

Trump signs USMCA

On Friday leaders of the United States, Canada and Mexico officially signed the revised North American Free Trade Agreement (NAFTA), now known as the United States-Mexico-Canada Agreement.

"I have often said that we live in the best neighborhood on Earth - North America - and the signing of a new trade agreement with Mexico and Canada helps cement our highly integrated relationship as nations," said U.S. Secretary of Agriculture Sonny Perdue. "President Trump has fulfilled a promise, which many said couldn't be done, to renegotiate NAFTA and improve the standing of the entire American economy, including the agriculture sector."

"The new USMCA makes important specific changes that are beneficial to our agricultural producers," he continued. "We have secured greater access to the Mexican and Canadian markets and lowered barriers for many of our products." Perdue went on to detail how the agreement eliminates Canada's unfair Class 6 and Class 7 milk pricing schemes, opens additional access to U.S. dairy into Canada, and imposes new disciplines on Canada's supply management system. The agreement also preserves and expands critical access for U.S. poultry and egg producers and addresses Canada's discriminatory wheat grading process to help U.S. wheat growers along the border become more competitive.

"This is good news for American farmers and we now need Congress to follow suit and enact the necessary implementing legislation. I commend President Trump and our U.S. trade representative, Ambassador Lighthizer, for their perseverance, leadership, and hard work," he said.

Sen. Pat Roberts echoed the sentiments. "I congratulate President Trump on signing the USMCA, and I thank him for strengthening the trading relationships with Canada and Mexico that our American farmers and ranchers have long depended on" he said. "Today marks an important step towards congressional consideration, and I look forward to doing just that in the new year."

Sen. Pat Roberts echoed the sentiments. "I congratulate President Trump on signing the USMCA, and I thank him for strengthening the trading relationships with Canada and Mexico that our American farmers and ranchers have long depended on" he said. "Today marks an important step towards congressional consideration, and I look forward to doing just that in the new year."

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REAL ESTATE AUCTION

Betty Montgomery

Located at Effingham City Building
414 Main St.; Effingham, KS

Feb. 2, 2019 10AM

THREE SEPARATE TRACTS FOR SALE:

TRACT # 1: A tract of land in the West 1980 feet of the NE/4 of 18-7-17 containing 4 acres more or less containing all improvements. Legal will be determined by a survey at seller's expense.

TRACT # 2: The West 1980 feet of the NE/4 of 18-7-17, excepting Tract # 1.

TRACT # 3: The NE/4 of 13-7-16.

Tracts 1 & 2 will be sold separately and then placed together.

TERMS: 10% down at contract signing with the balance paid within 30 days. Property will sell "As Is". Seller reserves the right to accept or reject any or all bids. Announcements day of auction take precedence over printed materials. Possession will be the day of closing. Copy of contract may be previewed at Broker's website.

PROPERTIES DESCRIBED:

TRACT # 1: A four acre tract to be described by survey including a two story frame home with 3 bedrooms, 1 bath; a cement block barn with frame roof and silo.

TRACT # 2: Approximately 113 acres, containing 70 tillable acres, balance of acreage in timbered land. FSA DCP cropland is 61.27 acres. Base acres are 26.08 Corn and 35.19 SBeans. PLC yields are: 104-Corn and 33-SBeans. MPCI APHs-Corn-131; SB-43.

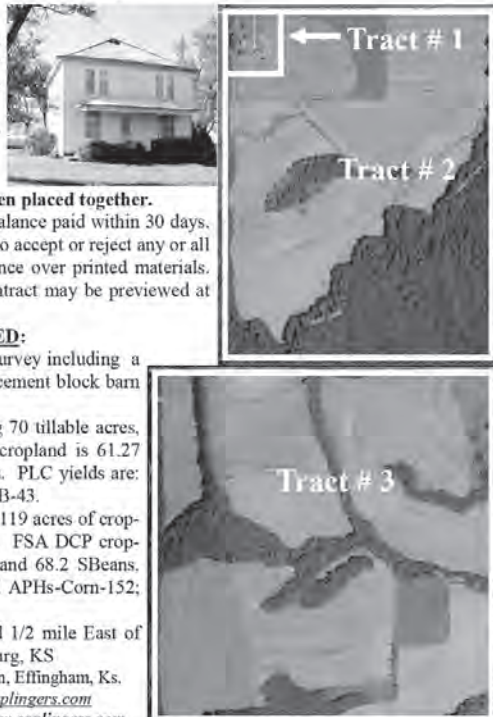
TRACT # 3: A legal 160 acre farm. Composed of 119 acres of cropland with balance in grass and wooded creek areas. FSA DCP cropland is 118.97 acres. Base acres are 50.53 Corn and 68.2 SBeans. PLC yields are: 104-Corn and 33-Soybeans. MPCI APHs-Corn-152; SB-40.

LOCATIONS: Tracts # 1 & 2: 1 mile South and 1/2 mile East of Larkinburg, KS; Tract # 3: 1 mile South of Larkinburg, KS

Auction conducted by: Stranger Creek Realty; 417 Main, Effingham, Ks.

For questions call: 913-833-4835 or email cap@capflingers.com

Photos and more information available at: <http://www.capflingers.com>



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For our sale Friday, November 30, steer and heifer calves were selling on a weaker trend at lower prices. Stocker feeder steers and heifers were in good demand, however they were also selling weaker. A large run of cull cows sold \$2 to \$3 lower on the kind offered.

STEER CALVES — 425-550 LBS

| | | |
|------------------|---------|------------|
| Manhattan | 8 blk | 473@178.00 |
| Cottonwood Falls | 4 blk | 518@172.00 |
| Manhattan | 4 blk | 492@165.00 |
| Alma | 6 blk | 517@164.50 |
| Oskaloosa | 8 bwf | 443@162.00 |
| Circleville | 6 blk | 538@159.00 |
| Oskaloosa | 8 bwf | 527@152.50 |
| St. George | 5 blk | 539@151.50 |
| Oskaloosa | 4 blk | 516@145.00 |
| Manhattan | 8 cross | 462@143.00 |

| | | |
|------------------|----------|------------|
| Council Grove | 5 blk | 608@140.50 |
| Cottonwood Falls | 4 blk | 701@140.00 |
| Circleville | 12 blk | 648@139.50 |
| St. George | 31 blk | 743@135.00 |
| Westmoreland | 8 blk | 768@135.00 |
| Alta Vista | 4 blk | 711@133.50 |
| Manhattan | 7 herf | 618@133.00 |
| Barnard | 12 herf | 663@132.50 |
| Blue Rapids | 4 blk | 752@131.50 |
| Barnard | 5 cross | 563@130.50 |
| Scranton | 7 blk | 566@128.00 |
| Lawrence | 6 blk | 811@125.00 |
| Baileyville | 12 cross | 810@125.00 |
| Maple Hill | 5 blk | 878@110.50 |
| Leavenworth | 12 Hols | 661@50.00 |

| | | |
|---------------|---------|------------|
| Oskaloosa | 6 blk | 563@135.50 |
| Westmoreland | 5 blk | 691@132.50 |
| Blue Rapids | 5 blk | 630@128.00 |
| St. George | 10 bwf | 640@127.50 |
| Hillsboro | 5 cross | 564@125.50 |
| Barnard | 13 herf | 580@122.50 |
| Circleville | 10 blk | 606@122.50 |
| Auburn | 4 blk | 615@121.00 |
| Shawnee | 5 cross | 579@117.00 |
| | 4 blk | 691@115.00 |
| Council Grove | 5 blk | 594@111.00 |
| Oskaloosa | 4 blk | 580@111.00 |
| Manhattan | 4 hrf | 561@108.00 |
| Wamego | 4 | 682@108.00 |

