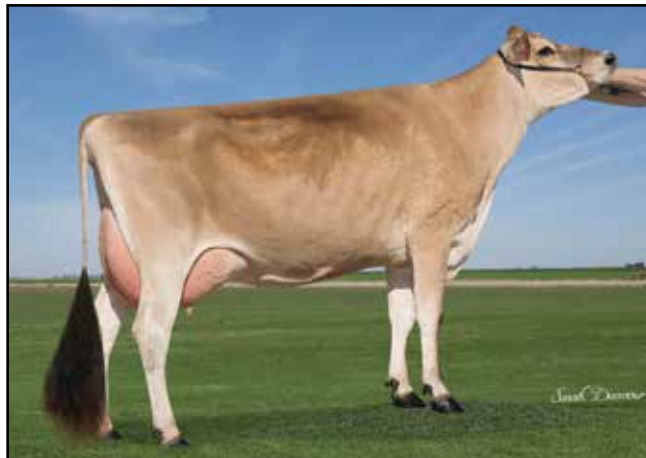


2018 SALES IN REVIEW



River Valley Excitation Flawless-ET, the 2018 Reserve All American Senior Two-Year-Old, was the year's high selling individual, struck off for \$169,000 at Kash-In for Valentine's Day, the high grossing sale of 2018. "Flawless" was purchased by Misty Meadow Dairy and consigned by Kash-In Jerseys and River Valley. The Excellent-91% "Excitation" daughter was also named All American Milking Yearling in 2017.



Four J Craze 12557, a daughter of Four J Mackenzie 19176, above, became the breed's new high selling heifer calf when she sold for \$92,000 in Arethusa Avonlea Summer Splash II. She was purchased by Sexing Technologies and consigned by Four J Jerseys. More than half of the animals that sold for \$5,000 or more during 2018 were heifer calves, many with elite genomic evaluations.

2018 Sale Average Fifth Best in History

The average price paid for a Registered Jersey at public auction during 2018 was \$2,384.18—fifth high in breed history among sales reported to the *Jersey Journal*. During the calendar year, a total of 2,525 lots were auctioned at 31 sales, for a gross of \$6,020,055.

In light of the current dairy economy, the average speaks volumes about the value of Jersey genetics, especially in tough times, when efficiency and product value are paramount for profitability.

Overall, sale prices during 2018 were marked by extremes. Buyers paid sky-high prices for elite genomic animals but found value in high-quality commercial cattle and replacement heifers. High genomic heifer calves, many just old enough to receive a genomic evaluation, comprised the bulk of the year's high selling individuals as A.I. organizations that are now vertically integrating production of semen competed amongst each other for premium females. Series high prices for females were reported for three sales during the year—the Cal Poly Classic Sale, the National Heifer Sale and The All American Jersey Sale—each topped by a baby heifer under three months-of-age.

On the other end of the spectrum, nearly 1,000 fewer cattle were brought to market

in 2018 as compared to 2017 as dairy producers held on to their replacements due to the lower overall industry prices. Especially telling was the average price paid for close-up springers, a few dollars shy of \$1,500, down \$400 from the average of the previous year.

Online options—entire sales conducted online, animals sold in absentia or bidding accepted through the internet—continue to gain momentum in sale arenas as marketers strive to reduce the costs of buying and selling cattle.

The brightest spots for sale averages came primarily in the first half of the year, beginning with the Kash-In for Valentine's Day in February, which posted an average of \$12,545.08 on 61 lots and auctioned the year's two high selling individuals. This was followed by the record-breaking National Heifer Sale in June, with an average of

\$7,190.85 on 41 lots, and the Bovines in South Beach in September, the breed's new second high averaging sale at \$25,573.53 on 17 lots.

Five sales grossed more than \$300,000—the previously mentioned Kash-In for Valentine's Day and Bovines in South Beach sales, along with the Best of Triple T and Heath Second Edition Sale, the Arethusa Avonlea Summer Splash II, venue for auction of the breed's new high selling heifer calf at \$92,000, and the Midwest Spring Special Sale.

