

2012-13 VIRGINIA BEEF CATTLE IMPROVEMENT ASSOCIATION CENTRAL BULL TEST STATION SUMMARY

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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 2012-13. 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 55th 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: Pete Henderson (Chair) and interested consignors.

(1) THE BULLS AND THE MANAGEMENT

Fourteen Virginia BCIA members including: 13 Virginia, and 1 Maryland breeders tested bulls. Ninety three total Senior bulls (calved Aug. 15 to Nov. 30, 2011) were delivered to Glenmary Farms June 26, went on 112 day test July 9 & 10 and came off test October 29 – 30, 2012. 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 60% of the bulls in each group were sold. 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 70% 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, corn grain, corn gluten feed, barley grain, and barley silage. Ingredients were included based on availability and price. Rations were monitored and adjusted based on results of sample analysis conducted on a periodic basis during the feeding period. 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, 28 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 58 bulls were cataloged.

AVERAGE PERFORMANCE BY AGE AND BREED
CULPEPER 2012-13

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	696	1182	3.43	1103	2.94	5.7	35.5	0.21	12.5	3.36
1 Gelbvieh	655	1250	3.51	1090	2.93	6.3	35.0	0.09	12.55	1.33
1 Gelbvieh Bal.	683	1330	3.73	1141	3.07	6.2	36.0	0.14	11.15	1.80
2 Simmental		1120	3.11	1004	2.75	5.4	36.5	0.13	12.14	1.81
9 Simm. Hybrid	662	1149	3.34	1077	2.90	5.8	36.5	0.20	12.26	2.76
86 Seniors	692	1180	3.42	1098	2.93	5.7	35.6			

(4) **SALE RESULTS**

The Senior sale was held December 8, 2012 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, MCE EPD, MM EPD, SC EPD, Carcass/Ultrasound EPDs for fat thickness, REA, MB, and yield grade; 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/polled/scurred status, coat color genotype, and registration/consignor information.

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.

A minimum floor price of \$1500 was established for the Senior sale, and 53 bulls sold at or above the floor price. There were 2 Angus which failed to bring the floor price. A total of 2 Senior Angus bulls sold out of state: 1 PA, and 1 WV.

The sale also included a guest consignment of commercial females from Glenmary Farms, which sold immediately following the bulls. Sale averages were as follows: 31 cow-calf pairs \$1937, 9 bred heifers \$1778, and 20 yearling heifers \$1300. Sale expenses were shared with the bulls.

SALE RESULTS – CULPEPER 2012-13

SENIOR BULLS

<u>NUMBER</u>	<u>BREED</u>	<u>GROSS</u>	<u>AVERAGE</u>
43	Angus	\$131,000	\$3,047
1	Gelbvieh	\$2,100	\$2,100
1	Gelbvieh Balancer	\$2,600	\$2,600
2	Simmental	\$4,100	\$2,050
6	Simmental Hybrid	\$27,700	\$4,617
53		\$167,500	\$3,160

(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, TB, and anaplasmosis testing fees were charged at cost on sale bulls. Sale costs (advertising, catalog, ring help, 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

<u>EXPENSES 2012</u>	<u>Culpeper Sr.</u>
<u>Test Costs</u>	
Feed	\$490.75
Yardage (test days on feed)	64.00 (114)
Medical, Eartags, Processing	51.71
Ultrasound	13.49
Consignment Fee	45.00
Total Test Costs	\$664.95
<u>Post-Test & Sale Costs</u>	
Post Test Feed/Yardage (days)	70.00 (38)
Sale Preparation Fee	42.55
Blood Tests	15.68
Sale Expenses*	256.59 (8.12%)
Transfer Fee, Checkoff, etc.	9.42
Total Post Test & Sale Costs	\$394.24
Grand Total Costs 2012	\$1059.19

Grand Total Costs Test/Sale (Sale Exp%)	2011	\$1072
		\$664/\$409 (8.9%)
	2010	\$901
		\$498/\$403 (11.7%)
	2009	\$875
		\$492/\$383 (12.2%)
	2008	\$929
		\$540/\$388 (12.3%)
	2007	\$754
		\$460/\$294 (11.6%)
	2006	\$709
		\$427/\$282 (9.7%)
	2005	\$717
		\$407/\$310 (8.3%)
	2004	\$704
		\$396/\$308(8.2%)
Sale Average	2012	\$3,160
	2011	\$3,019
	2010	\$2,228
	2009	\$1,950
	2008	\$2,061
	2007	\$1,777
	2006	\$1,979
	2005	\$2,449
Consignor Net (% of sale price)	2012	\$2,101 (66%)
	2011	\$1,947 (64%)
	2010	\$1,327 (60%)
	2009	\$1,075 (55%)
	2008	\$1,132 (55%)
	2007	\$1,023 (58%)
	2006	\$1,270 (64%)
	2005	\$1,736 (71%)

*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, 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 34th year of operation for the Southwest station, and the eighth 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: Doug Hughes (Chair) and interested consignors.

