

## Schwieterman Market Outlook

A marketing commentary by Bret Crotts

One has to be pretty pleased with last week's price movement. March corn nearly reached the contract high, the soybeans reached the highest level since the fall of 2008, and the wheat clearly bottomed out at the end of the previous week Both French milling wheat and corn made new contract highs, so the strength in the grain markets is not isolated to the U.S., which makes the situation even more bullish. The cattle market was very strong as well with many of the live cattle contracts making new contract highs and the feeder cattle making new all time highs.

There are several things fueling the bull market in the grains, and it is difficult to say which is the most important factor. The general fear of inflation certainly helps commodities since that attracts investment dollars, but the fact that there are also bullish supply and demand factors means that those investment dollars can do more to keep the bull market going. There seems to be no end to the Chinese appetite

for our soybeans and a profitable ethanol industry keeps great support under the corn market. The wheat is a little different since our domestic supplies are more than adequate, but weather problems around the world are making trader's question how much longer that will last.

The fundamentals of the livestock sector are very good as well. Beef carcass weights are declining as they should at this time of year, which means we are getting less beef per animal. Right now we are really relying on our huge cow slaughter numbers to supply us with beef and that is something that cannot last forever. Plus, with the Chinese talking about importing more beef, that will mean there will be less high quality beef left in the U.S. for us and less low quality beef that we will be able to import. It is easy to see how beef supplies could really be squeezed in the summer and fall of 2011. The same thing applies to the pork market as well. There is talk that they may start importing pork like they

did in 2008, which would be a huge boost to demand for our pork.

From a grain and livestock marketing perspective, the worst thing you can do right now is underestimate the potential gains. If you have sold grain, you need to replace it. Be patient with new sales and hedges. Look for ways to limit upside risk if you are a cattle feeder. That may mean buying call options above a record high feeder cattle market, or selling corn puts and looking for them to expire worthless. We are in a very bullish, but volatile market climate, and it is our job to take

advantage of it. I like owning bull call spreads in the July corn, wheat, and soybeans. I also like selling deep out of the money put options. I also like owning out of the money call options in the crude oil and natural gas markets. One of the best hedges against potential increases in input costs is being long crude oil. World demand for crude is rising and it won't take much of a sup-

ply concern to send that market sharply higher. For the cattle, there is nothing wrong with hedging a profit, but understand what the cash flow requirements might be to maintain that hedge. Try to be patient and wait for a good technical signal before being a seller.

Schwieterman Marketing, L.L.C. specializes in risk management and cash grain and livestock marketing plans. For information on the markets or our marketing service you can contact Bret Crotts at 888-437-9131 or bret@swbell net

The information contained herein is based on data obtained from recognized statistical services and other sources believed to be reliable. However, we have not verified such information and we do not make any representations as to the accuracy or completeness. Past results are not necessarily indicative of future results. All statements contained herein are current opinions, which are subject to change. The risk of loss in trading commodity future contracts is substantial. You should therefore carefully consider whether such trading is suitable for you in light of your financial condition. Neither the information, nor any opinion expressed shall be construed as an offer to buy or sell any futures or options on futures

## Tax incentive for conservation renewed

After a year-long lapse that left many important conservation donations in limbo, Congress renewed an enhanced tax incentive for conservation easements that increased private land conservation by a third — to over a million acres a year. The renewed incentive will be in effect through December 31, 2011 and retroactive to January 1, 2010.

Land Trust Alliance president Rand Wentworth gave special credit to the sponsors of legislation to make this incentive permanent, Senators Max Baucus D-Mont. and Charles Grassley R-Ia., and Representatives Mike Thompson D-Calif. and Eric Cantor R-Va. "These leaders have worked hard to make sure we can continue the success this incentive has already had, protecting special places and productive working lands in hundreds of communities across the country," Wentworth said. "The land this incentive helps protect is an investment in clean water, fresh, local food, wildlife habitat, and scenic beauty."

A broad coalition of sportsmen, outdoors enthusiasts, farmers, ranchers and national conservation groups worked together to renew the incentive and will push to make it permanent in the 112th Congress. Bills to do just that (H.R. 1831 and S. 812) have 274 House and 41 Senate co-sponsors from all 50 states, including majorities of Democrats and Republicans in the House.

By helping modest income landowners deduct the full value of their contributions, this enhanced easement incentive has increased the pace of private, voluntary land conservation by about 250,000 acres a year nationwide, and is especially important now that the latest reports show that America is losing land to development at the rate of 1.5 million acres per year.

The enhanced incentive, which applies to a landowner's federal income tax:

Raises the deduction a donor can take for donating a voluntary conservation agreement from 30% of their income in any year to 50%;

Allows farmers and ranchers to deduct up to 100% of their income: and

Increases the number of years over which a donor can take deductions from 6 to 16 years.

Read more at: www.lta.org/easementincentive. Landowners interested in conserving their land under this provision should contact a land trust in their community: www.findaland trust.org.

## **NEW YEARS DAY** ANTIQUE & COLLECTIBLE

**SATURDAY, JANUARY 1, 2011 — 9:30 AM** 

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See Complete Sale Bill www.dandlauctions.com

D & L Auctions, Lawrence, KS 785-766-5630 **Auctioneer: Doug Riat** 

SUNDAY, JANUARY 23 - 10:00 AM Located at 1400 Lilac Lane in WAMEGO, KS

LEGAL: Subdivision MOZ Block Four, Lot One, Section 4, Township 10, Range 10, City of Wamego, Kansas

TERMS: 10% down day of sale and balance due at closing 30 days or less. Properly sells in present condition, no warranties by Seller or Agents. Sellers to furnish title insurance in the amount of purchase price with costs split 50/50 with the Buyer. If mortgage policy is needed it is Buyer's expense. Buyer to check property for lead paint if any, prior to auction. Douglass Realty & Ins. is the agent for the Seller and not Buyer.

OPEN HOUSE: January 8, 2011 from 1 to 3 p.m. Watch upcoming Grass & Grain for personal property listing.

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Dawn Caboury, Executor, Ed Pugh, Attorney for Estate

Dale I Douglass, Broker & Auctioneer: 785-448-8625 Todd Douglass: 785-636-7565 CLERK: Pam Noonan · CASHIER: Kathy Schulte

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25 OCV, age & source verified, Sand Hill origin Angus 1st calf heifers, all shots and wormed, bred to J&N Ranch Hereford low birth weight bulls to start calving Feb. 21st If you have any consignments for this Special Sale please give us a call so

we may advertise them for you. Complete Herd Dispersal of 36 choice black cows, 3-6 yrs old, bred to registered Angus Oleen & Mission Valley bulls. Will calve in February/March.

FRIDAY, JANUARY 7TH 178 black steers & heifers, weaned, bunk broke, all

shots, poured, 500-750 lbs 70 Hereford steers & heifers, 3 round shots, poured weaned, 500-700 lbs

55 black & bwf steers & heifers, weaned, 2 round shots. 450-750 lbs

50 black steers & heifers longtime weaned, shots, 500-

25 black heifers, weaned, 500-550 lbs 16 Fink sired Angus steers & heifers, weaned, 3 round shots, 550-650 lbs

16 Angus Heifers, weaned, shots, 600-650 lbs 7 OCV Hereford Replacement heifers, 700-750 lbs 2 Corriente steers, one older, one 7 months, corn fed Due to the untimely death of Kenny Slocum, his wife Barbara and children will completely disperse their cow herd consisting of 84 Homeraised gentle Sim x cows, 3 years to older. These cows are bred to black Sim bulls and should start calving in February, Also selling will be 9 black Sim replacement heifers and one Hoffman bred black Sim bull, 2 years old. One 1/2 Angus 1/2 Sim bull, 3 years old and two black Sim bulls, 4 years old.

**SELLING AT 11:00 AM** 

On January 7th, Herpich Herefords of Council Grove, KS will be donating from their herd, a calf to be auctioned off with all proceeds to be donated to Beef Batallion Steak for Troops.

## Upcoming Special Cow Sales: January 19th, February 16th, March 16th & April 13th

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## Kansas Hay Market Report

Hay trade slow to moderate. Demand moderate to strong for stock cow, grinding alfalfa and alfalfa pellets, moderate for dairy alfalfa and grass hay. Supplemental feeding remains light but is picking up as we move into winter. There is a good supply of BMR sudan, corn and milo stalks, the alfalfa supply is tight. If you have hay for sale or pasture to rent or need hay or grazing, use the services of the Hay and Pasture Exchange www.kfb.org/hayandpasture /default.htm

**Southwest Kansas** 

Dairy and grinding alfalfa steady to firm. Movement moderate. Alfalfa, Horse, small squares, 220.00, large squares 160.00; Dairy, Supreme 135.00-160.00, instances Clippings 170.00-175.00; Premium 130.00-145.00; Fair-Good, 125.00-135.00. Utility-Fair grinding alfalfa at the edge of the field, 115.00-125.00. Ground and delivered locally to feedlots and dairies 130.00-145.00, ground-onthe-truck 118.00-125.00. The week of 12/13-18 10,094T grinding alfalfa and 2,700T of dairy alfalfa were delivered. BMR Sudan, Good large bales 65.00-75.00. Bermuda, good large square bales 125.00. PM6 grass, Good, small squares 175.00-210.00, large round 110.00. Teff grass, Good small squares 200.00. Straw, large bales 45.00-55.00, some 60.00 delivered. Cornstalks 35.00-45.00, instances 50.00.

#### **South Central Kansas**

Dairy and grinding alfalfa and alfalfa pellets steady to firm. Movement moderate to spots active. Alfalfa, Horse, Clippings large square 185.00; Dairy, 65-85 cents/point RFV, Supreme, 135.00-160.00; Premium 125.00-140.00; Good 105.00-125.00; Utility-Fair grinding alfalfa at the edge of the field 85.00-100.00. Ground and delivered locally to feedlots 110.00-125.00. The week of 12/13-18, 4,613T of grinding alfalfa and 2,062T of dairy alfalfa were delivered. Alfalfa pellets: Sun Cured 15 pct protein 155.00-160.00; Sun Cured 17 pct 160.00-165.00; Dehydrated 17 pct 190.00-200.00. Straw, large bales 50.00-55.00. Cornstalks, large bales 37.00-50.00.

#### **Southeast Kansas**

Alfalfa, brome and prairie hay steady. Movement moderate. Alfalfa: Horse and goat, mid square 180.00-200.00. Stock Cow and sheep, mid squares Good-Premium 130.00-140.00, Good 110.00-125.00; Bluestem: Good, small squares 90.00-100.00, mostly 90.00-95.00, mid and large squares 65.00-85.00, mostly 75.00-80.00, large rounds 40.00-60.00. Mulch, large rounds 45.00-50.00. Brome: Good, Small squares 100.00-110.00 mid and large squares 80.00-100.00, large rounds 50.00-70.00. Fescue, large bales 65.00.