The 31 public auctions included were held in the United States during the calendar year 2018 and submitted to the *Jersey Journal* by January 7, 2019. Only sales reported with complete catalogs and marked with buyers and prices paid for all animals are included. Sales with fewer than 10 head are included in the summary,

but not ranked among the high averaging sales. Animals that sold in sales with fewer than 10 head, though, are included in the high selling individuals.

High Averaging Sales

The high averaging sale for 2018 was the previously mentioned Bovines in South Beach hosted by Faria Brothers Dairies of Dumas, Texas, and Ri-Val-Re Genetics LLC of Webberville, Mich., at the

2018 Auction Sale Summary			
Number		Avg. price	Total Value
653	Cows, two years and over	\$2,108.11	\$1,376,595
	28 calves, under three mos., sold with dam	640.18	17,925
953	Bred heifers	1,498.91	1,428,465
	513 3 rd trimester bred heifers	1,494.63	766,745
	240 2 nd trimester bred heifers	1,555.92	373,420
	200 1 st trimester bred heifers	1,441.50	288,300
195	Open yearlings	1,497.21	291,955
680	Heifer calves	3,768.95	2,562,885
1	Bull	100,000.00	100,000
17	Embryos or flush packages	4,098.82	69,680
26	Choice of calves	6,636.54	172,550
2,525	Lots	\$2,384.18	\$6,020,055

The Top 10 Sales of 2018

Event	No. Sold	Average Price
Bovines in South Beach <i>Miami Beach, Fla., September 13</i>	17	\$25,573.53
Kash-In for Valentine's Day <i>Tulare, Calif., February 14</i>	61	12,545.08
National Heifer Sale <i>West Salem, Ohio, June 28</i>	41	7,190.85
Cal Poly Classic Sale <i>San Luis Obispo, Calif., June 2</i>	18	6,733.33
Arethusa Avonlea Summer Splash II <i>Litchfield, Conn., July 14</i>	119	5,997.48
Best of Triple T and Heath Second Edition <i>Columbus, Ohio, March 29</i>	90	5,273.89
President's Day Sale <i>Reynoldsburg, Ohio, February 16</i>	19	4,961.84
All American Jersey Sale <i>Louisville, Ky., November 4</i>	57	4,831.14
Midwest Spring Special Sale <i>Rochester, Minn., March 23</i>	106	2,925.94
Pot O'Gold Sale <i>Louisville, Ky., November 3</i>	36	2,733.33

Loews Miami Beach Hotel and managed by the Cattle Exchange. The September 13 online sale was a follow-up to the breed's high averaging sale, Bovines on the Goal Line, hosted by the farms in 2017. Struck off with several other elite Holstein lots were 17 Jerseys for an average of \$25,573.53 and a gross of \$434,750.

The high selling Jerseys were a pair of "Cespedes {3}" daughters ranked among the 15 high selling individuals of 2018. JX Faria Brothers Cespedes Mangos {3}-ET was the high seller, purchased by ABS Global Inc., De Forest, Wis., for \$66,000. The three-month-old daughter of JX Faria Brothers Cespedes {3}-ET, GJPI +172, ranked #2 for GJPI on sale day and today ranks #25 with an index of +197. She tested A2/A2 and is +2.1 for Type and +22.0 for Jersey Udder Index (JUI).

JX Faria Brothers Cespedes Key West {4}-ET was the second high seller at \$47,000, purchased by Matthew Steiner, Marshallville, Ohio. Selling at two months-of-age, the "Cespedes {3}" daughter ranks #14 on the same genetic list as her paternal sister with a GJPI of +201.

Both were consigned by sale host, Faria Brothers Dairies.

The second high averaging sale of the year is Kash-In for Valentine's Day, hosted by the Kasbergen family of Kash-In Jerseys at their farm, Rancho Teresita Dairy, in Tulare, Calif. Held on the holiday itself in conjunction with World Ag Expo, the



The fourth high selling individual for 2018 was JX Royal Tyrion 2783 {3}, a daughter of Royal Huell 173033 {4}, above. She sold for \$81,000 to Sexing Technologies in the online Fun in the Sun at Lido Beach Resort sale in February. She was consigned by Royal Genetics. The record for the high selling heifer calf in breed history was broken several times during the year, held for five months by "Tyrion 2783 {3}."

sale was managed by Kash-In Jerseys and Franchise and cried by Chris Hill. It held the distinction of being the breed's second high averaging sale for seven months, until it was displaced by Bovines in South Beach. Auctioned were 61 lots for an average of \$12,545.08 and a gross of \$765,250—high for the year.

