

East Texas PreCon Calf Sale

Cattle Consignment and Producer Agreement Form

Producer Information (please print)

First Name: _____ Last Name: _____

Street Address: _____

City: _____ State: _____ Zip: _____

Email Address: _____

Cattle Information

Date Weaned: _____ Entry deadline 08/17/10 Dates Vaccines Given: _____ Round 1 deadline 08/18/10 & _____ Round 2 deadline 09/01/10

Number of Head: _____ PreCon Ear Tag Numbers: _____ - _____

I have full knowledge that these cattle were produced in the United States. Yes
 No

The cattle have not been fed any illegal feed ingredients or drug levels prior to Yes
consignment, and during the backgrounding period they will be on Purina Feed. No

The cattle will be properly vaccinated according to the drug label instructions with vaccines Yes
that meet or exceed the requirements described in this document for this sale. No

I have read and fully understand the requirements for this sale as described in this Yes
document and will assume responsibility they will be met. No

I have attached the required invoice copies showing the purchase of drugs to be given to Yes
the cattle consigned to this sale. No

I hereby state by my signature that all information provided here is true to the best of my knowledge.

Consignor's Signature

Additional Instructions

>Please give this completed form to a Purina Representative, Purina Dealer or the East Texas Livestock Sale Barn with the vaccine invoices attached. **(This must be done on or before the deadline of Tuesday, August 17, 2010... NO exceptions will be given)**

>Please retain a copy of this form for your records.

>Please keep the attached pages of requirement details for your future reference needs.

Sale Details and Requirements General

Sale Date: Friday, October 1, 2010

Sale Location: East Texas Livestock Sale Barn, West of Crockett, Texas on Hwy. 7

Cattle Consignment Deadline: Completed documentation must be turned in on or before Tuesday, August 17, 2010. Complete documentation will include the first page of this document (the "Producer Agreement Form") and copies of medicine invoices. No cattle will be accepted after this deadline.

Cattle Delivery Time Frame: You may be required to deliver your consigned cattle to the East Texas Livestock Sale Barn as early as Wednesday Morning, September 29, 2010.

Cattle Delivery Staging: Each producer will be assigned a delivery time for your cattle prior to the sale. Cattle will be weighed and sorted upon arrival to prevent shrink loss. If all cattle were delivered at the same time, there could be unnecessary shrinking of cattle before the pay-weight is recorded.

Cattle Arrival Procedures: Upon your scheduled arrival, your cattle will go to the sale ring area to be weighed individually. A 2% pencil shrink will be deducted from that weight. This net weight will be used to determine your contribution to the group of cattle they sell with and therefore your percent of ownership. While the cattle are in the sale ring, it will be determined which group of cattle they fit best. This sort will be based on weight, breed type, frame size, color, and quality. Sorting the cattle into uniform lots should improve their market value.

Cattle Sorting: All sorting decisions will be fully under the control and at the discretion of the qualified personnel of the East Texas Livestock Sale Barn.

After Cattle Reach Their Group/Sale Pen: Cattle will have access to feed and water to maintain health for buyer's security. The seller's weight value has already been determined. Shrink should no longer be a concern.

Cost at the Sale Barn: A flat charge of \$2/head will be placed on each calf one time to cover all feed used during their time at the sale barn. Usual fees and commissions will be charged as with any other sale conducted by the East Texas Livestock Sale Barn.

PreCon Calf Sale Ear Tag: Tags provided by Purina will be the only tag or number identification required on the cattle. There will be no back tag numbers placed on the cattle. Therefore, cattle need to arrive at the barn already wearing the tag. A tag in either ear is acceptable.

Horned Calves: Calves should be dehorned, and are required to be tipped back to the hair line. Cattle need to be dehorned a minimum of 30 days prior to the sale (on or before 09/01/10) for proper healing.

Steer Calves: All male calves must be steers, knife cut, and healed prior to delivery to the barn. Cattle need to be castrated a minimum of 30 days prior to the sale (on or before 09/01/10) for proper healing.

Heifer Calves: Heifers may be grouped with other similar feeder heifers or sorted into uniform groups of replacement heifers. This grouping determination will be made by the sale barn based on the best marketing option.

Backgrounding Period Insurance: Insurance will be provided by Purina at no charge to the producer. This insurance will only cover "Acts of God" (mainly... wind, lightning, fire) losses. This does not cover loss due to illness or disease. The maximum calf loss coverage will be \$600/head. The proof of loss will be between the insurance carrier (not Purina) and the cattle owner.

Sale Details and Requirements

Feed Related

Backgrounding Period Feed Requirements: Only cattle backgrounded on a Purina Feed program will be accepted. All cattle sold must know how to eat feed for buyer's security. It is strongly recommended the cattle be fed one of the programs described below for the most efficient and profitable gain response. These programs will target gain rates that will produce extra pounds for the seller while not reducing performance later for the buyer. It is recommended you choose a feed program that has a minimum targeted gain rate of 1#/head/day. This gain rate will improve the health of the cattle during and after the backgrounding period. Feeding only for maintenance will produce no gained weight to pay for your feed investment.

Sponsoring Purina Dealer Role: Purina Dealers will be happy to work with you on an individualized feeding program to fit your cattle and forage conditions.