#### **Northwest Kansas**

Dairy and grinding alfalfa steady. Movement slow to moderate. Alfalfa: Dairy, Premium 125.00. Good, Stock cow 90.00-100.00. Utility-Fair grinding alfalfa at the edge of the field 70.00-90.00; Ground and delivered to feedlots and dairies 105.00-120.00. Oat hay Fair-Good, large round bales 65.00. BMR Sudan, Good, large round bales 60.00-65.00.

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#### North Central-Northeast Kansas

Dairy and grinding alfalfa, prairie hay and brome steady. Movement slow to moderate. Alfalfa: Dairy, Supreme, 130.00-155.00; Premium 120.00-130.00; Utility-Fair grinding alfalfa at the edge of the field, 70.00-85.00, mostly 70.00-80.00, alfalfa Ground-on-thetruck 90.00-100.00, Ground and delivered 100.00-110.00. Grass hay: Bluestem Good, small squares, 3.50-4.00/bale, 90.00-100.00, Mid squares 70.00-80.00, large rounds 25.00-30.00/bale, 50.00-65.00/T. Brome: Good, small squares,4.50/bale, 90.00-120.00/T, Mid squares, 75.00-95.00, large round, 25.00-35.00/bale, 50.00-65.00/T, Fair 40.00-50.00/T. Grass Mulch, large round 45.00-60.00. Straw, small squares 2.50/bale, some 3.50 delivered, mid and large bales 50.00-60.00/T, some 65.00

\*\*\*Prices are dollars per ton and FOB unless otherwise noted. Dairy alfalfa prices are for mid and large squares unless otherwise noted. Horse hay is in small squares unless otherwise noted. Prices are from the most recent

\*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 Dept of Ag-USDA Market News Service,

Steve Hessman, Rich Hruska, OIC (620) 227-8881 24 hour price information (620) 369-9311 www.ams. usda.gov /mnreports/DC\_GR310.txt The Kansas Hay Market Report is provided by the Kansas Department of Agriculture with technical oversight from the USDA Agricultural Marketing Service.



The Tyler and Becky Rider family of Ness County was honored to be named the KFB Farm Family of the Year for District 8.

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Kansas Farm Bureau named Marjorie Hornbaker of Greeley County the Farm Family of the Year for District 9.



Honored by KFB as the Farm Family of the Year for District 10 was the Shawn and Shawna Blanka family of Cheyenne County.





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## Easy does it for cattle, bottom line

Cattlemen often analyze practices based on the return on investment (ROI), but usually they're only talking about money.

Tom Noffsinger, veterinarian and low-stress animal handling specialist from Benkelman, Neb., says working cattle can prove an old equation: investing a little more time then can have significant payoffs down the road.

"People can enhance the genetics in these animals, but we can have caregiver impact that actually takes away from that potential," said Noffsinger, who spoke at the Feeding Quality Forum in November.

Feeders and industry representatives gathered in Grand Island, Neb., and Amarillo, Texas, to hear the 37-year industry professional speak. Noff-singer said animal handling affects many determinants of profitability, along with employee morale and safety.

"Our goal at a feedyard or ranch is to empower caregivers to be dedicated and make every human-to-cattle interaction a positive one," he said. "When we have dealt with issues in caregiver training, all of a sudden turnover at most of my (consulting) feedyards is zero."

He shared videos and examples of how to use natural animal behavior to improve weaning, sorting and processing. From the first time animals come in contact with handlers, they're learning, and what cattle are taught can help or hinder everything from immune

response to the end prod-

"We used to worry about harvest quality at the end of the feeding period, but we have to worry about harvest quality every day of the calves' lives," Noffsinger said. It starts on the ranch, and even subtleties like frequency of nursing can make a difference.

"We have found that a calf that nurses 20 times a day has a lot less risk compared to a baby that nurses twice a day," he said, noting producers can promote nursing in a variety of ways. "Cows should never go through a gate without their babies by their side. You can fix that."

Noffsinger gave examples of prepping cattle for weaning by separating pairs for a couple hours and then letting them match back up. After a few days of this, they already know what to expect when weaning day arrives.

"We will never process calves until they're willing to leave their favorite corner," he said. "Because until calves trust every corner of their pen or pasture, what else don't they trust? The water trough. Cattle that don't drink much, don't eat. Cattle that don't drink, don't rest."

That all ties back to that initial ROI, Noffsinger said. "The way we make money in this industry is by maximizing intake and conversion."

Handling also affects the ability to ward off sickness and respond to vaccines. "We're starting to understand that stress actually sends very important white blood cells on vacation. They cease to function," he said. "When people understand how to get a calf to volunteer to travel through a system and stand voluntarily in a chute, the vaccines have a greater chance to work."

The benefits of instructing an animal, rather than "hollering at it," are magnified in breeding stock.

He shared an example of training replacement heif-ers.

"We asked them to go through the processing facility three times before we even started weaning," he said. "We ran them through and timed how long it took, and we kept running them through until it took half the time it did the first time.

"That changed these animals for the rest of their lives," he said. "If you're going to own these cows for 15 years, it's really fun to have a group that likes you rather than the old mad ones that want to hurt you."

Noffsinger said studying how animals communicate will not only improve your business internally, but also your image with the public.

"If we learn some of these inherent language skills, it's amazing how efficiently we can do this," he said. "We need to jump on these opportunities to display the skills we have as caregivers, so consumers can embrace that."



CHS scholarship winners were: Kassie Curran, Chad Huffman, Drew Schoendaler, Dr. David Barton — Arthur Capper Cooperative Center Director, Curtis Haverkamp, Bryson Haverkamp and Kayley Zimmerman at the K-State Agricultural Economics Awards Banquet, September 24, 2010. Not pictured: Abram Mertz and Kyle Hannigan.

# CHS Foundation cooperative ag scholarships awarded

CHS Foundation University Scholarships are one way the CHS regional cooperative is giving back to future agricultural leaders. Kassie Curran, Farlington; Kyle Hannigan, Strong City; Bryson Haverkamp, Bern; Curtis Haverkamp, Bern; Chad Huffman, Cunningham; Joseph Abram Mertz, Manhattan; Drew Schoendaler, Grinnell; and Kayley Zimmerman, Belle Plaine, were selected to be the recipients of the 2010-2011 CHS Foundation University Cooperative Scholarship, To be eligible for the scholarship, the students must be properly enrolled as a sophomore, junior or senior during the current academic vear working towards an agricultural-related degree to pursue careers in production agriculture or agribusiness. Students can reapply annually. Preference is given to those students who have shown an interest in cooperatives coursework, internships, international study tours, professional development, job shadowing, conferences, coop membership and other educational experiences. Co-op membership includes being a member of a cooperative or a spouse, child or dependent of a member or being an employee of a cooperative or a spouse, child or dependent of an employee of any cooperative in the United States.

The awarding of the CHS scholarships is coordinated through the Arthur Capper Cooperative Center (ACCC), directed by Professor David

Barton, and the Department of Agricultural Economics at Kansas State University. The ACCC provides research-based information, education and assistance to people with and interested in cooperative businesses, including cooperative members, directors, managers and employees. The Center also works with students and faculty at educational institutions, the general public and public officials as well as owners, directors, managers and employees of agribusinesses.

### CONSIGNMENT AUCTION SATURDAY, JANUARY 8 — 10:00 AM

8 Miles South of Hiawatha, Ks. on Hwy. 73 Tom Lockwood Farm (Willis Overpass)

TRUCKS & TRAILERS

1994 Dodge 4x4, diesel, high miles; 1989 Ford F350 1-ton dually 4x4, diesel, good tires, AC, GN hitch, DMI bumper; 1989 Ford F350 1-ton 4x4, diesel, single wheel, runs good, DMI bumper; 2010 Stoughton 43' grain trailer, ag hoppers, like new; 1984 F800 cab & chassis; 1973 Ford single axle road tractor, needs repair; 2004 Ford 8' bed (pu); WW 16' GN stock trailer w/new floor; 1960 Omaha Standard rock hopper, single axle, 2 compartments.

#### TRACTORS

JD 4020, gas, hyd. pump out & motor locked; 1996 Belarus 825 FWA cab, air heat w/660 GB joystick loader, bucket & bale spike, 990 hrs.; Ford 4000 WF, 3-pt., new paint, good; Farmall M; MF 175 w/multipower diesel, WF, 3-pt., canopy, runs good; Farmall H w/72" King Kutter finish mower; MF 35 Deluxe, gas, nice, runs good, new paint; JD 50 3 pt., nice; Farmall M power steering

#### HAY EQUIPMENT

Case-IH 3450 small round baler, 4x5 bale, good; 2005 Vermeer 605 XL Plus, net wrap, kicker, 4800 bales, very nice; Case IH 8312 disk mower-conditioner.

#### EQUIPMENT

White 5100 6-row planter w/liquid Yetter coulters & trash kickers; 8' PT Brush Hog, HD, offset; IHC 800 6-30 planter w/trash whips, rebuilt; JD 643 corn head, 1 owner, low acres; MF 1859 24' rigid head; JD 230 24' cone blade disk, good; Big Ox 3-pt. 8' blade, none nicer; Big Ox 3-pt. V Ripper; NH3 Bar 13 True Tracker knives on Bradley chisel frame w/500gal. liq. fert. tank, squeeze pump & flow tool, pull-type; Amco 10' offset disk; Hyd. loader 4' hyd. bucket, fits 600 Ford; Dempster fertilizer spreader, 4-ton; 9-shank pull-

type NH3 applicator; 3-pt. RHS sprayer booms; 21' field cultivator; Ford buzz saw, good; 3pt. 9-knife NH3 applicator; 2 IHC 55 chisels; 8" auger: JD Van Brunt drill w/grass seeder; 350-gal. NH3 tank only; 10' Kewanee disk; JD 13' BW disk MF 4-bottom plow; AC 4-bot tom plow; Great Plains 15% drill w/no till cart, good; Sun-flower 1232 disk, 33 ft., VG field ready; IHC 510 4x16 & 6 16 plows; Krause 14 ft. disk good; JD 7000 4 row wide planter, monitor & no till, nice Kewanee 7000 22 ft. disk; JD 10 ft. disk, good; IHC 12 ft. disk w/extra blades; 2 bottom 3 pt.