(1) THE BULLS AND THE MANAGEMENT

Forty eight Virginia BCIA members, including breeders from Virginia (35), Tennessee (8), North Carolina (1), Maryland (1), District of Columbia (1) and West Virginia (2) tested bulls in the Senior and Junior tests. One hundred one bulls for the Senior test (calved September 15 to December 31, 2011), were delivered on October 2 went on test October 15 & 16, 2012 and came off test on February 4 & 5, 2013. One hundred sixteen Junior bulls (calved January 1 to March 31, 2012) were also delivered on October 2 went on test October 15 & 16, 2011 and came off test on February 4 & 5, 2013. Senior and Junior bulls were sold together on March 23, 2013. 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. A portion of the bulls not qualifying for the sale were sold through a terminal market. One breeder consigned two Senior custom test bulls.

(2) RATIONS

A custom-formulated diet was secured from a commercial manufacturer. The ration was provided through self-feeders. The ration contained 70% TDN and 17% crude protein (dry basis). The main ration consisted of the following primary ingredients: cottonseed hull pellets, corn gluten feed, wheat midds, soy hulls, corn, dry distillers grains, and mineral-vitamin mix. 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. On and off-test weights were the average of two consecutive day's weights. Procedures for handling performance were the same as for Culpeper. At the end of the test, 28 Seniors and 25 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 2012-13

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
59 Angus	699	1365	3.54	1118	2.96	5.9	38.3	0.25	12.7	3.71
4 Charolais	760	1344	3.49	1137	3.07	7.3	39.8	0.16	12.73	1.97
6 Gelbvieh	664	1308	2.86	1081	2.89	6.1	37.7	0.17	13.16	1.72
3 Gelbvieh Bal.	667	1392	3.41	1131	2.97	6.3	39.3	0.19	13.12	1.95
6 P. Hereford	550	1282	2.62	964	2.51	5.5	36.8	0.31	10.99	3.14
8 Simmental	683	1406	3.04	1148	3.06	6.5	38.7	0.22	13.88	2.33
12 Simm. Hybd.	629	1409	3.20	1111	2.96	6.1	39.2	0.22	13.30	2.99
98 Seniors	678	1365	3.35	1109	2.94	6.0	38.4			

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
67 Angus	685	1161	3.65	1200	3.24	6.1	35.5	0.31	13.4	4.40
5 Charolais	755	1211	3.29	1249	3.39	6.9	38.3	0.22	14.37	3.11
5 Gelbvieh	670	1128	3.35	1114	3.05	6.4	36.4	0.20	13.98	2.66
3 Gelbvieh Bal.	614	1103	3.44	1112	2.97	6.0	38.2	0.23	12.30	3.13
5 P. Hereford	708	1114	3.14	1165	3.18	6.3	37.3	0.28	11.7	2.98
15 Simmental	681	1127	3.21	1183	3.20	6.3	36.8	0.20	14.09	2.93
10 Simm. Hybd.	706	1224	3.95	1273	3.45	6.4	38.9	0.28	13.92	3.95
110 Juniors	688	1160	3.56	1200	3.24	6.2	36.3			

SW VIRGINIA CUSTOM SENIOR (112 Day)	Weaning	Test					
	Adj. WW	Final Wt.	ADG	Adj YW	WDA	Frame Score	Scrotal Cir.
2 Simm. Hybrid		1648	3.95	1127	3.09	6.5	42.3

(4) **SALE RESULTS**

One sale including both Senior and Junior bulls was held March 23, 2013 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 \$1500 was established by the test and sale committee for all bulls in the sale. There were 10 Angus, 1 Charolais and 1 Simmental which failed to bring the floor price (1 Senior, 11 Junior).

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.

