

AMERICA'S LARGEST
SOURCE OF EFFICIENCY
TESTED BULLS



SINCE
1962

WE DO ONE THING, BULLS

RECEIVING DATES

GROUP 1:

September 9 -
September 19, 2020

GROUP 2:

October 7 -
October 17, 2020

MIDLAND BULL TEST

SERVING CATTLEMEN SINCE 1962

The Final Sort
BULL SALE

APRIL 1 & 2, 2021

Register your bulls today!
www.MidlandBullTest.com 

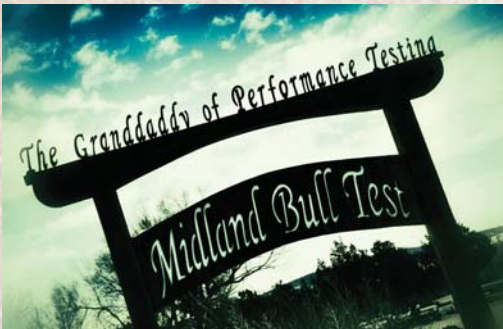
The Final Sort **BULL SALE**

Midland Bull Test is a proven program that measures genetic performance potential of individuals and/or sire groups. The MBT performance test is a 60/90/120 day test utilizing pounds of gain, days on feed and days of age. The MBT Performance Test tracks a bull's weight progression over a pre-defined number of days. Using a high roughage ration, our program is designed and built to emphasize the development of calves into sound, functional bulls that are ready to go to work. We stay out of the "gain race" and let the bulls "walk the walk." However, even with our moderate gain program, Midland has provided numerous trait leaders in the major breed sire summaries.

MBT has consistently topped the sales across the US and is proud of its elite list of MBT Graduates. We give Midland consignors the benefit of a "total performance" bull development center. Midland is the only major performance program feeding a low energy ration.

Midland Bull Test boasts many 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 offer breeders the opportunity to performance test herd sire prospects and progeny groups in an optimal bull test environment! 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.



RECEIVING DATES

Group 1

September 9-September 19, 2020
Half the Angus, Red Angus, Charolais, Gelbvieh
Fall Born Bulls

Group 2

October 7- October 17, 2020
Remaining Angus, Salers, Simmental, South Devon, Hereford

MIDLAND BULL TEST FINAL SORT 2021 SALE

DATES:

Thursday April 1

Salers • Simmental
Red Angus • Hereford
South Devon • Gelbvieh
Charolais

Friday April 2

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

INVITATION TO JUNIOR CONSIGNORS!

We invite consignors (18 years of age and under) to consign their bulls to the test in a special program. These individuals receive a discount on the entry fee and the opportunity to compete for a \$500 scholarship based on the highest MBT Indexing bull from all breeds. Bulls must be registered in the junior consignor's name and noted on the entry form.

CONSIGNMENT SELECTION

ACCEPTED BREEDS AND ELIGIBLE BIRTH DATES

Registered Angus

Must be born between December 1, 2019 and April 1, 2020

Red Angus, Salers, Simmental, South Devon, Hereford, Gelbvieh or Charolais.

Spring Born Bulls must be born between December 15, 2019 and April 15, 2020.

Fall Born Bulls must be born between August 1, 2019 and December 14, 2019

Actual Birth Weight - Be aware we have a strong buyer resistance to bulls that have an actual birth weight of 91 lbs or greater. Red Angus buyers prefer calves less than 90 lbs actual birth weight.

Nursing Ratio/Weaning 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. For the test, NR is capped at 115. If higher, 115 will be utilized for index calculations; actual NR will be published. (ET and twin calves, dam's avg NR is used for calculations.)

Weight Per Day of Age (WDA) – Bulls entering the test should have a 2.9 or above WDA.



BULL ELIGIBILITY FOR “FINAL SORT SALE”

- 1. The Final Sort! Only the Top 70%-80%** - based on performance (MBT Average Daily Gain Ratio and MBT 365 Day Ratio) in their respective classes (classes are per breed and broken based on calving ease).
- 2. Genetic Defect Carriers** - Genetic Carriers (AM, NH, CA, OS, M1, and DD) are ineligible. Genetic carriers (OH) are eligible, no requirement for testing. Bulls must be tested BVDPI negative to be eligible for sale. If bulls were tested prior to arrival, please provide results upon arrival.
- 3. Breeding Soundness Exam (BSE)** - All sale bulls must successfully pass the MBT BSE. Minimum passing scrotal circumference is 32 cm at 365 days of age. Adjusted scrotal is used for sale qualification, actual is published.
- 4. MBT Screening:** 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/scurs (for Angus cattle.)
- 5. MBT Sale Order** - The sale order will be determined by MBT Index (calculated as described on page 11). MBT reserves the right to select or re-order the first 50 bulls.

