

**2014-15 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 2014-15. 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 57th consecutive year of evaluating bulls at the Culpeper station. Virginia BCIA contracted with Glenmary Farm at Rapidan, Virginia to furnish development facilities, and provide complete care and management for a Senior group of bulls. The Culpeper Senior Bull sale was held at the Culpeper Agricultural Enterprises at Culpeper, Virginia. Virginia BCIA handled consignments, set rules, regulations and performance standards and certified records, and generally supervised the tests and sales, utilizing a committee composed of interested consignors with Pete Henderson serving as Chair.

(1) THE BULLS AND THE MANAGEMENT

Fourteen Virginia BCIA members including: 14 Virginia breeders tested bulls. One hundred four total Senior bulls (calved Aug. 15 to Nov. 30, 2013) were delivered to Glenmary Farms July 1, went on 112 day test July 15 and came off test November 4 – 5, 2014. 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 Braunvieh Percentage 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 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, corn grain, and whole peanuts. 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, 34 Senior bulls were removed from the sale groups based on failure to meet one or more minimum performance standards, soundness criteria, or were retained for home use. The remaining 62 bulls were cataloged.

AVERAGE PERFORMANCE BY AGE AND BREED
CULPEPER 2014-15

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
89 Angus	616	1167	3.48	1065	2.84	5.5	35.0	0.23	11.4	4.61
1 Braunvieh %	722	1180	1.96	1050	2.74	5.2	37.0	0.28	11.91	3.455
6 Simm. Hybrid	546	1197	3.42	1079	2.81	5.5	34.3	0.25	12.4	4.29
96 Seniors	613	1169	3.46	1066	2.83	5.5	35.0			

(4) SALE RESULTS

The Senior sale was held December 13, 2014 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. Some EPDs were genomically enhanced and identified as such in the catalog.

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

A minimum floor price of \$1700 was established for the Senior sale, and 60 bulls sold at or above the floor price. A total of 8 Senior Angus bulls sold out of state: 1 MD, and 7 TX.

SALE RESULTS – CULPEPER 2014-15

SENIOR BULLS

<u>NUMBER</u>	<u>BREED</u>	<u>GROSS</u>	<u>AVERAGE</u>
54	Angus	\$267,100	\$4,946
1	Braunvieh %	\$2,400	\$2,400
5	Simmental Hybrid	\$25,400	\$5,080
60		\$294,900	\$4,915

(5) **PROGRAM COSTS**

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

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

<u>EXPENSES 2014</u>	Culpeper Sr.
<u>Test Costs</u>	
Feed	\$332.79
Yardage (test days on feed)	63.00 (112)
Medical, Eartags, Processing	15.51
Ultrasound	18.20
Consignment Fee	45.00
Total Test Costs	\$474.50
<u>Post-Test & Sale Costs</u>	
Post Test Feed/Yardage (days)	92.50 (39)
Sale Preparation Fee	34.00
Blood Tests	18.15
Sale Expenses*	408.44
	(8.31%)
Transfer Fee, Checkoff, etc.	3.58
Total Post Test & Sale Costs	\$556.67
Grand Total Costs 2014	\$1,031.17

Grand Total Costs Test/Sale (Sale Exp%)	2013	\$925 \$496/\$428 (9.7%)
	2012	\$1059 \$664/\$394 (8.1%)
	2011	\$1072 \$664/\$409 (8.9%)
	2010	\$901 \$498/\$403 (11.7%)
	2009	\$875 \$492/\$383 (12.2%)
	Sale Average	2014
	2013	\$2,658
	2012	\$3,160
	2011	\$3,019
	2010	\$2,228
	2009	\$1,950
Consignor Net (% of sale price)	2014	\$3,884 (79%)
	2013	\$1,733 (65%)
	2012	\$2,101 (66%)
	2011	\$1,947 (64%)
	2010	\$1,327 (60%)
	2009	\$1,075 (55%)

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

II. SOUTHWEST

Virginia BCIA contracted with Tim Sutphin, Hillwinds Farm at Dublin, Virginia to furnish development facilities and provide complete care and management for a Senior and Junior group of bulls for the Southwest Bull Test Station. This was the 36th year of operation for the Southwest station, and the tenth year the bulls had been fed at Hillwinds Farm. The sale was held at the Umberger sale facility located at Wytheville. Virginia BCIA handled consignments, set rules, regulations and performance standards and certified records, and generally supervised the tests and sales, utilizing a committee composed of interested consignors with Doug Hughes as Chair.

