



# Schwieterman Market Outlook

A marketing commentary by Bret Crofts

We survived another week of the government shutdown, and it looks like we will have to get by a little longer. I like data

and statistics, so I do miss that, but otherwise it isn't having much impact on me. It would be nice to be able to get confirmation of

export business, but the markets seem to go up and down just like always, so it seems we can do without the information.



White Star Machinery was one of the many exhibitors at the 30th Topeka Farm Show, held January 8-10 at the Expocentre. Photo by Donna Sullivan

The grains were, in general, sideways to lower. There wasn't much concrete reason for the pressure when we saw, it seemed to mostly be a case of just having a lack of bullish news and we sold off due to boredom. Traders are too nervous about a bullish surprise to keep the pressure on the markets, so the pattern tends to be quite choppy. Nobody wants to have the government open back up and find out the Chinese bought way more ag products than expected.

Our market fundamental inputs at the moment and the trade talks with the Chinese and the ideas that they are going well, along with the declining production estimates in S. America. This is the same news we have had for a couple of weeks and it is pretty stale. We need to confirmation of the Chinese business and we need to see some Brazilian soybean production estimates come in below 115 MMT to really get traders' attention.

One development last week was the new multi-month lows in the U.S.

dollar Index. Commodities often have an inverse correlation with the dollar, so the weakness is helpful. Gold and silver made new multi-month highs this week, palladium made new all-time highs, and the crude oil made a big bounce. None of that is a great reason for the corn, wheat, or soybeans to move higher, but it is an indication of outside market sentiment and some growing interest in commodities in general.

The live cattle had a good week with the February and June live cattle contract making a new contract high. There was no cash trade to speak of by early afternoon Friday, but most likely it will end up at the \$124-\$126 area. The feeders struggled a bit since there is some reluctance to buy cattle and put them in sloppy lots. The new contract high in the June contract should offset some of those fears, and if we end up with new highs again next week, there is a great chance that we see the feeders play some catch-up. Right now I would plan on the March feeders reaching

\$147.25 in the very near future.

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.

**"The Heart of the Farm"**  
 8:30 am - 3 pm | Saturday, February 16th  
 Corning Community Center | Corning, Kansas  
 Women AND Men are welcome to attend! RSVP by February 9, 2019, to the Nemaha County Conservation District (785-336-2186 ext. 110 or TINYURL.COM/NEMAHA2019).  
 Hosted by the Nemaha, Jackson and Pottawatomie County Conservation Districts.  
 If you need accommodations, please call the conservation district at 785-336-2186 ext. 110.

**Keynote Speaker**  
**CHAD PREGRACKE**  
 Founder & President of Living Lands & Waters  
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**Other Speakers**  
**BRET HENDERSON** "Staying the Farm into a Business"  
**CAREY PORTELL** "Rebuilding after Tragedy"  
**GRETCHEN STROBERG** "Pastures & Pats"  
**TRACI TURNER** "Shopping your Cows"  
**GILES SISTERS** "Moving on after Disaster"

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Our CONSIGNMENTS can now be viewed after 12 Noon on Mondays by going to [www.grassandgrain.com](http://www.grassandgrain.com) & logging onto the online subscription

**For our sale Friday, January 11, a good run of high quality cattle found good interest at mostly steady prices. Cull cows and bulls were selling lower.**

**STEER CALVES — 450-550 LBS**

Americus	5 rd Ang	458@197.00
Rantoul	25 blk	468@180.00
Allen	7 blk	541@170.75

**STEERS — 550-950 LBS**

Waterville	6 blk	554@174.00
Pomona	6 blk	573@171.00
Rantoul	71 blk	575@170.00
Scranton	7 blk	617@165.50
Americus	12 rd Ang	616@165.50
Manhattan	27 blk	631@162.50
Allen	16 blk	631@160.50
McLouth	10 blk	655@160.00
Seneca	13 blk	623@159.50
Waterville	19 blk	684@154.25
Manhattan	15 blk	712@153.25
Allen	16 blk	691@152.50
Rantoul	36 blk	694@152.25
Burns	11 blk	689@150.00
McLouth	16 blk	757@147.00
Scranton	7 blk	717@145.00
Manhattan	5 blk	654@145.00
Clifton	59 mix	822@145.00
Manhattan	15 blk	767@144.90
Linn	49 blk	765@144.85
Waterville	18 blk	803@144.75
Burns	21 blk	765@144.50
Linn	30 blk	859@144.25
Manhattan	10 blk	776@143.50
Manhattan	5 blk	717@142.00
Seneca	5 blk	801@142.00
St. George	13 blk	831@141.75
Clifton	56 blk	944@137.50
Alta Vista	5 bwf	779@130.50

**HEIFER CALVES — 350-550 LBS**

Pomona	6	480@189.50
Rantoul	10 blk	374@155.00
Rantoul	45 blk	484@153.00
Rantoul	64 blk	548@152.00
Manhattan	10 blk	500@152.00
Seneca	8 blk	535@150.00
Allen	6 blk	470@150.00
Oskaloosa	5 bwf	433@148.50
Pomona	10 blk	482@145.50
Rantoul	8 Cross	542@141.50
Americus	11 rd Ang	546@141.00

**HEIFERS — 550-800 LBS**

Allen	9 blk	580@145.50
Linn	5 blk	573@145.00
Oskaloosa	8 blk	569@144.50

Pomona	11 blk	550@142.50
Manhattan	6 Char	576@142.00
Burns	9 blk	623@141.50
Manhattan	10 blk	613@141.25
Waterville	16 blk	607@141.00
Manhattan	5 blk	614@140.00
Rantoul	22 blk	650@139.50
Junction City	5 blk	620@139.00
Pomona	5 blk	614@138.75
Linn	32 blk	723@137.00
Allen	19 blk	667@137.00
McLouth	13 blk	641@136.75
Americus	5 rd Ang	649@134.50
Seneca	5 blk	675@134.00
Waterville	17 blk	731@134.00
Linn	27 blk	797@133.00
Manhattan	15 blk	699@132.75

**BULLS — 1,050-2,100 LBS**

Frankfort	1 blk	1095@68.00
Strong City	1 rd Ang	1690@66.00
Strong City	2 rd Ang	1420@65.00
Strong City	1 Cross	1295@64.50
Alma	1 blk	2095@63.00

**COWS & HEIFERETTES — 900-1,950 LBS**

Olsburg	1 Cross	1250@79.00
Junction City	1 Heref	1095@75.50
Junction City	1 Heref	1270@72.50
Allen	1 blk	1140@68.50
Allen	1 blk	915@64.00
Westmoreland	1 blk	1705@62.75
Leonardville	1 blk	1950@62.00
Allen	1 blk	1210@59.00
Manhattan	1 blk	1545@58.50
Clifton	1 Cross	1395@58.00
Westmoreland	1 blk	1475@57.50
Clifton	1 blk	1295@56.00
Leonardville	1 blk	1700@52.00
Elmdale	1 blk	1345@51.50
Manhattan	1 blk	1640@50.50
Topeka	1 blk	1095@49.00
Clifton	1 Cross	1345@48.50
Soldier	1 Cross	1480@47.50
Topeka	1 Char	1095@47.50
Manhattan	1 blk	1240@46.50
Manhattan	1 blk	1370@45.00
Clifton	1 blk	1220@44.50
Allen	1 blk	1295@44.00
Allen	1 blk	1460@42.50
Onaga	1 blk	1335@41.50
Seneca	1 blk	1490@41.00
St. George	1 blk	1400@38.00
Elmdale	1 blk	1290@35.00
Manhattan	1 blk	1145@35.00
Manhattan	1 blk	1255@33.00

**SPECIAL STOCK COW & BRED HEIFER SALE**

**WED., JAN. 16 • STARTING 11:00 AM**

**BRED 1st CALF HEIFERS:**

- 25 blk 1st calf OCV hfrs, bred Dash Sitz bull, to calve Feb. 7 for 60 day calving period.
- 45 Red Angus 1st calf (OCV) – 1050-1100 lbs – all one brand – hfrs bred to LBW Murrush red Angus bulls, to start calving Feb. 20 for a 45 day calving period.
- 20 Red Angus Montana Origin 1st Calf Hfrs, AI bred to Red Angus Montana Origin bull, cleaned up Red Angus bull for Feb calving
- 35 big fancy home raised OCV Angus 1st calf hfrs, Final Answer genetics. AI bred to Barretts Walt (high calving ease Angus bull, 5522 son) for Feb. 1 calving. Cleaned up with same genetics Angus bulls for 45 days. All shots including 1st rd Scourguard.
- 8 Choice reputation home raised Angus 1st calf hfrs, 6 AI'd safe in calf to Gardiners Sure Fire, balance cleaned up calving ease Angus bull for Feb.-Mar. calving.
- 5 choice big fancy Angus 1st calf hfrs, bred Angus to calve March.
- 20 blk 1st calf OCV hfrs. PI Bud neg., wormed, pelvic measured. AI bred ABS Hickok Angus LBW calving ease bull for Feb. 6th calving.
- 10 homeraised blk commercial crossbred OCV 1st calf hfrs. AI sired by EF Complement 8088 or Finks 4743 0209 DA Sitz Dahs. Hfrs were AI bred May 1 to Concord & cleaned up w/ Fink Absolute for 60 day calving period, to start calving Feb. 10. 2 rds Scour BOS.

**BRED COWS:**

- 2 blk cows 3-6 yrs, bred Angus or Char for Jan.-Feb. calves.
- 2 older Angus cows bred Angus for Feb.-Mar. calving.

**PAIRS:**

- 9 blk cows, 6 yrs & older w/Sept.-Oct. calves by side.
- 10 blk cows 3-6 yrs old w/ 30 day blk calves by side.
- 35 Blk, BWF cows 5-7 yrs w/ big Angus & BWF Sept & Oct calves by side. Cows exposed to Blk Simm bull (Son of Upgrade) since Nov 1. Cows & calves all worked.

**EARLY CONSIGNMENTS FOR JAN. 18, 2019:**

- 36 blk & bwf str & hfrs, weaned 50 days, 2 complete rds shots, 550-700 lbs.
- 85 choice reputation Angus str & hfrs, 2 rds shots, long weaned, 550-700 lbs.
- 26 blk str, 2 rds shots, long weaned, 600-700 lbs.
- 30 blk str & hfrs, all natural, 450-700 lbs.
- 80 choice blk hfrs, long weaned, 2 rds shots, 575-625 lbs.
- 18 blk str & hfrs, 3 rds shots, poured Dec., long weaned, 600-700 lbs.
- 20 blk str & hfrs (long-weaned/2 rds shots), 750-850 lbs.
- 90 choice reputation blk str & hfrs (long-weaned/2 rds shots/no implants), 725-825 lbs.
- 25 blk & crossbred str & hfrs (long-weaned), 700-750 lbs.
- 32 choice blk str & hfrs (2 rd shots/long-weaned), 650-750
- 65 reputation blk str & hfrs (long-weaned/2 rd shots), 550-700

**EARLY CONSIGNMENTS FOR JAN. 25, 2019:**

- 106 Choice reputation blk str, green, long weaned, 550-650 lbs.
- 24 blk str, weaned 90 days, bunk broke, 2 rds shots, 600-700 lbs.

**Upcoming Special Stock Cow & Bred Heifer Sale Dates • Wednesday's starting at 11:00 AM**  
 2019: January 16 • February 20 • March 20 • April 10 • May 1

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# Kansas Hay Market Report

Hay market trade activity is slow. Prices are steady and demand has been light to moderate, not surprising during the holidays. Mud continues to be a primary aggravation for most farmers. According to the U.S. Drought Monitor, the abnormally dry (D0) category in southern Kansas was eliminated due to moderate precipitation there. If you have hay for sale, and/or need hay here in Kansas, use the services of the Internet Hay Exchange: [www.hayexchange.com/ks.php](http://www.hayexchange.com/ks.php).

### Southwest Kansas

Dairy alfalfa, grass hay, grinding alfalfa, ground/delivered steady; 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; Bluestem, premium small squares 140.00-150.00; Sudan: large rounds 65.00-75.00; Cornstalks: Large rounds 50.00-60.00, ground and delivered 80.00-90.00; Wheat straw: large rounds 65.00-70.00. The week of 12/30-1/5, 8,771T of grinding alfalfa and 1,119T of dairy alfalfa were delivered.

