

MARKETING **\$** Salering Summary

► Reports from production and dispersion sales nationwide

The following listing is a summary of sales reported since publication of the July 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. Online sale reports include top lots, category averages, auctioneer(s), sale manager(s), *Angus Journal* representative(s) and volume buyer information.

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

| | For month | | | Total | Year-to-date |
|------------------------|-------------|------------|------------|-------------|---------------|
| | Consignment | Production | Dispersion | | |
| SALES | | | | | |
| Number reported | 2 | 2 | 1 | 5 | 743 |
| COWS | | | | | |
| Number sold | 73 | 78 | 92 | 243 | 16,882 |
| Average price | \$1,914 | \$5,262 | \$3,340 | \$3,529 | \$4,804 |
| Gross | – | – | – | – | \$81,107,402 |
| BULLS | | | | | |
| Number sold | 43 | 68 | – | 111 | 50,300 |
| Average price | \$2,829 | \$2,952 | – | \$2,904 | \$5,590 |
| Gross | – | – | – | – | \$281,183,455 |
| STEERS | | | | | |
| Number sold | – | – | – | – | 35 |
| Average price | – | – | – | – | \$1,980 |
| Gross | – | – | – | – | \$69,300 |
| COMBINED TOTALS | | | | | |
| Number sold | 116 | 146 | 92 | 354 | 82,470 |
| Gross | \$261,392 | \$611,222 | \$307,275 | \$1,179,889 | \$407,061,076 |

| Ranch name | Ranch location | Sale date | Reported sale totals | | |
|---------------------------------|----------------|-----------|----------------------|------------|-----------|
| | | | No. lots | Sale gross | Sale avg. |
| Hawkeye Country Angus Sale | Bloomfield, IA | 6/5/16 | 96 | 200,389 | 2,087 |
| Kimzey Angus Ranch | Fredonia, KS | 6/17/16 | 92 | 307,275 | 3,339 |
| Northwest Breeders' Female Sale | Madras, OR | 5/8/16 | 20 | 61,003 | 3,050 |
| Shaw Cattle Co. | Caldwell, ID | 6/4/16 | 48 | 336,672 | 7,014 |
| Sunnyslope Angus | Lanesboro, MN | 6/6/16 | 98 | 274,550 | 2,801 |

Chris Stephens Joins Angus Foundation

by *Shelby Mettlen*, assistant editor

Wesson, Miss., native Chris Stephens joined the Angus Foundation as its new assistant director of development July 1. In his new position, Stephens will assist the Angus Foundation in fundraising to help achieve the organization's mission of advancing education, youth and research for the Angus breed and American Angus Association members.

Stephens received his bachelor's degree in agricultural communications from Oklahoma State University in 2002, and possesses a strong, professional skill set in leadership and fundraising in the beef cattle industry. Most recently, Stephens served as director of operations for EE Ranches Inc., Dallas, Texas. In his position, Stephens managed a major ranching enterprise consisting of five ranches in four states.



► Oklahoma State alum Chris Stephens will serve as assistant director of development.

Previously, Stephens served as development officer for the College of Veterinary Medicine with the Kansas State University Foundation, where he assisted in securing high-level gifts of \$10,000 to \$1 million. Prior to that role, he also served as executive director of the Hereford Youth Foundation of America, where he developed and executed the organization's \$5 million scholarship endowment campaign, and as director of youth activities with the American Hereford Association.

“Chris will be a tremendous addition to our Angus Foundation team. His professional experiences in the purebred beef cattle industry, coupled with his successful fundraising record, will be invaluable in our organization's efforts to even better meet the

increasing education, youth and research needs of our Angus members,” said Milford Jenkins, president of the Angus Foundation. “He shares in our strategic vision for the Angus Foundation's future, and he'll play a crucial role in our charitable resource development activities and carrying out our mission.”

Stephens said he's eager to join the Angus team.

“The Angus Foundation has a successful history in development and support of its mission to advance the Angus breed,” Stephens said. “I am excited about helping to implement new strategies for growth and support for the Foundation and creating greater awareness for our mission: youth, education and research.”

Visit www.angusfoundation.org to learn more about the Angus Foundation.