

# Salering Summary

► Reports from consignment, production and dispersion sales nationwide

The following listing is a summary of sales reported since publication of the January 2016 “Salering 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.angusjournal.com/aj\\_salereports.html](http://www.angusjournal.com/aj_salereports.html). Online sale reports include top lots, category averages, auctioneer(s), sale manager(s), *Angus Journal* representative(s) and volume buyer information.



**Table 1: December and FY 2016 summary of sales reported to the American Angus Association**

|                        | Consignment | For month    |            | Total        | Year-to-date  |
|------------------------|-------------|--------------|------------|--------------|---------------|
|                        |             | Production   | Dispersion |              |               |
| <b>SALES</b>           |             |              |            |              |               |
| Number reported        | 10          | 30           | 1          | 41           | 177           |
| <b>COWS</b>            |             |              |            |              |               |
| Number sold            | 228         | 1,127        | 87         | 1,442        | 6,297         |
| Average price          | \$3,910     | \$4,028      | \$4,293    | \$4,025      | \$5,449       |
| Gross                  | -           | -            | -          | -            | \$34,313,574  |
| <b>BULLS</b>           |             |              |            |              |               |
| Number sold            | 222         | 2,692        | -          | 2,914        | 8,475         |
| Average price          | \$4,241     | \$6,333      | -          | \$6,173      | \$6,106       |
| Gross                  | -           | -            | -          | -            | \$51,745,943  |
| <b>STEERS</b>          |             |              |            |              |               |
| Number sold            | -           | -            | -          | -            | 29            |
| Average price          | -           | -            | -          | -            | \$2,100       |
| Gross                  | -           | -            | -          | -            | \$60,900      |
| <b>COMBINED TOTALS</b> |             |              |            |              |               |
| Number sold            | 501         | 3,909        | 87         | 4,497        | 22,365        |
| Gross                  | \$2,897,115 | \$22,316,903 | \$373,500  | \$25,587,518 | \$112,010,907 |

