

**RULES & REGULATIONS**  
**2019 - 2020**  
**VIRGINIA BEEF CATTLE IMPROVEMENT ASSOCIATION**  
**CENTRAL BULL TEST & SALE PROGRAM**

- FOR
1. CULPEPER BULL TEST STATION - Glenmary Farm, Rapidan, VA
  2. SOUTHWEST BULL TEST STATION – Mountain Spring Farm, Wytheville, VA

<b>CULPEPER SENIOR BULLS</b>	
Birth Dates	August 15 – November 30, 2018
Entry Deadline	June 15, 2019
Delivery of Bulls	July 2, 2019
Start Test	July 16, 2019
Finish Test	November 5, 2019 (112 days)
Sale	Saturday, December 14, 2019 <b>(Public Auction)</b>

	<b>SOUTHWEST SENIOR BULLS</b>	<b>SOUTHWEST JUNIOR BULLS</b>
Birth Dates	September 1 – December 31, 2018	January 1 - March 31, 2019
Entry Deadline	September 5, 2019	September 5, 2019
Delivery of Bulls	October 8, 2019	October 8, 2019
Start Test	October 29, 2019	October 29, 2019
Finish Test	February 18, 2020 (112 days)	February 18, 2020 (112 days)
Sale	Saturday, March 28, 2020 <b>(Public Auction)</b>	Saturday, March 28, 2020 <b>(Public Auction)</b>

**3. CUSTOM TEST BULLS:** Groups of custom fed bulls will be developed in conjunction with both the Senior and Junior Tests at both Culpeper and Southwest as space permits. For breeders who have an interest in consigning both sale-eligible and custom test bulls, provisions have been made to accommodate selling only a portion of the total consignment (see Rule VII.6). Dates and deadlines will correspond with each respective test shown above. The custom test option is provided for breeders who wish to develop bulls with BCIA as contemporaries to bulls in the regular test and sale program. Bulls fed strictly on a custom basis are not eligible for the BCIA Bull Test Sales. See Section XIII in enclosed rules and regulations for details pertaining to custom test bulls.

**REQUEST ENTRY FORMS FROM:** **VIRGINIA BCIA**  
**DEPT. OF ANIMAL AND POULTRY SCIENCES**  
**VIRGINIA TECH**  
**BLACKSBURG, VA 24061**      [www.bcia.apsc.vt.edu](http://www.bcia.apsc.vt.edu)  
**Phone: 540-231-9159**      **Fax: 540-231-3010**

**SUPERVISOR & SPONSOR:** Virginia BCIA  
 Dept. of Animal & Poultry Sciences, Virginia Tech, Blacksburg, VA  
 Dr. Scott P. Greiner, Extension Beef Specialist, [sgreiner@vt.edu](mailto:sgreiner@vt.edu)

**TEST STATIONS & MANAGERS:** **Culpeper Bull Test Station**, Rapidan, VA  
 Glenmary Farm, Tom & Kim Nixon, Owner/Manager  
 phone (540) 212-1866      [glenmaryfarmLLC@gmail.com](mailto:glenmaryfarmLLC@gmail.com)  
**SOUTHWEST BULL TEST STATION**, Wytheville, VA  
 Mountain Spring Farm, Brian & Kayla Umberger, Owner/Manager  
 phone (276) 620-1194      [sepc1194@gmail.com](mailto:sepc1194@gmail.com)

## VIRGINIA BCIA TEST STATION DATES 2019-20

	JUNE	JULY	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH
<b>CULPEPER SENIOR &amp; CUSTOM SR.</b>	15 <sup>th</sup> - Entries Due	2 <sup>nd</sup> – Delivery  16 <sup>th</sup> - On Test	10 <sup>th</sup> – 56-Day Weight	8 <sup>th</sup> – 84-Day Weight	4 <sup>th</sup> & 5 <sup>th</sup> – Off-Test  16 <sup>th</sup> – Bull Pick- Up (non-sale bulls)	14 <sup>th</sup> - Sale			
<b>SW VIRGINIA SENIOR &amp; CUSTOM SR.</b>			5 <sup>th</sup> - Entries Due	8 <sup>th</sup> – Delivery  28 <sup>th</sup> & 29 <sup>th</sup> - On Test		24 <sup>th</sup> – 56-Day Weight	21 <sup>st</sup> – 84-Day Weight	17 <sup>th</sup> & 18 <sup>th</sup> -- Off Test  29 <sup>th</sup> – Bull Pick- Up (non-sale bulls)	28 <sup>th</sup> – Sale
<b>SW VIRGINIA JUNIOR &amp; CUSTOM JR.</b>			5 <sup>th</sup> - Entries Due	8 <sup>th</sup> – Delivery  28 <sup>th</sup> & 29 <sup>th</sup> - On Test		24 <sup>th</sup> – 56-Day Weight	21 <sup>st</sup> – 84-Day Weight	17 <sup>th</sup> & 18 <sup>th</sup> -- Off Test  29 <sup>th</sup> – Bull Pick- Up (non-sale bulls)	28 <sup>th</sup> – Sale

