

2014 SALES DIGEST: A YEAR IN REVIEW

Hereford Bulls Average \$5,630 in 2014

Demand for Hereford cattle continues as more and more commercial and seedstock producers realize the value of Hereford genetics. In fact, the average price paid for a Hereford bull was up more than \$900 at \$5,630 in 2014. The number of Hereford bulls sold in production and consignment sales was up 205 head, totaling 5,952 head.

In five years the average for Hereford bulls has increased more than \$2,347 per head, with the average price paid in 2009 at \$3,283.

Hereford females averaged \$4,929 in 2014, an increase of more than \$500 compared to 2013.

The total average paid for Hereford cattle in 2014 was \$5,294, which is up from \$4,517 in 2013. Also, the total number of lots sold in 2014 was 11,432.

The following is a summary of sales that were reported in the *Hereford World* and on the American Hereford Association website — *Hereford.org*. The sales occurred from January to December 2014.

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 each week. **HW**

Top 2014 Bull Sales

Sale	Date	Bulls	Bull Avg.	Top bull lot
More than 100 bulls				
Topp Herefords, Mandan, N.D.	02/04/14	126.00	\$11,345	\$230,000 (¾ interest)
Holden Herefords, Valier, Mont.	03/10/14	125.00	\$10,856	\$80,000 (½ interest)
Van Newkirk, Oshkosh, Neb.	01/20/14	161.00	\$7,697	\$16,250
Dudley Bros., Comanche, Texas	10/09/14	138.00	\$7,157	\$11,000
Hoffman Ranch, Thedford, Neb.	02/21/14	149.00	\$6,613	\$65,000
Stuber Ranch, Bowman, N.D.	04/19/14	110.00	\$6,168	\$32,500 (¾ interest)
Upstream Ranch, Taylor, Neb.	02/01/14	267.00	\$5,782	\$16,000
Rausch Herefords, Hoven, S.D.	02/17/14	129.00	\$5,641	\$30,000
Harrell Hereford Ranch, Baker City, Ore.	03/03/14	128.50	\$5,157	\$27,500 (½ interest)
Colyer Herefords, Bruneau, Idaho	02/24/14	133.00	\$4,977	\$31,000 (½ interest)
Jamison Herefords, Quinter, Kan.	02/28/14	190.00	\$4,964	\$25,000 (¾ interest)
Shaw Cattle Co., Caldwell, Idaho	02/19/14	105.00	\$4,900	\$16,500
76-100				
Cooper Hereford Ranch, Willow Creek, Mont.	03/11/14	80.00	\$10,203	\$40,000 (½ interest)
Powell Herefords, Ft. McKavett, Texas	10/14/14	98.00	\$8,806	\$21,000
Barber Ranch, San Saba, Texas	11/11/14	76.75	\$8,456	\$19,500 (¾ interest)
Mrnak Hereford Ranch, Bowman, N.D.	02/09/14	86.00	\$7,454	\$15,000
Debter Hereford Farm, Horton, Ala.	10/25/14	99.75	\$7,066	\$20,000 (¾ interest)
51-75				
NJW Polled Herefords, Sheridan, Wyo.	04/09/14	67.00	\$8,418	\$62,500 (¾ interest)
Fenton Hereford Ranch, Irma, Alberta	11/14/14	53.00	\$5,975	\$21,000
Fawcett's Elm Creek Ranch, Ree Heights, S.D.	02/10/14	61.00	\$5,427	\$32,000 (¾ interest)
Beef Maker Bull and Female Sale, Horton, Ala.	02/21/14	54.66	\$5,340	\$30,000 (½ interest)
Carmichael Herefords, Meadow, S.D.	02/15/14	51.00	\$4,868	\$9,000 (¾ interest)
26-50				
Kreth Herefords, Mt. Vernon, S.D.	02/22/14	30.00	\$8,983	\$41,000 (¾ interest)
Knoll Crest Farm, Red House, Va.	12/05/14	37.00	\$6,926	\$18,000 (½ interest)
LeForce Herefords, Pond Creek, Okla.	11/21/14	30.00	\$6,067	\$10,000
Indian Mound Ranch, Canadian, Texas	10/13/14	38.00	\$6,053	\$8,000
Brillhart Ranch Co., Musselshell, Mont.	12/03/14	50.00	\$5,530	\$10,000
0-25				
Langford and Copeland, Okmulgee, Okla.	10/19/14	.25	\$76,250	\$76,250 (¼ semen)
Illini Top Cut, Macomb, Ill.	09/14/14	2.00	\$42,175	\$44,000 (½ interest)
Remittal West, Olds, Alberta	10/11/14	13.50	\$20,314	\$165,000
Baker Herefords, Rapid City, S.D.	10/01/14	3.00	\$13,667	\$20,000
Mohican West & Guests, Laurel, Mont.	09/25/14	2.75	\$10,364	\$11,000 (½ interest)
Whispering Pine Farms, Kimball, Minn.	09/27/14	1.00	\$8,500	\$8,500
Boyd Beef Cattle, Mays Lick, Ky.	03/08/14	19.00	\$8,187	\$55,000 (¾ interest)
Hereford Alliance Sale, Clifton, Texas	05/17/14	1.75	\$7,857	\$20,000 (½ interest)
Mead Cattle Enterprises, Midville, Ga.	05/26/14	14.00	\$7,421	\$32,500 (½ interest)
Sullivan Farms, Dunlap, Iowa	10/19/14	1.00	\$6,500	\$6,500
Wooden Shoe Farms, Blackfoot, Idaho	11/05/14	5.00	\$6,240	\$20,000 (½ interest)
Gerber Land & Cattle, Richmond, Ind.	04/08/14	13.50	\$5,852	\$35,000 (¾ interest)