### South Central Kansas

Dairy alfalfa, grass hay, grinding alfalfa, ground/de-

livered, alfalfa pellets steady; movement slow. Alfalfa: horse, small squares 200.00-210.00. Dairy, 1.00-1.05/point RFV, Supreme 185.00-210.00, Premium 170.00-195.00, Good 160.00-170.00. Stock cow, 170.00-180.00 delivered. Fair/Good grinding alfalfa, 150.00-160.00. 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, large round 80.00-90.00. Brome, large squares 125.00-135.00, large round 85.00-95.00; Sudan: large rounds 70.00-80.00; Wheat Straw: large rounds 65.00-75.00. The week of 12/30-1/5, 4,978T of grinding alfalfa and 543T 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, 165.00-175.00. 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 12/30-1/5, 1,502T of grass hay was delivered.

### Northwest Kansas

Dairy alfalfa, grinding alfalfa, 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 160.00-165.00. Fair/good grinding alfalfa, 135.00-145.00. Ground and delivered locally to feedlots and dairies, 145.00-155.00; 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, 195.00-200.00. Fair/Good, grinding alfalfa, 140.00-150.00. 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/DC\\_GR310.txt](http://www.ams.usda.gov/mnreports/DC_GR310.txt)

## AUCTION

SUNDAY, JANUARY 20, 2019 — 11:00 AM  
715 NE Hwy 24 — TOPEKA, KANSAS

Over 50 guns, furniture, primitives, glassware, jewelry, paper items, Rock Ola juke box, spool cabinet and tons more.

See [oldemillauction.com](http://oldemillauction.com) for full list, pictures and details.

## Registration open for PorkBridge education series

Registration is now open for a program that has provided relevant and accurate information for 14 years to those who own, manage or work in swine grow-finish facilities.

PorkBridge, a distance education series offered by Kansas State University since 2005, provides six

opportunities each year to hear from industry experts on topics relevant to those in grow-finish operations.

K-State is one of 11 collaborating universities that developed the program. The 2019 session kicks off on Feb. 7, but those interested in participating must register by Jan. 15 in order to receive materials in time.

The registration form is available at [KSUSwine.org](http://KSUSwine.org).

"Producers and others in the industry can get the information they need without the hassle of traveling or giving up an entire day to attend a meeting," said Joel DeRouche, animal science professor and Extension swine specialist. "PorkBridge participants can take part where it works best for

them whether at home, in an office or in the swine unit. And all can listen later to the audio we record of each live session."

Each session begins at 11:30 a.m. central time and lasts about 60 minutes. Session dates, speakers and their industry affiliations are:

Feb. 7 - Patrick Webb, National Pork Board: "Foreign Animal Disease Awareness"

April 4 - Melissa Wilson, University of Minnesota: "Current Manure Value: Getting the Most from Manure"

May 30 - Jesse McCoy, Neogen: "Water Quality Considerations"

Aug. 1 - Dusty Compart and Chris Murphy, Compeer Financial: "Contract Growing: The In's and Out's"

Oct. 3 - Brett Ramirez, Iowa State University: "Controlling Barn Environment"

Dec. 5 - Max Rodibaugh, AMVC: "Timely Intervention of Sick Pigs"

"We've lowered the registration price to \$100 for the entire series and feel that the information provided is seen as high value for the program cost," DeRouche said.

He added that each subsequent registration from the same entity is half the cost, or \$50. Each registration provides access to one phone line per session and all program materials for each registration, including audio recordings of the live session.

Participants from outside the U.S. are encouraged to contact Sherry Hoyer, Iowa Pork Industry Center, at 515-294-4496 or [shoyer@iastate.edu](mailto:shoyer@iastate.edu) for more information.

More information, including session dates, topics, speakers and registration information, is available online at [KSUSwine.org](http://KSUSwine.org). Interested participants also may contact Hoyer, or DeRouche at [jderouch@ksu.edu](mailto:jderouch@ksu.edu) or 785-532-2280.

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**AUCTION**

**SATURDAY, JANUARY 26, 2019 — 9:00 AM**  
4-H Bldg., 710 W. Woodside — McPHERSON, KS  
Two rings - 9:00 a.m. - Collectibles & Coins

COINS (sell at 9:00 a.m.-call for lot list); 24 inch cast iron school bell on stand; butter churns; banks to include "Teddy & the bear"; quilts; fancy glassware; primitives; Lionel trains; Dura Max dual fuel generator; furniture & household.

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## FARM AND BUSINESS PLANNING AND SUCCESSION: Strategies for Continuity and Transition



**Presenter: Roger McEowen,**  
Kansas Farm Bureau Professor of Agricultural Law and Taxation at Washburn University School of Law in Topeka, KS

**Thursday, January 24th, 2019 6:00 PM,**  
Sterl Hall 619 N. Rogers St.  
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Complimentary Pulled Pork Meal will be provided, space is limited  
RSVP to 785-263-0700 or 785-571-0900

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**GREENWOOD CO. LAND AUCTION**  
157 Ac. m/l Flint Hills Grass • Deer & Wildlife  
**THURSDAY, FEBRUARY 7, 2019 — 7:30 PM**  
AUCTION LOCATION: Olpe Chicken House  
8 E State Hwy 99 — OLPE, KANSAS 66865

This property features rolling Flint Hills native grassland w/ breathtaking views, 2 small barns, 6 ponds, w/1 pond being large & deep. 5-strand barbwire fence around entire border of pasture. Utilities close-by but not present on property. Gravel roads border pasture for easy access. **Property located** From Casey's General Store in Madison, head East on Hwy. 58 for approx. 2 1/2 mi. to 365th St. & continue East on gravel road 365th St. for approx. 2 1/2 mi. to the pasture on north side of road 365th St., which is the south end of the property. **WATCH FOR SIGNS!**

**Here is an opportunity for an Ag Producer, Investor or Recreational individual to purchase an affordable size tract in the BEAUTIFUL FLINT HILLS.**

To view property contact auctioneers! For Pictures go to [KansasAuctions.net](http://KansasAuctions.net)

**SELLER: WILLIAM D. & CHRISTA J. PIKE REVOC. TRUSTS**  
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**For more information, contact:**  
**Bill Gaughan**  
[Bill@Ruralkc.com](mailto:Bill@Ruralkc.com)  
913-837-4665

# The North American Limousin Foundation mourns the loss of Gene Raymond

It is with great sadness that NALF reports the sudden loss of cornerstone Limousin breeder Gene Raymond who operates GV Limousin of Garnett. Gene passed away suddenly of a heart attack while teaching Graham School. Graham School provides cattlemen valuable continuing education in regard to breeding cattle and herd management and was a passion for Gene, who had been an instructor there since 1973.

Gene and his wife Vir-

ginia began GV Limousin in 1978. They had built their cow herd to over 400 registered females and currently operate GV Limousin with Arne and Stacy Hanson. Gene was a pioneer in the Limousin Breed and was quick to adapt to new technology and opportunities in the seedstock business and quickly applied those tools in his mission to raise high quality seedstock supplying commercial cattlemen across the United States.

Mr. Raymond was a past

president of NALF, 1986-1987. Gene was currently serving on the NALF Board of Directors and had served on the NALF board during the 1980's, devoting much of his life to the Limousin breed. Gene currently chaired the Breed Improvement Committee for NALF membership, a position he was wholly devoted to with the advent and release of BOLT EPDs and the application of new technologies in today's seedstock business. GV Limousin was an

active member of NALF, who also had their herd enrolled in NALF's whole herd reporting system, "LIMS" and was a strong believer in performance data reporting and genomic testing to enhance accuracy of their EPDs.

Mr. Raymond had his degree in animal science from Kansas State University, served twice as the president of the Kansas Beef Council and also served previously, as a member of the Kansas Livestock Association Ex-

ecutive Committee. Gene also served on the National Livestock and Meat Board for 16 years. Gene was actively engaged and gave back much of his life to friends in the U.S. cattle industry.

Mark Anderson, NALF executive director, said, "Gene will be greatly missed by not only Limousin seedstock breeders, but also commercial cattlemen throughout the United States. He was excited to get to Denver again this year, having devoted an extreme amount of time reorganizing the Breed Improvement Committee and was actively engaging membership through his

committee and the Visions committee to come up with suggested mating targets for NALF breeders in an effort to capitalize on genomic testing and BOLT EPDs in a coordinated effort with over 30 committee members, over the past 6 months. He was a devoted breeder of Limousin cattle and NALF. He will be greatly missed by friends and cattlemen throughout the country; we have suffered the loss of a great man and friend to all he crossed paths with. We are greatly saddened by the loss of a great individual and ask you to keep his family in your prayers."

## Kansas Treasurer Jake LaTurner announces candidacy for the United States Senate seat

Kansas State Treasurer Jake LaTurner, the youngest elected statewide official in America, has announced his candidacy for the United States Senate.

"Kansas Republicans deserve a candidate for the U.S. Senate who shares their values and is willing to stand up and fight for those values in Washington," said LaTurner. "As a conservative, I will fight every day to represent our Kansas conservative values in Washington."

Along with the announcement of his candidacy, LaTurner has signed a Contract with Kansas. The contract includes seven commitments that will hold Washington accountable, return fiscal sanity, and keep our nation secure. The full text of each of the promises can be found at ContractWith-

Kansas.com.

"These are my seven non-negotiable promises to the people of Kansas. Who I am and what I value as a conservative public servant, husband, and father will not change," LaTurner said.

LaTurner's campaign will be co-chaired by Dave Murfin and Ivan Crossland.

"Jake is the conservative champion we need in the U.S. Senate. He will fight for our values and work tirelessly on behalf of Kansas families and small business owners," said Crossland.

"Jake represents the next generation of Republican leadership and will bring a fresh, vibrant approach to Washington with a solid, conservative core," said Murfin. "He will be an effective leader for Kansas at this very critical time in

our nation's history."

Prior to becoming state treasurer, Jake was twice elected to the Kansas Senate where he was an innovator and champion of conservative reform. He helped spearhead welfare-to-work reform in Kansas, which is badly needed on the federal level. Jake led the fight, along with the Kansas Farm Bureau, to protect Kansas families and farmers by authoring and passing the property tax lid. He has an A+ rating from the NRA for leading the charge for the successful passage of constitutional carry in Kansas. Jake proudly holds a 100% voting record with Kansans for Life and earned the "2017 Pro-Life Hero Award" for his work on Simon's Law.

Additionally, in his current role as treasurer, Jake

has set the bar high in the area of government efficiency and has returned a record of over \$45 million in unclaimed property to Kansans since he took office. LaTurner has also successfully sued the federal government for their unwillingness to return an estimated \$23 billion to patriotic Americans who purchased war bonds during WWII. He has done this all with a reduced staff and budget.

Jake is a sixth-generation Kansan from Galeana, a graduate of Pittsburg State University, and the father of four young children. He and his wife Suzanne are committed to investing their time and energy to building a bright future for the people of Kansas for generations to come.

## Flint Hills Map and Education Program adds Osage Nation lesson plan series

The Flint Hills Discovery Center (FHDC) recently introduced a new series of lesson plans to the Flint Hills Map and Education Program, a project supported by the FHDC Foundation. This project was created through collaboration of community and regional partners to first install informative maps to all schools within the Flint Hills region, but also to offer free Flint Hills based classroom curriculum online for educators and enthusiasts alike.

On the FHDC website,

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teachers can find lesson plans for students K-12. The lesson plans cover topics related to various aspects of the Flint Hills and are designed to assist teachers in inspiring students to learn more about the environment around them. The newest addition to those lesson plans are those focusing on the Osage Nation, their his-

tory, their culture, their present, and their future.

Through private funding, large-scale educational map exhibits about the Flint Hills were given to 183 area schools and colleges. The maps are designed to give a visual representation of the Flint Hills region and allow you to dive deeper into the ecosystem of the Flint Hills.

**REAL ESTATE AUCTION**  
**160 Acres, m/l, of Wabaunsee County Native & Bromegrass pasture with a pond, creek & wildlife habitat**

**SATURDAY, FEBRUARY 23, 2019 — 1:30 PM**

AUCTION LOCATION: Woodman Hall, located at the Jct. of Main Street & Newbury Ave. in PAXICO, KANSAS

LEGAL DESCRIPTION: The SW1/4 of Section 17, Township 11 South, Range 11 East, Wabaunsee County, KS.