**RULES & REGULATIONS  
2019-20 VIRGINIA BCIA CENTRAL BULL TESTS & SALES  
AT CULPEPER & SOUTHWEST**

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. Each test station is privately owned and is under contract with Virginia BCIA to conduct the tests and sales according to these rules:

**CULPEPER (C)** -- This is the 62<sup>nd</sup> consecutive year. The station is owned and operated by Glenmary Farm Partnership.

**SOUTHWEST Virginia (SW)** -- This is the 41<sup>st</sup> consecutive year. This facility is owned by Brian Umberger and operated as the Southwest Bull Test Station.

**I. PURPOSE OF TESTS & SALES** -- (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.

**II. LOCATION OF TESTS & SALES:**

**C** - Test: Culpeper Bull Test Station - Glenmary Farm, 21496 River Road, Rapidan, VA 22723. Senior Sale: To be determined

**SW** – Test: Southwest Bull Test Station – Mountain Spring Farm, 255 Grippy Run Road, Wytheville, VA 24382 –. Senior & Junior Sale – Umberger Sale Facility, 195 Kenton Run, Wytheville, VA

**III. ADMINISTRATION & MANAGEMENT** -- Virginia BCIA is responsible for consignments, performance records and general supervision. **C** Glenmary Farm LLC (GF) and **SW** Southwest Bull Test Station (SWBTS) are under contract to furnish physical facilities, complete feeding, care and management for the bulls. The sales will be managed by Virginia BCIA.

**IV. NUMBER OF BULLS** -- **C** - 130 Senior bulls is the maximum number that can be tested (additional space may be available for custom test bulls) **SW** – a total of 230 Senior and Junior bulls constitute the maximum than can be tested (number of Senior and Junior bulls will be determined based on consignment numbers and pen allocation). Should more than maximum numbers be consigned for any test, the test and sale committee reserves the right to reduce consignments in an equitable manner (individual performance and EPDs will be considered when reducing consignment numbers). Virginia breeders and previous consignors will be given first priority. Minimum total consignment numbers shall be determined by BCIA in conjunction with the test station management. BCIA reserves the right not to conduct a given test or sale based on entries.

**V. ELIGIBILITY OF CONSIGNORS**

1. Virginia BCIA members using national breed association performance records who are in good standing with Virginia BCIA.
2. Breeders in Virginia border states using national breed association performance records and who are members in good standing with Virginia BCIA.

**VI. DATES** -- See front cover sheet for complete listing of dates which apply to the current test and sale season.

**VII. REQUIREMENTS FOR ENTRY**

1. **Entry Information** – Entry forms and other appropriate documents must be received by the respective deadlines or the consignor is subject to losing pen space. Pen space will not be held.
2. **Consignor Agreement** -- Each consignor must have a valid, signed Breeder Agreement on file with BCIA office for their bulls to be sale eligible. This agreement outlines the responsibilities and expectations for both the consignor and BCIA regarding the development and marketing of bulls, breeding guarantee, and other items.
3. **Breed** -- Registered bulls of any recognized beef breed, or recorded percentage bulls of breeds which have an open herd book. All bulls must be recorded with a breed association and have a performance record (including EPDs) provided by breed association.
4. **Registration** – All bulls must be registered within their respective breed. Bulls not eligible for registry for any reason (including genetic defects) are not eligible for the tests or sales.
5. **Age** --
  - A. **CULPEPER-Senior** – Aug. 15 – Nov. 30, 2018
  - B. **SOUTHWEST-Senior** -- Sept. 1 – Dec. 31, 2018; **Junior** -- Jan. 1 – March 31, 2019.
6. **Designation of Sale Eligibility** –
  - A. Unless otherwise designated (i.e. custom test or provision (B) below), all bulls consigned will be considered eligible for sale at the end of the test. All bulls qualifying for the sale must sell unless they are retained for home use (see section IX.10) or qualify under part (B) below.
  - B. Breeders wishing to test a contemporary group and sell only a portion of the bulls may indicate at entry a maximum number of bulls to sell (bulls will all be tested as if all are sale eligible, and breeder will not need to distinguish which bulls are to be sale eligible vs. custom test only). At the conclusion of the test, up to the maximum number of bulls designated that qualify for the sale will sell. Should more than the maximum number designated qualify for the sale, the highest ranking bulls based on Sale Index from the consignment group will be sold (the remainder of the consignment group will go home as if custom fed). If less than the designated number qualify for the sale, only those eligible will sell. A sale-eligible bull retained for home use will count against the number allowed to sell under this provision. Maximum number to sell must be provided to BCIA not later than the on test date.
7. **EPDs** –
  - A. All bulls must meet minimum YW EPD requirements representing the top 70<sup>th</sup> percentile of the breed to be eligible for tests and sales. Minimum EPDs for the current test year are presented in the following table. Official EPDs for bulls will be those that appear on the performance certificate issued by the breed associations at the time certificate is acquired by VA BCIA (approximately 14 days prior to off-test date).

