

America's largest efficiency source

MIDLAND BULL TEST

**2017 - 2018
ENTRY FORM**

RECEIVING DATES

Group 1 - September 13 - 23, 2017

Group 2 October 14 - 23, 2017

BULL SALE

APRIL 5 & 6, 2018

www.MidlandBullTest.com

**DO
ONE THING
BULLS**


MIDLAND BULL TEST

is a proven program that measures genetic performance potential of individuals or sire groups. When bringing bulls to Midland, consignors are satisfied knowing that their bulls receive optimal care and attention! Consignors receive objective and accurate reporting; and reap the benefits of aggressive marketing and promotion.

MBT has consistently topped the sales across the U.S and is proud of its elite list of MBT Graduates. We boast a large number of repeat sale buyers who assert their loyalty to proven results year after year. We are a family operation dedicated to the improvement of the beef cattle industry as we identify superior performing individuals and bloodlines within breeds.

We give Midland consignors the benefit of a “total performance” bull development center. We stay out of the “gain” race, setting up a level playing field and letting the bulls write their own efficiency story. Midland is the only major performance program feeding a low energy ration. The greatest opportunity ranchers have is in the ability to maximize profits found in incremental efficiency gains as cattle convert roughage to pounds on the scale. That’s where the vast majority of our customers make their living!

Our facilities and program were designed and built to emphasize the development of calves into sound, functional bulls. Yet, even with our moderate gain program, Midland has provided numerous trait leaders in the major breed sire summaries. We offer breeders the opportunity to performance test herd sire prospects and progeny groups in an optimal bull test environment!

5 Bull Drive, Columbus, MT | 406.322.5597 | Bulls@MidlandBullTest.com | 

Owners: The Williams and McDonnell families

◆

Inviting Junior Consignors!

◆

Mary McDonnell von Forell Scholarship

Each year we award one junior with a high performing bull from all breeds a \$500 scholarship from our family. this scholarship is named in remembrance of Mary, Steve’s aunt and Leo’s sister, who passed away from cancer. She is dearly missed. She was a huge supporter of youth.

**SALE & TEST
LOCATION**

Access off I-90
at Columbus, 6 miles east
on Old Highway 10
at Park City, 12 miles west
on Old Highway 10

Bull Eligibility For Test

Please read the following rules carefully!

1 Accepted Breeds

Registered Angus, Red Angus, Salers, Simmental, South Devon, and Hereford bulls may be entered.

2 Birth Dates

Bulls must be born between DECEMBER 15, 2016 and APRIL 15, 2017!

3 THE FINAL SORT! Only the Top 70% - 80% Sell

The top 70%-80% will sell based on performance, determined on MBT Average Daily Gain Ratio and MBT 365 Day Ratio in their respective classes.

4 Genetic Defect Carriers

Known genetic defect carriers will not be eligible for sale! Potential carriers are subject to testing at the consignor's expense. PLEASE TEST POTENTIAL GENETIC DEFECT CARRIERS PRIOR TO CONSIGNING BULLS TO MBT. (Including DDC; OH Not required to be tested)

5 Breeding Soundness Exam

All sale bulls must successfully pass the MBT BSE. Minimum scrotal circumference is **32 cm** at 365 days of age.

6 MBT Ineligible Bulls

MBT reserves the right to remove any bull from the sale exhibiting soundness, structure, or disposition problems. Please be diligent and discerning in your selection with a thorough examination/assessment of overall soundness, feet/legs, disposition, scrotum and poll/scurrs (for Angus cattle.)

7 MBT Sale Order

The sale order will be determined by MBT Index.
MBT reserves the right to select or re-order the first 50 bulls.



Receiving Dates

GROUP 1

September 13 - 23, 2017

- Red Angus
- Half of the Angus

GROUP 2

October 14 - 23, 2017

- Remaining Angus
- Salers
- Simmental
- South Devon
- Hereford

Bulls may arrive earlier with advance notice!

Preparing Your Consignment

Preconditioning and Weaning:

Backgrounding

In order to reduce excessive shrinkage and stress on your calves, please begin feeding your bull calves supplemental feed prior to delivery to MBT. It is beneficial for your calves to be “bunk broke,” however, they should remain in green condition at the initiation of the efficiency test. If you choose to creep feed, we recommend a high fiber ration as opposed to a high energy ration to mitigate the development of soundness issues associated with feet. If you are creep feeding some pasture units and not others, please list the creep-fed bulls and their contemporaries on separate field sheets.

