



Executive Vice President

Richard L. Spader

The predicted upturn in consumer beef demand, with its accompanying increase in live cattle prices, did not materialize in 1985. On balance just the opposite occurred. And the results were obvious both in individual registered herds and in your American Angus Assn.

Despite these conditions over which we had virtually no control, the American Angus Assn. ended the fiscal year Sept. 30 in sound financial shape and with growth in areas and programs that bode well for the future.

Our most dramatic success is the Certified Angus Beef program. Sales of Certified Angus Beef (CAB) for the fiscal year were 15.9 million lb., nearly double the 8.3 million lb. of a year ago, and far, far ahead of the 1.6 million lb. of CAB marketed as recently as the 1983 fiscal year. In fact, we produced more CAB in one month in 1985 than we did in all of 1983.

This increase in CAB sales was made possible through expanded marketing in existing retail and restaurant facilities and by the fact that 48 new retail beef outlets signed contracts to sell CAB. In addition, 127 new restaurants and country clubs began using CAB to provide their customers and members with the high quality and consistency that the trademarked Certified Angus Beef provides.

Angus Progress Points To Strong Breed Future

The 15.9 million lb. of CAB merchandised in 1985 represents some 450 semi-trailer truckloads of boxed beef. During the year packers purchased and visually identified some 734,000 Angus steers and heifers for the CAB program and 154,600 of these animals produced carcasses that met the quality specifications for the CAB program and were rolled with the CAB identification stamp.

Despite a decline in Angus registrations for the year, American Angus Assn. members recorded and reported to the Association a combined total of 230,004 birth, weaning and yearling weights for the Angus Herd Improvement Records (AHIR) program. This was down only .7 percent from a year ago, which means a significantly higher percentage of registered Angus cattle in 1985 were measured for AHIR. We are moving toward the inevitable day when nearly all cattle registered in the American Angus Assn. will be enrolled in and measured by the AHIR program.

Sire Evaluation continued to grow and become more important to our business. The 1985 Report issued in October contained detailed information on 2,896 sires. The accuracy and completeness of this program is a tremendous asset to Angus breeders, their customers and to the future of the Angus breed. It is made possible through member support of the American Angus Assn.—primarily by membership dues, registration, transfer and AHIR fees, and the purchase of A.I. Service Certificates. Without this financial support, the Association could not maintain the sophisticated data processing system needed for AHIR and Sire Evaluation work and the people to run it.

Briefly, there were other areas that deserve mention for the year past.

The Angus Journal carried 990 pages of editorial information to the

home of every Angus Association member in 1985. The magazine was also named the best breed association publication in the United States by the Livestock Publications Council, so members received not only a large quantity of editorial material to help them in their business, but it was top-quality information, professionally presented.

Elephants stampeded across the agricultural advertising scene in 1985, as the Angus "elephant" advertising campaign took the industry by storm. The campaign was the best read in nearly every farm publication where it was tested. In one publication some 95 percent of the readers remembered seeing the ad and over half read most of the advertising copy. These are nearly unheard of figures and it means that more people were exposed to an Angus sales message than to the advertising message of any other breed.

Our activities and junior activities programs continued to provide breed promotion information and enthusiasm, as well as involve young people in the Angus business in numerous significant ways. For example, 1985 marked the first major registered junior Angus steer show. Even though in its infancy, the registered Angus steer rule and the many programs that are being built around it are providing new markets for registered Angus cattle and promotion for the Angus breed.

Details on various departments for 1985, as well as complete financial details for the American Angus Assn. and Angus Productions Inc., are presented in this 1985 Annual Report. As you read it, I feel sure you will be impressed by the accomplishments of your Association in the year just past, and get some sense of optimism for the possibilities for Angus progress in the years ahead.

Certified Beef Sales Set Monthly, Annual Records

Growth of the Certified Angus Beef program in the 1985 fiscal year surpassed even the most optimistic predictions. More Certified Angus Beef (CAB) was sold in one month in 1985 than in all of 1983.

