

SALE SUMMARY

Reports from consignment, production and dispersion sales nationwide.

Table 1: April and FY 2020 summary of sales reported to the American Angus Association

	CONSIGNMENT	PRODUCTION	DISPERSION	TOTAL	YEAR-TO-DATE
SALES					
Numbers Reported	13	82	1	96	661
COWS					
Number Sold	209	1,729	120	2,058	19,541
Average Price	\$2,623	\$3,583	\$3,108	\$3,458	\$3,553
Gross	-	-	-	-	\$69,422,902
BULLS					
Number Sold	932	5,067	24	6,023	45,388
Average Price	\$3,549	\$4,699	\$2,879	\$4,514	\$4,891
Gross	-	-	-	-	\$221,988,748
STEERS					
Number Sold	-	-	-	-	19
Average Price	-	-	-	-	\$1,522
Gross	-	-	-	-	\$28,910
COMBINED TOTALS					
Number Sold	1,141	7,015	144	8,300	71,064
Gross	\$3,855,556	\$30,819,589	\$442,050	\$35,117,195	\$303,400,904

The following listing is a summary of sales reported since publication of the May 2020 "Sale Summary." Sales are presented in alphabetical order with herd location; sale date; and reported number of lots sold, sale gross and sale average. More detailed summaries of the sales are posted at www.angus.org/AngusProductions/SaleReports.aspx. Online sale reports include top lots, category averages, auctioneer(s), sale manager(s), Angus Journal representative(s) and volume buyer information.

REPORTED SALES TOTALS

RANCH	LOCATION	DATE	LOTS	GROSS	AVERAGE
A&B Cattle	Bassett, NE	4/2/20	133	647,843	4,871
Angus Celebration Group Sale	Scottsboro, AL	4/10/20	79	272,450	3,448
Arntzen Angus Bull Sale	Hilger, MT	4/2/20	231	1,060,750	4,591
Bar 69 Angus Ranch Bull Sale	Belle Fourche, SD	4/2/20	61	241,750	3,963
Big Dry Angus Bull Sale	Glasgow, MT	4/16/20	74	351,750	4,753
Big Rok	Detroit Lakes, MN	3/14/20	44	150,450	3,419
BM Angus Complete Dispersion	Marysville, KS	4/27/20	144	442,050	3,069
Branch View Angus	Hustonville, KY	4/11/20	123	303,000	2,463
Brand Angus Farm	Lake City, MN	4/25/20	31	80,300	2,590
Brockmere PT Bull Sale	Brookfield, MO	4/6/20	76	239,250	3,148
Brooks' Chalky Butte Angus Ranch	Bowman, ND	4/4/20	151	658,800	4,362
Carr Angus	Hobson, MT	4/8/20	41	156,374	3,814
Cottonwood Angus Farms	Pipestone, MN	4/21/20	57	203,500	3,570
Country Road Angus	Carthage, IL	4/10/20	28	52,500	1,875
Currant Creek Angus	Miles City, MT	4/28/20	105	374,535	3,567
D&W Angus	Hartwell, GA	4/18/20	40	184,825	4,620
Daigger-Orr Angus	North Platte, NE	4/7/20	58	253,000	4,362
Dean Angus	Boyd, TX	4/4/20	47	196,450	4,179
DeGrand Angus Bull Sale	Baker, MT	4/17/20	103	431,673	4,191

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Sale Summary *continued from page 47*