River Valley Excitation Flawless-ET, a cow earning a name for herself on the tanbark trail, is the sale and year's high selling individual at \$169,000. She was purchased by Misty Meadow Dairy, Tillamook, Ore., and consigned by Kash-In Jerseys and River Valley.

The senior two-year-old captured blue-ribbon honors in the milking yearling class at the International Jersey Show and The All American Jersey Show in 2017. This year, she again topped her class at the show in Madison and won the class production award. Most recently, she was named 2018 Reserve Senior Two-Year-Old for her new owner. The Excellent-91% daughter of Bridon Excitation, GJPI -64, has been in donor dam programs at both Rancho Teresita Dairy and Misty Meadow Dairy and has a dozen registered progeny to date.

The year's high selling bull, JX Kash-In Got Jiggy {6}-ET, was also syndicated at the sale for \$100,000 by Sexing Technologies and a group of five Jersey breeders. Sired by JX Sunset Canyon Got Maid {5}-ET, GJPI +184, the young bull has a GJPI of +194. He is out of Kash-In Dazzler 42833-ET, an Excellent-92% daughter of Sunset Canyon Dazzler-ET, GJPI +160, with a two lactation m.e. average of 21,728–1,080–859. The next dam is Excellent-91% and has three records—all over 24,000 lbs. milk—and



JX Faria Brothers Klay Slo {3}-P-ET, a daughter of JX Faria Brothers Hulk Yaya Toure {2}-ET, above, became the series high seller for the Cal Poly Classic when she sold for \$70,000 to Genex Cooperative Inc. She was consigned by Faria Brothers Dairies, who consigned many of the year's 15 high selling individuals, several from the same cow family as "Slo {3}-P"

a best record of 30,310 lbs. milk, 1,317 lbs. fat and 1,009 lbs. protein at 5-8.

"Jiggy {6}" was consigned by Rancho Teresita Dairy.

The third high averaging sale of 2018 was the record-setting National Heifer Sale, held on June 28 in conjunction with the Annual Meetings of the American Jersey Cattle Association and National All-Jersey Inc., in Canton, Ohio. This year's offering included live animals for the first time since it transitioned to a fully-online sale in 2013. The 41 lots sold for a series high average of \$7,190.85 and a gross of \$294,825. The sale was managed by Jersey Marketing Service and auctioned by Chris Hill.

The record for high selling individual of the series was broken twice during the venue, first with JX Faria Brothers Usainbolt Jamaica {4}, who sold for \$51,000, and then with JX Pine-Tree Disco Paris 1696 {5}-ET, who sold two lots later for \$67,500.

ABS Global chose the high seller, consigned by Matthew Steiner. The daughter of Oaklane Dazzler Disco 2127-ET, GJPI +184, ranked #6 for genetic merit on sale today and ranks #50 on the Herd Register list with an index of +199. She is out of JX Faria Brothers Ronaldo Paris {4}, Very Good-85%, also ranked on the list with a GJPI of +182. She is projected to 23,577 lbs. milk, 1,020 lbs. fat and 771 lbs. protein actual at 1-11.

Sexing Technologies purchased the eventual second high seller, "Jamaica {4}," consigned by Faria Brothers Dairies. Selling at three months-of-age, the daughter of JX Faria Brothers Usain Bolt {3}, GJPI

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Top 15 High Selling Animals at Public Auction in 2018