Seventeen Senior (10 Angus, 1 Charolais, 2 Simmental, 2 Simmental Hybrid, 1 Gelbvieh, 1 Gelbvieh Balancer) and 20 Junior bulls (12 Angus, 2 Charolais, 1 Simmental, 5 Simmental Hybrid) were sold out-of-state: Senior: 9 NC, 4 WV, 3 TN, 1 MD; Juniors: 8 NC, 1 TN, 8 WV, 1 MD, 1 GA 1 SC.

The sale also included the fifth annual BCIA-Influenced Bred Heifer Sale which included 30 fall-calving Virginia Premium Assured bred heifers from three BCIA members. The heifers sold immediately following the bulls, and averaged \$1,562 per head. Sale expenses were shared with the bulls.

SALE RESULTS – SW VIRGINIA 2013

<u>NUMBER</u>	<u>BREED</u>	<u>GROSS</u>	<u>AVERAGE</u>
82	Angus	\$221,850	\$2,705
6	Charolais	\$18,500	\$3,083
7	Gelbvieh	\$17,100	\$2,443
5	Gelbvieh Balancers	\$13,400	\$2,680
7	P. Hereford	\$19,000	\$2,714
15	Simmental	\$45,000	\$3,000
12	Simm. Hybrids	\$37,600	\$3,133
134		\$372,450	\$2,779

<u>BREED</u>	<u>SENIOR BULLS</u>		<u>JUNIOR BULLS</u>	
	<u>NO.</u>	<u>AVERAGE</u>	<u>NO.</u>	<u>AVERAGE</u>
Angus	38	\$2,612	44	\$2,786
Charolais	3	\$2,600	3	\$3,567
Gelbvieh	4	\$2,275	3	\$2,667
Gelbvieh Balancers	2	\$3,650	3	\$2,033
P. Hereford	3	\$2,433	4	\$2,925
Simmental	7	\$3,229	8	\$2,800
Simm. Hybrid	5	\$3,380	7	\$2,957
Total	62	\$2,746	72	\$2,808

(5)

PROGRAM COSTS

Consignors paid Southwest Bull Test Station \$200 per bull at delivery. 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.

AVERAGE TEST AND SALE COST (BULLS SOLD)

per head basis

		<u>SW VA Sr.</u>	<u>SW VA Jr.</u>
<u>EXPENSES 2012-13</u>			
<u>Test Costs</u>			
Feed		\$736.15	\$619.50
Yardage (test days on feed)		63.00 (112)	63.00 (112)
Medical, Eartags, Processing		15.94	25.50
Ultrasound		16.44	17.37
Consignment Fee		45.00	45.00
	Total Test Costs	\$877.14	\$770.37
<u>Post-Test & Sale Costs</u>			
Post Test Feed/Yardage (days)		295.78 (46)	255.30 (46)
Sale Preparation Fee		41.00	41.00
Blood Tests		----	---
Sale Expenses*		216.93 (7.90%)	220.57 (7.90%)
Transfer Fee, Checkoff, etc.		9.08	9.08
	Total Post Test & Sale Costs	\$562.79	\$525.95
Grand Total Costs	2012-13	\$1439.93	\$1296.32
Grand Total Costs	2011-12	\$1378	\$1159
Test/Sale (Sale Exp. %)		\$797/\$580 (7.4%)	\$661/\$498 (7.4%)
	2010-11	\$1066	\$942
		\$577/\$489 (8.5%)	\$488/\$454 (8.5%)
	2009-10	\$1077	\$942
		\$608/\$469 (9.2%)	\$601/\$340 (9.2%)
	2008-09	\$1103	\$1042
		\$685/\$417 (9.5%)	\$668/\$375 (9.5%)
	2007-08	\$1049	\$967
		\$625/\$424 (8.1%)	\$622/\$345 (8.1%)
	2006-07	\$859	\$793
		\$533/\$325 (8.9%)	\$521/\$272 (8.9%)
	2005-06	\$926	\$803
		\$496/\$429 (7.9%)	\$481/\$321 (7.9%)

Sale Average	2012-13	\$2,746	\$2,808
	2011-12	\$3,620	\$3,319
	2010-11	\$2,817	\$2,613
	2009-10	\$2,362	\$2,122
	2008-09	\$2,100	\$2,147
	2007-08	\$2,057	\$2,273
	2006-07	\$2,241	\$1,993
	2005-06	\$3,051	\$2,446
Consignor Net (% of sale price)	2012-13	\$1,306 (48%)	\$1,512 (54%)
	2011-12	\$2,242 (62%)	\$2,160 (65%)
	2010-11	\$1,751 (62%)	\$1,670 (64%)
	2009-10	\$1,285 (54%)	\$1,180 (56%)
	2008-09	\$997 (47%)	\$1,104 (51%)
	2007-08	\$1,008 (49%)	\$1,306 (57%)
	2006-07	\$1,382 (62%)	\$1,200 (60%)
	2005-06	\$2,125 (70%)	\$1,643 (67%)

*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, ringmen, sale labor, multiple bull purchase discounts, etc.).

