

2008 SALES DIGEST: A YEAR IN REVIEW

Hereford Bulls Average \$3,283 in 2008

Despite a devastatingly tough year of economic hardships for the majority of the U.S., Hereford cattle increased in value and number sold in 2008 compared to 2007. In fact, the average price paid for a Hereford bull increased 7% this year, from \$3,062 in 2007 to \$3,283 in 2008, proving that Hereford genetics are in high demand, especially when cattlemen are looking for efficiency. The number of Hereford bulls sold in production and consignment sales also remained steady at 4,401 head.

The demand for Hereford females is booming as producers sold nearly 1,000 more this year at 5,585 lots, compared with 4,670 in 2007. The average price paid for females was \$2,762.

The total average paid for Hereford cattle sold in 2008 was \$3,039, which is up from \$2,929 in 2007. Also, the total number of lots sold increased dramatically, from 9,086 head sold in 2007 to 10,637 in 2008 — which is 1,551 more Hereford cattle sold.

The following is a summary of sales that were reported in the *Hereford World* and on the American Hereford Association Web site, *Hereford.org*. The sales occurred January - December 2008.

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. **HW**

Top 2008 Bull Sales

Sale	Date	Bulls	Bull Avg.	Top bull lot
More than 100 bulls				
Jamison Herefords, Quinter, Kan.	02/22/08	128.25	\$3,524	\$10,500 (¾ interest)
Rausch Herefords, Hoven, S.D.	02/18/08	102.00	\$3,426	\$9,000
Upstream Ranch, Taylor, Neb.	02/02/08	174.00	\$3,421	\$8,200 (¾ interest)
Courtney Herefords, St. Onge, S.D.	11/18/08	106.00	\$3,275	\$10,000
Colyer Herefords, Bruneau, Idaho	02/25/08	101.75	\$3,256	\$14,000 (¾ interest)
Stuber Ranch, Bowman, N.D.	04/19/08	101.00	\$2,988	\$29,000 (¾ interest)
Dudley Bros., Comanche, Texas	10/16/08	104.00	\$2,939	\$5,900
76-100 bulls				
Holden Herefords, Valier, Mont.	03/10/08	79.00	\$6,915	\$40,000
Ken Baker & Sons, Rapid City, S.D.	02/10/08	57.00	\$3,601	\$16,000 (¾ interest)
Van Newkirk Herefords, Oshkosh, Neb.	01/21/08	100.00	\$3,550	\$6,750 (¾ interest)
Debter Hereford Farm, Horton, Ala.	10/25/08	79.00	\$3,440	\$10,250
Mrnak Hereford Ranch, Bowman, N.D.	02/10/08	98.00	\$3,370	\$15,500 (½ interest)
Harrell Herefords, Baker City, Ore.	03/05/08	87.25	\$3,436	\$6,250 (½ interest)
Largent & Sons, Kaycee, Wyo.	11/20/08	79.00	\$3,041	\$5,000
51-75 bulls				
Cooper Hereford Ranch, Willow Creek, Mont.	03/11/08	70.00	\$5,915	\$50,000 (¾ interest)
Sandhill Farms, Haviland, Kan.	03/29/08	50.50	\$5,450	\$11,000 (½ interest)
Topp Herefords, Bismarck, N.D.	02/04/08	61.00	\$4,707	\$20,000 (½ interest)
Star Lake Bull Sale, Skiatook, Okla.	10/19/08	60.33	\$4,145	\$25,300 (½ interest)
Barber Ranch and Don Moler Bull Sale, Llano, Texas	10/02/08	52.00	\$3,940	\$9,500 (¾ interest)
Adams Hirsche, High River, Alta.	11/11/08	60.75	\$3,649	\$16,000 (¾ interest)
Ridder Hereford Ranch, Callaway, Neb.	02/07/08	55.75	\$3,629	\$9,500 (½ interest)
Spencer Herefords, Brewster, Neb.	11/22/08	66.25	\$3,472	\$7,250 (½ interest)
26-50 bulls				
Mill Creek Ranch, Manhattan, Kan.	02/26/08	35.00	\$4,380	\$8,000 (¾ interest)
Doenz Ranches, Warner, Alta.	11/12/08	37.75	\$3,852	\$9,700
S&S Polled Herefords, Guide Rock, Neb.	03/04/08	37.00	\$3,638	\$10,000
The Berry's, Cheyenne, Wyo.	10/20/08	47.00	\$3,190	\$7,500
0-25 bulls				
Tennessee River Music Inc., Ft. Payne, Ala.	05/24/08	0.25	\$100,000	\$25,000 (¼ interest)
River Valley Polled Herefords and Guests, Newburgh, Ont.	09/19/08	1.00	\$64,000	\$51,500 (¾ interest)
DeShazer Cattle Co., Hearne, Texas	05/03/08	2.00	\$39,000	\$25,000 (¼ interest)
JJ Detweiler, Salesville, Ohio	09/07/08	3.75	\$19,880	\$46,000 (½ interest)
Churchill Cattle Co., Manhattan, Mont.	09/26/08	2.00	\$19,500	\$20,000 (½ interest)
Star Lake Ranch, Skiatook, Okla.	05/07/08	9.75	\$15,067	\$16,000 (½ interest)
Boyd Beef Cattle, Mays Lick, Ky.	08/31/08	0.75	\$13,600	\$10,200 (¾ interest)
Harvie Ranching, Olds, Alta.	10/11/08	2.25	\$10,044	\$6,400 (½ interest)