River Valley Excitation Flawless-ET (cow 2 yrs.)	\$169,000
Kash-In for Valentine's Day, Tulare, Calif., February 14	
Seller: Kash-In Jerseys and River Valley, Tulare, Calif.	
Purchaser: Misty Meadow Dairy, Tillamook, Ore.	
JX Kash-In Got Jiggy-ET (bull 8 mos.)	\$100,000
Kash-In for Valentine's Day, Tulare, Calif., February 14	
Seller: Rancho Teresita Dairy, Tulare, Calif.	
Purchaser: Sexing Technologies, Navasota, Texas	
Four J Craze 12557 (heifer calf 5 mos.)	\$92,000
Arethusa Avonlea Summer Splash II, Litchfield, Conn., July 14	
Seller: Four J Jerseys, Tipton, Calif.	
Purchaser: Sexing Technologies, Navasota, Texas	
JX Royal Tyrion 2783 {3} (heifer calf 5 mos.)	\$81,000
Fun in the Sun at Lido Beach Resort, Sarasota, Fla., February 23	
Seller: Royal Genetics, Royal City, Wash.	
Purchaser: Sexing Technologies, Navasota, Texas	
JX Faria Brothers Klay Slo {3}-P-ET (heifer calf 3 mos.)	\$70,000
Cal Poly Classic Sale, San Luis Obispo, Calif., June 2	
Seller: Faria Brothers Dairies, Dumas, Texas	
Purchaser: Genex Cooperative Inc., Shawano, Wis.	
JX Pine-Tree Disco Paris 1696 {5}-ET (heifer calf 3 mos.)	\$67,500
National Heifer Sale, West Salem, Ohio, June 28	
Seller: Matthew Steiner, Marshallville, Ohio	
Purchaser: ABS Global Inc., De Forest, Wis.	
JX Faria Brothers Cespedes Mangos {3}-ET (heifer calf 3 mos.)	\$66,000
Bovines in South Beach, South Beach, Fla., September 13	
Seller: Faria Brothers Dairies, Dumas, Texas	
Purchaser: ABS Global Inc., De Forest, Wis.	
JX Faria Brothers Mald Scary Terry {4}-ET (heifer calf 2 mos.)	\$60,000
All American Jersey Sale, Louisville, Ky., November 4	
Seller: Faria Brothers Dairies, Dumas, Texas	
Purchaser: Sexing Technologies, Navasota, Texas	
JX Aardema Barbs Destiny {4} (heifer calf 5 mos.)	\$57,000
Kash-In for Valentine's Day, Tulare, Calif., February 14	
Seller: Aardema Dairy/Double A Dairy, Wendell, Idaho	
Purchaser: ABS Global Inc., De Forest, Wis.	
Pennwood Andreas Ilena (cow 2 yrs.)	\$53,000
Arethusa Avonlea Summer Splash II, Litchfield, Conn., July 14	
Seller: Pennwood Farms, Berlin, Pa.	
Purchaser: Peter Vail and Budjon Farms, Lomira, Wis.	
JX Faria Brothers Usainbolt Jamaica {4} (heifer calf 3 mos.)	\$51,000
National Heifer Sale, West Salem, Ohio, June 28	
Seller: Faria Brothers Dairies, Dumas, Texas	
Purchaser: Sexing Technologies, Navasota, Texas	
JX Faria Brothers Stevens 382131 {4}-ET (heifer calf 2 mos.)	\$50,000
Fun in the Sun at Lido Beach Resort, Lido Beach, Fla., February 23	
Seller: Faria Dairy, Dumas, Texas	
Purchaser: Select Sires Inc., Plain City, Ohio	
JX Faria Brothers Cespedes Key West {4}-ET (heifer calf 2 mos.)	\$47,000
Bovines in South Beach, South Beach, Fla., September 13	
Seller: Faria Brothers Dairies, Dumas, Texas	
Purchaser: Matthew Steiner, Marshallville, Ohio	
JX Faria Brothers Stevens 407435 {4} (heifer calf 3 mos.)	\$45,000
Arethusa Avonlea Summer Splash II, Litchfield, Conn., July 14	
Seller: Faria Brothers Dairies, Dumas, Texas	
Purchaser: Sexing Technologies, Navasota, Texas	
Ahlem Disco Buttons 51392-ET (heifer calf 7 mos.)	\$42,500
Kash-In for Valentine's Day, Tulare, Calif., February 14	
Seller: Ahlem Farms Partnership, Hilmar, Calif.	
Purchaser: Ray and Susanne Quaresma, Manteca, Calif.	



JX Pine-Tree Disco Paris 1696 {5}-ET became the series high seller of the National Heifer Sale when she was struck off for \$67,500 to ABS Global Inc. The "Disco" daughter was consigned by Matthew Steiner, represented by his brother, Andrew, second right, a co-chair of the event that posted a series high average of \$7,190.85 on 41 lots for the 61st sale of the series.