IMPORTANT DATES:

| | |
|-------------------|---|
| Upon Arrival | Field Sheet |
| December 31, 2020 | Registration Papers |
| December 31, 2020 | Submit Weaning Weights and Weaning Weight Dates (consignors must report to associations) |
| January 31, 2021 | Request Genetic Testing/50K: |
| March 1, 2021 | Submit Footnotes: |
| March 1, 2021 | Notify of Retaining Semen Interest |
| | Report Yearling Weights, Efficiency Results, etc. to Association - MBT DOES NOT report data to breed associations on your behalf (with the exception of UltraSound data in which the laboratories processing the data send direct to Associations). |
| March 26, 2021 | Notify MBT of destination of OUT BULLS: |



WE DO ONE THING. BULLS



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 “MBT Entry Form” found on the back page. 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 we will pull all production data 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. **CONSIGNORS MUST UTILIZE THE NAME UNDER WHICH YOUR CATTLE ARE LEGALLY HELD. CHECKS WILL BE ISSUED TO THE NAME ON THE BRAND AND/OR HEALTH DOCUMENTS (see page 7).** 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 9/1/2020.
 - Hard Copy Field Sheet**
Visit www.MidlandBullTest.com and print off the MBT Field Sheet, give us a call or email bulls@midlandbulltest.com to request a MBT Field Sheet be sent to you.

3. Health Certificates • Brand Inspections Transportation • Insurance • EIDs

Bull proceeds will be issued to the name on brand papers. Those states that do not have brand laws, the proceeds will be written to the name on the health papers. CONSIGNORS MUST UTILIZE THE NAME UNDER WHICH YOUR CATTLE ARE LEGALLY HELD. CHECKS WILL BE ISSUED TO THE NAME ON THE BRAND AND/OR HEALTH DOCUMENTS.

- **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. These papers will be retained by MBT.

- **Brand Inspections**

All bulls are required to have a valid brand inspection upon delivery to MBT with two exceptions: Bulls 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. Tags in the left ear will be removed for correct placement of their new electronic ID tags. If you plan to use EIDs, they must be half duplex (which is WHITE, yellow) with premise EID (840 series #s) placed in the left ear (preferably All Flex or DataMars). If your cattle arrive with different EIDs, they will be replaced.



- 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 payment is due within 30 days of the date of the invoice. Invoices not paid within 30 days will accumulate interest. If balances are left unpaid all expenses and interest charges will be deducted from the final proceeds check. 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)
 - **GrowSafe Feed Efficiency Test** - \$75 (All bulls on test at MBT will be included in the GrowSafe Feed Efficiency Test)
 - **Feed, Bedding, Medicine, Ultrasound, Semen Test** - \$500*
 - **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. Presale Advertising Expenses:** consignors must notify MBT if they do not intend to keep their bull in the sale by **February 1** or all presale advertising expenses will still be charged.
- 6. Registration Papers** – Signed, original (non-electronic) registration papers **must be submitted for each bull by 12/31/2020**, after which a \$50 charge will be assessed on each outstanding registration certificate. Bulls not validated with an official registration certificate by 2/1/2021 will be deemed ineligible to sell in the Midland Bull Test Sale.



PERFORMANCE AND EFFICIENCY TESTING

MBT Performance Test – The MBT performance test is a 60/90/120 day test utilizing pounds of gain, days on feed and days of age. The MBT Performance Test tracks a bull's weight progression over a pre-defined number of days. The MBT Weights are utilized to calculate MBT ADG, MBT WDA, 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.

