

JACK BLANDFORD SALE BARN



Live Auction

- ▣ Youth will have a chance to participate in a live auction and actually bid on cattle. Groups will be given a budget to buy their stock for their ranch management plans.
- ▣ Hands signals and tricks of the trade.
- ▣ History of the auctioneer and the cattle business.

First of all what is a sale barn and how does it operate?

- ❑ A livestock sale barn is a place that holds usually a weekly auction to market livestock from around a certain area.
- ❑ They provide a market for calves, yearlings, and cull cows and bulls. Sometimes horses, goats, and sheep.



Operation

- ❑ Sale barns provide an outlet for all sizes of livestock operations to buy and sell livestock.
- ❑ Sale barns are important because they establish competitive bidding on all classes of livestock.
- ❑ Throughout the year sale barns hold special sales that offer weaned calves and yearlings.

Operation cont.

- At these types of sales sale barn owners contact large order buyers to purchase cattle. The market may be the highest at these types of sales. They may also offer breeding stock sales at times.
- At sale barns cattle are sold per hundredweight and breeding stock is sold by the head.



LIVE		CATTLE				
FEB	APR	JUN	AUG	OCT	DEC	
8117	7372	6950	6800	6950	7200	
8117	7372	7000	6850			
8117	7450	7090	7050	7325	7415	
8117	7372	6650	6800	6950	7200	
8117	7372	6990	6970	7275	7352	

Operation Cont.

- ❑ Cattle are usually weighed after they are sold, so buyers have to be a good judge of weight.
- ❑ Sale barn owners try to sort livestock in group lots, so buyers can fill orders quicker and sales run smoother and more efficient. Selling livestock one head at a time takes too much time and money.

Auction Time

- ▣ Bidding on cattle and tips from the auctioneer.
- ▣ Questions on becoming an auctioneer or marketing through a cattle sale barn.