<b>Breed</b>	<b>Minimum YW EPD</b>
Angus	+81
Charolais	+45
Gelbvieh (PB)	+83
Gelbvieh Balancer	+90
Hereford	+77
Simmental (PB)	+93
Simmental Hybrid	+89

-for breeds not listed contact the BCIA office

- B. All bulls should have a full complement of available EPDs. At minimum, bulls must have an individual weaning weight EPD published by their breed association to be sale eligible. The WW EPD must be published on the performance certificate issued by the breed associations at the time certificate is acquired by Virginia BCIA (approximately 14 days prior to off-test date).
8. **Minimum Weaning Performance** - All bulls must have appropriate individual performance data on file with their respective breed association and performance certificate must reflect such (birth weight and weaning weight).

- A. Actual Birth Weight, Adjusted Birth Weight & Ratio -- Include on entry form, needed for adjusted yearling weight calculation.
  - B. Adjusted 205 Day Weight & Ratio – Bulls must have weaning weight recorded with breed association. A copy of the weaning performance record (adjusted weight and ratio) must be provided.
  - C. Conformation -- Bulls should be a minimum frame score of 5.0. Consignors should not consign unsound bulls. The test and sale committee reserves the right to turn down physically unsound or unsuitable bulls (including disposition) upon inspection when bulls are delivered to the test station.
9. **Health** –
- A. Health Certificate – Valid Certificate of Veterinary Inspection (health paper) issued from veterinarian must accompany all bulls at delivery.
  - B. Identification – Out of state bulls must comply with Virginia import requirements concerning permanent identification.
  - C. Weaning and Vaccination Program – All bulls must be weaned at least 45 days prior to delivery to the test station, bunk-broke, and adapted to feed. Bulls must be vaccinated for 7-strain Clostridial, IBR, PI3, BVD (both Type I and Type II), BRSV, and Pasturella (with leukotoxoid) at least 14 days prior to delivery. Modified live vaccines are required for IBR, PI3, BVD (Type I and Type II), and BRSV. All vaccines should be administered following label directions (including booster vaccinations if required) and using Beef Quality Assurance Guidelines. A signed health record form must accompany bulls at delivery.
  - D. Brucellosis and Tuberculosis - Bulls originating from Virginia herds need not be tested for Brucellosis or TB prior to delivery. Bulls originating from out-of-state herds must have Certificate of Veterinary Inspection (health paper) for interstate shipment, and comply with their respective state's interstate shipment regulations regarding TB and Brucellosis for transport into Virginia.
  - E. Anaplasmosis - All bulls must be tested negative for Anaplasmosis prior to delivery, and must be accompanied by documentation of negative test at delivery.
  - F. Persistent Infection with BVD - All bulls must be tested negative for PI BVD prior to delivery, and must be accompanied by documentation of negative test at delivery. Bull may be tested anytime prior to delivery (Note: Do Not vaccinate bulls for BVD within 2 weeks prior to testing for PI BVD).
  - G. Reproductive Soundness – Bulls will be evaluated for reproductive soundness at delivery, including scrotal measurement and examination. Unsound bulls will be sent home.
  - H. Vaccinations at Test Station – Upon arrival at the test stations bulls will receive a MLV intranasal IBR/PI3 vaccination, and be boosted for 7-strain clostridial and will be treated for internal and external parasites with an endectocide product. At the beginning of the official test (14 days after arrival) all bulls will receive a booster of MLV 5-way viral product (IBR, BVD Types I and II, PI3, BRSV). The trade name of the product will be announced in advance so that consignors may take this into account when they make their vaccination decisions.
  - I. Johne's Disease – Virginia BCIA strongly encourages breeders enroll their herds in their state Johne's Disease Control and Prevention Program.
10. **Genetic Defects** – BCIA will conform to respective breed association guidelines regarding testing requirements and identification of genetic defects. Bulls with genetic conditions prohibiting registration will eliminate such bull from the test and sale. Consignors are encouraged to genotype bulls at-risk of being carriers prior to delivery. Potential carriers of genetic defects shall be required to be tested and results reported as appropriate in the catalog.
11. **Dehorning** -- Horned bulls of most breeds must be dehorned and healed. Horned Hereford bulls should have their horns appropriately tipped/sloped prior to arrival.
12. **Number** – Maximum number of bulls per consignor per test will be based on total consignment numbers and available pen space. Should pen space become limited, consignment numbers may be adjusted in an equitable manner. Preference will be given to Virginia breeders and past consignors. An effort will be made to accommodate maintenance of breeder contemporary groups.
13. **Minimum Weight-per-day-of-age at Delivery** -- Senior and Junior bulls - 2.5 pounds per day of age at delivery. Reasonable shipping shrink (2 to 6%) will be allowed.
14. **Genomics** – BCIA will facilitate the collection and analysis of DNA for genomically-enhanced EPDs (GE-EPD). Bulls with GE-EPDs will be identified as such in the catalog (performed on test or prior to

