

**2015-16 VIRGINIA BEEF CATTLE IMPROVEMENT ASSOCIATION  
CENTRAL BULL TEST STATION SUMMARY**

Prepared by: Scott P. Greiner, Extension Animal Scientist, Beef  
& Joi Saville, Extension Associate  
Virginia Tech, Blacksburg, Virginia

Central bull testing programs for the performance evaluation and marketing of Virginia Beef Cattle Improvement Association member's bulls were carried out at two test stations located at Culpeper and in Southwest Virginia during the test season 2015-16. One test group was developed at the Culpeper location and two test groups were developed at the Southwest location, and a total of two sales held.

**I. CULPEPER**

This was the 58<sup>th</sup> consecutive year of evaluating bulls at the Culpeper station. Virginia BCIA contracted with Glenmary Farm at Rapidan, Virginia to furnish development facilities, and provide complete care and management for a Senior group of bulls. The Culpeper Senior Bull sale was held at the Culpeper Agricultural Enterprises at Culpeper, Virginia. Virginia BCIA handled consignments, set rules, regulations and performance standards and certified records, and generally supervised the tests and sales, utilizing a committee composed of interested consignors with Pete Henderson serving as Chair.

**(1) THE BULLS AND THE MANAGEMENT**

Eighteen Virginia BCIA members including: 13 Virginia, 2 Maryland, 2 West Virginia, and 1 North Carolina breeders tested bulls. Ninety-one total Senior bulls (calved Aug. 15 to Nov. 30, 2014) and 4 custom bulls were delivered to Glenmary Farms June 30, went on 112 day test July 14 and came off test November 2 – 3, 2015. Bulls accepted for test were required to have a WDA of 2.5 pounds at delivery (with allowable shrink), and have a minimum YW EPD based on breed (Virginia Quality Assured Feeder Calf Program genetic standards). Each bull had a negative Brucellosis and TB test or was from a certified and accredited herd (Virginia bulls not required to have TB test), negative anaplasmosis test, negative PI BVD test, and was inoculated for Clostridial diseases, IBR, PI3, BVD, BRSV, and Haemophilus Somnus before delivery. Upon arrival at the test station bulls received a MLV intranasal IBR/PI3 vaccination, and were boosted for 7-strain clostridial and treated for internal and external parasites with an endectocide product. At the beginning of the official test (14 days after arrival) all bulls received a booster of MLV 5-way viral product (IBR, BVD Types I and II, PI3, BRSV). To be sale eligible bulls had to have a minimum frame score of 5.0, meet minimum YW EPD requirements as specified by the Virginia Quality Assured Feeder Calf Program, pass a breeding soundness exam (including semen evaluation as per Society for Theriogenology). Additionally, a committee evaluated all bulls for structural soundness and bulls found to be unacceptable structurally were not sold. A Sale Index comprised of 2/3 station index (station index = 2/3 yearling weight ratio + 1/3 test ADG ratio) and 1/3 average EPD percentile (20% CE EPD, 20% WW EPD, 20% YW EPD, 20% MM EPD, 10% MB EPD, 10% REA EPD) was used to eliminate additional bulls to arrive at the number eligible for the sale. Additionally, bulls were required to be free of the genetic defects recognized by their respective breed associations (bulls DNA-genotyped as necessary as part of the test). Coat color genotype was performed on Gelbvieh, Gelbvieh Balancer, Simmental and Simmental Hybrid bulls as needed. Approximately 70% of the bulls in each group were cataloged for the sale. A portion of the bulls not qualifying for the sale were sold for slaughter at the conclusion of each test. Two breeders consigned a total of four Senior custom test bulls.

**(2) RATIONS**

Rations were formulated in cooperation with Virginia Tech Extension Animal Scientists. The feed was furnished by Glenmary Farm (raised or purchased). Feed ingredients were charged at cost, plus a mark-up per ton of finished feed. Rations were formulated to contain 74% TDN and 14% crude protein (dry basis). Bulls were fed daily in fence-line feed bunks.

The following ingredients comprised the majority of the Senior ration: corn silage, high moisture corn, and distillers grain. Ingredients were included based on availability and price. Chlortetracycline was fed during the warm-up period. A complete mineral containing an ionophore was included in the total mixed rations.

**(3) PERFORMANCE EVALUATION**

Bulls were weighed at 56 days and each successive 28 days. Ultrasound evaluation for fat thickness, ribeye area and percent intramuscular fat was conducted near the end of test. All ultrasound data was processed through a centralized ultrasound processing laboratory and submitted to respective breed associations. At the end of the test bulls were weighed, measured for hip height, evaluated for structural soundness, and had a complete breeding soundness exam, including a semen evaluation. At the end of the test, 24 Senior bulls were removed from the sale groups based on failure to meet one or more minimum performance standards, soundness criteria, or were retained for home use. The remaining 62 bulls were cataloged.

