



## Holthus issues challenges for next century of Kansas Farm Bureau

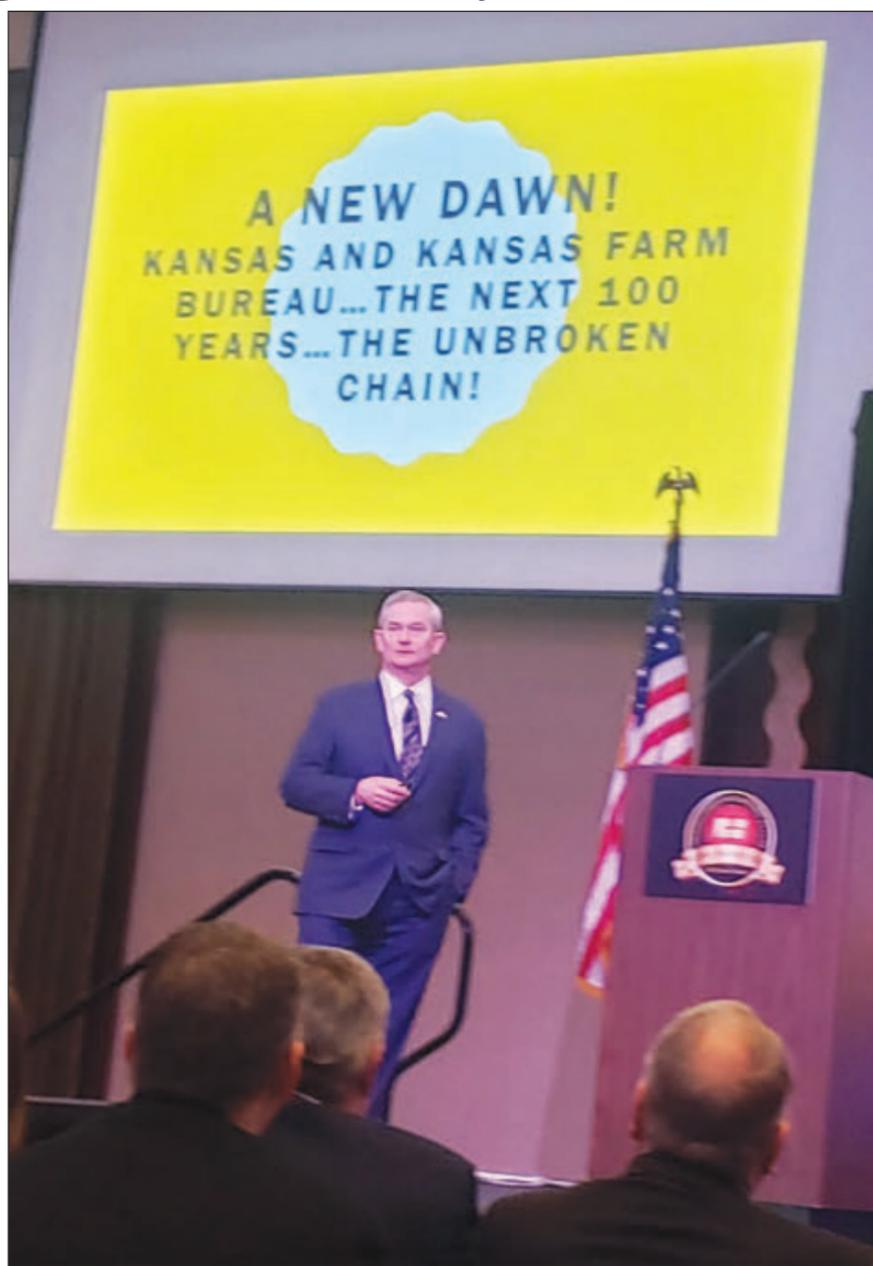
By Donna Sullivan,  
Editor

As Kansas Farm Bureau held their annual meeting in Manhattan last week, wrapping up their 100th year celebration, a special guest was on hand to challenge them for the next one hundred years. Mitch Holthus, the voice of the Kansas City Chiefs, used the illustration of an unbroken chain to outline a vision for the farm organization. "If the sun set on the last one hundred years, it's a new dawn on the next one hundred," he said. "And those in this room are right in the middle of it, and I don't care about your age, how long you've been in your operation or what you're doing."

Holthus built his vision for KFB on three main pillars, the first being to define victories differently. He cautioned against only measuring victory by traditional standards. "We have to perform in production agriculture and we've got to market that production," he conceded, but added that we mustn't get caught up in believing that is only where victory lies. A look back at KFB's beginning at the end of WWI shows a victory of resolve and resilience, from overcoming a misconception that the organization was socialistic in nature, amid a time of heightened fear of socialism and communism; to being a leader in involving and respecting women when suffrage was a part of the landscape. In the 1930s with the Agriculture Adjustment Act, Kansas Farm Bureau was a national leader in making the nation look at agriculture in a different light, he continued. "This is the first link in the chain that you did not see, nor did I," he said.

He challenged the KFB leadership team to develop a resiliency award next year, in which all 105 counties in Kansas would nominate individuals, couples, families, and farms that had to endure and overcome hardship. "Then you put them on this stage with the other awardees," he challenged. "I saw it in a room like this in Dodge City, when Clark County almost completely burned and there were firemen surrounding the town of Ashland like it was the Alamo. They were volunteer firefighters from eight different communities. I looked in the eyes of many of those volunteer firefighters – young, old, men, women – that saved the town of Ashland. Then I saw how the state and surrounding states responded to those cattlemen and ranchers who had lost everything. And a lot of them are right back in the game, are they not?"

The second pillar of the new dawn is accountability, not vertically, but horizontally. "This is my statement," Holthus said. "We're in the Alamo, don't shoot your own people. One of the worst things we can do is be the hardest on the people who are with us in the fort. And production agriculture, we're in the fort." He believes that some of the worst battles we have to fight are the ones inside the fort, where there are doubters, those with hubris or people who don't get the big picture. "Accountability horizontally is one of the great things of Kansas Farm Bureau," he said. "Look at the room. You're not vertical, I'm seeing the whole state in front of me now, holding each other accountable. Am I doing the right thing and what I'm



Voice of the Kansas City Chiefs Mitch Holthus brought his signature enthusiasm and love of Kansas to the 101st annual meeting of the Kansas Farm Bureau, encouraging producers to define victory differently, practice horizontal accountability and to reflect on what they will leave behind for future generations to build on.

Photo by Donna Sullivan

supposed to do to make production agriculture the best and make our state the best?"