Note- Junior test period shortened (post-test period lengthened) for Junior bulls effective 2010-11

III. PERFORMANCE AND TEST SUMMARY - TEST SEASON 2012-13

2012-2013 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	3.43 1103 73	3.54 1118 59	3.65 1200 67	3.54 1140 199
Charolais		3.49 1137 4	3.29 1249 5	3.37 1199 9
Gelbvieh	3.51 1090 1	2.86 1081 6	3.35 1114 5	3.12 1096 12
Gelbvieh Balancers	3.73 1141 1	3.41 1131 3	3.44 1112 3	3.47 1124 7
P. Hereford		2.62 964 6	3.14 1165 5	2.86 1055 11
Simmental	3.11 1004 2	3.04 1148 8	3.21 1183 15	3.15 1157 25
Simm. Hybrid	3.34 1077 9	3.20 1111 12	3.95 1273 10	3.48 1153 31
TOTAL	3.42 1098 86	3.35 1109 98	3.56 1200 110	3.45 1139 294

IV. **SALES SUMMARY - TEST SEASON 2012-2013**

2012-2013 VA. BCIA CENTRAL BULL TEST STATION SALE AND BREED AVERAGES

	Culpeper Sr		Culpeper Jr		SW Virginia		TOTAL	
Angus	43	\$131,000		-----	82	\$221,850	125	\$352,850
Avg.		\$3,047		-----		\$2,705	6	\$18,500
Charolais		-----		-----	6	\$18,500	6	\$18,500
Avg.		-----		-----		\$3,083	8	\$19,200
Gelbvieh	1	\$2,100		-----	7	\$17,100	8	\$19,200
Avg.		\$2,100		-----		\$2,443	6	\$16,000
Gelbvieh Bal.	1	\$2,600		-----	5	\$13,400	6	\$16,000
Avg.		\$2,600		-----		\$2,680	7	\$19,000
P. Hereford		-----		-----	7	\$19,000	7	\$19,000
Avg.		-----		-----		\$2,714	17	\$49,100
Simmental	2	\$4,100		-----	15	\$45,000	17	\$49,100
Avg.		\$2,050		-----		\$3,080	18	\$65,300
Simm. Hybrid	6	\$27,700		-----	12	\$37,600	18	\$65,300
Avg.		\$4,617		-----		\$3,133	134	\$372,450
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
2009-10 Totals	52	\$101,400		-----	127	\$283,450	179	\$384,850
Avg.		\$1,950		-----		\$2,232		\$2,150
2008-09 Totals	51	\$105,100	21	\$33,350	133	\$282,650	205	\$421,100
Avg.		\$2,061		\$1,588		\$2,125		\$2,054
2007-08 Totals	65	\$115,500	38	\$64,700	135	\$294,350	238	\$474,550
Avg.		\$1,777		\$1,703		\$2,180		\$1,994
2006-07 Totals	75	\$148,400	50	\$98,150	132	\$275,450	257	\$522,000
Avg.		\$1,979		\$1,963		\$2,087		\$2,031

V. **COMPARISON BY PRICE – 2012-13**

AVERAGE SALE PRICES BY THIRDS 2012-13

SALE	TOP 1/3		MIDDLE 1/3		BOTTOM 1/3		TOTAL	
	NO.	PRICE	NO.	PRICE	NO.	PRICE	NO.	PRICE
Culpeper Senior	18	\$4,228	18	\$2,883	17	\$2,324	53	\$3,160
SW Virginia Sr.	21	\$3,671	20	\$2,680	21	\$1,883	62	\$2,746
SW Virginia Jr.	24	\$3,838	24	\$2,658	24	\$1,929	72	\$2,808
SW Virginia All	45	\$3,760	44	\$2,607	45	\$1,906	134	\$2,779
ALL SALES	62	\$3,916	63	\$2,774	62	\$2,004	187	\$2,887

