## Marshall celebrates passage of historic trade agreement

The U.S. House of Representatives voted last Thursday to ratify President Trump's new United States, Mexico, Canada (USMCA) trade agreement providing necessary updates and improvements to the 25-year-old North American Free Trade Agreement (NAFTA). For the past two years, U.S. Congressman Roger Marshall, M.D. has been a leader in the writing and passage of this trade agreement and today celebrates the victory this vote represents for farmers, small business owners, and manufacturers. This agreement will create thousands of jobs in Kansas

"Today I delivered on my number one legislative priority and voted to ratify President Trump's United States Mexico Canada trade agreement," said Marshall. "This deal delivers hundreds of millions of dollars in market opportunities for Kansas agriculture goods, streamlined supply chains for our small businesses, and thousands of new jobs for hard working Kansans. This deal has been far too long in the making but I look forward to President Trump signing this agreement so he can deliver on his huge promise to the American people. I want to thank all of the agriculture organizations, trade associations, and other industry groups who championed this effort and provided constant support throughout this endeavor.'

"Passage of the UMSCA is a great win for Kansas Agribusiness," said Ron Seeber, president and CEO, Kansas Grain and Feed Association, Kansas Agribusiness Retailers Association, and Renew Kansas Biofuels Association. "Whether it be grain, ag inputs, or biofuels, passage shows the world that Kansas and the United States are open for business."

Canada and Mexico are Kansas' top two trading partners with a combined \$4 billion in exports in 2018 alone. The USMCA trade agreement will result in \$68 billion in economic activity for our country, stability and certainty for America's agriculture producers and small business owners, and sets a twenty-first century standard for future multi-lateral trade agreements.

"This holiday season will be a bit brighter for America's dairy farmers as today's vote brings us one step closer to finalizing USMCA and securing a more certain future for the dairy industry," said Jim Mulhern, president and CEO of NMPF. "Kansas's dairy industry appreciates the work that Congressman Marshall has invested to ensure USMCA will provide expanded market opportunities and a more level playing field for dairy exports. Now we are counting on the Senate to act quickly and finalize USMCA in order to deliver its improvements to North American trade."

"Passing USMCA was a top priority for Kansas Corn Growers Association. It was also a top priority for Congressman Marshall who played a key role in the passage of the USMCA in the House. We value his work to pass this important trade agreement," said KCGA president Steve Rome. "Not only is Mexico the #1 export buyer of U.S. corn. over 40% of all Kansas agricultural exports go to Mexico and Canada. Mexico alone has the potential to import more than one billion gallons of ethanol. Canada accounts for more than 20% of our ethanol exports and their imports could increase four-fold."

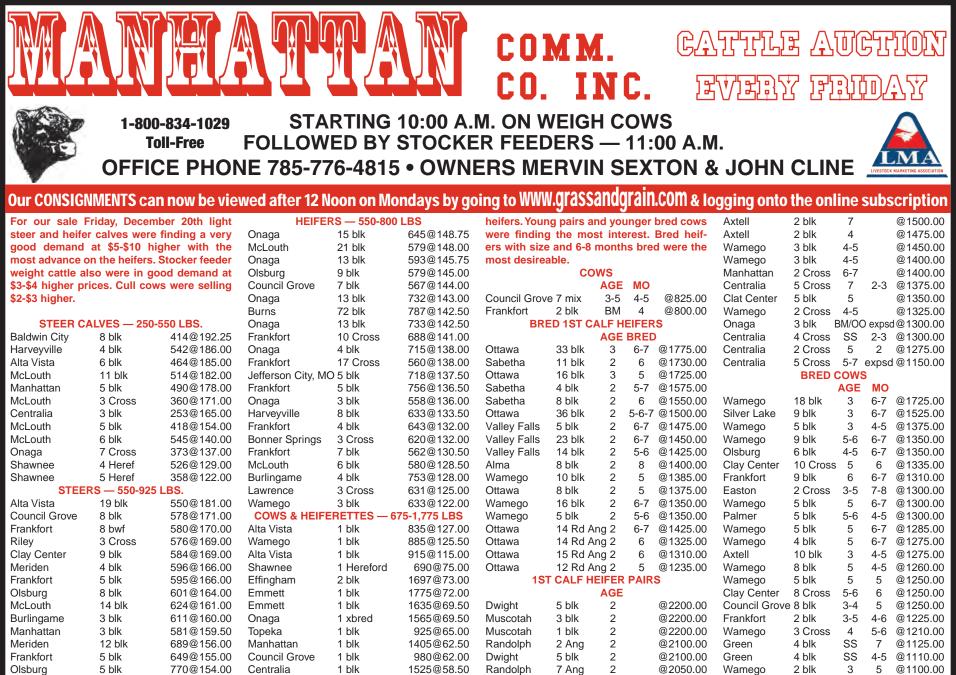
"The Kansas Livestock Association applauds the House for passing USMCA," said Matt Teagarden, CEO of the Kansas Livestock Association. "The agreement updates NAFTA to reflect our modern economy while preserving the unrestricted access for U.S. beef exports to Canada and Mexico. Approving USMCA sends the message to the rest of the world that we are open for business which is good news for Kansas agriculture."

"USMCA builds on the success of the NAFTA agreement, and will ultimately lead to greater market access and stronger partnerships with our nearest neighbors," said Rich Felts, president of Kansas Farm Bureau. Kansas agriculture is the backbone of our state's export-focused economy that has benefited under NAFTA. In the midst of a challenging agriculture economy, the farmers and ranchers of Kansas stand ready to meet the demand of the gains achieved in the USMCA.

"Kansas Wheat is very pleased to see the House pass USMCA and hopes the Senate will take it up and get it passed with the utmost haste," said Taylor Williamson, Governmental Affairs director of Kansas Wheat. "Mexico is the largest international buyer of Kansas wheat, and during a time when farmers are facing substantial economic hardship, it is vital that important markets like this remain open. Passing USMCA will give our farmers trade certainty and be a positive signal to our other buyers of wheat."

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"USMCA represents a modernized free trade agreement that will continue Kansas sorghum producers' ability to conduct business in key North American markets, especially with our Mexican partners," said Jesse McCurry, executive director of the Kansas Grain Sorghum Producers Association.



Onaga	25 blk	762@151.25	Seneca	1 blk	1455@53.50		
Riley	4 Cross	677@151.00	Belvue	1 xbred	1550@53.50		
Burlingame	7 blk	755@150.50	Green	1 blk	1345@50.50		
Wamego	5 Cross	730@150.00	Centralia	1 xbred	900@46.00		
Jefferson City, MC	7 blk	779@148.50	Shawnee	1 Hereford	1290@45.50		
Onaga	18 blk	858@148.00	Allen	1 blk	1290@43.50		
Onaga	66 blk	904@144.00	Green	1 blk	1315@42.50		
Meriden	3 blk	806@144.00	Cenralia	1 xbred	1015@41.00		
HEIFER CA	LVES - 300-5	50 LBS	Bonner Springs	1 blk	1375@40.00		
Baldwin City	16 blk	414@165.50	Palmer	1 blk	1275@38.50		
Baldwin City	5 blk	334@165.00	Alta Vista	1 blk	1005@33.50		
Manhattan	5 blk	341@160.00	Westmoreland	1 blk	935@33.00		
Manhattan	4 blk	447@155.50	Wamego	1 blk	1220@32.50		
Alta Vista	5 blk	469@154.00	BULLS	- 1,100-2,100	LBS.		
Onaga	13 blk	516@151.50	Allen	1 blk	1110@91.00		
Council Grove	3 blk	426@151.00	Soldier	1 blk	1860@77.00		
Vermillion	8 blk	500@150.00	Alta Vista	1 blk	1810@74.50		
McLouth	22 blk	480@148.75	Centralia	1 blk	1410@72.50		
Frankfort	5 blk	548@148.50	Wamego	1 blk	1615@70.00		
McLouth	3 blk	313@147.00	Frankfort	1 blk	2100@69.50		
Alta Vista	27 blk	528@146.00	Paxico	1 xbred	1585@67.50		
Frankfort	4 blk	498@133.00	For our special	cow sale held	Wednesday,		
Onaga	14 Cross	323@126.00	December 18th,	a good attend	ance of buy-		
Shawnee	3 Heref	381@101.00	ers bid on a larger run of cows and broken				

Hartford

Council Grove

Junction City

1 xbred

1 blk

1 blk

1250@57.00

1295@55.00

1450@54.50

Randolph

Dwight

4 Ang

6 blk

2

2

**COW/CALF PAIRS** 

733@154.00

692@153.00

644@152.50

## **EARLY CONSIGNMENTS FOR DEC. 27**

 75 choice reputation Red Angus Char cross strs, 2 complete rds shots, weaned 60 days, 675-750 lbs.
 10 here research blk course 4 weate CC, bred to Angue bulls for Mar. 8 April column

12 home raised blk cows, 4 yrs to SS, bred to Angus bulls for Mar. & April calves.