And finally, "What will they say about us in 2119?" Holthus pondered. "The third part of the new dawn is what will we leave behind? KFB for the first one hundred years left us more than just being financial-

ly stable. You've got some awesome programs, the Masters program, Century Farms, Leadership KFB and the FFA chapters." He then issued another challenge. "I'm going to ask someone to make formal presentations in Wyandotte County, Johnson County, Sedgwick County, where you're in front of people,

whether it's civic groups or schools to tell them the Kansas farm story and the Kansas story of production agriculture because they need to hear it, because we need to let them know what this is about, but also what we will leave behind in our state."

"Finally, it will be to never give up, to never

## Ted Alexander receives Kansas Leopold Conservation Award

Ted Alexander of Sun City has been selected as the recipient of the 2019 Kansas Leopold Conservation Award®.

Given in honor of renowned conservationist Aldo Leopold, the award recognizes those who inspire others with their dedication to land, water and wildlife resources in their care.

In Kansas the \$10,000 award is presented annually by Sand County Foundation, Kansas Association of Conservation Districts

and the Ranchland Trust of Kansas.

Ted Alexander was presented with \$10,000 and a crystal award at the Kansas Association of Conservation Districts' 75th Annual Convention in Wichita on November 25.

"Ted has been a leader in using innovative grazing systems to manage his rangeland and has willingly shared his knowledge and experiences with others. The Kansas Association of Conservation Districts is proud that this long-time conservation district supervisor is being recognized for his stewardship as the recipient of the 2019 Leopold Conservation Award," said Dan Meyerhoff, KACD executive director.

"Ted is an exemplary conservationist of the grassland ecosystem: plants, animals, soil, insects and humans. He's always been big-picture minded and had a passion for collaborating with others," said Cade Rensink, Ranchland Trust of Kansas chairman.

"Leopold Conservation Award recipients are at the forefront of a movement by America's farmers and ranchers to simultaneously achieve economic and environmental success," said

Kevin McAleese, Sand County Foundation president and Chief Executive Officer.

Earlier this year, Kansas landowners were encouraged to apply (or be nominated) for the award. Applications were reviewed by an independent panel of agricultural and conservation leaders. Among the many outstanding Kansas landowners nominated for the award were finalists: Vance and Louise Ehmke of Healy in Lane County, Dwane Roth of Manhattan in Riley County, and Z Bar Ranch of Lake City in Barber County.

In 2015 the first Kansas Leopold Conservation Award was presented to Sproul Ranch of Sedan. Last year's recipient was Hoeme Family Farm and Ranch of Scott City.

The Leopold Conservation Award in Kansas is made possible thanks to the generous support of Kansas Association of Conservation Districts, Ranchland Trust of Kansas, Ducks Unlimited, Farm Credit Associations of Kansas, ITC Great Plains, Evergy, Clean Line Energy Partners, Kansas Department of Agriculture (Division of Conservation), Kansas Department

of Wildlife, Parks and Tourism; Kansas Forest Service, USDA-Natural Resources Conservation Service, McDonald's, and The Nature Conservancy in Kansas.

In his influential 1949 book, *A Sand County Almanac*, Leopold called for an ethical relationship between people and the land they own and manage, which he called "an evolutionary possibility and an ecological necessity."

Sand County Foundation presents the Leopold Conservation Award to private landowners in 20 states for extraordinary achievement in voluntary conservation. For more information, visit [www.leopoldconservationaward.org](http://www.leopoldconservationaward.org).

### About Ted Alexander

Ted Alexander took over the Skinner Family Ranch in 1984. The young rancher was challenged with making a business out of overgrazed land covered with invasive Eastern Red Cedar trees.

His goal of maximizing production and maintaining economic viability while existing harmoniously with nature would guide him in making the ranch environmentally and economically sustainable.

Beef cattle were raised

with a rotational grazing system and new piping delivered their drinking water. Thousands of acres of cedars were cut or burned. Such ideas were not widely embraced at the time. Yet his vision for the landscape not only took root, it flourished.

Rotational grazing al-

arrive, to never underestimate," he said. "One of the great things about Andy Reid is that in seven years he took us from phytoplankton at the bottom of the ocean to be one of the contenders. We haven't won a Super Bowl yet, but we're knocking at the door."

Gazing out at the room full of producers of all ages, Holthus reflected on our society's tendency to segregate the generations, which he views as a mistake, along with the way the older generation sometimes begins to check out of the game. "You're saying, 'I'm near the end of the road, I don't want to work quite as hard,' and I get that," he said. "You can still go fishing at the lake, but don't check out. We need you." He encouraged leaders to make sure there are representatives from each generation on every committee. "There has to be an integration of the generations, so don't give up on us, we've got to have you all the way through the race," he emphasized. "You have a direct and sublime influence. Stay in the game and you'll have a beyond-the-obvious impact."

"Looking at the next one hundred years of Kansas Farm Bureau, will it be an unbroken chain?" Holthus queried in conclusion. "I want to win a Super Bowl, but I think I would rather have my great-great-grandkids see me as somebody who defined victories differently, wasn't afraid to be horizontally accountable, and as someone who left behind something more and never gave up and never arrived. And never underestimated their ability to help others."



Ted Alexander of Sun City was the recipient of the 2019 Kansas Leopold Conservation Award.

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## The Outsiders

By Jackie Mundt, Pratt County farmer and rancher

About a decade ago, I moved to the small town where I plan to spend the rest of my life. Excitement filled me, and I rushed to join the community and put down some roots.

My excitement quickly deflated. Places to live were scarce, especially because I did not know the right people who had the nice, unadvertised rentals. Attending community events alone earned

me a critical stare that seemed to question my motives and character. My only human interaction came from the wonderfully sweet women who attended my church or worked at the Extension office because they were hardwired to be excellent, welcoming hosts. For the first time in my life, I was an outsider. It was lonely and miserable.

I went a whole year without making any connections with people who were my age or life stage.

Then I met Jennifer. She was an outsider, too, but she had been at it longer. She had amassed connections and wheedled her way into many social and community circles by demonstrating her character, willingness to volunteer and her commitment to service. As my first friend in town, she empathized with my isolation and gladly opened doors for me.

Almost a decade later, I am happy in the town. It has been a long slow process but I have worked to build a reputation and found a place in the community. My drive to build the type of community in which I want to live and raise my family is respected and appreciated. I will never completely drop the outsider

title but I have made peace with that.

I have met dozens of people who have encountered the same struggles when moving to rural communities across the country. Outsiders are rarely welcomed with open arms.

This cynicism and distrust, which requires a person to prove themselves before they can be part of the community, is detrimental to growing your community. Rural America should be opening its arms to welcome new families instead of excluding them.

When you see new people in the community, be like my friend Jennifer. Welcome and encourage new arrivals. Share what you like about your community and provide examples

of how you are involved so they can learn about available activities. Make introductions to people who may be helpful or good for them to get to know. Invite them to join you for young professional groups, community organizations or church activities that may interest them.