Property located from Paxico, KS 1 mile North on Paxico Rd. to Bison Rd., then 2 1/2 miles West to Bison Lane then 1/2 North. OR from I-70 take Spring Creek Rd. exit No. 332, 9/10 of a mile North to Bison Rd., then 1/2 mile West to Bison Lane then 1/2 mile North.

For complete terms or more information, please call **John E. Cline 785-532-8381** or check website!

**SELLER: SAM & VINNIE HALBERT**

Auction Conducted By: **CLINE REALTY & AUCTION, LLC**  
John E. Cline, Broker-Auctioneer, 785-889-4775 or 785-532-8381  
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Kellie Nesmith  
808.295.0214  
[www.SunGroupRealEstate.com](http://www.SunGroupRealEstate.com)

**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 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 4 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.

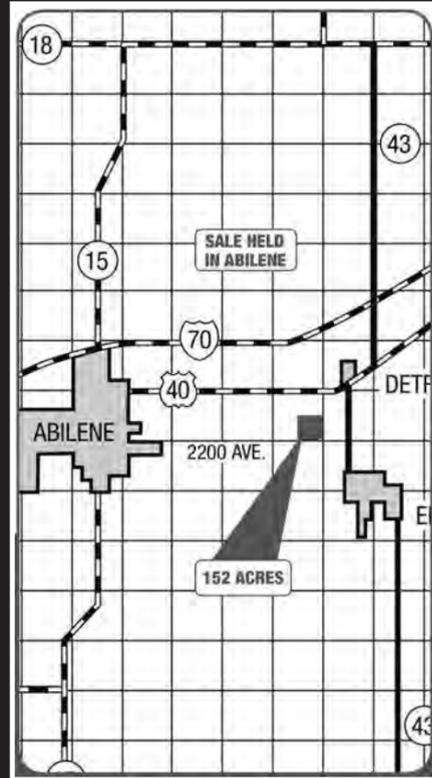
**LOCATIONS:** Tracts # 1 & 2: 1 mile South and 1/2 mile East of Larkinsburg, KS; Tract # 3: 1 mile South of Larkinsburg, KS.

Auction by: Stranger Creek Realty; 417 Main, Effingham, Ks.  
For questions call: 913-833-4835 or email [cap@caplingers.com](mailto:cap@caplingers.com)  
More information available at: <http://www.caplingers.com>

## ★ DICKINSON COUNTY ★ FARMLAND AUCTION

THURSDAY, FEBRUARY 21, 2019 — 7:00 PM  
Held at ABILENE CIVIC CENTER, 201 NW 2nd Street — ABILENE, KANSAS

**\*\* 152 ACRES M/L SMOKY HILL RIVER BOTTOM \*\***



**General Info:** This is an excellent farm with a great location on blacktop road.

**Location of Property:** 3 1/2 miles east of Abilene on 2200 Ave.

**Legal Description:** The Southeast 1/4 of Section 18, Township 13 South, Range 3 East of the 6th PM, Dickinson County, Kansas, containing 152 ac. m/l.

**Acreage Info:** Tillable Ground 151.83 ac. m/l

FSA Information:	Base ac.	PLC Yield
Wheat	102.7 ac.	52
Milo	27.3 ac.	96
Beans	21.3 ac.	33

**Soil Types:** Mainly McCook Silt Loam with about 20% Solomon and Sutphen Silty Clay Loam.

**2018 Taxes:** \$2,126.52

**Possession:** At closing. All tillable ground is open.

**Terms & Conditions:** 10% due day of sale, balance due on or before closing date on or before March 21, 2019. Real Estate Taxes prorated to date of closing. Title Insurance will be used with the cost split equally between Buyer and Seller. Security 1st Title, Abilene, KS, will escrow the contract and earnest money. Escrow charges will be split equally between Buyer and Seller. Reynolds Real Estate & Auction Company will be acting as "Sellers Agents." Property sells in "as is" condition with no guarantees or warranties made by Seller or Auction Company. Announcements made day of auction take precedence over printed matter. All information given is from sources deemed reliable, but not guaranteed. Property sells subject to easements, restrictions, and reservations if existing.

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888-263-7151

LISTING AGENT: Dan Reynolds  
785-479-0203

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**SELL HOGS 1ST & 3RD WEDNESDAY OF EVERY MONTH**

**1/9/19 SALE RESULTS**

COWS		BRED COWS - BY HEAD	
Elmdale, 1 red	835@71.00	White City, 63 blk	873@146.75
Wilsey, 1 blk	1265@55.00	Wilsey, 8 mix	502@145.00
Wilsey, 1 blk	1230@54.00	Lincolnville, 58 blk	854@142.00
Tampa, 1 blk	1405@54.00	Ramona, 69 mix	812@141.50
Tampa, 1 blk	1385@54.00	Burdick, 60 mix	834@141.25
Tampa, 1 blk	1475@53.00	Lincolnville, 65 blk	778@140.50
Tampa, 1 blk	1185@53.00	Ramona, 15 mix	816@140.00
Tampa, 1 blk	1335@51.00	Chapman, 16 rwf	838@138.00
Lincolnville, 1 blk	1275@50.00	Hope, 2 blk	745@138.00
Hope, 1 blk	1540@50.00	Lincolnville, 59 mix	889@137.00
Wilsey, 1 blk	1155@50.00	Burdick, 61 blk	918@137.00
Wilsey, 1 blk	1215@50.00	Lincolnville, 57 mix	900@136.50
Tampa, 1 rwf	1645@49.00	Chapman, 6 mix	728@136.00
Hope, 1 bwf	1225@49.00	Hope, 33 mix	676@135.00
Lincolnville, 1 bwf	1525@48.00	Hope, 18 mix	802@135.00
Woodbine, 9 blk	450@171.00	Hope, 5 bwf	694@135.00
Woodbine, 8 blk	550@145.00	Chapman, 6 rwf	719@134.00
White City, 4 blk	742.5@115.00	Lincolnville, 3 blk	748@132.50
Lincolnville, 1 blk	1620@70.00	Hope, 6 blk	980@129.00
Lincolnville, 1 blk	1440@62.00	<b>COW/CALF PAIRS - BY PAIR</b>	
Hillsboro, 1 rwf	2350@62.00	Tampa, 2 blk	1842@1462/pair
<b>STEERS</b>		<b>BRED COWS - BY POUND</b>	
Lincolnville, 5 blk	593@152.00	Florence, 4 blk	1661@62.00
		Florence, 6 blk	1490@61.00
		Florence, 7 blk	1470@59.00

**HEIFERS**

Woodbine, 8 blk	427@151.50
Lost Springs, 6 blk	438@140.00
Wilsey, 5 blk	494@135.00
Lincolnville, 20 mix	914@134.25
Herington, 65 blk	851@134.00
Chapman, 14 rwf	787@133.75
Chapman, 5 rwf	695@132.50
Herington, 100 blk	950@131.50
White City, 3 blk	643@131.00
Hope, 7 blk	580@127.00
Junction City, 4 mix	585@127.00
Herington, 6 mix	819@126.00
Herington, 4 mix	901@125.00
Hope, 5 blk	1071@110.00

**CONSIGNMENTS FOR JANUARY 16**

- 60 all blk hfrs, 825 lbs
- 63 mostly blk hfrs 800 lbs
- 60 mostly blk str 825 lbs
- 30 blk & Char str & hfrs, home raised, 60 days weaned, 600-650 lbs
- 60 mostly blk str 875 lbs
- 60 mostly blk str & hfrs, home raised, 60 days weaned 600-700 lbs
- 70 all blk hfrs, home raised, all shots, long time weaned 600-650 lbs

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**MIAMI COUNTY**  
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## REAL ESTATE

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**Ottawa Co.-** 158.2 Acres m/l with 127.49 acres cropland and 30.71 Acres native grass & waterways. South of Minneapolis. Chris 493-2476  
**Chase Co.-** 529 Acres m/l near Cedar Point- Cropland, pasture, meadows & wildlife habitat. Chris 493-2476  
**Saline Co.-** 119 Acres all cropland. Eastern Saline County. Chris 493-2476  
**Saline Co.-** 78.5 Acres, 74 Acres Crop Land. Eastern Saline County. Chris 493-2476  
**Ottawa Co.-** 10 Acres m/l building site with Old Highway 81 frontage North of Bennington. Chris 493-2476  
**Ottawa Co.-** 20 Acres m/l building site with Old Highway 81 frontage North of Bennington. Chris 493-2476  
**Ottawa Co.-** 20 Acres m/l building site with Old Highway 81 frontage North of Bennington. Chris 493-2476  
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**Farm Land Lease Workshop to be held January 30**

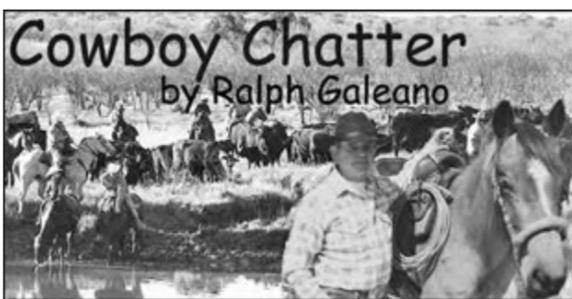
Mykel Taylor will be the featured speaker at a Farm Land Lease Workshop on January 30, 2019 at Pottorf Hall, 1710 Avery Avenue, in Manhattan. The workshop will start at 1:30 and adjourn by 3:30 p.m.

Taylor is an Agriculture Economist with K-State Research and Extension. Her presentation will focus on:

- Differences and similarities between various types of lease arrangements – crop-share, fixed cash rent, flexible cash rent, AUM pasture leases
- Active management of the landowner-tenant relationship through effective communication and incentives
- Calculating an equitable lease using cost of production budgets, price and yield expectations, and other market-based information

“With over 90% of Kansas farms and ranches leasing part or all of the land they operate, negotiating leases is an important part of managing most successful agriculture businesses,” said Greg McClure, Riley County Extension Agriculture Agent. “This workshop will help both landowners and tenants understand the factors that affect lease rates, contract terms, and risk exposure.”

There is no cost to attend the workshop, but reservations are requested by January 28. Register online at [www.riley.ksu.edu](http://www.riley.ksu.edu), or call the Riley County Extension Office at 785/537-6350.



**When A Horse Bluffs**

You might think a horse isn't smart enough to play poker. If they are smart enough to try and bluff you, they may have what it takes to beat you at poker.

I've been witness and participant to some pretty clever maneuvers perpetrated by horses that are trying to receive preferential treatment or an easier job for the day. They simply know there's hard work ahead and will try anything to convince you to pick somebody else for the job.

They figure out you've got something in store for them that is detrimental to their idea of a leisurely day loafing in the pasture snipping shoots of sweet spring grass. It occurs to them that if you thought they weren't having a good day or maybe, they had some kind of ailment, you might leave them at home or use another horse for the dirty work. That's not farfetched. I've seen it happen a few times with conniving cayuses.

Some of the connivers use the old method of playing hard to catch when they think you have a nasty job in store for them. They'll stay just out of reach when you get near with a halter in your hand and when you think the horse is going to allow you to catch them, they side-step and make haste for the other end of the pasture. They aren't the smart ones because you become aggravated and will probably not treat them too kindly when you are finally able to get a halter on them.

A pretty sorrel mare with Peppy San Badger bloodlines is one of our top cow horses. She's also got a good handle and is a splendid mount when you have to work cattle. We call her Kitty and she is one of the fastest horses on the place. In short, she's just a pleasure to ride. That is, unless she thinks she can get away with something.

One fall day, I loaned her to a friend to ride in our arena. I wanted to show the lady what it feels like to ride a well-trained horse. My intention was for the lady to see how a good horse responds to a soft touch with the reins or subtle leg pressure. Kitty was the perfect horse for this since she responds very well to the softest cues.

Kitty also responds differently when she realizes that the rider on her back doesn't understand how a horse would like to be treated. She must interpret rough handling as an insult to her ability.

Well, the lady was a good rider but really didn't have much training in the finer aspects of reining. Kitty immediately took affront to her callous jerking of the reins and hard pokes in the ribs.

After warming Kitty up, the rider tried to lope her off in the left lead. The horse would not lope off in any lead. Instead, as soon as the lady cued her to lope on the left lead, Kitty trotted hard left in a short circle. When, after a struggle, Kitty loped away, she headed straight for some low branches that hang over the arena and no amount of heavy handed coaxing on the rider's part could change her course. She loped right under the branches, swatting the rider in the face and knocking her hat off.