delivery). All expenses associated with genomics are the responsibility of the consignor. GENOMIC TESTING IS REQUIRED FOR CULPEPER SENIOR.

14. **Pre-Test Nutrition/Management** -- Bulls must be weaned a minimum of 45 days and started on feed (a ration similar to the test ration) prior to delivery. Favorable individual performance from birth until the test begins is reflected in adjusted yearling weight.

**VIII. TEST GROUPS** – For purpose of comparison of test data (test ADG, test YW, WDA, adjusted ultrasound measurements), calculated ratios and indexes will apply to bulls of the same breed within the same test group. Designation of test groups will be made by the program supervisor. Purebred and percentage bulls of the same breed and age will be split into separate test groups.

**IX. REQUIREMENTS FOR SALE ELIGIBILITY** –

1. **Number** -- Requirements are set with the intention of selling 67% (two-thirds) within each breed test group. As a guideline at **SW** a maximum of 85 head total per breed will be sold (to include both Seniors and Juniors). The test and sale committees may alter these guidelines as deemed appropriate for breed test groups with small consignment numbers. It will be assumed that all consignments are sale eligible, unless otherwise designated. Maximum number to sell per consignor will apply as outlined in Rule VII.6.
2. **EPDs**
  - A. All bulls must meet minimum breed YW EPD requirements. In the case in which an YW EPD does not exist, WW EPD will be used to determine eligibility. Official EPDs for bulls will be those that appear on the performance certificate issued by the breed associations at the time certificate is acquired by Virginia BCIA (approximately 14 days prior to off-test date). See table in Requirements for Entry (VII.7) for EPD requirements.
  - B. All bulls must have at least an individual weaning weight EPD published by their breed association to be sale eligible. The WW EPD must be published on the performance certificate issued by the breed associations at the time certificate is acquired by Virginia BCIA (approximately 14 days prior to off-test date).
3. **Individual Performance**
  - A. **Test ADG** -- no minimum (ADG ratio included in Sale Index which is used to establish sale eligibility and sale order).
  - B. **Test Adjusted Yearling Weight** -- no minimum (YW ratio included in Sale Index which is used to establish sale eligibility and sale order).
  - C. **Frame Size** -- Frame size shall be determined by hip height off-test. Minimum frame score shall be 5.0 for all breeds as measured off-test (frame scores will not be yearling age-adjusted).
4. **Health** -- All bulls selling must clear appropriate health tests required for interstate shipment. Additional tests (such as Anaplasmosis) may also be required based on advice of consulting veterinarians. Upon the recommendation of the consulting veterinarian, bulls may be withheld from the sale for other health reasons including (but not limited to) excessive ringworm or external warts.
5. **Genetic Defects** – Bulls of any breed which have genetic defects which preclude them from registration within their breed will not be sale eligible. Potential carriers of recognized genetic defects shall be required to be tested and results published in the sale catalog.
6. **Homozygous Black/Polled Genotyping** – All bulls which are potentially Homozygous Black are required to be genotyped. If bulls are homo black by pedigree, documentation must be provided to the BCIA office (guarantee is responsibility of consignor). Homozygous Polled genotyping is optional.
6. **Reproductive Soundness** -- Every bull must pass a breeding soundness evaluation off-test. The exam will include semen evaluation for Senior bulls at **C** and **SW**, internal palpation, scrotal circumference measure and penile inspection with electro-ejaculator. Junior bull breeding soundness exams will not include semen evaluation. Minimum scrotal measurement will be 32 cm for bulls less than 15 months of age, and 33 cm for bulls 15 to 18 months of age. The consignor agrees to any minor corrective surgery required. Senior bulls will be given a minimum of two opportunities to pass the semen evaluation (off test and again pre-sale). Bulls not passing the breeding soundness exam will not be sold (note that bulls pending second semen evaluation will be cataloged for the sale, and