RANCH	LOCATION	DATE	REPORTED SALES TOTALS		
			LOTS	GROSS	AVERAGE
Dethlefs Angus Ranch/Treffer Angus Ranch	Burwell, NE	3/26/20	40	113,800	2,845
Double R Bar Ranch Angus Bull Sale	Plymouth, IN	3/14/20	54	132,300	2,450
Friendship Farms	Canoochee, GA	4/17/20	98	705,600	7,200
Gaaskjolen Ranch	Lemmon, SD	3/6/20	69	277,750	4,025
Gardiner Angus Ranch	Ashland, KS	4/3/20	1,180	6,253,200	5,299
Genetics Alliance Bull Sale	Franklin, WV	3/14/20	37	146,446	3,958
Gollaher Angus Ranch Bull Sale	Cascade, MT	4/6/20	53	173,734	3,278
Grass Time Partners	Mount Sterling, KY	4/25/20	78	170,500	2,185
Grassy Valley Farm	Greeneville, TN	4/4/20	94	234,050	2,489
Green Garden Angus	Ellsworth, KS	4/6/20	79	308,850	3,909
Griswold Cattle Co. Bull Sale	Stillwater, OK	4/11/20	44	259,250	5,892
Hallstrand Angus	Prentice, WI	4/25/20	39	84,725	2,172
Herbster Angus Farms	Falls City, NE	4/6/20	52	204,284	3,928
Hilltop Angus Ranch	Denton, MT	4/14/20	96	423,456	4,411
Hinman Angus	Malta, MT	4/7/20	203	981,900	4,836
Hould Angus	Havre, MT	4/4/20	44	207,240	4,710
IBEP Winter Bull Test Sale	Springville, IN	4/16/20	56	170,650	3,047
Jorgensen Land & Cattle	Ideal, SD	4/20/20	110	749,550	6,814
Kaiser Angus Ranch	Park, KS	4/2/20	81	353,250	4,361
Kansas Bull Test Sale	Wamego, KS	4/1/20	43	135,100	3,141
Knoll Crest Farm	Red House, VA	4/11/20	50	328,800	6,576
Kraye Angus Ranch	Mullen, NE	4/4/20	95	427,250	4,497
Lau Angus	Armour, SD	3/26/20	53	180,700	3,409
Lawson Family	Ewing, VA	4/4/20	64	189,250	2,957
Lindskov-Thiel Ranch	Isabel, SD	4/18/20	73	810,750	11,106
Lisco/M Diamond Angus Bull Sale	Glenrock, WY	4/24/20	79	366,500	4,639
Ma & Pa Angus	Presho, SD	4/27/20	52	183,600	3,530
Mangen Angus Bull Sale	Broadus, MT	4/23/20	122	656,848	5,384
MC Livestock Spring Sale	Greenville, VA	4/4/20	21	61,294	2,918
McKean Bros. PT Angus Sale	Mercer, PA	4/24/20	36	91,200	2,533
Medicine Rocks Angus Bull Sale	Baker, MT	4/24/20	70	237,510	3,393
Midland Bull Test Angus Day	Columbus, MT	4/3/20	330	1,208,200	3,661
Milk River Angus Ass'n Bull Sale	Chinook, MT	4/15/20	69	232,750	3,373
Miller-Gustin Angus Bull Sale	Harrisonburg, VA	4/18/20	16	56,250	3,515
Mlnarik Cattle Co. Bull Sale	Clearwater, NE	3/29/20	23	104,200	4,530
Montana Northern Premier Bull Sale	Chinook, MT	4/9/20	136	527,400	3,877
Montgomery Ranch	Carrington, ND	4/11/20	37	117,050	3,163
Murray State College Bull Sale	Tishomingo, OK	4/25/20	60	142,800	2,380
Nissen Angus Bull Sale	Chinook, MT	4/1/20	55	194,205	3,531
North Country Performance to Profit Bull Sale	Glasgow, MT	4/23/20	51	177,735	3,485