## plow; 3 pt. post hole digger. LIVESTOCK Schular 120 food wage

Schuler 120 feed wagon; Knight 912 side slinger manure spreader, works good, single axle, 900-20 tires; Schuler feed wagon, rough; Feed bunks; Bale carrier, 3-pt.; Linn loading chute on wheels; 10 Portable panels; 50 New continuous fence panels, HD; (40) 2-1/8" pipe posts, 8' long; 16 ft. BH stock trailer, older; T post.

#### HAY nd brom

Alfalfa and brome, large & small bales.

#### MISCELLANEOUS

4-wheel wooden wagon; 2 Silage wagons, 7x4 w/JD 1065 gears & hoist; 2 Pickup toolboxes; Receiver hitch; 290-HP Cummins motor, rebuilt; Briggs & Stratton engines; Electric winch for ATV, new; Log splitter, 3-pt.; 500-gal. fuel tank on skids; 1000-gal. fuel tank on skids; PU fuel tank w/electric pump; (2) 66x43x25 Terra tires; (2) 48x20x20 Terra tires; 18-4-38 clamp-on duals, good rubber; Barge wagon & hoist, JD gear; 2 trailer loads of small farm & livestock; PU service bed; Tumble Bug bucket; 3 pt. hyd. rear bucket; 3 pt. forklift; Swartz wide front end; 6 to 10 1100R 22.5; 10 alum. 1100R24.5 rims & tires; 2 new 1 in. hose reels.

NOTE: Many more items expected and accepted. Watch website for more listings & pictures. Some items are subject to prior sale.

Auction conducted by Hoffman Auction Service with Tom and Rex Lockwood

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Check website for updates & photos:

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## AUCTION

SATURDAY, JANUARY 8 — 10:00 AM 8 East 6th, Abe & Jakes Landing (Heated) LAWRENCE, KANSAS

World Class Arm Wrestling Machine; 10 cent Strength Machine; 2 Valley coin operated full size pool tables; Rowe AMI Compact Disc. Jukebox; Electro Hoist digger coin operated arcade machine; coin changer; 48 in. Pendleton wooden loom; 16 ft. wooden antique river boat w/Martin 60 motor; 5 ft. forge bellows; 30 in. copper apple butter kettle; Cobalt Whiskey (North Carolina): 50+ lures (wooden. spoons); long fishing spears; spinning reel w/first ball bearings; 6 ft. Coke cooler; 12 in. Bronze steam whistle; Bronze Sculptures (Jim Brothers, Dennis Anderson, Tom Corbin & Mike Elwell); cast iron mail sorting table; 20+ wooden decoys; 2 original iron gates from Oak Hill Cemetery; iron gates from Union Station; Native American artifacts, celts & points; Vormer original water color old Douglas County Courthouse; Raymond Eastwood nude painting & several original paintings/prints;

merous wooden sand casting patterns; RR platform scales: Toledo 250 platform scales; Hobart produce scale: Sterling return trap & pumping steam units: 1800's hand carved chair; 40+ wooden chairs; fossils; John Gary Brown 70's hippie picture; bottle collection: sodas/medicine; silver service set & flatware; ice sculpture mold; carousel 8 track player; 8 tracks; records; books; caramel corn machine; commercial popcorn popper; hot dogger; cheese warmer; Bunn 2 group espresso machine: matched dishes/ glasses/cups; booth seating; wedding decorations & needs; electric concrete mixer; drill presses; Airplane Hanger radiant heater; large compressors; duct work; comm. roof vent; Rigid pipe vise; valve grinder compressor; numerous hand tools; many other items too numerous to men-

mounted animal heads; nu-

## SELLER: ABE & JAKES LANDING / MIKE ELWELL

CONSIGNED: KeenKutter "Ulimat" 54 in. cutter; curved glass display w/lighting; dark room equipment; 5 hp. lawn mower; Chinese table w/mother pearl inlay; vintage

oil cans w/logos; counter culture photos from Lawrence; iron bed; porch post; Olympus OM-2 camera; Minolta camera system.

Auction Note: Very Large Auction with over 14,000 sq. ft. of items and a wide variety for everyone & we may run two rings!!

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## Kansas Natural Resources Conference January 20-21 in Wichita

On January 20 and 21, 2011, six professional societies that promote the wise use and management of Kansas' natural resources are sponsoring the third Kansas Natural Resources Conference at the Airport Hilton in Wichita. The theme of the plenary session "Through the Haze — The Role of Fire on the Prairie." Early registration continues through January 3, 2011.

"This year's plenary session theme is particularly important," said Jessica Mounts, steering committee chairperson. "The use of fire as a management tool bears both historical and modern significance." Registration information is available on the Internet at the website www.kansas

"Interested individuals should find that the conference speakers, concursessions. and tradeshow will provide a variety of information about many natural resource topics, including fire," said Mounts.

"We have also added a job fair for those interested," said Mounts. Check out the website for more information.

According to Harold Blume, poster and paper presentation chairperson, "Professionals and students will be presenting on the conference theme as well as other natural resource-related topics of importance to Kansas and the region which will make this an educational and informative conference." Over 50 posters and presentations will be available at the conference. Detailed information about the presentations is available on the website www. kansasnrc.org.

The Kansas Grazing Lands Coalition joined the conference this year as a sponsor and developed the plenary session. The plenary session speakers will address the conference theme as follows:

Michael Simkus, Chief

Operating Officer for icorps professional services, inc., Lisle, Illinois, Prescribed Fire Liability Issues Doug Rigdon, Vice President for J. D. Rigdon & Associates, Ltd., Naperville, Illinois, Prescribed Fire Insurance Considera-

Susan O'Neill, Natural Resources Conservation Service, Oregon, Air Quality Scientist, Portland, Oregon, Smoke Management Modeling

Several panelists will give an overview of the Flint Hills Smoke Management Plan with discussion to follow. The panel will be moderated by Jason Hartman, Kansas Prescribed Fire Council.

The panelists are as fol-

Kay Johnson, City of Wichita, urban perspective on smoke management

Mike Beam, Kansas Livestock Association, rancher perspective Brian Obermeyer, The Nature Conservancy, nongovernment organization perspective Doug Watson or Tom Gross, Kansas Department of Health and Environment, Flint Hills smoke management pro-

"The conference is unique," said Harold Klaege, chair of the tradeshow committee, "as it is the only conference operators suggest your product or services."

show exhibiting informa-

tion, committee chairs, and hotel information are available on the Internet at the website www kansas nrc.org or contact Mounts at 316-683-8069 or via email

The sponsors of the conference are the Kansas Chapter of the American Fisheries Society, Society of American Foresters,

Kansas Alliance for Wetlands and Streams, the Great Plains Society of American Foresters, Kansas Chapter of the Wildlife Society, the Kansas Section of the Society of Range Management, Kansas Chapter Soil and Water Conservation Society, and Kansas Grazing Lands Coalition.



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where all of these professional natural resource specialists in Kansas get together and discuss natural resource issues. There is no better place for your organization to display vour products or services. Professionals attending the conference can learn about your products or services and then in their normal contacts with Kansas landowners and

Conference brochure, registration form, concurrent session topics, trade-





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Page 17

## Cattle and oil legacy of Greenwood Hotel runs deep



Historic ties to the Greenwood Hotel in Eureka run deep among families in the cattle and oil businesses in the Flint Hills and beyond. From 1883 through the mid-20th century, the Greenwood Hotel was the economic and social magnet for three major industries in Greenwood County and the area - cattlemen, oilmen and travelers. Over a billion dollars worth of cattle traded hands in the lobby of the Greenwood during the early teens and twenties. A reporter from the K.C. Star made the following observation, "The lobby of Eureka's largest hotel is a sort of small livestock exchange. Always they are 'talking cattle'..." By 1920, effects of the Flint

Hills oil boom were in evidence. Officials of large oil companies filled the lobby and made million dollar deals. Celebrities such as heavyweight world boxing champion Jess Willard oversaw oil investments from the hotel. For decades, travelers chose the Greenwood as a destination, coming by stage, train, automobile and bus to enjoy elegant accommodations. It served as a bus station for nearly 40 years. Countless soldiers going to war boarded a bus at the Greenwood. The fortunate were welcomed home at the same stop. The hotel is listed in the National Register of Historic Places and has a strong association with the development of commerce since the 1880s.

The Greenwood Preservation Society is currently in the midst of a \$1.2 million restoration of the Greenwood Hotel. Early in 2011, the first floor will serve as a community center, complete with state-ofthe-art meeting rooms and banquet facilities. In addition, it will have a small area that will tell the story of how cattle, oil and transportation shaped the social and economic climate of the area.

Funding for this exterior and first-floor restoration has been secured through individual donations, tax credit programs, historic preservation grants and federal

funding. Planning for the future of the building includes establishing a wellfunded endowment to take care of maintenance and operations of this community center and centerpiece of downtown Eureka.

To begin this endowment, the Greenwood Preservation Society has designed the "Walk of Legends." Those with a historic tie to the ranching, oil or businesses of the area may be highlighted in the "Walk of Legends" in front of the Greenwood Hotel with engraved 16" square granite tiles.

To learn more about how you can be involved or honor a special family member at Christmas, contact or email Matt Perrier, 620-583-5033 or mattperrier@dalebanks.com, with any questions.



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Grass & Grain, December 28, 2010

## Kansas farmers can soon sign up for disaster aid

(AP) — Farmers in 51 Kansas counties can soon sign up for disaster assistance from 2009.

Jan. 10 is the opening date for enrolling in the 2009 SURE — Supplemental Revenue Assistance Payments - disaster program at Farm Service Agency offices.

The Hays Daily News reports that 58 other Kansas counties were declared disaster areas, or are contiguous to declared areas, in 2010, but enrollment in that program has not been announced.

The SURE program is one of five disaster programs included in the 2008 farm bill, and requires most farmers to purchase crop insurance to cover any losses. Generally, farmers don't fully insure the crop because of the high

Many of the counties are in central Kansas, where spring frost and heavy rains decimated the 2009 wheat crop.





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HOG SALE: FIRST WEDNESDAY OF EVERY MONTH AT 10:30 AM

REGULAR CATTLE SALE THIS WEEK **CONSIGNMENTS FOR WEDNESDAY, DEC. 29TH** 120 mostly black steers, 900 lbs 40 mix steers & heifers, 500-600 lbs 58 mix steers, 825-875 lbs

**HOG SALE** WEDNESDAY, JANUARY 5TH, 10:30 AM **CATTLE SALE STARTING 11:00 AM** 

Have A Safe & Happy New Year

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4-spd auto trans. Heavy duty tring. pkg. MSRP: \$32,345

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Trans., DVD, Navigation, Sunroof, one

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of a king. 3,000 miles. Never been titled. Owners Demo. Was \$59,000

2010 Chevy Traverse LS, Power

Windows, Power Locks, 8 Passen-

**SALE PRICE: \$23,995** 

2009 GMC Sierra Crew Cab K2500,

4x4, Loaded, 6.6L Diesel, Allison

ger Seating. Was \$25,995

• 2008 GMC Sierra K3500, 1 ton crew cab dually, 6.6 liter Duramax engine w/Allison transmission, one local owner

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• 2007 GMC Canyon, Crew cab 4x4, 5 cyl. engine, auto transmission, full power, trailering pkg. HARD TO FIND!

