

2007 SALES DIGEST: A YEAR IN REVIEW

2007 Hereford Bull Sales Average \$3,062

Hereford averages remained steady in 2007 despite economic and weather-related challenges. Production and consignment sale figures prove the continuing demand for Hereford genetics in the commercial industry. Bull sales in 2007 averaged \$3,062 on 4,415 head compared to \$3,071 on 4,545 head in 2006. A total of 4,670 females averaged \$2,804 in 2007 compared to \$2,914 on 4,816 head in 2006.

The following is a summary of Hereford sales that were reported in the *Hereford World* and on the American Hereford Association (AHA) Web site, *Hereford.org*. The sales occurred January-December 2007.

The tables in this report are sorted by bull average or female average and then listed by number sold. Overall average is not used.

The "Sales Digest" column appears monthly in the *Hereford World*, and the *Weekly Hereford Sales Digest* is e-mailed electronically each week to more than 5,700 subscribers. To subscribe to the weekly e-newsletter send an e-mail to sales_digest@hereford.org.

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Top 2007 Bull Sales

Sale	Date	Bulls	Bull Avg.	Top bull lot
More than 100 bulls				
Courtney Herefords, St. Onge, S.D.	11/13/07	107.00	\$3,998	\$9,500 (¾ interest)
Dudley Bros., Comanche, Texas	10/11/07	113.00	\$3,996	\$15,000
Colyer Herefords, Bruneau, Idaho	02/26/07	109.00	\$3,453	\$12,000
Harrell Herefords, Baker City, Ore.	03/05/07	100.25	\$3,242	\$10,500 (¾ interest)
Upstream Ranch, Taylor, Neb.	02/03/07	166.00	\$3,087	\$17,000 (¾ interest)
Jamison Herefords, Quinter, Kan.	02/23/07	115.00	\$2,853	\$16,000 (¾ interest)
76-100 bulls				
Holden Herefords, Valier, Mont.	03/12/07	82.00	\$5,707	\$33,000 (¾ interest)
Debter Hereford Farm, Horton, Ala.	10/27/07	81.00	\$3,907	\$12,000
Van Newkirk Herefords, Oshkosh, Neb.	01/15/07	83.00	\$3,558	\$7,500 (¾ interest)
Powell Herefords, Ft. McKavett, Texas	10/9/07	99.00	\$3,541	\$7,500 (½ interest)
BB Cattle Co., Connell, Wash.	02/12/07	78.25	\$3,077	\$11,000 (½ interest)
51-75 bulls				
Cooper Hereford Ranch, Willow Creek, Mont.	03/13/07	72.00	\$6,495	\$40,000 (¾ interest)
Adams Hirsche, High River, Alta.	11/13/07	55.50	\$4,531	\$80,000 (½ interest)
Star Lake Bull Sale, Skiatook, Okla.	10/21/07	57.75	\$4,221	\$18,000 (¾ interest)
Ken Baker & Sons, Rapid City, S.D.	02/10/07	57.00	\$3,601	\$16,000 (¾ interest)
Topp Herefords, Bismarck, N.D.	02/05/07	63.00	\$3,490	\$14,250
Cross Diamond Cattle Co., Bertrand, Neb.	12/10/07	57.00	\$3,159	\$9,000
Spencer Herefords, Brewster, Neb.	11/05/07	70.25	\$2,968	\$8,200 (¾ interest)
Barber Ranch and Don Moler Bull Sale, Llano, Texas	11/15/07	60.50	\$2,864	\$8,250 (¾ interest)
26-50 bulls				
Ridder Hereford Ranch, Callaway, Neb.	02/08/07	38.00	\$3,601	\$8,000 (¾ interest)
Strang Herefords, Meeker, Colo.	10/23/07	38.00	\$3,424	\$6,000
The Berry's, Cheyenne, Wyo.	10/15/07	50.00	\$3,121	\$7,750
New Industry Hereford & Angus Sale, Hamlin, Texas	10/30/07	34.00	\$2,922	\$10,000
Adams Hirsche Herefords, Bartlesville, Okla.	03/17/07	33.00	\$2,875	\$6,100
0-25 bulls				
DeShazer Cattle Co., Hearne, Texas	05/05/07	0.33	\$109,091	\$36,000 (⅓ interest)
Harvie Ranching, Olds, Alta.	10/13/07	1.25	\$42,400	\$45,000 (¾ interest)
Mohican West, Laurel, Mont.	9/27/07	2.67	\$22,397	\$50,000 (⅔ interest)
Breeders Classic, Gettysburg, Pa.	10/06/07	1.50	\$11,333	\$9,500 (¼ interest)
Star Lake Ranch, Skiatook, Okla.	05/19/07	6.00	\$10,667	\$25,000 (¼ interest)
DeShazer Online Bull Sale, Hearne, Texas	2/5 - 2/8/07	16.00	\$9,056	\$45,100 (½ interest)
Dixieland Delight, Ft. Payne, Ala.	05/26/07	3.75	\$7,947	\$15,000 (¾ interest)
Remitall Cattle Co., Olds, Alta.	10/13/07	11.50	\$6,991	\$20,000 (½ interest)
Able Acres, Wingate, Ind.	11/24/07	1.50	\$6,000	\$7,000 (¾ interest)
Boyd Beef Cattle, Mays Lick, Ky.	9/2/07	2.75	\$5,600	\$5,300 (½ interest)