### **EARLY CONSIGNMENTS FOR JAN. 3**

150 mostly blk strs & hfrs, long weaned & shots, 700-900 lbs.

- 75 choice Angus Gelv X strs & hfrs, weaned 75 days, 2 rds shots, 575-750 lbs.
- 100 blk & Red Angus cross strs & replacement quality hfrs, weaned 65 days, 2 complete rds shots, 575-750 lbs.
- 64 blk strs & hfrs, 700-850 lbs.

**Bonner Springs** 

Council Grove

Frankfort

5 Cross

12 blk

5 blk

- 100 choice blk & bwf strs & hfrs, 2 complete rds shots, weaned Nov. 1, 500-700 lbs.
- 15 blk hfrs, 2 rds shots, long weaned, 675-750 lbs.
- 150 choice, reputation, Simm/Angus strs & hfrs, 2 complete rds shots, 550-750 lbs.

#### AGE MO Goff 4 Cross SS 6-7 @1035.00 2 Rd Ang 4 Wamego Sabetha @2300.00 @1025.00 4 blk SS 5-6 Leonardville 10 blk 3 expsd @2000.00 Topeka 6 blk SS 6 @1025.00 @1025.00 Leronardville 6 blk 3 expsd @1900.00 4 blk SS Green 7 Alta Vista 4-5 expsd @1850.00 Wamego 7 blk 2 Cross 4-6 6 @950.00 @950.00 Leonardville 7 Rd Ang 3 expsd @1750.00 Frankfort 2 blk SS 7 Leonardville 6 blk expsd @1725.00 Topeka 2 blk SS @925.00 3 6 Onaga 2 blk 6 expsd @1725.00 Herington 2 blk 5 5 @900.00 6 Cross BM Princeton 5 blk 5-6 @1700.00 5-6 @875.00 Clav Center Council Grove 2 Cross Wamego 3 blk 3-5 @1550.00 3 4-5 @875.00

**Clay Center** 

Clav Center

Clay Center

6 Cross

4 Cross

9 Cross

6

6

SS

6-7 @1100.00

6-7 @1075.00

6-7 @1050.00

@1950.00

@1925.00

NO SALE INTERRUPTIONS FOR CHRISTMAS OR NEW YEARS HOLIDAYS. HAVE A SAFE AND BLESSED CHRISTMAS & NEW YEAR!

## **EARLY CONSIGNMENTS FOR JAN. 10**

60 home raised blk & blk baldy strs, weaned Oct. 1, 3 rds shots, 800-825 lbs.
40 home raised blk & blk baldy strs, weaned Oct. 1, 3 rds shots, 650-750 lbs.

70 Hereford strs & hfrs, weaned Oct. 16, all shots, 600-700 lbs.



#### **BRED 1st CALF HEIFERS**

60 fancy gentle Angus 1st calf OCV hfrs, Al bred to Conneally Comrade May 1, cleaned up Harms Comrade sons for Feb. calving, 2 rds shots & wormed.

FOR A COMPLETE DETAILED LISTING OF OUR SPECIAL STOCK COW & BRED HEIFER SALE, PLEASE VISIT OUR WEBSITE MCCLIVESTOCK.COM

## Upcoming Special Stock Cow & Bred Heifer Sale Dates • Wednesday's starting at 11:00 AM 2020: January 15 • February 19 • March 18 • April 15 • May 6

## VISIT US ON THE WEB FOR DAILY CONSIGNMENT UPDATES AT WWW.MCCLIVESTOCK.COM

JOHN CLINE ONAGA 785-889-4775 Cell: 785-532-8381 SAM GRIFFIN BURNS 620-726-5877 Cell: 620-382-7502 BRENT MILLER ALMA 785-765-3467 Cell: 785-587-7824 ALAN HUBBARD OLSBURG 785-468-3552 Cell: 785-410-5011 FIELD REPRESENTATIVES MERVIN SEXTON MANHATTAN Cell: 785-770-2622

BILL RAINE MAPLE HILL 785-256-4439

Cell: 785-633-4610

Cell JEFF BROOKS BEATTIE 785-353-2263 Cell: 785-562-6807

TOM TAUL

MANHATTAN 785-537-0036 Cell: 785-556-1422 DAN COATES BALDWIN 785-418-4524 BRYCE HECK LINN 785-348-5448 Cell: 785-447-0456 ANDREW SYLVESTER WAMEGO 785-456-4352 Page 14



# Kansas Hay Market Report

Hay market trade is moderate, demand was slow to moderate, prices remain steady and most producers have reported that there is still plenty of grinder hay out there. According to the U.S. Drought Monitor, Kansas continues to struggle with moisture deficits that have been present for more than three months. During the past week, the abnormal dryness (D0), moderate drought (D1), and severe drought (D2) were expanded to reflect the increasing dryness and its impact on winter wheat. If you have any extra hay to sell and/or need hay here in Kansas, use the services of the Internet Hay Exchange: www.hayexchange. com/ks.php.

#### Southwest Kansas

Dairy alfalfa, ground/delivered, grinding alfalfa steady; movement moderate. Alfalfa: horse, premium small squares 240.00-250.00. Dairy 1.00-1.05/point RFV, Supreme 185.00-226.00, Premium 170.00-195.00, Good 160.00-170.00. Stock or Dry Cow 160.00-170.00. Fair/Good grinding alfalfa, 115.00-125.00, Ground and delivered locally to feed lots and dairies, 150.00-160.00. Sudan: large rounds 55.00-65.00. Wheat straw: large rounds 40.00-50.00, large squares 65.00-75.00 delivered. The week of 12/08-12/14, 14,693T of grinding alfalfa and 1,631T of dairy alfalfa was reported bought/sold.

#### South Central Kansas

Dairy alfalfa, grinding alfalfa, ground/delivered, alfalfa pellets, steady; movement slow to moderate. Alfalfa: horse, small squares 250.00-275.00. Dairy, 1.00-1.05/point RFV with an instance at 1.10/point RFV, Supreme 195.00-225.00, Premium 175.00-200.00, Good 165.00-175.00. Stock cow, 130.00-150.00. Fair/Good grinding alfalfa, 90.00-105.00. Ground and delivered locally to feedlots 135.00-145.00; Alfalfa pellets: Sun cured 15 pct protein 200.00-205.00, 17 pct protein 205.00-220.00, Dehydrated 17 pct 300.00-310.00. Grass Hay: Bluestem, good small squares 7.00-8.00/bale, large rounds 60.00-70.00, large squares 75.00-85.00. Brome, small squares 7.00-8.00/bale, large rounds 100.00-110.00, lesser quality 70.00-80.00. Sudan: large rounds 65.00-75.00. Oat hay, large rounds, 80.00-85.00. Teff: mid to

#### K-State Calving School set for January 23 in Salina To prepare for the up-

coming spring calving season, the Central Kansas, River Valley, and Post Rock Extension Districts will be hosting an always-popular K-State Calving School in late January. This program will outline overall calving management and increase knowledge, practical skills, and the number of live calves raised.

The meeting will begin

with dinner sponsored by MULTIMIN 90 and a presentation from Shawn Ryan, MULTIMIN USA technical sales representative for Kansas and Nebraska. After the meal, Cade Rensink and Brett Melton, livestock production agents for the Central Kansas and River Valley Extension Districts respectively, will discuss environmental considerations for cow/calf health and performance.

To cap off the evening, Dr. A.J. Tarpoff, K-State Extension beef veterinarian, will outline the stages of the normal calving process and tips to handle difficult calving situations as well as when and how to intervene to assist cows and young heifers. Tarpoff will engage the audience by illustrating these points and demonstrating proper use of calving equipment on a life-sized

reported bought/sold.

noted. Dairy alfalfa

cow and calf model.

large squares 140.00-160.00. Wheat Straw: small squares 5.50-

6.50/bale, large squares 70.00-75.00, large rounds 55.00-65.00.

The week of 12/08-12/14, 9,485T of grinding alfalfa and 825T

Southeast Kansas

Dairy alfalfa, grinding alfalfa, ground/delivered, grass hay

steady; movement slow. Alfalfa: horse or goat, 230.00-250.00.

Dairy 1.00-1.05/point RFV. Stock cow 160.00-170.00. Fair/Good

grinding alfalfa, 115.00-125.00. Ground and delivered, none re-

ported; Grass hay: Bluestem, small squares 130.00-140.00, good,

mid squares 120.00-140.00, large squares, 100.00-120.00, large

Northwest Kansas

North Central-Northeast Kansas

12/14, 2,457T of grass hay was reported bought/sold.

delivered locally to feedlots and dairies, 125.00-135.00.

of dairy alfalfa was reported bought/sold.