**SALE PRICE: \$16,995** #4746A

• 2004 Nissan Titan King Cab SE, 4x4, Loaded, Leather, Navigation.

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MONDAY & THURSDAY

\*\* NO THURSDAY SALE DECEMBER 30, 2010 \*\*

#### **UPCOMING SPECIAL CALF SALES:**

- Tuesday, January 4, 2011, Pre-Conditioned
- Tuesday, February 1, 2011, Pre-Conditioned

#### **UPCOMING COW SALES:**

- Tuesday, December 28, 2010 Bailey Ranch Dispersal
  - Tuesday, January 18, 2011
  - Tuesday, February 15, 2011
  - Tuesday, March 15, 2011

Receipts for the week totaled 4,264 cattle and 166 hogs. Butcher hog top on Monday was \$43.50

	SIEERS		13 DIK	Ellsworth	\$1,460.00
300-400	\$14	6.00-\$166.00	15 blk	Hunter	\$1,460.00
400-500	\$14	0.00-\$157.00	14 blk	Hunter	\$1,435.00
500-600		0.00-\$146.50	15 blk	Brookville	\$1,410.00
600-700		0.00-\$131.00	28 blk	Hunter	\$1,400.00
			37 blk	Brookville	\$1,400.00
700-800		0.00-\$130.50	10 blk	Sterling	\$1,385.00
800-900		5.00-\$122.75	61 blk	Sterling	\$1,350.00
900-1000	\$11	0.00-\$123.75	10 blk	Claflin	\$1,325.00
	HEIFERS		33 blk	Ellsworth	\$1,325.00
300-400	\$11	2.00-\$134.00	22 blk	Geneseo	\$1,300.00
400-500		1.00-\$132.00	18 blk	Leavenworth	\$1,300.00
500-600		9.50-\$125.50			* 1,000100
600-700				BRED COWS	
		0.00-\$117.25	20 blk	Kansas City, KS	\$1,475.00
700-800		8.00-\$116.25	14 mix	Kansas City, KS	
800-900	\$9	2.00-\$114.75	20 blk	Kansas City, KS	
900-1000		No Test	37 mix	Kansas City, KS	
	cows		15 blk	Cassoday	\$1,375.00
1 red	Gypsum	1620@62.75	6 blk	Gypsum	\$1,360.00
8 blk	Mayetta	1261@62.75	19 blk	Cassoday	\$1,350.00
3 red	Bavaria	1622@62.00	8 red	Salina	\$1,310.00
1 blk	Mayetta	1150@62.00	o reu	Sallila	φ1,310.00
1 blk	Lindsborg	1870@61.50		PAIRS	
1 rwf	Hoisington	1560@61.50	3 mix	Kansas City, KS	\$1,800.00
1 bwf	Minneapolis	1535@61.00	2 mix	Kansas City, KS	
1 blk	Inman .	1000@61.00	5 char	Kansas City, KS	
7 red	Mayetta	1229@61.00	3 bwf	•	1 1
10 blk	Mayetta	1185@60.00	6 blk	Tampa Tampa	\$1,600.00 \$1,575.00
	•		9 blk	Mulvane	\$1,575.00
	CALVES		8 bwf	Geneseo	\$1,560.00
1 blk	Salina	310@425.00	5 blk	Tampa	\$1,550.00
4 mix	Salina	238@345.00	4 blk	Osborne	\$1,535.00
1 blk	Salina	160@300.00	7 blk	Osborne	\$1,525.00
1 blk	Salina	175@285.00	4 blk	Abilene	\$1,500.00
1 bwf	Tampa	185@275.00	5 red	Osborne	\$1,500.00
			18 blk	Geneseo	\$1,450.00
	BULLS		8 blk	Geneseo	\$1,435.00
2 blk	Claflin	1720@73.25	7 blk	Halstead	\$1,425.00
1 blk	Gypsum	2040@72.00	8 blk	Salina	\$1,400.00
1 blk	Tampa	1860@71.50	O DIK	Gairia	Ψ1,400.00
1 blk	Ellsworth	1840@71.50		STEERS	
1 blk	Clyde	1885@71.50	15 blk	Hutchinson	387@166.00
			2 blk	Buhler	453@157.00
	HOGS		2 mix	Newton	448@155.00
40 mix	Glasco	256@43.00	2 red	New Cambria	463@150.50
24 mix	Tescott	265@42.35	5 blk	Tescott	532@146.50
3 mix	Hope	288@41.50	6 blk	Beloit	500@145.00
3 mix	Lebanon	273@41.00	6 blk	Fortuna, MO	551@144.00
			2 blk	Ellsworth	508@142.00
	SOWS		9 blk	Buhler	546@141.00
3 mix	Abilene	617@45.00	5 blk	Assaria	553@140.50
1 wht	Portis	570@44.50	1 blk	Solomon	400@140.00
6 mix	Abilene	580@44.00	6 blk	Hutchinson	561@138.50
3 mix	Goddard	563@44.00	4 blk	Wichita	566@136.00
1 wht	Lebanon	690@42.00	5 blk	Herington	637@131.00
			5 bwf	Lincoln	703@130.50
E.	ECEMBER COW S		8 blk	Ellsworth	671@130.00
	BRED HEIFERS	3	2 char	Hutchinson	600@129.00
20 MIL	Droolovillo	T4 40E 00			

## **Livestock Commission Co., Inc.** Salina, KANSAS SALE BARN PHONE: 785-825-0211

#### MONDAY — HOGS & CATTLE

Hogs sell at 10:30 a.m. Cattle at 12:00 Noon. Selling calves and yearlings first, followed by Packer cows and bulls.

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Selling starts at 10:00 a.m. Consign your cattle as early as possible so we can get them highly advertised.

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Reminder that all Tuesday special sales start at 12 noon

All Special sales are sold in order consigned.

For a complete list of cattle for all sales check out our website at www.farmersandrancherslivestock.com

6 blk	Newton	613@128.50	4 blk	Hutchinson	303@131.00
9 blk	New Cambria	661@126.50	2 mix	Marquette	415@125.50
5 blk	Fortuna, MO	718@126.00	3 blk	Newton	503@125.50
7 mix	Lincoln	636@125.50	5 mix	New Cambria	501@124.00
30 blk	Gypsum	694@125.50	3 blk	Gypsum	480@124.00
10 mix	Buhler	637@125.25	3 blk	Longford	553@124.00
3 mix	Ellsworth	752@125.00	2 blk	Bunker Hill	523@123.50
42 blk	Canton	917@123.75	10 blk	Buhler	528@122.00
30 blk	Gypsum	814@122.75	3 mix	Beloit	522@121.00
11 blk	Gypsum	987@122.00	7 blk	Herington	564@121.00
2 blk	Fortuna, MO	928@121.50	3 blk	Assaria	533@120.00
14 mix	Salina	926@119.50	7 blk	Tescott	584@119.00
10 blk	Assaria	908@118.00	7 char	Herington	647@117.25
63 mix	Enterprise	855@117.75	39 blk	Gypsum	723@116.25
58 mix	Halstead	836@117.75	2 blk	New Cambria	608@116.00
130 blk	Carlton	838@117.60	5 mix	Lincoln	640@115.75
58 mix	Burdick	876@116.35	56 blk	Abilene	716@115.50
106 mix	Hope	937@116.00	6 blk	New Cambria	652@115.00
62 mix	Gypsum	883@115.00	7 mix	Buhler	647@114.75
60 blk	Hope	957@115.00	63 blk	Beloit	808@114.75
20 hol	Abilene	854@85.00	6 mix	Buhler	724@112.75
			112 blk	Gypsum	869@112.25
	HEIFERS		63 mix	Hope	825@112.00
1 blk	Longford	385@134.00	12 mix	Assaria	878@111.50
8 blk	Hutchinson	381@132.50	11 blk	Abilene	861@111.25
14 blk	Tescott	480@132.00	4 blk	New Cambria	839@110.50
2 blk	Fortuna, MO	450@132.00	10 mix	Falun	893@110.50
15 blk	Hutchinson	446@131.25	2 mix	Abilene	900@108.50

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100 black steers & heifers, 500-750 bs, source & age verified; 95 black steers, 500-800 lbs; 25 black heifers, 550-600 lbs; 8 steers, 700 lbs; 100 black steers, 500-750 lbs; 100 steers & heifers, 500-700 lbs; 15 bwf steers, 700-800 lbs; 35 angus steers & heifers, 650-850 lbs; 14 steers and heifers, 600 lbs; 75 steers, 675-750 lbs: 40 heifers, 550-650 lbs: 185 black steers and heifers, 550-700 lbs: 32 char x steers & heifers, 700-800 lbs; 110 black steers & heifers, 500-700 lbs; 45 black steers & heifers, 500-700 lbs; 50 steers & heifers, 500-600 lbs; 108 steers, 550-700 lbs; 67 heifers, 550-700 lbs; 180 black steers & heifers, 600-800 lbs; 160 black steers & heifers, off wheat; 85 black/bwf steers & heifers, 500-700 lbs, source & age; 300 black steers & heifers, 500-800 lbs, source & age; 60 steers & heifers, 600-700 lbs; 100 heifers, 550-675 lbs; 38 bwf/rwf steers & heifers, 650-800 lbs; 150 black steers & heifers, 550-750; 34 heifers 625-750 lbs; 150 steers & heifers, 500-700 lbs; 45 steers & heifers, 600-800 lbs; 150 heifers, 650-750 lbs; 93 mostly black steers & heifers, 650-800 lbs; 45 black and char steers & heifers, 600-750 lbs; 35 black heifers, 550 lbs; 35 black steers & heifers, 600-700 lbs; 8 steers & heifers, 600 lbs; 50 black steers & heifers, 600-650 lbs; 55 steers & heifers, 550 lbs.