| | | |
|--------------|---------|------------|
| Baldwin City | 1 Cross | 1105@77.00 |
| Frankfort | 1 blk | 1195@73.25 |
| Olathe | 1 blk | 1040@71.00 |
| Frankfort | 1 bwf | 1795@69.75 |
| Frankfort | 1 blk | 1700@69.00 |
| Alma | 1 blk | 1740@68.50 |
| Alma | 1 blk | 1570@65.50 |
| Hoyt | 1 blk | 1660@63.00 |
| Alta Vista | 1 blk | 1610@60.50 |
| Frankfort | 1 blk | 1530@59.50 |
| Wakefield | 1 blk | 1635@59.00 |
| Onaga | 1 blk | 1495@58.00 |
| Clay Center | 1 blk | 1455@55.00 |
| Clay Center | 1 blk | 1510@54.50 |
| Alta Vista | 1 blk | 1510@53.50 |
| Wakefield | 1 blk | 1535@52.00 |
| Manhattan | 1 blk | 1380@51.00 |
| Alta Vista | 1 blk | 1490@48.50 |
| Delia | 1 blk | 1465@48.00 |
| Manhattan | 1 blk | 1170@47.00 |
| Alta Vista | 1 blk | 1400@46.00 |
| Burlingame | 1 blk | 1215@45.50 |
| Wamego | 3 blk | 1468@45.00 |
| Shawnee | 1 blk | 1170@42.00 |
| Shawnee | 1 bwf | 1090@41.00 |
| Basehor | 1 blk | 1350@41.00 |
| Clay Center | 1 blk | 1275@40.50 |
| Onaga | 1 blk | 1440@39.00 |
| Wamego | 1 blk | 1310@37.00 |
| Alta Vista | 1 blk | 1430@37.00 |
| Baileyville | 1 blk | 1375@37.00 |
| Waterville | 1 blk | 1035@36.00 |
| Burlingame | 1 blk | 1180@36.00 |
| Randolph | 1 blk | 1345@35.00 |

HEIFERS — 350-550 LBS

| | | |
|--------------|------------|------------|
| Reading | 4 blk | 498@170.00 |
| Baldwin City | 4 blk | 361@150.00 |
| Manhattan | 6 blk | 450@150.00 |
| Oskaloosa | 7 bwf | 434@149.00 |
| Leavenworth | 5 red ang | 489@145.50 |
| Leavenworth | 16 red ang | 549@144.50 |
| Auburn | 4 cross | 390@144.00 |
| Baldwin City | 7 blk | 442@142.00 |
| Shawnee | 8 blk | 545@140.50 |
| Oskaloosa | 7 bwf | 487@140.00 |
| Auburn | 19 blk | 457@138.00 |
| St. George | 11 blk | 512@137.00 |
| Baldwin City | 14 blk | 543@135.50 |
| Reading | 4 blk | 545@135.00 |
| Circleville | 9 blk | 493@132.00 |
| Maple Hill | 6 mix | 505@127.50 |
| Manhattan | 4 blk | 548@122.00 |
| Alma | 4 blk | 522@110.00 |
| Manhattan | 4 cross | 401@109.00 |

BABY CALF

| | | |
|---------------|---------|---------|
| Alma | 1 blk | @200.00 |
| Alma | 1 blk | @190.00 |
| Council Grove | 5 Cross | @190.00 |
| Council Grove | 2 blk | @130.00 |
| Flush | 1 blk | @125.00 |

BULLS — 1,450-2,175 LBS

| | | |
|---------------|---------|------------|
| Manhattan | 1 blk | 2165@71.00 |
| Alma | 1 blk | 2090@70.00 |
| Frankfort | 1 Cross | 1520@68.00 |
| Council Grove | 1 blk | 1950@65.00 |
| Basehor | 1 herf | 1630@64.50 |
| Frankfort | 1 Cross | 1825@60.00 |
| Alma | 1 blk | 1875@50.00 |
| Council Grove | 1 blk | 1455@45.00 |

COWS & HEIFERETTES — 925-1,795 LBS

| | | |
|------------|-------|-----------|
| Alta Vista | 1 blk | 955@94.00 |
| Alta Vista | 1 blk | 925@81.00 |

CATTLE TRACE EVENT Hosted @ MCC

Monday, December 10th, 5:30 PM

Meal provided, RSVP by December 6th to Kara Meyer: 785-765-3821

SPECIAL STOCK COW & BRED HEIFER SALE

WED., DEC. 12 • STARTING 11:00 AM

- BRED 1st CALF HEIFERS:**
- 34 Fancy Angus Northern origin (OCV) hfrs, All bred to Paygrade (CED +11) and Counterweight (CED +13) Angus bulls for Jan 24, 2019 calving. Cleaned up with Registered Blk Angus (Traveler & New Design genetic) bulls Blythe Objective & RHR Hero for Feb. 5 -Mar. 8 calving. Hfrs are up to date with vaccinations including 1st scourbos & Lepto booster 10/16/18/ electric fence broke/ ultra sound 7/3/18.
 - 24 Blk Angus Simm cross 1st calf (OCV) hfrs bred to Mill Brae Update son & Mill Brae Final Answer son to start calving Feb 1 for 75 day calving period.
 - 3 Angus 1st calf hfrs, heavy Springers.
 - 36 Fancy blk 1st calf OCV hfrs bred to Nemaha Valley LBW bull, to start calving Jan. 15. Pelvic checked, 2 rds shots.
- PAIRS:**
- 18 blk bwf cows, 4 yrs+ w/ Sept. calves by side, running back red Angus bulls.
 - 20 blk cows, 5-SS w/Sept.-Oct. calves by side, cows running back w/ Angus bull.
 - 30 blk cows, 1st calf to 8 yrs w/Sept.-Oct. calves by side.
 - 14 blk cows SS w/ Fall Sept. calves by side. Shots & banded.
- BRED COWS:**
- COMPLETE DISPERSAL CONSISTING OF 40 choice big fancy Angus cows, 15 3-yr olds, balance 4-8 yrs, bred Angus bulls for Feb-Mar. calves.
 - 18 home raised blk cows, 3-7yrs bred Angus for Jan. 22 synchronized calving. All shots, bunk & electric fence broke.
- 1st CALF HEIFER PAIRS:**
- 6 Angus 1st calf hfrs w/30-45 day Angus calves by side.
- BULLS:**
- 3 Horned Heref bulls, 18 mo./Trich & Semen tested.

EARLY CONSIGNMENTS FOR Dec. 14

- 55 blk str & hfrs, weaned 30+ days, no implants, 2 rds shots, bunk broke, 650-700 lbs.