will be scratched as necessary sale day if they do not have a satisfactory rating on the second breeding soundness exam).

7. **Structural Soundness** -- A committee will evaluate all bulls tested and may remove unsound or unsuitable bulls from the sale group. The consulting veterinarian, in conjunction with the station management, may also withhold bulls from the sale with structure or other defects.
8. **Docility** - Bulls with undesirable disposition will not be sold. Test station management and BCIA have the authority to eliminate such bulls at any time during the test.
9. **Consignor Agreement** – Each consignor must have a valid, signed Breeder Agreement on file with BCIA office for their bulls to be sale eligible. This agreement outlines the responsibilities and expectations for both the consignor and BCIA regarding the development and marketing of bulls, breeding guarantee, and other items.
10. **Bull Retention for Home Use** -- **C**-one sale eligible bull from each test may be retained. **SW**-one sale eligible bull per test may be retained automatically and an additional bull may be retained subject to committee approval on each test. BCIA must be notified by off-test date if bulls will be retained for home use.
11. **Registration** – All bulls must be registered by a recognized beef breed association. Bulls not eligible for registry for any reason will not be allowed to sell. Registration numbers must be provided to the BCIA at delivery. Failure to promptly provide registration information may result in loss of sale eligibility.
12. **Additional Cuts** – Should additional bulls need to be eliminated from the sale to achieve the target number to sell (as described in section IX.1); bulls will be eliminated based on Sale Index. The Sale Index will combine individual test performance and EPDs, and be weighted 2/3 on individual performance (Station Index) and 1/3 on EPD average percentile ranking (EPD Index). These indexes shall be calculated as follows:

$$\text{Station Index} = (2 \times \text{test Adj. YW Ratio} + \text{test ADG Ratio})/3$$

$$\text{EPD Index}^* = 100 - [ .20 \times \text{CE or BW EPD percentile ranking} + .20 \times \text{WW EPD percentile ranking} + .20 \times \text{Milk EPD percentile ranking} + .20 \times \text{YW EPD percentile ranking} + .10 \times \text{MB EPD percentile ranking} + .10 \times \text{REA EPD percentile ranking} ]$$

$$\text{Sale Index} = (2 \times \text{Station Index} + \text{EPD Index})/3$$

\*For the EPD Index calculation, bulls will not be discounted for having an EPD poorer than the 75<sup>th</sup> percentile, nor given credit for an EPD better than the 20<sup>th</sup> percentile for any trait. Calving Ease EPD percentile ranking will be used for breeds that have CE EPDs available, and BW EPD percentile ranking will be used for all other breeds.

13. BULLS FAILING TO MEET THE AFOREMENTIONED REQUIREMENTS WILL NOT BE SOLD. SUCH BULLS MAY BE SOLD FOR SLAUGHTER OR REMOVED FROM THE TEST STATION WHEN OFF TEST AND IN A TIMELY FASHION. FOR CONSIGNORS WHO DO NOT HAVE ANY (OR AN ADEQUATE NUMBER OF) BULLS QUALIFYING FOR THE SALE, COMPLETE TEST EXPENSES ON BULLS REMOVED MUST BE PAID TO THE TEST STATION AT THE TIME OF REMOVAL. BULLS WILL BE SUBJECT TO FEED, YARDAGE, AND OTHER COSTS UNTIL REMOVED.

**X. SALE POLICIES** -- Sales will be held as public auctions for Senior bulls at Culpeper, Senior and Junior bulls at SW.

