



Sale Ring

Buying interest strong.

Demand for Hereford and Hereford-influenced feeder cattle and breeding stock ended 2023 and began the new year with plenty of momentum. **Aaron Friedt**, American Hereford Association (AHA) field representative, attended and provided the following commentary for Central/ Northern Plains sales. **Noah Benedict**, AHA field representative, provided the sales results from the East/ Southeast and Midwest. The associated tables of sale results do not include the entire offering but offer a representative glimpse of each sale.

Beef cattle supply fundamentals are unchanged with the smallest cow herd in six decades contracting further as cow slaughter and the percentage of heifers on feed remain elevated. Going forward, fewer calves and feeder cattle will be available. As well, Feeder Cattle futures appeared to find a bottom in December, increasing hopes for a rally at the beginning of 2024.

Watch for bred cow and heifer prices to increase as the spring calving season approaches. The mild start to winter enabled producers in the Northern Plains to save hay by utilizing fall grazing, boosting their optimism. Ultimately, the feeder calf market needs to strengthen enough to convince producers that herd expansion will be economically rewarded.

Central/Northern Plains

Mitchell Livestock Marketing Hereford-influenced Breeding Stock Special

Mitchell Livestock Marketing, Mitchell, S.D.
Dec. 12, 2023

Even though bred cow prices across the nation reflected the softer feeder calf market, buyers were active in acquiring breeding females. The sale featured 255 bred heifers and cows. (See Table on opposite page)

Kansas Hereford Association Feeder Calf Sale

Parsons Livestock Market, Parsons, Kan.
Dec. 13, 2023

Many smaller groups were among the 262 Hereford-influenced feeder calves featured in the special Hereford section. Cattle that fit into buyer loads saw a premium. Quality was solid and prices were good throughout this inaugural Hereford special. I encourage producers in the area to consider consigning cattle in the next one. (See Table on opposite page)

Premium Whiteface Feeder Calf Sale hosted by Minnesota Hereford Breeders

Pipestone Livestock Auction, Pipestone, Minn.
Dec. 14, 2023

Many Minnesota Hereford breeders showed up to sell cattle and watch the sale, which featured 226 Hereford and black white-face feeders. Buying interest was strong throughout the offering. Similar to the Kansas sale mentioned above, buyers grouped small lots to fill loads, helping to increase their value. Replacement-quality black white-faced heifers topped the heifers. (See Table on Page 22) **BA**

Hereford-influence Calf and Feeder Sales

Bowman Livestock Marketing Hereford-influenced Feeder Special

Feb. 13
Bowman Livestock Marketing – Bowman, N.D.
Contact: Zach Tessier
701-290-6132

Mitchell Livestock Hereford-influenced Feeder Cattle Sale

Feb. 15
Mitchell Livestock Auction – Mitchell, S.D.
Contact: Preston Burma,
605-680-0448

Cherokee Sales Co. Hereford-influenced Calf Special

April 17
Cherokee Sales, Co. – Cherokee, Okla.
Contact: Jarrid Herrmann,
785-564-0869

Kentucky Hereford Assn. Certified Hereford-influenced Feeder Calf Sale

May 20
Blue Grass Stockyards – Lexington, Ky.
Contact: Andrew Matheny
606-584-5361

For more information about these sales, please contact the representatives noted above. For a listing of sales please see [Hereford.org/commercial/programs/feeder-cattle-sales](https://www.hereford.org/commercial/programs/feeder-cattle-sales). **BA**

