

**2017-18 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 2017-18. 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 60<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 John Prekker serving as Chair.

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

Nineteen Virginia BCIA members including: 16 Virginia, 1 Maryland, and 2 West Virginia breeders tested bulls. One hundred eleven total Senior bulls (calved Aug. 15 to Nov. 30, 2016) were delivered to Glenmary Farms June 27, went on 112 day test July 11 and came off test October 31, 2017. 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, 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.

**(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, 41 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 68 bulls were cataloged.

**AVERAGE PERFORMANCE BY AGE AND BREED**  
**CULPEPER 2017-18**

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
106 Angus	683	1329	4.07	1209	3.25	5.9	37.2	0.31	13.6	4.06
3 Gelbvieh Bal.	574	1233	3.82	1105	2.88	6.0	36.7	0.18	12.13	2.394
109 Seniors	679	1326	4.06	1206	3.24	5.9	37.2			

(4) **SALE RESULTS**

The Senior sale was held December 9, 2017 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/poled/scurred status, coat color genotype, and registration/consignor information. Genomically-enhanced EPDs were included on all bulls cataloged (required).

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. LiveAuction.tv was utilized to offer online bidding option to buyers.

A minimum floor price of \$2000 was established for the Senior sale, and 54 bulls sold at or above the floor price. There were 3 bulls which failed to bring the floor price (3 Angus). A total of 1 Senior Angus bull sold out of state: 1 Ontario, Canada.

**SALE RESULTS – CULPEPER 2017-18**

**SENIOR BULLS**

<u>NUMBER</u>	<u>BREED</u>	<u>GROSS</u>	<u>AVERAGE</u>
52	Angus	\$162,800	\$3,131
2	Gelbvieh Balancer	\$4,400	\$2,200
<b>54</b>		<b>\$167,200</b>	<b>\$3,096</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 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. Sale costs (advertising, catalog, ring help, 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>Culpeper Sr.</b>
<b><u>EXPENSES 2016</u></b>		
<b><u>Test Costs</u></b>		
Feed		\$343.35
Yardage (test days on feed)		63.00 (112)
Medical, Eartags, Processing		29.27
Ultrasound		18.77
Consignment Fee		45.00
<b>Total Test Costs</b>		<b>\$499.39</b>
<b><u>Post-Test &amp; Sale Costs</u></b>		
Post Test Feed/Yardage (days)		95.00 (38)
Sale Preparation Fee		34.00
Blood Tests		----
Sale Expenses*		341.49
		(11.03%)
Transfer Fee, Checkoff, etc.		8.00
<b>Total Post Test &amp; Sale Costs</b>		<b>\$478.49</b>
<b>Grand Total Costs</b>	<b>2017</b>	<b>\$978</b>
<b>Grand Total Costs</b>	2016	\$1080
<b>Test/Sale (Sale Exp%)</b>	2016	\$543/\$537 (12.90%)
	2015	\$1,037
	2015	\$522/\$515 (9.91%)
	2013	\$925
	2013	\$496/\$428 (9.7%)
	2012	\$1059
	2012	\$664/\$394 (8.1%)
	2011	\$1072
	2011	\$664/\$409 (8.9%)
	2010	\$901
	2010	\$498/\$403 (11.7%)
<b>Sale Average</b>	<b>2017</b>	<b>\$3,096</b>
	2016	\$3,099
	2015	\$3,671
	2014	\$4,915
	2013	\$2,658
	2012	\$3,160
	2011	\$3,019
	2010	\$2,228
<b>Consignor Net</b>	<b>2017</b>	<b>\$2,118 (68%)</b>
<b>(% of sale price )</b>	2016	\$2,019 (65%)
	2015	\$2,634 (72%)
	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, online web bidding, ringmen, sale labor, multiple bull purchase discounts, etc.).

## II. **SOUTHWEST**

Virginia BCIA contracted with Brian and Kayla Umberger, Mountain Spring Farm at Wytheville, 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 39<sup>th</sup> year of operation for the Southwest station, and the second year the bulls had been fed at Mountain Spring 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 Mark DeHaven as Chair.