EARLY CONSIGNMENTS FOR Dec. 7

- 14 blk Simm cross str & hfrs, weaned 45 days/ 2 complete rd shots/ Pour On, 500-550 lbs
- 13 Home raised Gelv cross str & hfrs, weaned 50 days, 2 rds shots, poured, bunk broke, 550-700 lbs
- 13 Home raised Gelv cross str & hfrs (weaned 50 days/ 2 rds shots/ poured/ bunk broke) 550-700 lbs
- 49 Blk str & hfrs (weaned mid Oct/ 2 complete rd shots) 500-650 lbs
- 30 Blk str & hfrs (long weaned/ 2 rds shots/ bunk broke) 500-700 lbs
- 120 Choice reputation Angus str & replacement quality hfrs, all sired by Lyons Angus bulls (2 rds shots/ bunk broke) 550-700 lbs
- 19 Blk str & hfrs (bunk broke/ shots/ poured/ long weaned) 600-850 lbs
- 50 Choice reputation Blk str (2 rds shots/ weaned 6 weeks) 500-625 lbs
- 12 Blk str & hfrs (2 rds shots/ long weaned) 550-650 lbs
- 9 Blk Simm Angus cross str & hfrs (2 complete rd shots/weaned 40 days/ bunk & electric fence broke) 700-850 lbs
- 8 Blk str (2 rds shots/ weaned 5 weeks) 500-550 lbs
- 20 crossbred steer & heifers (weaned 30 days/shots) 500-550
- 35 Crossbred str & hfrs, weaned 45 days, Spring shots, 500-600 lbs.
- 28 blk & red Ang str & hfrs, weaned 45 days, Spring & Fall shots, 550-700 lbs.
- 30 choice blk str & hfrs, 500-600 lbs.

Upcoming Special Stock Cow & Bred Heifer Sale Dates • Wednesday's starting at 11:00 AM

2018: December 12 • 2019: January 16 • February 20 • March 20 • April 10 • May 1

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|---|--|--|---|--|--|---|--|--|---------------------------------------|

GRASS & GRAIN COMMUNITY OBITUARY

EPA fails to account for future refinery waivers in final 2019 RVO rule

The National Corn Growers Association has said the EPA's final 2019 Renewable Volume Obligation (RVO) rule under the Renewable Fuel Standard (RFS) moves renewable fuels and energy security forward in 2019, but the growth will only be realized if EPA does not grant refiners further RFS exemptions.

"We are pleased the Environmental Protection Agency (EPA) maintained

the implied conventional ethanol volume of 15 billion gallons and increased the total 2019 renewable fuel volume as intended by the RFS. However, EPA granted refineries 2.25 billion gallons in RFS waivers over the past year but did nothing to account for those lost volumes. If EPA continues to grant large amounts of waivers in this manner, the volumes set in this final rule cannot be met," said NCGA president Lynn Chrisp.

In comments on the rule, NCGA and its grower members urged EPA to take steps to maintain the integrity of the RFS, including projecting 2019 waivers and accounting for those gallons to keep the RFS volumes whole. By failing to account for waivers in this final rule, EPA ensures that any 2019 exemptions will reduce the volumes the agency sets.

"Ethanol has been and continues to be a strong market for U.S. corn farmers, especially during these tough times in the farm economy. When the EPA continues to grant waivers and does not account for those volumes in this rule, domestic demand for our crop is lost, impacting farmers' livelihood and the economy of rural America," Chrisp said.

NCGA will continue to work with EPA to ensure the full energy and environmental benefits of the RFS are achieved. As EPA implements this volume rule, as well as considers pending petitions for RFS exemptions, NCGA urges the agency to prevent further demand destruction and support a strong RFS that will benefit America's farmers and rural communities, provide cleaner air and boost our nation's energy security.

Ronald L. Shivers 1937-2018



Ronald L. Shivers passed away Friday, November 23, 2018 in the Abilene Memorial Hospital. He was born December 13, 1937 in Abilene, Kansas, the son of Everett and Velma Shivers. He was united in Marriage to Doris Monroe at the Manchester Methodist Church on November 10, 1972. Ron worked various jobs in his youth and when he was 18, he drove his first semi. He drove for several years for Naturich Mills, Yellow Freight System, Dautel Truck Line, Woolco, J. Brannen Clothing and Woolworth Company. In 1982 Ron and his good friend Allyn Thompson went to auctioneer school in Kansas City, Missouri. In 1984 Ron got his Real Estate License and Brokers license in 1986. He opened his own Real Estate Office in 1991 and was certified to do Appraisals. Ron was a member of the Talmage Lions Club, Dickinson County Sheriff's Posse, the Eastern Kansas Horseman's Association, the Sand Springs Saddle Club, a 50 year member of the Oakhill-Wakefield-Clay Center Blue Lodge, 50 years with the Oakhill-Wakefield Order of Eastern Star, Scottish Rite, and Isis Shrine Club of Salina, Kansas. He was a member of the Kansas Association of Realtors, National Association of Realtors, National Auctioneers Association, Kansas Auctioneers Association and was inducted into the Kansas Auctioneer Hall of Fame in 2005. He was a member of the Abilene Elks Lodge for 50 years and a member of the Chamber of Commerce, serving as vice-president and president. He was co-chairman of the Chamber AG-Committee and Chamber representative on the Central Kansas Free Fair Board holding the offices of vice-president and president. In

2010, Ron was inducted into the Fairs and Festivals Hall of Fame. He was named Distinguished Citizen of the year in 2001 by the Abilene Area Chamber of Commerce. He also helped the Dickinson County 4-H Horse Club raise funds. He was the Parade Marshal in 2018 at the Abilene Wild Bill Hickok Parade and was recognized as the Volunteer of the Year, 2018, by the Dickinson County Historical Society. He is survived by his wife, Doris, of the home, a step-son Dennis Monroe and step-daughter, Cindy Monroe, granddaughters, Natalie Lober, Melissa Applebee (Monroe) and Alisha. His great-great grandchildren are Shiann Lober, Aiden Applebee and Breanna Applebee. His sisters, Evelyn Carter, Sharon Cramer, and Sandy Feighner. He had many nephews, nieces, and cousins. He was preceded in death by a sister, Shirley Jackson and a brother Butch Shivers. Funeral Services were held Tuesday, November 27, 2018, at the Abilene First Baptist Church at 501 N. Spruce with Pastor Jack Gilstrap officiating. Interment followed in the Prarieedale Cemetery in Talmage. The family suggests memorial contributions in his name be made to the Dickinson County Heritage Center, the Central Kansas Free Fair, The Shivers Foundation Kansas Auctioneer Association, First Baptist Church, or donation of Choice. They may be sent in care of the Danner Funeral Home, PO 758, Abilene, KS 67410.

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Sun, Jan 6, 2 pm

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Dave Hunt 785-201-5257



Kruse Missie Primo 147 won reserve grand champion owned female at the 2018 North American International Livestock Exposition (NAILE) Junior Angus Show, Nov. 11 in Louisville, Ky. Jake Nikkel, McPherson, owns the February 2017 daughter of Colburn Primo 5153. She first claimed early junior champion. Mike McGuire, Waverly, Ala., evaluated the 218 entries.