East/Southeast — 826 head					
Traditions Hereford Feeder Calf Sale — Blue Grass Stockyards, South, Stanford, Ky., Dec. 7, 2023					
No. head	Breed	Sex	Weight	Price/cwt.	Price/head
43	Herf.	Str	898	\$183.50	\$1,647.83
22	BWF	Str	813	\$189.00	\$1,536.57
23	Herf.	Str	795	\$187.00	\$1,486.65
22	RWF	Str	794	\$195.00	\$1,548.30
44	RWF	Str	692	\$209.00	\$1,446.28
19	BWF	Str	690	\$218.00	\$1,504.20
58	BWF	Str	688	\$211.00	\$1,451.68
44	Herf.	Str	601	\$222.00	\$1,334.22
34	BWF	Str	593	\$237.00	\$1,405.41
37	RWF	Str	588	\$219.00	\$1,287.72
13	RWF	Str	509	\$239.00	\$1,216.51
34	Herf.	Str	507	\$241.00	\$1,221.87
17	BWF	Str	504	\$251.00	\$1,265.04
17	Herf.	Hfr	924	\$159.00	\$1,469.16
15	Herf.	Hfr	810	\$131.00	\$1,061.10
20	RWF	Hfr	701	\$179.00	\$1,254.79
25	Herf.	Hfr	693	\$176.00	\$1,219.68
18	BWF	Hfr	693	\$182.00	\$1,261.26
37	Herf.	Hfr	600	\$170.00	\$1,020.00
32	BWF	Hfr	591	\$197.00	\$1,164.27
23	RWF	Hfr	591	\$195.00	\$1,152.45
17	BWF	Hfr	512	\$201.00	\$1,029.12
24	RWF	Hfr	506	\$193.00	\$976.58
33	Herf.	Hfr	500	\$170.00	\$850.00
11	Herf.	Hfr	404	\$179.00	\$723.16
11	RWF	Hfr	400	\$207.00	\$828.00

Central/Northern Plains — 255 head				
Mitchell Livestock Marketing Hereford-influenced Breeding Stock Special — Mitchell Livestock Marketing, Mitchell, S.D., Dec. 12, 2023				
No. head	Breed	Class	Bred to	Price/head
34	BWF	Bred hfr	Angus	\$2,600.00
20	Angus	Bred hfr	Hereford	\$2,100.00
34	Angus	Bred hfr	Hereford	\$1,900.00
22	Herf.	Bred hfr	Angus	\$2,125.00
2	Herf.	Bred hfr	Hereford	\$2,225.00
5	BWF	3 years	Hereford	\$2,200.00
10	Herf.	3 years	Hereford	\$1,925.00
5	Herf.	3 years	Hereford	\$2,000.00
18	Herf.	3-4 years	Hereford	\$1,875.00
16	Herf.	3-4 years	Black	\$1,875.00
14	Herf.	3-4 years	Black	\$1,885.00
13	Herf.	Solid mouth	Hereford	\$1,675.00

Herf. (Hereford), BWF (black whiteface), RWF (red whiteface),

Central/Northern Plains — 262 head					
Kansas Hereford Association Feeder Calf Sale — Parsons Livestock Auction, Parsons, Kan., Dec. 13, 2023					
No. head	Breed	Sex	Weight	Price/cwt.	Price/head
7	BWF	Str	793	\$221.50	\$1,756.50
5	BWF	Str	761	\$203.50	\$1,548.64
6	BWF	Str	698	\$229.00	\$1,598.42
3	RWF	Str	658	\$219.00	\$1,441.02
4	Herf.	Str	658	\$211.00	\$1,388.38
10	BWF	Str	626	\$261.00	\$1,633.86
6	BWF	Str	618	\$239.00	\$1,477.02
10	BWF	Str	587	\$278.00	\$1,631.86
10	Herf.	Str	553	\$239.00	\$1,321.67
11	BWF	Str	548	\$310.00	\$1,698.80
12	BWF	Str	478	\$316.00	\$1,510.48
11	Herf.	Str	421	\$243.00	\$1,023.03
7	Herf.	Hfr	841	\$183.50	\$1,543.24
4	RWF	Hfr	637	\$247.00	\$1,573.39
4	Herf.	Hfr	635	\$202.00	\$1,282.70
19	BWF	Hfr	613	\$222.50	\$1,363.93
16	BWF	Hfr	552	\$237.00	\$1,308.24
9	RWF	Hfr	537	\$228.00	\$1,224.36
5	BWF	Hfr	500	\$256.00	\$1,280.00
5	BWF	Hfr	488	\$246.00	\$1,200.48