Explain your community's traditions. New people will likely want to join in the fun. Keep in mind that they will not be blindly tied to what a community has always done. As their understanding of traditions grow, they may have suggestions for improvements. Listen to their ideas. They are not trying to destroy traditions; they want to be a part of them. Also, new people don't mind if you don't take

our suggestions, but we do get discouraged when you don't even consider them.

Not everyone will be a great addition to your community, but if you start from the mindset of distrust, you may discourage or drive away the good people who will help your community to thrive and grow in the future. People who make the choice to live in your town should be commended and welcomed. Because today's outsiders are tomorrow's neighbors.

"Insight" is a weekly column published by Kansas Farm Bureau, the state's largest farm organization whose mission is to strengthen agriculture and the lives of Kansans through advocacy, education and service.

## NCBA staff directed to work with USDA to verify beef origin labeling claims

The National Cattlemen's Beef Association (NCBA), the nation's oldest and largest national organization representing American cattle producers, has reaffirmed its policy supporting voluntary country-of-origin labeling (COOL). Because the association takes the concerns of its members and stakeholders seriously, its Executive Committee has unanimously approved efforts to work with the U.S. Department of Agriculture's Food Safety Inspection Service (USDA FSIS) to address the Agency's longstanding policy on geographic origin statements.

Specifically, NCBA is seeking solutions to the labeling requirements and verification procedures in place for beef products labeled as "Product of the U.S.A.," "Made in the U.S.A.," or similar origin claims, which will resolve the concerns of beef producers, work at the speed of commerce, meet America's trade obligations and prevent confusion among consumers.

For several months, NCBA has been studying origin claims in use on some beef product labels. During the NCBA Summer Business Meeting in July, NCBA leaders formed a producer-led

working group to examine the extent of these concerns and the federal regulations governing such practices. Although the working group has not determined whether such practices are occurring on a widespread basis, concerns remain that consumer expectations relative to beef product labels bearing origin claims may not be consistent with FSIS's current policy.

"NCBA recognizes that product labels are a defining feature of the shopping experience for consumers. While the majority of beef products currently advertised, marketed, or labeled as 'Product of the U.S.A.' are likely compliant with current FSIS regulations, the potential for consumer confusion exists," said NCBA CEO Colin Woodall. "The core mission of FSIS is to ensure all meat and poultry products are safe, wholesome, not adulterated, and properly marked, labeled, and packaged. While FSIS has policy regarding origin labels, ultimately origin claims are marketing claims and should be regulated as such."

NCBA said it and its state affiliates are committed to working together with USDA to bring forward a meaningful solution to

ensure that any voluntary country-of-origin claims are verified by USDA's Agricultural Marketing Service (AMS) prior to the approval of labels by USDA-FSIS. NCBA believes that beef labels with voluntary country-of-origin labeling marketing claims should be verified through existing USDA framework that is market-based and respects international trade commitments. It is critically important that any changes not trigger retaliatory tariffs from Mexico or Canada that have already been approved by the WTO.

NCBA believes that other recent efforts to address these concerns by Congress or other industry groups — while well-intentioned — miss the mark and don't go far enough to address the situation.

"We look forward to working with USDA and other stakeholders — something NCBA is uniquely positioned to do — to ensure that accurate and voluntary origin labels are in place to benefit beef producers and consumers," Woodall said.

## USCA urges review of Marfrig Global Foods' acquisition of National Beef

The United States Cattlemen's Association (USCA) has submitted to Treasury Secretary Steven Mnuchin a request for investigation of Marfrig Global Foods' near-acquisition of the U.S.-based National Beef Packing Company. The Brazilian-owned Mar-

frig Global Foods announced that it raised its stake in the U.S.-based National Beef Packing Company from 51% to 81.7%. In 2018, Marfrig acquired a majority stake in National Beef Packing Company, but this recent announcement means that the U.S.-based

company will now be almost wholly owned by Brazilian interests.

The United States Cattlemen's Association is firmly opposed to the increasing consolidation of the meat-packing sector and foreign ownership of U.S. agricultural interests.

Their request for investigation of these actions by the Committee on Foreign Investment in the United States demands a full review of Marfrig Global Foods' acquisition of U.S. companies, and calls for those outcomes to be explicitly written out and publicly published.

USCA president Kenny Graner issued the following statement on the investigation:

"Today, nearly 30 million acres of U.S. agricultural land is held by foreign investors. Once Americans lose out on that capacity — whether it be land, feedlots, meat processing

facilities, or other resources — it may be that we will never have the opportunity to buy it back. In short, the growing trend of foreign interests acquiring U.S. agricultural resources jeopardizes the ability of our nation to feed itself. In our view, this is a direct threat to our democracy.

"We urge Secretary Mnuchin and the Committee on Foreign Investment in the United States to fulfill President Donald Trump's campaign promise to put America first by ensuring the long-term sustainability of America's farming and ranching families."

*When one door of happiness closes, another opens, but often we look so long at the closed door that we do not see the one that has been opened for us.*  
—Helen Keller



Christmas season is probably my favorite time of the year. I love the buildup to Christmas Day and I would even argue that the buildup and the entire Advent season is the most important part of Christmas. I confess that I cannot get enough Christmas music, especially the carols, and it often seems like I crave more of the whole feeling of the season. I can't describe what that feeling is, but I long for more Christmas and the anticipation of the season.

It's funny how our perspective of Christmas changes as we age. I remember as a child and teen being caught up in what I was going to get as a present. I would spend weeks thinking about what I wanted and making lists for Santa or my parents and go to bed each night with dreams of what was under the tree. Christmas Eve (yes, Christmas Eve is when presents were unwrapped on our dairy farm) brought a flurry of paper and excitement. Then a feeling of "well, now what?" after that flurry.

It's funny those presents aren't what I remember now. Sure, I guess I remember a few of them, like my shotgun. I still have it and it means a whole different thing to me now that I am a parent. At the time it was the object at the top of my wish list, something I had wanted and wished for a long time. Now I see it as the sacrifice my parents made to make me happy. I am sure it was a stretch for them to afford, I don't remember if that was a good year or a slim year on the farm, but I know it had to be a bit of a sacrifice.

For the most part, I don't remember the gifts I received. What I remember is other things and most of them revolve around my church. I remember the Advent season and lighting the candles. One of my favorite traditions is lighting that new candle every week to count down the season. The lighting of each new candle builds the anticipation.

I remember hearing the Christmas story and at times I could put myself in their place. I guess I probably identify the most with the shepherds. We agree people must stay together. To be honest a lot of my memories of Christmas also center around taking care of animals and doing chores on Christmas Eve, and Christmas. There was and is something

special about the animals and caring for them on that day. I guess it makes it easier for me to imagine what the shepherds were thinking and doing that night.