Photo by Katy Holdener, American Angus Association

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| <p>2011 FREIGHTLINER CA 125DC</p> <p>\$35,950</p> <p>DD-13 ENGINE, 450 HP, 10 SPD TRANS, 3.7 RE-RATIO, 178" WB, 355K MI, STK# 1P15786</p> | <p>2016 GMC YUKON SLE</p> <p>\$39,953</p> <p>5.3L ENGINE, AWD 8" TOUCH SCREEN, BOSE SOUND SYSTEM, CHROME ACCENTS, 26K MI, STK# 12493B</p> |

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TRUCK SALES

Schwieterman Market Outlook

A marketing commentary by Bret Crofts

The big event of the next few trading days will be the G-20 economic summit and the Trump/Xi meeting. If anything positive comes out of the meeting it could be very helpful to the soybeans in particular, probably the hogs, and possibly a number of other ag commodities. On the other hand, if trade tensions escalate it will be very bad news for the beans for sure. If by chance nothing at all happens in the meetings, then we are probably doomed to six more weeks of sideways trade as we wait for the January supply and demand report.

Hopefully we get some positive news and get the grain markets out of the doldrums. We need to see better demand for corn, wheat and soybeans to draw down our large stocks levels, and really, the same thing applies to the livestock markets as well. We are dealing with large numbers of cattle and hogs, and a bit better demand out of China would certainly be helpful. It is interesting to note that China was a big buyer of pork in the last export sales report, which means that African Swine Fever has someone nervous about the future price of pork and they are willing to pay the tariff. Hogs have some tremendous upside potential if the Chinese are consistent buyers.

On the charts, the wheat and corn are trying to turn the trends back up and the soybeans are up against the recent highs. That means we are either at a perfect spot for a breakout to the upside, or a perfect spot for potential bull markets to fail. There are still a large number of short contracts the funds could cover in the wheat and soybeans, and the funds are just starting to get long corn again. All the big traders need is an excuse

to be aggressive buyers, so to beat the dead horse, hopefully we get that this weekend.

The same story looks like it applies to the stock market as well. We have seen a substantial pull back and the market is poised to turn back higher, but buyers need their confidence bolstered, and one thing that could do that is the idea of freer trade is ahead.

It was an interesting week in the cattle. There was very little cash trade by early Friday afternoon. The futures markets were pretty wild, with the feeders giving up a lot of the recent gains, and the live cattle, in some cases, taking out last week's highs. I really don't like the March feeder chart. I'm a seller on strength for the time being.

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 Crofts 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 contracts.

EPA announces biodiesel and advanced biofuels volumes

First increases for biomass-based diesel in several years, but full potential not realized

Washington, D.C. November 30, 2018: The U.S. Environmental Protection Agency (EPA) announced today that the biomass-based diesel and advanced biofuels volumes will be increased above previous year levels, which is good news for the soybean industry. The increase, however, is mitigated by the absence of reallocation of the significant gallons that were waived under exemptions issued previously by EPA to refineries.

The final rule sets the 2020 requirement for biomass-based biodiesel (BBD) volumes at 2.43 billion gallons, a 330-million-gallon increase over the 2018 and 2019 levels. Total advanced biofuel volumes, which are largely filled by biodiesel, are increased to 4.92 billion gallons.

American Soybean Association (ASA) President John Heisdorffer, a soybean producer from Keota, Iowa, acknowledged the progress, saying, "We welcome this increase, as it helps a growing market for soybean oil. We are glad to see EPA acknowledge that biodiesel can play a larger role in our nation's fuel supply."

While ASA appreciates the increased biomass-based diesel volumes for 2020, Heisdorffer reiterated the ability and capacity for additional growth. "As ASA communicated to EPA during the rulemaking process, soybean farmers and our biodiesel industry partners can meet these targets, and we have the production capacity and feedstock to reasonably achieve even further growth."

ASA and its biodiesel industry partners also remain concerned that EPA has not reallocated the previous year volumes that have been waived through exemptions granted to refineries by EPA. The agency's data shows that the retroactive small refinery exemptions reduced demand for biodiesel by more than 300 million gallons in 2018.

"The biodiesel indus-

try supports agriculture by creating jobs, diversifying fuel sources, and reducing America's dependence on foreign oil. EPA is moving in a better direction, but we urge the Administration to address the waived volumes and support the full potential of U.S. soybean farmers and biodiesel producers."

Kansas Hay Market Report

Hay market trade activity is slow. Prices steady and demand light. The alfalfa hay market remains steady for both price and sales. Snow once again has slowed harvest. Areas of central and eastern Kansas received anywhere from a trace to 5.0 inches of snow early last week. The moisture and mud is sure making life difficult for the Kansas farmer. In addition to the delayed harvest, there is still hay out there that needs to be baled. According to the U.S. Drought Monitor, in northeastern Kansas, areas of Abnormally Dry (D0) and Moderate Drought (D1) were reduced in response to improving soil moisture conditions and above-normal precipitation during the past 60-to-90 days. The abnormally dry (D0) category remains at 6 pct., and moderate drought (D1) remains at 5 pct. The Kansas Forage and Grassland Council is having their annual conference on December 11 in Emporia. Visit their website at www.ksfgc.org for more information and registration. If you have hay for sale, and/or need hay here in Kansas, use the services of the Internet Hay Exchange: www.hay-exchange.com/ks.php.

Southwest Kansas
Dairy alfalfa, grass hay, ground/delivered steady, grinding alfalfa steady to 5.00 higher, movement slow. Alfalfa: horse, premium small squares 280.00-300.00. Alfalfa: Dairy 1.00-1.05/point RFV, Supreme 185.00-210.00, Premium 170.00-195.00, Good 160.00-170.00. Stock or Dry Cow 190.00-200.00. Fair/Good grinding alfalfa, 170.00-180.00 with an instance at 195.00-200.00. Ground and delivered locally to feedlots and dairies, 195.00-205.00 with an instance at 215.00-220.00; Sudan: large rounds 65.00-75.00; Cornstalks: Large rounds 65.00-75.00 delivered; Wheat straw: large rounds 65.00-70.00. The week of 11/11-11/17, 7,874T of grinding alfalfa and 738T of dairy alfalfa were delivered.

South Central Kansas
Dairy alfalfa, grass hay, grinding alfalfa, ground/delivered, alfalfa pellets steady, movement slow. Alfalfa: horse, small squares

190.00-200.00. Dairy, 1.00-1.05/point RFV, Supreme 185.00-210.00, Premium 170.00-195.00, Good 160.00-170.00. Stock cow, 155.00-165.00 delivered. Fair/Good grinding alfalfa, 145.00-155.00. Ground and delivered locally to feedlots 175.00-185.00 with an instance at 200.00; Alfalfa pellets: Sun cured 15 pct protein 210.00-220.00, 17 pct protein 210.00-225.00, Dehydrated 17 pct 245.00-255.00; Grass hay: Bluestem, small squares 8.00/bale, mid squares 110.00-120.00, large squares 130.00-140.00. Brome, large squares 125.00-135.00; Sudan: large rounds 70.00-80.00; Wheat Straw: large rounds 65.00-75.00. The week of 11/11-11/17, 3,614T of grinding alfalfa and 325T of dairy alfalfa were delivered.

Southeast Kansas
Dairy alfalfa, grinding alfalfa, ground/delivered, grass hay, steady, movement slow. Alfalfa: horse or goat, 220.00-245.00. Dairy 1.00-1.05/point RFV. Stock cow 170.00-180.00. Fair/Good grinding alfalfa, 160.00-170.00. Ground and delivered, none reported; Grass hay: Bluestem, premium small squares 135.00-145.00. Good, mid squares 125.00-135.00, large squares 110.00-120.00, large rounds 100.00-110.00 with an instance at 120.00. Brome, good, small squares 145.00-155.00, mid squares 140.00-150.00, large squares 120.00-130.00, large rounds 125.00-135.00; Sudan: large rounds 80.00-90.00; Oat hay, mid squares 150.00-160.00; Wheat Straw: mid and large squares 75.00-100.00. Mulch: large rounds 50.00-60.00. The week of 11/11-11/17, 1,034T of grass hay was delivered.