During the past 12 months, ended Sept. 30, some 15.9 million lb. of Certified Angus Beef were merchandised, enough to fill 450 semi-trailer trucks with boxed beef. This compares with 8.3 million lb. in 1984 and 1.6 million lb. in 1983.

For the first time ever, more than 1.5 million lb. of CAB were merchandised in a single month, and during one 30-day period sales exceeded 1.6 million lb., more than the total sales of 1983.

Rapid growth of the program required the addition of two full-time staff members plus two part-time employees in the office. This brings to seven the number of CAB employees.

To keep pace with the demand for CAB three new packing plants were signed. The largest is Litvak Meat Co., in Denver, along with Cornland Beef Industries in Lincoln, Neb., and Washington Beef in Yakima, Wash. The Washington plant mostly supplies retail markets. Other major additions to the CAB team were three Hyatt flagship hotels, including the Grand Hyatt in New York, and the fabulous Hyatt Maui in Hawaii.

A way to merchandise more of the lower priced cuts as CAB was found

this year with the signing of the David Berg Co., a Chicago beef processor. The company will produce quality CAB corned beef briskets and top rounds.

The growing market for Certified Angus Beef has yet to be reflected

produced carcasses that qualified for the CAB roll. In areas around CAB plants there has been a noticeable increase in the number of Angus cattle that feedlots are purchasing and finishing. One feedlot in the Liberal, Kan., area, where the largest producer of CAB is located, has gone to nearly 90 percent Angus cattle.

The Kansas Angus Assn. has sponsored two series of Angus feeder cattle sales in the past two years, and all have attracted buyers who were interested in finding cattle that might qualify for the CAB program. What's more



Mick Calvin, director of the CAB program is interviewed at one of the 48 new stores to begin selling CAB in 1985. Also 127 new restaurants joined the program in 1985.

back to the commercial and registered Angus producer in any measurable way. Still, it is having an effect on the market. First, the sheer numbers are beginning to be impressive. To produce 15.9 million lb. of CAB the packers purchased and identified 734,500 head of Angus steers and heifers. And 154,600 of these Angus

at these sales, held in conjunction with regularly scheduled feeder cattle sales, Angus have brought top prices. Other states are now sponsoring Angus feeder sales, and this practice is sure to grow in concert with the growth of the Certified Angus Beef program.

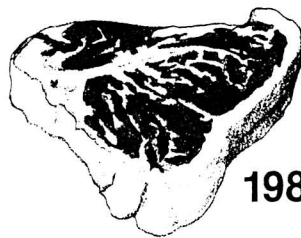
Growth of Certified Angus Beef Sales

1.6 million lb.



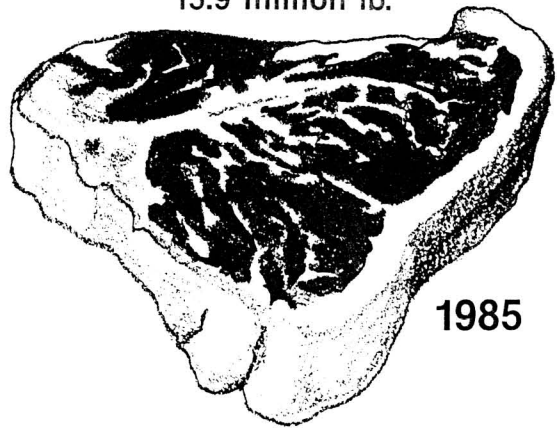
1983

8.3 million lb.