Growing up in the church we almost always had a children's Christmas program and that almost always included a re-enactment of the Christmas Story. As a kid you worked your way up through the ranks of being an angel to animals to shepherds and finally the apex of your Christmas Story parts, Mary and Joseph. Maybe that is why the story is so real to me, I have lived each part of it.

Without a doubt the top memory of Christmas to me is the Christmas Eve service. Very few things move me or mean as much to me as that service on that night. There is something about joining your church family at night to sing carols and hear the Christmas story one more time. When I was a kid, I did not realize that that was the very moment we were building up to all along.

Then to me the very tip-top moment of the Christmas season is the singing of *Silent Night* by candlelight. Now that I am an adult and I have the ability and wisdom to look back I realize that this is the very moment that we build ourselves up to for Christmas and the Advent season. Well, at least for me, that is the very instant, the peak, the apex of Christmas. I enjoy Christmas morning and the time with family, but the pinnacle of Christmas is the singing of *Silent Night*.

It's funny how our perspective changes as we get older and I am sure mine will continue to change if I am blessed enough to have more trips around the earth. I am glad my view has changed from one that was focused on the material to one that knows and appreciates the true meaning of Christmas. I am happy that I finally realized that the best part, the true anticipation of Christmas is focused on my church and recreating the birth of Jesus.

I am sure that the real meaning of Christmas is to feel, to know and to taste that same anticipation that the world knew when Christ came to earth as a baby. My hope for you, is that you listen to that voice inside your heart and feel the same excitement and anticipation this Christmas season. Then it will be a season of peace and joy.



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## Farmers and ranchers finish business at 101st annual meeting in Manhattan

Last week, more than 400 Farm Bureau members of Kansas wrapped up business for their farm organization at Kansas Farm Bureau's 101st annual meeting.

The policies adopted will now become the organization's road map for the 2020 legislative session.

Topics of discussion included economic conditions, trade and water.

Nemaha County farmer Jeff Grossenbacher was re-elected as vice president and Marietta Hauser, Grant County, was re-elected as a member at large to serve as KFB's Women's Leadership Committee chair. Others elected to the board of directors include:

- Glenn Brunkow, Potawatomi County
  - Tim Tyson, Linn County
  - Dan Schmidt, Marshall County
  - Jim Schmidt, McPherson County
  - Jim Sipes, Stanton County
- The organization also recognized Rep. Joe Newland, Wilson County; Stacey Forshie, Cloud County; and Keith Miller, Barton County, for their

service on the board of directors.

Other activities included a host of agriculture-related workshops and speakers including Mitch Holthus, the voice of the Kansas City Chiefs.

Senator Jerry Moran; representatives Roger Marshall and Ron Estes; Lynn Rogers, Kansas Lieutenant Governor; and Mike Beam, Kansas Secretary of Agriculture, addressed the organization's membership Sunday evening during a town hall gathering at KFB's state headquarters.

County Farm Bureaus and volunteers were recognized for their 2019 achievements.

More than \$11,000 was raised through a silent auction and concert featuring Lucas Maddy and the Kansas Cartel. In its lifetime, silent auction activities have raised more than \$110,000. These funds will benefit Kansas Farm Bureau's Foundation for Agriculture and Legal Foundation.

Members also donated more than \$1,400 for the Ronald McDonald Houses in Wichita and Topeka.



Ted Cambern, Jr. of River Farms, Neosho County, above, was presented first place in the State Natural Resources Award. Second place went to Heidi and Kurt Kathrens, Jackson County and Michael Deaver, Finney County, received third place. President Rich Felts presented Cambern and his daughter with the award at the 101st annual meeting of Kansas Farm Bureau.

Photos by Donna Sullivan

## Ted Alexander receives Kansas Leopold Conservation Award

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and improved water quality in creeks. With an improved water cycle, springs and intermittent streams that had been dry for decades began to flow again.

After attending a ranch management course, Ted developed and implemented one of the first written drought plans for a Kansas ranch. Today, his management style continues to evolve with his son, Brian. They've embraced conservation practices that help the ranch's profitability, soil health, water quality and wildlife habitat.

Nearly half of all known reptile and amphibian species in Kansas are found on the ranch, including the threatened red spotted toad. Rare species from pallid bats and Arkansas darters to lesser prairie-chickens have all made a comeback on the ranch. Ecology diversity is thriving as well. Researchers have documented more than 160 plants on Alexander Ranch (compared to an average of 100 or less on other area ranches). Alexander Ranch has displayed resiliency since being scorched by a 2016 wildfire that burned 450,000 acres in Barber County.

Ted mentors university students and young ranchers, and was a founding member of the Kansas Grazing Lands Coalition and Kansas Prescribed Fire Council. He was instrumental in forming the rancher-led, Comanche Pool Prairie Resource Foundation, dedicated to the improvement of native prairies while maintaining the economic viability of ranches in the Red Hills. He received the National Private Lands Stewardship Award from the Association of Fish and Wildlife Agencies in 2011.

"Ted practices simple, innovative, and ethical methods of range management, and he considers it a personal responsibility to bring awareness of this philosophy to a broader audience," said Christopher Sheil, a biology professor who brings his students to Alexander Ranch.

It is for his outreach efforts while successfully balancing the needs of the soil, water, livestock and wildlife in his care that he receives the Leopold Conservation Award.



Lexi Wright manned the From the Land of Kansas booth, one of the many exhibitors at the Kansas Farm Bureau annual meeting held last week in Manhattan. The booth featured many unique food items produced in the state.

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**MERRY CHRISTMAS!**

# 2019 Grass & Grain Holiday Recipe Contest

**Ireta Schwant, Westmoreland, Wins This Week's Holiday Contest**  
 Winner Ireta Schwant, Westmoreland: "This is a quick soup to make on a busy day."  
**STUFFED SPUD SOUP**  
 2 pounds frozen hash browns  
 1/2 cup butter, melted  
 3/4 cup green onions, chopped  
 (2) 10-ounce cans cream of chicken soup  
 1 quart half & half (or milk)  
 Salt & pepper to taste  
 2 cups Cheddar cheese, shredded  
 Fresh parsley, chopped  
 Thaw hash browns overnight in refrigerator. In a stock pot saute onion in butter for 2 minutes. Add soup, half & half and hash browns. Salt and pepper and heat gently. Garnish with cheese and parsley. Serves: 8.  
 \*\*\*\*\*