Northwest Kansas
Dairy alfalfa, grinding alfalfa and ground/delivered steady; movement slow. Alfalfa: Horse or goat, 220.00-230.00. Dairy, Premium/Supreme 1.00-1.05/point RFV. Stock cow,

fair/good none reported. Fair/good grinding alfalfa, 135.00-145.00. Ground and delivered locally to feedlots and dairies, 150.00-165.00; Alfalfa/oat mix, large rounds 100.00-120.00.

North Central-Northeast Kansas
Dairy alfalfa, grass hay, grinding alfalfa and ground/delivered steady; movement slow. Alfalfa: horse, premium small squares 9.00-10.00/bale. Dairy 1.00-1.05/point RFV, Supreme 185.00-200.00, Premium 170.00-195.00, Good 160.00-170.00. Stock Cow, none reported. Fair/Good, grinding alfalfa, 145.00-155.00. Ground and delivered 170.00-180.00. Grass hay: Bluestem, small squares 7.50/bale, large squares 110.00-120.00, large rounds 100.00-110.00. Brome, small squares 8.50/bale, mid to large squares 135.00-145.00, large rounds 110.00-120.00; Sudan: large rounds 80.00-90.00; Wheat Straw: small squares 6.00-

7.00/bale, large squares 100.00-110.00, and large rounds 85.00-95.00.

***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 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/DCGR310.txt

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| Hope, 1 bwf | 1395@55.00 | Hope, 62 blk | 858@154.10 | Hope, 45 mix | 798@134.00 |
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| Abilene, 1 blk | 1985@53.50 | Florence, 17 mix | 744@150.00 | Herington, 4 blk | 684@130.50 |
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| Hope, 1 bwf | 1875@52.00 | Lincolnville, 58 mix | 901@145.10 | Herington, 4 blk | 661@129.00 |
| | | Lincolnville, 57 blk | 862@143.45 | | |

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- 54 blk strs & hfrs home raised, shots, 30 days wnd 550-600 lbs
- 20 blk strs & hfrs home raised, 2 rds shots 675-725 lbs
- 15 CharX strs home raised, long wnd 550-650 lbs
- 20 strs & hfrs home raised, 2 rds shots, long time weaned, 550-600 lbs
- 80 mix strs, home raised, all shots 500-700 lbs
- 30 mostly blk strs & hfrs, home raised, 1 rd shots 400-600 lbs
- 60 rwf bwf strs & hfrs home raised, 2 rds shots 500-650 lbs
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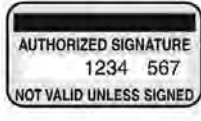
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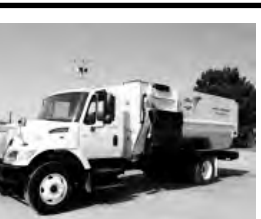
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Creek & tree/wildlife habitat &
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Excellent Farm! Call Brad!
 - * **60 Ac +/-** Pasture & Old Home Site brwn Abilene/Clay Center. Large Pond, Good
Hunting! Call Ray!
 - * **40 Ac +/-** Tillable & Timber w/possible Bldg Site 2 mi N of Abilene. Call Brad!
 - * **320 Ac +/-** Tillable, CRP paying \$98/acre, Hay Meadow combo just SE of Junction
City. Nice farm, great hunting. Call Brad!
 - * **40 Ac +/-** just west of the Salina airport. Bldg site(s) pending zoning approval. Call
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 - * **114 Ac +/-** Pasture just off Old 81 Hwy/9th St @ OT/SA County line. Great Bldg site!
 - * **320 Ac +/-** Mostly CRP with 3 ponds and cabin east of Bennington. Possible tillable,
pasture, or get away with modest return. Call Ray!
 - * **320 Ac +/-** Pasture E of Bennington - **Owner will Finance** - Call Ray!
 - * **300 Ac +/-** on the Solomon River - **Owner will Finance** - Call Ray!
 - * **130 Ac +/-** Pasture/tillable and great hunting on Willy's Creek NE of Abilene on
Hwy 15. Call Ray!
 - * **80 Ac +/-** just S of Lincoln, tillable and CRP. Call Ray!
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 - * **80 Ac +/-** Productive farm on T-4. Call Ray!

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House is NOT in floodplain. 4 miles SE of Salina. Call Ray!
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- PRICE REDUCED! 422 Mockingbird Ln**, Minneapolis, KS. 4 bed, 3 bath,
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Call Rachelle or Ray!
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way 81 frontage North of
Bennington. Chris 493-2476
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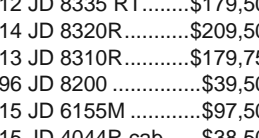
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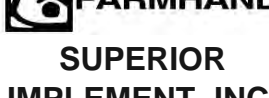
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An Op-Ed by Farm Policy Facts

The global unfair trade practices that hurt American farmers and ranchers every day aren't exactly state secrets, despite claims by opponents of agriculture who blindly argue that they don't really exist or matter.

Every year, the U.S. government publishes a lengthy list of worldwide trade cheating called the National Trade Estimate. And, if anyone out there in the policy world still thinks U.S. agriculture isn't being cheated, we welcome you to take a look.

But, just in case you don't have time to read the 504-page report, we pulled a few nuggets to show you just how hard it is out there for American farmers and ranchers. And this doesn't even include all the subsidies and unfair trade practices in India, Thailand, Brazil, and a whole host of other ag competitors.

China
 From the intellectual property theft to massive stockpiles of steel and aluminum, China's trade relationship with the U.S. is strained in many ways.

When it comes to agriculture, China is our largest export market. But America's total trade deficit with China is significant at \$375.2 billion in 2017. As the USTR notes in its report, China's inconsistent enforcement of regulations and selective intervention create an unpredictable market.

China's 2015 Food Safety Law has been disastrous for exports of dairy, infant formula, seafood, grains and oilseeds. When the international community opposed it, China agreed to an implementation delay but still moved to require an unnecessary official certification of all food

products, even low-risk exports.

Beef, to some extent, is back on the table in China after years of an outright ban based on unscientific political whims. But China still doesn't follow international standards on beef and maintains a ban on compounds that are widely used in the industry.

Subsidies continue to distort the export market and price for many commodities in China. The government provides subsidies and support for cotton, rice, wheat and corn among others. And, China doesn't follow the market access it promised when it entered the WTO through its tariff-rate quota system.

Canada
 Our northern neighbor may be the largest good export market we have but the total trade imbalance for all U.S. goods is significant coming in last year at a whopping \$17.5 billion.

The NAFTA reboot, known as the United States-Mexico-Canada Agreement or USMCA, aims to correct some of the imbalance but a look at the issues in agriculture shows just how significant the problem is for American farmers and ranchers.

Canada's supply management system for dairy, chicken, turkey and eggs severely limits the ability of U.S. producers to increase exports and means Canadian consumers pay more for these goods.

Dairy alone has been a huge problem for U.S. producers with an unfair pricing scheme called Class 7 that is aimed at decreasing U.S. imports of dairy components and increasing Canadian exports of skim milk powder.