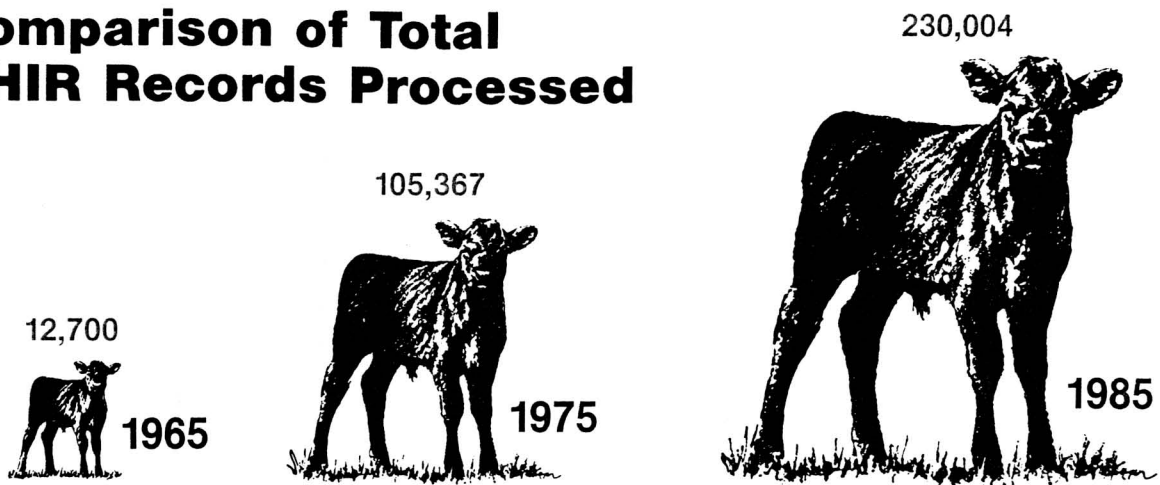
1984

15.9 million lb.



1985

Comparison of Total AHIR Records Processed



20 Years of AHIR Growth Vital to Breed Progress

The development and perfection of the Angus Herd Improvement Records program, and its growing acceptance and use by Association members, and their customers, has been one of the major strengths of the Angus breed and the American Angus Assn. over the years.

Just 20 years ago, in 1965, there were a total of 12,700 AHIR weights processed by the Association in that fiscal year. A decade later, in 1975, this had grown to 105,367, and in the fiscal year just ended, the total of all weights processed was 230,004. Some 1,848 Association members were involved in the program in 1985. This represents a minority of the Association membership, but this group of breeders registers a majority of the Angus cattle each year.

During the past year, computer programs were developed to make Angus performance information more accessible and useful to all members.

For example, a program was developed to help a breeder to quickly glean the information he wants most from the Sire Evaluation Report. In brief, the breeder decides what level of performance is desired on various traits like milk production, birth, weaning and yearling weights and accuracy levels. Then the computer will sort through the thousands of bulls in the Sire Evaluation Report and print out the names of those that meet or

exceed the parameters laid down by the breeder. The service fee is only \$10.

In addition, a program was developed this past year that will allow members to obtain from a computer search, the Estimated Progeny Differences (EPDs) of any non-owned bull or cow that they have an interest in. The first such searches will actually be made in November or December of 1985.

Angus Elephant Ads Top Magazine Readership Study

An ongoing plan for some 40 consecutive years, the American Angus Assn.'s advertising and promotion program in 1985 made one of its most dramatic and effective changes. The "elephant" ads were introduced in November and created a storm of controversy in the purebred cattle industry and a flood of positive publicity and promotion for Angus cattle and the Association.

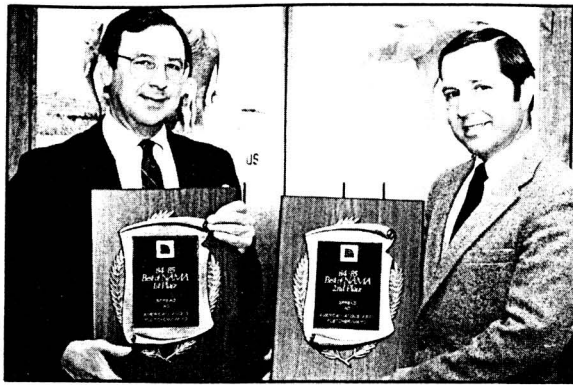
The full story of the elephant ads is contained in the 1985 June-July issue of the Angus Journal. Suffice to say that the ads generated a pile of

On the less technical side, a new Angus cow-calf record book was developed and printed that makes keeping pasture records simple. Because of the unique design of the book, a breeder can have at his fingertips a place to record complete information on each calf in the herd. It starts with the cow breeding information and carries on through with calving, weaning and yearling records. The books are available from the performance department for just \$1 each.