GrowSafe Efficiency Test – The GrowSafe efficiency test utilizes the calibrated GrowSafe system. GrowSafe bunks allow one individual to eat at a time. Through the individual's EID (electronic ear tag) feed consumption is monitored and tracked. The GrowSafe 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 GrowSafe Residual Feed Intake (RFI) defines 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

Group #1 Receiving September 9-19, 2020

| | |
|----------------------------|-----------|
| Day 0 MBT Weights | 10/5-10/6 |
| Day 60 MBT Weights..... | 12/4 |
| Day 90 MBT Weights..... | 1/4 |
| Day 120 MBT Wts (FBW)..... | 2/1-2/2 |

Group #2 Receiving October 7-October 17

| | |
|----------------------------|-----------|
| Day 0 MBT Weights | 11/2-11/3 |
| Day 60 MBT Weights..... | 1/4 |
| Day 90 MBT Weights..... | 2/1 |
| Day 120 MBT Wts (FBW)..... | 3/1-3/2 |

This testing schedule is preliminary and subject to change

Midland Bull Test Final Sort Sale: April 1 and 2, 2021

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 highly beneficial that your calves be weaned at least two weeks and be “bunk broke” prior to being shipped to MBT. However, calves should be fed so that they remain in green condition at the initiation of the test.

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 a 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!**

SUGGESTED HERD HEALTH

At Midland, we do everything we can to keep your bulls healthy after arrival. Based on historical data, bulls that are on a solid modified live vaccination (MLV) plan typically have a much lower morbidity rate than bulls that have been vaccinated with killed vaccines. We strongly recommend a modified live vaccination (MLV) program. Please note: Not all vaccines that are mixed together are MLV. You must read the label and consult with your local veterinarian.

Ideally, each calf should get two doses of MLV vaccine labeled for protection against IBR, BVD 1 & 2, BRSV, and PI3. The first dose should be given 3-4 weeks prior to weaning and the second dose at weaning. Again, it is highly recommended that your calves be weaned at least two weeks and be “bunk broke” prior to being shipped to MBT. Please remember that to be on label, cows also need to be on a MLV program in order to vaccinate their suckling calves with MLV. If you are not on a MLV program, use killed vaccines until you are able to get them switched over.

We have listed suggested vaccination protocols on page 11. Please consult with your local veterinarian or our feedlot vet, Dr. Bryan Roe at (406) 350-0525, before beginning any vaccination protocol.



CALF VACCINATION PROGRAM

FULL FALL WEANING PROGRAM

- Merck Animal Health Prime Vac 45 • 2 Rounds of Vaccines
- 3-4 Weeks before Weaning
- Vista Once® (modified live BVD Types 1 & 2 IBR, PI3, BRSV; avirulent live Mannheimia haemolytica and Pasteurella multocida) or Vista 5® (modified live BVD Types 1 & 2, IBR, PI3, BRSV)
- Vision® 7 Somnus with Spur® or Vision® 8 Somnus with Spur® (Clostridials plus Histophilus somnus)
- SafeGuard® or Injectable DeWormer (area with flukes use Valbazen)

AT WEANING

- Vista® 5 (modified live)
- Vision® 7 Somnus with Spur® or Vision® 8 Somnus with Spur®

PRE-WEANING ONLY

- Merck Animal Health Prime Vac 34 3-4 Weeks before Shipping
- Vista Once® (modified live; BVD, Types 1 & 2 IBR, PI3, BRSV; avirulent live Mannheimia haemolytica and Pasteurella multocida) or Vista 5® (modified live; BVD, Types 1 & 2, IBR, PI3, BRSV)
- Vision® 7 Somnus with Spur® or Vision® 8 Somnus with Spur® (Clostridials plus Histophilus somnus)
- SafeGuard® or Injectable DeWormer



BREEDING COW PROGRAM

Spring Pre-Breeding Program (appx 30 days before breeding)

- Vista® 5 VL5 SQ (modified live BVD Types 1 & 2, IBR, PI3, BRSV; inactivated Vibrio and Lepto)
- SafeGuard® Dewormer (ivermectins will kill dung beetles in spring)

Fall Pregnant Cow Program

- L5 SQ (inactivated Lepto)
- Safe-Guard® Dewormer and ivermectin pour-on (based on Fecal Egg Count analysis)
- Guardian® (elevate colostrum antibody protection against scours)

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



PROGRESS & RFI REPORTS

Three “Progress Reports” will be published throughout the efficiency testing period. Progress Reports will be issued as follows:

- Group 1 60 day report will be available online only
- 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. Reporting criteria does not determine sale eligibility; this is determined at the end of the 120 day weight period and is based on 365 day weight ratio and ADG ratio.

Each consignor will have a unique access to an online portal for all their bull data collected while here at Midland Bull Test. This portal access will allow consignors to view and proof all data before it is published.

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

Following the 120 Day testing period, all bulls will undergo Breeding Soundness Exams (BSE). Clipping and video filming will follow for sale eligible bulls.