Starter Phase on Feed:

- 1) It is important that weaned cattle continue to eat in order to maintain an active, functioning immune system for the prevention of diseases and improved vaccine response. Therefore, cattle should first be fed a medicated Purina Cattle Starter product for a minimum of 2 weeks. The exact starter phase time-length depends on the cattle and the feed program that follows the starter phase (more details given within individual programs below).
- 2) Cattle should be confined in a trap or pen with limited to no grass. Fresh long stem grass hay should be fed on the first day and allowed to run out as the cattle get on the Purina Starter Ration.
- 3) Trough space and location are very important. During the starter phase, a minimum of 10" or a recommended 12" per calf is required. Feed bunks should be placed perpendicular to pen fences and near shade or loafing areas.
- 4) Fresh clean water should be abundantly available at all times.
- 5) The products recommended for the starter phase are: IMPACT Starter, Preconditioning/Receiving Chow or Commercial Texas Starter (only available in bulk). Once cattle have begun the starter phase on one of these products, they should never run out of feed.

Recommended Program for Producers with Adequate Forage:

- 1) On heavier (>450#) and healthier calves, a minimum of 2 weeks is required on starter feed. On lighter (<450#) or more stressed calves, 3 to 4 weeks may be needed on starter feed.
- 2) As the starter phase ends, move the cattle out of the pen and onto grass pastures. Place bulk feeders in the pasture with the starter feed in the bottom of the feeder. Put Accuration Cattle Limiter LW or 1 on top of the starter feed for a transition effect. The LW product should be used on all small cattle or cattle that are more stressed. Do not let cattle run out of feed.
- 3) Maintain adequate quality and quantity of forage at all times (cattle will not consume some grass types or poor-quality forages). If forage quantity becomes limited in the pasture, use hay.
- 4) Monitor feed consumption. If need be, step up Accuration Cattle Limiter levels to prevent over-consumption. Depending on cattle size and forage conditions, the targeted feed consumption range will be from 1% to 2% of body weight. Cattle backgrounded for 45 days may remain on the "lower level" Accuration Cattle Limiters the entire time after the starter phase. Larger, more aggressive cattle on lower quality forage will need to be stepped up over time, especially if they are backgrounded for extended periods (60 or more days). Accuration Cattle Limiters LW, 1, 2, 2.5 & 3 can be used, but most cattle will never go higher than 2.

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Recommended Program for Producers without Adequate Forage (Heavier Calves):

1) On heavier (>450#) and healthier calves, a minimum of 2 weeks is required on starter feed.

2a) In a bulk feeder/self-fed program, as the starter phase ends and the feeder is still 25% full, place Accuration Forage Extender LL on top of the starter feed for a transition effect. Accuration Forage Extender LL can be fed until the sale in a dry lot pen or on a pasture with little to no forage. Do not let the cattle run out of feed.

2b) In a hand-fed program, as the starter phase ends you may feed IMPACT Starter at a rate of 3.0% of body weight/head/day. If you were feeding Preconditioning/Receiving Chow in the starter phase, slowly transition to IMPACT Starter. While cattle are on a limited, hand-fed rate, they may run out of feed between feedings. Hand-feeding twice a day will improve performance.

Recommended Program for Producers without Adequate Forage (Light Weight/Early Weaned Calves):

1) Calves weighing from 200# - 450#. These calves may have been weaned as early as 60 days of age from 1st calf heifers to help the heifers breed back.

2) The only recommended product on these light weight, young calves without adequate forage will be IMPACT Starter LW w/AS700.

3) This class of cattle can remain on IMPACT Starter LW the entire feeding period (45 - 60 days). They should never be allowed to run out of feed.

NO REPRESENTATION OF PROFITABILITY IS MADE HEREBY: The statements and figures on this document are merely estimates and projections. Land O'Lakes Purina Feeds, LLC, nor its agents, salesmen, or other employees make any warranty of results. Such results can be affected by many factors other than the brand of feed used or feeding program followed. These factors may include, but not limited to management practices, availability of forage, weather, as well as economic variables which can adversely affect business and agricultural results.

Sale Details and Requirements Vaccine Related

Vaccinations and Processing Required:

1) De-Worming cattle with a high quality product is required. External parasite control is recommended. Both procedures will improve cattle performance during the backgrounding phase.

2) Injection of Blackleg 8-Way Clostridia is required. Follow label instructions and administer in front of the shoulders in the calf's neck. Two rounds required

3a) Injection of BRD Complex vaccine is required. First round can be a killed virus option. IBR, PI3, BVD, BRSV must be in vaccine. Follow label instructions and administer in front of the shoulders in the calf's neck.

3b) Injection of BRD Complex vaccine is required. Second round must be a modified live virus option. IBR, PI3, BVD, BRSV must be in vaccine. Follow label instructions and administer in front of the shoulders in the calf's

4) Hemophilus Somnus can be found in combination with some Pasteurella Vaccines (e.g. Bar Somnus 2P) or combined with Clostridia Vaccines to reduce number of injections. Follow label instructions and administer in front of the shoulders in the calf's neck. Two rounds required.

5) Pasteurella Hemolyticum can be found in combination with some Pasteurella Multocide Vaccines and is acceptable. Follow label instructions and administer in front of the shoulders in the calf's neck. Two rounds required.

Vaccination Timing:

1) The two rounds of vaccines will be most effective if given 14 - 21 days apart.

2) The vaccination program can be started as early as you wish after weaning. The last shot is required to be given a minimum of 30 days prior to the sale (no later than 09/01/10).

3) Purchase invoice copies of the drugs outlined in this program must be attached to the completed "Producer Agreement Form" (page one of this document) when it is turned in.