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OTT 2004 Case IH 2388 4WD 2003 Case IH 2388, 4WD 2001 Case IH 2388, 4WD,

1997 Case IH 2166, 2WD, OTT

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#### **NEW TRACTORS** Case IH Magnum 305

Case IH Magnum 225 CVT Case IH Maxxum 125 MFD Case IH Maxxum 120 MFD Case IH Farmall's in Stock **USED TRACTORS** 

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Westfield TR100-71 auger New Parker 839 New Brandt 850 grain cart New Brandt 1050 grain cart New Parker 624 New Parker 739 Peck 8x61 swing hopper auger New Harvest International 10"

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new tires 90 Ford 7710 2WD cab/loader '88 Case IH 7110 2WD, 8815 hrs. Reman, engine

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2017 hrs ......\$41,500 (H) **COMBINES** 1997 Case IH 2188, 3020 hrs... .....\$82,500 (H) 1999 Case IH 2388, 3714 hrs... .....\$69,500 (C)

2010 Case IH 7088, 876 hrs....

.....\$213,500 (M)

1998 Case IH 2388, 3437 hrs... .....\$76,500 (W) 2007 Case IH 2588, 734 hrs..... .....\$185,000 (C) 2009 Case IH 6088, 709 hrs.... .....\$206,500 (M) hrs, like new......\$69,995 New 3 pt. 10' back blade...... .....\$2,100 Case IH 1020 flex head 20'.... IH 900 cyclo 8RN w/fert. end transport .....\$5,250

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#### 2010 Case IH 7088 4WD 852 hrs.....\$225,000 (M) 2007 Case IH 7010, 746 hrs... .....\$232,000 (W) 2008 Case IH 8010, 780 hrs...

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250 mon flex ......\$22,000

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COMBINES

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PLANTERS —

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.\$32000

.\$62000

.\$17900

.\$17000

.\$14000

.\$14000

.\$32900

.\$18500

.\$16500

.\$10500

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.\$10000

.\$11750

.\$10500

.\$55000

...\$8500

.\$10000

.\$12500

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09 CIH 2010 30' ......

07 CIH 1010 30' ......

99 CIH 1010 30' .......

98 CIH 1010 30' .....

98 CIH 1010 30' ......

98 CIH 1010 30' .....

97 CIH 1010 30' .....

97 JD 930 30".....

07 CIH 2412 CH.....

86 JD 843 8RN CH .....

97 JD 653A R H .....

07 CB 4000 30' .....

06 JD 1890/1910......

05 KRAUSE 5430......

04 GP 2N3010 .....

03 JD 1890 40' .....

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03 GP 3000 30' .....

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'96 Case IH 2188, 4WD '93 Case IH 1688, 2383 en gine hrs '85 JD 8820 w/24' head

'09 MacDon FD70 35' flex headers '81 MF 860 V8 hydro 24'

'08 Cat 670, approx. 1250 sep

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'08 Case IH 2142 35' drape head

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'60 AC D17 LP 58 AC D17 w/loader '62 JD 4020 w/148 loader '07 NH TC30 MFD loader and hydro, 537 hrs '06 Case IH JX95 w/loader 90 JD 8760

Ford 2N tractor **MISCELLANEOUS** 

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#### **MACHINERY**



COMBINES

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## **Atrazine re-registration** means farmers should strive to prevent runoff

As part of the re-registration of the popular herbicide atrazine, farmers should adopt practices to prevent runoff and ensure that atrazine remains a viable product, said a University of Missouri Extension water quality specialist.

Pesticide re-registration involves reviewing the scientific data for pesticides registered before November 1984 to ensure it meets today's scientific standards, said Bob Broz.

"Re-registration does not imply that there is anything wrong with the product, but simply that it makes sense to ensure that products meet the most current standards," he said.

Atrazine has been in use 50 years and continues to be one of the most effective products for control of grasses and broadleaf weeds in corn, grain sorghums and sugar cane fields. Based on the review of available scientific studies, EPA determined in 2000 that atrazine is not likely to cause cancer in humans. Additional studies in 2003 and 2006 verified that atrazine is not carcinogenic to humans. Broz said.

Starting in 2009, EPA has been looking at the characteristics of atrazine and how they affect certain ecological indicators. Levels considered safe for humans may not be deemed acceptable for other, more sensitive species.

Without sound management practices, excessive runoff

can create problems. Forty representative watersheds were selected in the Midwest for a study to determine the levels of atrazine in streams. Three of these watersheds, one in Nebraska and two in Mis-

souri, exceeded trigger levels for atrazine. Under the latest reregistration agreement, EPA has more authority to limit or ban atrazine if runoff levels are over set target values.

"Even though the watersheds where testing was done are fairly small, about 20,000 acres each, these represent similar soil conditions in more than a million acres," said Broz. "Atrazine has provided the ability to control grasses and

weeds in no-till farming systems. Without such weed control, many farmers may never have adopted the concept of conservation tillage. Atrazine has become an important tool in promoting no-till and minimum-tillage farming systems that save soil and reduce water runoff," he said. 'If farmers can determine and implement the best man-

agement practices that work effectively at preventing

atrazine runoff, they should be able to continue using

atrazine as a viable product," he said. Farmers use atrazine to control weeds on more than half of the corn, 65 percent of the grain sorghum and about 90 percent of the sugar cane grown in the U.S.

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## China, corn and cattle: analyst explains their linked and bullish outlook

feeding profit or loss is not fed or feeder cattle price, beef demand or the nation's shrinking cow herd. It's the price of corn.

"U.S. cattlemen, I can't say it strong enough," said Dan Basse, president of AgResource Company of Chicago. "You've got to be focused on grain prices and your ingredient prices because it's going to determine who stays in business, who makes money, who expands and who goes." Basse addressed crowds at the Feeding Quality Forum Nov. 9 in Grand Island, Neb., and Nov. 11 in Amarillo, Texas. The market analyst examined the interactions between corn and beef markets, starting with global factors that affect both. "It used to be when I woke up in the morning, I would look at the weather forecast as one of the first drivers for grain markets," Basse said. "Now I get up and the first thing I think about is, what are the Chinese markets doing?"

In general, that economy is bullish, its gross domestic product (GDP) expanding at 8% to 12% per year. As such countries emerge, demand rises for all raw materials, Basse said.

The average income for a Chinese worker is \$4,300, significant because studies indicate people start including more meat in their diets as annual incomes reach \$5,000.

"Feeding those people in that new higher economic status is going to be important for us all," he said. "China is now consuming record amounts of rice, corn and cotton. We've seen these commodity markets just explode upwards as China finds its dominance in terms of world economic power." The Chinese government has historically placed a great emphasis on being food secure and holds high volumes of commodity reserves, but that's changing in an effort to curtail food inflation.

"If Chinese food inflation is rising above 5.5% or 6%, that's a warning sign to their government," Basse said. "If you're making \$4,000 per year and you're already spending 60% of that amount on food to begin with, and food inflation is taking control of another 6%, that's a worry."

Since March, China has sold corn reserves on weekly auctions trying to regain control, but even after a record crop in that country, food prices are still rising.

"You're selling a million tons a week and prices are still rising — what are you going to do next?" Basse asked. "You better go and get some of that U.S. corn, and I don't care what price it is because we need food security. I don't know how the Chinese avoid buying U.S. corn sometime after the first of the year." U.S. grain ending stocks are relatively tight, too.

"U.S. cattlemen, why I'm so focused on China is that not only do we have to fight the ethanol monster each and every day, but we have to fight the Chinese for what's left," Basse said

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There is increasing global competition for by-products as well.

"China can import distillers grain without a tax. Corn comes in with a 13% tax, but distillers grain comes in tax free and they like the product," he said.

Even Brazilian sugar price affects the industry. It has been trading at \$.31 per pound this fall, but breakeven for using sugar in ethanol production is near

"If you are the biggest ethanol producers in Brazil, what do vou do?" Basse asked. "You sell sugar on the world market and you bring in ethanol from somewhere else." So foreign markets are helping prop up U.S. corn-based ethanol production, he said-and with current price relationships, it would take at least \$6.50-perbushel corn before those margins turn negative.

"You are going to be fighting the corn market for multiple years," he said. Domestic and export demand for U.S. corn requires 13.8 billion bu. If there are 87 million planted acres next year, the yields need to be at least 174 bu./acre to break even with demand. This year, yields were the third-highest in history at 154.3 bu./acre.

"The corn market is what drives everything, and unfortunately I don't see a way we can get corn prices relaxing unless we have multiple years of good weather," Basse said. A drought, or any other major yield detractor, would push prices even higher.

There is good news for cattle producers however: global meat demand is high-

"We're now back to exporting one in 10 head of the cattle we slaughter," he said. "We're getting back to pre-BSE [bovine spongiform encephalopathy] days."

The pork industry derives twice as much business from overseas, exporting one in five head. If the beef industry reached that point, fed cattle prices could reach \$118 to \$120 per hundredweight.

"That would create real competition between the U.S. consumer and the world," Basse said. "Quality is something we always want to be cognizant of, because it's our key marketing grounds that we'll have for working our beef into those Asian markets." He's predicting cattle prices to reach record highs in 2011.

"Being bullish on cattle is one thing, but what I really want you to be focused on is the margin on grains," he said. "Only the producers who have vision on feed prices will make money and hold on to equity longterm."

## **USDA** publishes Grassland Reserve Program final rule

USDA's Natural Resources Conservation Service (NRCS) recently issued the final rule for the Grassland Reserve Program (GRP), which defines requirements for participants and incorporates changes to program implementation requested by the public. The final rule can be viewed at www.regulations.gov.

"We have lost more than 21 million acres of ranchland and pastureland to development over the past 25 years, said NRCS Chief Dave White. "GRP helps to retain agricultural lands ensuring healthy and diverse ecosystems that benefit the landowner and the surrounding community while also providing wildlife habitat."

The final rule addresses public comments on various program definitions, wind power, native species, landowner contributions, long-term management funding, ranking priorities, state-level priorities and the terms and conditions of GRP deeds.

GRP is a voluntary program that helps landowners restore and protect grassland, rangeland, pastureland, scrubland, and other lands, and provides assistance for rehabilitating grasslands. The program supports working grazing operations, enhancement of plant and animal biodiversity, and protection of grassland and land containing shrubs and forbs under the threat of conversion. GRP is available in all 50 states and territories. NRCS and USDA's Farm Service Agency (FSA) administer the program.

Applications are accepted continuously. Each application is ranked by the NRCS State Conservationist and the FSA State Executive Director based upon criteria developed with input from the state technical committee.

Participants agree to limit future development and cropping uses of the land. They retain the right to conduct common grazing practices and operations; this is subject to certain restrictions during nesting seasons of bird species that are in significant decline. A grazing management plan is required for all participants.

Privately owned grasslands and shrublands make up the largest land cover on America's private lands, covering more than 525 million acres. Grasslands are vital to livestock production. They provide food, cover, and nesting areas for wildlife, and filter nutrients from soil that would otherwise enter surface and groundwater. Healthy grasslands also prevent climate change by storing carbon dioxide that would re-enter the atmosphere and increase the

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## mart firewood buys take some know-how

your money can be tricky with firewood.