REPORTED SALES TOTALS

RANCH	LOCATION	DATE	LOTS	GROSS	AVERAGE
Ohio Angus Super Star Sale	Columbus, OH	3/21/20	49	137,625	2,808
Ohlde Cattle Co.	Palmer, KS	4/20/20	77	432,500	5,616
Opp Angus Ranch	Dickinson, ND	4/22/20	126	298,700	2,370
Panther Creek Ranch	Bowen, IL	4/4/20	114	385,400	3,380
Peak Dot Ranch	Wood Mountain, CN	4/1/20	187	1,469,072	7,856
Pennsylvania Bull Test Sale	Pennsylvania Furnace, PA	3/27/20	47	132,550	2,820
Pine Creek Angus Ranch	Faith, SD	4/17/20	72	238,050	3,306
Prairie View Farms	Gridley, IL	4/3/20	43	421,300	9,797
Regency Acres	Sidney, MT	4/10/20	63	244,500	3,880
Reisig Cattle	Hardin, MT	4/4/20	57	231,133	4,054
Rock Lake Angus	Wheatland, WY	4/8/20	40	128,520	3,213
Rocking W Angus	Jefferson, GA	4/26/20	78	315,000	4,038
Roth Angus	Freeman, SD	3/20/20	38	128,000	3,368
Rudolph Angus	Yellow Springs, WV	3/7/20	23	69,400	3,017
Schaack Ranch	Wall, SD	4/15/20	82	442,000	5,390
Schauer Angus	Faith, SD	3/9/20	60	270,050	4,500
Schelske Angus	Virgil, SD	4/1/20	80	232,500	2,906
Scherbenske Angus Ranch	Lehr, ND	3/21/20	79	267,200	3,382
Sedgewood Plantation Online Bull Sale	Canton, MS	4/25/20	32	140,800	4,400
Sellman Ranch	Crawford, NE	4/10/20	107	394,272	3,684
Shady Brook Angus Farm	Leoma, TN	4/11/20	85	285,000	3,352
Southeast Angus Female Classic Sale	Opelika, AL	4/25/20	60	133,845	2,230
Southwest Missouri Performance Tested Bull Sale	Springfield, MO	3/30/20	27	83,100	3,077
Southwest Ranchers' Bull Sale	Chickasha, OK	4/25/20	94	221,600	2,357
Spring Grove Angus	Appomattox, VA	4/24/20	22	135,700	6,168
Stewart Select Angus	Greensburg, IN	4/6/20	59	172,100	2,916
Sydenstricker Angus Genetic Influence Sale	New Cambria, MO	4/14/20	80	231,350	2,891
Thomas Ranch Bull Sale	Harrold, SD	4/14/20	177	492,100	2,780
Treasure Test Bull Sale	Great Falls, MT	4/21/20	87	420,036	4,828
Tucker Family Farms Female Sale	Amherst, VA	4/16/20	15	31,500	2,100
Upchurch Angus Online Sale	Lineville, AL	4/28/20	11	51,100	4,645
Vanbeek Angus	Mobridge, SD	3/17/20	70	209,100	2,987
Vollmer Angus Ranch	Wing, ND	4/28/20	106	420,100	3,963
WEBO Angus	Lusk, WY	4/7/20	77	368,750	4,788
White's Angus/Lee Angus	Bowman, ND	3/22/20	58	198,550	3,423
Wicks Angus Ranch Bull Sale	Carpenter, SD	4/25/20	76	206,700	2,719
Woodhill Farms Bull Sale	Viroqua, WI	4/11/20	114	655,500	5,750
WR Bar Ranch	Pequot Lakes, MN	4/25/20	60	139,950	2,332
Wye Angus	Queenstown, MD	4/4/20	37	116,700	3,154

The following terms and conditions govern all advertising insertions in the Angus Journal® that run without separate or additional contract terms.

Breeder Advertising Space Rates (Black & White)* effective as of October 2005.

Preferred Position Rates (Additional)

Rates for covers and certain other preferred positions have been determined by auction. The 12-month position contracts have renewal options. If other specific position is requested and can be honored, add 20% to the page rate. Coop advertising must be pre-paid for 6 months at \$315 or 1 year at \$630 = \$52.50 per month.

Color Rates (Additional)

One Additional Color \$100 4-Color \$300

Bleed, Reverse, Photo Rates and Difficult Ads (Additional): Add \$60 per page to space rate when requesting color or black bleeds into ad margins. Add \$12.50 for each photo used in each ad except for complete camera-ready ad files furnished by advertiser. Photos used continuously in 12-time contract ads will be billed once. Difficult ads requiring substantial extra production work will be charged at standard shop rates. If you prefer no extra charges, request us to simplify the ad if necessary at our discretion.

Discounts • Net due on receipt of statement. Space rate discounted 5% on display ads if all copy and photos are received in this office or postmarked by the 20th of the second month preceding publication (i.e., August 20 for October issue. - See schedule above). Copy or photo changes or additions after that date will disqualify discount. Space rate discounted 10% if complete and EPD-accurate print-ready files are received in this office by the 1st of the month prior to the publication month (i.e. Oct. 1 for Nov. issue). No agency commissions allowed on breeder rates.

