

## Consignor Agreement

### 2026-27 BCIA Central Bull Test Stations & Sales

The Virginia Beef Cattle Improvement Association operates central bull test stations at Culpeper and Southwest Virginia as a service to its members and the beef industry. The objectives of these tests and sales is (a) To provide a standard, impartial postweaning gain test and development program that will furnish records which will be useful to the buyer and consignor in their breeding programs; (b) To provide a source of and market for performance tested bulls; (c) To provide quality genetics which address the demands of the industry, and (d) To serve as an educational tool for beef cattle improvement and promotion. This Agreement sets forth the responsibilities and expectations for consignors of bulls to the BCIA program.

#### Consignor Responsibilities:

1. Abide by and adhere to the Rules and Regulations set forth for the Central Bull Tests and Sales, including but not limited to financial responsibilities, deadlines, and providing appropriate documents.,
2. Consignors recognize that sale settlement proceeds will not be distributed until payment is received on animals sold in the sale.
3. Honor the guarantee on all bulls sold by providing buyers one of the following options for claims filed under the bull guarantee: a) full refund for the purchase price, b) replace the bull with another of equal value, or c) issue credit to the buyer redeemable at a future BCIA bull sale (credit towards purchase of any bull from any consignor). Guarantee will be applicable to bulls which prove to be infertile, have structural soundness problems (including foot soundness), or have other issues which apply under a good-faith guarantee.
4. In cooperation with BCIA and fellow consignors, take an active role in the marketing and promotion of the BCIA program and the bulls selling. This includes participation (as able) in value-added gestures such as participation in free trucking arrangement for sale bulls (and other opportunities).
5. Stay involved in the development and progress of the bulls by attending and assisting with weigh days and other events, and/or visiting the station periodically.

#### BCIA Responsibilities:

1. Uphold and enforce the Rules and Regulations set forth for the Central Bull Tests and Sales as established from the input and leadership of consignor members.
2. Work to strengthen and build on the tradition and success of the program through active education and communication with consignors and the beef industry.
3. In cooperation with consignors, actively promote and market the principles and objectives of the tests and sales.
4. Serve as liaison between consignors and buyers regarding claims filed under the bull guarantee.

By my signature, I agree to abide by the principles and responsibilities set forth by this document.

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date