{3}-ET. The lot was the high selling choice of the year.

The Cal Poly Classic Sale is the fourth high averaging sale for 2018, thanks in

Highest Annual Averages, Jersey Auction Sales (1919-2018)

Year	Average Price Per Lot	Number Sold	Number Sales	Total Receipts
2015	\$2,691.44	3,330	38	\$8,962,495
2014	2,686.71	3,145	47	8,449,705
2016	2,488.78	3,200	34	7,964,095
2007	2,435.42	3,462	37	8,431,435
2018	2,384.18	2,525	31	6,020,055
2008	2,303.07	4,049	48	9,325,150
2005	2,257.16	3,451	46	7,789,455
2017	2,244.96	3,535	34	7,935,930
2006	2,016.15	3,936	49	7,935,555
2004	2,007.26	4,679	49	9,391,950

part to the auction of the series high seller, JX Faria Brothers Klay Slo {3}-P-ET, for \$70,000. In all, the 18 Jersey lots sold for an average of \$6,733.33 at the dairy in San Luis Obispo, Calif., on June 2. The sale was the fifth edition of the student-managed sale and cried by Dave Macedo.

Purchased by Genex Cooperative Inc., Shawano, Wis., and consigned by alumnus Jason Faria of Faria Brothers Dairies, the high seller was the top-ranked polled female (Generation Count 3 or 4-6 with BBR 93 or lower) on sale day. She retains the ranking with a GJPI of +191 and has GPTAs of +1,304M, +74F (+.06%) and +51P (+.02%). She is sired by JX Dupat JLS Avon Klay {3}-P-ET, GJPI +164, and out of JX Faria Brothers Hulk Yaya Toure {2}-ET, Very Good-86%, with a best record of 4-11 305 23,760 6.0% 1,422 4.0% 946 102DCR.

Rounding out the top five high averaging sales in the Best of Triple T and Heath Second Edition Sale, with an average of \$5,273.89 and a gross of \$474,650 on the auction of 90 lots. Held in conjunction with

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+168, currently ranks #7 for GJPI with an index of +215. She is plus for component tests and has GPTAs of +984M, +89F and +57P. Her Very Good-81% dam has a projected m.e. of 26,266-1,271-965 at 1-8.

A first-of-its-kind opportunity for the

National Heifer Sale was the third high selling lot, an embryo package from a mutually-agreeable sire and buyer's choice of four cows in the IVF program at Pine-Tree Dairy, owned by consignor Matthew Steiner. ABS Global placed the final bid of \$18,000 on the lot and chose 10 embryos out of JX Faria Brothers Marlo Chapel Hill



JX Aardema Barbs Destiny {4} was the second high selling female of Kash-In for Valentine's Day and the ninth high seller for the year, purchased by ABS Global for \$57,000 and consigned by Aarema Dairy/Double A Dairy. The sale was hosted by the Kasbergen family at Rancho Teresita Dairy in Tulare, Calif.

the Ohio Spring Dairy Expo in Columbus, Ohio, the sale was managed by Michael Heath and Nathan and Jenny Thomas. Adam Fraley was the auctioneer; Norman Nabholz read pedigrees.

The standing-room-only venue was topped by Batiscan Joel Sabrina, who sold for \$35,000 to River Valley Farm, Tremont, Ill. The fancy-uddered four-year-old is sired by Guimo Joel-ET, GJPI -35. She sold fresh in February with a recently completed 3-2 record of 21,457 lbs. milk, 957 lbs. fat and 803 lbs. protein made in Canada. She was subsequently appraised Excellent-93% for River Valley Farm. "Sabrina" was consigned by Ferme Garay, Ferme Du Sillon and Ferme Guimo of Saint Sebastien, Que.

Other High Selling Individuals

The third high selling individual for 2018 and high selling heifer calf in breed history, Four J Craze 12557, crossed the auction block for \$92,000 at the Arethusa Avonlea Summer Splash II. The daughter of River Valley Circus Craze-ET, GJPI +174, ranks on the list of the Top 500 Females for GJPI with an index of +181. She has GPTAs of +334M, +72F (+.28%) and +37P (+.12%) and is +2.1 for Type and +27.8 for GJUI.