(1) THE BULLS AND THE MANAGEMENT

Forty-one Virginia BCIA members, including breeders from Virginia (29), Tennessee (7), North Carolina (4), and West Virginia (1) tested bulls in the Senior and Junior tests. Eighty-five bulls for the Senior test (calved September 1 to December 31, 2013), were delivered on October 7 went on test October 28, 2014 and came off test on February 16 & 17, 2015. One hundred four Junior bulls (calved January 1 to March 31, 2014) were also delivered on October 1 went on test October 28, 2014 and came off test on February 16 & 17, 2015. Senior and Junior bulls were sold together on March 28, 2015. 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 breeders consigned one Senior custom test bull.

(2) RATIONS

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

(3) **PERFORMANCE**

Bulls were weighed at 56 days and each 28 days thereafter. Procedures for handling performance were the same as for Culpeper. At the end of the test, 19 Seniors and 24 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 2014-15

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
39 Angus	684	1395	3.15	1084	2.88	5.9	37.2	0.17	12.4	3.44
3 Charolais	622	1230	3.04	1037	2.75	6.9	34.7	0.12	11.4	1.99
1 Gelbvieh	742	1550	3.26	1179	3.20	6.2	39.5	0.17	13.9	2.24
7 Gelbvieh Bal.	707	1396	2.91	1086	2.87	5.9	37.7	0.12	13.1	2.00
10 Hereford	515	1184	3.04	877	2.31	5.4	35.5	0.12	9.4	2.51
8 Simmental	652	1417	2.93	1094	2.92	6.1	37.9	0.13	14.0	2.43
16 Simm. Hybd.	586	1408	3.30	1077	2.87	5.8	39.1	0.16	12.7	2.90
84 Seniors	645	1370	3.12	1058	2.81	5.9	37.4			

SW VIRGINIA CUSTOM SENIOR (112 Day)	Weaning	Test					
	Adj. WW	Final Wt.	ADG	Adj YW	WDA	Frame Score	Scrotal Cir.
1 Simm. Hybrid		1480	3.35	989	2.71	5.0	38.0

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
59 Angus	670	1086	3.25	1096	2.95	5.7	35.0	0.24	12.8	4.80
5 Charolais	681	1137	2.90	1121	3.02	6.3	36.6	0.18	13.2	2.98
2 Gelbvieh	607	975	2.79	929	2.52	5.6	33.5	0.15	11.7	2.65
4 P. Hereford	666	1075	2.80	1080	2.92	6.1	34.3	0.24	11.4	3.26
21 Simmental	706	1113	3.12	1129	3.07	6.2	36.1	0.15	13.8	2.66
13 Simm. Hybd.	708	1149	3.33	1157	3.12	6.3	36.8	0.20	13.3	3.77
104 Juniors	681	1099	3.19	1108	2.99	6.0	35.5			

(4) **SALE RESULTS**

One sale including both Senior and Junior bulls was held March 28, 2015 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 \$1800 was established by the test and sale committee for all bulls in the sale.

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. For the first time, DV Auction was utilized to offer online bidding option to buyers.

Seven Senior (2 Angus, 2 Simmental, 3 Simmental Hybrid) and 18 Junior bulls (10 Angus, 2 Charolais, 3 Simmental, 3 Simmental Hybrid) were sold out-of-state: Senior: 5 NC, 2 WV; Juniors: 12 NC, 4 WV, 1 SC, 1 AL.

The sale also included the seventh annual BCIA-Influenced Bred Heifer Sale which included 28 fall-calving Virginia Premium Assured bred heifers from two BCIA members and 10 open heifers from one BCIA member. The heifers sold immediately following the bulls, and averaged \$2,836 per head on the bred heifers and \$1,935 on the open heifers. Sale expenses were shared with the bulls.

SALE RESULTS – SW VIRGINIA 2015

<u>NUMBER</u>	<u>BREED</u>	<u>GROSS</u>	<u>AVERAGE</u>
73	Angus	\$347,600	\$4,762
6	Charolais	\$28,000	\$4,667
2	Gelbvieh	\$8,000	\$4,000
6	Gelbvieh Balancers	\$27,550	\$4,592
9	Hereford	\$47,250	\$5,250
20	Simmental	\$84,500	\$4,225
24	Simm. Hybrids	\$121,000	\$5,042
140		\$663,900	\$4,742

<u>BREED</u>	<u>SENIOR BULLS</u>		<u>JUNIOR BULLS</u>	
	<u>NO.</u>	<u>AVERAGE</u>	<u>NO.</u>	<u>AVERAGE</u>
Angus	28	\$5,450	45	\$4,333
Charolais	2	\$4,500	4	\$4,750
Gelbvieh	1	\$5,500	1	\$2,500
Gelbvieh Balancers	6	\$4,592		
Hereford	6	\$5,667	3	\$4,417
Simmental	5	\$4,600	15	\$4,100
Simm. Hybrid	13	\$5,181	11	\$4,877
Total	61	\$5,230	79	\$4,366