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

Forty-seven Virginia BCIA members, including breeders from Virginia (36), North Carolina (3), Tennessee (7) and Maryland (1) tested bulls in the Senior and Junior tests. Ninety-four bulls for the Senior test (calved September 1 to December 31, 2016), were delivered on October 3 went on test October 24, 2017 and came off test on February 12 & 13, 2018. One hundred forty five Junior bulls (calved January 1 to March 31, 2017) were also delivered on October 3 went on test October 24, 2017 and came off test on February 12 & 13, 2018. Senior and Junior bulls were sold together on March 24, 2018. 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. One breeder consigned a total of two Junior custom test bulls.

### (2) **RATIONS**

A corn silage based ration supplemented with custom-formulated commodity pellet, dry corn, and alfalfa haylage. 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, 28 Seniors and 51 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 2017-18**

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
54 Angus	660	1413	3.69	1101	2.93	5.5	37.4	0.16	11.9	3.94
2 Charolais	766	1500	3.25	1141	2.96	6.1	37.5	0.13	15.7	2.35
4 Gelbvieh	632	1305	3.20	1032	2.76	5.8	35.5	0.12	11.88	1.875
1 Gelbvieh Bal.	719	1445	3.54	1107	2.94	5.7	39.0	0.14	12.92	2.159
9 Hereford	542	1320	2.99	954	2.52	5.3	34.8	0.15	10.75	2.38
3 Simmental	562	1455	3.63	1056	2.79	5.5	39.5	0.15	13.15	2.81
18 Simm. Hybd.	638	1458	3.62	1102	2.92	5.7	38.1	0.16	12.61	3.01
<b>91 Seniors</b>	<b>642</b>	<b>1411</b>	<b>3.57</b>	<b>1083</b>	<b>2.87</b>	<b>5.6</b>	<b>37.3</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
91 Angus	691	1083	3.05	1092	2.93	5.4	33.7	0.21	12.3	4.36
2 Charolais	689	1060	2.94	1100	2.94	5.6	34.0	0.14	12.54	3.22
5 Gelbvieh	684	1027	2.57	1037	2.80	5.9	34.7	0.13	12.11	3.003
2 Gelbvieh Bal.	724	1038	2.63	1038	2.82	5.0	34.0	0.20	13.03	4.024
3 Hereford	631	1062	2.79	1074	2.83	5.6	33.3	0.14	11.90	2.79
23 Simmental	694	1082	2.90	1093	2.96	5.6	34.4	0.14	12.68	2.79
16 Simm. Hybd.	694	1107	3.11	1137	3.06	5.7	34.0	0.19	12.86	3.29
<b>142 Juniors</b>	<b>691</b>	<b>1082</b>	<b>3.00</b>	<b>1094</b>	<b>2.94</b>	<b>5.5</b>	<b>33.9</b>			

**(4) SALE RESULTS**

One sale including both Senior and Junior bulls was held March 24, 2018 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 7 bulls which failed to bring the floor price (1 Senior Angus, 6 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. CowBuyer.com was utilized to offer online bidding option to buyers.

Fourteen Senior (9 Angus, 2 Hereford, 3 Simmental Hybrid) and 12 Junior bulls (5 Angus, 1 Charolais, 3 Simmental, 3 Simmental Hybrid) were sold out-of-state: Senior: 10 NC, 4 WV; Juniors: 5 NC, 1 WV, 6 TN.

The sale also included the tenth annual BCIA-Influenced Bred Heifer Sale which included 20 fall-calving Virginia Premium Assured bred heifers from four BCIA members. The heifers sold immediately following the bulls, and averaged \$1,520 per head. Sale expenses were shared with the bulls.