U.S. grain producers also face a big challenge in Canada with a system that prevents them from receiving a premium grade for grain and instead only

receiving a label for the country of origin, which unfairly tilts the market toward domestic producers.

Mexico
 Our southern neighbor remains the second largest export market but, like Canada, the total trade deficit - including ag and non-ag products - is large coming in at \$71.1 billion last year.

In agriculture, America fights a never-ending battle against unfair pricing, court orders, labeling and subsidies that restrict our exports. Let's hope USMCA also does some good in Mexico but for now, the problems persist.

The international game of hot potato that Mexico and its court system have played with U.S. potato growers is just one area where unfair regulations have hurt American growers. Mexico, back in 2003, had banned the import of potatoes beyond 16 miles from the border. But after a scientific study in 2011, Mexico relaxed the requirement and opened up to potato imports. And then the Mexican potato industry challenged that move in court in 2014. The Mexican government issued new decrees in 2016

aimed at opening market access but the Mexican potato industry again won court injunctions. The legal challenges are ongoing and the USDA and USTR are still working to open market access for potatoes.

Raw milk is another area where Mexico has blocked U.S. producers. American dairies have been unable to ship raw milk to Mexico since 2012 because the Mexican government determined the veterinary import requirements didn't apply to the product. In 2017, the U.S. continued to hold talks with Mexico on this requirement.

Meanwhile, and this move is not noted in the USTR's report, Mexico gave the European Union a sweet deal on common food names related to cheese that blocked American cheese producers from selling their products in Mexico.

The USTR's annual report is fascinating look at just how unfair the global market really is when it comes to everything from potatoes to plumbing fixtures. And it shows how truly critical a strong farm policy is to American farmers and ranchers.

Building and selecting replacement heifers

By Keith Martin, Livestock and Forage Agent, Wildcat Extension District

For cow/calf producers that sell their calves at weaning, reproductive performance has five times more impact than growth and ten times more impact than carcass traits on the profitability of their enterprise. Therefore, building and selecting replacement females which have superior reproductive traits has a huge impact on the economic viability of a cow-calf operation. The key traits that impact reproductive performance are fertility, longevity, calving ease, amount of milk, docility, mature weight, and growth to weaning and/or yearling endpoints. Other attributes may include coat color, polledness breed or breed combinations to generate maternal heterosis.

Most commercial heifers will not have Expected Progeny Differences (EPDs) for the above-mentioned traits, and some of these traits are lowly heritable they are largely influenced by the sire selection that occurs in a herd over time. Repeated selection for growth and milk can result in females that can't meet their nutritional needs on forage resources provided and require more feed resources to calve on an annual schedule. In other words the sire that produces the best terminal calves may not be the sire of choice for replacement females.

The American Angus Association provides a valuable tool for evaluating nutrient availability and selecting optimal ranges of Milk EPDs for sires of replacement heifers at <http://www.angus.org/Performance/OptimalMilkMain.aspx>. Use

of selection indexes that heavily weight terminal traits are strongly discouraged for use as selection tools for sires of replacement heifers.

Heifers that represent optimal combinations of breeds known for superior maternal performance are a better alternative to straightbred heifers of equal quality. Maternal heterosis has been demonstrated in numerous studies to be very beneficial to commercial cow-calf production. About two-thirds of the economic benefit of crossbreeding comes from having crossbred cows and one-third from having crossbred calves.

The bulk of the benefit of maternal heterosis is driven by improved maternal calving ease, fertility, and longevity of crossbred females. First cross (F1) crossbred cows typically last about 1.5 years longer in herd and have 23-30 percent improvement in weaning weight per cow exposed thus improving production efficiency dramatically.

Ideally replacement female selection should start with selection of sires. Sires should be selected to produce heifers that meet the replacement female breeding objective outlined above. Use of fixed time AI to proven sires with high accuracy EPDs for maternal traits makes for an effective breeding/selection system that works well in tandem with using a terminal bull as a terminal sire. It is important to select sires to produce replacements that optimize traits of cows so they fit a livestock producer's production environment. (Source: Dr. Bob Weaber KSU Cow Calf Specialist)

For more information, contact Keith Martin, Livestock and Forage Agent, rkmartin@ksu.edu or (620) 784-5337.

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Industry leaders confirm phase-out of Select grade beef

Select grade beef has an important past in the cattle and beef business. However, its tonnage is shrinking and will continue to trend lower in the coming decade, based on collaborative research conducted across all beef industry segments.

Anipro/Xtraformance Feeds, Top Dollar Angus and the Red Angus Association of America have joined forces to analyze the current and future role of Select grade beef in the U.S. beef supply chain through the release of an industry-focused white paper, "Phasing Out Select Grade Beef."

A product that was once a major portion of domestic beef production, accounting for 40 percent of all graded product a mere ten years ago, Select grade beef is now fading into the background as producers and feeders respond appropriately to market signals encouraging increased levels of marbling. Genetic

improvements, grid marketing, changes in feeding practices and the growth of quality-based branded beef programs have drastically reduced the need for this once staple beef product in grocery stores and restaurants.

"The trend is well-established with Select beef output being more than cut in half from 2007 to 2017," said Tom Brink, CEO of the RAAA. "And there is no reason to expect anything but continued shrinkage going forward. Through the Choice-Select price spread, the market continues to communicate that it wants more highly marbled beef. Producers in all segments are paying close attention to this economic signal and are on a path toward the practical elimination of Select beef in the coming decade."

Phasing Out Select Grade Beef, available exclusively at RedAngus.org, examines key trends in Select grade

beef production and consumption over the past 25 years, supported with objective observations and data from industry stakeholders, meat science academics and beef packing representatives. Projections as to the future of Select grade beef and its waning value are also provided.

The authors recognize the importance of moving the industry forward, thus a white paper on this consequential subject can offer valuable perspective concerning how seedstock producers, commercial cow-calf operators, cattle feeders and food service companies should plan their business practices in the coming years. *Phasing Out Select Grade Beef* can be downloaded from RedAngus.org, free of charge. Questions or interview requests should be directed to Brandi Buzzard Frobose, RAAA director of communications, at brandi@redangus.org.

Be prepared for vaccination reactions

By Heather Smith Thomas, Angus Beef Bulletin

An allergic reaction to vaccination can be mild and local, like temporary swelling at the injection site, or fatal if the animal goes into anaphylactic shock. Janice Berg, director of veterinary affairs at Merck Animal Health, says clostridial vaccines often produce local reactions. A large injection-site reaction can make the neck sore for a few days.

"If the animal is very sensitive to the vaccine, it can be a large swelling, and the animal may be reluctant to move — and lame — for several days," she says. "If swelling is near the shoulder, pain

hinders movement when the animal walks."

The neck is the preferred location for injections. However, if it's covered with mud or manure, you must select a cleaner site, like behind the shoulder.

"Administer the injection far enough away from the shoulder (either in front or in back of it) that it won't interfere with range of motion if swelling occurs," says Berg.

Most reactions can't be predicted or prevented, so it's important to be prepared.

"It's wise to have epinephrine on hand and corticosteroids such as dexamethasone to treat an animal that has an anaphylactic reaction. It

is crucial to treat these as soon as possible, especially if respiratory distress becomes severe, because these animals can quickly die," she says.