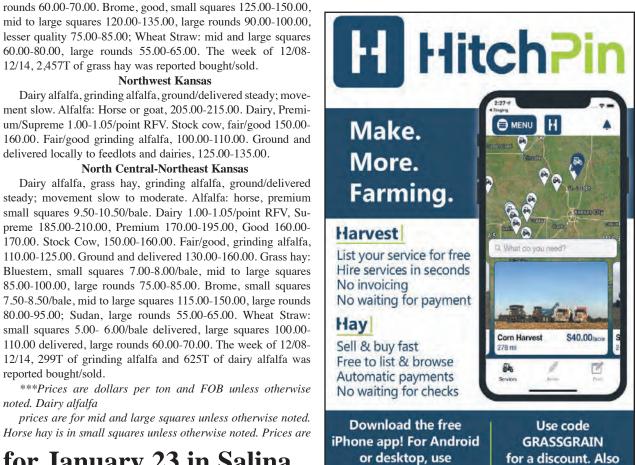
The school will be held on Thursday, January 23 in the K-State Polytechnic College Center Conference Room located at 2310 Centennial Rd., Salina. Start time is at 6:00 p.m. There is no cost to attend, but participants need to RSVP by Friday, January 17 either by visiting www. postrock.ksu.edu (Events), calling (785) 392-2147, or emailing crensink@ksu.edu .

Grass & Grain, December 24, 2019 from the most recent sales.

\*CWF Certified Weed Free \*RFV calculated using the Wis/Minn formula.

\*\*TDN calculated using the Western formula. Quantitative factors are approximate, and many factors can affect feeding value. Values based on 100% dry matter (TDN showing both 100% & 90%). Guidelines are to be used with visual appearance and intent of sale (usage).

Source: Kansas Department of Agriculture - Manhattan, Kansas, Kim Nettleton 785-564-6709. Posted to the Internet: www.ams.usda.gov/mnreports/DC\_GR310.txt



benefits Grass & Grain

#### **Turner Bison Exchange Prairie Performance Bison Auction**

Saturday, January 4, 2020 • 6:00 p.m. MST The Lodge at Deadwood - Deadwood, SD

Offering 180 heifers & 10 bulls from 10 Ranches in 4 States! FAWN LAKE RANCH, NE

(20) Bred Heifers

Z BAR RANCH, KS

(20) Yearling Heifers

(20) Yearling Heifers

(20) Yearling Heifers

DEER CREEK RANCH, NE

**BLUE CREEK RANCH, NE** 

(4) Two Yr Old Yellowstone Bulls

**BAD RIVER RANCHES, SD** (20) Bred Heifers

LADDER RANCH, NM (20) Bred Heifers

MCGINLEY RANCH, NE (20) Yearling Heifers (2) Yearling Production Breeding Bulls

MCMURTREY RANCH, NE (20) Yearling Heifers

VERMEJO PARK RANCH, NM (2) Two Yr Old Castle Rock Bulls (2) Yearling Castle Rock Bulls

SPIKEBOX RANCH, NE (20) Bred Heifers

Turner Ranches Prairie Performance Auction is offering animals from the upper 10% of our production herds and a select offering from our conservation herds.

More information about the animals, the Turner Ranches and their bison program can be found at: www.turnerbisonexchange.com

Photos, videos and bidding registration available at: qas.hibid.com



Jud Seaman, Auctioneer Rapid City, SD (605) 390-1419 jud@qualityauctionservices.com

Nutrient management/soil health workshop to be held Jan. 23 in Holton

A glance at the 2020 KSU Corn Cost-Return Budget for northeast Kansas shows total expenses \$533.37 and total fertilizer expenses - \$77.72. Those numbers may not be identical to yours, but I would venture a guess that on a percentage basis, fertilizer cost is going to come in somewhere in the ballpark of this budget. That means that 14-15 percent of a corn budget's total expenses lie in fertilizer costs.

Helping producers manage that nutrient cost is the focus of a January 23rd workshop at the Evangel United Methodist Church (227 Pennsylvania St.) in Holton. Efficient nutrient use will be our focus, with an emphasis on managing nutrients in an economically and environmentally sound manner. Following a few announcements at 9:45, K-State Research & Extension Soil Fertility and Nutrient Management specialist Dr. Dorivar Ruiz-Diaz will provide an overview of soil sampling best management practices, as well as an overview of what nutrients we should focus on as well as where a soil test recommendation comes from. He'll discuss what you can do to keep nutrients from being a limiting factor for production. Dr. Ruiz-Diaz will also share manure management tips, including the values we can expect to see from our common manure products. The morning will conclude with a discussion of how cover crops may help us address the industry's 4R Management (right source, right rate, right time, right place) approach to nutrient stewardship. Dr. Nathan Nelson, KSU professor in Soil Fertility and Nutrient Management, will share work being done by a team of researchers at Kansas State University to address how cover crops affect those strategies and how water quality might be affected. After a sponsored lunch compliments of the Jackson County Conservation District, KDA Division of Conservation and the Delaware and Middle Kansas WRAPS groups, we'll talk programs to assist producers. Tyler Warner, Kansas Department of Wildlife and Parks District Wildlife Biologist will discuss using precision analysis to identify acres that might generate more revenue under different management. He along with representatives from the Jackson County Conservation District, NRCS, and WRAPS will share information on their cost share program and funding resources. We'll conclude shortly after 2:00 p.m.

RSVPs for the sponsored lunch are requested by Jan-

uary 14th. Contact Brian Boeckman at the Jackson County Conservation District at 785-364-3329, extension 136 or via e-mail to brian. boeckman@ks.nacd.net.

Profitable nutrient management can yield big dividends for both the environment and the producer's bottom line. Plan to attend and see if your nutrient management plan can be enhanced even further. If you have questions contact me at any of our District Offices or via e-mail to dhallaue@ksu.





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# www.hitchpin.com



#### AUCTION SATURDAY, JANUARY 18, 2020 — 10:00 AM

At the Kloppenberg Center — HANOVER, KANSAS SELLING FOUR FARMS, 660 ACRES, MORE OR LESS

TRACT 1 The N ½ 16-1-3, Highland Township, Washington County, Kansas. This farm, 315 acres, more or less, is all excellent native grass pasture. There are 2 large ponds. The fences are good. The 2019 taxes are \$1,217. This farm is located northwest of Washington, Kansas. The northwest corner of the farm is at the intersection of 28th Road and National Road. This is probably one of the nicest pastures in Washington County.

#### TRACT 2

The E 1/2 SE 1/4 7-1-6, Herkimer Township, Marshall County, Kansas. This farm, 80 acres, more or less, consists of about 60 acres terraced cropland, with the balance being a 14 acre pasture with large pond and good fences, waterways and hayland. The cropland soils are Wymore and Pawnee. The 2019 taxes are \$1,552. The FSA bases and yields are 24 acres wheat, 39 bushels; 33 acres milo, 65 bushels; and 0.5 acres soybeans, 17 bushels. This 80 is high percentage good upland cropland.

#### **TRACT 3**

#### The W 1/2 SW 1/4 8-1-6, less the 9 acre farmstead, Herkimer Township, Marshall County, Kansas.

This farm, 70 acres, more or less, consists of about 62 acres terraced cropland, with the balance being waterways, and a little grassland and timber on the north. The cropland soils are Geary and Wymore. The estimated taxes are \$1,890. This farm is high percentage good upland cropland.

#### TRACT 4

#### The NW ¼ and the NE ¼ SW ¼ 8-1-6, Herkimer Township, Marshall County, Kansas.

This farm, 200 acres, more or less, consists of 96 acres terraced cropland in one large field, and 19 acres cropland in 7 small fields, about 50 acres pasture with 2 large ponds, with the balance being Little Indian Creek and timber. The bottomland soils are Muir, Kennebec, and Wabash. The upland soils are Geary and Wymore. The estimated taxes are \$2,855. This farm offers a nice mix of productive cropland, good native grass pasture, and excellent wildlife habitat.

The combined FSA bases and yields for Tracts 3 & 4 are 19 acres wheat, 39 bushels; 44 acres milo, 65 bushels; and 2 acres soybeans, 17 bushels.

Tracts 2, 3, and 4 are located along 2nd Road, between Arrowhead and Bison Roads, 5 to 6 miles north of Bremen.

Terms: Ten (10) percent down, the balance due on or before March 1st, 2020. Possession will be given at closing. There are 20.4 acres of wheat on Tract 2 and 22.1 acres on Tract 3. The Buyers will receive the cash rent after harvest.

#### THE HEIRS OF EMIL & LYLA KRAUSE

Announcements the day of the auction take precedence over previous advertising.