Pre-Conditioning

It is essential that calves consigned to MBT be vaccinated appropriately to mitigate the risks associated with shipping and yarding in an “assembled herd” environment. Evidence suggests that calves undergo less stress if vaccinated at least 3-4 weeks prior to weaning and then receive a round of booster vaccine. It is good practice to take weaning weights and administer pre-conditioning vaccines in one session; and, then return the calves to pasture with their mothers. This practice also allows you to determine your weaning ratios prior to making the final selection of bulls. Please refer to the following section for the Midland Bull Test Suggested Herd Health Program. **To minimize stress on your calves, please do NOT vaccinate in the week prior to shipping to MBT!**

Actual Birth Weight

Be aware that we have strong buyer resistance to bulls having actual birth weight of 91 lbs or greater. Red Angus buyers prefer calves less than 90 lbs actual birth weight.

Nursing Ratio

We recommend sending bulls with a weaning ratio of 100 or higher. All ET bulls are considered to have a weaning ratio of 100. NR is capped at 115. If actual NR is higher, 115 will be utilized in the MBT index calculations; however, actual NR will be published. (For ET and twin calves, we use the Dam’s average NR in calculations.)



Suggested Herd Health

At Midland we prefer a modified live vaccination (MLV) program. Prior to implementing a MLV protocol, however, confirm with your local vet or contact our feedlot vet, Dr. Bryan Roe at (406) 350-0525. Calves can be vaccinated with a MLV ONLY if cows are on a MLV program! We have listed suggested vaccination programs for modified live or killed protocols. **To minimize stress on your calves, please do NOT vaccinate in the week prior to shipping to MBT!**



CALVES - Zoetis Full Fall Weaning Programs

2 Rounds of Shots

Pre-weaning

- Bovi-shield Gold 5° (modified live; BVD, Types 1 & 2, IBR, PI3, BRSV - if cows received Preg Guard or Bovi-shield Gold 5° pre-breeding)
- CattleMaster GOLD FP 5° (killed; BVD, Types 1&2, IBR, PI3, BRSV)
- One Shot Ultra® 7 or 8 (Clostridials and Pasturella)
- Dectomax® Pour-On (Valbazen® dewormer in fluke areas)

Weaning: (2nd series of shots)

- Bovi-Shield GOLD 5° (modified live) or CattleMaster GOLD FP 5° (killed; BVD, Types 1&2, IBR, PI3, BRSV)
- Ultrabac7 / Somubac®

CALVES - Zoetis Pre-Weaning Program Only

Pre-weaning

- Bovi-shield Gold 5° (modified live) or CattleMaster GOLD FP 5° (killed)
- One-Shot Ultra® 7 or 8
- Dectomax® Pour-On (Valbazen® in fluke areas)

COWS - Zoetis Suggested Cow Program

Spring Pre-Breeding Program

- PregGuard GOLD FP 10° or Bovi-shield GOLD® (modified live)
- Dectomax® Pour-On (Valbazen® in fluke areas)

Post-Breeding or Fall Program

- CattleMaster GOLD FP 5° + L5 and Vibrin®
- Dectomax® Pour-On (Valbazen® in fluke areas)

ENDOVAC-BEEF

At MBT, we have found success with Endovac-Beef. You may choose to add it to your current program as follows:

- Calves - dose calves twice; preferably at branding and preconditioning or weaning
- Cows - Dose cows twice in the first year (ideally one month apart); annually thereafter



Consigning Bulls to MBT

1 Entry Form/Enrollment

You may complete the MBT Entry Form electronically at www.midlandbulltest.com or you may choose to use the enclosed “MBT Entry Form.” Please remember that capacity at MBT is limited and your spot is not guaranteed. We will respond to your submission prior to receiving dates.

2 MBT Field Sheet

You will not be officially enrolled in MBT until we receive your “MBT Field Sheet Data.” (Please note that test results are optimal when sire groups of 3-5 head are tested!)

The MBT Field Sheet is simplified as all production data will be imported from your breed association. The Field Sheet includes your personal contact information, along with an email address which will be used for invoicing and communication if available. Please utilize the name under which your cattle are legally held in order that we can issue checks appropriately. We must issue checks to the individual or business identified on brand or health documents.

It is imperative that we receive COMPLETE and ACCURATE data and that you are timely in submitting your data to your breed association. It is difficult to assess or market bulls with incomplete data! If you are entering cattle in multiple breeds, you must submit a separate Field Sheet for each breed. Please complete the Field Sheet as follows:

- **Online MBT Field Sheet** – Please go to www.midlandbulltest.com to complete the MBT Online Field Sheet. The Field Sheet will be available on 9/1/2017.
- **Hard Copy Field Sheet** – You can go on-line and print off a MBT Field Sheet or you can request that one be mailed to you on the MBT Entry Form.