**SALE RESULTS – SW VIRGINIA 2018**

<b><u>NUMBER</u></b>	<b><u>BULL BREED</u></b>	<b><u>GROSS</u></b>	<b><u>AVERAGE</u></b>
81	Angus	\$225,750	\$2,787
2	Charolais	\$6,700	\$3,350
5	Gelbvieh	\$10,900	\$2,180
1	Gelbvieh Balancers	\$5,000	\$5,000
6	Hereford	\$13,500	\$2,250
16	Simmental	\$51,200	\$3,200
23	Simm. Hybrids	\$73,750	\$3,207
<b>134</b>		<b>\$386,800</b>	<b>\$2,887</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	34	\$2,851	47	\$2,740
Charolais	1	\$3,200	1	\$3,500
Gelbvieh	2	\$2,250	3	\$2,133
Gelbvieh Balancers	1	\$5,000	---	
Hereford	4	\$2,275	2	\$2,200
Simmental	1	\$2,900	15	\$3,220
Simm. Hybrid	13	\$3,412	10	\$2,940
<b>Total</b>	<b>56</b>	<b>\$2,964</b>	<b>78</b>	<b>\$2,831</b>

**(5) PROGRAM COSTS**

Consignors paid Southwest Bull Test Station a feed deposit of \$200 per bull at delivery, along with a \$50 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

		SW VA Sr.	SW VA Jr.
<b>EXPENSES 2016-17</b>			
<b><u>Test Costs</u></b>			
Feed		\$588.38	\$460.07
Yardage (test days on feed)		66.50 (112)	66.50 (112)
Medical, Eartags, Processing		9.56	38.61
Ultrasound		15.99	15.89
Consignment Fee		45.00	45.00
<b>Total Test Costs</b>		<b>\$725.43</b>	<b>\$626.07</b>
<b><u>Post-Test &amp; Sale Costs</u></b>			
Post Test Feed/Yardage (days)		218.40 (39)	216.06 (39)
Sale Preparation Fee		35.00	35.00
Blood Tests		----	---
Sale Expenses*		269.36 (9.14%)	259.94 (9.14%)
Transfer Fee, Checkoff, etc.		7.25	5.94
<b>Total Post Test &amp; Sale Costs</b>		<b>\$530.01</b>	<b>\$518.25</b>
<b>Grand Total Costs</b>	<b>2017-18</b>	<b>\$1255.44</b>	<b>\$1144.32</b>
<b>Grand Total Costs</b>	2016-17	\$1228	\$1088
<b>Test/Sale (Sale Exp. %)</b>	2015-16	\$671/\$557 (9.3%)	\$560/\$527 (9.3%)
	2015-16	\$1303	\$1136
	2014-15	\$727/\$575 (9.4%)	\$609/\$527 (9.4%)
	2014-15	\$1352	\$1069
	2013-14	\$720/\$632 (7.6%)	\$543/\$527 (7.6%)
	2013-14	\$1267	\$1108
	2012-13	\$742/\$525 (7.3%)	\$625/\$483 (7.3%)
	2012-13	\$1440	\$1296
	2011-12	\$877/\$563 (7.9%)	\$770/\$526 (7.9%)
	2011-12	\$1378	\$1159
	2010-11	\$797/\$580 (7.4%)	\$661/\$498 (7.4%)
	2010-11	\$1066	\$942
	2010-11	\$577/\$489 (8.5%)	\$488/\$454 (8.5%)
<b>Sale Average</b>	<b>2017-18</b>	<b>\$2,964</b>	<b>\$2,831</b>
	2016-17	\$3,366	\$3,075
	2015-16	\$3,742	\$3,292
	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</b>	<b>2017-18</b>	<b>\$1,709 (58%)</b>	<b>\$1,743 (62%)</b>
<b>(% of sale price)</b>	2016-17	\$2,137 (63%)	\$1,987 (65%)
	2015-16	\$2,439 (65%)	\$2,156 (65%)
	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, online web bidding, ringmen, sale labor, multiple bull purchase discounts, etc.).