Phone 620-983-2158 www.grainbinsusa.com

## **HERINGTON LIVESTOCK COMMISSION CO.**



#### EARLY CONSIGNMENTS FOR JANUARY 1

• 120 mostly blk strs, 875-900 lbs.

124 mostly blk strs, 900 lbs.

• 120 mostly blk strs, 875-900 lbs.

MORE CATTLE BY SALE TIME

#### NO SALE DECEMBER 25<sup>TH</sup>

WE WILL HAVE A SALE ON JAN. 1<sup>ST</sup>

#### SPECIAL CALF SALE JANUARY 8<sup>TH</sup>

#### THURSDAY, JANUARY 16 • 6:00 PM

Zoetis will be putting on a BQA Certification meeting. Meal provided.

Our Consignments can now be viewed after 12 Noon on Mondays by going to <u>www.grassandgrain.com</u> & logging onto the online Subscription.

#### View Our Auction Live at LMAAUCTIONS.COM

KFRM AM 550, Every Wed., 8:00 a.m. • Barn Phone 785-258-2205

www.HeringtonLivestock.com

Manager: Tracy Ediger, 785-366-6645 • Josh Patry - 785-466-6652 Gary Suderman - 913-837-6785 • Dave Bures - 402-766-3743 Bob Kickhaefer, Cell - 785-258-4188 • Trevin Koehn, 620-381-0919

C	LA	SS			S
CLASSIFIED AD I	DEADLINE IS 10:00 A.M.	FRIDAY	RATES AND DISCOUNT	S CL	ASSIFICATIONS
	address and phone number need		E YOUR COST HERE	CATTLE	GOAT
	s information for our records.			SWINE	SHEEP
Name:	Phone #:		¢ a word. of words: @ 65¢	HORSES	POULTRY
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& GRAIN			LINE: www.grassan CATTLE		CATTLE
-					
6 FIRST CALF RED ANGUS/ Ingus Springer hfrs, \$1,050 er head, bred to Red Angus ulls. 620-596-2813 7 QUALITY BRED ANGUS/ Selbvieh heifers/ cows, bred	Conneally Comrade, cleaned up with calving ease SimmAn- gus bulls for 45 days, PI neg., pelvic measured, calf hood	<b>GRAZING LEASES</b> availab from Osage Nation Ranch Osage County, OK. Appro 1,097 cow/calf pairs and 58 head of stockers property ava able. Contact the ONR office 918-287-3835 for more inform	Rinkes R Cattle Co. For Sale:	REGISTERED LIMFLEX (Lim ousin x Angus) yearling bulls Easy calving and growth, reas onably priced. Falk Cattle 785 241- 4803 REGISTERED SHORTHORI	<ul> <li>calving ease bulls, Coming two-year-olds. Gentle, stour</li> <li>hotwire broke. Free delivery</li> <li>\$2350. Kanza Cattle, Chap</li> <li>man. 785-313-6565.</li> </ul>
Selbvieh or Angus. Raising re- lacements for over 30 years.	vaccinated, double vaccinated with Bovishield Gold VL5,	ation. Bids due Jan. 31.	SPRING AND FALL BRED REGISTERED	yearling bulls from proven calving ease sire. Capitalize on hy	- SWINE
osing pasture. 913-370-0334	wormed and 1st shot of Scour- guard. Weigh 1100 lbs. and up,		ANGUS FEMALES	brid vigor and maternal traits to Purebred or Commercial herds	0 S. I
5 FIRST CALF ANGUS/ An- us cross spring calving	good disposition. 785-258- 0173	LE LE	HOLTON, KANSAS 785-845-5272 • 785-817-2328	ZumbrunnShorthorns.com, ca 785-761-3970.	SWINE
eifers, \$1050/head. 620-596- 813	HEREFORD BULLS	WOODBURY	www.rinkescattle.com	JENSEN BROS.	Buildings — Ventilation
5 YOUNG ANGUS/ANGUS	(CON)	-== F A R M S=-	rinkescattle@gmail.com	Bulls available for	Flooring — Feeders Waterers — Heaters
ross spring calving cows. 620- 96-2813		Angus Bulls For Sale		Fall breeding	Crates — Nursery Equip.
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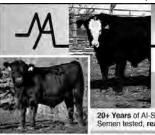
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Grass & Grain, December 24, 2019

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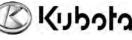
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U.S. Secretary of Agriculture Sonny Perdue has announced the availability of a second round of \$550 million in United States Department of Agriculture (USDA) Re-Connect Pilot Program funding appropriated by Congress. The application window for this round of funding is set to open Jan. 31, 2020. Perdue made the announcement alongside Iowa Gov. Kim Reynolds while congratulating the Farmers Mutual Telephone Company of Stanton, Iowa, for receiving \$6.4 million in first-round Reconnect Pilot Program funding to connect 477 households, 35 farms and 21 businesses in Montgomery and Page counties.

"This second round of ReConnect funding will help USDA be an even stronger partner in closing the digital divide in America's rural communities," Perdue said.

"Our core mission at USDA is to increase rural prosperity through boosting economic opportunity in rural America. We know that rural communities need robust, modern infrastructure to thrive, and that includes having access to broadband e-Connectivity. Under the leadership of President Trump and in cooperation with Congressional appropriators, USDA is proud to partner with rural communities to deploy this critical infrastructure, because we know when rural America thrives, all of America thrives."

Reynolds added, "Iowa is home to creative entrepreneurs who are driving technological innovation across the heartland. By leveraging local, state and federal resources, we are investing like never before in broadband connectivity and sparking revitalization across rural Iowa. I appreciate Sec-

retary Perdue for being here today to represent the Trump administration's unwavering commitment to growing all aspects of rural America.'

Second Round Highlights: USDA will make available up to \$200 million for grants, up to \$200 million for 50/50 grant/loan combinations, and up to \$200 million for low-interest loans. The application window for this round of funding will open Jan. 31, 2020.

Applications for all funding products will be accepted in the same application window, which will close no later than March 16, 2020.

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A full description of 2020 ReConnect Pilot Program funding is available on page 67913 of the Dec. 12, 2019, Federal Register. To learn more about eligibility, technical assistance and recent announcements, visit www.usda. gov/reconnect.

## Training seminars in China aim to boost sales of U.S. pork, alternative beef cuts

Introducing alternative cuts of U.S. pork and beef to importers, restaurant operators and retailers from central China, USMEF partnered with the Xin Guo Hua Company for a series of cutting seminars in Shanghai and Hangzhou. Designed to boost sales of U.S. red meat, the training seminars were funded by the USDA Market Access Program (MAP), the Texas Beef Council (TBC), the Beef Checkoff Program and the National Pork Board.

At all three seminars, USMEF's overview of the U.S. pork and beef industries included an explanation of the USDA grading systems. An experienced butcher from Xin Guo Hua shared new ways to incorporate U.S. beef and pork cuts into a variety of dishes and demonstrated how to break down and prepare the cuts to get the most value.

Shanghai (U.S. pork and beef cutting)

More than 80 importers, distributors, restaurant operators and retailers attended a session on Japanese and Korean styles of cutting and culinary applications.

The Xin Guo Hua butcher demonstrated cutting techniques using U.S. beef knuckle tips, outside flat, inside round, striploin and bone-in ribeye steaks, along with U.S. pork CT butt. He suggested cooking methods to get the most out of the cuts, including Japanese-style roasted pork butt, considered a "zero-waste" dish for restaurants. Another example combined Kocuts makes U.S. pork and beef a very affordable option for retailers and restaurants," said Ming Liang, USMEF marketing director in China. "There were a lot of very practical ideas, such as new ingredients and grinding methods for U.S. beef burgers and using roasted U.S. pork boneless butt for dishes in the foodservice sector."

Shanghai (City Super U.S. beef cutting)

More than 15 meat department employees of City Super Group, a flagship retailer in China, participated in this cutting seminar. They were taught new methods of cutting U.S. beef and how to promote the resulting products to consumers.

City Super has been working to increase the presence of U.S. beef in its stores, noted Liang.

"The chain already features U.S. beef short ribs and ribeyes, but it would like to add value items like top blade, rib fingers, hanging tenders and chuck eye roll," he said.

Among the dishes created during the training session were Korean-style rib fingers and bone-in chuck short ribs, thick-cut butterfly hanging tender slices for hot pot and burger patties made with trimmings and fats remaining from the

other cuts.

"City Super had explained that they have a pretty high amount of trimming waste, so we showed them how to grind some of the trimmings and mix them with curry or other spices for flavorful burgers," said Liang. "The chain can increase its profits by reducing the waste associated with trimming."

A tasting session of the U.S. beef dishes completed the seminar.

"The reaction was great, as people complimented the tenderness of the hanging tender hot pot slices, rib fingers and short ribs," said Liang, adding that City Super plans to partner with USMEF in a future promotion of those cuts.