3 Health Certificates • Brand Inspections Transportation • Insurance • EIDs

- **Health Certificates** – Out of state consignors are required to have a valid health certificate and permit number to ship cattle into the State of Montana. MBT will not accept out of state cattle without a health certificate. Please have your veterinarian obtain a Montana Entry Permit Number by calling the Montana Animal Health Division at (406) 444-2976. These documents must accompany your livestock in transit. They will be retained by MBT.
- **Brand Inspections** – All bulls are required to have a valid brand inspection upon delivery to MBT with two exceptions: 1) Bulls that are “in county” (Stillwater County); and, 2) You reside in a “No Brand” state.



- **BVD Testing** – If your bulls have been BVD tested, please mark the Field Sheet appropriately and include a copy of the test result with your submission. If the bulls have not been tested, or if bulls arrive without a certificate, we will test them upon arrival.
- **Transportation** – MBT assists consignors with inbound trucking at the cost of the consignor. MBT will collect bulls at CENTRAL LOADING POINTS throughout the US. Please indicate on the entry form if you would like assistance with transporting your bulls to MBT.
- **Insurance** – If you are interested please contact MBT. We will put you in contact with an agent.
- **Herd Tags/EID** – We will attempt to leave herd tags in if they are located in the **RIGHT** ear. It may be necessary to remove them for correct placement of their new electronic ID tags. If you plan to use EIDs, they must be **All Flex half duplex (WHITE)** with premise EID (**840 series #s**). If your cattle arrive with different EIDs, they will be replaced. All tags in the left ear will be removed!

4 Approximate Expenses

Breeders will receive a cost accounting every 30 days via email unless paper invoices are requested on the MBT Field Sheet. Invoices are due monthly and unpaid balances are subject to finance charges after 60 days with no payment. Unpaid balances will be deducted from the sale proceeds.

The following is a breakdown of ESTIMATED cost/head expenditures:

- **Entry Fee** - \$175 (*\$200 if the fee is collected AFTER the receipt of the bull*)
- **Feed, Bedding, Medicine, Ultrasound, Semen Test** - \$500
- **GrowSafe Feed Efficiency Test** - \$75 (All bulls on test at MBT will be included in the Growsafe Feed Efficiency Test)
- **Marketing and Sales** - \$300 + 7.25% Sales Commission (7.75% on Angus)

*Prices are estimates – All expenses are billed on a pro-rated per head basis.

5 Registration Papers – Signed, original (non-electronic) registration papers must be submitted for each bull by 12/31/2017, after which a \$50 charge will be assessed on each outstanding registration certificate. Bulls not validated with an official registration certificate by 2/1/2018 will be deemed ineligible to sell in the Midland Bull Test Sale. **Electronic transfers will not be permitted. MBT must hold the registration certificate!**

6 Bull Sale Proceeds – Sale proceeds will be disbursed upon receipt of sale proceeds for the animal(s). All outstanding balances (>60 days) will incur interest and will be deducted from the final proceeds check.

MBT Efficiency Testing

MBT Performance Test

The MBT performance test is a 60/90/120 day test utilizing # of gain, days on feed and days of age. The MBT Performance Test tracks a bull's weight progression over a predefined number of days. MBT Weights are utilized to calculate MBT ADG, MBT WGA, Adj 365 Weight, Yearling Ratio, and ADG Ratio. Please note that while MBT captures this data, you must submit your data to your breed Association.

Grow Safe Efficiency Test

The Grow Safe efficiency test utilizes weights obtained on 0/50 day intervals; and, feed consumption for each individual as determined by the calibrated Grow Safe System. Grow Safe bunks allow access to one individual at a time, monitoring and tracking their consumption through the individual's EID (electronic ear tag). The Grow Safe data is utilized to calculate the RFI (Residual Feed Intake.) RFI is relevant and important to producers as it correlates the pounds of gain to the pounds of intake and therefore the increment cost of gain. As such, RFI allows producers to determine those individuals who have the capacity to gain quickly and cheaply!

The Grow Safe Residual Feed Intake are the incremental pounds of feed required for 1 pound of gain above or below the average (the MBT contemporary group). Efficient animals eat less than expected and have a negative or low RFI, while inefficient animals eat more than expected and have a positive or high RFI.



Preliminary Efficiency Testing Timeline **subject to change**

Group #1

Receiving _____ 9/13-9/23
Day 0 MBT Weights ___ 10/9-10/16
Day 60 MBT Weights _ 12/11-12/15
Day 90 MBT Weights ___ 1/5-1/12
Day 120 MBT Wts (FBW) __ 2/5-2/9

Group #2

Receiving _____ 10/14-10/23
Day 0 MBT Weights ___ 11/6-11/10
Day 60 MBT Weights ___ 1/5-1/12
Day 90 MBT Weights _____ 2/5-2/9
Day 120 MBT Wts (FBW) __ 3/5-3/9

Progress & RFI Reports

Three “Progress Reports” will be published throughout the efficiency testing period. Progress Reports can be viewed online or mailed. Please identify how you would like to receive your reports on the MBT Entry Form. Progress Reports will be issued as follows:

- **1st Progress Report** • Following G1 90 Day/G2 60 Day Weights;
- **2nd Progress Report** • Following G1 120 Day/G2 90 Day Weights;
- **Final Progress Report** • Following G2 120 Day Weights.