Bulls that Do Not Qualify for the Sale:

Bulls that do not fall in the top 70-80% for Average Daily Gain Ratio and/or 365 Day Ratio will not be eligible for the sale. Consignors must report what they want to do with these bulls by March 26 or bulls will be consigned to the PAYS All Breed Sale in April on behalf of the Consignor. Options for bulls not making the sale:

1. PAYS All Breed Sale (feed costs, clipping, trucking payable by consignor)
2. Private Treaty by Midland Bull Test Staff – consignor must designate Private Treaty Price (Private Treaty Sale will happen after the Midland sale is complete)
3. Take Bulls Home (ALL trucking is the responsibility of the consignor).
4. Sell at local sale barn at weekly cattle sale (MBT will deliver)



INDEX & RATIO CALCULATIONS

Birth Weight Classes

Breeds with over 40 head on test will be indexed in two birth weight classes — green tag (Class 1) and white tag (Class 2). Angus bulls will split at +1.3 and less for BW EPD and a birth weight of 84 lbs and under.

Red Angus bulls will split at -1.4 and less for BW EPD and a birth weight of 84 lbs and under.

Salers bulls that are 7/8% PB and greater will be indexed separate from bulls that are less than 7/8% PB. If there are fewer than 30 bulls that meet these criteria, the break will move from 7/8% PB to 3/4% PB. Groups will then be split at breed average birth weight and BW EPD. Simmental, Hereford, South Devon, Gelbvieh and Charolais bulls will be split at breed average birth weight and BW EPD (greater than 30 bulls in the breed).

GS Efficiency Ratio – The GrowSafe Efficiency Ratio is calculated using the GrowSafe 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 (ranking top to bottom within each breed – MBT INDEX determines Sale Order) – 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

- Consignors who opt to obtain 50K testing will do so at their own expense. Testing should be conducted prior to 1/31/2020 in order to utilize the results in the MBT catalog.
- EPDs will be pulled from breed associations for MBT analysis and utilization. It is the responsibility of the consignor to ensure that association data is accurate and complete.
- EPDs will be downloaded from the respective breed associations for Birth Weight Class splits the first of February 1 (see details on page 10). Catalog EPDs will be downloaded approximately one month before the sale.
- Footnotes and relative photos (no photos of the actual animal may be used) are due no later than March 1.
- Consignors have the option of Selling 2/3 Interest and Full Possession in their consignments. This indication must be reported to MBT by March 1.



MBT AWARDS

We are always excited to celebrate the success of our consignors! MBT Performance Awards are given within each breed to those sale bulls qualifying on performance, semen evaluation, and soundness with the exception of the Junior Consignor Award which is given across all breeds to qualifying sale bulls.

Angus

Champion ADG Bull in each Group, Champion WDA Bull in each Group, Champion Sire Group (Top 3 head from one sire - one herd based on MBT Index), World Champion Pen of 3 (any 3 bulls with the same consignor based on highest average MBT Index), High Efficiency Bull in each Group, Champion Low Birth ADG Bull in each Group.

Breeds with greater than 30 head but less than 100 head

Champion ADG Bull, Champion WDA Bull, Champion Sire Group (Top 3 head from one sire-one herd based on MBT Index), World Champion Pen of 3 (any 3 bulls with the same consignor based on highest average MBT Index), High Efficiency Bull.

Breeds with less than 30 head

MBT High Indexing Bull, High Efficiency Bull

Junior Consignor Award

High MBT Indexing Award from any breed consigned by a Junior Consignor (Junior defined as consignor age 18 and under, bull must be registered in the junior consignor's name).



MARKETING/PUBLIC RELATIONS

Midland Bull Test 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 attending industry events and the MBT sale to promote their cattle! If you would like additional marketing suggestions, please contact the MBT office.

2020-2021 MIDLAND BULL TEST ENTRY FORM

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 _____

Facebook/Instagram Page _____

Requested Feed Efficiency Test Receiving Date:

September 9 - 19, 2020 or October 7 - 17, 2020

Do you need assistance in transporting your bulls to MBT this fall? yes no

How would you prefer to receive the MBT Progress Reports? Mail I'll view online

Are you a Junior Consignor? yes no

| Approx. # of Bulls | Birth Date | Breed(s) | Sire(s) |
|-----------------------|---------------|----------|---------|
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |

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

5 BULL DRIVE
COLUMBUS, MT 59019



The 2021 Final Sort

BULL SALE

Thursday, April 1

Salers • Simmental • Red Angus • Hereford
South Devon • Gelbvieh • Charolais

Friday, April 2

Angus