1. **Sale Manager** – Virginia BCIA
2. **Catalog Information** -- All pertinent information will be published in the catalog. This will include BW/Ratio, Adj. WW/Ratio, test-calculated Adj. YW/Ratio, test ADG/Ratio, off-test weight, frame score, scrotal circumference, adj. ultrasound measurements and ratios, dam's production record, coat color genotype (for homozygous black bulls), homozygous polled genotype (if applicable), and genetic defect genotypes. Individual calving ease, growth, maternal, docility, and ultrasound body composition or carcass EPDs (including accuracy and percentile rankings), available index EPDs, sire EPDs and accuracies, and dam EPDs will also be published. Bulls with genomically-enhanced EPDs will be designated as such in the catalog. Additional information may be included as determined by BCIA. Published EPDs will be those shown on performance certificates issued by the breed

association and secured by BCIA prior to the sale. Dam production record information will be obtained from breed associations. Ultrasound data reported will be that provided from breed associations or an approved central lab. Any missing or incomplete information furnished by any of the above official sources, or information not provided to BCIA by the consignor, may result in missing/incomplete data for the sale catalog. All available information outlined above shall be published on every bull.

3. **Retention of Semen Interest on Bulls** -- Consignors may retain a semen breeding interest or a semen revenue sharing interest on bulls qualifying for the sale, but full possession must be sold. BCIA must be notified at the time bulls are taken off test if such interest will be retained. Sale catalog must state conditions.
4. **Floor Price** -- A floor price will be established by each test and sale committee. Bulls not sold for failure to bring floor price will pay sale costs based on floor price.
5. **Sale Order** -- Within breed sale order will be determined by Sale Index described in section IX.12 (combination of individual test performance and EPDs). Virginia BCIA reserves the right to make slight modifications to this order. The order in which breeds sell and distribution of breeds throughout the sale will be determined by the respective test and sale committees.
6. **Transfer of Registration** -- This shall be the sale manager's responsibility immediately following the sale. The consignor is responsible to furnish the endorsed registration certificate to the sale manager prior to the sale. The sale manager reserves the right to withhold sale settlement from consignor until endorsed registration certificates are furnished to sale manager.
7. **Sale Terms & Conditions** -- Upon consigning bulls, breeders agree to abide by the terms & conditions published in the sale catalog. This includes agreement by the consignor to honor the sale breeding guarantee on all bulls sold, and properly follow the claims for refund or adjustment policy outlined in the terms & conditions of the sale and Consignor Agreement.

**XI. COSTS** -- All test costs (less pre-paid feed cost --see below) on all bulls consigned (except consignment fee) will be deducted from sale proceeds for consignors with an adequate number of bulls qualifying for the respective sale. In the event a consignor does not have an adequate number of bulls qualify for the sale to cover total costs of all bulls tested, complete test expenses for bulls not making the sale must be paid to the test station at the time these bulls are removed. For consignors which have no bulls in the sale (or for bulls which are removed during the test), complete test expenses must be paid to the test station at the time bulls are removed. Consignors are financially obligated to all expenses associated with the development and sale of their bulls.

1. **Consignment Fee & Insurance** - Total of \$45.00 per head paid at the time of consignment. The \$45 per head will be used as follows:
  - a) \$13.00 of the consignment fee will be designated for mortality insurance. Commercial insurance will be purchased to cover bulls against accidental death by fire, lightning, wind, etc. at \$1,000 per bull. \$10.00 per head shall be used for the BCIA self-insurance fund. This fund will cover bulls that die at the test station from other causes not covered through the commercial insurance. Insured value shall be the gross value of the bull as a feeder calf on the day of delivery (determined by weight and price using USDA published weekly feeder cattle prices for week of delivery). The fund will also cover bulls which complete the test and qualify for the sale which may become injured or have other conditions which render them a non-breeder (and therefore are no longer sale eligible). These bulls will be indemnified at the floor price for the sale (BCIA will receive all salvage value). Any and all test costs incurred from the time of arrival until death or indemnification shall be the financial responsibility of the consignor. BCIA's total responsibility for bull indemnity payments shall be limited to double the total receipts in the bull indemnity fund for the test year (all three test groups at Culpeper and Southwest). In the event total claims exceed this amount during the year, the fund will be divided among claimants on a pro-rated basis.
  - b) The remaining \$32.00 of the consignment fee will go to Virginia BCIA for handling consignments, providing correspondence, computing and distributing records, and other services. If a breeder fails to deliver a consigned bull, the total consignment fee will be forfeited. If a bull is turned back prior to or at delivery, the total consignment fee will be refunded.



