


How Do We Profit From Improved Reproduction?

BCA and CVCA

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How it works...

- ❑ Bids are accepted from AI companies for discounted rates on semen and arm service, due to bulk ordering
- ❑ The Board of Directors researches the bulls, their EPDs, and pedigrees to find the best fit for the local cow herds
- ❑ Two main bulls are chosen, one for heifers and one for cows
- ❑ Birth weight EPDs for both bulls meet the Premium Assured Heifer guidelines of +1.8 or less, therefore some bulls are used on the entire herd
- ❑ AI companies work to set up a synchronization programs for timed AI. 14 day, 7 day and 5 day Cidr programs are used at the preference of the producer
- ❑ Clean up bulls are sons of the AI sires used
- ❑ Some AI sires are used multiple years

Buckingham and Central Virginia Cattlemen Associations programs


- ❑ Both groups offer educational programs
- ❑ Both groups work closely with Virginia Tech to find answers to common production problems
- ❑ Both groups have an active service and supply program
- ❑ Buckingham has an active artificial insemination program
- ❑ CVCA commingled heifers at one location for a heifer development program
- ❑ Main emphasis of both groups is the Marketing program



Results...

- ❑ We have a group of approximately 20 producers that participate
- ❑ They have purchased over 1700 units of semen over the past couple years
- ❑ A quality uniform set of calves is produced each year with a genetic advantage in docility, growth, efficiency, and carcass quality
- ❑ Feeder calves can be marketed in tractor trailer load lots that are all half siblings or similar
- ❑ Replacement heifers can be marketed as AI sired half siblings, bred back to the same newly chosen AI heifer bull
- ❑ Feeder calves and replacement heifers sell on average for a premium over market prices

BUCKINGHAM CATTLEMEN'S ASSOCIATION



Artificial Insemination Program
Encourages the use of the same or similar sires to market a uniquely uniform set of feeder calves and replacement heifers

CVCA Heifer Development Program



CVCA Heifer Development Program

- ❑ 880 heifers from 16 producers were commingled on one farm and developed in eleven groups from 2000 to 2006.
- ❑ Fall born heifers were commingled in late September and bred AI around Thanksgiving.
- ❑ Spring born heifers are commingled in March and bred AI approximately 45 to 60 days later.
- ❑ Tract scores and pelvic measurements were taken three weeks after delivery. Any heifer below 150 cm at 12 months is culled.
- ❑ All heifers were bred AI, then exposed to clean-up bulls that were sons of the AI bull.

Reasons we discontinued the program after 2006

- ❑ Heifer market and feed cost.
- ❑ AI conception rates were disappointing on the commingled groups.
- ❑ Average AI rate over the seven years (11 groups) : 42% with a range of 30 to 49%, avg. 90% overall conception in 60 days.
- ❑ A couple CVCA members started their own heifer development programs and are selling bred heifers

CVCA Heifer Development Program

- ❑ Ultra-sounded for pregnancy and fetal sexed.
- ❑ Producers could then take their heifers back home or sell them with the group
- ❑ To sell they must pass evaluation by a grading committee (consisting of a local Extension agent and two producers).
- ❑ Heifers passing the program receive a Virginia Premium Assured tag and a CVCA freeze brand.



Marketing Programs

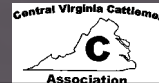
CVCA Bred Heifer Sales



- Sold 570 bred heifers
- Sold with the Virginia Beef Improvement Association Bull Sales in April and by private treaty.
- Sale group size: 2 to 6 head
- On-farm sales: 5 to 20 head
- EPD requirements for heifer sires and service sires to meet Virginia Premium Assured and CVCA standards.

Current Marketing Programs

- ❑ CVCA runs four or five sales a year selling approximately 4,000 head of feeder calves a year.
- ❑ Cattle are sold on the board in load lots off of the farm and cattle are commingled in the sale barn by grade, sex, type, & weight.
- ❑ Have a field day and tour each year where we provide lodging and meals for buyers to come to our August sale.
- ❑ Both BCA and CVCA visit buyers and keep in contact with those buyers.





Connection to how “Do you Profit from Reproduction”

To receive the additional profit, producers need to work together:

- ❑ *Developing educational programs*
- ❑ *Purchasing products to increase uniformity*
- ❑ *Marketing their value added product.*



CVCA sale results from August 9, 2013

- ❑ 2125 Feeder Cattle sold \$18 cwt. over graded sales
- ❑ On-Farm Cattle 1739 (Steers 1297; Heifers 442)

Feeder Steers:

# head	wt. range	Avg. wt.	price range	Avg. price
298	600-700	663	\$162 - \$173	\$166.01
468	700-800	740	\$150 - \$170	\$162.52
469	800-900	834	\$145 - \$154	\$149.56

Feeder Heifers:

306	600-700	646	\$148 - \$154	\$150.73
307	700-800	725	\$140 - \$151	\$145.42