**AVERAGE PERFORMANCE BY AGE AND BREED**  
**CULPEPER 2015-16**

CULPEPER SENIOR (112 Day)	Weaning	Test						Ultrasound		
	Adj. WW	Final Wt.	ADG	Adj YW	WDA	Frame Score	Scrotal Cir.	365-d Fat th.	365-d REA	365-d %IMF
73 Angus	704	1368	4.21	1229	3.27	5.8	36.3	0.27	13.2	3.80
1 Gelbvieh	794	1405	4.15	1336	3.65	6.0	41.5	0.08	14.61	1.571
4 Gelbvieh Bal.	689	1391	4.36	1284	3.36	5.6	36.0	0.27	13.24	2.668
1 Simmental	768	1525	4.42	1395	3.80	6.1	36.0	0.23	15.16	3.85
7 Simm. Hybrid	728	1416	3.86	1300	3.44	5.8	36.9	0.27	14.62	3.07
86 Seniors	707	1375	4.19	1240	3.30	5.8	36.4			

CULPEPER CUSTOM SENIOR (112 Day)	Weaning	Test					
	Adj. WW	Final Wt.	ADG	Adj YW	WDA	Frame Score	Scrotal Cir.
4 Angus	632	1390	4.78	1176	3.10	5.5	38.4

**(4) SALE RESULTS**

The Senior sale was held December 12, 2015 at Culpeper Ag Enterprises. The Senior sale was conducted in a traditional format and managed by Virginia BCIA.

All pertinent information was published in the sale catalog, including: BW/ratio, WW/ratio, test YW/ratio, test ADG/ratio, off-test weight, frame score, scrotal circumference, adjusted carcass ultrasound measurements/ratios, CED EPD, BW EPD, WW EPD, YW EPD, DOC EPD, MCE EPD, MM EPD, Carcass/Ultrasound EPDs for fat thickness, REA, and MB; bioeconomic index EPDs (available for each breed), EPD percentiles (for BW, WW, MM, YW), birth date, two-generation pedigree, sire EPDs/accuracies, dam EPDs, dam WW record, horned/pollled/scurred status, coat color genotype, and registration/consignor information. Genomically-enhanced EPDs were included and identified as such in the catalog.

Prior to the sale, sale bulls were videoed individually and the video made available on the BCIA website in conjunction with an electronic copy of the catalog. DV Auction was utilized to offer online bidding option to buyers.

A minimum floor price of \$2000 was established for the Senior sale, and 51 bulls sold at or above the floor price. There were 3 bulls which failed to bring the floor price (2 Angus, 1 Gelbvieh Balancer). A total of 2 Senior Angus bulls sold out of state: 2 WW.

**SALE RESULTS – CULPEPER 2015-16**

**SENIOR BULLS**

<b><u>NUMBER</u></b>	<b><u>BREED</u></b>	<b><u>GROSS</u></b>	<b><u>AVERAGE</u></b>
42	Angus	\$146,200	\$3,481
1	Gelbvieh	\$4,250	\$4,250
2	Gelbvieh Balancer	\$7,300	\$3,650
1	Simmental	\$5,700	\$5,700
5	Simmental Hybrid	\$23,750	\$4,750
<b>51</b>		<b>\$187,200</b>	<b>\$3,671</b>

**(5) PROGRAM COSTS**

Consignors paid Glenmary Farm \$200 per bull at delivery as feed cost deposit. All other expenses for testing and sales were deducted or billed for after the sale. Of the \$45.00 per head consignment fee, \$10 went to a BCIA self-insurance fund for indemnity on bulls which die while on test and pays the consignor the value of the bull as a feeder calf at delivery, and \$3 went for \$1,000 mortality insurance coverage against fire, lightning, wind, etc. The remaining \$32.00 went to BCIA for program management. Test costs included feed costs, yardage charged at \$0.50 per head per day, actual medical cost charged on an individual bull basis, and ultrasound fees at cost. Sale cost was charged on bulls selling as a percentage of sale price. Post test costs were charged on a per head per day basis to cover feed and yardage after the completion of the test. Sale preparation charges included labor fee, plus charges for hauling and freeze branding. Brucellosis and TB testing fees were charged at cost on sale bulls. Sale costs (advertising, catalog, ring help, DV Auction online bidding, etc.) were charged at cost as a percentage of the gross. Discounts of \$50 per bull were available to buyers purchasing three or more bulls, and this was included as a sale cost. Virginia BCIA received 3.0% of the sale gross for sale management services. Culpeper Agricultural Enterprises, Inc. was paid a flat fee for use of their facility and this was considered a sale cost.

**AVERAGE TEST AND SALE COST (BULLS SOLD)**

per head basis

<b><u>EXPENSES 2015</u></b>	<b>Culpeper Sr.</b>
<b><u>Test Costs</u></b>	
Feed	\$359.59
Yardage (test days on feed)	63.00 (112)
Medical, Eartags, Processing	38.26
Ultrasound	15.82
Consignment Fee	45.00
<b>Total Test Costs</b>	<b>\$521.67</b>
<b><u>Post-Test &amp; Sale Costs</u></b>	
Post Test Feed/Yardage (days)	92.50 (39)
Sale Preparation Fee	34.00
Blood Tests	10.02
Sale Expenses*	363.80
	(9.91%)
Transfer Fee, Checkoff, etc.	7.51
<b>Total Post Test &amp; Sale Costs</b>	<b>\$515.03</b>
<b>Grand Total Costs 2015</b>	<b>\$1,036.70</b>