2. **Feed Costs** -- Pro-rated by body weight and weight gain while on test. Pre-payment of a portion of the projected feed cost is required when bulls are delivered (deposit will be credited toward total costs at completion of the test).
3. **Yardage** -- Yardage is \$0.50/head/day.
4. **Management Fee**: - A \$50 per bull management fee will be assessed to all bulls participating at SW, which will be due at delivery.
5. **Actual Veterinary & Medical Cost** -- Charged on a per head basis for preventative vaccinations/treatments, veterinary services (including breeding soundness exams), medicine costs for treating individual bulls, diagnostic tests, and any other health related costs for bulls while at the test station.
6. **Other Test Costs** -- Other test costs, including but not limited to ultrasound data collection, coat color/homo polled genotyping, genetic abnormality genotyping, and genomic testing will be charged on a per head basis at cost.
7. **Post-Test Costs** -- Feed, yardage, and other applicable costs will be charged on sale bulls between off test date and sale date. Feed, yardage, and other applicable costs accrued after the off-test date for bulls not qualifying for the sale will be charged until removal.
8. **Sale Preparation Fee** -- Charged on per head basis on sale bulls. Includes cleaning, clipping, and preparation for the sale.
9. **Other Sale Costs** -- Other expenses associated with selling the bulls will be charged on a per head basis, including but not limited to hauling charges to the sale facility and material costs for freeze branding.
10. **Sale Expenses** -- All sale costs including advertising, catalog (printing and postage), auctioneer and ring help, sale facility, online auction services, sale management fee, volume discounts to buyers purchasing multiple bulls in a sale, etc. will be charged as a percentage of sale price on each bull. The sales will be managed by Virginia BCIA for a management fee of 3.0% of the sale gross. Bulls not sold for failure to bring floor price will be charged sale costs at the floor price. Bulls "bought back" through the sale will pay sale expense on the sale price.
11. **Registration Transfer** -- The sale manager will make the transfer to the new owner at the consignor's expense. The sale manager reserves the right to withhold sale settlement from consignor until endorsed registration certificates are furnished to sale manager.
12. **General Information** -- Consignors of bulls not eligible to sell are responsible for all costs except sale costs. In the event a bull dies or is removed during the test, the owner is responsible for all costs until death or removal.

## **XII. GENERAL RULES & PROCEDURES**

1. **Pedigree, Performance, EPDs, and Genotype Information** -- It is the consignors' obligation to get complete information to the BCIA Office in a timely fashion. Registration numbers must be provided to the BCIA office upon delivery. Failure to do so may result in loss of sale eligibility. All pertinent information (BW/ratio, WW/ratio, sire, EPDs, coat color genotype) will be included on interim reports, which are made available to the public on the internet and to potential buyers.
2. **Data Collection** -- Bulls will be given a 14-day (C) or 21-day (SW) adjustment period before official test begins. Weights will be taken at the beginning of test, 56 days, 84 days, and 112 days as applicable to each test (bulls may be weighed at additional times for management purposes). Average weights taken on two consecutive days will be used for on and off-test weights when feasible. If on-test weight is less than delivery weight, then delivery weight will be used as the on-test weight. Adjusted yearling weights will be calculated based on Beef Improvement Federation guidelines. Ultrasound data will be collected by a certified technician, and data will be processed through breed associations. Ultrasound will be performed at an appropriate time during the test to optimize the number of bulls falling within appropriate age constraints as well as having an optimum number of days on feed. Hip heights will be taken at each weigh date as feasible. BCIA will submit yearling performance data (weights, heights, etc.) to the respective breed associations at the appropriate time during the test (for inclusion in breed database and EPD calculation). For bulls that have not been genotyped prior to arrival at the test station, BCIA will genotype bulls for coat color (at consignor's expense). It will be the responsibility of the consignor to properly inform BCIA which bulls could potentially genotype homozygous black (the catalog will inform buyers that bulls that are homozygous black are so denoted; i.e. bulls not noted as

such may be assumed to be red carriers). BCIA will also genotype bulls for genetic defects at consignor's expense if official genotype is not furnished by breeder (and is necessary). Bulls determined to be at-risk of being carriers for recognized genetic defects based on ancestral information are required to be genotyped. BCIA will also facilitate homozygous polled testing as well as submission of DNA for genomic enhancement of EPDs at the consignors' expense (GENOMIC TESTING IS REQUIRED FOR CULPEPER SENIOR).