That horse was bluffing. She knew what the rider wanted but simply didn't like the way she was giving the orders. Things deteriorated even more. I was embarrassed that she was acting that way when I had extolled her great ability to this rider.

Kitty was downright belligerent. I presumed she was never going to cooperate until she was shown a little respect, so I intervened and began demonstrating the correct way to ask a horse for movement.

Realizing that things weren't going so well with her methods, the rider listened attentively and began giving cues that were more in line with what the mare was used to. Soon she was responding well and executing maneuvers with an easy touch. The lady never knew that the mare had used a bluff to teach her the finer things about riding a good reining horse.

One of the most outrageous bluffs by a horse that I was witness to occurred nearly forty years ago in a very remote mountain valley in Alaska. Two friends and I had trailed nearly thirty miles into the wilderness of the Kenai Mountains riding three saddle horses and leading

four pack horses. Earlier, I had spotted some trophy Dall sheep rams from my airplane near the headwaters of Fox River and we were going in to set up camp and hunt.

It took three days to get in the Valley below the high peaks that were home to the sheep. We arrived in the valley in weather that would have made a hurricane seem like an afternoon breeze. Wet, cold and hungry, we set up camp and waited out the storm.

The next day dawned clear and we could see the tops of the mountains. We scoured the peaks with binoculars but saw no sign of the sheep. Undaunted, we prepared to climb toward the area where I had seen the sheep from the air. The next day found us toiling up the slopes in hunt of those trophy rams. They were nowhere to be found. They had left the area during the storm. We searched every watershed coming from those high mountains for several days but never saw the animals.

Back in the valley in our base camp, we decided to give up the hunt for the sheep and instead shoot a two-year-old moose for meat and head home. There were lots of moose in the valley and shooting a meat bull was no problem.

The next morning, I shot a young bull near camp. We butchered him into quarters and separated the rib cages to make better loads and left the meat hanging overnight to cool. We planned on breaking camp the next morning and packing the meat and our camp on the four pack horses for the long trip out of the mountains.

Early the next morning we loaded the horses and prepared to cross the river near where we were camped. I had loaded one of my horses with the hind-quarters of the moose. His load was a little over 200 pounds. The horse's name was Cody and he wasn't one of my favorite horses. Cody was a stout, grade horse and could pack the most weight so he had the heaviest load. Dead weight on a pack horse is a lot harder to handle than the same weight of a rider. A rider moves with the horse and balances his weight with each stride making it easier on the horse.

Well, Cody struggled a little crossing the river and the spider web of tributaries coming off the glacier at the head of the valley but he made it across okay. We entered the deep woods that would lead us up and out of the valley and along the steep slopes of the mountains. About a half mile into the woods, I kept noticing that Cody was pulling back on his lead rope causing no

little amount of grief to me and my saddle horse. The tugging got worse and I wondered if there was something wrong with him or his load. I kept looking back every time he jerked the lead rope but could see nothing wrong.

Finally, I called ahead to my buddies up the trail and told them to hold up, we might have a problem. They tied their horses and came back to where I was inspecting Cody and his load. I could see nothing wrong. While we were discussing what could possibly be the problem, Cody stretched out his legs like he was going to urinate but instead, he began rocking back and forth on his outstretched legs and started moaning. It was a deep, haunting moan like someone would make when they were dying or in deep agony.

It was troubling and, quite frankly, scary. Was the horse dying? Had he got into some poisonous weed where we had staked him out back at camp? We didn't know what happened to him or what was wrong but he kept moaning and rocking to-and-fro as if he was going to collapse. We decided to unload his packs and look his back over. The minute the packs came off, that horse stood up straight and stopped moaning. He looked around and then lowered his head and began searching for a few sprigs of grass on the side of the trail. I led him around in a circle and he seemed fine. No more moaning and he walked in a perfect circle and showed no sign of discomfort.

“He's bluffing,” someone said; “He doesn't want to carry the load on the long trail home.”

We put the blankets, sawbuck and rigging back on his back and loaded the panniers with the two moose quarters on the sawbuck pack saddle. He began moaning and rocking to and fro again.

I picked up a stout branch on the side of the trail and went to work on his rear end. I gave him a good whipping until he stopped his charade. When he quit the monkey-business, I blistered his ears and told him he was a disgrace to all the good horses in the world and threw in a few other choice, mortifying insults. I'm sure he understood every word I said. He didn't take any offense to the purple tongue-lashing and carried the load for the next twenty-five miles without once pulling back on the lead rope. That was one horse bluff that didn't work.

Contact Ralph Galeano at [horseman@horsemanspress.com](mailto:horseman@horsemanspress.com) or [www.horsemanspress.com](http://www.horsemanspress.com)

**Wichita Farmers' Market Workshop February 9**

The Kansas Department of Agriculture and K-State Research and Extension will host a regional workshop in Wichita on Saturday, Feb. 9, at the Sedgwick County Extension Education Center. This is one of six regional workshops which are being held this winter to assist farmers' market vendors and managers.

Kansas farmers' markets not only provide a fresh food source, but also stimulate the local economy. In 2018, 95 farmers' markets were registered with KDA's Central Registration of Farmers' Markets.

“Farmers' markets provide growers a wonderful opportunity to have real interaction with consumers, and a chance to tell their farm's story,” said Londa Nwadike, consumer food safety specialist with K-State Research and Extension and the University of Missouri. “It's also

important for farmers to understand certain legal, safety and financial parameters before choosing to sell at a farmers' market.”

A keynote presentation will feature C&C High Tunnel Farms, and a panel will provide information about managing CSAs. KDA's weights and measures program will also offer free scale certification for attendees. Workshop topics will include:

- Vendor Resources and Marketing Tips
  - Small Farm Equipment
  - Senior Farmers Market Nutrition Program Training
- The workshop will be held at the Sedgwick County Extension Education Center, 4-H Hall, 7001 W. 21st St. N in Wichita. Onsite registration will open at 8:15 a.m. and the workshop will begin at 8:45 a.m. and conclude by 4:30 p.m. Registration for this workshop is now open and is \$20 per participant through Feb. 1, and \$25 after Feb. 1. Registration forms can be found at [sedgwick.k-state.edu](http://sedgwick.k-state.edu), [FromtheLandofKansas.com/FMWorkshop](http://FromtheLandofKansas.com/FMWorkshop), or by calling 316-660-0100.

For more information, contact Lexi Wright, KDA's From the Land of Kansas marketing coordinator, at 785-564-6755 or [Lexi.Wright@ks.gov](mailto:Lexi.Wright@ks.gov). Workshops are also being held in Olathe, Parsons, Dodge City, Manhattan and Hays.

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# Yard & Garden Tips

By Gregg Eyestone

## Starting Plants Indoors

Fresh produce at this time of the year is fun to eat. I'm harvesting a few cherry tomatoes and some other salad crops now. It is not a large amount of produce. I don't invest a large amount of time and resources for more production.

I will be giving presentations on growing plants indoors in January. The first one will be on Saturday, January 19 at 10 a.m. in Pottorf Hall. This is for youth that are interested in growing plants. Registration of \$5 for materials is required and sign up is on our website at [www.riley.ksu.edu](http://www.riley.ksu.edu)

A similar presentation will be hosted by Blueville Nursery at 4539 Anderson Avenue. This one is on the following Saturday, January 27 at 10 a.m. No registration is required. Blueville has the needed supplies for starting seeds. It will be time to start some onions if you are

wanting to grow them from seed. The cherry tomato is one I started a year ago for display at the Town Center Community Fair. This year, I have started another tomato and hope to have a container of stock blooming.

To start onions or any other plants from seed, they need the right temperature and supplemental light. Seeds sprout best with a warm growing media. Most plants will do well with 70 degrees. The warm temperature sprouts more seeds, provides even germination and the seeds sprout quicker. Once the seeds have sprouted, the onion plants grow best at a temperature around 65 degrees.

Extra light is needed to grow healthy plants at this time of the year. Fluorescent lights can be used. They provide the correct wave length for the plants without becoming too hot. The bulbs are just barely

above the plant leaves to maximize the light energy. I leave my fluorescent bulbs on constantly.

LED lights are another option. They provide more light energy to the plants and therefore, are suspended farther away from the plant leaves.

Lots of information is available to learn more. Attending one of my classes is a good option. A recent K-State Research and Extension Horticulture Newsletter addressed the subject. It is available online. Search KSU horticulture newsletter.

You can find out more information on this and other horticulture topics by going to the Riley County, K-State Research and Extension website at [www.riley.ksu.edu](http://www.riley.ksu.edu). And you can contact Gregg Eyestone at the Riley County office of K-State Research and Extension at 110 Courthouse Plaza in Manhattan, by calling 785-537-6350 or e-mail: [geyeston@ksu.edu](mailto:geyeston@ksu.edu)

# Evolving consumer demands are reshaping dairy supply chains

Consumer demand for more transparency and a sense of connection to where their food is grown or produced continues to have a significant impact on food supply chains. For the dairy industry, these evolving demand drivers will affect supply chains in different ways.

According to a new report from CoBank's Knowledge Exchange Division, meeting these increasingly important consumer demands provides opportunity for some dairy producers, cooperatives and processors, but will require reworking supply chains into greater segmentation and direct contracts with farmers.

"Dairy supply chains are adapting in order to meet consumer demands for increased transparency about farm production practices," said Ben Laine, senior economist for the dairy sector at CoBank. "However, the entire industry will be forced to walk a fine line to meet these demands in an environment in which cost reduction and efficiency are a constant focus."

The average American consumer is further removed from the farm than ever before and less than one percent of the population is engaged in farming. This disconnect between consumers and farmers has contributed to the desire for more transparency throughout the supply chain back to the farm. Consumers are increasingly forming opinions about farm management practices, ranging from the use of GMO feed to animal welfare and antibiotic use.

### Product Labels and Assurances

At the retail level, customers are looking for labels that indicate farm management practices. Nearly a third of all food is now sold with at least one transparency claim on the label. In many categories where conventional product sales are declining, products with transparen-

cy claims are growing. Dairy producers taking advantage of the opportunity to serve this diversifying market face challenges. With the expansion of product offerings, the risk rises that retailers will require differing and potentially conflicting farm management practices from their suppliers. To mitigate this, the National Milk Producers Federation developed the Farmers Assuring Responsible Management program as a proactive step to define and audit responsible farm management as an industry. This prevents individual farms from being susceptible to unique requirements based on the retailer they ultimately supply.

### Supply Chain Challenges

Managing price and input volatility can be more challenging for producers that sell a niche product. One example is organic milk, which involves a costly three-year transition period for a conventional farm, followed by ongoing higher feed costs.

"This desire for transparency has also led to a restructuring of the way dairy processors develop milk supply contracts," said Laine. "One notable example is Dannon's move to provide yogurt made from the milk of cows that have been fed non-GMO feed. This is a unique niche, tapping into a consumer who is not looking for organic, but does want their food GMO-free."

Sourcing GMO-free milk without going to the organic market has necessitated "cost-plus" contracts where the dairy producers who supply the GMO-free milk are offered a fixed margin over their cost.

One of the newest and fastest growing milk brands in the U.S. is A2 milk. A2 milk, which contains only the A2 beta-casein protein, is said to be easier to digest than normal milk for people who suffer mild discomfort from dairy. In the second half of 2018, U.S. distribution of A2 milk increased more than 50 percent and is available in about 9,000 stores.

Achieving A2-only production at the farm level is a matter of breeding and genetics. Some farms have already begun transitioning the genetics of their herds in anticipation of continued growth in this market.

"With any of these specific new products, the challenge to the supply

chain is that there is no longer one commoditized pool of milk to be distributed efficiently into different products and brands," said Laine. "Instead, there are a number of brands and manufacturers which now need to work back to the farm level to contract directly for a segregated milk supply."

As a result, cooperatives may see members seeking out these direct contracts for a premium elsewhere. Many farms, however, will still prefer the stability of cooperative membership in the wake of highly publicized contract cancellations in the recent past between producers and milk processors. Some cooperatives may look for opportunities to segment portions of their member milk supply which can meet some of these new criteria and handle premiums internally adding a logistical benefit to customers.

### Bridging the Connection Gap

Many consumers are seeking opportunities to feel more of a connection to the farmers who produce their food, which has contributed to the increased desire for locally produced foods.

Although, the definition of "local" varies by consumer, it generates a sense of being part of a regional eco-system rather than an anonymous global supply chain and carries with it a sense of reduced transportation and environmental impact. This has driven a growing range of direct marketing opportunities for dairy producers.