The basic measure for selling firewood is the cord – a well-stacked pile that adds up to 128 cubic feet (usually 4 feet high, 8 feet long and 4 feet deep). It's a measure of volume or the pile's size in 3-D.

That alone can be according to Charles Barden, forester with Kansas State University Research and Extension. If nothing else, one person's definition of a properly stacked firewood pile can differ from another's.

At the same time. though, the pile's size isn't the best guide to its worth in dollar terms. That measure is something else: The denser (and heavier) the wood, the higher its heating value. Pound for pound, all woods have the same heating value, Barden said. But, the amount of wood needed to make up a pound varies by tree species - sometimes by quite a bit. Compared to oak, for example, cottonwood isn't very dense. And, because it's lighter weight, it burns faster. "In fact, you would need more than two cords of cottonwood to equal the heat value or weight of a single cord of oak," Barden said. "So, to be fair, a single cord of cottonwood should cost no more than half the price of a cord of

But, weight itself isn't a worry-free measure, he said. A fresh-cut cord of green firewood can be up to 60 percent water. As a result, it can weigh hundreds or even thousands of pounds more than the same cord, after curing (air-drying) down to a 20 to 25 percent moisture level. Properly curing or seasoning the densest

woods can take almost a year, Barden said. During that time, the logs must be open to the air, preferably protected from precipita-

"A seller may tell you the wood he split this fall will be just fine. At best, though, green wood is a frustration," he warned. "Uncured wood doesn't put out much heat. It smolders, and its fire keeps going out. Besides, the moisture that goes up with the smoke will accelerate vour chimney's creosote build-up."

Barden provided the following tips to help fireplace and woodstove owners become more savvy buyers:

1. The best way to get the most for your money is to find a wood seller with a solid reputation, based on a growing base of satisfied customers who return vear after vear.

2. An easy way to be overcharged is to buy firewood by the pickup load. A pickup bed can't handle the weight or volume of a cord. So, no standard measure can help you judge what you're getting, unless you're willing to take two or more trips to haul a full cord home.

"Don't be reassured if someone tells you he'll just charge you for a rick," Barden said. "Nowadays, some people seem to think a rick is a half or a quarter of a cord. But, a rick is simply a pile whether hay or wood, no matter what size it is."

3. The surest way to get an honest cord of wood is to stack and measure it yourself.

4. "Seasoned" firewood will look its age:

a. Green wood can be fairly neat. On the outside, it's not much different from the branches you see on trees. When split open, it has much the

Top Sow was

\$44.00 @ 600 lbs.

same clean, fresh look of the boards you buy at a lumber yard. b. Cured firewood looks gray or dingy-dark, and it's often rather dusty. The cut ends reveal lots of cracks in the log's inner rings. When split open, the wood inside is dry and white.

5. If you can find them, the premium, top-value fuel woods in the central High Plains are hedge (Osage orange), hickory and oak. In fact, despite its reputation, oak is No. 3 in terms of heating value.

6. The more information you have in memory, pocket or purse, the better you can assess offerings of mixed hardwoods even if you still have to ask the seller which species of wood make up the majority of a mix. In general, the faster a tree grows, the less dense its wood will be. More specifically, however, the cen-

Range 10 Greenwood County, Ks.

section is well watered with 2 ponds.

tral U.S. trees that provide the least heat value per cord include these lightweights: cottonwood, basswood (linden), elm, silver maple and willow. As firewood, they're fine only if you're interested in kindling or lighting the fireplace for an hour or two over the holidays.

In contrast, the betterto-best central U.S. firewoods come from ash. hackberry, hedge, hickory, locust, hard maple, oak and pecan trees.

"The more you depend on wood as a heat source for your home, the more important this kind of information can be. The quality of the firewood you buy will not only impact its price but also its heating power and the number of cords you'll need to get through the winter," Barden said.

He recommends that serious wood buvers consult the University of Missouri Extension factsheet http://extension.mis souri.edu/publications/Di splayPub. aspx?P=G5450. It includes specific comparisons of common woods' heating values and provides a chart that compares firewoods to other common heating fuels.

"No matter how serious you are, though, please remember to limit yourself to buying firewood harvested within 50 miles of where you live. Following that rule is the only way we'll have any spread of 1,000 cankers disease in black walnuts and the highly destructive emerald ash borer," Barden said.



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			-		
	STEERS		2	533	122.75
2	428	146.00	8	561	117.00
6	542	138.50	8	703	117.00
5	551	136.00	15	766	116.50
13	641	125.75	7	618	114.50
16	686	124.50	7	628	112.25
2	733	119.50	2	900	107.00
11	761	118.75			
62	876	118.75		Top Butcher Co	w was
14	746	118.00		\$63.50 @ 1405	lbs.
9	703	117.75		Top Butcher Bu	ll was
17	813	117.25		\$76.00 @ 2120	
	HEIFERS			\$70.00 @ 2120	ibs.
2	308	129.50		Top Fat Hog v	
3	397	127.00		\$42.50 @ 283	lbs.
2	385	126.50		Top Sow wa	16

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125.00

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Cattle sales Tuesday, 12:00 PM. Results from Tuesday, December 21

	STEERS		4	471	123.00
1	355	150.00	9	557	119.00
1	425	146.00	11	612	116.25
5	477	145.00	8	546	116.00
9	512	139.75	7	762	115.25
8	519	137.00	14	623	112.50
5	535	135.00	30	733	112.25
16	587	131.50	26	649	112.00
20	612	124.25	11	738	111.75
15	702	123.75	17	811	109.85
10	687	119.25	8	999	106.75
10	726	118.75			
HEIFERS				Butcher	
10	382	133.00	\$6	66.75 @ 1 <sub>0</sub>	405 lbs.
4	420	130.50	Top	Butcher	Bull was
1	415	126.50	\$7	75.50 @ 2	155 lbs.

**CONSIGNMENTS FOR TUESDAY, DECEMBER 28** 25 blk Angus-x 1st calf heifers to calve March 1st, KSU low birth weight Angus bull 20 xbred heifers, 700-750 lbs.

**CONSIGNMENTS FOR TUESDAY, JANUARY 4** 220 blk strs & hfrs, 450-625 lbs., weaned & vacc., off wheat 95 blk-x strs & hfrs, 650-775 lbs.

70 blk x strs & hfrs, 575-775 lbs., weaned & vaccinated 80 blk steers & heifers, 700-850 lbs., weaned & vaccinated

JAN. 4TH & 11TH: PRECONDITIONED VACCINATED SALES

**NEXT SHEEP & GOAT SALE** Saturday, January 8 ● 11:00 AM sale time (Change of date & time due to Holiday) Call 785-761-5814 to Consign

#### Clay Center, Ks • Barn Phone 785-632-5566

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Radio Market Reports KCLY-FM 101 Tues. 6:45 a.m

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SALE EVERY WEDNESDAY IN EMPORIA, KANSAS AT 11:00 AM 620-342-2425 or 800-835-7803 toll-free • Fax: 620-342-7741 12-22-10. A great sale for a holiday week! All classes of cattle sell ing higher including cows and bulls for slaughter. A very active market on all cattle, from cows to feeder cattle. 7 hfrs @405# \$135.00 208 hfrs @832# \$112.50 @407# @891# \$133.00 \$110.25 3 hfrs 64 hfrs @450# 4 hfrs \$132.50 4 hfrs @800# \$109.50 @345# @363# \$160.00 2 hfrs \$127.50 3 hfrs @488# \$126.50 @315# \$155.00 3 hfrs 2 strs @475# \$125.00 @410# \$154.00 3 hfrs 4 strs @495# \$123.00 @488# \$151.00 2 hfrs 2 strs 12 hfrs @526# \$123.00 3 strs @460# \$150.00 \$121.00 @510# @422# \$148.00 6 hfrs 3 strs \$146.00 @568# \$120.50 @493# 8 hfrs 2 strs @533# \$118.50 @420# \$143.00 13 hfrs 3 strs \$148.00 12 hfrs @532# \$118.00 @517# 8 strs 4 hfrs @569# \$116.00 3 strs @500# \$145.00 @568# \$115.50 @545# \$135.00 6 hfrs 2 strs \$114.50 31 str 7 hfrs @620# \$115.00 \$119.50 3 strs @653# 21 hfrs @607# \$113.50 7 strs \$118.50 @638# @634# @683# 21 hfrs \$113.50 8 strs \$118.50 @680# \$111.00 @660# \$118.00 4 hfrs 3 strs @688# \$120.50 \$111.00 10 strs @725# 3 hfrs @695# \$110.00 @764# \$118.50 2 hfrs 7 strs @745# \$113.75 @705# \$117.50 11 hfrs 26 strs @794# 59 hfrs \$112.70 22 strs @792# \$116.25 \$112.50 10 hfrs @711# 14 strs @799# \$115.75 @734# \$112.25 @850# \$113.50 8 hfrs 2 strs @749# \$112.00 @882#

\$1160-\$1300 **SHELLS: \$41.00 & DOWN** WE WILL HAVE A SALE DECEMBER 29TH.

\$112.00

\$112.00

**Expecting a nice Dock Run of Calves and Feeders!** Start selling butcher cows & bulls @ 11 AM then

CONSIGNMENTS STARTING TO COME IN.

7 strs

55 strs

21 strs

@949#

@947#

BULLS: \$66.00-\$73.25

PAIRS: young to 6 yrs old

calves, followed by the feeder cattle auction! We hope everyone had a Merry Christmas and wish everyone a safe and Happy New Year!

We will continue to have sales every week right thru the holiday. For those of you that have anything to sell, just give us a call AND WE'LL COME AND SEE YA!

THANK YOU for all of your continued support! Your business always appreciated!

For Cattle Appraisals Call: BRODY PEAK, 620-343-5107 GLENN UNRUH, 620-341-0607 LYLE WILLIAMS, Field Representative, 785-229-5457 WIBW 580 - 6:45 A.M. Thurs; KVOE 1400 - 6:30-6:45 A.M. Thurs. & Fri.



Buford and Darlene Cloyd of Kiowa, center, were recipients of the Barb McHargue award, which was presented at the National Charolais Show at the American Royal.

## Sparks and Cloyd families honored with the Barbara McHargue award at American Royal

During the 42nd National Charolais Show at the American Royal two families were recognized as recipients of the Barb McHargue award. Gordan and Kay Sparks, along with their son James and daughter Jaime, of LaMonte, Missouri, and Buford and Darlene Cloyd, of Kiowa were recognized for their commitment to the development of the cattle industry. The award is given in memory of Barbara Tucker McHargue to honor her commitment and perseverance in promoting youth involvement in the cattle industry. The award is not just considered for Charolais breeders, but for individuals who have supported youth throughout the cattle industry. This year's honorees were all dear friends of Barb.