Monitor vaccinated animals for at least an hour. Most fatal reactions occur within the first few minutes, but a reaction within the first hour can be life-threatening unless the animal is treated. You'd see the animal acting abnormally, having difficulty breathing and possibly drooling saliva.

"There is usually some respiratory distress. Fluid starts to build up in the lungs (pulmonary edema) and the animal basically drowns. The animal may become agitated or anxious because it can't breathe very well, and may have muscle tremors/shaking. The animal becomes quite distressed and then collapses. When you see any of these signs, it is imperative to treat immediately," says Berg.

Have a plan for what

to do in case of a serious reaction. Even if you have a bottle of epinephrine on hand for emergencies, Berg suggests checking the expiration date and replacing it when it gets out of date. You might not need it for several years, but if you do, you want it to be effective.

"Replacing it is very inexpensive compared with loss of an animal," says Berg.

Familiarize yourself with label directions so you are not trying to find your glasses or to read fine print when you are in a panic trying to inject an animal that is about to die of suffocation. Put a piece of tape on the bottle and use a marker to write dosage and route of administration in big print that is easy to read.

Have the epinephrine in your chuteside kit when vaccinating cattle, along with spare needles, transfer needles, pliers for changing needles, etc. If you take time to run

back to the house to get the bottle, you may be too late to save the animal.

If a certain animal has a severe reaction and recovers, be careful when giving that same vaccine again the next season. These reactions tend to be worse the next time, and the animal may die.

"That animal is already sensitized to whatever protein antigen is in that vaccine, and there's risk for this to happen again," Berg says.

If you are giving multiple vaccines at the same time and getting injection-site swellings, make note of which vaccine you give where. If you always

give the clostridial vaccines on one side of the neck and the live-virus injections on the other side, you'd know which injection caused the local reaction.

Consult with your vet about which vaccines you should be using and when. Sometimes it's detrimental to give many vaccines at once.

"Vaccine storage and handling is also crucial — prior to and during use — to make sure it will be effective. If it's been frozen, or out of the refrigerator too long, efficacy may be reduced, and the potential for reactions may increase," she says.

Paying it forward ham by ham this holiday season

Pig farmers across the U.S. understand the important role that they play in contributing to a better way of life in their communities, and this Giving Tuesday was no different as U.S. pig farmers, the National Pork Board, the National Pork Producers Council and State Pork associations kicked off the third annual Hams Across America campaign. The program's goal is to highlight the many diverse product donations the pork industry makes throughout the year.

"As pig farmers, our We Care ethical principles are the core of who we are as farmers, and it is important for us not only to talk about them but to live them out every day," said Steve Rommereim, president of the National Pork Board and pig farmer from Alcester, South Dakota. "Hams Across America allows me and other farmers to live the We Care ethical principles and share our love of the product that we produce."

"All of us in our connected food system understand the importance of supporting our communities, whether that's someone next door or a world apart," said National Pork

Producers Council president Jim Heimerl, a pork producer from Johnstown, Ohio. "With Hams Across America, we're honored to share our products so others might enjoy delicious, wholesome meals this holiday season."

On Tuesday, November 27, the National Pork Board, National Pork Producers Council and the Iowa Pork Producers Association held a kickoff event where they served breakfast to clients of the Central Iowa Shelter and Services in Des Moines.

Pig farmers and those involved in the pork industry are encouraged to extend Giving Tuesday through Dec. 23 with Hams Across America. Individuals can participate by purchasing a gift of ham and paying it forward to loved ones and those in need. Participants are encouraged to share their pay-it-forward stories on social media using #RealPigFarming and #HamsAcrossAmerica.

Each year the Hams Across America campaign kicks off on Giving Tuesday — the first Tuesday after Thanksgiving. This nationally recognized day promotes charitable giving and pay-it-forward programs.

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JC LIVESTOCK SALES INC.
Wednesday Sale, Hogs NOON • Cattle 12:30 PM

Report from November 28th, 2018

| STEERS | | | | | |
|---------|------|--------|----|------|--------|
| 2 | 440 | 186.00 | 64 | 790 | 139.50 |
| 3 | 485 | 176.50 | 2 | 515 | 135.00 |
| 2 | 560 | 166.00 | 8 | 924 | 127.50 |
| 6 | 658 | 154.00 | 4 | 988 | 123.50 |
| 6 | 828 | 150.00 | 8 | 1162 | 95.00 |
| 16 | 868 | 149.50 | | | |
| 40 | 952 | 146.25 | | | |
| 34 | 1028 | 138.00 | | | |
| HEIFERS | | | | | |
| 1 | 350 | 156.00 | | | |

TOP BUTCHER COW: \$71.50 @ 1,687 lbs.

TOP BUTCHER BULL: \$70.25 @ 1,780 lbs.

CLAY CENTER LIVESTOCK SALES INC.
Cattle sales Tuesday, 11:00 AM.

Report from November 27th, 2018

| STEERS | | | | | |
|---------|-----|--------|----|-----|--------|
| 10 | 323 | 222.00 | 14 | 349 | 177.00 |
| 8 | 374 | 211.00 | 22 | 401 | 155.00 |
| 10 | 438 | 203.00 | 21 | 577 | 149.25 |
| 27 | 468 | 174.50 | 14 | 605 | 143.00 |
| 13 | 618 | 168.50 | 3 | 810 | 120.50 |
| 13 | 623 | 164.00 | 7 | 799 | 120.00 |
| 35 | 880 | 154.75 | | | |
| 20 | 933 | 145.00 | | | |
| HEIFERS | | | | | |
| 10 | 400 | 181.00 | | | |

TOP BUTCHER COW: \$71.00 @ 1,675 lbs.

TOP BUTCHER BULL: \$71.00 @ 1,925 lbs.



CONSIGNMENTS FOR WED., DEC. 5:
100 blk Ang X 1st calf hrs, AI & cleaned up bulls low birth weight..... Blythe Family.
42 red Ang Spring bred 5yr old cows C. Carlson.
27-27 blk cow calf pairs R Thurlow
20 red Ang str, weaned 500-650 lbs
42 red blk str & hrs off cow 500-650 lbs
90 blk X str & hrs weaned 675-800 lbs

CONSIGNMENTS FOR WED., DEC. 12:
110 blk X str & hrs, weaned & vac 550-675 lbs
48 blk str weaned & vac 550-700 lbs

If you need assistance in marketing your cattle please call & we will be happy to discuss it with you.

