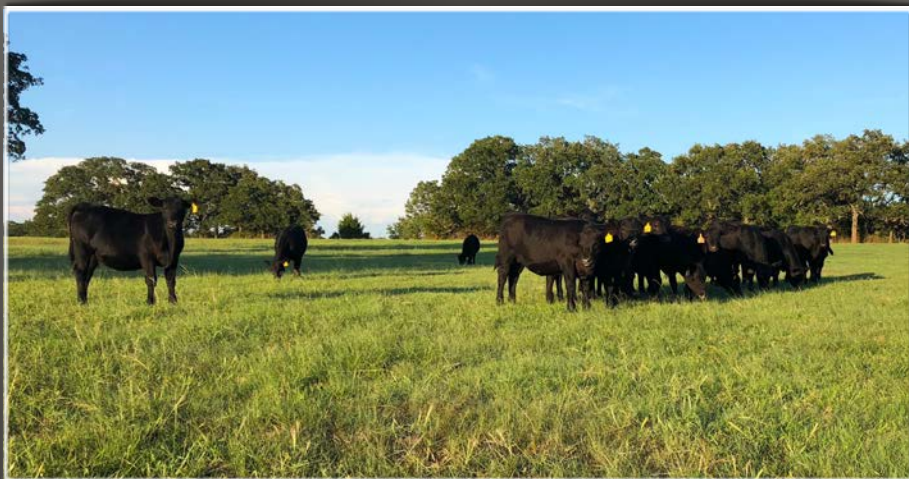


Foundation Angus Alliance Calf Buy Back Program

NEW FOR 2020!



- New marketing alternative specifically for FAA bull buyers!
- Sell calves directly to a partner feed yard
- Eliminate commissions/fees associated with commercial marketing
- Increase your benefits through accurate weighing conditions
- Eliminate "high risk" discounts
- Prime opportunity for smaller groups of calves
- Take the guesswork out of marketing volatility!!

Quality always pays!

Program Details:

A new objective providing added benefits to FAA bull buyers! These calves are to be representative of FAA genetics and will follow a set health protocol prior to sale day. Through the use of FAA genetics, proper vaccination, and improved husbandry practices, maximum value should be obtained for qualified calves!

Program Criteria/Protocol:

Ranch-raised calves will be brought to the Luling Foundation, or your veterinarian, for initial processing and quality verification. **Herd nomination date is May 15. Dates for processing will be May 30 and June 6 and will be scheduled with customers prior to arrival. Processing costs are due at processing.** Sale dates will be in October, and prices offered will be posted the Monday prior to delivery. Cattle will be weighed upon arrival at the Luling Foundation, steers and heifers weighed separately, with a 2% pencil shrink applied to gross weight of each group. Cattle must be tagged and meet quality criteria to be sold.

Initial Processing Includes:

- ▶ Inforce 3
- ▶ One Shot BVD
- ▶ Ultrachoice 8
- ▶ Dectomax Injectable
- ▶ Synovex C implant
- ▶ ID Tag
- ▶ Castration

Estimated cost for processing = \$15/hd

Profit Potential:

Using the example of a calf weighing 550# valued at \$750:

1. Commissions/fees	\$40/hd
2. 2% vs 6% shrink	\$30/hd
3. "High Risk" discount	\$30/hd
4. Truck load value	\$10/hd

Estimated Realized Profit \$110/hd

Talk to an Alliance member today for further details!

Pricing Calculated by Group Pay Weight:

Steers:

1. 500 lb./hd, base price/slide \$0.12/lb.
2. 600 lb./hd, base price/slide \$0.10/lb.
3. 700 lb./hd, base price/slide \$0.08/lb.
4. 800 lb./hd, base price/slide \$0.08/lb.

Heifers:

1. 500 lb./hd, base price/slide \$0.12/lb.
2. 600 lb./hd, base price/slide \$0.10/lb.
3. 700 lb./hd, base price/slide \$0.08/lb.
4. 800 lb./hd, base price/slide \$0.08/lb.

Example: 10 head average pay weight of 5500 at base price of \$1.50/lb.

Average weight per hd of 550

50 lbs. over base weight of 500 lbs. x \$0.012 = \$0.06

\$1.50 - \$0.06 = \$1.44 for 550 lb. calf

Payment will be made to customer on day of sale!

FOUNDATION ANGUS ALLIANCE

VISION COMMITMENT INTEGRITY FAITH

For more information, please contact:

The Luling Foundation

Office: 830-875-2438

www.faa-angus.com



Foundation Angus Alliance Calf Buyback Participation Nomination Form

Herd nomination date is May 15. Dates for processing will be May 30 and June 6, 2020 and will be scheduled with customers prior to arrival. Processing costs are due at processing.

Producer Name: _____

Address: _____

Phone Number _____

Email: _____

Number of head to nominate for initial processing: _____

Calf Approximate Birthdate Range: _____

Please return this information by May 15 to:

Luling Foundation
523 S. Mulberry, Luling, TX 78648
Fax (830) 875-3138
email: lulingfoundation@sbcglobal.net