VI. TOTAL NUMBER OF BREEDERS TESTING BULLS

2012-2013 BREEDERS TESTING BULLS

	Culpeper Sr.	SW VA Sr.	SW VA Jr.	Total
Angus	13 (1)	24 (9)	23 (8)	36 (12)
Charolais		2 (1)	2 (1)	3 (1)
Gelbvieh	1	3	4	5
Gelbvieh Bal.	1	2	2	4
P. Hereford		2	3	4
Simmental	1	5 (1)	6 (1)	10 (1)
Simm. Hybrid	2	3 (1)	6 (1)	7 (1)
	14 (1)	34 (10)	35 (9)	52 (13)
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)
2003-04 Totals	39 (5)	48 (14)		81 (19)
2002-03 Totals	44 (3)	59 (13)		90 (15)
2001-02 Totals	45 (5)	63 (11)		101 (15)

() Denotes out-of-state Breeders

VII. VA BCIA SALE ELIMINATION CRITERIA SUMMARY 2012-2013

2012-13 Virginia BCIA Central Bull Tests and Sales
Sale Elimination Criteria Summary

	Culpeper Sr.	SW Virginia Sr.	SW Virginia Jr.	Total
No. Bulls Delivered	93	101	116	310
No. Bulls Completing Test	86	98	110	294
No. Bulls Not Completing Test (health, injury, etc.)	7	3	6	16 (5.2%)
No. Bulls Eliminated from Sale Post-Test	28	28	25	81
No. Bulls Cataloged for Sale	58	70	84	212
No. Bulls Cataloged but not Sold	5	8	12	25 (11.8% cataloged)
Scratched- BSE/semen evaluation	2	5	NA	7 (5.5% Srs. cataloged)
Scratched- other (injury, etc.)	1	2	1	4 (1.9% cataloged)
No sales	2	1	11	14 (6.6% cataloged)
Criteria for Sale Elimination^a:	No. Bulls	No. Bulls	No. Bulls	No. Bulls (% completing test)
< Minimum YW EPD or no EPDs	0	0	0	0 (0%)
Frame Score < 5.0	7	0	0	7 (2.4%)
Unsuitable Disposition	1	1	2	4 (1.4%)
Undesirable Feet and Leg Structure	4	7	3	14 (4.8%)
Unsatisfactory Breeding Soundness Exam	8	5	6	19 (6.5%)
< Minimum Scrotal Circumference	5	1	4	10
Testicular abnormality/injury	0	1	0	1
Penile warts	0	2	0	2
Seminal vesiculitis	2	1	1	4
Epididymitis	1	0	1	2
Other (AMC or NHC genotype)	0	0	0	0 (0%)
Retained by Breeder	6	1	0	7 (2.4%)
Low Sale Index ^b	6	15	15	36 (12.2%)

^aBulls may be eliminated from sale for failing to meet one or more criteria.

^bSale 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.