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Seth Lauer 785-949-2285, Abilene

Clay Center, Ks • Barn Phone 785-632-5566
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Date: 11/28/18. Total Head Count: 597.
COWS: \$55-63.00; \$45-\$54.75; \$44 & down.
BULLS: \$65.00-75.00.

| BULLCALVES | |
|-----------------------|----------------------|
| 3 blk..... | 420@170.00 |
| 3 bkbwf...502@144.00 | 4 blk.....470@164.00 |
| HEIFERS | |
| 6 mix..... | 437@145.00 |
| 3 wf..... | 442@135.50 |
| 6 blk..... | 500@140.00 |
| 5 mix..... | 529@139.00 |
| 3 bkbwf...505@136.00 | 6 blk.....578@144.00 |
| 7 blk..... | 586@134.00 |
| 9 blk..... | 537@128.00 |
| 18 bkbwf 644@141.50 | 6 blk.....643@121.00 |
| 17 blk..... | 693@134.50 |
| 6 mix..... | 663@128.00 |
| 6 blk..... | 717@142.75 |
| 13 blk..... | 735@142.50 |
| 30 bkbwf 735@142.50 | 11 bkbwf 769@139.00 |
| 11 bkbwf 769@139.00 | 3 mix.....720@133.00 |
| 3 mix..... | 726@139.00 |
| 5 mix..... | 796@130.00 |
| 5 bkbwf...811@140.00 | 7 blk.....734@132.00 |
| 21 mix.....872@138.25 | 9 bkbwf...827@147.00 |
| | 3 blk.....890@132.00 |
| | 6 bkbwf...968@137.50 |
| STEERS | |
| 3 red..... | 405@180.00 |

EARLY CONSIGNMENTS FOR DEC. 5
• 90 blk str, 60 days weaned & 2 rds shots, 500-700 lbs
• 210 blk str & hrs, 60 days weaned & 2 rds shots, 600-725 lbs
• 25 blk & red str, 700-750 lbs
• 22 blk & red str & hrs, 50 days weaned & 2 rds shots, 700-775 lbs
• 75 mix str 700-800 lbs
• 70 blk str, 725-775 lbs
• 50 blk str, 925-975 lbs

EARLY CONSIGNMENTS FOR DEC. 12
• 74 blk str & hrs, 30-80 days weaned, 500-700 lbs

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Keeping up quality potential in stockers

By Micah Mensing
The cattle in your rearing pen have more genetic potential today than ever before, after five years of improving quality grades.

That's according to Justin Sexten, director of supply development for the Certified Angus Beef® (CAB®) brand, presenting at the 2018 Kansas State University Beef Stocker Field Day this fall.

"Genetics, nutrition, health, technology and management—those are the five big buckets that affect quality," he said. Stocker operators can't influence genetics, but a focus on the other four buckets will make a difference.

Nutrition includes ingredients and timing of supplements. With better growth implants and genetics, there are more op-

portunities to challenge the status quo, Sexten said. But implant duration and dose need to match nutrition.

Forages make up most of a stocker calf's diet, but often there's not enough nutritional value to boost quality grade.

"Data on creep-fed calves suggest starch enhances marbling development," Sexten said, but varying starch levels in

stocker supplements made little difference in research trials. Until those calves grow to the 800-pound area, marbling cells are not much affected.

"When calves reach 64% of their mature weight, switching them to a supplement to support marbling development would be beneficial to the quality grade," he said.

The take-home on supplement programs? Assess genetic potential as well as where the animal is on its growth curve, then provide adequate nutrition to support marbling deposition for that stage.

"Marbling score follows the same pattern as average daily gain (ADG)," Sexten said. "It increases slightly as nutrition improves." Small improvements in nutrition don't seem to significantly improve quality grade, but that merits a closer look.

"You may be curious as to the impact on your customers' closeouts, and 40 units of marbling may not

sound like much," he said. "But just 25 more units added to a pen of cattle provides the opportunity for 14% more to reach premium Choice. That's \$4 to \$6 per head more for the pen in carcass premium alone."

The other side of the coin is 34% of cattle that achieve premium Choice, do so by no more than 40 units of marbling, he noted. "If \$4 to \$6 per head isn't worth your effort, consider the downward risk of losing the extra premiums on 34% of cattle in the pen."

Using growth implants during the stocker phase versus delaying till feedyard entry increases ADG by .3 pounds, Sexten said.

"Implants are a solid investment in the stocker enterprise," he said, with gain improvements worth more than the minimal quality grade depression. That's providing the implant potency and payout period matches the stocker period nutrition and

length. Health is one of the greatest challenges stockers face, but beef consumers are taking a closer look, too.

"Between consumers and chefs, few will argue the need to treat sick animals with antibiotics," Sexten said. "When I discuss feed grade antibiotics, I explain there's a product that modifies the rumen microbial population."

Ionophores are antibiotics that have no use in human medicine, but help cattle reach final weight more efficiently. "Suddenly, the consumer has to choose," he said. "Do I hate antibiotics, or do I care about reducing environmental impact?"

Stocker operators consider many factors in managing health, Sexten said, "but what you may not consider is 4% of losses within the beef supply chain can be attributed to reduction in quality grade for the next person owning those calves."

That percentage can be improved with greater focus on prevention, minimizing stress and optimizing nutrition, he said. A proper balance of nutrition, technology, management and attention to health will foster that upward trend in beef quality grade.

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| 31 blk/char str | 1 blk hfr | 480 @ 135.00 | 2 blk cows | 1425 @ 55.00 | 1 char cow | 1530 @ 40.00 | | | | |
| 4 blk str | 3 blk hfrs | 492 @ 135.00 | 2 blk/red cows | 1503 @ 52.50 | 1 red cow | 1355 @ 39.00 | | | | |
| 1 blk bull | 1 blk hfr | 365 @ 134.00 | 1 blk cow | 1495 @ 52.00 | 2 blk cows | 1423 @ 38.50 | | | | |
| | | | 1 bwf cow | 1655 @ 50.00 | 1 blk cow | 1355 @ 37.50 | | | | |
| | | | 2 blk/bwf cows | 1375 @ 47.50 | 1 blk cow | 1055 @ 37.00 | | | | |
| | | | 5 blk cows | 1408 @ 47.00 | 2 blk cows | 1320 @ 36.50 | | | | |
| | | | 1 blk cow | 1235 @ 46.50 | 1 blk cow | 1330 @ 36.00 | | | | |
| | | | 1 blk cow | 1240 @ 46.00 | 1 blk cow | 1275 @ 35.00 | | | | |
| | | | 1 bwf cow | 1700 @ 45.50 | | | | | | |
| | | | 1 gelb cow | 1550 @ 45.00 | | | | | | |
| | | | 1 blk cow | 1340 @ 44.50 | BRED COWS | | | | | |
| | | | 1 bwf cow | 1420 @ 43.50 | 1 blk cow | @ 885.00 | | | | |
| | | | 1 blk cow | 1370 @ 43.00 | 1 blk cow | @ 670.00 | | | | |
| | | | | | 1 blk cow | @ 640.00 | | | | |

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DECEMBER 18 IS THE LAST SALE OF 2018!

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CONSIGNMENTS FOR DECEMBER 4:

- 45 blk Char cows, 6-8 yrs old with 20 calves, balance bred to SimAngus bull, calves worked, vaccinated
- 140 black steers & heifers, 450-600 lbs., vacc.
- 50 black steers & heifers, 450-550 lbs., vacc.
- 50 black steers & heifers, 500-550 lbs., vacc.
- 50 black steers & heifers, 450-550 lbs., vacc.
- 50 SimAngus steers & heifers, 500-650 lbs., weaned, vaccinated
- 14 black steers, 750-775 lbs.
- 125 black steers, 825-850 lbs.
- 61 black crossbred steers, 900-925 lbs.
- 60 black Charolais steers, 875-900 lbs.
- 41 black steers & heifers, 650-700 lbs.
- 35 black heifers, 700-725 lbs.
- 60 black heifers, 800-825 lbs.
- 65 black steers, 775-800 lbs.
- 60 black steers, 925-950 lbs.
- 110 black steers, 950-975 lbs.

CONSIGNMENTS FOR DECEMBER 11:

- 32 blk str & hfrs, 450-600 lbs., weaned, vacc.
- 61 black crossbred steers, 925-950 lbs.

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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