Top 2014 Female Sales

Sale (more than 15 females)	Date	Females	Female Avg.
Sullivan Farms, Dunlap, Iowa	10/19/14	23.00	\$20,209
Barber Ranch, Ft. Worth, Texas	12/13/14	29.50	\$14,075
Hoffman Ranch, Thedford, Neb.	09/29/14	97.00	\$12,003
Langford-Copeland, Okmulgee, Okla.	10/19/14	45.00	\$11,680
Colyer Herefords, Bruneau, Idaho	10/04/14	62.00	\$10,939
Brumley Farms & Bar 1 Ranch, Caldwell, Idaho	10/05/14	17.00	\$10,741
Illini Top Cut, Macomb, Ill.	09/14/14	47.00	\$10,206
Cooper Hereford Ranch, Willow Creek, Mont.	03/11/14	30.00	\$9,875
Walker Polled Hereford Farm, Morrison, Tenn.	09/01/14	57.50	\$9,613
Tennessee River Music, Ft. Payne, Ala.	05/03/14	24.00	\$9,521
Perks Ranch, Rockford, Ill.	10/11/14	44.00	\$9,293
Iron Lake Ranch, Athens, Texas	10/11/14	41.00	\$8,477
Churchill Cattle Co., Manhattan, Mont.	09/19/14	123.00	\$8,318
Holden Herefords, Valier, Mont.	03/10/14	27.00	\$8,278
Remittal West, Olds, Alberta	10/11/14	19.00	\$8,226
DeLHawk Cattle Co., Earlville, Ill.	09/13/14	44.00	\$8,177