Angus performance records offer every breeder, large and small, the opportunity to breed higher performing, more efficient beef cattle. And this, in turn, allows them to compete more effectively in the competitive commercial bull market.

more. The 144 index, with 100 being average, meant that the Angus ads were 44 percent more effective in reaching potential customers than the average of all the other ads in the book. The two 1985 ads won first and second in their category in a contest sponsored by the National Agri-Marketing Assn. The Association was the only advertiser to win first and second in the same division in the competition.

A first in 1985 was the initiation of the Angus Beef Bulletin. Designed to inform commercial cattle producers about Angus cattle, Angus programs, and the advantages of using more Angus bulls in their operations, the Bulletin is mailed twice a year to all non-member buyers of Angus cattle. The second Bulletin, mailed in Oc-



The "Elephant Ads" earned both first and second place awards for the American Angus Assn. in the 1985 national advertising competition sponsored by the National Agri-Marketing Assn. (NAMA). Keith Evans (left) director of public relations and Richard Spader, executive vice president of the American Angus Assn. hold the plaques presented to the Association during the national NAMA conference in Orlando, Florida.

tober, carried the Angus message to some 32,000 commercial cattle producers.

Special feature stories were prepared by the Association staff to highlight the use of Angus in commercial herds and to promote the use of more

performance-tested Angus bulls. These stories appeared in Farm Journal, Beef and numerous other state and regional livestock publications.

Another PR first in 1985 was the use of the computer to write news releases about the accomplishments of individual Angus breeders. These computer generated releases, in which the computer even selects publications and addresses the envelopes, would not be possible if written individually by hand. The well-used stories were about youngsters who entered the national and regional junior shows, the people who had cattle in the Pathfinder program, the members who were elected as delegates to the 1985 Annual Meeting and about all new members of the Association.

The PR department individually wrote 220 news releases about Angus events and mailed out 32,218 copies to various print and broadcast facilities. In addition 30,452 release photographs were printed in the Association's darkroom and mailed out to various publications.

The film and slide show library was maintained for use by interested groups and individuals. A new slide show designed to give young people the basics of showing cattle was added. The most popular audio-visual in 1985 was the newest motion picture, "The Good Life—Breeding Registered Angus." Also thousands of Angus promotional booklets, posters, color pictures and beef charts were mailed to over 5,700 people who requested Angus information.

Maintaining this high level of advertising and promotion despite the poor economic climate is important. Studies show that the companies which benefit most in the recovery period following an economic downturn are those that maintained or even increased their promotional clout during the period of adversity.

Why elephants don't make the best mothers.

Almost 90% of the cost for producing a weaned calf is eaten up by its mother. That's why elephant-sized cows turn up elephant-sized feed bills—bills that take a big bite out of your profits.

At the USDA Meat Animal Research Center tests have shown some large breeds need 30% more feed just to maintain body weight and raise a calf. In fact, the amount of feed that carries 100 Angus-cows will feed only 77

elephant-sized crossbreeds. And the Angus-cows will wean more pounds of calf—13,000 pounds more.

When it comes to mothering ability, no beef breed equals Angus. Research proves that Angus cows have less calving trouble, regardless of the breed of sire. That translates into lower labor costs and fewer rebreeding problems.

Remember, performance and huge mature size seldom go hand in hand in this business.

It's bigger profits you're after, not bigger cows. So turn to Angus. The Business Breed.

ANGUS
THE BUSINESS BREED
American Angus Association
3301 Frederick Boulevard, St. Joseph, Missouri 64501

Is there any future in feeding elephants?

Check your feedlot profits. If they don't look as big as market time as when you put those elephant-sized cattle on feed, maybe it's time for a change. To Angus.

Unpaired breeding with a variety of exotic breeds has created far too many mongrelized commercial cows. Feeder cattle from these herds have little predictability or uniformity. What's more, size has little to do with improved profits. Fact is, it can lower them.