**Pam Moeller, Tecumseh: BREAKFAST TATER TOT CASSEROLE**  
 16-ounce package frozen tater tots  
 1 tablespoon oil  
 1 pound sausage  
 1 onion, finely diced  
 1 cup milk  
 1/2 cup half & half  
 1/4 teaspoon salt  
 4 eggs  
 1 red & 1 green bell pepper, finely diced  
 2 cups grated Cheddar cheese  
 1 cup grated Pepper Jack cheese  
 In a 3-quart baking dish line up tater tots. Heat oil then add sausage and onion. Cook until done. Set

aside to cool slightly then sprinkle mixture over tots. Whisk milk, half & half, eggs, peppers and salt and half of both cheeses. Pour over the casserole then top with remaining cheese. Cover with foil and refrigerate overnight. Bake covered at 350 degrees until just starting to set around the edges, about 25 minutes. Remove foil and bake until cheese is browned and bubbly and cooked through, 20-25 minutes.  
 \*\*\*\*\*

**Nita Rush, Eskridge:**  
 "This recipe calls for Worcestershire sauce but I never add it."

**HAMBURGER STEW**  
 1 pound hamburger, crumbled & browned  
 (2) 11-ounce cans V-8 juice  
 2 cups diced potatoes  
 1 cup chopped cabbage  
 1/2 cup chopped onion  
 1/2 cup sliced carrots  
 Salt & pepper, to taste  
 Worcestershire sauce, to taste  
 Cook and crumble the hamburger. Add V-8 juice, potatoes, cabbage, onion and carrots. Add enough water to cover vegetables. Cook until tender. Add salt and pepper and Worcestershire sauce to taste.  
 \*\*\*\*\*

**Ron Scriptor, Abilene:**  
 "We were making a Gooseberry Pie for Thanksgiving and I suggested adding jalapenos to the Gooseberry Pie. It was really good!"  
**JALAPENO GOOSEBERRY PIE**  
 3 cups gooseberries  
 1 1/2 cups sugar  
 3 tablespoons tapioca  
 1/2 teaspoon salt  
 2/3 cups finely chopped jalapenos  
 Stir this all together and bring to a boil. Let it simmer a few minutes and put in your pie crust. Bake at 350 degrees for 35 minutes.  
 \*\*\*\*\*

**Brenda Watts, El Dorado:**  
 "Just two ingredients and it is so good!"  
**PUMPKIN SPICE CAKE**  
 1 box spice cake mix  
 15-ounce small can pumpkin  
 Mix together and spoon into greased and floured 9-by-13-inch pan. Will be extremely thick. Add nuts if desired. Bake at 350 degrees for 30 minutes.  
 \*\*\*\*\*

**Kellee George, Shawnee: CORN CASSEROLE**  
 1/2 cup butter  
 1/2 cup sugar  
 2 eggs  
 1 cup sour cream  
 1 box Jiffy corn muffin mix  
 1/2 cup milk  
 1 can whole corn, drained  
 1 can cream corn  
 Preheat oven to 325 degrees. Cream butter and sugar until fluffy. Add eggs and beat well. Beat in sour cream. Gradually add muf-

fin mix with milk. Fold in corn. Bake in 9-by-13-inch pan for 45 to 50 minutes until slightly browned.  
 \*\*\*\*\*

**Darlene Thomas, Delphos: LEMONY BLUEBERRY LAYERED PIE**  
 9-inch graham cracker crust  
 8-ounce package cream cheese, softened  
 14-ounce can sweetened condensed milk  
 1/4 cup powdered sugar  
 3.4-ounce box instant lemon pudding mix  
 2 teaspoons lemon zest  
 1/4 cup lemon juice  
 21-ounce can blueberry fruit filling & topping  
 Use electric mixer and beat together cream cheese, sweetened condensed milk and powdered sugar until smooth. Add pudding mix, lemon zest and lemon juice; mix until well-blended. Spoon about half of blueberry filling evenly into bottom of graham cracker crust. Spoon lemon filling mixture on top and spread evenly. Cover and chill for at least 1 hour. Spoon remaining blueberry fruit filling on top just before serving. Garnish with lemon zest, if desired.  
 \*\*\*\*\*

**Lucille Wohler, Clay Center: HEAVENLY HASH SALAD**  
 1 can evaporated milk  
 15-ounce can cherry pie filling  
 15-ounce can crushed pineapple, drained  
 1 medium-size Cool Whip  
 Mix evaporated milk, cherry pie filling and crushed pineapple together. Fold in Cool Whip and chill.  
 \*\*\*\*\*

**JoAnne Breault, Wamego:**  
 "This is my favorite holiday cake that takes center stage! Your family is sure to enjoy!"  
**WHITE CHOCOLATE SNOWDRIFT CAKE**  
 3/4 cup whipping cream  
 8 ounces white baking chocolate, chopped  
 1 package (2-layer size) white cake mix

1/3 cup unsweetened cocoa powder  
 8-ounce package cream cheese, cut up & softened  
 1 cup powdered sugar  
 For frosting: in a medium saucepan combine whipping cream and chocolate. Cook stirring occasionally, over low heat until chocolate is completely melted and smooth. Transfer to a large mixing bowl; cover and refrigerate until completely chilled, at least 2 hours (Note: the melted chocolate must be completely chilled to make the chocolate frosting successful).  
 Meanwhile grease and flour two 9-by-1 1/2-inch or 8-by-1 1/2-inch round pans; set aside. Prepare cake mix according to package directions using egg whites. Spoon about 1 1/2 cups of batter into each cake pan. Sift cocoa over batter remaining in bowl; stir until blended. Drop spoons of cocoa batter over cake batter in pans; gently swirl to marble and spread evenly. Bake according to package directions, except checking cakes several minutes before minimum time indicated on package as size of pan may make a difference in baking time. Do the toothpick test. Let cool.

For the chilled white chocolate mixture, add the cream cheese and beat with an electric mixer until smooth. Gradually add the powdered sugar, beating until completely combined (mixture should hold soft peaks; do not overbeat). Use immediately. Place bottom layer on a serving platter. Frost with about 3/4 cup frosting. Top with second cake layer. Frost top and sides of cake. Serve immediately or chill until serving time (up to 4 hours).  
 NOTE: I like to garnish with white and chocolate curls and a few cranberries rolled in granulated sugar laid out on waxed paper and chilled at least an hour before using. This can be made ahead of time along with the chocolate curls and refrigerate until needed.  
 \*\*\*\*\*