(5) **PROGRAM COSTS**

Consignors paid Southwest Bull Test Station a feed deposit of \$200 per bull at delivery, along with a \$75 per head fee for facilities and management. All other expenses for testing and sales were deducted or billed for after the sale. Test and sale costs were calculated on the same basis as Culpeper tests. Sale preparation charges included clipping/cleaning fee, plus hauling charges.

AVERAGE TEST AND SALE COST (BULLS SOLD)

per head basis

		SW VA Sr.	SW VA Jr.
<u>EXPENSES 2014-15</u>			
<u>Test Costs</u>			
Feed		\$577.22	\$442.89
Yardage (test days on feed)		66.50 (112)	66.50 (112)
Medical, Eartags, Processing		17.30	18.55
Ultrasound		14.32	14.22
Consignment Fee		45.00	45.00
Total Test Costs		\$720.34	\$542.16
<u>Post-Test & Sale Costs</u>			
Post Test Feed/Yardage (days)		188.76 (39)	149.37 (39)
Sale Preparation Fee		40.00	40.00
Blood Tests		----	---
Sale Expenses*		397.48 (7.60%)	331.97 (7.60%)
Transfer Fee, Checkoff, etc.		5.74	5.74
Total Post Test & Sale Costs		\$631.98	\$527.08
Grand Total Costs	2014-15	\$1352.32	\$1069.24
Grand Total Costs	2013-14	\$1267	\$1108
Test/Sale (Sale Exp. %)	2013-14	\$742/\$525 (7.3%)	\$625/\$483 (7.3%)
	2012-13	\$1440	\$1296
	2012-13	\$877/\$563 (7.9%)	\$770/\$526 (7.9%)
	2011-12	\$1378	\$1159
	2011-12	\$797/\$580 (7.4%)	\$661/\$498 (7.4%)
	2010-11	\$1066	\$942
	2010-11	\$577/\$489 (8.5%)	\$488/\$454 (8.5%)
	2009-10	\$1077	\$942
	2009-10	\$608/\$469 (9.2%)	\$601/\$340 (9.2%)
Sale Average	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
	2009-10	\$2,362	\$2,122
Consignor Net	2014-15	\$3,878 (74%)	\$3,297 (75%)
(% of sale price)	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%)
	2009-10	\$1,285 (54%)	\$1,180 (56%)

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

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

III. PERFORMANCE AND TEST SUMMARY - TEST SEASON 2014-15

2014-2015 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	3.48 1065 89	3.15 1084 39	3.25 1096 59	3.34 1079 187
Braunvieh %	1.96 1050 1			1.96 1050 1
Charolais		3.04 1037 3	2.90 1121 5	2.95 1090 8
Gelbvieh		3.26 1179 1	2.79 929 2	2.95 1012 3
Gelbvieh Balancers		2.91 1086 7		2.91 1086 7
Hereford		3.04 877 10	2.80 1080 4	3.04 935 14
Simmental		2.93 1094 8	3.12 1129 21	3.07 1119 29
Simm. Hybrid	3.42 1079 6	3.30 1077 16	3.33 1157 13	3.33 1107 35
TOTAL	3.46 1066 96	3.12 1058 84	3.19 1108 104	3.26 1079 284

IV. SALES SUMMARY - TEST SEASON 2014-2015

2014-2015 VA BCIA CENTRAL BULL TEST STATION SALE AND BREED AVERAGES

	Culpeper Sr	Culpeper Jr	SW Virginia	TOTAL
Angus	54 \$267,100	-----	73 \$347,600	127 \$614,700
Avg.	\$4,946	-----	\$4,762	\$4,840
Braunvieh %	1 \$2,400	-----	-----	1 \$2,400
Avg.	\$2,400	-----	-----	\$2,400
Charolais	-----	-----	6 \$28,000	6 \$28,000
Avg.	-----	-----	\$4,667	\$4,667
Gelbvieh	-----	-----	2 \$8,000	2 \$8,000
Avg.	-----	-----	\$4,000	\$4,000
Gelbvieh Bal.	-----	-----	6 \$27,550	6 \$27,550
Avg.	-----	-----	\$4,592	\$4,592
Hereford	-----	-----	9 \$47,250	9 \$47,250
Avg.	-----	-----	\$5,250	\$5,250
Simmental	-----	-----	20 \$84,500	20 \$84,500
Avg.	-----	-----	\$4,225	\$4,225
Simm. Hybrid	5 \$25,400	-----	24 \$121,000	29 \$146,400
Avg.	\$5,080	-----	\$5,042	\$5,048
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
2009-10 Totals	52 \$101,400	-----	127 \$283,450	179 \$384,850
Avg.	\$1,950	-----	\$2,232	\$2,150