III. **PERFORMANCE AND TEST SUMMARY - TEST SEASON 2017-18**

**2017-2018 VA. BCIA CENTRAL BULL TEST STATIONS PERFORMANCE**

	<b>Culpeper Sr</b>	<b>SW VA Sr</b>	<b>SW VA Jr</b>	<b>TOTAL</b>
<b>BREED</b>	<b>ADG YW NO.</b>	<b>ADG YW NO.</b>	<b>ADG YW NO.</b>	<b>ADG YW NO.</b>
Angus	4.07 1209 106	3.69 1101 54	3.05 1092 91	<b>3.61 1143 251</b>
Charolais		3.25 1141 2	2.94 1100 2	<b>3.09 1121 4</b>
Gelbvieh		3.20 1032 4	2.57 1037 5	<b>2.77 1035 9</b>
Gelbvieh Balancers	3.82 1105 3	3.54 1107 1	2.63 1038 2	<b>3.37 1083 6</b>
Hereford		2.99 954 9	2.79 1074 3	<b>2.94 984 12</b>
Simmental		3.63 1056 3	2.90 1093 23	<b>2.98 1089 26</b>
Simm. Hybrid		3.62 1102 18	3.11 1137 16	<b>3.38 1118 34</b>
<b>TOTAL</b>	<b>4.06 1206 109</b>	<b>3.57 1083 91</b>	<b>3.00 1094 142</b>	<b>3.48 1127 342</b>

IV. **SALES SUMMARY - TEST SEASON 2017-2018**

**2017-2018 VA BCIA CENTRAL BULL TEST STATION SALE AND BREED AVERAGES**

	<b>Culpeper Sr</b>	<b>Culpeper Jr</b>	<b>SW Virginia</b>	<b>TOTAL</b>
<b>Angus</b>	52 \$162,800	-----	81 \$225,750	<b>133 \$388,550</b>
<b>Avg.</b>	\$3,131	-----	\$2,787	<b>\$2,921</b>
<b>Charolais</b>	-----	-----	2 \$6,700	<b>2 \$6,700</b>
<b>Avg.</b>	-----	-----	\$3,350	<b>\$3,350</b>
<b>Gelbvieh</b>	-----	-----	5 \$10,900	<b>5 \$10,900</b>
<b>Avg.</b>	-----	-----	\$2,180	<b>\$2,180</b>
<b>Gelbvieh Bal.</b>	2 \$4,400	-----	1 \$5,000	<b>3 \$9,400</b>
<b>Avg.</b>	\$2,200	-----	\$5,000	<b>\$3,133</b>
<b>Hereford</b>	-----	-----	6 \$13,500	<b>6 \$13,500</b>
<b>Avg.</b>	-----	-----	\$2,250	<b>\$2,250</b>
<b>Simmental</b>	-----	-----	16 \$51,200	<b>16 \$51,200</b>
<b>Avg.</b>	-----	-----	\$3,200	<b>\$3,200</b>
<b>Simm. Hybrid</b>	-----	-----	23 \$73,750	<b>23 \$73,750</b>
<b>Avg.</b>	-----	-----	\$3,207	<b>\$3,207</b>
<b>2017-18 Totals</b>	<b>54 \$167,200</b>	<b>-----</b>	<b>134 \$386,800</b>	<b>188 \$554,000</b>
<b>Avg.</b>	<b>\$3,096</b>	<b>-----</b>	<b>\$2,887</b>	<b>\$2,947</b>
2016-17 Totals	36 \$111,550	-----	122 \$391,150	158 \$502,700
Avg.	\$3,099	-----	\$3,206	\$3,182
2015-16 Totals	51 \$187,200	-----	139 \$482,300	190 \$669,500
Avg.	\$3,671	-----	\$3,470	\$3,524
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 – 2017-18

**AVERAGE SALE PRICES BY THIRDS 2017-18**

SALE	TOP 1/3		MIDDLE 1/3		BOTTOM 1/3		TOTAL	
	NO.	PRICE	NO.	PRICE	NO.	PRICE	NO.	PRICE
Culpeper Senior	18	\$4,217	18	\$2,828	18	\$2,244	54	\$3,096
SW Virginia Sr.	19	\$4,095	18	\$2,672	19	\$2,111	56	\$2,947
SW Virginia Jr.	26	\$3,765	26	\$2,592	26	\$2,135	78	\$2,831
SW Virginia All	45	\$3,904	44	\$2,630	45	\$2,120	134	\$2,887
<b>ALL SALES</b>	<b>63</b>	<b>\$4,003</b>	<b>62</b>	<b>\$2,689</b>	<b>63</b>	<b>\$2,144</b>	<b>188</b>	<b>\$2,947</b>