<b>Grand Total Costs Test/Sale (Sale Exp%)</b>	2014	\$1,031 \$475/\$557 (8.3%)
	2013	\$925 \$496/\$428 (9.7%)
	2012	\$1059 \$664/\$394 (8.1%)
	2011	\$1072 \$664/\$409 (8.9%)
	2010	\$901 \$498/\$403 (11.7%)
	<b>Sale Average</b>	<b>2015</b>
	2014	\$4,915
	2013	\$2,658
	2012	\$3,160
	2011	\$3,019
	2010	\$2,228
<b>Consignor Net (% of sale price )</b>	<b>2015</b>	<b>\$2,634 (72%)</b>
	2014	\$3,884 (79%)
	2013	\$1,733 (65%)
	2012	\$2,101 (66%)
	2011	\$1,947 (64%)
	2010	\$1,327 (60%)

\*Sale Expenses include fees charged as percentage of sale gross (sale management 3.0%, auctioneer 1.0%) and expenses charged at cost (catalog printing/postage, advertising, DV Auction web service, ringmen, sale labor, multiple bull purchase discounts, etc.).

## II. SOUTHWEST

Virginia BCIA contracted with Tim Sutphin, Hillwinds Farm at Dublin, Virginia to furnish development facilities and provide complete care and management for a Senior and Junior group of bulls for the Southwest Bull Test Station. This was the 37<sup>th</sup> year of operation for the Southwest station, and the eleventh year the bulls had been fed at Hillwinds Farm. The sale was held at the Umberger sale facility located at Wytheville. Virginia BCIA handled consignments, set rules, regulations and performance standards and certified records, and generally supervised the tests and sales, utilizing a committee composed of interested consignors with Doug Hughes as Chair.

### (1) THE BULLS AND THE MANAGEMENT

Forty-seven Virginia BCIA members, including breeders from Virginia (32), Tennessee (9), North Carolina (3), West Virginia (1), Maryland (1) and District of Columbia (1) tested bulls in the Senior and Junior tests. Ninety-four bulls for the Senior test (calved September 1 to December 31, 2014), were delivered on October 6 went on test October 27, 2015 and came off test on February 15 & 16, 2016. One hundred thirty-two Junior bulls (calved January 1 to March 31, 2015) were also delivered on October 6 went on test October 27, 2015 and came off test on February 15 & 16, 2016. Senior and Junior bulls were sold together on March 26, 2016. Minimum entry and sale requirements as well as the health program were identical to Culpeper. Breeding soundness exams for Senior bulls included semen evaluation (Junior bulls exam only). Additionally, bulls were required to be free of genetic defects recognized by their respective breed associations (bulls DNA-genotyped as necessary as part of the test). Coat color genotyping was performed on Gelbvieh and Simmental bulls as needed. Approximately the top 70% of the bulls in each test group were sold.

### (2) RATIONS

A corn silage based ration supplemented with custom-formulated commodity pellet, and dry hay was fed. The ration contained 74% TDN and 13% crude protein (dry basis). An ionophore was included in the ration. Feed was charged at delivered cost, plus a mark-up per ton of finished feed.

(3) **PERFORMANCE**

Bulls were weighed at 56 days and each 28 days thereafter. Procedures for handling performance were the same as for Culpeper. At the end of the test, 27 Seniors and 45 Juniors were removed from the sale group and were eliminated on failure to meet one or more minimum performance standards, soundness criteria, or were retained for home use.

**AVERAGE PERFORMANCE BY AGE AND BREED  
SW VIRGINIA 2015-16**

SW VIRGINIA SENIOR (112 Day)	Weaning	Test						Ultrasound		
	Adj. WW	Final Wt.	ADG	Adj YW	WDA	Frame Score	Scrotal Cir.	365-d Fat th.	365-d REA	365-d %IMF
46 Angus	707	1393	3.08	1085	2.87	6.0	37.9	0.16	13.1	3.28
5 Gelbvieh	715	1389	2.55	1056	2.83	6.5	40.2	0.10	12.17	1.628
1 Gelbvieh Bal.	739	1485	3.43	1151	3.10	5.8	41.5	0.09	12.31	2.289
13 Hereford	497	1138	2.82	895	2.27	5.5	34.8	0.10	9.57	2.48
7 Simmental	717	1320	3.22	1104	2.96	6.3	35.9	0.13	13.94	1.97
20 Simm. Hybd.	616	1422	3.20	1092	2.88	6.0	39.1	0.15	13.37	2.48
<b>92 Seniors</b>	<b>660</b>	<b>1359</b>	<b>3.05</b>	<b>1060</b>	<b>2.79</b>	<b>6.0</b>	<b>37.7</b>			