The Sparks family was recognized for being continually involved in all parts of the Charolais industry. They are known for being willing to think outside of the box and take charge. Always enthusiastic to step up to the plate when they're needed, Kay and Jaime were instrumental in the revamping of the Miss Charolais USA program. As a family, they are known for helping kids get their start with cattle. teaching everything from feeding to fitting; they educate young people in all aspects of herdsmanship.

Austin Reedy, a 15-year old from Windsor, Missouri, got to experience the mentoring of the Sparks family for himself. Charolais heifer from the

Sparkses this year. James and his family helped Austin get his heifer ready for shows, gave advice on which bull to breed to, bred the heifer, and served as a guide all along the way. Austin was thrilled to have a class winner at a national show like the American Royal. with a lot of thanks to the Sparks family. Austin is only one of the many youth exhibitors the Sparks family has mentored.

The Sparks were close family friends of Barb McHargue. Kay recalled taking show results from the American Royal to Barb when she was in the hospital. She described Barb as "one of those people who touched your heart. Young people were the most important thing to Barbara. She had no biological children, but she had lots of children, including my own."

Buford Cloyd was recognized for his work as a pioneer in the United States Charolais industry. He is known for beginning the push to make the show ring a viable marketing tool for Charolais cattle. "Cloyd was instrumental at the time of infancy of Charolais cattle in the show ring," commented David Hobbs of the American International Charolais Association, "There were times he would bring 20 or 30 cattle just to ensure that there would be a

Clovd met Barb when she was Barb Tucker. She came to work for him when he was herdsman at Austin, who has been Litton Ranch in Missouri. showing cattle for seven Buford described Barbara years, purchased his first as a "tough worker. She'd give vou her last dollar.

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Larry Womacks, Fieldman

She didn't let any cattle come into the ring looking less than 100 per cent." Buford described Barb as "the most wonderful person in the world."

Both families spoke of fond memories of a wonderful lady who is greatly missed by many in all breeds of the cattle industry. Barb was described as a "straight shooter," and "a great gal." Barb freelanced for all different breeds, and in her time in the cattle industry she taught a lot of kids about the importance of hard work and integrity. Two awards are given each year, one to recognize a current member of the cattle industry who exemplifies the virtues of Barb McHargue, and a second award to a member of the cattle industry who has exemplified these same virtues in the past.

## **National Hereford Feedout** tests Hereford efficiency

fed through the National Hereford Feedout. Divided into a winter test and a spring test, the National Hereford Feedout has been testing cattle for six

"The data from the 2010 feedout has been gathered and the results clearly show that the trend for Hereford cattle working in the feedyard and carcass phase is confirmed again. Over the years, Hereford breeders involved have improved the muscling, marbling, growth and yield of the Hereford cattle tested without negatively affecting the most important trait of all, efficiency," says Tom Granzow, test coordinator and Kansas Hereford Association (KHA) secretary.

In the winter test, 281 cattle were placed on feed in December 2009. The steers gained 3.87 lb. per day at a cost of gain at \$.59 lb. of gain total. Average feed intake was 5.26 lb. of feed per lb. of gain compared to a yard average of 5.69. This is a 9% advantage to Herefords in feed consumed and a 12% advantage in feed costs. Yet, the Hereford steers were even with the yard average on gain at 3.60 lb. per day. This is a \$42.38 feed savings per animal to the Hereford cattle tested. In the carcass phase, the Herefords had a yield of 65.14%, a Yield Grade of 2.97, hot carcass weight of 810 lb., a backfat measurement of .49 inches, and a marbling score of 5.0 (low Choice). The ribeye area averaged 13.35. The live weight on this group of

The spring phase of the test began in February with 184 steers. The steers gained 3.87 lb. per day. On the rail, the steers had an average ribeye area of 13.62 inches, an average backfat of .51 inches, an average marbling score of 5.1 (low Choice), and a hot carcass weight of 857 lb. All of this computed to an average Yield Grade of 3.14. The average live weight on this group was 1,327 lb.

The National Hereford Feedout allows producers from across the country to consign whiteface cattle. The KHA organizes the program in such a way that Hereford and Hereford-English cross pens can be entered in the test with just a minimum of five head. The steers in the 2010 feedout represented a diverse crosssection of Hereford genetics and were all handled the same. They were sorted by weight and body type, and after 75 days on feed, ultrasound data for backfat was collected. The cattle were then marketed according to ultrasound data, with a deinches In this manner the cattle were all subjected to the same environmental conditions and feed. At harvest they were individually weighed again, and final carcass information was gathered.

The feed efficiency of each steer was calculated based on a Cornell University formula that breaks down pen statistics into individual feed efficiency figures by accounting for maintenance and growth requirements of different sized animals.

At the end of the trial, each participant gets a graph analysis of his or her cattle ranked in comparison to the others in cost of gain (COG), as well as other performance and carcass data measures. For producers who consign sire groups, this service provides for genetic selection and rapid herd progress. For more information and to find out how you can participate in future tests, contact Granzow at 785-466-2247, 785-466-6790 or kansashereford@tctelco.net.



## Holton Livestock Exchange, Inc.

1/2 mile East of Holton, KS on 16 Highway Livestock Auction every Tuesday at 12:00 Noon Serving the Midwest Livestock Industry for 58 Years!

**MARKET REPORT FOR TUESDAY, DECEMBER 21** 

**WE SOLD 725 CATTLE** 6 hlk hwf rwf strs 673@114.00 280@161.00 1 red male 3 red bulls 713@104.50 265@157.50 **HEIFERS** 2 blk bwf strs 342@153.00 2 hwf hfrs 250@136.00 2 blk strs 247@149 00 3 hlk hfrs 235@131.00 2 bwf strs 7 blk bwf strs 460@147.50 7 blk bwf hfrs 417@130.00 4 blk bwf strs 453@144.00 5 blk hfrs 362@129.50 526@143.00 2 bwf gray hfrs 355@129.00 14 blk char strs 9 blk hfrs 7 blk bwf char strs 418@142.50 469@125.50 3 red rwf hfrs 7 blk strs 515@139.50 381@124.00 5 blk strs 559@139.00 3 red hfrs 470@122.00 4 blk strs 547@138.00 2 blk red hfrs 477@121.00 4 blk hfrs 5 blk bulls 446@138.00 478@120.50 3 blk strs 576@137.00 5 blk hfrs 507@120.50 2 blk strs 532@136.00 7 blk bwf hfrs 504@120.50 4 blk strs 577@133.00 3 blk bwf hfrs 548@120.00 515@119.50 565@119.00 605@124 00 2 blk strs 2 blk bwf hfrs 3 blk strs 623@123.00 2 blk hfrs 572@117.00 635@123.00 615@115.50 6 blk strs 7 red hfrs 634@121.50 9 blk char strs 2 blk bwf hfrs 672@114.00 749@119.00 7 blk strs 9 blk bwf hfrs 532@114.00 8 blk red hfrs 4 blk bwf strs 682@117.50 603@113.50 8 blk bwf char hfrs 633@112.75 4 red rwf bulls 638@116.50

> DECEMBER 28 -- \*\*\*\*CLOSED\*\*\*\* NO SALE "HAPPY NEW YEAR" JANUARY 4--REGULAR WEEKLY AUCTION

12 blk char hfrs

628@112.00

782@116.00

4 herf x strs

**JANUARY 11--SPECIAL CALF & YEARLING AUCTION** JANUARY 15--3RD ANNUAL MOSER RANCH FEMALE SALE

**JANUARY 18--REGULAR WEEKLY AUCTION JANUARY 25--SPECIAL CALF & YEARLING AUCTION** 3RD ANNUAL KANSAS AUCTIONEER'S ASSOCIATION

LIVESTOCK AUCTIONEER COMPETITION

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WEBSITE: www.holtonlivestock.com EMAIL: dan@holtonlivestock.com

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> Heifers: 350-400 lbs. \$108.00-\$115.00 400-500 lbs. \$105.00-\$110.00 500-600 lbs. \$102.00-\$105.00 Steers & Bulls: 350-450 lbs. \$105.00-\$110.00 450-500 lbs. \$115.00-\$120.00 500-550 lbs. \$110.00-\$115.00

- · Calves will be mixed color (black, red, char crosses) unless ordered otherwise
- · All blacks upon request add \$5.00
- · All prices includes freight
- · Will buy back as yearling

Call for daily price quote

For more information contact: Jim Breeding, 785-562-7248, cell 785-325-2243 barn, 785-562-2615 home "If you don't like 'em on delivery, you don't own 'em"

#### **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

#### We will have a sale on Dec. 30

Early Consignments Include:

- 60 blk bwf cows from 1st calf bred hfrs to 10 yr. old bred to 3 Angus bulls, 1 wf horned bull starting calving Feb. 20, very nice
- 14 blk Char fall pairs, 6-8 yrs old with blk calves at side
- 150 packer cows & bulls
- 40 blk bwf strs & hfrs, 500-650 lbs., weaned & vaccinated
- 120 blk bwf rbf-x strs & hfrs, 400-650 lbs., weaned & vacc.
- 120 black Char heifers, 850-900 lbs., 2 loads
- 80 black red heifers, 800-825 lbs., sort into 1 load
- 70 black bwf heifers, 725-750 lbs., 1 load
- 120 mostly black steers, 900-950 lbs., 2 loads • 60 mixed steers, 850-900 lbs., 1 load
- 60 mixed steers, 900-950 lbs., 1 load
- 350 blk red Char mostly hfrs, 650-825 lbs., will sort into loads **EXPECTING 1,200-1,400 BY SALE TIME!**

Call Ron at 620-750-0123 We appreciate your business!

Ron Ervin - Owner-Manager Home Phone - 620-583-5385 Mobile Cell 620-750-0123

#### (620) 394-3273 (H) (620) 367-2331 (H) (620) 229-0076 (M) (620) 345-6879 (M) Cattle Sale Every Thursday 11:00 AM

## Kansas **Profile**

By Ron Wilson

Executive Director of the Huck Boyd Institute



## Cliff Ralstin — **Humboldt Union**

Tokyo, Japan. April, 2010. The television is carrying a documentary about the state of the media in the United States. Unfortunately, the broadcast is in the Japanese language which I don't understand. But part of the program is video coverage of a smalltown Kansas newspaper. Why would the Japanese send a TV crew halfway around the world to rural Kansas? It's the subject of today's Kansas Profile.

Cliff and Kim Ralstin are owners and publishers of The Humboldt Union in Humboldt. Their remarkable story was featured on Japanese public television in spring 2010.