**Millie Conger, Tecumseh: CRANBERRY ORANGE CHEX MIX**  
 3 cups Corn Chex cereal  
 3 cups Rice Chex cereal  
 3 cups Wheat Chex cereal  
 1 cup sliced almonds  
 1/4 cup butter  
 1/4 cup brown sugar  
 1/4 cup frozen thawed orange juice concentrate  
 1/2 cup dried cranberries  
 Heat oven to 300 degrees. In a large bowl mix cereals and almonds; set aside. In a 1-cup measuring cup place butter; cover with microwavable paper towel. Microwave on high 30 to 50 seconds or until melted. Stir in brown sugar and orange juice concentrate. Microwave uncovered on high 30 seconds. Stir. Pour over cereal mixture stirring

until evenly coated. Spread in large ungreased roasting pan. Bake uncovered 30 minutes stirring after 15 minutes. Stir in dried cranberries. Spread onto waxed paper or foil to cool. Store in air-tight container.  
 \*\*\*\*\*  
**Mary Bogren, Burlingame: COOKIES FOR THE HOLIDAY**  
 1 cup butter or margarine  
 1/2 cup sugar  
 1/2 cup dark corn syrup  
 2 eggs, separated  
 2 1/2 cups flour  
 Filling:  
 1/2 cup powdered sugar  
 1/4 cup margarine  
 3 tablespoons dark corn syrup  
 1/2 cup chopped pecans  
 Prepare filling by combining sugar, margarine and syrup in a saucepan; stir to blend. Cook over medium heat stirring occasionally to full boil. Remove from heat and add pecans. Chill.  
 For cookies, stir butter and sugar together on low speed. Add corn syrup and egg yolks; beat thoroughly. Stir in flour. Chill several hours. Beat egg whites slightly. Roll dough into balls. Brush lightly with egg whites. Place on cookie sheet leaving a 2-inch space between. Bake at 375 degrees for 5 minutes. Remove. Roll 1/2 teaspoon of chilled pecan filling into a ball and firmly press into the center of each cookie. Return to oven and bake 5 minutes until lightly browned. Cool 5 minutes. Makes 5 dozen.  
 \*\*\*\*\*

**Linda Kepka, Dorrance: GUMDROP COOKIES**  
 2 cups flour  
 1/2 teaspoon baking soda  
 1 teaspoon salt  
 1 cup brown sugar  
 3/4 cup shortening  
 1 egg  
 1 teaspoon vanilla  
 2 tablespoons milk  
 1/2 cup chopped nuts  
 1 cup miniature gumdrops  
 Mix dry ingredients. Add shortening, egg, vanilla and milk. Beat 2 minutes. Add nuts and gumdrops. Bake at 350 degrees for 10-12 minutes.  
 \*\*\*\*\*

**Jackie Doud, Topeka: CRUNCHY PEANUT CLUSTERS**  
 24-ounce package vanilla candy coating, broken into pieces  
 2/3 cup peanut butter, creamy  
 4 cups Cheerios cereal  
 2 cups miniature marshmallows  
 2 cups dry roasted peanuts  
 In a 4-quart saucepan melt candy coating over medium heat stirring frequently. Stir in peanut butter until mixture is smooth. Add remaining ingredients stirring until completely coated. On waxed paper or cookie sheet drop mixture by heaping teaspoonfuls. Let stand about 1 hour or until firm. Store tightly covered.  
 \*\*\*\*\*

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## G&G Announces Its Annual Holiday Recipe Contest

**Nov. 26 through Dec. 17**  
 In observance of the holiday season, Grass & Grain will award the weekly winners \$40 in addition to the prize gift. Recipes received NOW through DECEMBER 11 will be entered in the holiday contest. Enter as often as you like during this period.

**BONUS DRAWING**  
 Second chance to win! The names of all contestants will be entered in a drawing from which four names will be chosen. Each of these four contestants will receive \$40. Winners will be announced Dec. 17.

## SET OF 3 GIVING PLATES

**Start a Tradition of Generosity with these Giving Plates!**  
 The idea is to fill a plate with homemade treats and give it to a family member or friend. That person fills it with their homemade goodies and passes it on, and so on. A poem is printed on the plate describing the tradition. Using your own permanent marker, you could write your name and date on the back of each to track the plate's travels.



- Made from Melamine. • Hand wash recommended.
- Measures 12 inches diameter x 7/8-inch high

"This plate shall have no owner for its journey never ends. It travels in a circle of our family and friends. It carries love from home to home for everyone to share. The food that's placed upon it was made with love and care. So please enjoy what's on the plate, then fill it up again. Then pass along the love it holds to your family and friends."

The winner each week is selected from the recipes printed. Send us your favorite recipe. It may be a main dish, leftover, salad, side dish, dessert, or what-have-you. 1. Check your recipe carefully to make certain all ingredients are accurate and instructions are clear. 2. Be sure your name, address and phone number are on the entry. Please include a street address with your recipe entries. A post office box number is not sufficient for prize delivery. Allow 3-4 weeks for delivery. 3. Send it to: Woman's Page Editor, Grass & Grain, Box 1009, Manhattan, KS 66505.  
 OR e-mail: auctions@agress.com

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**RAW APPLE CAKE RECIPE REQUEST**

A reader has requested that if any area cooks may have saved a RAW APPLE CAKE recipe from possibly 20 years ago that was printed in Grass & Grain, she would very much appreciate you sharing it again. There was one unusual ingredient for this cake ...

**GRAPE JUICE!**  
Please submit to: Woman's Page Editor, Grass & Grain, Box 1009, Manhattan, KS 66505; OR e-mail: auctions@agpress.com

**Kimberly Edwards, Stillwater, Oklahoma: SLOW-COOKER CRANBERRY APPLE STUFFING**

1/4 cup butter  
2 cups chopped celery  
1 cup chopped onion  
2 medium apples, cored & chopped  
1 cup dried cranberries  
2 cups chicken stock  
2 teaspoons sage  
1/2 teaspoon pepper  
1/2 teaspoon salt  
8 cups dried & cubed French bread  
Melt butter in a large skillet on medium heat. Add celery and onion; cook and stir 5 minutes or until softened. Stir in apples and cranberries. Spray inside of cooker with spray. Add stock and seasonings and stir to blend. Stir in bread cubes and vegetables mixture. Cover. Cook 2 hours on low until desired texture.

**Claire Martin, Salina: "A new cookie to add to your Christmas cookie platter!"**

**AMBROSIA SANDIES**  
1/3 cup sugar  
1/3 cup packed brown sugar  
1 tablespoon orange zest  
1/2 teaspoon kosher salt  
1 cup unsalted butter, softened  
3/4 teaspoon vanilla extract  
2 cups flour  
1/2 cup unsweetened coconut, plus more for rolling  
1/2 cup finely chopped toasted pecans  
1 large egg, lightly beaten  
In a small bowl stir together sugars, zest and salt until well-combined. In a large bowl beat butter and sugar mixture on medium speed until fluffy, 2 to 3 minutes. Beat in vanilla with mixer on low; gradually add flour, beating until

combined. Fold in 1/2 cup coconut and the pecans. Divide dough in half. Shape each into 7 1/2-by-11 1/2-inch log. Wrap in waxed paper; refrigerate until firm, about 2 hours. Heat oven to 325 degrees. Line baking sheets with parchment paper. Unwrap each log and brush outside with egg wash; roll in additional coconut. Using a serrated knife cut each log crosswise into 1/4-inch rounds. Place 1/2-inch apart on cookie sheets and bake 15 minutes or until edges are lightly golden and coconut is toasted. Let cool on pan for 5 minutes. Transfer to wire rack to cool completely. Yield: about 54 cookies.