Hangzhou (Heige staff training)

USMEF held a staff training seminar for the Heige Company, which operates a variety of hot pot, yakiniku and burger restaurants in China. The wholesale side of its business has potential to utilize more alternative cuts from the United States.

The seminar included training in Korean and Japanese culinary concepts using U.S. pork and beef. A cutting demonstration detailed where and how to break the cuts, along with how to effectively display



U.S. beef bone-in short ribs, top blade, rib finger meat and U.S. pork CT butt and spareribs for custom-

The result was Korean-style bone-in short ribs sliced, then folded, for yakiniku presentations and thicker slices of the pork butt for barbecue and hot pot dishes.

Ideas to boost the flavor and juiciness of U.S. beef patties included one recipe that adds broiled onion iuices.

"Heige staffers now have a better knowledge of U.S. beef and pork, and we educated them on how grain-fed beef and pork are more tender and flavorful," said Liang. "Company representatives are now more confident about importing more U.S. product. They have started importing beef directly from Greater Omaha Packing Company on a regular basis, with the first containers arriving in Shanghai. So, we feel this kind of training will help continue the momentum for U.S. red meat in the region."

#### 7:00 p.m. for a meet-and-greet reception. Thomas strives to bring a face to the American farming and ranching industries by capturing the personality of an ornery bull calf, a stunning Kansas sunset, the peaceful "blue hour," and more. The Farmin Artist's intense style of photography creates a feeling of total immersion for his viewers, allowing you to wrap yourself up in a warm Kansas sunset, or shiver in the crusty snow as three bulls study you curiously. Each scene that Thomas captures is as unique as it is fascinating. The Farmin Artist is on

display until February 2, 2020. The Museum is open Monday through Friday 9-12 and 1-4; Saturdays 9-12 & 1-5; Sundays and holidays 1-5. We are closed Thanksgiving, Christmas, and New Year's Day. We are handicapped accessible and admission is always free thanks to the generous support of the Dane G. Hansen Foundation. For more information or if you have questions, please contact us at 785-689-4846.

Meet the Farmin Artist at the Dane

Take the opportunity to hear from the Artist himself and come to the museum to meet The Farmin Artist, Thomas Zimmerman.

A master of capturing vibrant scenes through the lens, Thomas

will be at the Dane G. Hansen Museum on January 10, 2020 at

G. Hansen Museum January 10





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A tasting session featured these cuts in Japanese and western-style dishes.

"One of the points we stressed was that the versatility of these alternative



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#### Page 20 Grass & Grain, December 24, 2019 Tax mitigation for disaster-related changes

#### By Kasey Brown, associate editor, **Angus Beef Bulletin**

Nobody really wants to pay taxes, but there are good and bad ways to avoid paying them. It's like a chess match. This year has been tough for many around the country, and Wesley Tucker, field specialist in agribusiness for the University of Missouri Extension, offers some tax mitigation strategies for dealing with disaster-caused changes.

Having income in a lower tax bracket is one of those good ways, but can also come back to bite you, warns Tucker. If you wipe out your income, you may also wipe out the opportunity to contribute to your retirement. In some instances, you also have to make sure that you still qualify as a farmer, so your income from the farm must be at least 50% of your total income.

If you have weather-related sales of livestock, there are two code sections that allow for income deferral: I.R.C. 451 (g) and I.R.C. 1033 (e). The 451 (g) deferral is for excess sales due to drought, flood or weather. You can qualify if your principal trade or business is farming, you are a cash-basis taxpayer, you would not have sold the animals under usual circumstances, and your area is eligible for federal as-

sistance.

For this section 451 (g) to apply, the livestock don't have to be raised or sold in the weather-related disaster area. An example of this is lost grazing area due to drought. However, the taxpayer must show the sale occurred due to the weather-related conditions, Tucker says.

The 1033 (e) focuses on breeding stock. This lets taxpayers postpone the gain on livestock sold due to weather-related sales that are more than normal. You can hold off on reporting the income from the sales if you replace them within the specified time period since you would not have normally sold them.

So, if you sold 50 head instead of 20 because of a disaster, you can wait to report 30 head as income because you will replace them. You have to do the math to decide whether that's advantageous to you or not, Tucker says.

He explains: "If we have a drought year, expenses are high. I'm having to spend a lot on feed, and generally I don't make a lot of money in a disaster year, so my income is low. The reality is depreciation recapture is not subject to self-employment tax. In addition, if a producer is already in that lower tax bracket, then my capital gains rate may actually be 0%. More times than not, those who call

me and want to defer income from weather-related sales of livestock, they often can sell those cattle and pay very little or possibly nothing in tax on them, especially if they're in that lower-income tax bracket.

"Then, when they do replace those animals, then that entire purchase gets to go on depreciation, which saves them taxes in the coming year, but also saves them self-employment taxes, which is 15.3%. Be very careful of whether taking that deferral is going to cost you down the road."

If you do decide to make the election for the 1033 (e), Tucker says you must attach a statement to the return with evidence of weather-related conditions, compute the amount of realized gain, list the number and kind of livestock sold, and list the number and kind that would have been sold under normal conditions.

Tucker's enthusiasm for number-crunching exudes when he talks, but he's quick to note that he's not a lawyer or accountant. He suggests reaching out to a professional when doing your farm taxes, but hopes to share some ideas on tax tools.

For more information on tax strategies and information, check out this article: http://bit.ly/TaxCuts1118.

#### USDA farm programs help farmers and ranchers during 2019 challenges

USDA farm programs helped producers weather a tough 2019, marked with prevented planting, delayed harvests, and unjustified foreign retaliatory tariffs. USDA's farm program agencies – the Farm Service Agency (FSA), Natural Resources Conservation Service (NRCS), Risk Management Agency (RMA), and Farm Production and Conservation (FPAC) Business Center - worked to deliver programs to assist farmers and ranchers. Additionally, these agencies made strides to enhance efficiency and effectiveness to improve service to their customers.

"This has been a challenging year for our nation's producers. I am very proud of all we've done to ease some of the financial strain farmers, ranchers, and their families have experienced," said USDA FPAC under secretary Bill Northey. "In 2020, we don't plan to slow down. We will continue to do our part to meet Secretary Sonny Perdue's goal of better serving our customers and improving the efficiency and effectiveness of program delivery. I greatly look forward to seeing what we accomplish in 2020."

Key highlights from 2019 include:

Support for Prevented Planting: Producers reported more than 19.6 million acres as prevented from planting in 2019, in large part because of a wet, cold spring and flooding. RMA paid roughly \$4.26 billion in prevented planting claims related to flooding and excess

moisture. USDA agencies also flexed other ways to help impacted producers, from adjusting deadlines to holding special cover crop signups. Additionally, producers with crop insurance received a total of \$580 million in "top-up" payments. Learn more.

Disaster Relief: In addition to weather events that prevented producers from planting, other natural disasters took a toll on U.S. agriculture during the year. Through a suite of disaster programs, USDA helped offset losses through more than \$1 billion in funding from the 2018 Farm Bill and other legislation. FSA started implementation of the Wildfire and Hurricane Indemnity Program Plus, through which \$3 billion is available to producers who suffered damages from 2018 and 2019 natural disasters. Learn more.

Trade Relief: For the second year in a row, USDA provided aid to farmers hurt by trade disruptions prompted by unjustified foreign retaliatory tariffs on their products through the Market Facilitation Program (MFP). FSA paid more than \$10.4 billion to farmers in the first two tranches of payments.

Farm Bill Implementation: On December 20, 2018, President Trump signed the 2018 Farm Bill into law, which created new programs and updated existing ones. FSA, NRCS, RMA, and the FPAC Business Center worked diligently to implement the programs, including:

Launching the new Dairy Margin Coverage

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Program, holding both the 2019 and 2020 signups. More than 23,000 producers enrolled for coverage for 2019.

Publishing interim final rules on the Conservation Reserve Program, Conservation Stewardship Program, and Environmental Quality Incentives Program, as well as making minor changes to a number of conservation regulations including the Technical Service Provider provisions, enabling 2020 signups for these key conservation Additionally, NRCS has made great strides to meet the Farm Bill requirement to review and update its 171 conservation practice standards. So far, 58 have been improved, and two new ones have been developed.

Opening 2019 and 2020 enrollment for the Agriculture Risk Coverage and Price Loss Coverage programs.

Outlining program opportunities for producers growing hemp, as directed by the Farm Bill, including Whole-Farm Revenue Protection, which becomes available in crop year 2020.

Customer Service and Technology Advances:

wide review and expansion of state innovative conservation technology tools. As a result, a new Highly Erodible Land Determination Tool was developed to decrease customer response times. It saves an estimated 2.5 hours per determination and up to 53 staff years per year nationally. The tool creates greater product consistency and assists field office employees by automatically generating customer information letters with the required form and informative map.