| Ranch name   | Ranch location    | Sale date | Reported sale totals |            |           |
|--|-------------------|-----------|----------------------|------------|-----------|
|  |                   |           | No. lots             | Sale gross | Sale avg. |
| Beef Country Breeders                                      | Columbus, MT      | 12/2/15   | 96                   | 496,029    | 5,166     |
| Big Timber Cattle Co.                                      | Lithia, FL        | 12/19/15  | 8                    | 170,100    | 21,262    |
| Bramblett Angus Farm                                       | Elberton, GA      | 12/5/15   | 54                   | 170,700    | 3,161     |
| Bridges Angus Farm Bull Sale                               | Rayle, GA         | 11/28/15  | 63                   | 270,550    | 4,294     |
| Brooks' Chalky Butte Angus Ranch                           | Bowman, SD        | 12/9/15   | 182                  | 515,350    | 2,831     |
| Burgess Angus Ranch  | Homedale, ID      | 12/11/15  | 49                   | 186,550    | 3,807     |
| Butner Bull Test Sale                                      | Oxford, NC        | 12/18/15  | 47                   | 171,000    | 3,638     |
| Calhoun PT Bull Sale                                       | Calhoun, GA       | 12/4/15   | 53                   | 182,800    | 3,449     |
| California Angus Days Sale                                 | Turlock, CA       | 12/5/15   | 30                   | 182,525    | 6,084     |
| Cottonwood Angus Farms                                     | Pipestone, MN     | 11/7/15   | 78                   | 335,800    | 4,305     |
| Currant Creek Angus Bull Sale                              | Roundup, MT       | 12/5/15   | 125                  | 700,989    | 5,607     |
| Dikoff Ranch Mature Cow Dispersion                         | Onaka, SD         | 12/8/15   | 87                   | 373,500    | 4,293     |
| Duppong's Willow Creek Bred Female Sale                    | Mandan, ND        | 12/5/15   | 86                   | 215,600    | 2,506     |
| Earl Marshall Angus Sale                                   | Anita, IA         | 12/5/15   | 64                   | 183,500    | 2,867     |
| Genetic Excellence   | Cookeville, TN    | 1/2/16    | 80                   | 356,650    | 4,458     |
| Gerloff Farms  | Bland, MO         | 10/24/15  | 128                  | 442,206    | 3,454     |
| Griswold Cattle Co. Classic Female Sale                    | Stillwater, OK    | 12/19/15  | 34                   | 301,100    | 8,855     |
| Hunt Creek Angus Bull & Commercial Replacement Heifer Sale | Miles City, MT    | 12/15/15  | 37                   | 141,250    | 3,817     |
| Indreland Angus  | Big Timber, MT    | 12/14/15  | 35                   | 147,750    | 4,221     |
| JR Ranch/Sackmann Cattle Co. Black Friday Sale             | Othello, WA       | 11/27/15  | 80                   | 251,532    | 3,144     |
| KG Angus   | Three Forks, MT   | 12/4/15   | 279                  | 1,719,198  | 6,162     |
| Knoll Crest Farm Bull Sale                                 | Red House, VA     | 12/4/15   | 155                  | 1,123,000  | 7,245     |
| Lazy JB Angus Online Heifer Sale                           | Montrose, CO      | 10/27/15  | 10                   | 122,900    | 12,290    |
| Lone Star Angus Alliance Bull Sale                         | Hallettsville, TX | 12/4/15   | 108                  | 506,000    | 4,685     |
| Malson Angus & Herefords                                   | Parma, ID         | 11/22/15  | 122                  | 440,806    | 3,613     |
| Minnesota Angus Ass'n Female Sale                          | Hutchinson, MN    | 12/19/15  | 33                   | 113,350    | 3,434     |
| Nat'l Angus Finals   | Las Vegas, NV     | 12/6/15   | 35                   | 1,002,350  | 28,638    |
| NE Arkansas Angus Ass'n Fall Sale                          | Batesville, AR    | 11/21/15  | 87                   | 351,377    | 4,038     |
| North Dakota Angus Ass'n                                   | Mandan, ND        | 1/2/16    | 51                   | 268,700    | 5,268     |
| North Star Classic Angus Sale                              | Valley City, ND   | 12/5/15   | 19                   | 66,500     | 3,500     |

| Ranch name   | Ranch location  | Sale date | Reported sale totals |            |           |
|--|-----------------|-----------|----------------------|------------|-----------|
|  |                 |           | No. lots             | Sale gross | Sale avg. |
| Paint Rock Angus                                       | Hyattville, WY  | 12/10/15  | 125                  | 708,250    | 5,666     |
| Pyramid Beef   | Saint Onge, SD  | 12/5/15   | 78                   | 555,750    | 7,125     |
| Riverbend Ranch  | Idaho Falls, ID | 12/12/15  | 234                  | 958,750    | 4,097     |
| Shipwheel Cattle Co.                                   | Chinook, MT     | 12/9/15   | 76                   | 579,500    | 7,625     |
| Sitz Angus   | Harrison, MT    | 12/3/15   | 404                  | 3,539,444  | 8,761     |
| Slovak Angus Ranch                                     | Philip, SD      | 12/15/15  | 18                   | 96,750     | 5,375     |
| Spickler Ranch   | Glenfield, ND   | 12/12/15  | 98                   | 527,450    | 5,382     |
| Springfield Angus                                      | Louisburg, NC   | 12/12/15  | 71                   | 250,800    | 3,532     |
| Stars of Montana                                       | Columbus, MT    | 12/12/15  | 70                   | 328,361    | 4,690     |
| Stevenson Angus  | Hobson, MT      | 12/1/15   | 222                  | 1,506,936  | 6,788     |
| Stevenson's Diamond Dot                                | Hobson, MT      | 11/30/15  | 418                  | 2,634,037  | 6,301     |
| Sydenstricker Genetics                                 | Mexico, MO      | 11/21/15  | 433                  | 2,330,942  | 5,383     |
| Tennessee River Music/Dyar Angus High Cotton Bull Sale | Fort Payne, AL  | 12/5/15   | 31                   | 114,400    | 3,690     |
| Timberland Cattle Black Angus & Sim-Angus Bull Sale    | Vernon, AL      | 11/21/15  | 32                   | 136,300    | 4,259     |
| TK Angus   | Valentine, NE   | 12/7/15   | 439                  | 2,137,869  | 4,869     |
| Virginia BCIA Culpeper Sr. PT Bull Sale                | Rapidan, VA     | 12/12/15  | 51                   | 187,200    | 3,670     |
| Wulf Cattle Online Female Sale                         | Morris, MN      | 11/24/15  | 13                   | 50,000     | 3,846     |