One of those opportunities for producers or artisan cheesemakers is farmers' markets. While often commanding a premium price, farmers' markets have grown in popularity as an opportunity for consumers to interact directly with farmers, ask questions, build trust and feel a connection.

"While directly marketing to consumers can add a premium value to dairy products, it requires the benefit of being located in proximity to a metro area and a willingness to alter the business model and become actively involved in marketing," added Laine. "This carries additional risk and there is limited room for competition from multiple producers in any given market. It is far from an industry-wide solution but can provide opportunity to farms willing to devote the time and effort to developing a marketing plan."

## Public Notice by Kansas Pork Association and the National Pork Board

The election of pork producer delegate candidates for the 2020 National Pork Producers (Pork Act) Delegate Body will take place at 1:00 p.m., Monday, Feb. 18, 2019, in conjunction with an Executive Board meeting of the Kansas Pork Association at the Dillon House, 404 SW 9th Street, Topeka, KS 66612. All Kansas pork producers are invited to attend.

Any producer, age 18 or older, who is a resident of the state and has paid all assessments due may be considered as a delegate candidate and/or participate in the election. All eligible producers are encouraged to bring with them a sales receipt proving that hogs were sold in their name and the checkoff deducted. For more information, contact Kansas Pork Association, 2601 Farm Bureau Road, Manhattan, KS, telephone 785/776-0442.

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### Cost Effective Protein Supplementation

The most cost effective forage a cow can consume is the forage she can harvest herself. However, protein often times becomes the most limiting nutrient for cattle grazing crop residues and dormant grass pastures. In these situations protein supplementation is required to efficiently harvest energy from these protein deficient forage-based diets.

Studies conducted at Kansas State University would illustrate that NGS protein supplements support both gain and efficiency when fed in conjunction with protein deficient forages. Find out more from your local New Generation Supplements dealer, Key Feeds.



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Rod Bohn: 785-630-0846

**TIPTON LOCATION:** Tim Wiles: 785-630-1049  
**MINNEAPOLIS LOCATION:** James Carr: 785-630-0491

## JC LIVESTOCK SALES INC.

Wednesday Sale, Hogs NOON • Cattle 12:30 PM

Report from January 9th, 2019

STEERS			
4	428	197.00	10 534 154.00
9	483	183.00	11 540 151.00
6	577	174.50	5 597 140.50
13	528	173.50	9 667 139.25
16	601	163.00	24 709 134.00
17	601	163.00	17 783 128.25
17	673	151.25	12 811 127.50
24	788	143.00	
58	879	142.25	<b>TOP BUTCHER COW:</b>
4	970	137.75	<b>\$69.50 @ 1,795 lbs.</b>
6	933	136.00	<b>TOP BUTCHER BULL:</b>
			<b>\$66.50 @ 1,845 lbs.</b>
HEIFERS			
1	355	167.00	<b>BRED COWS:</b>
4	451	154.00	<b>\$675.00-\$1,500.00</b>

## CLAY CENTER LIVESTOCK SALES INC.

Cattle sales Tuesday, 11:00 AM.

Report from January 8th, 2019

STEERS			
4	469	188.00	18 633 141.75
4	511	187.00	14 654 140.00
3	577	172.00	31 744 135.50
13	630	161.50	27 780 133.00
11	650	156.00	20 865 132.25
52	757	151.75	
10	837	145.75	<b>TOP BUTCHER COW:</b>
13	902	144.75	<b>\$73.50 @ 1,995 LBS.</b>
39	936	143.75	<b>TOP BUTCHER BULL:</b>
			<b>\$72.00 @ 2,220 LBS.</b>
HEIFERS			
2	390	159.00	
5	459	159.00	<b>BRED COWS:</b>
4	561	149.00	<b>\$610.00-\$1,125.00</b>
9	641	142.25	

**SPECIAL 53<sup>RD</sup> ANNIVERSARY SALE**  
**WEDNESDAY, FEBRUARY 13<sup>TH</sup>**  
*We hope everyone can attend!*



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

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

JUNCTION CITY, KANSAS • Barn Phone 785-238-1471  
Seth Lauer 785-949-2285, Abilene

Clay Center Field Representatives:  
Tom Koch, 785-243-5124  
Lance Lagasse, 785-262-1185

KARL LANGVARDT Cell: 785-499-2945  
MITCH LANGVARDT Cell: 785-761-5814  
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## EMPORIA LIVESTOCK SALE CO.

*Bonded & Insured*

SALE EVERY WEDNESDAY IN EMPORIA, KANSAS AT 11:00 AM  
620-342-2425 or 800-835-7803 toll-free • Fax: 620-342-7741

Date: 1/9/19. Total Head Count: 1,115. COWS: \$58-66.00; \$46-\$57.00; \$45 & down. BULLS: \$65.00-77.00.

BULLCALVES		HEIFERS	
7 bkbwf.....	460@167.00	5 blk.....	570@167.00
9 mix.....	490@165.00	6 bkbwf.....	546@165.50
		7 mix.....	518@163.00
		7 mix.....	552@156.00
11 bkbwf.....	455@165.00	8 bkbwf.....	589@147.00
4 mix.....	419@163.00	16 mix.....	602@166.50
4 mix.....	493@151.00	12 blk.....	608@157.00
4 mix.....	499@150.00	10 Char.....	630@152.00
12 bkbwf.....	565@152.50	30 blk.....	736@150.75
14 Char.....	556@150.00	5 wf.....	616@146.00
7 mix.....	512@147.00	4 wf.....	650@145.00
4 blk.....	531@147.00	5 mix.....	662@145.00
5 mix.....	544@146.00	9 mix.....	673@144.00
5 blk.....	526@144.00	15 mix.....	724@145.50
9 blk.....	608@147.00	6 blk.....	713@145.00
5 bkbwf.....	642@143.50	12 blk.....	715@144.50
9 blk.....	613@142.50	7 mix.....	736@143.50
4 mix.....	690@140.50	19 mix.....	732@143.00
9 mix.....	641@139.50	11 wf.....	736@142.00
8 blk.....	656@139.50	10 blk.....	772@142.00
10 mix.....	681@138.50	4 blk.....	786@142.00
6 bkbwf.....	603@138.00	12 mix.....	721@140.50
15 mix.....	666@136.00	8 mix.....	794@140.50
8 mix.....	724@137.00	7 blk.....	784@138.50
7 blk.....	799@136.50	5 blk.....	785@138.00
4 blk.....	798@134.00	11 blk.....	798@138.00
9 blk.....	773@133.00	10 bkbwf.....	782@137.50
4 blk.....	753@130.00	11 mix.....	834@139.50
18 mix.....	866@137.00	10 mix.....	839@138.75
62 blk.....	834@135.35	20 blk.....	896@137.00
5 bkbwf.....	839@134.75	4 blk.....	821@136.00
13 blk.....	800@134.25	5 blk.....	873@136.00
7 mix.....	807@134.25	10 blk.....	897@135.50
17 mix.....	819@134.10	8 blk.....	843@135.00
4 bkbwf.....	925@135.75	22 blk.....	900@138.00
8 blk.....	904@134.25	13 blk.....	910@138.00
7 blk.....	909@134.00	15 blk.....	916@138.00
4 blk.....	998@131.00	9 blk.....	909@136.50
		9 blk.....	946@136.50
4 bkbwf.....	409@182.00	20 mix.....	975@135.50
5 blk.....	498@170.00	10 blk.....	995@135.50
4 Char.....	531@172.00	8 blk.....	1060@135.00
4 mix.....	523@167.00	5 mix.....	1116@125.50

**ANNIVERSARY SALE JAN. 16<sup>TH</sup> EXP. 1500-2000 HD**  
• 40 bk str/hfs longtime wnd 500-700lbs • 79 Brang str/hfs longtime wnd. 550-750lbs • 35 mostly bk str/hfs longtime wnd. 550-800lbs • 125 bk str/hfs longtime wnd. 550-900lbs • 44 bk str/hfs weaned 90 days 600-700lbs • 51 bk/bwf str/hfs longtime wnd. 600-750lbs • 74 mostly bk str/hfs longtime wnd. 600-750lbs • 30 bk str/hfs longtime wnd. 600-800lbs • 25 bk str/hfs longtime wnd. 2 rds shots 600-800lbs • 300 bk str/hfs longtime wnd. 600-850lbs • 41 bk/bwf str/hfs 90 days wnd. 2 rds shots caalhooded 700-750lbs • 25 bk str/hfs longtime wnd. 700-800 lbs • 74 bk str/hfs longtime wnd. 750-800lbs • 50 bk str/hfs 750-825lbs • 155 bk/Char str/hfs 750-875lbs • 95 bk str/hfs 800-1050lbs • 50 blk hfs 800-850lbs • 28 blk str/hfs 800-850lbs • 55 blk/red str/hfs 800-900 lbs • 10 Char str/hfs 900-1050 lbs.

THANK YOU FOR ALL OF YOUR CONTINUED SUPPORT!  
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To see more consignments go to: [emporialivestock.com](http://emporialivestock.com)

# Meetings to assist with agriculture business planning

By David G. Hallauer, District Extension Agent, Crops & Soils/Horticulture

Most agriculture producers are very interested in production. Producers like to produce – not spend all day looking at numbers that may not always look too rosy. Hopefully, we can make the business side of agriculture a little bit easier with some upcoming educational events.

QuickBooks for Ag will be a recordkeeping training using the popular QuickBooks Pro software. This event will be held Tuesday, February 5th at the Colonial Acres Events Center in Oskaloosa with generous sponsorship from the Bank of McLouth and Taylor Insurance Service, LLC. There will be a minimal cost to attend and seating is limited.

More information on QuickBooks for Ag (including registration cost/time/etc...) will be available online at [www.meadowlark.ksu.edu](http://www.meadowlark.ksu.edu). For more details or to RSVP, contact the Oskaloosa Office of the Meadowlark Extension District at (785) 863-2212 or e-mail me at [dhallaue@ksu.edu](mailto:dhallaue@ksu.edu).

Organizing Your Farm for the Next Generation is the theme of a farm transition workshop scheduled for Wednesday, February 13th at the NEKS Heritage Complex south of Holton. Mark Peterson is a producer from Stanton, Iowa with a unique story of receiving a farm, as well as looking to transition for the future. He will tell about his experiences before we turn the floor over to Roger McEowen,

Kansas Farm Bureau Professor or Agricultural Law and Taxation at Washburn University. The meeting will start at 1:30 p.m. No RSVP is required, but if you want further details, contact the Holton Office of the Meadowlark Extension District at (785) 364-4125.

Leases are always a popular topic of conversation, and interest continues to be high as landlords and tenants alike evaluate crop production budgets that seem to include lower revenues and flat to even slightly higher expenses. KSU Ag Economist Dr. Mykel Taylor will be the keynote speaker at our KSU Lease School on Tuesday, February 19th at the Community Building in Corning. Starting at 1:30 p.m., Dr. Taylor will

discuss the latest in rental numbers and arrangements to help you make your lease decisions. For more information, contact any Meadowlark Extension District Office or e-mail me at [dhallaue@ksu.edu](mailto:dhallaue@ksu.edu). There is no cost to attend and RSVP is not required.

Each of these trainings is designed to provide you information on another piece of the economics puzzle when it comes to your farming operation. From budget numbers to keeping track of them to trying to figure out how to manage them for the future of the operation, we hope you'll want to attend one – or all. For further information, contact any Meadowlark Extension District Office or e-mail me at [dhallaue@ksu.edu](mailto:dhallaue@ksu.edu).

# KDA offers morel mushroom identification session in February

The Kansas Department of Agriculture, in partnership with K-State Research and Extension, Kaw Valley Mycological Society and the University of Kansas, is offering two sessions to help people learn the necessary approval to sell wild morel mushrooms. The sessions will take place in Olathe on Feb. 1 and in Parsons on Feb. 2 in conjunction with Regional Farmers' Market Workshops.

of this workshop, participants will be recognized as approved morel identifiers in order to meet this regulation. This is a three-year approval.

The session in Olathe will be held on Friday, Feb. 1, 2019, from 2:00 to 3:00 p.m. at K-State Olathe, 22201 W. Innovation Drive in Olathe. The session in Parsons will be held on Saturday, Feb. 2, 2019, from 2:00 to 3:00 p.m. at Southeast Research & Ex-

tension Center, 25092 Ness Rd. in Parsons.