Farmers.gov: USDA's newest self-service website has made a number of advances, including:

Launching the "My Financial Information" feature, enabling producers to login to view loan information, history, and pay.

Launching the new Farm Loan Discovery Tool, which helps farmers and ranchers find information on the farm loans that may best fit their operations. Farmers who are looking for financing options to operate a farm or buy land can answer a few simple questions about what they are looking to fund and how much money they need to borrow.

## The winding road to Prime

#### By Abbie Burnett

At Walnut and East 6th in downtown Cincinnati, a vibrant mural shows Neil Armstrong with a lunar movie camera, seemingly trained on a steakhouse rather than a moonscape. If anyone could watch the film over the last few years, what a story it would tell.

When the mural went up in summer 2016, the view took in Prime 47, a steakhouse barely hanging on. Many a passerby might've asked if or why it was still open. But a transformation was beginning inside.

Today, everyone from downtowners hustling in for lunch to evening diners from hours away all rave about what is now Prime Cincinnati. They may savor anything from Certified Angus Beef® (CAB®) brand Prime meaballs to a dryaged CAB chuck short rib with bacon risotto.

Executive chef Shawn Heine is proud of the transformation and success since he started.

But it was no easy feat getting there.

He grew up working on a dairy farm in central New York and did a lot of physical labor like brick-and-cement work until summertime would roll around and restaurants needed the extra hands. Heine liked that better than masonry and began applying for steady work.

Two restaurant owners out for a bite hired the young man outside an establishment that had just turned him down.

Heine never left the culinary world after that.

From Delaware to Miami to Chicago to New York and back several times, Heine lived in eight states and learned his way around a hard-earned education in classrooms and kitchens.

At one point, he was working at Mon Ami in Boca Raton, Fla., and going to culinary school at Johnson & Wales in North Miami. Working 40 to 50 hours and going to school for 30 hours a week, every dish and paper was a step closer to the main stage.

That time came soon after he met his wife, Ashlee, while working at the upscale eatery, Fulton's on the River in Chicago. When she was done with school, Heine followed her back to her hometown of Cincinnati and after a couple of other jobs, found work at Prime 47 as the executive chef. He had to have wondered about his prospects there.

"It was me and one other cook and dishwasher working, and hoping we get a couple tables that night," Heine says. But the place would usually be near-empty.

It was summer 2016 and some world-famous Brazilian was working on the mural across the street while Heine worked to revamp the whole menu inside the steakhouse.

Already accustomed to fresh, high-quality seafood from past experience, the chef began researching what quality meant for beef and what was now "his" steakhouse.

"I was using just USDA Choice and Prime, and I didn't really know any better," Heine says. "So, I really got into the aspect of, 'What's the quality of steak' and for about two-and-a-half years now, I've been Certified Angus Beef."

Now? Prime Cincinnati is regularly doing \$10- to \$20,000 nights in sales with eight cooks and two dishwashers. Heine watches the reviews get better daily as his restaurant grows from 8% to 18% year after year.

It all comes down to quality, he says, the success and the reason he sells CAB Prime for most dishes.

"I don't like using subpar stuff; I'm not a subpar kind of guy."

His standards are really high because he knows his guests' standards are high. When they come into Prime Cincinnati and expect to spend "a couple hundred dollars" for a meal, it's a responsibility he doesn't take lightly.

Heine says he wants something that's not just going to be remembered two to three weeks from now, but a month or two after when they think about their next steak.

"I want them to have had the best—the Prime meal that they came for—so they remember us down the road and

Get Your Copy of Grass & Grain Every Week ... Subscribe Today! come back," he says.

Despite all the success, Heine knows if he were to have a star on the Walk of Fame, it's all thanks to his costars, the ranchers providing the high-quality beef he serves up every night.

"I think it's an all-out team effort from everybody," Heine says. "It starts with the ranchers and ends up on my guests' plates. Without the ranchers, I couldn't do what I was doing and vice versa. We're just one big team. It's a pleasure to be able to serve the meat they produce."

Heine wants the cattleman to know he's doing what he can to provide value back to the ranch.

"I'd just like him to know I'm not a guy that just buys steaks and cooks them," he says. "I'm utilizing the beef as best I can to bring in every dollar I can to make his life a little easier, for our team and our customers."

That includes being an ambassador on behalf of the brand and ranchers.

Many customers are people who come in on a daily basis. Heine says they're always grateful because he builds their beef knowledge and educates them on what a good steak is, and all that's gone into it.

In 2020, he's hosting a benefit dinner, with ranchers explaining everything it takes to raise the very steak in front of the diners.

"I want my guests to appreciate what they're eating," Heine says. "They're not just eating a steak."

It's probably why Prime Cincinnati won the 2019 CAB Steakhouse of the Year award.

Future restaurant ventures for Heine are varied, but all will serve the brand. For now though, if we found a way to view Armstrong's film of success across the street, we would all enjoy the happy ending.

#### **Defining 'meat' battle continues: federal court sides with plant-based manufacturers**

Federal courts in the Midwest sided with manufacturers of plant-based meat alternatives suing the states of Arkansas and Missouri to stop enforcement of laws that prohibit companies from using labeling terms associated with meat derived from live animals, according to Meatingplace.

The U.S. District Court for the Eastern District of Arkansas recently granted a motion for preliminary injunction filed by plant-based "meat" producer Tofurky and the American Civil Liberties Union. On the same day, the U.S. Court of Appeals for the Eighth Circuit blocked Missouri's appeal to lift a stay of enforcement that a district court granted to Tofurky and the Good Food Institute in September.

Arkansas and Missouri contend that Tofurky's labels for its plant-based products are misleading to consumers because they do not include traditional meat. The manufacturers have sued on the grounds that the states' laws violate free speech provided by the First Amendment.

Tofurky argued that such terms have long been used to describe foods not made from slaughtered animals, and argued that its labels clearly identify its products as "all vegan," "plant-based," "vegetarian," "veggie," and "made with pasture-raised plants" on the front of its packages. Unfortunately, the courts agreed with Tofurky's argument.

# Feeding moldy hay

#### By Wendie Powell, Livestock Production Agent, Wildcat Extension District

We are still seeing consequences from such a wet summer and difficult haying season. No matter how hard producers tried, hay was likely baled a little too wet and now has some mold.

Can this hay be fed safely to any class of livestock? Direct negative effects of moldy hav are difficult to document. Horses may be more sensitive to mold than most livestock. For instance, mold spores often contribute to respiratory and digestive problems like colic or heaves in horses. Cattle apparently are less affected, but certain types of molds can cause abortions or aspergillosis. People, too, can be affected by mold spores. Mold can cause a condition called farmer's lung, where the fungus actually grows in lung tissue. So try to avoid breathing in many of these spores.

It is a tough decision to feed or avoid using the moldy hay. Although all hay contains some mold, when it becomes easily noticeable, the decision becomes important. Usually, mold makes hay less palatable; resulting in lower intake or even in animals refusing to eat the hay altogether.

Other problems from mold can occur because of mycotox-

Gentral Livestock Bit N. Main St. South Hutchinson, Ks <u>WWW.centrallivestockks.com</u> Office: 620-662-3371 or Matt Hoffman (Owner): 620-727-0913 Hay Auction- Every Tuesday at 9:00 a.m. Cattle Auction- Every Tuesday at 9:00 a.m. Hog/Sheep/Goat Auction- Every 3rd Saturday Horse/Tack Auction- Every 1st Saturday ins produced by certain mold fungi. Mycotoxins can cause a number of problems, depending on the levels that are present in the hay:

• Reduced nutrient absorption and impaired metabolism, including altered digestion and microbial growth, diarrhea, intestinal irritation, reduced production, lower fertility, abortions, lethargy, and increased morbidity

• Alterations in the endocrine and exocrine systems

• Suppression of the immune system, which can lead

to other disease problems • Cellular death causing

organ damage The mycotoxin issues are the main drivers of the decision making process when discussing feeding moldy hay. Not all molds produce mycotoxins and the amount produced by those that do is unpredictable.

The best course of action is to minimize feeding moldy hay to more sensitive animals, like horses or pregnant cows. This may require a keen eye or sensitive nose when selecting hay to feed each day. Mixing moldy hay with other feedstuffs can dilute problems, but be careful that you don't make your animals sick by tricking them into eating bad hay that they would normally not eat.

Moldy hay is a difficult problem to deal with. Common sense and good observation often are your best decision aids.