V. **COMPARISON BY PRICE – 2014-15**

AVERAGE SALE PRICES BY THIRDS 2014-15

SALE	TOP 1/3		MIDDLE 1/3		BOTTOM 1/3		TOTAL	
	NO.	PRICE	NO.	PRICE	NO.	PRICE	NO.	PRICE
Culpeper Senior	20	\$7,073	20	\$4,423	20	\$3,250	60	\$4,915
SW Virginia Sr.	20	\$6,950	21	\$5,152	20	\$3,590	61	\$5,230
SW Virginia Jr.	26	\$5,510	27	\$4,226	26	\$3,367	79	\$4,366
SW Virginia All	47	\$6,239	46	\$4,534	47	\$3,449	140	\$4,742
ALL SALES	67	\$6,488	66	\$4,505	67	\$3,385	200	\$4,794

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

2014-2015 BREEDERS TESTING BULLS

	Culpeper Sr.	SW VA Sr.	SW VA Jr.	Total
Angus	13	12 (5)	16 (6)	29 (9)
Braunvieh %	1			1
Charolais		1 (1)	2 (1)	2 (1)
Gelbvieh		1	2 (1)	3(1)
Gelbvieh Bal.		4 (1)		4 (1)
Hereford		2	3 (1)	5 (1)
Simmental		4 (1)	7 (1)	10 (1)
Simm. Hybrid	2	4 (1)	6 (1)	9 (1)
	14	21 (7)	26 (9)	46 (12)
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 2014-2015

2014-15 Virginia BCIA Central Bull Tests and Sales
Sale Elimination Criteria Summary

	Culpeper Sr.	SW Virginia Sr.	SW Virginia Jr.	Total
No. Bulls Delivered	104	84	104	292
No. Bulls Completing Test	96	84	104	284
No. Bulls Not Completing Test (health, injury, etc.)	8	0	0	8 (2.7%)
No. Bulls Eliminated from Sale Post-Test	34	19	24	77
No. Bulls Cataloged for Sale	62	65	81	208
No. Bulls Cataloged but not Sold	2	4	2	6 (2.9% cataloged)
Scratched- BSE/semen evaluation	2	2	NA	4 (3.1% Srs. cataloged)
Scratched- other (injury, etc.)	0	2	1	3 (1.4% cataloged)
No sales	0	0	1	1 (0.5% cataloged)
Criteria for Sale Elimination^a:	No. Bulls	No. Bulls	No. Bulls	No. Bulls (% completing test)
< Minimum YW EPD or no EPDs	4	2	2	8 (2.8%)
Frame Score < 5.0	11	3	3	17 (6.0%)
Unsuitable Disposition	1	2	1	4 (1.4%)
Undesirable Feet and Leg Structure	3	3	3	9 (3.2%)
Unsatisfactory Breeding Soundness Exam	14	4	5	23 (8.1%)
< Minimum Scrotal Circumference	11	2	5	18
Testicular abnormality/injury	3	0	0	3
Penile warts	0	0	0	0
Seminal vesiculitis	0	2	0	2
Epididymitis	0	0	0	0
Other (includes genetic abnormalities)	1	1	0	2 (0.7%)
Retained by Breeder	5	0	2	7 (2.5%)
Low Sale Index ^b	10	9	12	31 (10.9%)

^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.