The morel mushroom identification session will be held as one of the breakout sessions of the Regional Farmers' Market Workshops. Registration for the workshops is now open and is \$20 per participant. Registration includes lunch; however, lunch will only be guaranteed to those participants who register prior to the

respective workshop date. Registration forms and more detail about other sessions at the workshops can be found at [FromTheLandofKansas.com/FM-workshop](http://FromTheLandofKansas.com/FM-workshop) or at local Extension offices.

For more information about the morel mushroom identification session, contact Londa Nwadike, KSU/MU Extension food safety specialist, at 913-307-7391 or [lnwadike@ksu.edu](mailto:lnwadike@ksu.edu).



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or Matt Hoffman (Owner): 620-727-0913

Hay Auction- Every Tuesday at 9:00 a.m.  
Cattle Auction- Every Tuesday at 10:00 a.m.  
Hog/Sheep/Goat Auction- Every 3rd Saturday  
Horse/Tack Auction- Every 1st Saturday

Results From January 9<sup>th</sup> Sale:

Steers:	Heifers:
300-400# \$162.00-\$190.00	300-400# \$120.00-\$167.50
400-500# \$143.00-\$176.00	400-500# \$120.00-\$164.00
500-600# \$134.00-\$178.00	500-600# \$119.00-\$161.00
600-700# \$109.00-\$157.00	600-700# \$115.00-\$146.00
700-800# \$111.00-\$142.50	700-800# \$118.00-\$131.00

Tues., Jan. 22nd - Holstein Special  
Fri., Feb. 1st - Draft Horse & Mule Sale  
Sat., Feb. 2nd - Horse & Tack Sale  
Tues., Feb. 12th - Calf/Yearling Special

**BELLEVILLE 81 LIVESTOCK SALES**  
Junction Hwys 36 & 81 Belleville, Kansas

**CATTLE SALES EVERY FRIDAY • 9:30 AM**

**FEEDER SALE FRIDAY, JAN. 18**  
350 blk str & hfrs, 650-800 lbs; 30 blk, 500-600 lbs; 100 blk, 400-650 lbs, thin; 125 blk, 650-850 lbs; 70 blk red, 650-800 lbs; 45 blk, 700-800 lbs; PLUS MANY MORE!

**FEEDER SALE FRIDAY, JAN. 25**  
175 blk, 700-900 lbs; 120 blk, 700-800 lbs; PLUS MANY MORE!

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MARKET REPORT FOR TUESDAY, JANUARY 8, 2019  
RECEIPTS: 2197 CATTLE  
**VIEW FULL RESULTS ON OUR WEBSITE.**

STEERS	9 blk str	825@138.50
4 blk bulls 375@190.00	9 red blk str	833@138.50
11 mix str 513@185.50	18 blk str	862@138.25
5 blk str 482@184.00	13 rfw bwf bulls	694@136.50
7 blk bwf str 537@176.00	28 blk bwf str	868@136.00
12 blk str 567@173.00	30 blk str	986@133.00
5 blk char str 550@171.00		
7 blk red str 579@165.00		
8 blk str 627@164.00	<b>HEIFERS</b>	
11 blk red str 593@164.00	4 blk hfrs	236@170.00
14 blk bwf str 626@164.00	4 blk red hfrs	455@168.50
14 bwf rfw str 623@163.00	7 blk bwf hfrs	417@164.50
12 blk bwf str 616@162.50	7 blk red hfrs	429@161.50
8 blk str 643@161.50	7 blk hfrs	479@160.00
13 blk str 636@160.00	9 blk hfrs	449@155.50
18 blk bwf str 656@159.00	17 bwf hfrs	527@149.50
23 blk bwf str 646@158.50	8 red blk hfrs	538@147.00
7 blk bwf str 672@151.50	14 red rfw hfrs	652@138.50
29 blk str 728@149.50	16 blk bwf hfrs	618@137.50
18 blk bwf str 739@149.00	25 blk hfrs	729@137.50
12 blk str 730@148.50	14 blk hfrs	722@136.50
15 blk str 701@148.50	10 blk hfrs	624@136.00
12 blk bwf str 698@148.25	15 blk hfrs	642@135.00
13 blk bwf str 717@148.00	10 bwf rfw hfrs	746@134.75
19 mix str 703@148.00	8 blk bwf hfrs	769@133.25
26 blk str 818@146.50	16 bwf rfw hfrs	853@133.25
10 blk bwf str 793@145.50	22 blk hfrs	770@133.00
33 mix str 815@144.75	13 blk red hfrs	559@132.50
12 blk str 783@141.75	12 blk bwf hfrs	541@132.00
31 blk str 826@141.00	13 blk hfrs	624@132.00
18 blk bwf str 934@139.25	10 blk bwf hfrs	874@131.50
8 blk str 868@139.00	6 blk red hfrs	834@130.50
5 blk bwf str 892@138.50	25 mix hfrs	720@130.00
	17 blk bwf hfrs	880@127.75

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EMAIL: [dan@holtonlivestock.com](mailto:dan@holtonlivestock.com)  
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**Eureka Livestock Sale**  
P.O. Box 267 Eureka, KS 67045  
620-583-5008 Office 620-583-7475

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

*Like Us On Facebook!*

On Thursday, January 10, we had 1,220 head of cattle on an active market.

STEERS	23 bk rd	762@142.75	6 bk bfwf	518@144.00
6 bk bfwf 378@193.00	14 bkGry	786@141.50	8 bkred	601@142.50
2 blk 520@178.00	19 blk	788@138.50	9 blk	557@140.50
9 bk rd 496@173.00	55bkrdCh967	@137.90	22 bk rd	573@138.00
9 bk bfwf 589@169.75	13 bkGry	878@136.75	10 blk	633@135.50
7 bk red 445@167.00	12 bk bfwf	895@136.00	15 bk bfwf	718@134.75
9 bk red 519@166.00	19 bk rd	709@135.50	6 blk	766@134.00
23 bk rd 563@163.00	4 blk	870@135.00	5 bk bfwf	671@133.00
8 bk bfwf 639@159.00			3 bwrfbf	810@126.50
4 bk rd 693@148.00	14 blk	395@171.50	8 bk rd	944@125.00
13 bk rd 653@146.50	4 bk bfwf	526@159.00	11 mix	859@124.50
11 blk 747@146.00	5 blk	490@156.00	17 bk rd	825@122.75
18 bk rd 680@145.50	43 bk bfwf	488@154.00	4 blk	1003@131.00
20 blk 710@145.25	8 bk bfwf	511@154.00	11 bk rd	1003@119.00
19 bk bfwf	26 bk rd	561@153.00		
.....697@144.75	8 blk	452@153.00	<b>BULLS</b>	
11 bk bfwf 769@144.50	6 blk	337@149.00	22 bk rd	502@135.00

**Butcher Cows: \$25.00-\$67, mostly \$55-\$60; \$1-\$3 lower but very active.**  
**Butcher Bulls: \$58.50-\$77, mostly \$64-\$74; \$1-\$3 lower but very active.**  
**Over 325 head sold. PREG COWS: \$500-\$900. PAIRS: \$1,200.**

BUTCHER COWS	BUTCHER BULLS
1 blk 1610@67.00	1 Char 1770@77.00
1 bwf 1990@64.50	1 blk 2260@76.50
3 blk 1642@64.00	1 rd Ang 2115@75.00
2 blk 1470@62.50	1 blk 2245@74.50
3 blk 1605@61.50	1 blk 2330@74.00
2 blk 1405@59.50	1 blk 1560@74.00
5 bk bfwf 1306@59.00	1 rd Ang 1670@73.50
3 blk 1358@58.00	1 Char 1915@73.00
6 blk 1215@57.00	

**EARLY CONSIGNMENTS FOR JANUARY 17**

- 80 mostly blk str & hfrs, 500-750 lbs, home raised, weaned & vac.
- 36 blk red Char str & hfrs, 500-600 lbs.
- 65 blk SimX str, 850-900 lbs, home raised, weaned & vac.
- 20 bk bwf rfb cows, 5-10 yrs old, Spring calvers, bred to Angus & wf bulls.

We appreciate your business!

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

# Coffee Shop Meeting planned for Jan. 24

Beef Cattle Health Management will be the discussion topic at the January 24 Coffee Shop Series meeting, scheduled for 10:30 a.m. to noon at Nelson's Landing in Leonardville. A.J. Tarpoff, K-State Research and Extension beef veterinarian, will be the featured speaker.

This is the second in a series of Coffee Shop Series meetings held every other Thursday this winter through February 21. Jaymelynn Farney will discuss grazing cover crops on February 7, and Mark Dike-man will discuss 1031 exchange requirements and the merits of different types of entities on February 21.

Reservations are requested by noon the day before each meeting. Contact Greg McClure at the Riley County Extension Office (785/537-6350) for more information.

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**THURSDAY, JANUARY 17, 2019**

**Special Bred Female & Regular Sale**

**S.T. 9:00 a.m. on weigh-ups – 11:30 a.m. on Bred Heifers**

**Dispersions & Liquidations:**

35 blk & Ang (3 yrs) bred Ang; of 3-10 for 60 days. Logterman fused with Jorgensen genetics. HR. Dispersion ..... Elliott Yenglin (605-429-3215)

308 blk, blk-x (103@3-4 yrs, 90@5-7 yrs, 115 over 8 yrs) bred blk & blk simm; of 2-15 for 60 days. Inputs include Jorgensen genes. Dispersion of 3 & up ..... Bar 11 Rn Co (Bud & Judy Reece 402-376-1879)

50 bwf & blk (3-10 yrs) blk bred Hereford-bw bred blk & Hereford; of 3-5 for 60 days. Complete dispersion ..... Tyson Stewart 28 Ang (20 @ 3-7 yrs) (8 hfrs) (1100-1400#) bred Ang; of 3-5 for 25 days. Liquidation of bull breeds ..... Butler Ang (Joe 402-376-4919)

**Heifers:**

55 Hereford (1050#) sync & A.I. bred Hereford (Churchill Sensation); of 2-25 for 1 day ..... Turner Ranch LLC (Lawrence 402-376-5248)

55 Hereford(1050#)28 sync & A.I. bred Ang(Hoffman Top Flight); of 2-20 for 2 days-27 bull bred LBW Ang; of 3-9 for 30 days ..... Rick & Missy Weber (402-389-1406)

42 bwf (F-1) 12 sync & A.I. bred Ang (Connely Comrade); of 2-19 for 1 day. 30 bull bred Ang; of 3-13 for 40 days ..... Garrett Leonard (402-322-0933)

44 blk & Ang (1000-1100#) bred Ang (Logterman); of 3-10 for 25 days. Top sort of 2017 hfrs HR ..... Elliott Yenglin 40 blk & Ang (1100#) sync & A.I. bred Ang (Bank Roll & Apollo); of 3-1 for 1 day. HR Select group of rep. herd ..... Randy & Chris Huddle (Randy 605-557-3394)

45 Ang (1075-1100#) sync & A.I. bred Ang (Confederate); 24 hd of 2-17 for 1 day; cleaned up Ang (S Invest.) of 2-25 for 42 days. HR, front end. Years of outstanding Ang inputs. Liquidation of Lois Titus hfr crop, top end ..... Titus Rn (Tony 402-322-0936)

24 blk (1150 #) sync & A.I. bred Ang (Bruiser or T of Duty); of 2-22 for 1 day; cleaned up Ang (Bruiser sons) for 45 days. Top end of 2017 crop ..... S&M Farms (S Beck)

70 blk(1100#)sync & A.I. bred Ang(Connely Comrade); of 2-20 for 2 day Rick & Missy Weber 45 blk (1050-1100#) sync & A.I. bred Ang (Whitlock & Conquest); of 2-15 for 3 days ..... Justin Heath (605-840-5052)

45 blk (1100 #) bred Ang (Raven); of 3-5 for 30 days ..... Justin Heath 45 blk (1050-1100#) sync & A.I. bred Ang (Allied); of 3-1 for 1 day. Years of A.I. inputs HR ..... Chauncey Ranch (Jerry 605-208-9000)

45 blk(1050-1100#)bred Ang sons of Allied; of 3-8 for 18 days.HR ..... Chauncey Ranch 21 Ang & blk (1100#) 14 A.I. bred Ang; of 3-1 for 3 days. 7 bull bred Ang; of 3-5 for 40 days. UNO & Comrade genes ..... Steve Crowe