What counts in the feedlot is predictable, bred-in performance and uniformity. And whether you're a rancher or feedlot operator, you know there's more profit in cattle bred to grow fast and efficiently—that will grade USDA Choice with feed grade 3 or better at the local slaughter weights of 1,050 to 1,200 pounds.

That's what you get with Angus or Angus-cross feeder cattle sired by top quality, performance-tested Angus bulls.

So if you're not getting the predictably high performance—and profits—you need, maybe it's time to change your program to Angus seed cattle. Angus. The Business Breed.

ANGUS
THE BUSINESS BREED
American Angus Association
3301 Frederick Boulevard, St. Joseph, Missouri 64501

Produced in 1985, these are the two new Elephant ads that will run in livestock publications during the 1986 fiscal year.

Spotlight Top Show Cattle With New ROV Program

Spotlighting the top show animals each year will be the Roll of Victory (ROV) program that was designed, approved by the board of directors, and put into effect at the close of the 1985 fiscal year.

The program singles out four permanent "super point" shows and 10 rotating "regular point" shows at which exhibitors may earn points toward winning top awards in various categories. The main categories are "Show Bull and Heifer of the Year," and "Show Sire and Dam of the Year."

The four permanent super point shows are the National Western Stock Show, North American International Livestock Exposition, Western National Angus Futurity and All-American Angus Breeders' Futurity. In addition, each year 10 state fair and regional shows will be selected for the regular point shows.

The National Western was one of the Angus activities highlights in 1985. It was the site of the 1985 National Angus Show, and attracted a near-record crowd of exhibitors, cattle and spectators. The National Western Sale had several highlights. First a heifer donated to the Angus Foundation sold for \$20,000, all of which will go to support junior activities and the work of the National Junior Board. In the sale itself the top bull brought \$33,000, the top heifer went for \$15,000, a single embryo topped at \$20,000 while an entire flush brought \$25,000.

During the year the Association's mouthing program continued to be used to promote fair competition in shows. The checks are conducted unannounced at selected shows.

Five more outstanding individuals were inducted into the Angus Heritage Foundation during the year. The program is designed to honor people who have made an important contribution to the Angus business. A booklet is published every other year containing the names and a short biographical sketch of each inductee and their names are placed on a permanent plaque that is maintained in the Association headquarters.

The American Angus Assn. took part in the Fifth World Angus Forum in Edmonton, Alta., in July. Sponsored jointly by the World Aberdeen-Angus Secretariat and the Canadian Aberdeen-Angus Assn., it was attended by several hundred U.S. Angus breeders plus official U.S. delegates to the meeting of the World Aberdeen-Angus Secretariat. The next meeting will be held in four years (1989) in Argentina.



Chatting with Her Majesty Queen Elizabeth, The Queen Mother of Great Britain, at the Fifth World Angus Forum in Edmonton, Alberta, Canada, are William Conley (left) president, and Richard Spader, executive vice president of the American Angus Assn. Some 175 U.S. Angus breeders attended the World Event in July.



Judge Gaylin Bryson, Othello, Washington, looks over one of the entries in the Spokane National Stockshow in Spokane, Washington. Showing the heifer is Jim Clymore, Hillsboro, Oregon. The show was one of the new Roll of Victory (ROV) shows and attracted 111 head of Angus.

Learning, Leadership Key Junior Activities Program

Involvement of young people in constructive Angus activities and the discovery and development of leadership potential in young Angus enthusiasts were the primary goals of the Junior Activities department in 1985.

Junior members from 35 states and their families met in Tulsa, Okla., in July for the National Junior Angus Show. The event provided valuable experience and plenty of fun for all who were involved.

Sixty delegates from across the nation met to elect six new directors to the National Junior Board. The show itself attracted 497 head of cattle from

30 states. One new feature of the show was the addition of classes for registered Angus steers and a carcass contest for those steers. Of the steers that were slaughtered, 75 percent graded USDA Choice.

The National Showmanship contest attracted 60 winners from 32 states. J.V. and Helen Heyser of Texas were named "Advisors of the Year."