The Humboldt Union is a weekly newspaper which had been continuously published for 129 years, but closed its doors in 2005. Two years later a man named Stewart Braden restarted the newspaper. He also operated the paper in nearby Yates Center. One of the

people working for him there was Kim Ralstin.

In March 2008, Kim and her husband Cliff Ralstin, who live near Humboldt, took over the ownership of The Humboldt Union. "He does all the writing," Kim said.

"I don't consider myself a journalist," Cliff said. "I came from a background in manufacturing. But the people here wanted a newspaper, and the community has embraced us. They're glad to have us back."

The reopening of a small-town newspaper caught the eye of Gloria Freeland, director of the Huck Boyd National Center for Community Media in K-State's School of Journalism. She and professor Steve Smethers, associate director of the school, did some research on the topic. They concluded that it was vital for community citizens to have a newspaper.

"I think it's wonderful that Humboldt, Kansas didn't give up the idea of having its paper back," Freeland said. "Although I haven't met Cliff and Kim, I've talked to Cliff on the phone, and I admire the couple's hard work to give their community the news it needs."

When they published their research, it caught another set of eyes much further away: Clear over in Japan. The Japanese national public television network was working on a special about the state of the media in the U.S. Ultimately, the Japanese arranged for a TV crew to come to Humboldt to see this phenomenon firsthand.

"They followed me around for four days," Cliff said. "They showed me selling advertising, going to press, and even came in at five in the morning when we were putting together the paper." Only two of the four-person crew spoke English.

"On the morning they left, the producer stated that being here changed his whole perspective on print media," Cliff said. "It helped him realize how important it is to the community." The producer even found it a moving experience. "He used the word 'moved' times," Cliff said.

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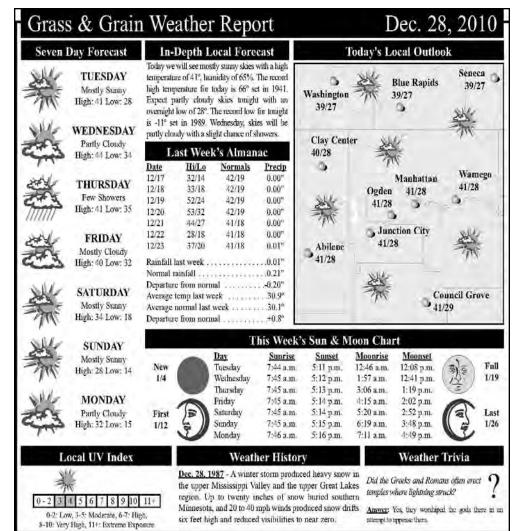
"I think they set out to do a story about how newspapers were dying in America, but that's not what they found," he said.

What makes a newspaper significant to a community? The key appears to be local coverage. "All Humboldt, all the time," Kim said. "We focus on Humboldt," Cliff said. "People can get the national news anywhere. We try to focus on the positive things in the community. There's so much happening in this little town.

We have a positive, faithbased, progressive community." Humboldt is a town of 1,964 people. That's rural - but there's more. The Ralstins actually live in the nearby town of Rose, which is unincorporated. When asked the population of Rose, Cliff said, "Well, there's Mrs. Wright, Kelly and his wife, and Terry and JD..." When he was done counting, he concluded that Rose had a population of 16 people. Now, that's rural. "I believe the rural way of life

is the best way of life there is." Cliff said.

It's time to leave Tokyo, where the national Japanese public television network was broadcasting a show with video of a rural Kansas newspaper. We commend Cliff and Kim Ralstin and the people of Humboldt for supporting local coverage and bringing the newspaper back to life. I can't understand the Japanese language on the TV show, but I do understand that this newspaper is making a difference.



six feet high and reduced visibilities to near zero.

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## **Cattle**

By **Auction**  **STARTING TIME** 11:30 AM

Marys
Tuesdays

## We Wish You All A Happy & Successful New Year! THANK YOU for Your Business in 2010

We sold 1807 head of cattle December 21. There was good 63 blk/red hfrs demand for steer and heifer calves at steady to higher prices. 20 blk/sim hfrs Feeder steers and heifers sold \$2.00-4.00 higher. Cows and bulls 20 blk/bwf hfrs wara \$2 NN-3 NN higher

were \$2.00-3.00 nigher.				
STEER & BULL CALVES				
2 blk strs	395 @ 154.00			
5 blk/sim strs	468 @ 153.00			
1 red str	345 @ 151.00			
2 blk strs	425 @ 150.50			
4 blk strs	466 @ 150.50			
2 blk strs	335 @ 149.00			
2 bwf strs	508 @ 147.50			
4 blk strs	474 @ 147.00			
2 blk/char strs	473 @ 146.00			
5 blk strs	538 @ 142.75			
3 blk strs	493 @ 142.50			
3 blk bulls	502 @ 141.50			
18 bwf/blk strs	541 @ 141.25			
4 wf bulls	516 @ 114.50			
	EDER STEERS			
6 blk/red strs	556 @ 138.75			
8 blk strs	557 @ 138.50			
13 blk strs	603 @ 131.25			
3 blk strs	595 @ 129.00			
6 bwf/blk strs	642 @ 125.25			
22 bwf/blk strs	649 @ 124.75			

9 blk/red strs

60 bwf/blk strs

4 blk/red strs

21 blk/wf strs

5 blk strs

62 blk strs

8 blk strs

9 blk strs

63 mix strs

66 mix strs 848 @ 116.75 60 blk/char strs 905 @ 113.25 58 mix strs 897 @ 112.00 62 mix strs 898 @ 110.00 13 blk/char strs 899 @ 101.75 HEIFER CALVES

200 @ 134.00 1 blk hfr 2 blk hfrs 408 @ 132.00 1 blk hfr 420 @ 131.50 2 bwf/blk hfrs 455 @ 130.00 14 bwf/blk hfrs 477 @ 129.00 448 @ 127.50 4 x-bred hfrs 5 blk/red hfrs 401 @ 127.00 4 blk/red hfrs 506 @ 126.00 2 blk hfrs 423 @ 124.50 10 blk hfrs 504 @ 124.00 2 blk/bwf hfrs 513 @ 123.00 2 blk hfrs 358 @ 121.00 3 blk/red hfrs 340 @ 120.00 393 @ 120.00 2 blk hfrs 7 x-bred hfrs 2 blk/red hfrs 5 bwf/blk hfrs

499 @ 118.50 448 @ 118.00 519 @ 117.50 STOCKER & FEEDER HEIFERS 11 blk hfrs 563 @ 123.75 4 blk hfrs 554 @ 123.50 7 bwf/blk hfrs 565 @ 121.25 130 bwf/blk hfrs 711 @ 117.25 70 mix hfrs 735 @ 115.35 35 bwf/blk hfrs 601 @ 115.00

760 @ 114.25 805 @ 112.75 648 @ 111.85 59 bwf/blk hfrs 856 @ 111.60 59 mix hfrs 801 @ 111.50 850 @ 111.25 118 bwf/blk hfrs 4 blk/red hfrs 729 @ 110.50 5 blk hfrs 646 @ 110.00 16 bwf/blk hfrs 808 @ 110.00 5 blk/red hfrs 727 @ 109.25 14 mix hfrs 620 @ 107.50 720 @ 107.50 51 blk/char hfrs 7 blk/bwf hfrs 929 @ 105.75 1015 @ 104.75 19 blk hfrs **BRED HEIFERS** 

11 Ang hfrs @ 1330.00 11 Ang hfrs @ 1220.00 4 Ang hfrs @ 1100.00 1 wf hfr @ 520.00 **COWS & HEIFERETTES** 4 blk hfrts 1016 @ 104.00

850 @ 103.00 1 blk hfrt 1 blk hfrt 1070 @ 96.00 3 blk hfrts 1182 @ 93.50 1074 @ 60.50 8 blk cows 2 char/blk cows 1543 @ 59.25 7 blk/sim cows 1346 @ 58.25 4 blk/red cows 1471 @ 58.00 1 blk cow 1160 @ 57.50 1 hol cow 1760 @ 57.00 2 blk cows 1340 @ 56.75 5 blk/char cows 1411 @ 56.25 1 blk cow 1645 @ 56.00 1490 @ 55.50 1 hol cow 2 blk cows 1313 @ 55.00

1265 @ 54.50 5 blk cows 5 blk cows 1312 @ 54.50 2 blk cows 1143 @ 54.00 5 blk cows 1160 @ 53.75 1115 @ 53.25 1 red cow 1265 @ 53.00 1 blk cow 5 limo cows 1170 @ 52.25 3 blk cows 1133 @ 52.00 1 blk cow 1115 @ 51.25 1 blk cow 1375 @ 51.00 1 bwf cow 1190 @ 50.50 2 blk cows 1543 @ 50.00 1 blk cow 1111 @ 48.25 5 limo cows 1160 @ 47.75 2 blk/bwf cows 1310 @ 47.50 1 sim cow 1 hol cow 1255 @ 46.75 1265 @ 46.00 1 red cow 1335 @ 45.00 1 hol cow 2 blk/red cows 988 @ 44.00 1005 @ 42.75 1 wf cow 1 blk cow 1430 @ 42.50

BRED COWS	& PAIRS
1 blk cow	@ 850.00
1 blk cow	@ 835.00
1 bwf cow	@ 825.00
1 x-bred cow/cf	@ 770.00
6 blk cows	@ 750.00
7 blk/red cows	@ 715.00
3 wf cows	@ 710.00
1 blk cow	@ 690.00
1 x-bred cow	@ 675.00
4 blk/red cows	@ 610.00
1 bwf cow	@ 590.00
5 blk cows	@ 570.00

1485 @ 66.00 1 blk bull 1855 @ 65.25 1 blk bull 1900 @ 73.75 1 red bull 1 wf bull 2100 @ 64.00 1 blk bull 1885 @ 71.00 1 blk bull 1650 @ 63.75 1 blk bull 1750 @ 70.00 1 blk bull 1580 @ 62.75 2260 @ 66.75

### **CONSIGNMENTS FOR** TUESDAY, DEC. 28

30 blk bwf strs & hfrs, 400-500 lbs., weaned, vaccinated

62 angus bwf strs & hfrs, 750-900 lbs.

80 blk bwf strs, 650-675 lbs.

190 blk bwf strs, 850-875 lbs.

400 blk bwf strs, 850-950 lbs., Northern origin

61 blk x-bred strs, 900-925 lbs.

60 blk x-bred strs, 850-875 lbs.

70 blk x-bred hfrs, 725-750 lbs.

70 angus bwf hfrs, 700-725 lbs.

125 blk bwf hfrs, 800-825 lbs.

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582 @ 124.00

846 @ 121.75

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729 @ 120.00

786 @ 118.00

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