**Other Bred Females:**

100 Ang (10 yrs; 1400#) bred Ang; of 3-20 for 60 days. HR, strong made, long sided. Liquidation of 10 yr olds ..... Cox Cattle Co (Tom 402-376-4385)

70 Ang (3-10 yrs) bred Ang (Baldrige); of 3-20 for 55 days. Liquidation of 10 yr olds ..... Brush Creek (Leroy 308-748-2248)

70 blk (40 young & solid mouth; 1300-1350#) bred blk Ang (Final Answer-Connely genes). Cf 2-20 for 80 days. Liquidation of aged cows & base herd ..... Max Fay 70 blk (50 short term- 20 young) bred Ang (Baluis); of 3-20 for 60 days. Liquidation of aged cows ..... Brad & Rex Adamson

50 Hereford(solid-short)bred Hereford&blk; of 3-5 for 60 days. Liq. of aged cows Epke & Carr 68 blk (young-short term) bred Ang (Hall); of 3-20 for 60 days ..... Bryan Morgan 40 rd & blk (short term) bred rd Ang; of 3-20 for 65 days ..... Wilde Ranch 20 rd Ang (2-5 yrs) bred rd Ang; of 4-10 for 45 days ..... Tom Grieves 20 Ang & blk (solid mouth) bred Ang (Barstow); of 3-10 for 60 days ..... Ron Wells

*Plus more from Tetherow, Hauder, Hebbert, Frauen, Leithead*

**View our special sales online @ [cattleusa.com](http://cattleusa.com)**  
**Office: 1-800-682-4874 or 402-376-3611**  
Greg Arendt, Mgr., C: 402-376-4701 Greg Nielsen, Fieldman, C: 402-389-0833  
Jake Hopwood, Fieldman, C: 308-627-4828

For complete listing visit our website: [www.valentinelivestock.net](http://www.valentinelivestock.net)

**EL DORADO LIVESTOCK AUCTION, INC.**

**316-320-3212**  
Fax: 316-320-7159

2595 SE Highway 54, P.O. Box 622, El Dorado, KS 67042

**Market Report - Sale Date 1-10-19. 1,328 Head.**

300-400 lb. steers, \$125-\$180; heifers, \$100-\$165; 400-500 lb. steers, \$125-\$180; heifers, \$100-\$153; 500-600 lb. steers, \$120-\$165; heifers, \$100-\$152; 600-700 lb. steers, \$120-\$162; heifers, \$100-\$140.50; 700-800 lb steers, \$110-\$146; heifers, \$90-\$133; 800-900 lb. steers, \$110-\$139; heifers, \$90-\$129. Trend on Calves: Choice Steer & Heifer Calves, steady from last sale in Dec. Trend on Feeder Cattle: Feeder Steers & Heifers, \$2-\$3 lower from last sale in Dec. Butcher Cows: High dressing cows: \$40-\$58; Avg. dressing cows: \$30-\$40; Low dressing cows: \$10-\$30. Butcher Bulls: Avg. to high dressing bulls: \$50-\$72.50. Trend on Cows & Bulls: Butcher Cows, \$2-\$4 lower; Butcher Bulls, steady.

**EARLY CONSIGNMENTS FOR SPECIAL COW SALE, THURSDAY, JANUARY 17:**

- 30 head first-calf heifer pairs. Purebred Red Angus cows with calves born in October. Cows and calves have been worked. Cows running back with Mushrush registered Red Angus bulls since Dec. 6th and will remain on cows until sale day. Pairs weigh 1250-1300. EXTRA FANCY!
- 15 Red Angus first-calf heifers, bred to low birth weight Overmiller Red Angus bulls. Calve Feb-Mar and will weigh 1050lbs.
- 175 Black & bwf cows. 3-5 years old. Cows bred to Angus bulls to start calving February 1st for 65 days. Cows weigh 1200-1250.
- 20 Red Angus cows. 3-5 years old bred to Angus bulls. Cows will start calving first week of February for 60 days.
- 50 mostly black 4-6 year old cows. Cows bred to Angus bulls and will start calving February 20th for 75 days.
- 20 mostly black 3-5 year old pairs. Calves will be at least 30 days old. Cows have not been exposed back to bull.
- 60 black 4-5 year old cows. Bred to registered Angus bulls to calve in Feb & Mar.
- 35 Red Gelbvieh cross cows bred to horned Hereford bulls. 3-6 years old. Will calve in March & April.
- 160 3-6 year old black cows bred to Angus bulls. Cows will calve Feb-Mar.
- 55 black 4-5 year old cows. Cows bred to registered Angus bulls, and will start calving mid February for 75 days.
- 40 black and red running age cows. Bred to registered Angus bulls, and will start calving mid February for 75 days.
- 34 black homeraised AI Bred May 9 & 10 heifers & cleaned up with Conrad Angus LB bulls, 1000-1050 lbs.

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

**Check our website for updated consignments:**  
[www.eldoradolivestock.com](http://www.eldoradolivestock.com)  
*To stay up to date on our latest announcements you can "Like" us on Facebook*

Chris Locke (316) 320-1005 (H)	Steven Hamlin (602) 402-6008 (H)
(316) 322-0675 (M)	(620) 222-1199 (M)
Larry Womacks, Fieldman (620) 394-3273 (H)	Van Schmidt, Fieldman (620) 367-2331 (H)
(620) 229-0076 (M)	(620) 345-6879 (M)

**Cattle Sale Every Thursday 11:00 AM**

The Agricultural Business Council of Kansas City hosts its annual Ag Innovation Forum February 14, 2019 at the American Royal, 1 to 5:30 p.m. The forum will spotlight innovation in biology (seeds/genetics), digital information and AI, and advances in mechanics and engineering (drones/GPS). It will also focus on how technology is a driving force in economic development across the region.

Keynote speakers Dr. Sonny Ramaswamy and Dr. Marshall Stewart will expand on their perspectives of agricultural innovation and technology. In "The Vision Thing," Dr. Ramaswamy, president, Northwest Commission on

Colleges and Universities and recent director of the National Institute of Food and Agriculture, will offer a big picture look at the scope and nature of agricultural innovation. Dr. Stewart, vice chancellor for Extension and Engagement at the University of Missouri will talk about how "Technology Can Fuel a Dynamic Future."

The Forum also features two panel discussions with prominent innovators and thought leaders in agriculture academia and industry participants. One panel will focus on academic research; the other on technology trends in the marketplace.

**Promising Research in the Academic Pipeline**

Brian McCornack, associate professor of Entomology, Kansas State University: "Understanding the impact of increased productivity on beneficial communities and sustainability of current practices." Prof. McCornack, an expert in emerging pest issues in field crops, has developed a web-based decision support system designed to facilitate the delivery of information to various stakeholders.

Melissa Goellner Mitchum, Missouri Soybean Endowed Professor of Plant Science, Bond Life Sciences Center, University of Missouri: "Plant nematode interactions, with a focus on soybean cyst nematode."

Dr. Mitchum specializes in the molecular basis of the plant-nematode interactions to reduce damage from plant-parasitic nematodes.

Bob Rowland, professor of Diagnostic Medicine and Pathobiology, Kansas State University and Randall Prather, Curator/Distinguished Professor of Reproductive Biotechnology, University of Missouri: "Collaborative efforts to detect and control swine disease." Both have focused on the swine disease porcine reproductive and respiratory syndrome virus. Prof. Rowland studies the role of host genetics in disease response. Prof. Prather's lab has created pigs that are not susceptible to PRRSV.

Todd Firkins, executive director of Commercial Operations, GrowSafe Systems: "New technology to measure and monitor animal health and performance." The systems automatically measure multiple biometric and environmental inputs in livestock production environments, enabling producers to make data-driven decisions.

Donald DeJong, co-founder, Sedron Agriculture: "Innovative technology to treat animal wastewater." Sedron Ag's process captures nutrients using a cost effective, environmentally-friendly, and robust self-contained processing facility configured

to convert manure slurries into a pathogen-free fertilizer product.

Arsalan Lodhi, founder and CEO, WISIRAN: "Measuring time/cost of farming activities." Farm worker pain is an invisible operating loss. Work Intelligence System Running Analytics (WISIRAN) improves worker comfort and equipment utilization to boost profits.

J.J. Jones, co-founder of Roots & Legacies, will emcee the event.

Sponsors for the event include: John Deere, Kansas Department of Agriculture, MFA Incorporated, TechAccel Communications, Farm Credit Services of America/Frontier Farm Credit, and Lathrop Gage.

# New research reveals how Americans are eating tonight

The National Pork Board recently released the first report from its ambitious and comprehensive Insight to Action research program. The report, *Dinner at Home in America*, examines the contextual occasions in which Americans are eating dinner in the home. The research identifies areas of growth opportunity for pork, serving up a bold new challenge to the pork industry: innovate or risk losing relevance with today's - and more importantly tomorrow's - consumer.

"People live, shop and eat differently today. The pork industry has tremendous momentum with consumers, and that can be leveraged further through innovation in product development, bringing contemporary eating solutions to consumers," said Jarrod Sutton, vice president of

Domestic Marketing for the National Pork Board. "This research helps us intimately understand the needs and constraints that influence consumer dining choices, and provides a clear path for industry innovation that is rooted in data."

**A First-Ever Research Approach for the Industry**

*Dinner at Home in America* is the first of several reports the National Pork Board will publish in 2019 as part of the Insight to Action research program. The research approach, which combines 10,000 interviews with demographic and spending data to provide a comprehensive look at how U.S. consumers eat, is a first-ever for the meat industry.

Altogether, the National Pork Board uncovered nine unique dining occasions, or need states, happening in homes on any

given night of the week, ranging from solo dining to celebrating with extended family. During the course of any week, the same person can experience multiple eating occasions as their needs throughout the week change.

Sutton emphasizes this research is groundbreaking because it goes further to answer questions around what people eat and why.

"We are looking at who is at the dinner table, but

we move beyond that to pinpoint the varied dinner occasions occurring every night," he said. "With these insights, the industry can better understand the needs, behaviors and influences for each dining occasion. Most importantly, the research identifies opportunities for the industry to adapt and innovate."

"Through its extensive research and analysis, the National Pork Board has curated provocative in-

sights that the U.S. pork industry can act upon to best position pork to consumers," said Steve Rommereim, National Pork Board president and a pig farmer from Alcester, South Dakota. "This is data that everyone at every step of the pork supply chain can use to better meet consumer needs and grow their business."

**Actionable Insights to Drive Innovation**

The *Dinner at Home in America* report pro-

vides the food industry a veritable roadmap for product innovation and positioning. The research identifies opportunities to respond to changing consumer behaviors and drive category growth in three areas:

**Health:** Educate consumers more effectively about the known health benefits, nutrient density and protein content of fresh and packaged pork cuts

**Simplicity and Ease:** Innovate packaging and cuts to keep pace with evolving consumer needs and demand for convenience best illustrated through portion size, precooked or pre-seasoned options, and cooking and temperature directions.

**Versatility:** Create meal solutions with pork as a key ingredient, moving beyond the old school thought of pork as a center-of-the-plate option only. Consumers seek diversity in their protein choice - from tacos to sandwiches and pasta to casseroles.

"These insights have influenced a new marketing strategy for the Pork Checkoff designed to address key perceptions about our product: tasty, healthy, easy, safe, and sustainable," Sutton said. "The foundation for all of this work is research and data first."

For more information on the National Pork Board's Insight to Action research, *Dinner at Home in America* research, or to download the full report, visit [Pork.org/marketing](http://Pork.org/marketing).