VI. TOTAL NUMBER OF BREEDERS TESTING BULLS

**2017-2018 BREEDERS TESTING BULLS**

	Culpeper Sr.	SW VA Sr.	SW VA Jr.	Total
Angus	18 (3)	18 (5)	29 (8)	<b>41 (11)</b>
Charolais		1 (1)	2 (1)	<b>3 (2)</b>
Gelbvieh		2	1	<b>2</b>
Gelbvieh Bal.	1	1	2 (1)	<b>3 (1)</b>
Hereford		2	3	<b>5</b>
Simmental		2	6	<b>7</b>
Simm. Hybrid		7 (1)	6 (1)	<b>10 (1)</b>
	<b>19 (3)</b>	<b>26 (6)</b>	<b>35 (9)</b>	<b>55 (13)</b>
<b>2017-18 Totals</b>	<b>19 (3)</b>		<b>47 (11)</b>	<b>55 (13)</b>
2016-17 Totals	18 (3)		47 (9)	56 (12)
2015-16 Totals	18 (5)		46 (13)	52 (14)
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 2017-2018

2017-18 Virginia BCIA Central Bull Tests and Sales  
Sale Elimination Criteria Summary

	Culpeper Sr.	SW Virginia Sr.	SW Virginia Jr.	Total
No. Bulls Delivered	111	94	145	350
No. Bulls Completing Test	109	91	142	342
No. Bulls Not Completing Test (health, injury, etc.)	2	3	3	8 (2.3%)
No. Bulls Eliminated from Sale Post-Test	41	28	57	126
No. Bulls Cataloged for Sale	68	63	85	216
No. Bulls Cataloged but not Sold	14	7	7	28 (13.0% cataloged)
Scratched- BSE/semen evaluation	5	5	NA	10 (7.6% Srs. cataloged)
Scratched- other (injury, etc.)	6	1	1	8 (3.7% cataloged)
No sales	3	1	6	10 (4.6% 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	7	3	2	12 (3.5%)
Frame Score < 5.0	0	4	11	15 (4.4%)
Unsuitable Disposition	0	2	1	3 (0.9%)
Undesirable Feet and Leg Structure	7	6	8	21 (6.1%)
Unsatisfactory Breeding Soundness Exam	0	5	26	31 (9.1%)
< Minimum Scrotal Circumference	0	5	22	27
Testicular abnormality/injury	0	0	1	1
Penile warts	0	0	0	0
Seminal vesiculitis	0	0	3	3
Epididymitis	0	0	0	0
Other (includes genetic abnormalities)	2	2	2	6 (1.8%)
Retained by Breeder	2	0	0	2 (0.6%)
Low Sale Index <sup>b</sup>	24	10	13	47 (13.7%)

<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 1990-2018**

**VA BCIA CENTRAL BULL TESTS & SALES 1990-2018**

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	
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
2017	82	3.65	-----	-----	95	3.33	126	3.11	303	3.32
	36	\$3,099	-----	-----	55	\$3,366	67	\$3,075	158	\$3,182
2018	109	4.06	-----	-----	91	3.57	142	3.00	342	3.48
	54	\$3,096	-----	-----	56	\$2,964	78	\$2,831	188	\$2,947

X. VA. BCIA CENTRAL BULL TEST STATION SUMMARY 1959-2018

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
2017	303	3.32	1113	158	3,182
2018	342	3.48	1127	188	2,947

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

Includes all bulls at Culpeper, Dublin, Foster Falls, Red House and Wytheville, 1959-2018. 22,426 have been tested and 14,408 have been sold.

<b><u>NO. SOLD</u></b>	<b><u>BREED</u></b>	<b><u>GROSS</u></b>	<b><u>AVERAGE</u></b>
9141	Angus	\$16,303,853	\$1,784
2	Ankina	2,800	1,400
13	Brangus	14,645	1,127
4	Braunvieh & Braunvieh %	7,900	1,975
828	Charolais	1,318,070	1,592
2	Devon	1,075	538
396	Gelbvieh & Gelbvieh Balancer	950,024	2,399
2069	Hereford & Polled Hereford	2,412,664	1,166
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
1653	Simmental & Simm. Hybrid	3,426,832	2,073
11	Tarentaise	11,630	1,057
<b>14,408</b>		<b>\$24,808,342</b>	<b>\$1,722</b>