**Rose Edwards, Stillwater, Oklahoma: CHOCOLATE PEPPERMINT POPCORN**

1 cup white chocolate chips  
1 tablespoon shortening  
1 cup chocolate chips  
1 tablespoon shortening  
6 cups popped popcorn  
1/4 cup chopped peppermint candies  
Pinch salt  
Microwave white chips and 1 tablespoon shortening. Stir every 30 seconds until melted, 2-3 minutes. Repeat in separate bowl with chocolate chips and 1 tablespoon shortening. Spread 6 cups popped corn on a baking sheet and drizzle with both chocolate mixtures. Sprinkle with peppermint candies and a pinch salt. Let harden about 1 hour. Break into pieces.

**Cathy Fricke, Ayr, Nebraska: "Like all farm wives, I have tons of recipes. This is one I reach for many times over."**

**ANY TIME APPLE CAKE**  
1/4 cup butter  
1 cup sugar  
1 egg  
1 teaspoon vanilla  
2 cups coarsely grated apples  
1 cup flour  
1 teaspoon soda  
1/4 teaspoon salt  
1 teaspoon cinnamon  
1/4 teaspoon nutmeg  
1/2 cup nuts  
Combine butter, sugar, egg, vanilla and apples. Add flour, soda, salt, cinnamon, nutmeg and nuts. Bake in a 9-by-9-inch pan at 350 degrees for 35 minutes. While baking make topping:  
1/2 cup brown sugar  
1 cup evaporated milk

1 tablespoon butter  
1 1/2 tablespoons cornstarch  
1/2 teaspoon vanilla  
Cook all topping ingredients except vanilla until thick. Remove from heat and add vanilla. Spread on cake right after removed from oven.

**Linda Falk, Wheaton: "Very good and easy."**

**QUICK & EASY STROMBOLI**  
1 tube refrigerated pizza crust  
1/2 pound thin sliced turkey  
1/2 pound sliced cheese (your choice)  
1/4 cup pickled pepper rings  
2 teaspoons mustard  
1/2 teaspoon dried herbs  
1 large egg, beaten  
1 tablespoon water  
Preheat oven to 350 degrees. Unroll pizza crust onto a greased baking sheet. Layer meat, cheese, peppers or other deli meat and vegetables of your choice. Spread with mustard. Sprinkle with dried herbs. Re-roll dough. Whisk egg with water. Brush over dough. Bake until crust is lightly brown, 25 to 25 minutes. Cool and slice. Makes 8 servings.

**Bernadetta McCollum, Clay Center: SWEET POTATO PUFF**

3 cups sweet potatoes, mashed  
1 cup milk  
1 cup butter, divided  
2 eggs  
1 cup sugar, divided  
1 teaspoon nutmeg, divided  
1 teaspoon cinnamon, divided  
1 cup pecans, chopped  
1/2 cup flour  
Combine in large bowl the sweet potatoes, milk, 1/2 cup butter. Beat in 2 eggs, 1/2 cup sugar, 1/2 teaspoon nutmeg and 1/2 teaspoon cinnamon. Pour into greased 9-by-13-inch pan. For the topping mix flour, 1/2 cup sugar, 1/2 cup softened butter, 1/2 teaspoon nutmeg, 1/2 teaspoon cinnamon and chopped pecans. Sprinkle over potato mixture. Bake 1 hour at 350 degrees.



**By Lou Ann Thomas**  
As much as I love solitude, I love the company of a good friend just as much. There is nothing as warm and comfortable as easy conversation with someone with whom you may speak openly and freely without fear of judgment. You know that even if they believe you are a bit off the beam, they won't hold it against you because they have already accepted you as you are with all of your flaws, flakes and peccadilloes. Good friends know you and love you anyway.

I revel in having friends visit, especially the ones who bring laughter and love with them. These are the ones who, rather than their stay being a burden, make the time together flow with ease and help fill the house

*Home and Away*  
**The Quiet Comfort Left Behind**

with conversation and heart. But eventually even the best friends and houseguests must leave. And that's when I miss them the most. I stand on the front porch smiling and waving goodbye as they drive off, but when I turn back into the house I am met with a lingering and palpable empty space; a space they once inhabited. The house seems quieter than before they arrived, although I can still hear our laughter and conversation resonating within its walls.

My friend is gone, but pieces of them have been left behind, which I gently wrap into memories so I can pull them out at will and enjoy our time together once again.

For now, though, I busy myself picking up remnants of time spent together. As

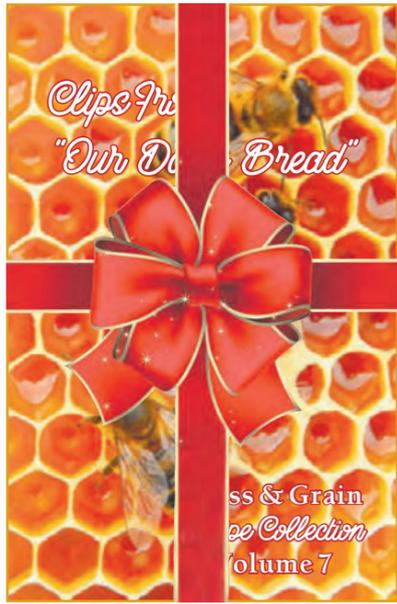
I lift a wine glass I remember our toast to each other's long, happy life. It is now empty except for the memory of your laughter as I spilled some down the front of my shirt. I even miss the silences we shared. Old friends know that to be perfectly comfortable sitting silently in the presence of each other is a special connection. But now that they're gone, the silence seems almost deafening. This house, which just hours ago rang with friends sharing laughter, stories, heartaches, challenges, triumphs, dreams and goals, is now quiet except for the sound of my footsteps.

My previously familiar solitude doesn't fit quite right for a while. Time stretches before me without anyone else to talk to, or laugh with, or bump into, but eventually I find my balance and cherish the memories that now help fill any empty spaces.

You don't always have to be present to be friends, but when you do get to spend time with a good friend, it's the best present ever.

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# THE WAY WEST

By Jim Gray

## Imagining the Way West

Imagine the mouth of the Kansas River when it was first discovered by the early European explorers. The discovery would come as the larger Missouri River was being explored. The French learned of the Missouri River flowing into the Mississippi in 1670. Three years later mention was made of a tribe of people referred to as the Missouri. The Osage, Kansa, and Pawnee people were recognized as living further upstream (west). Voyagers made their way up the Missouri to the river of the Cansas (Kansas) and were rumored to have crossed the plains to Taos, New Mexico, in the 1690's. The Spaniards had sporadically ventured onto the plains from New Mexico for one hundred fifty years, beginning with Coronado's visit to the land of Quivira in 1541.