Sexing Technologies placed the final bid on the five-month-old heifer calf bred and consigned by Four J Jerseys, Tipton, Calif. She is backed by a Very Good-88% daughter of Missiska Mackenzie-ET, GJPI +155, with an m.e. of 23,877-1,433-989 on her first lactation. Her Very Good-86% grandam, sired by "Joel," has a best record of 25,600 lbs. milk, 1,196 lbs. fat and 935 lbs. protein at 2-11. The next two dams have m.e. averages over 21,000 lbs. milk.

At \$81,000, the year's fourth high selling individual, JX Royal Tyrion 2783 {3}, is a former breed high selling heifer calf. She was one of four to sell with about 50 Holstein lots in the online Fun in the Sun at Lido Beach Resort sale in Sarasota, Fla.,

Five High Selling Heifer Calves

Name/Event	Price
Four J Craze 12557 <i>Arethusa Avonlea Summer Splash II</i>	\$92,000
JX Royal Tyrion 2783 {3} <i>Fun in the Sun at Lido Resort</i>	81,000
JX Faria Brothers Klay Slo {3}-P-ET <i>Cal Poly Classic Sale</i>	70,000
JX Pine-Tree Disco Paris 1696 {5}-ET <i>National Heifer Sale</i>	67,500
JX Faria Brothers Cespedes Mangos {3}-ET <i>Bovines in South Beach</i>	66,000

Five High Selling Open Yearlings

Name/Event	Price
Jasmari Action Lil Replay-ET <i>Best of Triple T and Heath Second Edition</i>	\$16,500
Lookout Hot Off the Press <i>Arethusa Avonlea Summer Splash II</i>	11,000
Dixies Andreas Dior-ET <i>Best of Triple T and Heath Second Edition</i>	10,200
South Mountain Voltage Razor-ET <i>Midwest Spring Special Sale</i>	7,100
Heaths Prime Suspect Jaycee-Twin <i>Best of Triple T and Heath Second Edition</i>	6,100

Five High Selling Bred Heifers

Name/Event	Price
Arethusa Premier Starlight <i>Arethusa Avonlea Summer Splash II</i>	\$34,500
Beslea Vivitar Goblin <i>Arethusa Avonlea Summer Splash II</i>	14,200
Budjon-Vail Verbatim Shar-ET <i>Best of Triple T and Heath Second Edition</i>	13,300
RV/TJ Comerica Vera Vibe 1807-ET <i>Best of Triple T and Heath Second Edition</i>	12,800
Milo Colton Sadie <i>Arethusa Avonlea Summer Splash II</i>	12,200

on February 23.

Sexing Technologies purchased the five-month-old daughter of JX Faria Brother Tyrion {2}-ET, GJPI +164. She ranks #53 for genetic merit with a GJPI of +191 and is +507M, +79F (+.27%) and +39P (+.10%). She was consigned by Royal Genetics of Royal City, Wash., and held laurels as breed high selling heifer calf for five months, until being displaced by the previously mentioned "Craze" daughter.

The second high selling Jersey of the Sun at Lido Beach Resort sale, JX Faria Brothers Stevens 382131 {4}-ET, ranks among the 20 high selling individuals of the year as well. She was purchased by Select Sires Inc., Plain City, Ohio, for \$50,000. The daughter of JX Faria Brothers Brad Stevens {5}, GJPI +183, ranks #16 on the

Five High Selling Cows

Name/Event	Price
River Valley Excitation Flawless <i>Kash-In for Valentine's Day</i>	\$169,000
Pennwood Andreas Ilena <i>Arethusa Avonlea Summer Splash II</i>	53,000
Batiscan Joel Sabrina <i>Best of Triple T and Heath Second Edition</i>	35,000
Arethusa HG Svana-ET <i>Arethusa Avonlea Summer Splash II</i>	31,000
Stoney Point Comerica Kathie <i>Arethusa Avonlea Summer Splash II</i>	20,400

High Selling Bull

Name/Event	Price
JX Kash-In Got Jiggy {6}-ET <i>Kash-In for Valentine's Day</i>	\$100,000