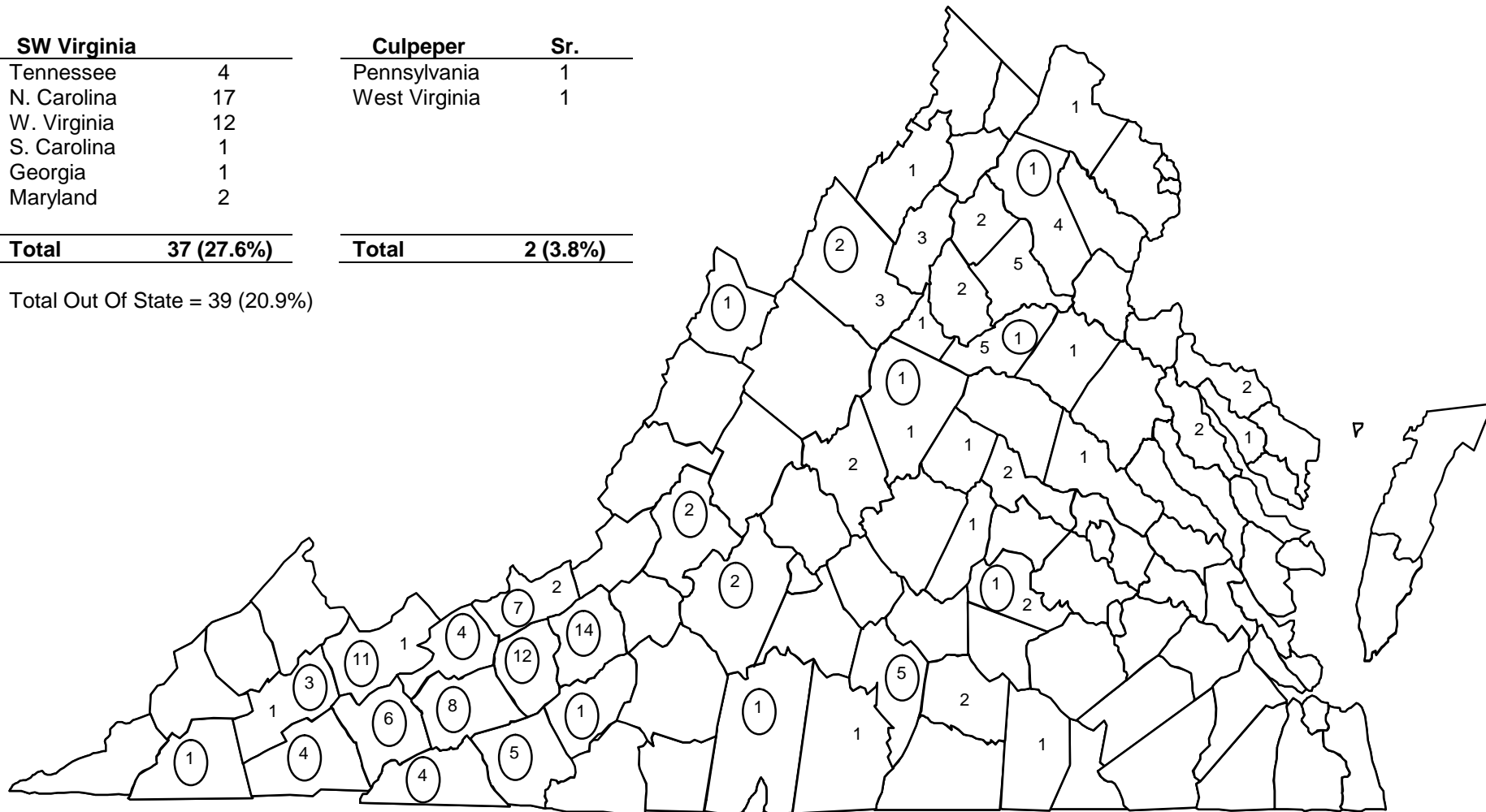
VIII. DISPOSITION OF BULLS

**2012-2013 SALES
WHERE TEST STATION BULLS WENT**

SW Virginia	
Tennessee	4
N. Carolina	17
W. Virginia	12
S. Carolina	1
Georgia	1
Maryland	2
Total	37 (27.6%)

Culpeper	
Pennsylvania	1
West Virginia	1
Total	2 (3.8%)

Total Out Of State = 39 (20.9%)



STATION CODE

CULPEPER Sr. - Number Only

SW VIRGINIA - `

IX. VA BCIA CENTRAL BULL TEST STATION SUMMARY 1990-2013

VA BCIA CENTRAL BULL TESTS & SALES 1988-2013

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

X. VA. BCIA CENTRAL BULL TEST STATION SUMMARY 1959-2013

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	1054
1973	270	2.68	934	172	801
1974	296	2.70	954	203	1192
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

XI. NUMBERS TESTED AND SALE RESULTS FOR ALL YEARS COMBINED

Includes all bulls at Culpeper, Dublin, Foster Falls, Red House and Wytheville, 1959-2013. 20,909 have been tested and 13,482 have been sold.

<u>NO. SOLD</u>	<u>BREED</u>	<u>GROSS</u>	<u>AVERAGE</u>
8537	Angus	\$14,171,153	\$1,660
2	Ankina	2,800	1,400
13	Brangus	14,645	1,127
2	Braunvieh	3,500	1,750
807	Charolais	1,230,370	1,525
2	Devon	1,075	538
350	Gelbvieh & Gelbvieh Balancer	773,074	2,209
2025	Hereford & Polled Hereford	2,269,214	1,121
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
1444	Simmental & Simm. Hybrid	2,616,232	1,812
11	Tarentaise	11,630	1,057
13,482		\$21,452,542	\$1,591