In addition to this national event, the American Angus Assn. co-sponsored junior shows in nearly every state, including regional shows in Nevada and Pennsylvania, regional previews in Wisconsin, Louisiana and

Oregon, and numerous state fairs and field days nationwide.

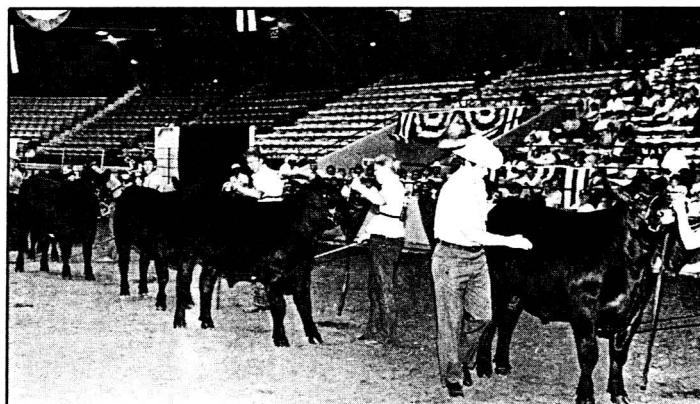
Juniors also took advantage of the Association's Summer Job Program. This program which helps place young Angus leaders in jobs on Angus farms and ranches in different parts of the country, now heads into its eighth year. Since 1979, 78 juniors and 48 farms have participated.

Through the National Junior Recognition Program, junior members are recognized nationally for their involvement and achievements. During the past year, 28 Bronze, 25 Silver and 13 Gold Awards have been presented to outstanding young achievers. Ten juniors were awarded scholarships by the Angus Auxiliary.

In 1985, the NJAA Board of Directors developed and published the first NJAA Newsletter, established an official dress code, and planned and put on the first Junior Leadership Conference in three years. They began writing monthly articles for the Youth section of the Angus Journal, and helped acquire and promote the 1985 Angus Foundation Heifer which sold to Leatherstocking Farm for \$20,000. Finally, the Board set up an Honorary Angus Foundation to recognize the contributions of individuals who have demonstrated extraordinary interest in and support for young members of the American Angus Assn. Seven inductees were named at the National Junior Show in July.



The 1985 National Junior Angus Assn. board of directors are: seated from left: Susan McMahon, Fort Smith, Arkansas; Beth McDonald, Huntsville, Alabama; Kenley Conner, Buffalo, Kentucky, vice chairman; Julie Coonrad, Pullman, Washington; and Cindy Houck, Bushong, Kansas. Directors, standing from left are: Richard Jenkins, Gray, Tennessee; Alan Kapp, Clarksdale, Missouri; Nick Brost, Oxford, Indiana; Doug Stevenson, Hobson, Montana; Cliff Simmons, Williamston, Michigan; and Jay Pfeiffer, Orlando, Oklahoma. Not pictured is Mary Ellen Shaw, West Bend, Wisconsin, chairman.



The first registered, Angus steer show, held during the 1985 National Junior Angus Show, is judged by Dr. Robert Kropp of Stillwater, Oklahoma.

Every Regional Manager In Dual-Role Territory

The dual role Regional Manager—the person who handles all phases of Angus Association business in the territory—became a reality throughout the United States in 1985.

Today there are 13 regional managers, and they represent the Association in all fields, from helping plan and execute local Angus activities, to assisting with herd or auction sale advertising in the Angus Journal.

In a single day one of these new-style regional managers may help put on an Angus show at a state fair, take publicity photos of the winners, visit with several breeders about their breeding programs, write copy for a breeder advertisement in the Angus

Journal, and then drive 250 miles or so in the early evening in order to work as a Journal representative and ringman at an auction sale the following day.

These 13 regional managers in the 1985 fiscal year chalked up more than a half-million miles of driving—529,193 miles to be exact. That averages out to more than 43,199 miles per person. At 55 miles an hour that means that the average regional manager spent 785 hours behind the wheel. That's equal to over 98 8-hour working days spent behind the wheel to serve the members of the Association.

