be made directly to them.
- Calves are fed at owner's risk for death or injury to calves. CVCA does not assume any risk nor provides any insurance on calves.

MARKETING PROGRAM (continue)

CVCA Sale Dates

- CVCA sale dates will be announced throughout the year. For more information on sale dates contact Steve Hopkins at (540) 672-1361 or visit our website at www.cvcacattle.com.

CVCA Guarantee

- Members selling in CVCA sales assume all responsibilities and liability for assuring that the required vaccinations according to CVCA rules were given to calves. Members selling in source and age verified sales also assume all responsibility and liability for assuring source and age verification. Members selling source and age must be certified to sell in the Southeastern Livestock Network (SLN) Processed Verified Program (PVP).
- Heifers sold in CVCA feeder calf sales are guaranteed to be open. If the buyer has a veterinarian determine that a heifer is bred, the seller of the calf will be required to reimburse the buyer \$200 per bred heifer. Failure to do so will forbid the sellers opportunity to sell in CVCA sales until payment is made.
- Steers sold in CVCA feeder calf sales are guaranteed not to be stags or bulls. If the buyer purchases a stag or bull, the seller will be required to reimburse the buyer \$150 per stag or bull calf. Failure to do so will forfeit the sellers opportunity to sell in CVCA sales until payment is made.
- CVCA does not assume any liability for calves delivered to the market or collection point.