**PERSPECTIVES**



# Along the Trail

► by **Dan Green**, "Along the Angus Trail" author

## Nothing replaces the real thing

*"Along America's Angus Trails" thought, from reading and hearing all the mass media accounts of the pure joy, satisfaction and delirium of eliminating red meat from your diet, that there must be a real peace, calm and sense of nirvana overtaking these so-called "healthy eaters."*

### Taste testing

Well, the Associated Press (AP) did a consumer taste test to find out. Its results will bring joy to the hearts of Angus and other red-meat producers, but should be a cause for alarm among alternative-meat production companies.

While the meat-alternative market is attracting millions of dollars in investments and media fanfare, with newer companies saying their products are healthier and gentler on the environment, the recipes they're cooking up might not be quite ready for prime time.

AP's simple question to its tasting panel was, "How far have vegan alternatives come to tasting like the real thing?"

Not far enough, according to the less-than-peaceful, calm responses from the tasters. Said one panelist about vegetarian bacon, "It reminds me of Beggin' Strips for pets," made by Purina. Of course, the real question is, "How does he know?"

"Noxious" and "kind of not natural" were

among the reactions to some of the meatless alternatives being pushed by a new generation of vegan food makers that want to revolutionize the way Americans eat.

Byron Champlin, a city councillor in Concord, N.H., and member of the panel, said, "If I were to eat this thinking it is a regular hamburger, I might think it's spoiled," after tasting a beefless patty made by Gardein.

The other Gardein reviews were no more charitable. Dan St. Jean, executive chef for The Common Man restaurants in New Hampshire, thought the Gardein patty had a strange smell.

"It almost tastes like someone tried to make a meatball into a hamburger, but did something wrong," agreed Sarah Kinney, a community news editor for the *Concord Monitor*.

The reaction was even worse for Beyond Meat's Beast Burger, which was introduced in 2015. Unlike Gardein, Beyond Meat says it wants to replicate the taste of real meat, rather than just offer vegetarian alternatives. Yet

Champlin spit out the Beast Burger after one bite and called it "noxious and non-recognizable."

The three tasters found the Original Griller from Morningstar Foods the least offensive. It wasn't exactly a hit either, though Champlin said he would eat it, if there were nothing else around.

Fake chicken didn't fare much better. Kinney said Beyond Meat's Southwestern-flavored strips were rubbery and didn't taste like chicken. Champlin thought they left a bad aftertaste. Another panelist said his kids would eat the chicken-breast look-alike by Quom if he covered it in cheese and marinara sauce.

Another said it looked like a grilled baguette. All noted a lack of tantalizing aromas wafting from the kitchen, where a chef prepared the samples. Champlin said, by contrast, meat would have filled the space with mouthwatering smells. Another said, "If your back was to the stove, you wouldn't know what was cooking."

All the panelists agreed there was no "wow" factor in any of the products sampled, and that nothing stood out as being better than the real thing.

It sounds like the good folks at *Certified Angus Beef LLC* don't need to be shaking in their boots yet, but it never hurts to be vigilant. After all, the standard "least offensive" is a pretty low bar to jump over.

**AY**

**Editor's Note:** Dan Green is a Denver-based historian, author, retired editor of *The Record Stockman* and the voice of "Along America's Angus Trails," a regular feature on *Angus Media's SiriusXM satellite radio program, Angus Talk*. *Angus Talk* airs at 10 a.m., Central time, every Saturday on *Rural Radio, Channel 80*.