Reporting criteria is 2.5# ADG for the first report and 2.75# ADG for the second and final reports. Bulls not performing at this level will not be listed on Performance Reports. Please allow one week following the last weigh date for report preparation.

Upon completion of RFI Analysis, results will be emailed/mailed directly to consignors for all bulls tested. RFI will be available on the website. Grow Safe weights are used for RFI and may vary from MBT weights and calculations.

Upon completion of the 120 Day testing period, all bulls will undergo ultrasound and BSE examinations. Clipping and filming will follow for sale eligible bulls.

Index & Ratio Calculations

GS EFF Ratio – The Grow Safe Efficiency Ratio is calculated using the Grow Safe ADG Ratio and the RFI Ratio. The Efficiency Ratio creates a balance between the necessity of efficiency and gain; great feed efficiency is only beneficial if it accompanies acceptable gain!

MBT INDEX – Combined MBT ADG, Nursing Ratio, Yearling Ratio and Efficiency Ratio ($\frac{1}{4}$ ADG + $\frac{1}{4}$ NR + $\frac{1}{4}$ YR + $\frac{1}{4}$ ER)

50K Test | EPDs | Footnotes

- EPDs will be pulled from breed associations for MBT analysis and utilization. It is the responsibility of the consignor to ensure that breed association data is accurate and complete. Consignors should verify EPD data by 1/31/2018.
- Consignors who opt to obtain 50K testing will do so **at their own expense**. Testing should be conducted prior to 1/31/2018 in order to utilize the results in the MBT catalog.
- EPDs will be downloaded from the respective breed associations for class splits (green tag/white tag) in early February. Catalog EPDs will be downloaded approximately one month before the sale.
- Footnotes are due no later than March 1st and may be submitted online or mailed to MBT.

MBT Performance Awards

World Champion Pen of 3

Pen of 3 in breeds with over 80 head on test. The award will be determined on combined average daily gain and weight per day of age. Top 3 bulls from one consignor.

Sire Group of Top 3 Head (from one sire-one herd)

The award will be determined by average daily gain and weight per day of age for breeds with greater than 100 head or a combination thereof for breeds with greater than 30 head but less than 100 head.

Individuals Within a Breed

Determination will be made on average daily gain and weight per day of age for breeds with greater than 100 head or a combination thereof for breeds with greater than 30 head but less than 100 head.

High Efficiency Bull in Each Breed

A minimum of 30 head in each breed will need to complete the Grow Safe Feed Efficiency Test.



Marketing & Public Relations

MBT is diligent in providing aggressive marketing and promotion for the MBT sale. While MBT promotes extensively, our consignors have a tremendous amount of competition in the bull buying market. While test results speak for themselves; your marketing activity will pay exponentially! It is crucial that consignors engage in marketing activities in preparation of sale day. MBT notes that the most successful consignors are those with broad based marketing activities that provide exposure to their cattle. Consignors should consider utilizing social media, developing web pages and being in attendance at industry events and the MBT sale to promote their cattle! If you would like additional marketing suggestions, please contact the MBT office.



2017-2018 Midland Bull Test Entry Form

MIDLAND BULL TEST

www.MidlandBullTest.com • 406-322-5597 • toll free: 844-MBT-BULL (628-2855)

Ranch Name _____

Owner/Manager _____

Phone _____

E-Mail _____

Mailing Address _____

City _____ State _____ Zip _____

Requested Feed Efficiency Test Receiving Date:

September 13 - 23, 2017 or October 14 - 23, 2017

Do you need assistance in transporting your bulls to MBT this fall?

yes no

Approx. # of Bulls	Breed(s)	Sire(s)

Return Completed form to: 5 Bull Drive • Columbus, MT 59019
fax: 406-322-5210 email: bulls@midlandbulltest.com



BULL SALE

APRIL 5, 2018

**SALERS • SIMMENTAL • RED ANGUS
SOUTH DEVON • HEREFORD**

APRIL 6, 2018

ANGUS


SALE & TEST LOCATION

Access off I-90

at Columbus, 6 miles east on Old Highway 10

at Park City, 12 miles west on Old Highway 10

406.322.5597

Bulls@MidlandBullTest.com | 

Owners: The Williams and McDonnell families

MIDLAND BULL TEST

5 BULL DRIVE • COLUMBUS, MT 59019