High Selling Choices

Name/Event	Price
10 Embryos from Mutually Agreeable Sire x JX Faria Brothers Marlo Chapel Hill {3}-ET <i>National Heifer Sale</i>	\$18,700
Tower Vue Prime Tequila-ET x Marlau Comerica Flame <i>Arethusa Avonlea Summer Splash II</i>	16,000
Sunset Canyon Andreas x South Mountain Voltage Radiant-ET <i>Midwest Spring Special Sale</i>	14,500
River Valley Venus V I P-ET or Pleasant Nook WF HG Venue x MB Lucky Lady Feliz Navidad-ET <i>Best of Triple T and Heath Second Edition</i>	14,000
10 Embryos from Mutually Agreeable Sire x JX Faria Brothers Vandrell 308720 {3} <i>National Heifer Sale</i>	12,000

Herd Register list for genetic merit with a GJPI of +209. She was consigned by Faria Dairy, Dumas, Texas, and hails from the same cow family as "Mangos {3}."

The 66th All American Jersey Sale was the venue for the eighth high selling individual of 2018. JX Faria Brothers Mald Scary Terry {4}-ET sold absentia for \$60,000 to Sexing Technologies. The price is a new record for high-selling female for the sale series.

"Terry {4}," an August 2017 daughter of JX Faria Brothers Maldini {4}-ET, GJPI +173, currently ranks #5 for GJPI with an index of +215. She has GPTAs of +1,165M, +89F and +53P and is +1.3 for Livability, +1.1 for Cow Conception Rate and +2.5 for Heifer Conception Rate. She was consigned by Faria Brothers Dairies and is from the same cow family as "Mangos {3}" and "Stevens 382131 {4}."

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Baticscan Joel Sabrina was the high seller of the year's third high grossing sale, Best of Triple T and Heath Second Edition. The Excellent-93% "Joel" daughter was purchased by River Valley Farm and consigned by the partnership of Ferme Garay, Ferme Du Sillon and Ferme Guimo of Canada.

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The remaining individuals ranked among the year's 15 high sellers were auctioned at the Kash-In for Valentine's Day sale and the Arethusa Avonlea Summer Splash II sale. See the chart on page xx for a complete listing of the year's 15 high selling individuals.

High Sellers by Category

The year's high sellers by category—cows, bulls, bred heifers, open yearlings, heifer calves and choices—are listed on page 21. Many have been previously mentioned.

The second high selling cow, Pennwood Andreas Ilena, sold for \$53,000 through Arethusa Avonlea Summer Splash. She was purchased by the partnership of Peter Vail and Budjon Farms, Lomira, Wis., and consigned by Pennwood Farms, Berlin, Pa.

The Arethusa Avonlea Summer Splash II was also the venue for the high selling bred heifer, Arethusa Premier Starlight-ET. Misty Meadow Dairy placed the final bid of \$34,500, which was offered as a choice between "Starlight" and her full sister.

The daughter of Hawarden Impuls Premier, GJPI +79, sold due to Rock Ella Impression, GJPI -81, in early January.

She is out of one of the breed's premier show families. Her dam, Milo Vindication Season-ET, Excellent-94%, topped her class at World Dairy Expo three times in milking form. She has 16 Excellent and two Very Good daughters (none lower), including Elliotts Comerica Sable, Winner of the 2015 National Jersey Jug Futurity. The next dam is Bri-Lin Rens Sofie, who was named Jersey Cow of the Year by Jersey Canada in 2012.

"Starlight" was consigned by sale host, Arethusa Farm of Litchfield, Conn.

A heifer that has earned back-to-back All American laurels, Beslea Vivitar Goblin, was the second high selling bred heifer at \$14,200. She sold in Kash-In for Valentine's Day to the partnership of Miles Price, Christian Cunningham and Clayton Arntz of Petaluma, Calif. The daughter of Rock Ella BW Vivitar, JPI -77, was tapped Junior Champion of 2017 All American Jersey Show and was just named 2018 All American Winter Yearling. She was consigned by Joshua D. Arp, Norwalk, Ohio.

The third high selling bred heifer, Budjon-Vail Verbatim Shar-ET, sold for \$13,300 in the Best of Triple T and Heath Second Edition. She was purchased by her breeder, Peter Vail and Budjon Farms, who sold her to consignors Justin and Daniel Chupp of Inola, Okla., in 2016. The daughter of Arethusa Verbatim Response-ET, GJPI -60, sold due to Triple-T-CF Mr Swagger, GJPI -12, in early June. She is out of two-time All-Canadian, Schulte Bros Tequila Shot-ET, Excellent-93%.

