

MARKETING **\$** Salering Summary

► Reports from production and dispersion sales nationwide

The following listing is a summary of sales reported since publication of the July 2017 “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.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.

Table 1: June and FY 2017 summary of sales reported to the American Angus Association

	For month			Total	Year-to-date
	Consignment	Production	Dispersion		
SALES					
Number reported	2	4	2	8	765
COWS					
Number sold	99	92	449	640	19,154
Average price	\$3,893	\$3,094	\$3,229	\$3,313	\$4,400
Gross	—	—	—	—	\$84,281,506
BULLS					
Number sold	—	114	1	115	49,945
Average price	—	\$2,934	\$5,500	\$2,956	\$4,711
Gross	—	—	—	—	\$235,274,888
STEERS					
Number sold	—	—	—	—	33
Average price	—	—	—	—	\$1,852
Gross	—	—	—	—	\$61,100
COMBINED TOTALS					
Number sold	99	206	505	810	89,646
Gross	\$385,441	\$619,144	\$1,658,740	\$2,663,325	\$362,221,624

Ranch name	Ranch location	Sale date	Reported sale totals		
			No. lots	Sale gross	Sale avg.
Bruner Angus Ranch Bull Sale	Drake, ND	6/5/17	19	81,244	4,276
Circle A Angus Ranch Phase 1 Fall Herd Dispersion	Iberia, MO	6/3/17	450	1,455,465	3,234
Kopriva Angus	Raymond, SD	5/4/17	39	104,200	2,671
Mahlon Yoder Angus Herd Dispersion	Flemingsburg, KY	6/17/17	55	203,275	3,695
Shaw Cattle Co. Female Sale	Caldwell, ID	6/3/17	52	219,650	4,224
Sunnyslope Angus	Lanesboro, MN	6/5/17	96	214,050	2,229
Texas Angus Ass’n Spring Spectacular Sale	Salado, TX	5/6/17	51	210,850	4,134
Western States Angus Ass’n Female Sale	Wilton, CA	6/17/17	48	174,591	3,637

Sunflower Supreme Replacement Heifer Program Expands

Coming to central Kansas — the Sunflower Supreme Replacement Heifer Program. The program, which began in 2013 in southeast Kansas, has no true borders in terms of producers being able to enroll, according to program director Jaymelynn Farney. Anyone who would like to enroll is allowed and can potentially market heifers at special sales to be hosted in southeast Kansas or Salina at the Farmers and Ranchers Livestock Market.

Developed by Kansas State University (K-State) and the Kansas Department of Agriculture, the program is for Kansas beef producers who want to improve their management techniques and marketability of their heifers. Heifers ultimately certified have been managed the same from important health, breeding and sire selection standpoints, she says.

Farney, who is a beef cattle specialist with K-State Research and Extension based in Parsons, Kan., summarizes key guidelines.

Health: All heifers must be tested and negative for persistent infection with bovine viral diarrhea (BVD-PI). Since the goal is to maintain pregnancy, vaccination against other abortion-causing pathogens such as leptospirosis, vibriosis, BVD, and infectious bovine rhinotracheitis (IBR) is included in the protocol.

Breeding: A 60-day breeding season is the maximal length for Sunflower Supreme heifers, whether artificially inseminated (AI), exposed to a bull or both. Producers have options for breeding and synchronization. Heifers will be pregnancy-checked to estimate expected calving dates.

Sire selection: Certified heifers must be bred to bulls that meet minimum calving ease (CE) expected progeny differences (EPDs) based on breed.

Heifers that meet the program’s requirements are tagged with an official Sunflower Supreme ear tag. The idea, Farney says, is to increase longevity within an operation and generate consistent revenue.

“These certified heifers can be marketed or retained in your operation,” she says.

More information about the program is available at www.sunflowersupreme.org or by contacting Farney at 620-820-6125 or by email at jkj@ksu.edu. Producers can also contact their county or district K-State Research and Extension agriculture agent to enroll in the program and find out when educational meetings will be coming to their area.