East/Southeast — 616 head					
Kentucky Hereford Association Certified Hereford-influenced Sale — Blue Grass Stockyards, Lexington, Ky., Dec. 14, 2023					
No. head	Breed	Sex	Weight	Price/cwt.	Price/head
33	Herf.	Str	869	\$197.00	\$1,711.93
60	Herf.	Str	773	\$216.00	\$1,669.68
65	Herf.	Str	685	\$231.00	\$1,582.35
28	BWF	Str	681	\$228.00	\$1,552.68
51	Herf.	Str	617	\$242.00	\$1,493.14
18	BWF	Str	604	\$240.00	\$1,449.60
13	BWF	Str	554	\$252.00	\$1,396.08
33	Herf.	Str	540	\$249.00	\$1,344.60
11	BWF	Str	479	\$258.00	\$1,235.82
20	Herf.	Str	461	\$259.00	\$1,193.99
10	Herf.	Str	386	\$263.00	\$1,015.18
16	Herf.	Hfr	789	\$190.00	\$1,499.10
7	BWF	Hfr	735	\$199.00	\$1,462.65
32	Herf.	Hfr	686	\$187.00	\$1,282.82
32	Herf.	Hfr	614	\$179.00	\$1,099.06
14	BWF	Hfr	608	\$203.00	\$1,234.24
21	BWF	Hfr	545	\$202.00	\$1,100.90
27	Herf.	Hfr	544	\$184.00	\$1,000.96
7	BWF	Hfr	468	\$208.00	\$973.44
17	Herf.	Hfr	458	\$196.00	\$897.68

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Central/Northern Plains — 226 head					
Premium Whiteface Feeder Calf Sale hosted by Minnesota Hereford Breeders — Pipestone Livestock Auction Market, Pipestone, Minn., Dec. 14, 2023					
No. head	Breed	Sex	Weight	Price/cwt.	Price/head
4	BWF	Str	776	\$210.00	\$1,665.83
12	BWF	Str	775	\$212.50	\$1,629.60
2	Herf.	Str	708	\$206.00	\$1,646.88
2	Herf.	Str	690	\$222.50	\$1,588.26
5	BWF	Str	685	\$228.50	\$1,342.80
5	BWF	Str	646	\$240.00	\$1,458.48
14	Herf.	Str	633	\$239.00	\$1,535.25
5	Herf.	Str	625	\$232.50	\$1,565.23
4	Herf.	Str	612	\$232.50	\$1,422.14
4	RWF	Hfr	669	\$200.00	\$1,550.40
9	Mix	Hfr	664	\$234.00	\$1,456.00
5	BWF	Hfr	608	\$264.00	\$1,512.87
3	BWF	Hfr	563	\$244.50	\$1,453.13
2	Herf.	Hfr	540	\$220.00	\$1,537.60
6	Herf.	Hfr	506	\$230.00	\$1,328.04
8	Herf.	Hfr	493	\$240.00	\$1,422.90

Midwest — 1,385 head					
Greater Midwest Certified Hereford Feeder Calf Sale — Carthage Livestock, Carthage, Ill., Jan. 4, 2024					
No. head	Breed	Sex	Weight	Price/cwt.	Price/head
53	Herf.	Str	916	\$204.75	\$1,875.51
58	Herf.	Str	851	\$200.00	\$1,702.00
66	Herf.	Str	786	\$221.50	\$1,740.99
32	BWF	Str	772	\$239.00	\$1,845.08
70	Herf.	Str	731	\$255.00	\$1,864.05
32	BWF	Str	702	\$252.00	\$1,769.04
76	Herf.	Str	679	\$257.00	\$1,745.03
82	Herf.	Str	633	\$260.50	\$1,648.97
51	BWF	Str	622	\$273.00	\$1,698.06
87	Herf.	Str	589	\$254.00	\$1,496.06
29	BWF	Str	541	\$286.00	\$1,547.26
94	Herf.	Str	531	\$261.00	\$1,385.91
42	Herf.	Str	487	\$289.00	\$1,407.43
17	BWF	Str	473	\$283.00	\$1,338.59
40	Herf.	Str	433	\$291.00	\$1,260.03
17	Herf.	Str	377	\$270.00	\$1,017.90
33	Herf.	Hfr	843	\$188.50	\$1,589.06
41	Herf.	Hfr	742	\$205.00	\$1,521.10
34	Herf.	Hfr	673	\$216.50	\$1,457.05
68	Herf.	Hfr	635	\$223.00	\$1,416.05
39	BWF	Hfr	621	\$226.00	\$1,403.46
51	Herf.	Hfr	578	\$229.50	\$1,326.51
25	BWF	Hfr	539	\$238.00	\$1,282.82
59	Herf.	Hfr	527	\$231.00	\$1,217.37
10	BWF	Hfr	476	\$245.00	\$1,166.20
43	Herf.	Hfr	470	\$245.00	\$1,151.50
27	Herf.	Hfr	400	\$242.00	\$968.00