3. **Reports** -- Consignors will receive reports following each weigh date from BCIA. These reports will also be made available on the internet and to potential buyers and other interested parties. It is the responsibility of the consignor to furnish appropriate information to BCIA for inclusion in these reports.
4. **Removal of Bulls** -- Consignors must notify the Virginia BCIA office by the off-test weigh day if any bulls are to be retained for home use and not sold, or if a semen interest is to be retained. All bulls must remain the entire test period unless removal for health or other reasons is authorized by the test station management and Virginia BCIA.
5. **Notification of Consignors** - Test station management will notify the consignor and Virginia BCIA immediately in case of severe sickness, malperformance, or injury of any bull. Health, lameness, disposition or other issues will be noted throughout the course of the test, and consignors notified as warranted in conjunction with interim weigh dates. A diagnostic statement from the veterinarian will be provided when warranted. All bulls that die unexpectedly will have a necropsy done.
6. **Adjustments to Rules and Policies** -- BCIA reserves the right to make necessary adjustments to the rules and policies set forth by this document should the need arise during the course of the test and sale season. Such changes or adjustments may be necessary as a result of circumstances which may affect the management and sale of bulls participating in the program (discovery of a genetic defect, for example). Any modifications to the established rules and policies shall be approved by the BCIA Board of Directors, with input from consignors and the test and sale committees.
7. **Rules Infractions** - The test and sale committee may act at their discretion and may make (or have necessary investigations made on their behalf) to insure the integrity of the program. The committee may act to eliminate bulls from the test or sale which have genetic defects, or which in their opinion have been misrepresented or which may be a discredit to the test or sale. Neither the respective test station management, Virginia BCIA, nor the test and sale committee shall assume any liability. The consignor agrees to the stipulations of these rules and regulations upon consigning bulls.

### **XIII. SPECIAL RULES AND POLICIES -- CUSTOM TEST BULLS**

The opportunity exists to custom test bulls at both Culpeper and Southwest. Custom test bulls will not be eligible for the sales at Culpeper and Southwest (for breeders wishing to sell only a portion of the bulls tested see Rule VII.6). Custom test bulls are subject to the same rules, regulations, and procedures (consignor eligibility, dates, requirements for entry, costs, and general rules) previously described in sections I through XII with the following exceptions and additional policies:

1. **Number of Bulls** – Total number of custom test bulls that may be fed in conjunction with any sale test group will be based on availability of pen space at the station. There is no minimum or maximum number of custom test bulls that may be entered per consignor. Preference for pen space will be given to sale eligible bulls, and to those consignors wishing to feed contemporaries to their bulls in the sale test groups.
2. **Requirements for Entry** – Requirements for breed, age, and health/management are the same as described in section VII. Minimum EPD requirements do not apply to custom test bulls.
3. **Test Groups and Reports** - Bulls will be ratioed for growth traits within consignor breed group for custom test bulls (custom test bulls will not be ratioed with regular test bulls). Separate reports will be generated for custom test bulls.
4. **Test Procedures** -- Bulls will be developed and handled in the same fashion as sale test groups. All weigh dates and test procedures (including off-test breeding soundness exam) will correspond with sale test groups.
5. **Costs** -- All test costs including feed costs, yardage, veterinary and medical, post-test, and other costs shall be applicable as outlined in section XI. Pre-payment of a portion of the projected feed cost is required when bulls are delivered (deposit will be credited toward total costs at completion of the test).
6. **Consignment Fee & Insurance** - Total of \$45.00 per head paid at the time of consignment. The \$45 per head will be used as outlined in section XI.1.

7. **General Information** -- In the event a bull dies or is removed during the test, the owner is responsible for all costs until death or removal.
  8. **Removal of Bulls** -- All bulls must remain the entire test period unless removal for health or other reasons is authorized by the test station management and Virginia BCIA.
  9. **General Rules** -- All general rules outlined in section of XII. apply to custom test bulls.
- XIV. LIABILITY** -- Each bull is the property of the consignor until sold. The owner assumes full risk and liability for animals during the feeding period and sale. Virginia BCIA, Virginia Tech, Virginia Cooperative Extension, the test station management, and the test and sale committees assume no responsibility whatsoever for loss of animal, personal injury, or property damage.
- XV. CONTACTS** -- Supervisor and Sponsor - Virginia BCIA, Scott P. Greiner, Department of Animal & Poultry Sciences, Virginia Tech, Blacksburg, Virginia 24061 (phone 540-231-9159, fax 540-231-3010, email [sgreiner@vt.edu](mailto:sgreiner@vt.edu)).
1. **Culpeper** -- Glenmary Farm Partnership, Tom Nixon, Owner/Manager, (phone 540-212-1866).  
**Test & Sale Committee Chair:** John Prekker; Committee will consist of all active consignors
  2. **Southwest** -- Mountain Spring Farm, Brian Umberger, Owner/Manager (phone 276-620-1194)  
**Test & Sale Committee Chair:** Mark DeHaven; Committee will consist of all active consignors