SW VIRGINIA JUNIOR (112 Day)	Weaning	Test						Ultrasound		
	Adj. WW	Final Wt.	ADG	Adj YW	WDA	Frame Score	Scrotal Cir.	365-d Fat th.	365-d REA	365-d %IMF
69 Angus	709	1086	3.26	1095	2.94	5.7	34.7	0.18	12.4	3.62
2 Braunvieh	572	953	3.08	1025	2.83	5.8	36.0	0.09	12.65	1.61
7 Charolais	752	1086	2.89	1085	2.94	6.3	34.0	0.13	13.31	1.75
6 Gelbvieh	697	1089	2.96	1090	2.96	6.2	35.9	0.11	13.12	1.918
3 Gelbvieh Bal.	758	1085	3.04	1109	3.02	5.7	38.7	0.13	12.87	2.245
9 P. Hereford	681	997	2.91	1048	2.77	5.9	34.1	0.16	10.63	2.44
16 Simmental	737	1093	3.19	1108	3.00	5.8	35.3	0.14	13.05	2.56
20 Simm. Hybd.	708	1138	3.40	1162	3.15	6.0	35.9	0.19	13.10	2.99
<b>132 Juniors</b>	<b>710</b>	<b>1087</b>	<b>3.21</b>	<b>1102</b>	<b>2.97</b>	<b>5.8</b>	<b>35.0</b>			

(4) **SALE RESULTS**

One sale including both Senior and Junior bulls was held March 26, 2016 at the Umberger sale facility outside Wytheville. The sale was managed by Virginia BCIA. Catalog content was the same as for Culpeper Senior. A minimum floor price of \$2000 was established by the test and sale committee for all bulls in the sale. There were 3 bulls which failed to bring the floor price (1 Senior Hereford, 2 Junior Angus).

Prior to the sale, sale bulls were videoed individually and the video made available on the BCIA website in conjunction with an electronic copy of the catalog. DV Auction was utilized to offer online bidding option to buyers.

Fourteen Senior (7 Angus, 1 Simmental, 6 Simmental Hybrid) and 13 Junior bulls (8 Angus, 2 Charolais, 2 Simmental, 1 Simmental Hybrid) were sold out-of-state: Senior: 10 NC, 2 WV, 1 MD, 1 TN; Juniors: 6 NC, 6 WV, 1 MS.

The sale also included the eighth annual BCIA-Influenced Bred Heifer Sale which included 48 fall-calving and 4 spring-calving Virginia Premium Assured bred heifers from four BCIA members. The heifers sold immediately following the bulls, and averaged \$2,040 per head on the fall-calving bred heifers and \$2,600 on the spring-calving bred heifers. Sale expenses were shared with the bulls.

**SALE RESULTS – SW VIRGINIA 2016**

<b><u>NUMBER</u></b>	<b><u>BULL BREED</u></b>	<b><u>GROSS</u></b>	<b><u>AVERAGE</u></b>
69	Angus	\$248,650	\$3,604
1	Braunvieh	\$2,000	\$2,000
5	Charolais	\$17,850	\$3,570
8	Gelbvieh	\$24,900	\$3,113
3	Gelbvieh Balancers	\$10,100	\$3,367
14	Hereford	\$36,700	\$2,621
13	Simmental	\$40,000	\$3,077
26	Simm. Hybrids	\$102,100	\$3,927
<b>139</b>		<b>\$482,300</b>	<b>\$3,470</b>

<b><u>BREED</u></b>	<b><u>SENIOR BULLS</u></b>		<b><u>JUNIOR BULLS</u></b>	
	<b><u>NO.</u></b>	<b><u>AVERAGE</u></b>	<b><u>NO.</u></b>	<b><u>AVERAGE</u></b>
Angus	26	\$3,912	43	\$3,417
Braunvieh		---	1	\$2,000
Charolais		---	5	\$3,570
Gelbvieh	4	\$3,575	4	\$2,650
Gelbvieh Balancers	1	\$3,000	2	\$3,550
Hereford	7	\$2,871	7	\$2,371
Simmental	5	\$3,420	8	\$2,863
Simm. Hybrid	12	\$4,133	14	\$3,750
<b>Total</b>	<b>55</b>	<b>\$3,742</b>	<b>84</b>	<b>\$3,292</b>

**(5) PROGRAM COSTS**

Consignors paid Southwest Bull Test Station a feed deposit of \$200 per bull at delivery, along with a \$75 per head fee for facilities and management. All other expenses for testing and sales were deducted or billed for after the sale. Test and sale costs were calculated on the same basis as Culpeper tests. Sale preparation charges included clipping/cleaning fee, plus hauling charges. Discounts of \$50 per bull were available to buyers purchasing two or three bulls, as well as a discount of \$100 per bull that was available to buyers purchasing four or more bulls, and this was included as a sale expense.