For more information, contact wendiepowell@ksu.edu, Livestock Production Agent, (620) 784-5337

#### Paola Livestock Auction, Inc. P.O. Box 251 • 26701 Eagle Drive Paola, KS 66071 • 913-294-3335 Sale Every Friday 1 PM Locally Owned & Operated **HOLIDAY SCHEDULE:** We will have our last regular sale on Dec. 20<sup>th</sup> **CLOSED** on Dec. 27th Special Bred Heifer & Cow sale: Sun., Dec. 29<sup>th</sup>, 1**р.**м. Early consignments for the cow sale include: 60 cow/calf pairs, 8 yrs to SS. Half are Red cows w/ Red calves and half are blk cows w/ blk calves, running back w/ bulls for Aug. 1st calves. 94 head of blk Angus bred cows - complete dispersal, cows bred to blk Angus bulls to start calving on March 1st, 3-6 yrs old, 12 are pairs w/ 10 Char calves & 2 blk Ang calves at side. 2 blk Angus bulls 2.5 yrs old, semen & trich tested. 20 head blk Angus cows, bred to Registered blk Ang bulls to calve March 1st, mainly 3-8 yrs - some older. Complete dispersal of good cows worked in Oct. 75 big fancy blk 1st calf hfrs, bred to McCabe Angus bulls to calve Mar. 1st for 70 day cycle, up to date on all vacc. incl. scourguard, gentle. For more information call Maurie Bourguin Salebarn Josh Bourguin 913-731-4348 913-294-3335 913-731-4240 DORA LIVESTOCK AUCTION, INC.



#### Holton Livestock Exchange, Inc. 1/2 mile East of Holton, KS on 16 Highway Livestock Auction every Tuesday at 12 NOON

Serving the Midwest Livestock Industry for 67 Years!

MARKET REPORT FOR TUESDAY, DECEMBER 17, 2019 RECEIPTS: 890 CATTLE Please visit our website for full sale results! *VWWW.HOLTONLIVESTOCK.COM* 

STE	ERS	HEIF	ERS
18 blk bwf strs		5 blk hfrs	433@164.50
8 blk bwf strs		3 blk hfrs	436@160.00
5 blk strs		5 blk red hfrs	366@159.00
4 blk strs		5 red blk hfrs	461@154.00
4 blk strs		6 blk red hfrs	355@151.00
10 blk red strs	599@155.00	25 blk bwf hfrs	723@144.50
13 bwf rwf strs	573@155.00	9 bwf rwf hfrs	757@144.25
8 bwf rwf strs 27 blk bwf strs	595@154.00 675@150.00	6 red hfrs	539@143.50
5 blk bwf strs	696@146.00	7 blk hfrs	543@142.50
6 bwf rwf strs	703@146.00	7 blk hfrs	766@140.00
11 blk bwf strs	805@144.00	23 bwf blk hfrs	573@140.00
6 blk strs	692@140.00	8 blk bwf hfrs	681@137.50
17 blk bwf strs	815@140.00	20 bwf rwf hfrs	812@137.00
28 blk strs	661@138.25	5 blk bwf hfrs	589@135.00
6 blk bwf strs	792@136.50	6 blk hfrs	555@135.00
	755@135.50	6 red blk hfrs	591@135.00
	748@135.50	7 blk hfrs	620@134.50
4 herf strs	771 @134.00	21 blk hfrs	657@132.00
8 blk bwf strs	776@131.50		

Wishing Everyone Merry Christmas & Happy New Year!

DECEMBER 31, 2019--CLOSED

JANUARY 7, 2020! REGULAR WEEKLY AUCTION

Dan Harris, Auctioneer & Owner • 785-364-7137 Danny Deters, Corning, Auct. & Field Rep • 785-868-2591 Dick Coppinger, Winchester, Field Rep. • 913-774-2415 Steve Aeschliman, Sabetha, Field Rep. • 785-284-2417 Larry Matzke, Wheaton, Field Rep. • 785-268-0225 Craig Wischropp, Horton, Field Rep. • 785-547-5419 Barn Phone • 785-364-4114 **WEBSITE: www.holtonlivestock.com** EMAIL: dan@holtonlivestock.com

View our auctions live at "Imaauctions.com"

Sat., Jan. 4<sup>th</sup> - Horse & Tack Sale Tues., Jan. 14<sup>th</sup> - Calf/Yearling Special

#### Eureka Livestock Sale P.O. Box 267 Eureka, KS 67045 620-583-5008 Office 620-583-7475

Sale Every Thursday at 11:30 a.m. Sharp

Like Us On Facebook! On Thursday, Dec. 19 we had 615 head of cattle. Weaned calves \$5-\$10 higher on a very active market. Packer cows & bulls steady to higher.

ST	EERS	7 bk	681@148.00	8 bk	648@140.75
2 bk	435@172.00	5 bk bwf	787@143.50	34 bk bwf	604@138.00
6 bk	518@169.00	HE	IFERS	10 bk gray	/633@134.00
25 bk	549@168.00	7 bk	335@158.50	5 bk	586@133.75
3 bk	448@164.00	3 bk	425@154.00	3 bk	730@133.00
38 bk bwf	614@161.50	8 bk	453@150.00	2 bk bwf '	1025@125.00
4 bk bwf	581@160.00	32 bk bwf	518@146.75		
7 bk char	619@156.00	5 bk	547@144.50	B	ULLS
13 bk	622@155.00	14 bk bwf	641@143.75	3 bk	440@166.00
11 bk	696@154.00	4 bk	574@142.50	3 bk	617@136.50

Butcher Cows: \$30-\$77.50; mostly \$50-\$72; steady to higher. Butcher Bulls: \$61-\$79, mostly \$68-\$77, steady to higher. Big Flesh Cows mostly \$64-\$76, very active; thinner cows mostly \$40-\$57, steady

moony wro w	or, oroady		
BUTCHE	R COWS	3 blk	1458@65.50
1 blk	1745@77.50	4 red	1374@63.00
1 Brangus	1730@74.50	1 Hol	2010@60.00
2 Brangus	1653@73.50	BUTCH	HER BULLS
2 Brangus	1548@70.50	1 wf	2045@79.00
1 blk	1670@70.50	1 brindle	1365@78.00
1 blk	1535@70.50	1 blk	1430@77.50
1 blk	1515@69.50	1 blk	2070@77.00
2 blk	1403@68.50	1 blk	1700@76.50
2 blk	1503@68.50	1 blk	1545@76.00
1 Hol	1915@68.00	1 blk	1625@74.00

## NO SALE DEC. 26 - MERRY CHRISTMAS

& HAPPY NEW YEAR! We will have a sale on JANUARY 2, 2020! Be a good time to sell some Packer Cows & Bulls. 300 mixed strs & hfrs, 500-900 lbs. SEE YOU ON JANUARY 2!

We appreciate your business!

Ron Ervin - Owner-Manager Home Phone - 620-583-5385 Mobile Cell 620-750-0123 Austin Evenson- Fieldman Mobile Cell 620-750-0222 If you have any cattle to be looked at call Ron or Austin

#### **316-320-3212** Fax: 316-320-7159 2595 SE Highway 54, P.O. Box 622, El Dorado, KS 67042

#### Market Report - Sale Date 12-19-19. 1,013 Head.

300-400 lb. steers, \$155-\$177; heifers, \$138-\$149; 400-500 lb. steers, \$140-\$185; heifers, \$141-\$167; 500-600 lb. steers, \$119-\$162; heifers, \$130-\$151; 600-700 lb. steers, \$138-\$151; heifers, \$120-\$140; 700-800 lb. steers, \$130-\$141; heifers, \$113-\$132; 800-900 lb. steers, \$135-\$145.25; heifers, \$107-\$127; 900-1,000 lb. steers, \$118-\$142.25. Trend on Calves: Steady to firm. Trend on Feeder Cattle: Steady. Butcher Cows: High dressing cows: \$55-\$65; Avg. dressing cows: \$40-\$50; Low dressing cows: \$20-\$35. Butcher Bulls: Avg. to high dressing bulls: \$66-\$78. Trend on Cows & Bulls: \$6-\$7 cheaper on cows; bull steady.

#### HIGHLIGHTS:

	monelonno.								
	HEIFERS	59 mix	592@148.00						
6 bk	409@167.00	21 blk	639@149.25						
5 mix	627@140.00	58 bk	690@151.00						
11 mix	644@136.75	15 mix	749@138.00						
24 mix	660@	14 mix	758@141.00						
	STEERS	129 mix	865@145.25						
5 mix	456@185.00	62 mostly blk	910@142.25						
5 blk	529@162.00								

#### We will be closed for 2 weeks for the holidays!

Thank you to all of our customers for a great 2019 as we look forward to 2020. Merry Christmas!

#### • JANUARY 9, 2020: SPECIAL STOCKER FEEDER SALE EXPECTING 2,000!

#### • JANUARY 16, 2020

• JANUARY 18, 2020: SPECIAL SATURDAY COW SALE!