Please contact your Regional Manager to establish a promotional budget for ring service. If you require two ringmen, the following guidelines are in place during a calendar year:

- Purchase a minimum of 12 full-page, four-color ads or have a 12-month contract for a full-page ad in the *Angus Journal*®, or
- Purchase six full-page, four-color ads in the *Angus Journal*® and ANGUS MEDIA™ special services produces member's sale book; or
- Purchase five full-page ads in the *Angus Beef Bulletin*® and ANGUS MEDIA™ special services produces member's sale book.

Terms • All advertising accounts are due and payable as invoiced. Interest charges of 1.5% per month (18% annual interest rate) will be assessed to accounts 30 days past due.

Delinquent Advertiser's Account • Advertisers (which include major-contract advertisers and also individual co-op advertising participants) knowingly and expressly agree and consent that, whenever the *Angus Journal*®'s accounts receivable for an advertiser have not been paid as of 60 days from the date invoiced, the applications to the American Angus Association® from said advertiser or any immediate member of said advertiser's family or any business affiliated with said advertiser for cattle registrations or transfers or A.I. certificates and all other American Angus Association® services and eligibility for receipt of any show premiums contributed by the American Angus Association® may be temporarily suspended as a matter of regular and ordinary business practice by the American Angus Association® without further notice until payment in full on the delinquent account receivable is received by the *Angus Journal*®; any said advertiser further knowingly and expressly waives any claim whatsoever against the *Angus Journal*® (also Angus Productions, Inc. or ANGUS MEDIA™) or the American Angus Association® or any of their employees, agents, directors or officers relating to said delinquent account receivable and said temporary administrative suspension of application processing or American Angus Association® services or eligibility for receipt of any show premiums contributed by the Association; any said advertiser further knowingly and expressly agrees to protect, hold harmless and indemnify the *Angus Journal*® (also Angus Productions, Inc. or ANGUS MEDIA™) and the American Angus Association® and any of their employees, agents, directors or officers from and against any and all claims, actions, costs, losses and expenses (including reasonable attorney's fees) or other liabilities of any nature arising from or in connection with said temporary administrative suspension, due to advertiser's delinquent account, of application processing or Association services or eligibility for receipt of any show premiums contributed by the American Angus Association®.

Closing Dates* • All advertising copy (including photos) must be in this office by the 25th of the second month preceding publication (i.e., July 25 for September issue) or first working day thereafter. Although we devote the utmost care to the preparation of each advertising insertion, we cannot be responsible for errors made when copy is received after the deadline or by phone.

Layouts & Proofs • Requests for advertising layouts must be in this office by the 15th of the second month preceding publication (i.e., July 15 for September issue). Requests for proofs must be received or postmarked by the 20th of the second month preceding publication. Requests after these dates will be filled only so long as the production schedule permits.

Copy Changes • Alterations in advertising copy, if requested after closing date, will be made only if time permits and will incur the 10% surcharge on total advertising space, plus appropriate charges for time and materials involved in the copy change.

Advertising Content and Waiver of Liability • The *Angus Journal*® reserves the right to refuse any advertising or copy at its sole discretion. The *Angus Journal*® assumes no responsibility for the accuracy of the advertising or copy content as submitted. Advertisers assume all responsibility for the accuracy and truthfulness of submitted advertising or copy, including advertising or copy containing pedigrees and statements regarding performance or animal traits. Advertisers shall indemnify and hold harmless the *Angus Journal*® for any claims concerning advertising or copy content as submitted. **CONSENT, DISCLAIMER, WAIVER AND RELEASE:** For advertising or copy that includes EPD statistics, the *Angus Journal*® will publish, and may revise, the advertising to show the most current applicable EPD statistics that exist in the American Angus Association® records, and any advertiser submitting such advertising or copy EXPRESSLY CONSENTS that such revision and publication may be made. The *Angus Journal*® EXPRESSLY DISCLAIMS liability to any person for any errors or omissions in the publication of said EPD statistics in said advertising, except as specifically provided below. Further all advertisers EXPRESSLY WAIVE all claims against, and EXPRESSLY RELEASE from all liability, the *Angus Journal*® and the American Angus Association® for any errors or omissions in the publication of said EPD statistics in said advertising, except as specifically provided below. For advertiser-submitted advertising or copy published by the *Angus Journal*®, the *Angus Journal*® EXPRESSLY DISCLAIMS and all advertisers hereby waive, all liability for all damages claimed or incurred (including actual, consequential, special, punitive or incidental damages) by any person in reliance on said advertiser-submitted advertising or copy, it being agreed that customers of such advertisers must seek recovery directly from such advertisers. In addition, the *Angus Journal*® and the American Angus Association® MAKE NO REPRESENTATIONS, WARRANTIES (INCLUDING ANY IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE OR NON-INFRINGEMENT) OR ENDORSEMENTS OF ANY GOODS OR SERVICES ADVERTISED HEREIN.