**AVERAGE TEST AND SALE COST (BULLS SOLD)**  
per head basis

		<b>SW VA Sr.</b>	<b>SW VA Jr.</b>
<b><u>EXPENSES 2015-16</u></b>			
<b><u>Test Costs</u></b>			
Feed		\$580.18	\$464.09
Yardage (test days on feed)		66.50 (112)	66.50 (112)
Medical, Eartags, Processing		19.14	16.48
Ultrasound		16.55	17.01
Consignment Fee		45.00	45.00
<b>Total Test Costs</b>		<b>\$727.37</b>	<b>\$609.08</b>
<b><u>Post-Test &amp; Sale Costs</u></b>			
Post Test Feed/Yardage (days)		182.21 (39)	176.00 (39)
Sale Preparation Fee		35.00	35.00
Blood Tests		----	---
Sale Expenses*		352.50 (9.42%)	310.11 (9.42%)
Transfer Fee, Checkoff, etc.		5.75	5.75
<b>Total Post Test &amp; Sale Costs</b>		<b>\$575.46</b>	<b>\$526.86</b>
<b>Grand Total Costs 2015-16</b>		<b>\$1302.83</b>	<b>\$1135.94</b>
<b>Grand Total Costs 2014-15</b>		\$1352	\$1069
<b>Test/Sale (Sale Exp. %)</b>		\$720/\$632 (7.6%)	\$543/\$527 (7.6%)
	2013-14	\$1267	\$1108
	2012-13	\$742/\$525 (7.3%)	\$625/\$483 (7.3%)
	2011-12	\$1440	\$1296
	2010-11	\$877/\$563 (7.9%)	\$770/\$526 (7.9%)
		\$1378	\$1159
		\$797/\$580 (7.4%)	\$661/\$498 (7.4%)
		\$1066	\$942
		\$577/\$489 (8.5%)	\$488/\$454 (8.5%)
<b>Sale Average 2015-16</b>		<b>\$3,742</b>	<b>\$3,292</b>
	2014-15	\$5,230	\$4,366
	2013-14	\$4,197	\$3,559
	2012-13	\$2,746	\$2,808
	2011-12	\$3,620	\$3,319
	2010-11	\$2,817	\$2,613
<b>Consignor Net (% of sale price) 2015-16</b>		<b>\$2,439 (65%)</b>	<b>\$2,156 (65%)</b>
	2014-15	\$3,878 (74%)	\$3,297 (75%)
	2013-14	\$2,930 (70%)	\$2,451 (69%)
	2012-13	\$1,306 (48%)	\$1,512 (54%)
	2011-12	\$2,242 (62%)	\$2,160 (65%)
	2010-11	\$1,751 (62%)	\$1,670 (64%)

\*Sale Expenses include fees charged as percentage of sale gross (sale management 3.0%, sale facility 1.0%, auctioneer 1.0%) and expenses charged at cost (catalog printing/postage, advertising, DV Auction web service, ringmen, sale labor, multiple bull purchase discounts, etc.).

III. PERFORMANCE AND TEST SUMMARY - TEST SEASON 2015-16

**2015-2016 VA. BCIA CENTRAL BULL TEST STATIONS PERFORMANCE**

	Culpeper Sr		SW VA Sr		SW VA Jr		TOTAL	
BREED	ADG	YW NO.	ADG	YW NO.	ADG	YW NO.	ADG	YW NO.
Angus	4.21	1229 73	3.08	1085 46	3.26	1095 69	3.58	1145 188
Braunvieh					3.08	1025 2	3.08	1025 2
Charolais					2.89	1085 7	2.89	1085 7
Gelbvieh	4.15	1336 1	2.55	1056 5	2.96	1090 6	2.88	1096 12
Gelbvieh Balancers	4.36	1284 4	3.43	1151 1	3.04	1109 3	3.75	1202 8
Hereford			2.82	895 13	2.91	1048 9	2.86	958 22
Simmental	4.42	1395 1	3.22	1104 7	3.19	1108 16	3.25	1119 24
Simm. Hybrid	3.86	1300 7	3.20	1092 20	3.40	1162 20	3.38	1153 47
<b>TOTAL</b>	<b>4.19</b>	<b>1240 86</b>	<b>3.05</b>	<b>1060 92</b>	<b>3.21</b>	<b>1102 132</b>	<b>3.43</b>	<b>1128 310</b>

IV. SALES SUMMARY - TEST SEASON 2015-2016

**2015-2016 VA BCIA CENTRAL BULL TEST STATION SALE AND BREED AVERAGES**

	Culpeper Sr		Culpeper Jr	SW Virginia		TOTAL	
Angus	42	\$146,200	-----	69	\$248,650	111	\$394,850
Avg.		\$3,481	-----		\$3,604		\$3,557
Braunvieh		-----	-----	1	\$2,000	1	\$2,000
Avg.		-----	-----		\$2,000		\$2,000
Charolais		-----	-----	5	\$17,850	5	\$17,850
Avg.		-----	-----		\$3,570		\$3,570
Gelbvieh	1	\$4,250	-----	8	\$24,900	9	\$29,150
Avg.		\$4,250	-----		\$3,113		\$3,239
Gelbvieh Bal.	2	\$7,300	-----	3	\$10,100	5	\$17,400
Avg.		\$3,650	-----		\$3,367		\$3,480
Hereford		-----	-----	14	\$36,700	14	\$36,700
Avg.		-----	-----		\$2,621		\$2,621
Simmental	1	\$5,700	-----	13	\$40,000	14	\$45,700
Avg.		\$5,700	-----		\$4,225		\$3,264
Simm. Hybrid	5	\$23,750	-----	26	\$102,100	31	\$125,850
Avg.		\$4,750	-----		\$3,927		\$4,060
<b>2015-16 Totals</b>	<b>51</b>	<b>\$187,200</b>	<b>-----</b>	<b>139</b>	<b>\$482,300</b>	<b>190</b>	<b>\$669,500</b>
<b>Avg.</b>		<b>\$3,671</b>	<b>-----</b>		<b>\$3,470</b>		<b>\$3,524</b>
2014-15 Totals	60	\$294,900	-----	140	\$663,900	200	\$958,800
Avg.		\$4,915	-----		\$4,742		\$4,794
2013-14 Totals	52	\$138,200	-----	138	\$532,600	190	\$670,800
Avg.		\$2,658	-----		\$3,859		\$3,531
2012-13 Totals	53	\$167,500	-----	134	\$372,450	187	\$539,950
Avg.		\$3,160	-----		\$2,779		\$2,887
2011-12 Totals	48	\$144,900	-----	136	\$465,550	184	\$610,450
Avg.		\$3,019	-----		\$3,423		\$3,318
2010-11 Totals	49	\$109,150	-----	123	\$331,200	172	\$440,350
Avg.		\$2,228	-----		\$2,693		\$2,560