- 80 Spring calving cows, 4 years & up
- 65 Spring calving bred cows
- 10 Fall calving pairs

#### STAY TUNED FOR EARLY CONSIGNMENTS! CHECK OUR WEBSITE AS WELL AS FACEBOOK FOR UPDATED LISTINGS!

We welcome your consignments! If you have cattle to consign or would like additional information, please call the office at 316-320-3212

## Check our website & Facebook for updated consignments: www.eldoradolivestock.com

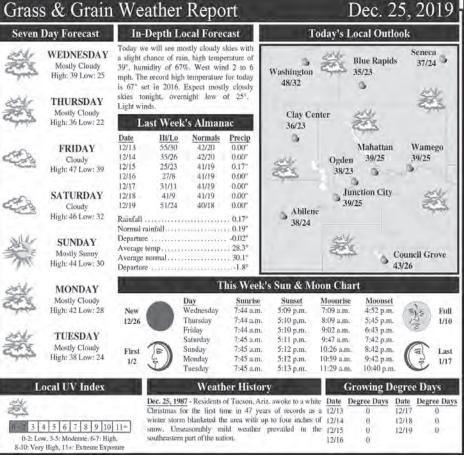
To stay up to date on our latest announcements you can "Like" us on Facebook

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(620) 394-3273 (H)	(620) 367-2331 (H)
(620) 229-0076 (M)	(620) 345-6879 (M)

Cattle Sale Every Thursday 11:00 AM

Grass & Grain, December 24, 2019

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## Dec. 25, 2019 K-State meat judging team finishes as national runner-up

The Kansas State University meat judging team completed the 2019 season with a runner-up finish at the International Intercollegiate Meat Judging contest in Dakota City, Nebraska recently.

Three team members also earned All American honors based on their individual finishes throughout the year and academic achievements.

"The students on the team this year are a great representation of what this program is about: hard work, teamwork, and success," said the team's coach, Travis O'Quinn, an associate professor of animal science. "You could not put together a group of students who better personified all of the values that this program stands for. I am honored and humbled to have had the opportunity to work with them this year, and cannot wait to see all of their future successes in their lives and careers."

Texas Tech earned the



overall team title, while K-State was the reserve national champion, followed by Texas A&M, Oklahoma State and Colorado State.

K-State's All Americans included first-teamers Michaela Musselman of Clay Center (fourth overall at the national contest) and Lane Egger of Columbus, Nebraska (fifth overall); and second-teamer Hannah Williams of Kearney, Nebraska.

Meat judging requires students to judge ten classes of beef, lamb and pork carcasses and cuts and rank them on value. Then, they must defend their rankings to judges with written reasons.

"Additionally, the students have to apply USDA yield and quality grades to 15 beef carcasses and evaluate a set of ten sub-primal cuts for cutting defects," O'Quinn said.

"The learning experiences these students receive on these teams is second to none," he added. "The level of critical thinking, communication, time management and life skills gained as a part of the team goes well beyond what is possible in a traditional classroom. These programs make a monumental difference in these students' lives and expose them to countless career opportunities that they otherwise would have never been exposed to. There is no doubt that being a part of a judging team positively impacts these students for the rest of their lives."

Other members of this year's team include Greyson Collins of St. John; Kimmi Doran of Whiteford, Maryland; Katie Lybarger of Garnett; Jake McCall of Greenville, Virginia; Luke Prill of Wichita; Hannah Seymore of Visalia, California; Adelyn Smith of Corinth, Texas; and Cheyenne Swoope of Kilgore, Texas.

"This finish is a testament to the extreme level of hard work and dedication that this group of students have put in throughout this year," O'Quinn said. "The team finished in the top two teams overall at seven out of the nine contests in which they competed. This makes them one of the most successful teams in the history of K-State. I am extremely proud of this group for their accomplishments and high level of excellence that they embodied."

CARTER RANCH SUPPLY



## The Rezac's and Employees Wish You All A Merry Christmas

demand for st \$5.00 higher.	teer and heife Feeder steers	ember 17. The r calves that s and heifers s s were \$1.00 to	old steady to old steady to	7 blk hfrs 3 blk hfrs 3 mix hfrs 8 blk/wf hfrs 3 blk hfrs	293 @ 151.00 410 @ 150.00 500 @ 147.00 475 @ 146.00 335 @ 145.00	27 blk hfrs 8 red/wf hfrs 2 blk hfrs 4 blk hfrs 3 red hfrs	767 @ 135.00 751 @ 125.50 820 @ 120.00 974 @ 119.00 800 @ 115.00	1 blk cow 1 bwf cow 1 blk cow 1 blk cow 1 blk cow 1 bwf cow	1010 @ 46.50 1100 @ 46.00 1360 @ 45.00 1065 @ 44.00 1055 @ 43.50	1 blk cow 1 blk cow 1 blk cow 1 sim cow 1 bwf cow	825 @ 42.00 1375 @ 41.50 930 @ 40.50 1210 @ 40.00 1135 @ 39.00
STEER & BU	LL CALVES	7 blk strs	609 @ 148.50	6 blk hfrs	541 @ 142.00	2 red hfrs	925 @ 110.00	1 red cow	1150 @ 43.00	1 red cow	1130 @ 38.50
9 blk strs	428 @ 194.00	12 blk strs	628 @ 148.00	2 mix hfrs	345 @ 139.00			1 bwf cow	1205 @ 42.50		
16 bwf/blk strs	463 @ 192.00	73 char/blk strs	726 @ 148.00	2 red/blk hfrs	508 @ 139.00	COWS & HE	IFERETTES				
3 blk/red strs	465 @ 185.00	12 blk/char strs	672 @ 147.50			1 blk hfrt	1125 @ 95.50				
2 blk strs	425 @ 183.00	148 blk/bwf strs	869 @ 147.50	<b>STOCKER &amp; FE</b>	EDER HEIFERS	1 blk cow	1510 @ 62.50		SALE DE	CEMBE	R 24
4 blk strs	469 @ 183.00	130 blk strs	920 @ 145.85	10 blk hfrs	583 @ 142.75	1 blk hfrt	850 @ 61.00				
2 red/blk strs	520 @ 169.00	5 bwf strs	697 @ 141.00	131 mix hfrs	800 @ 142.35	1 bwf cow	1710 @ 60.00				
8 blk strs	544 @ 165.00	5 blk strs	700 @ 141.00	4 blk hfrs	598 @ 142.00	1 blk cow	1535 @ 57.50				
2 blk strs	320 @ 162.00	5 blk strs	712 @ 140.50	65 mix hfrs	820 @ 141.10	1 blk cow	1560 @ 55.00				
1 blk bull	445 @ 157.00	6 red/wf strs	808 @ 140.00	70 char/blk hfrs	746 @ 141.00	1 bwf cow	1530 @ 54.00	CONSI	<b>GNMENTS F</b>	<b>OR DECEM</b>	BER 31:
4 x-bred strs	529 @ 154.00	59 mix strs	981 @ 139.25	80 blk hfrs	713 @ 140.50	1 char cow	1600 @ 52.50				
4 blk/bwf strs	284 @ 153.00	7 wf/red strs	879 @ 137.50	63 blk hfrs	797 @ 139.75	1 blk cow	1440 @ 51.00	• 130 bl	ack steers, 80	JU-825 lbs.	
2 blk strs	545 @ 148.00			58 blk hfrs	762 @ 139.00	1 blk cow	1285 @ 50.00	• 160 bl	ack heifers, 6	75-700 lbs	
1 blk bull	515 @ 145.00	HEIFER		4 blk hfrs	688 @ 135.50	1 red cow	1345 @ 48.00	1	•		
		100 blk hfrs	495 @ 165.00	3 blk hfrs	690 @ 135.00	1 blk cow	1195 @ 47.50	• 62 bla	ck heifers, 80	0-825 lbs.	
STOCKER & FE	EDER STEERS	11 blk hfrs	467 @ 163.00	8 blk/red hfrs	691 @ 135.00	1 red cow	1150 @ 47.00	64 hlo	ck Charolais	haifara 775	000 1ha
3 blk strs	565 @ 163.75	15 bwf hfrs	453 @ 160.50							•	
119 blk strs	813 @ 151.50	10 blk hfrs	390 @ 160.00					• 61 bla	ck crossbred	steers. 900-9	925 lbs. 🛛
13 blk strs	634 @ 150.50	5 blk hfrs	365 @ 159.00	<b>N</b>	ATCH OU	R AUCTIO	NS I			•	
8 blk strs	657 @ 149.00	2 blk hfrs	418 @ 156.00				-		ck steers, 950	J-9/3 IDS.	
3 blk strs	660 @ 149.00	10 blk hfrs	477 @ 154.00			Auctions.co	וווכ				
				<b>•</b>				L			

Our CONSIGNMENTS can now be viewed after 12 Noon on Mondays by going to WWW.grassandgrain.com & logging onto the online subscription

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