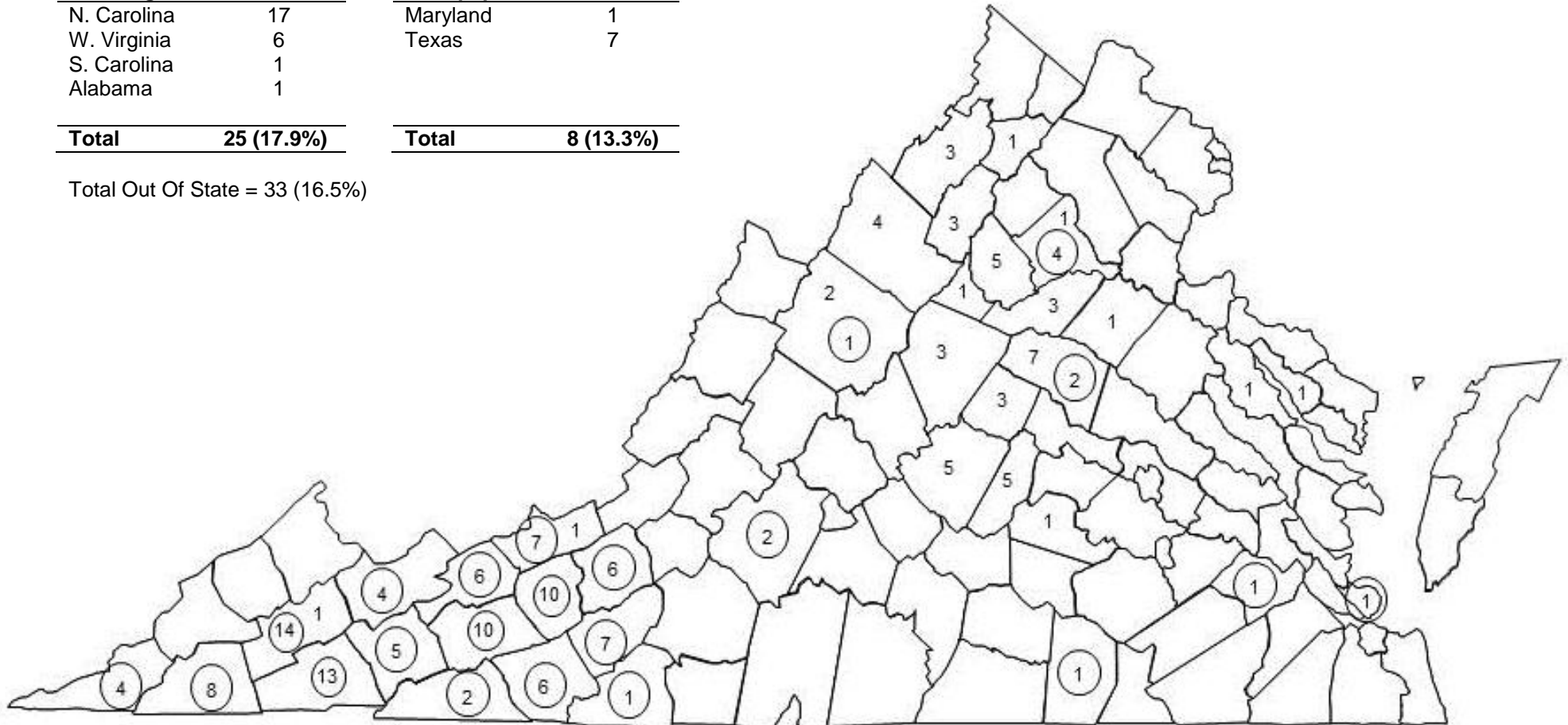
VIII. DISPOSITION OF BULLS

**2014-2015 SALES
WHERE TEST STATION BULLS WENT**

<u>SW Virginia</u>	
N. Carolina	17
W. Virginia	6
S. Carolina	1
Alabama	1
Total	25 (17.9%)

<u>Culpeper</u>		<u>Sr.</u>
Maryland	1	
Texas	7	
Total	8 (13.3%)	

Total Out Of State = 33 (16.5%)



STATION CODE
 CULPEPER Sr. – Number Only
 SW VIRGINIA - `

IX. VA BCIA CENTRAL BULL TEST STATION SUMMARY 1990-2015

VA BCIA CENTRAL BULL TESTS & SALES 1990-2015

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

X. VA. BCIA CENTRAL BULL TEST STATION SUMMARY 1959-2015

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

XI. NUMBERS TESTED AND SALE RESULTS FOR ALL YEARS COMBINED

Includes all bulls at Culpeper, Dublin, Foster Falls, Red House and Wytheville, 1959-2015. 21,471 have been tested and 13,872 have been sold.

<u>NO. SOLD</u>	<u>BREED</u>	<u>GROSS</u>	<u>AVERAGE</u>
8797	Angus	\$15,214,453	\$1,730
2	Ankina	2,800	1,400
13	Brangus	14,645	1,127
3	Braunvieh & Braunvieh %	5,900	1,967
817	Charolais	1,276,020	1,562
2	Devon	1,075	538
365	Gelbvieh & Gelbvieh Balancer	859,574	2,355
2042	Hereford & Polled Hereford	2,346,564	1,149
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
1531	Simmental & Simm. Hybrid	2,990,632	1,953
11	Tarentaise	11,630	1,057
13,872		\$23,082,142	\$1,664