V. **COMPARISON BY PRICE – 2015-16**

**AVERAGE SALE PRICES BY THIRDS 2014-15**

SALE	TOP 1/3		MIDDLE 1/3		BOTTOM 1/3		TOTAL	
	NO.	PRICE	NO.	PRICE	NO.	PRICE	NO.	PRICE
Culpeper Senior	17	\$4,891	17	\$3,482	17	\$2,638	51	\$3,671
SW Virginia Sr.	18	\$4,844	19	\$3,668	18	\$2,717	55	\$3,742
SW Virginia Jr.	28	\$4,454	28	\$3,146	28	\$2,275	84	\$3,292
SW Virginia All	46	\$4,648	47	\$3,351	46	\$2,413	139	\$3,470
<b>ALL SALES</b>	<b>63</b>	<b>\$4,684</b>	<b>64</b>	<b>\$3,390</b>	<b>63</b>	<b>\$2,499</b>	<b>190</b>	<b>\$3,524</b>

VI. **TOTAL NUMBER OF BREEDERS TESTING BULLS**

**2015-2016 BREEDERS TESTING BULLS**

	Culpeper Sr.	SW VA Sr.	SW VA Jr.	Total
Angus	16 (5)	15 (7)	24 (10)	<b>32 (13)</b>
Braunvieh			1	<b>1</b>
Charolais			3	<b>3</b>
Gelbvieh	1	2	3	<b>4</b>
Gelbvieh Bal.	2	1	2	<b>5</b>
Hereford		5 (1)	3 (1)	<b>7 (1)</b>
Simmental	1	4 (2)	7 (2)	<b>9 (2)</b>
Simm. Hybrid	2	6 (1)	9 (1)	<b>12 (1)</b>
	<b>18 (5)</b>	<b>22 (8)</b>	<b>40 (11)</b>	<b>52 (14)</b>
<b>2015-16 Totals</b>	<b>18 (5)</b>		<b>46 (13)</b>	<b>52 (14)</b>
2014-15 Totals	14		40 (12)	46 (12)
2013-14 Totals	11		39 (9)	44 (9)
2012-13 Totals	14 (1)		47 (12)	52 (13)
2011-12 Totals	12 (1)		42 (10)	53 (11)
2010-11 Totals	14 (2)		35 (6)	44 (8)
2009-10 Totals	21 (2)		41 (8)	51 (10)
2008-09 Totals	27 (7)		47 (9)	58 (13)
2007-08 Totals	45 (9)		50 (9)	79 (18)
2006-07 Totals	48 (7)		50 (8)	86 (14)
2005-06 Totals	46 (6)		46 (10)	82 (15)
2004-05 Totals	47 (9)		45 (14)	84 (22)

( ) Denotes out-of-state Breeders

VII. VA BCIA SALE ELIMINATION CRITERIA SUMMARY 2015-2016

2015-16 Virginia BCIA Central Bull Tests and Sales  
Sale Elimination Criteria Summary

	Culpeper Sr.	SW Virginia Sr.	SW Virginia Jr.	Total
No. Bulls Delivered	91	94	132	317
No. Bulls Completing Test	86	92	132	310
No. Bulls Not Completing Test (health, injury, etc.)	5	2	0	7 (2.2%)
No. Bulls Eliminated from Sale Post-Test	24	27	45	96
No. Bulls Cataloged for Sale	62	65	87	214
No. Bulls Cataloged but not Sold	11	10	3	24 (11.2% cataloged)
Scratched- BSE/semen evaluation	4	9	NA	13 (10.2% Srs. cataloged)
Scratched- other (injury, etc.)	4	0	1	5 (2.3% cataloged)
No sales	3	1	2	6 (2.8% cataloged)
<b>Criteria for Sale Elimination<sup>a</sup>:</b>	<b>No. Bulls</b>	<b>No. Bulls</b>	<b>No. Bulls</b>	<b>No. Bulls (% completing test)</b>
< Minimum YW EPD or no EPDs	3	3	6	12 (3.9%)
Frame Score < 5.0	3	2	3	8 (2.6%)
Unsuitable Disposition	0	4	2	6 (1.9%)
Undesirable Feet and Leg Structure	7	5	4	16 (5.2%)
Unsatisfactory Breeding Soundness Exam	4	8	11	23 (7.4%)
< Minimum Scrotal Circumference	3	6	8	17
Testicular abnormality/injury	0	2	1	3
Penile warts	0	0	0	0
Seminal vesiculitis	0	0	2	2
Epididymitis	1	0	0	1
Other (includes genetic abnormalities)	2	0	0	2 (0.6%)
Retained by Breeder	0	0	2	2 (0.6%)
Low Sale Index <sup>b</sup>	9	8	21	38 (12.3%)

<sup>a</sup>Bulls may be eliminated from sale for failing to meet one or more criteria.