Top 2008 Female Sales

Sale	Date	Females	Female Avg.
More than 20 females			
Hoffman Herefords, McArthur, Calif.	10/06/08	20.00	\$9,330
Star Lake Cattle Ranch, Skiatook, Okla.	05/17/08	117.00	\$7,914
Holden Herefords, Valier, Mont.	09/25/08	82.00	\$6,725
Star Lake Cattle Ranch Female Sale, Skiatook, Okla.	10/19/08	60.00	\$5,819
Tennessee River Music Inc., Ft. Payne, Ala.	05/24/08	60.00	\$5,796
Grandview CMR, Como, Miss.	11/08/08	53.00	\$5,158
Holden Herefords, Valier, Mont.	03/10/08	15.00	\$5,033
JWR Land & Cattle Co., Dallas, Ga.	05/03/08	59.00	\$4,669
Mead Cattle Enterprises, Midville, Ga.	05/26/08	67.00	\$4,597
Upstream Ranch, Taylor, Neb.	10/11/08	37.00	\$4,534
Detweiler Land & Cattle Co., Salesville, Ohio	09/07/08	96.50	\$4,406

Top 2008 Bull Consignment Sales

Sale	Date	Bulls	Bull avg.	Top bull lot
51-100 bulls				
Nebraska Cattlemen's Classic, Kearney, Neb.	02/20/08	53.00	\$2,300	\$5,000
Red Bluff, Red Bluff, Calif.	01/26/08	60.00	\$1,923	\$5,800
26-50 bulls				
Black Hills Stock Show, Rapid City, S.D.	01/30/08	28.00	\$3,405	\$8,750
Oklahoma Hereford Assn., Sulphur, Okla.	11/17/08	39.50	\$2,796	\$7,000
0-25 bulls				
National Western Stock Show, Denver, Colo.	01/18/08	6.00	\$52,808	\$122,500 (½ interest)
Illini Top Cut, Macomb, Ill.	09/21/08	3.50	\$19,236	\$55,000 (½ interest)
Ft. Worth Cowtown Sale, Ft. Worth, Texas	01/27/08	8.50	\$7,788	\$10,500 (¾ interest)
Minnesota Hereford Breeders, Hutchinson, Minn.	12/13/08	1.75	\$5,543	\$3,300 (¾ interest)
Show Me Polled Hereford Sale, Sedalia, Mo.	11/15/08	3.00	\$4,950	\$8,000
Michigan Beef Expo, E. Lansing, Mich.	04/05/08	6.50	\$2,788	\$8,600 (½ interest)
Texas Hereford Assn., Morgan, Texas	04/12/08	10.75	\$2,753	\$7,000
Western Nugget, Reno, Nev.	12/06/08	1.00	\$2,650	\$2,650
Sioux Empire, Sioux Falls, S.D.	01/24/08	17.00	\$2,638	\$4,000
Wisconsin Polled Hereford Assn., Lancaster, Wis.	03/01/08	13.00	\$2,587	\$4,000
Illinois Hereford Assn. Sale, Macomb, Ill.	03/16/08	3.00	\$2,558	\$4,100
Oregon Hereford Assn., Albany, Ore.	04/19/08	1.00	\$2,500	\$2,500

Top 2008 Female Consignment Sales

Sale	Date	Females	Female Avg.
More than 20 females			
Ladies of the Royal Sale, Kansas City, Mo.	11/01/08	20.00	\$3,738
Illini Top Cut, Macomb, Ill.	09/21/08	60.00	\$3,583
Texas All Star, Sherman, Texas	05/26/08	54.50	\$2,563
Texas Hereford Assn., Morgan, Texas	04/12/08	48.00	\$2,389
Iowa Hereford Breeders Assn., Des Moines, Iowa	02/14/08	24.00	\$2,377

2008 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	5	211.00	\$927,400	\$4,395	41.00	\$267,850	\$6,533	252.00	\$1,195,250	\$4,743
February	30	1,624.75	\$4,884,815	\$3,007	426.00	\$817,861	\$1,920	2,050.75	\$5,702,676	\$2,781
March	27	749.75	\$2,753,208	\$3,672	554.50	\$1,110,754	\$2,003	1,304.25	\$3,863,962	\$2,963
April	13	249.25	\$625,988	\$2,511	378.50	\$676,404	\$1,787	627.75	\$1,302,392	\$2,075
May	12	49.50	\$360,725	\$7,287	959.50	\$3,559,215	\$3,709	1,009.00	\$3,919,940	\$3,885
August	4	5.75	\$19,600	\$3,409	125.50	\$335,380	\$2,672	782.25	\$2,800,955	\$3,581
September	22	90.50	\$516,388	\$5,706	1,104.00	\$3,631,866	\$3,290	1,194.50	\$4,148,254	\$3,473
October	32	877.08	\$2,642,219	\$3,013	864.50	\$2,492,481	\$2,883	1,741.58	\$5,134,700	\$2,948
November	22	428.25	\$1,405,650	\$3,282	764.50	\$1,750,540	\$2,290	1,192.75	\$3,156,190	\$2,646
December	10	115.50	\$313,527	\$2,715	366.50	\$783,624	\$2,138	482.00	\$1,097,151	\$2,276
TOTAL	177	4,401.33	\$14,449,520	\$3,283	5,584.50	\$15,425,975	\$2,762	10,636.83	\$32,321,470	\$3,039