Here are their names, addresses,

telephone numbers and the areas that they cover:

WAYMON ASHLEY—Arizona, New Mexico, Texas
3213 Cheryl Lane, Ft. Worth, Texas 76117. (817) 834-6552

JOHN BARTON—Missouri
Rt. 1, Columbia, Mo. 65201. (314) 449-3051

STEVE BURNS—California, Idaho, Nevada, Oregon, Utah, Washington, Western Canada
P.O. Box 255668, Sacramento, Calif. 95865. (916) 972-8111

RICHARD DYAR—Alabama, Arkansas, Louisiana, Mississippi
Rt. 1, Crossville, Ala. 35962. (205) 659-6305

CHUCK GROVE—Kentucky, Tennessee
Rt. 2, Box 182, Forest, Va. 24551. (804) 525-4687

DON LAUGHLIN—Colorado, Kansas, Oklahoma
P.O. Box 8847, Wichita, Kan. 67208. (316) 686-7670

BILL POWELL—Delaware, Maryland, New England States, New Jersey, New York, Pennsylvania, Virginia, West Virginia
8332 Revelation Ave., Walkersville, Md. 21793. (301) 845-2154

JIM SHIRLEY—Manitoba, Minnesota, Nebraska, South Dakota
1021 Vine St., Brookings, S.D. 57006. (605) 692-1613

DON TRIMMER—Illinois, Iowa, Wisconsin
1706 Rockingham Drive #1, Normal, Ill. 61761 (309) 452-1669

BRUCE WEETER—Alaska, Central Canada, Montana, North Dakota, Wyoming
Bar W Ranch, Pray, Mont. 59065. (406) 333-4444

SCOTT WELLER—Florida, Georgia, North & South Carolina
10941 Carmel Crossing Rd., Pineville, N.C. 28134 (704) 541-0195

JEFF WINDETT—Eastern Canada, Indiana, Michigan, Ohio
425 Shagbark Court, Pickerington, Ohio 43147 (614) 837-1805

Members Can Take Pride In Association Service

The speed and accuracy with which Angus records are processed and returned to members has long been a point of pride among members and employees of the American Angus Assn.

During the past fiscal year all work that was received on Monday was processed and mailed back to breeders on Tuesday. This one-day turnaround time is unique to breed registry associations. It simply is not available anywhere else. Other organizations take weeks, even months, to process a single registration application. In some associations (not beef cattle) an animal may have been sold once or even twice before the initial application for registration has been processed, and returned to the breeder.

Although the computer is responsible for this fast service, it is not uncommon for a certificate to be hand typed and processed in a matter of hours, if a breeder needs the work "right now."

The member services department, headed by Don Painter and his assistant Donna Holmes, are also responsible for answering questions, keeping the rule book, contained in the Breeders' Reference Guide, up to date and even settling minor disputes between members.



A Certified Angus Beef pitchfork fondue was held following the Eastern National Livestock Show. The two steak cooks are Dr. Emmett Full (left), Mt. Airy, Maryland, and Lawrason Sayre, Churchville, Maryland. In the background is Tim Hussman of the CAB staff.

The primary purpose of the American Angus Assn. is to provide service to its members. And, as a result, the employees who work in the member service area, take their job very seriously. The next time you send in work, be conscious of the short time it takes to be returned. Also, consider how your way of doing business would be changed if you were a member of another association and your applications for registration or transfer took up to a month to just clear the office.



Gary Dameron gives activities committee report at September 1985 board of directors meeting in St. Joseph. The Board meets at the Association office three times a year, plus a regular meeting during the annual meeting.

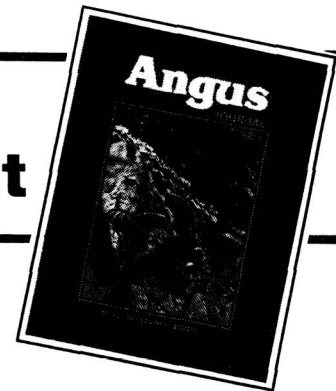
Journal Adds New Department

Angus Productions Inc., which includes the Angus Journal and its Special Services department, remained a strong pillar in the American Angus Assn. service structure. The division, which is a wholly owned subsidiary of the Association, finished the year with a \$6,714 profit, and plans to offer more benefits to Association members.