<sup>b</sup>Sale Index = 2/3 Station Index (2/3 YW ratio + 1/3 ADG ratio) + 1/3 EPD average percentile ranking. Sale index used to eliminate additional bulls (after eliminating those that fail to meet other minimum criteria) to arrive at target sale number within each breed.



IX. **VA BCIA CENTRAL BULL TEST STATION SUMMARY 1990-2016**

**VA BCIA CENTRAL BULL TESTS & SALES 1990-2016**

YEAR	Culpeper Sr Tested/ADG Sold / Price		Culpeper Jr Tested/ADG Sold / Price		SW VA Sr Tested/ADG Sold / Price		SW VA Jr Tested/ADG Sold / Price		TOTAL Tested/ADG Sold / Price	
1990	124	2.79	121	3.18	49	2.62	129	3.18	613	3.15
	86	\$1,774	80	\$1,562	32	\$1,550	85	\$1,818	412	\$1,818
1991	124	3.40	122	3.33	50	3.08	129	3.13	607	3.35
	80	\$1,984	85	\$1,705	37	\$1,701	87	\$1,736	418	\$1,836
1992	124	3.56	126	3.53	49	3.46	132	3.42	616	3.52
	80	\$2,072	85	\$1,478	34	\$2,291	90	\$2,018	417	\$1,900
1993	122	3.45	127	3.32	58	3.21	169	3.02	615	3.24
	82	\$2,217	84	\$1,682	38	\$1,814	116	\$1,560	412	\$1,863
1994	127	3.32	130	3.00	58	3.10	164	2.91	621	3.23
	86	\$1,814	89	\$1,502	39	\$1,721	112	\$1,642	422	\$1,762
1995	124	3.00	116	3.27	53	3.32	159	3.11	590	3.28
	84	\$1,677	72	\$1,641	36	\$1,803	110	\$1,777	400	\$1,832
1996	127	2.88	122	2.68	56	3.18	173	3.10	618	3.11
	82	\$1,437	79	\$1,098	37	\$1,486	111	\$1,119	405	\$1,365
1997	117	3.49	124	3.38	59	3.29	156	3.01	596	3.41
	71	\$1,280	81	\$1,630	38	\$1,764	107	\$1,580	390	\$1,677
1998	124	3.36	126	3.39	62	3.24	150	3.17	599	3.28
	82	\$1,814	83	\$1,592	41	\$1,763	100	\$1,593	399	\$1,701
1999	125	3.34	113	3.82	60	3.62	140	3.43	438	3.53
	81	\$1,792	71	\$1,454	40	\$1,935	97	\$1,699	289	\$1,697
2000	124	3.99	125	3.50	64	3.66	157	3.48	470	3.64
	75	\$1,412	71	\$1,423	42	\$1,818	103	\$1,574	293	\$1,530
2001	92	3.96	113	3.81	80	3.79	115	3.62	400	3.79
	62	\$2,015	72	\$1,525	51	\$2,329	77	\$1,977	262	\$1,931
2002	101	3.89	100	4.00	65	3.76	155	3.41	421	3.72
	62	\$1,906	60	\$1,876	42	\$1,805	106	\$1,498	270	\$1,723
2003	105	3.37	88	3.67	91	3.39	119	3.29	402	3.42
	62	\$1,734	53	\$1,517	60	\$1,573	81	\$1,428	256	\$1,555
2004	128	3.69	89	3.97	82	3.44	105	3.37	404	3.62
	72	\$2,125	55	\$2,081	54	\$2,508	62	\$2,311	243	\$2,248
2005	127	3.77	95	3.74	87	3.80	108	3.81	417	3.78
	75	\$2,597	50	\$2,375	54	\$2,656	76	\$2,395	255	\$2,506
2006	138	3.82	99	3.84	82	3.95	122	3.66	441	3.80
	82	\$2,449	55	\$2,105	51	\$3,051	78	\$2,446	266	\$2,492
2007	131	3.48	105	3.86	86	3.88	127	3.79	449	3.73
	75	\$1,979	50	\$1,963	50	\$2,241	82	\$1,993	257	\$2,031
2008	115	4.03	71	3.42	92	3.46	119	3.63	397	3.67
	65	\$1,777	38	\$1,703	58	\$2,057	77	\$2,273	238	\$1,994
2009	92	3.95	56	3.44	105	3.89	102	3.61	355	3.75
	51	\$2,061	21	\$1,588	62	\$2,100	71	\$2,147	205	\$2,054
2010	93	4.13	-----	-----	102	3.33	105	3.27	300	3.56
	52	\$1,950	-----	-----	58	\$2,362	69	\$2,122	179	\$2,150
2011	84	4.27	-----	-----	66	3.74	103	3.65	253	3.88
	49	\$2,228	-----	-----	48	\$2,817	75	\$2,613	172	\$2,560
2012	85	3.54	-----	-----	68	3.81	120	3.92	273	3.77
	48	\$3,019	-----	-----	47	\$3,423	89	\$3,319	184	\$3,318
2013	86	3.42	-----	-----	98	3.35	110	3.56	294	3.45
	53	\$3,160	-----	-----	62	\$2,746	72	\$2,808	187	\$2,887
2014	87	2.97	-----	-----	87	3.38	104	3.26	278	3.21
	52	\$2,658	-----	-----	65	\$4,197	73	\$3,559	190	\$3,531
2015	96	3.46	-----	-----	84	3.12	104	3.19	284	3.26
	60	\$4,915	-----	-----	61	\$5,230	79	\$4,311	200	\$4,794
2016	86	4.19	-----	-----	92	3.05	132	3.21	310	3.43
	51	\$3,671	-----	-----	55	\$3,742	84	\$3,292	190	\$3,524