LIMITATION OF LIABILITY FOR ERROR: Advertisers expressly waive, and the *Angus Journal*® expressly disclaims, any liability for any error in any advertisement published hereunder, except that if a proof of such advertisement is requested in writing by Advertiser and returned to *Angus Journal*® with the error or correction plainly noted in writing thereon, by the first of the month prior to publication date, and any error so noted is not corrected by *Angus Journal*®, then *Angus Journal*®'s liability will not exceed the proportion of the entire cost of such advertisement as the space occupied by the noted error bears to the whole space occupied by the advertisement.

Cancellations • Charges dependent upon stage of production will be invoiced to advertisers who cancel previously submitted advertising.

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NOTICE TO ADVERTISERS: Effective with the March 2001 issue. Advertising for sales scheduled in the month of publication accepted at the advertiser's risk. *Angus Journal*® assumes no financial responsibility for distribution.



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www.angusjournal.com

DEADLINES AND PRICING

DATES

AJ ISSUE	EARLY COPY DISCOUNT	DEADLINE
January 2021	November 20	November 25
February 2021	December 20	December 25
March 2021	January 20	January 25
April 2021	February 20	February 25
May 2021	March 20	March 25
June 2021	April 20	April 25
July 2021	May 20	May 25
August 2020	June 20	June 25
September 2020	July 20	July 25
October 2020	August 20	August 25
November 2020	September 20	September 25
December 2020	October 20	October 25

Mail date is approximately the 1st of each month.

RATES

	1-5 Issues	6-11 Issues**	12 Issues**
Full Page	\$875	\$835	\$800
Flat 2/3	\$660	\$630	\$605
Vertical Half	\$600	\$575	\$550
Flat Half	\$500	\$485	\$470
Flat 1/3	\$360	\$340	\$325
Flat 1/4	\$315	\$305	\$295
1 inch	\$55	\$50	\$45

*A 10% surcharge will be added to space rate if copy and/or photos are received in this office after closing date.

**Pre-signed contract required for volume discount rates.

CONTACT:

ANGUS MEDIA™

Doneta Brown, Account Executive • 816-383-5232

Regional Managers:

Jake Pickering	Kurt Kangas	Rod Geppert	Jared Patterson	Radale Tiner	Jeff Mafi
Alaska	Hawaii	Montana	North Dakota	Texas	
Arizona	Idaho	Nevada	Oklahoma	Utah	
California	Kansas	New Mexico	Oregon	Washington	
Canada	Minnesota		South Dakota	Wyoming	

Representing:

Karri Mildenerger, Account Executive • 816-383-5289

Regional Managers:

Adam Conover	Casey Jentz	David Gazda	Levi Landers	Alex Tolbert	Reese Tuckwiler	Will Harsh
Alabama	Illinois	Michigan	New York	South Carolina		
Arkansas	Indiana	Mississippi	North Carolina	Tennessee		
Colorado	Iowa	Missouri	Ohio	Virginia		
Delaware	Kentucky	Nebraska	Pennsylvania	West Virginia		
Florida	Louisiana	New England		Wisconsin		
Georgia	Maryland	New Jersey				

Representing:

Kathy LaScala, Corporate Sales • 816-383-5219