Top 2014 Bull Consignment Sales

Sale	Date	Bulls	Bull avg.	Top bull lot
76-100				
Calgary Bull Sale, Calgary, Alberta	03/05/14	84.00	\$5,150	\$19,000
51-75				
Texas Hereford Assn., Buffalo, Texas	10/22/14	73.00	\$5,275	\$7,500
Red Bluff Bull Sale, Red Bluff, Calif.	02/01/14	75.00	\$2,889	\$6,600
26-50				
Iowa Beef Expo, Des Moines, Iowa	02/13/14	36.00	\$4,742	\$8,500
Oklahoma Hereford Assn., Marietta, Okla.	11/17/14	40.00	\$4,368	\$8,500
California Bullfest, Oakdale, Calif.	09/09/14	31.00	\$3,876	\$7,000
Northwest Hereford Breeders, Hermiston, Ore.	03/06/14	36.00	\$3,617	\$7,500
0-25 bulls				
National Western Stock Show, Denver, Colo.	01/17/14	7.00	\$55,043	\$100,000 (¼ interest)
Reno Western Nugget National Sale, Reno, Nev.	12/06/14	6.00	\$7,583	\$12,000
Minnesota Hereford Breeders, Hutchinson, Minn.	12/13/14	0.75	\$6,667	\$5,000 (¾ interest)
Black Hills Stock Show, Rapid City, S.D.	02/05/14	19.00	\$6,039	\$11,000
Cowtown Select, Ft. Worth, Texas	02/02/14	16.50	\$5,879	\$13,750
North Carolina Hereford Assn., Statesville, N.C.	03/22/14	1.00	\$5,000	\$5,000

Top 2014 Female Consignment Sales

Sale (more than 10 females)	Date	Females	Female Avg.
National Western Stock Show, Denver, Colo.	01/17/14	31.50	\$15,749
Ladies of the Royal Sale, Kansas City, Mo.	11/01/14	24.00	\$7,319
Bluegrass Stakes Heifer Sale, Louisville, Ky.	11/15/14	16.00	\$6,375
Western Nugget, Reno, Nev.	12/06/14	11.00	\$5,709
Cowtown Select, Ft. Worth, Texas	02/02/14	14.00	\$5,154
South Dakota Hereford Assn., Brookings, S.D.	11/08/14	25.00	\$4,804
Show-Me Polled Hereford Classic, Windsor, Mo.	11/15/14	51.00	\$4,762

2014 Hereford Sales — Month By Month

MONTH	NO. SALES	BULLS			FEMALES			TOTAL		
		NO. LOTS	GROSS	AVG.	NO. LOTS	GROSS	AVG.	NO. LOTS	GROSS	AVG.
January	5	264.00	\$2,000,155	\$7,576	80.50	\$659,650	\$8,194	344.50	\$2,659,805	\$7,721
February	38	2,443.16	\$13,017,665	\$5,328	607.50	\$2,003,962	\$3,299	3,050.66	\$15,021,627	\$4,924
March	31	1,079.50	\$5,815,486	\$5,387	710.00	\$2,525,262	\$3,557	1,789.50	\$8,340,748	\$4,661
April	15	507.50	\$2,768,522	\$5,455	368.00	\$1,241,413	\$3,373	875.50	\$4,009,935	\$4,580
May	9	65.75	\$272,200	\$4,140	491.50	\$2,622,175	\$5,335	557.25	\$2,894,375	\$5,194
August	3	0.00	0	0	112.00	\$596,300	\$5,324	112.00	\$596,300	\$5,324
September	17	83.75	\$449,100	\$5,362	790.00	\$5,785,377	\$7,323	873.75	\$6,234,477	\$7,135
October	36	904.25	\$5,697,943	\$6,301	1,253.50	\$7,032,969	\$5,611	2,157.75	\$12,730,912	\$5,900
November	22	450.75	\$2,629,866	\$5,834	739.00	\$3,066,645	\$4,150	1,189.75	\$5,696,511	\$4,788
December	10	153.75	\$858,645	\$5,585	327.50	\$1,475,568	\$4,506	481.25	\$2,334,213	\$4,850
Total	186	5,952.41	\$33,509,582	\$5,630	5,480	\$27,009,321	\$4,929	11,431.91	\$60,518,903	\$5,294