**X. VA. BCIA CENTRAL BULL TEST STATION SUMMARY 1959-2016**

YEAR	TESTED			SOLD	
	NO.	ADG	ADJ. YR. WT.	NO.	AV. PRICE
1959	67	2.56	843	64	\$636
1960	111	2.41	816	85	503
1961	119	2.42	859	63	746
1962	90	2.48	837	78	573
1963	83	2.37	821	67	687
1964	99	2.37	874	89	583
1965	118	2.35	889	76	563
1966	85	2.64	928	77	792
1967	108	2.48	875	88	702
1968	184	2.37	910	151	659
1969	184	2.64	933	153	867
1970	173	2.55	927	133	797
1971	164	2.62	929	115	815
1972	124	2.78	960	71	1,054
1973	270	2.68	934	172	801
1974	296	2.70	954	203	1,192
1975	356	2.83	962	197	794
1976	334	2.94	971	197	983
1977	363	2.76	970	218	841
1978	346	2.57	956	199	840
1979	338	2.81	987	208	1,501
1980	492	3.11	1022	300	1,536
1981	519	3.07	1034	325	1,495
1982	606	2.99	1023	344	1,271
1983	601	2.99	1042	355	1,297
1984	591	2.96	1046	336	1,317
1985	575	3.19	1067	340	1,287
1986	594	3.15	1084	356	1,219
1987	523	3.09	1076	339	1,375
1988	559	3.19	1077	372	1,609
1989	596	3.18	1083	405	1,748
1990	613	3.15	1080	412	1,818
1991	607	3.35	1111	418	1,836
1992	616	3.52	1128	417	1,900
1993	615	3.24	1100	412	1,863
1994	621	3.23	1100	422	1,762
1995	590	3.28	1108	400	1,832
1996	618	3.11	1093	405	1,365
1997	596	3.41	1100	390	1,677
1998	599	3.28	1120	399	1,701
1999	438	3.53	1150	289	1,697
2000	470	3.64	1170	293	1,530
2001	400	3.79	1196	262	1,931
2002	421	3.72	1190	270	1,723
2003	402	3.42	1124	256	1,555
2004	404	3.62	1150	243	2,248
2005	417	3.78	1163	255	2,506
2006	441	3.80	1192	266	2,492
2007	449	3.73	1200	257	2,031
2008	397	3.67	1204	238	1,994
2009	355	3.75	1170	205	2,054
2010	300	3.56	1167	179	2,150
2011	253	3.88	1182	172	2,560
2012	273	3.77	1163	184	3,318
2013	294	3.45	1139	187	2,887
2014	278	3.21	1089	190	3,351
2015	284	3.26	1079	200	4,794
2016	310	3.43	1128	190	3,524

**XI. NUMBERS TESTED AND SALE RESULTS FOR ALL YEARS COMBINED**

Includes all bulls at Culpeper, Dublin, Foster Falls, Red House and Wytheville, 1959-2016. 21,781 have been tested and 14,062 have been sold.

<b><u>NO. SOLD</u></b>	<b><u>BREED</u></b>	<b><u>GROSS</u></b>	<b><u>AVERAGE</u></b>
8908	Angus	\$15,609,303	\$1,752
2	Ankina	2,800	1,400
13	Brangus	14,645	1,127
4	Braunvieh & Braunvieh %	7,900	1,975
822	Charolais	1,293,870	1,574
2	Devon	1,075	538
379	Gelbvieh & Gelbvieh Balancer	906,124	2,391
2056	Hereford & Polled Hereford	2,383,264	1,159
117	Limousin	178,487	1,525
1	Rangsey	550	550
56	Red Angus	70,786	1,264
1	Red Poll	500	500
41	Salers	51,126	1,247
18	Santa Gertrudis	19,300	1,072
43	Shorthorn	25,825	601
12	Simbrah	12,275	1,023
1576	Simmental & Simm. Hybrid	3,162,182	2,006
11	Tarentaise	11,630	1,057
<b>14,062</b>		<b>\$23,751,642</b>	<b>\$1,689</b>