



**Southeast Texas  
Independent Cattlemen's Association**



P.O. Box 146  
HAMSHIRE, TEXAS 77622

January 10, 2012

RE: **Southeast Texas ICA Commercial Bull & Heifer Sale**  
**Saturday, March 10, 2012; Ford Park Complex • Beaumont, TX**

Dear Fellow Cattleman:

It's finally raining in Texas and 2012 is showing some promise of profitability for producers as cattle prices from weaned calves to fed cattle teeter at all time highs. Plans are already underway for our 17<sup>th</sup> Annual Southeast Texas ICA Commercial Bull & Heifer Sale to be held Saturday, March 10, 2012 at the Ford Park Complex a few miles west of Beaumont on IH-10. Last year's sale ranked right up there with some of our best, and we owe a lot of the credit to the consignors who continue to bring us exceptional quality cattle year after year. If you are considering sending animals to us for the first time, we welcome the opportunity to help you sell your cattle. The majority of the consignors to our sale have been coming for years and as they know, the good quality cattle sell very well. Our objective for 2012 is to provide a sale offering of approximately 100 top of the line breeding age bulls and 400+ quality females for our sale.

This year we are extremely excited to welcome Capital Farm Credit as our *corporate sale sponsor*. Capital Farm Credit's support is going to allow us to offer prizes and premiums to the top grading and selling animals in the sale. We are planning on adding a \$500 premium to the high grading bulls, commercial heifers, and registered heifers, as well as \$250 to the runner-ups. Commercial heifers must have at least five head in the pen to compete & registered heifers must have at least three head.

We are also selling a special section of registered Brangus heifers, fifty to seventy five head of high quality, screened heifers that will work in a registered operation. Contact Chuck Kiker or the Texas Brangus Breeders Association for more information.

Enclosed are Official Consignment Forms for bulls and heifers as well as a copy of our Rules & Regulations for 2012—health requirements are listed on the back page of the rules. Please note SETICA rules for Brucellosis and Trichomoniasis testing **EXCEED** the Texas Animal Health Commission requirements; refer to our rules for details. The only exception to Brucellosis testing is if the animal being sold originates from a certified free herd with current annual herd test or is a female under the age of 18 months and is not in third trimester of pregnancy or calf at side – all other animals must be tested, even those from brucellosis free states. In addition, all females must be OCVs (Official Calfhood Vaccinates). **All bulls, regardless of age and virgin status**, must test negative for Trichomoniasis within 30 days of sale.

Please return the completed form(s), along with the appropriate nomination fees (**\$10/head for heifers and \$25/head for bulls**) no later than February 10, 2012 to ensure we have plenty of time to process your consignment, list you in our sale catalog, mail out ear tags prior to the sale, and give you plenty of time to fulfill your veterinary requirements. If you would like to be listed in our sale advertisements, we ask that you return your consignment as soon as possible or at least e-mail or call us with your intent to consign. Animals originating from outside of Texas should make certain their animals meet the Texas Animal Health Commission's entry requirements into the State of Texas. It should also be noted that

about twenty-five percent of the cattle sold in our sale are transported out of state to the east of us (Louisiana, Mississippi, and Alabama), so please ensure your cattle can move freely to these states. We reserve the right to pre-screen cattle to ensure the quality and integrity of our sale offering as well as sift at check-in any animals that are not representative of their description at consignment, do not meet health requirements as outlined in the rules, or are injured in transit, etc. Please read the rules carefully to ensure the animals you nominate meet or exceed the sale requirements. If you have any questions, please do not hesitate to contact the committee members listed below.

We need brief comments about your cattle for our sale catalog, as well as EPDs (where applicable). Please include these comments on your consignment form or on a separate page with your consignment. For those who want to complete their forms electronically or just need additional copies please go to our State Office website [www.icatexas.com](http://www.icatexas.com) where you can download this letter, the rules, and the nomination form(s). The completed forms can be e-mailed back to Susan Horn at [hornauction@att.net](mailto:hornauction@att.net); however, you will still need to mail your nomination fees to P.O. Box 146 Hamshire, Texas 77622 with a copy of the consignment form(s).

It is usual practice for the seller to pay the transfer of registration on animals listed as “registered” in our advertisements and catalog. If you are selling your animals as registered, please mail, e-mail, or fax (409/253-2266) a copy of the registration papers and indicate whether or not you are a current member of the respective breed association(s). Registration fees will be withheld from the seller payout and are expected to be at member rates. For those consignors who do not want to pay the transfer fees on animals that are registered or susceptible to registration, please note in the comments portion of the consignment form the transfer of registration will be at the buyer's expense. These animals will not be marked as registered in the catalog and advertisements. For those selling heifers, please list them in lots of 3 to 5 as to kind, age, size, and pregnancy status on the consignment form. This is very important as we base our ear tag, lot, and pen assignments on your groupings.

Thank you for your continued support of our sale. If you have any friends or neighbors who would like to consign cattle, let us know and we will send them a packet. Any of the folks listed below are available to answer and/or clarify any questions you may have. Just pick up the phone and give us a call; we'll be happy to assist you. Once again, we are looking forward to seeing you in Beaumont in March.

Sincerely,

Chuck Kiker  
Sale Manager  
Cell: (409) 658-0959

Bobby Thornton  
Sale Co-Chairman  
Cell: (409) 781-3982

Wayne Williford  
Sale Co-Chairman  
Home: (409) 246-2334

Terri West  
Sale Secretary  
Cell: (409) 656-1483

Susan Horn  
Consignment Secretary  
Office: (409) 253-2323  
Home: (409) 752-3032

E-Mail Correspondence:  
[SETICA-PR@hotmail.com](mailto:SETICA-PR@hotmail.com)