Top 2007 Female Sales

Sale	Date	Females	Female Avg.
More than 20 females			
Hoffman Ranch, McArthur, Calif.	10/01/07	20.0	\$8,158
Star Lake Ranch, Skiatook, Okla.	05/19/07	154.5	\$6,289
Star Lake Female Sale, Skiatook, Okla.	10/21/07	54.5	\$6,133
Grandview/CMR, Como, Miss.	11/10/07	50.5	\$5,469
Dixieland Delight, Ft. Payne, Ala.	05/26/07	71.5	\$5,381
Remitall Cattle Co., Olds, Alta.	10/13/07	52.0	\$5,275
DeShazer Cattle Co., Hearne, Texas	05/05/07	101.0	\$5,257
JWR Land & Cattle Co., Dallas, Ga.	05/05/07	65.0	\$5,159
Harvie Ranching, Olds, Alta.	10/13/07	22.0	\$4,941
Ridgeview Farm, Alto, Mich.	10/14/07	60.0	\$4,669

Top 2007 Bull Consignment Sales

Sale	Date	Bulls	Bull avg.	Top bull lot
51-100 bulls				
Red Bluff Bull Sale, Red Bluff, Calif.	01/27/07	68.00	\$2,675	\$4,800
Nebraska Cattlemen's Classic, Kearney, Neb.	02/21/07	57.75	\$2,477	\$8,500 (½ interest)
26-50 bulls				
Black Hills Stock Show, Rapid City, S.D.	01/31/07	31.00	\$2,940	\$8,750 (¾ interest)
Snyder Bull Test, Yerrington, Nev.	03/10/07	26.00	\$2,615	\$5,500
Herefords in Native America, Sulphur, Okla.	11/19/07	43.75	\$2,481	\$4,500
Breeders Choice Hereford Sale, Oakdale, Calif.	10/21/07	30.00	\$2,413	\$4,700
0-25 bulls				
Illini Top Cut, Macomb, Ill.	09/16/07	0.50	\$39,200	\$19,600 (½ interest)
Mile High Night Sale, Denver, Colo.	01/12/07	8.16	\$27,034	\$58,000 (¼ interest)
Cowtown Select Sale, Ft. Worth, Texas	01/28/07	12.00	\$4,775	\$15,250
Western Nugget, Reno, Nev.	12/01/07	1.00	\$3,000	\$3,000
Mid-Atlantic Fall Bonanza, Harrisonburg, Va.	11/10/07	5.75	\$2,930	\$6,000
Illini Classic, Springfield, Ill.	02/24/07	5.75	\$2,791	\$5,000
California Hereford Classic, Plymouth, Calif.	11/17/07	2.00	\$2,575	\$3,300
GoPher the Purple Select, Hutchinson, Minn.	12/08/07	3.50	\$2,557	\$4,700
Cowman's Kind, Lexington, Tenn.	03/24/07	10.00	\$2,475	\$3,500
Virginia Hereford Assn., Harrisonburg, Va.	04/20/07	5.75	\$2,417	\$3,000 (¾ interest)

Top 2007 Female Consignment Sales

Sale	Date	Females	Female Avg.
More than 20 females			
Cowtown Select Sale, Ft. Worth, Texas	01/28/07	20.00	\$4,281
Illini Top Cut, Macomb, Ill.	09/16/07	40.50	\$3,869
Western Nugget, Reno, Nev.	12/01/07	20.00	\$3,675
Illini Classic, Springfield, Ill.	02/24/07	26.00	\$2,699
Oregon Hereford Assn., Albany, Ore.	04/01/07	24.00	\$2,696

2007 Hereford Sales — Month By Month

MONTH	BULLS				FEMALES			TOTAL		
	NO. SALES	NO. LOTS	GROSS	AVG.	NO. LOTS	GROSS	AVG.	NO. LOTS	NO. GROSS	AVG.
January	6	226.16	\$899,671	\$3,978	48.00	\$266,064	\$5,543	274.16	\$1,165,735	\$4,252
February	32	1,647.75	\$4,639,120	\$2,815	465.50	\$813,428	\$1,749	2,112.75	\$5,452,548	\$2,581
March	34	884.25	\$2,671,378	\$3,021	641.50	\$1,230,520	\$1,918	1,525.75	\$3,901,898	\$2,557
April	10	136.75	\$312,592	\$2,286	270.50	\$587,647	\$2,172	407.25	\$900,239	\$2,211
May	10	44.83	\$220,965	\$4,929	677.50	\$3,011,655	\$4,445	722.33	\$3,232,620	\$4,475
June	1	—	—	—	10.00	\$28,900	\$2,890	10.00	\$28,900	\$2,890
September	16	25.42	\$148,850	\$5,856	742.50	\$1,986,850	\$2,676	767.92	\$2,135,655	\$2,781
October	29	807.67	\$2,675,144	\$3,312	805.50	\$2,424,869	\$3,010	1,613.17	\$5,100,013	\$3,161
November	24	575.25	\$1,745,778	\$3,035	820.00	\$2,234,106	\$2,725	1,395.25	\$3,979,884	\$2,852
December	7	67.75	\$207,763	\$3,067	190.00	\$507,790	\$2,673	257.75	\$3,917,818	\$15,200
TOTAL	169	4,415.83	\$13,521,261	\$3,062	4,670.50	\$13,091,784	\$2,804	9,086.33	\$26,613,045	\$2,929