## Grass & Grain Weather Report

Jan. 16, 2019

Seven Day Forecast	In-Depth Local Forecast	Today's Local Outlook																																																																								
<p><b>WEDNESDAY</b> Mostly Cloudy High: 36 Low: 23</p> <p><b>THURSDAY</b> Partly Cloudy High: 39 Low: 26</p> <p><b>FRIDAY</b> Cloudy High: 41 Low: 28</p> <p><b>SATURDAY</b> Mostly Sunny High: 36 Low: 23</p> <p><b>SUNDAY</b> Mostly Cloudy High: 29 Low: 16</p> <p><b>MONDAY</b> Mostly Cloudy High: 34 Low: 21</p> <p><b>TUESDAY</b> Scattered Snow High: 30 Low: 17</p>	<p>Today we will see mostly cloudy skies, high of 36", humidity of 67%. North wind 5 to 8 mph. The record high for today is 66" set in 2015. Expect mostly cloudy skies tonight, overnight low of 23". Northeast wind 5 mph. The wind chill for tonight could reach 18".</p> <p><b>Last Week's Almanac</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>Date</th> <th>Hi/Lo</th> <th>Normals</th> <th>Precip</th> </tr> </thead> <tbody> <tr><td>1/4</td><td>57/21</td><td>40/16</td><td>0.00"</td></tr> <tr><td>1/5</td><td>63/26</td><td>40/16</td><td>0.00"</td></tr> <tr><td>1/6</td><td>63R/44</td><td>40/16</td><td>0.00"</td></tr> <tr><td>1/7</td><td>58/33</td><td>40/16</td><td>0.00"</td></tr> <tr><td>1/8</td><td>54/33</td><td>40/16</td><td>0.00"</td></tr> <tr><td>1/9</td><td>43/23</td><td>40/16</td><td>0.00"</td></tr> <tr><td>1/10</td><td>50/26</td><td>40/16</td><td>0.00"</td></tr> </tbody> </table> <p>Rainfall ..... 0.00" Normal rainfall ..... 0.07" Departure ..... -0.07" Average temp ..... 42.4° Average normal ..... 28.0° Departure ..... +14.4°</p> <p><b>This Week's Sun &amp; Moon Chart</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>Day</th> <th>Sunrise</th> <th>Sunset</th> <th>Moonrise</th> <th>Moonset</th> </tr> </thead> <tbody> <tr><td>Wednesday</td><td>7:44 a.m.</td><td>5:29 p.m.</td><td>1:36 p.m.</td><td>2:47 a.m.</td></tr> <tr><td>Thursday</td><td>7:43 a.m.</td><td>5:30 p.m.</td><td>2:17 p.m.</td><td>3:53 a.m.</td></tr> <tr><td>Friday</td><td>7:43 a.m.</td><td>5:31 p.m.</td><td>3:07 p.m.</td><td>5:01 a.m.</td></tr> <tr><td>Saturday</td><td>7:42 a.m.</td><td>5:32 p.m.</td><td>4:05 p.m.</td><td>6:07 a.m.</td></tr> <tr><td>Sunday</td><td>7:42 a.m.</td><td>5:33 p.m.</td><td>5:11 p.m.</td><td>7:10 a.m.</td></tr> <tr><td>Monday</td><td>7:41 a.m.</td><td>5:34 p.m.</td><td>6:24 p.m.</td><td>8:06 a.m.</td></tr> <tr><td>Tuesday</td><td>7:41 a.m.</td><td>5:35 p.m.</td><td>7:38 p.m.</td><td>8:55 a.m.</td></tr> </tbody> </table>	Date	Hi/Lo	Normals	Precip	1/4	57/21	40/16	0.00"	1/5	63/26	40/16	0.00"	1/6	63R/44	40/16	0.00"	1/7	58/33	40/16	0.00"	1/8	54/33	40/16	0.00"	1/9	43/23	40/16	0.00"	1/10	50/26	40/16	0.00"	Day	Sunrise	Sunset	Moonrise	Moonset	Wednesday	7:44 a.m.	5:29 p.m.	1:36 p.m.	2:47 a.m.	Thursday	7:43 a.m.	5:30 p.m.	2:17 p.m.	3:53 a.m.	Friday	7:43 a.m.	5:31 p.m.	3:07 p.m.	5:01 a.m.	Saturday	7:42 a.m.	5:32 p.m.	4:05 p.m.	6:07 a.m.	Sunday	7:42 a.m.	5:33 p.m.	5:11 p.m.	7:10 a.m.	Monday	7:41 a.m.	5:34 p.m.	6:24 p.m.	8:06 a.m.	Tuesday	7:41 a.m.	5:35 p.m.	7:38 p.m.	8:55 a.m.	
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<p><b>Local UV Index</b></p> <p>0-2: Low, 3-5: Moderate, 6-7: High, 8-10: Very High, 11+: Extreme Exposure</p>	<p><b>Weather History</b></p> <p>Jan. 16, 1987 - A winter storm produced a total of 61 inches of snow at Rye, Colo. and wind gusts to 100 mph in Utah. The storm then spread heavy snow from the Texas panhandle to Indiana. Tulsa, Texas received 16 inches of snow.</p>	<p><b>Growing Degree Days</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>Date</th> <th>Degree Days</th> <th>Date</th> <th>Degree Days</th> </tr> </thead> <tbody> <tr><td>1/4</td><td>0</td><td>1/8</td><td>0</td></tr> <tr><td>1/5</td><td>0</td><td>1/9</td><td>0</td></tr> <tr><td>1/6</td><td>3</td><td>1/10</td><td>0</td></tr> <tr><td>1/7</td><td>0</td><td></td><td></td></tr> </tbody> </table>	Date	Degree Days	Date	Degree Days	1/4	0	1/8	0	1/5	0	1/9	0	1/6	3	1/10	0	1/7	0																																																						
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**Beef Genetics**  
**Spring Bull Sale**  
**Saturday, March 30, 2019**  
**60 Black Angus**  
**40 Charolais**  
**At the ranch in Randolph, Kansas**

For more information:  
Galen: 785-532-9936  
Email: [finkbull1@twinvalley.net](mailto:finkbull1@twinvalley.net)  
[finkbeefgenetics.com](http://finkbeefgenetics.com)

# Sell At St. Marys

Or Buy **Cattle** By Auction **STARTING TIME 10:30 AM** Tuesdays

**We sold 3015 cattle January 8. Steer and heifer calves were in good demand at prices that were \$3.00-5.00 higher. Feeder steers and heifers were steady to \$3.00 lower. Cows and bulls were steady.**

STEER & BULL CALVES			
8 blk/bwf str	417 @ 196.50	12 blk/sim str	758 @ 147.75
12 blk/char str	522 @ 182.75	13 blk/bwf str	741 @ 146.50
4 blk str	451 @ 179.00	61 blk str	856 @ 145.50
13 blk str	489 @ 177.00	12 blk str	723 @ 145.00
3 blk str	533 @ 177.00	24 blk str	736 @ 144.50
5 blk/char str	536 @ 176.00	22 blk str	777 @ 143.75
3 blk str	548 @ 174.00	16 blk/bwf str	697 @ 143.00
3 blk/bwf str	480 @ 171.00	9 blk str	684 @ 142.50
8 blk/char str	541 @ 171.00	10 blk/red str	716 @ 142.50
3 blk bulls	508 @ 171.00	17 blk/bwf str	725 @ 142.50
7 blk/bwf bulls	456 @ 163.50	128 blk/bwf str	847 @ 142.50
3 blk/bwf bulls	383 @ 160.00	21 blk/bwf str	787 @ 142.00
		67 blk/bwf str	888 @ 141.35
		19 blk/bwf str	851 @ 140.00
		63 blk/bwf str	900 @ 140.00
		59 blk/bwf str	877 @ 139.25
		60 mix str	917 @ 139.10
		60 mix str	878 @ 137.75
		56 mix str	880 @ 137.50
		59 blk/red str	913 @ 136.00
		61 mix str	960 @ 135.00
HEIFER CALVES			
4 blk hfrs	398 @ 172.00	5 blk hfrs	391 @ 167.00
8 blk hfrs	456 @ 165.00	5 blk hfrs	446 @ 164.00
3 blk/bwf hfrs	467 @ 162.00	9 blk hfrs	471 @ 156.00
6 blk hfrs	454 @ 155.00	3 blk hfrs	488 @ 146.00
5 blk/char hfrs	499 @ 146.00	5 blk hfrs	539 @ 145.00
3 blk hfrs	492 @ 144.00	27 wf hfrs	543 @ 137.00

STOCKER & FEEDER HEIFERS			
50 blk hfrs	576 @ 148.75	1 blk hfrt	1170 @ 83.00
16 blk hfrs	563 @ 144.00	1 blk hfrt	945 @ 71.00
68 blk/bwf hfrs	677 @ 141.25	1 blk cow	1180 @ 70.00
7 blk hfrs	668 @ 141.00	1 blk cow	1310 @ 66.50
16 blk/char hfrs	738 @ 140.75	1 blk cow	1845 @ 65.50
14 blk/bwf hfrs	558 @ 140.50	1 blk cow	1140 @ 65.00
14 blk hfrs	611 @ 140.50	1 blk cow	1510 @ 64.00
150 blk/bwf hfrs	681 @ 140.25	3 blk cows	1070 @ 63.00
8 blk/bwf hfrs	554 @ 140.00	2 blk cows	1578 @ 62.50
40 mix hfrs	640 @ 140.00	1 blk cow	1480 @ 62.00
5 blk hfrs	592 @ 138.50	1 wf cow	1540 @ 61.50
7 blk/bwf hfrs	597 @ 138.50	1 blk cow	1480 @ 61.00
129 blk/bwf hfrs	690 @ 137.50	1 blk cow	1345 @ 60.50
11 blk/bwf hfrs	629 @ 137.25	2 blk cows	1745 @ 60.00
7 blk/bwf hfrs	653 @ 137.00	1 blk cow	1375 @ 58.00
15 blk/bwf hfrs	774 @ 137.00	1 limo cow	1630 @ 57.50
62 blk/bwf hfrs	750 @ 135.75	1 blk cow	1555 @ 56.00
16 blk/char hfrs	636 @ 135.50	3 blk cows	1325 @ 55.00
22 blk/bwf hfrs	821 @ 134.75	1 red cow	1470 @ 53.50
60 blk hfrs	832 @ 133.00	3 blk cows	1478 @ 52.50
32 blk/bwf hfrs	651 @ 132.50	1 blk cow	1385 @ 52.00
38 mix hfrs	684 @ 132.50	1 wf cow	1520 @ 51.50
15 blk hfrs	751 @ 132.00	1 blk cow	1430 @ 51.00
10 blk/red hfrs	753 @ 132.00	2 blk cows	1193 @ 50.00
48 blk/bwf hfrs	800 @ 132.00	1 red cow	1220 @ 48.00
7 blk hfrs	661 @ 130.50	1 blk cow	1065 @ 47.50
13 blk/bwf hfrs	778 @ 130.50	2 blk cows	1188 @ 47.00
10 x-bred hfrs	621 @ 130.00	1 blk cow	1285 @ 46.50
26 mix hfrs	719 @ 130.00	1 blk cow	1480 @ 46.00
8 blk hfrs	770 @ 130.00	4 blk cows	1330 @ 45.50
10 x-bred hfrs	621 @ 130.00	1 wf cow	1400 @ 45.00
26 mix hfrs	719 @ 130.00	1 wf cow	1385 @ 44.50
		1 blk cow	1235 @ 44.00
		1 red cow	1465 @ 43.00
		2 blk cows	1298 @ 42.50
		1 red cow	1345 @ 41.50
COWS & HEIFERETTES			
2 blk hfrts	970 @ 110.00		

**CONSIGNMENTS FOR JANUARY 15:**

- 50 blk str & hfrs, 600-700 lbs., 75 days, weaned, vaccinated
- 32 SimAngus steers & heifers, 550-650 lbs., weaned, vacc.
- 48 black heifers, 850-900 lbs.
- 75 black heifers, 700-750 lbs.
- 67 blk & red Angus heifers, 800-875 lbs.
- 120 black Charolais steers, 850-900 lbs.
- 61 black crossbred steers, 925-950 lbs.
- 60 black steers, 900-925 lbs.

**CONSIGNMENTS FOR JANUARY 22:**

- 50 blk bwf str & hfrs, 475-550 lbs., vacc.
- 125 SimAngus steers & heifers, 500-650 lbs., weaned, vacc.

Our CONSIGNMENTS can now be viewed after 12 Noon on Mondays by going to [www.grassandgrain.com](http://www.grassandgrain.com) & logging onto the online subscription

FOR INFORMATION OR ESTIMATES:

REZAC BARN	ST. MARYS, 785-437-2785	LELAND BAILEY	TOPEKA, 785-286-1107
DENNIS REZAC	ST. MARYS, 785-437-6349	LYNN REZAC	ST. MARYS, 785-456-4943
DENNIS' CELL PHONE	785-456-4187	REX ARB	MELVERN, 785-224-6765
KENNETH REZAC	ST. MARYS 785-458-9071		

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Website: [www.rezACLIVESTOCK.com](http://www.rezACLIVESTOCK.com)

AUCTIONEERS: DENNIS REZAC & REX ARB

Livestock Commission Company, Inc.

**St. Marys, Ks.**