The high selling open yearling was also struck off at the Best of Triple T and Heath. Gene Lager placed the last bid of \$16,500 on Jasmari Action Lil Replay-ET to add the fancy-pedigreed daughter of Forest Glen Avery Action-ET, GJPI +16, to the show string at Glamourview in Walkersville, Md. She was consigned by Marisa A. Reitnouer, Mohrsville, Pa.

The second high selling open yearling, Lookout Hot Off the Press, sold through Arethusa Avonlea Summer Splash for \$11,000. The transaction was a change of a partnership, with Keightley and Core of Salvisa, Ky., joining forces with Frank and Diane Borba to purchase full ownership from the partnership of Lookout Jerseys, Frank and Diane Borba and Sheryl Deaver, Canton de Hatley, Que. The daughter of Rapid Bay Indiana Gentry-ET, GJPI -81, is out of the reigning Intermediate Champion of the All American Jersey Show, Rolling River Press Release-ET, owned by Keightley and Core and the Borbas.

The third high selling open yearling, Dixies Andreas Dior-ET, sold for \$10,200 at the Best of Triple T and Heath Second



The reigning All American Winter Yearling, Beslea Vivitar Goblin, was the second high selling bred heifer for 2018, purchased for \$14,200 by Miles Price, Christian Cunningham and Clayton Arntz at the Kash-in for Valentine's Day sale. She was consigned by Joshua D. Arp. "Goblin" was Junior Champion of the All American Jersey Show in 2017.

Edition to Delon Mortimer, Smithfield, Utah. The daughter of Sunset Canyon Andreas, GJPI -75, is out of Crossbrook HG Dixie-ET and backed by the "Veronica" cow family. She was consigned by Jon Prokop, Terri Packard and Ernie Kueffner, Middleburg, N.Y.

The second high selling choice of 2018 was purchased at the Arethusa Avonlea Summer Splash II for \$16,000. With the winning bid, Rivendale Farms, Bulgar, Pa., will choose first from pregnancies sired by Tower Vue Prime Tequila-ET, GJPI -121, and out of Marlau Comerica Fabienne, due March 2019. The farm dairy purchased a full sister to the choice, MB Lucky Lady Feliz Navidad, who was tapped Reserve Intermediate Champion of the Royal Agricultural Winter Fair in 2016 and returned to the show to receive Reserve Grand Champion honors the following year. "Fabienne" was named Reserve Intermediate Champion of the International Jersey Show in 2011 and earned Honorable Mention Intermediate Champion laurels at the Canadian National Show the same year.

The choice was consigned by Frank and Diane Borba and Lookout Farms, North Hatley, Que.

The third high selling choice was auctioned at the Midwest Spring Special Sale. The Radiant Syndicate, Lawler, Iowa, purchased a first choice sired by "Andreas" and out of the reigning National Jersey Jug Futurity Winner, South Mountain Voltage Radiant-ET, for \$14,500. The three pregnancies were due September 2018. "Radiant" was named Intermediate Champion of the All American Jersey Show in 2017. The choice was consigned by Ernest W. Kueffner and Terri L. Packard, Boonsboro, Md.

High Grossing Sales

The year's five high grossing sales have

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Top Five Grossing Sales of 2018

Event	No. Sold	Total Gross
Kash-In for Valentine's Day <i>Tulare, Calif., February 14</i>	61	\$765,250
Arethusa Avonlea Summer Splash II <i>Litchfield, Conn., July 14</i>	119	713,700
Best of Triple T and Heath Second Edition <i>Columbus, Ohio, March 29</i>	90	474,650
Bovines in South Beach <i>Miami Beach, Fla., September 13</i>	17	434,750
Midwest Spring Special Sale <i>Rochester, Minn., March 23</i>	106	310,150

Annual Sale Review

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all been previously mentioned: Kash-In for Valentine's Day, Arethusa Avonlea Summer Splash II, Best of Triple T and Heath Second Edition, Bovines in South Beach and Midwest Spring Special Sale.