One of the highlights of 1985 was the publication of the 672-page Herd Reference Edition which is the combined June-July magazine. It was the largest special issue of its kind in the beef cattle field last year.

The organization entered into a new venture in 1985. The newly formed Special Services department will design and publish sale catalogs, herd brochures and other Angus related herd promotion items, even special Christmas cards. The division utilizes the Association's computerized typesetting services, which include automatic typesetting of three-generation pedigrees using information supplied directly by the Association's computerized herd files. Also available to customers are the services of trained writers, artists and layout people from the Angus Journal.

The magazine, published 11 times a year, contained 1,913 pages of ad-



vertising and 990 pages of editorial material. The largest circulation beef breed publication in the world, the magazine also has the lowest average cost of advertising per reader reached.

Included in the magazine each year are such important features as the complete Sire Evaluation Report each October, and the Pathfinder Report in April. In addition there are regular monthly columns and articles on merchandising, the Angus Auxiliary, the Beef Improvement Federation, Lead In by the executive secretary, Association Highlights and Youth. The magazine also has complete sale reports, show reports, lists of new members, a calendar of events and several other regular articles. In addition there are 10 or so special articles and feature stories each issue that are prepared by the editorial staff.

Since many breeders keep every issue of their Angus Journal for reference a complete index of the past year's articles is published in the Herd Reference Edition. Just another of the services to members of the American Angus Assn.

For the Record: 1985 Angus Association Statistics

REGULAR MEMBERSHIPS		JUNIOR MEMBERSHIPS	
1. Texas	130	1. Texas	85
2. Virginia	114	2. Oklahoma	70
3. Kentucky	111	3. Tennessee	43
4. Tennessee	92	4. Illinois	38
5. Missouri	84	5. Louisiana	38
6. Illinois	73	6. Indiana	36
7. North Carolina	64	7. Missouri	31
8. California	62	8. Iowa	29
9. Indiana	60	9. California	28
10. Georgia	59	10. Wisconsin	26

REGISTRATIONS		TRANSFERS	
1. Montana	13,287	1. Missouri	7,659
2. Missouri	11,538	2. Georgia	7,627
3. Nebraska	10,221	3. Montana	5,709
4. Iowa	8,327	4. Oklahoma	5,550
5. South Dakota	7,684	5. Nebraska	5,502
6. Texas	7,036	6. Texas	5,071
7. Virginia	6,686	7. Virginia	4,888
8. Kentucky	6,681	8. Tennessee	4,767
9. Kansas	6,432	9. Iowa	4,557
10. Oklahoma	6,407	10. Kentucky	4,482

AHIR	Total Weights	Birth Weights	Weaning Weights	Yearling Weights	Participating Members
1. Montana	35,894	13,809	14,884	7,201	161
2. Nebraska	20,024	7,639	9,180	3,205	89
3. South Dakota	19,856	7,405	8,759	3,692	93
4. Iowa	14,897	5,319	6,442	3,136	103
5. North Dakota	13,810	5,237	6,372	2,201	84
6. Kansas	9,542	3,465	4,189	1,888	73
7. Virginia	9,006	3,665	4,144	1,197	85
8. Missouri	8,586	3,111	3,811	1,664	80
9. Georgia	7,696	3,125	3,048	1,523	63
10. Ohio	7,144	2,578	3,117	1,449	61

TYPE OF SALE	#SALES	COWS	AVG.	BULLS	AVG.	AMOUNT	AVG.
Consignment	198	5,600	1,191	2,982.0	1,369	10,752,377	1,253
Production	221	10,989	1,366	7,092.7	1,464	25,395,368	1,404
Dispersion	62	10,140	1,172	451.5	2,153	12,856,720	1,214
TOTAL:	481	26,729	1,256	10,526.2	1,466	49,004,465	1,315