As trade began to develop traders quickly learned that the tribes were all hostile toward one another. Even so, each tribe was willing to trade, and for the most part, French traders were allowed to pass between them. As the fur trade was an important contributor

to the French economy the French government watched the trade closely. In 1712 Etienne Veniard de Bourgmont, ex-commandant at the Great Lakes post of Detroit, joined a band of Missouri warriors who were returning home after helping the French fight against the Fox tribe. Bourgmont lived among the Missouri people (the tribe from which the future state drew its name) for several years. He is known to have made at least two trips up the Missouri River during that time: one ascending the Platte River and another up the Niobrara along the northern border of present-day Nebraska.

Bourgmont wrote, "Upstream (on the Missouri River) is a smaller river which flows into the Missouri, called the 'Riviere d'Ecanze' (Kansas) and a nation of the same name, ally and friend of the French; their trade is in furs. This is the finest country and the most beautiful land in the world; the prairies are like the seas, and filled with wild animals; especially oxen, cattle (buffalo), hind and stag, in such

quantities as to surpass the imagination."

The Padoucas lived west of the Kansas village on the headwaters of the Riviere d'Ecanze (in present-day central Kansas). They are recognized today as either Plains Apache or Comanche. Unlike the other tribes, their warring nature was a barrier even for the traders who wished to travel farther west and southwest. In 1724 Bourgmont organized an expedition to the Padouca. The Padouca chief was so agreeable that he even offered to aid any Frenchman that wanted to cross the plains to New Mexico. One year later Bourgmont escorted a delegation of representatives of the plains tribes to Paris, France, where they were presented to the court of King Louis XV.

In 1744 the French built a stockade trading post under military oversight near the traditional "Cansas" (Kansas) village north of the Kansas River (vicinity of present-day Leavenworth). Fort de Cavagnial was generally manned by a commandant, seven or eight soldiers and "some traders." Supervision of the fur trade was the primary activity.

In 1762 the French ceded Louisiana and their lands west of the Mississippi River to Spain through a secret treaty that was not made public until 1764. Even so Captain Francisco Riu, the first Spanish governor of Louisiana, did not arrive in New Orleans until 1766. Meantime, St. Louis was founded by French settlers in 1764 while Fort de Cavagnial was abandoned the same year.

Various reports over the years described the fur trade

and the tribes with which trade had taken place. In 1877 Francisco Cruzat, Lieutenant Governor of Upper Louisiana, wrote that the "Cansas" were hostile to all the other tribes, causing a certain amount of disruption to trade although the Cansas trade was very profitable.

When the French governor departed New Orleans in 1762, he left one map of the Mississippi River with no explanation of the land and its people "particularly on the west." The transition of French to Spanish control was plagued with rebellion, involvement in the American Revolution, and new border tensions. Esteban Miro, acting governor of Louisiana, found it necessary to completely reconstruct a Spanish understanding of Louisiana for a report to the King recorded on December 12, 1785.

Fortunately, French traders were not inclined to leave when their country ceded Louisiana to Spain. Miro referred to the French traders as "the masters of this province." Their information had been gained through years of dangerous interchange with people of strange and often unpredictable customs and behaviors that allowed Miro to compile his summary of the tribes on the "immense prairie" that he could only imagine on The Way West.

"The Cowboy," Jim Gray is author of the book *Desperate Seed: Ellsworth Kansas on the Violent Frontier*, Ellsworth, KS Contact Kansas Cowboy, 220 21st RD Geneseo, KS Phone 785-531-2058 or [kansascowboy@kans.com](mailto:kansascowboy@kans.com).

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## SAKW 69th annual meeting to be held in Topeka January 21-22

The State Association of Kansas Watersheds (SAKW) 69th annual meeting is to be held in the Topeka Capitol Plaza Hotel on January 21-22, 2020. The theme for this year's meeting is "Celebrating a Progressive Year, Planning for a Brighter Future." Barb Oltjen, president of SAKW from Robinson, will preside over the meeting that will bring together representatives from the 74 watershed districts in Kansas, many state and federal agencies, organizations, and individuals.

The SAKW 69th annual meeting starts off with a keynote address from Secretary of the Kansas Department of Agriculture Mike Beam. Sec. Beam will reflect on his first year in office and how production agriculture was impacted by flooding rains and water resource management challenges.

New this year will be that the entire event registered attendees will be shuttled to the State Capitol for a two-hour meet and greet session to include a catered box lunch for and with our state legislators.

The second day of the conference will begin with our second key note address from Connie Owen, newly appointed Chair of the Kansas Water Authority. Owen will address her view as to the many water issues confronting Kansas and what the future might hold for Kansas' water demands. Challenges on how to address water storage depletion in our federal reservoirs and the depletion of the Ogallala Aquifer out in Western Kansas will face the new Kansas Water Authority.

Activity reports from several agencies, Kansas Water Office, Kansas Department of Agriculture's Division of Water Resources and Conservation, and the Natural Resources Conservation Service, will be presented throughout the conference.

A presentation by City of Manhattan employee Chad Bunger will bring everyone up to speed on the past, present, and future flooding challenges surrounding Wildcat Creek as it cuts a path across the southwest section of Manhattan.

Trey Lam, executive director of the Oklahoma Conservation Commission, will give us a perspective of how conservation programs are administered by our neighbor to the south.

A panel composed of Kevin (Gus) Gustafson, NRCS State Engineer; Joe Scannell, U.S. Engineering Solutions from Hartford, Connecticut; and Terry Medley KDA/DWR will discuss the implementation of a program called Dam Watch in Kansas.

Information on annual meeting registration, motel reservations, resolutions listings, and the complete meeting agenda can be found on the SAKW website at [www.sakw.org](http://www.sakw.org). Additional questions about the annual meeting can be directed to Herbert R. Graves Jr., SAKW executive director, 785-922-6664, or by e-mail at [sakwwatersheds@sbcglobal.net](mailto:sakwwatersheds@sbcglobal.net).

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If you're tired of turkey, how about returning to the tradition of the Christmas goose? In days gone by, geese were especially tasty in the spring and around Christmastime when they had fattened on corn and grains. For reasons including Ebenezer's Scrooge's purchase of a huge turkey for the Cratchit family, the goose has fallen from favor. But we think it deserves another chance... on the table.

Of course, as with any animal, there is a huge difference between the domesticated bird and those in the wild. The primary difference is going to be tenderness. Wild birds will have tougher muscle and will require more tenderizing. Crockpot cooking, according to some experts, is perfect for the goose. It's a good idea to manage expectations as well. If you're expecting the flavor of turkey, you will be disappointed, especially by the wild geese. The flavor is closer to roast beef than chicken, but when well-prepared, is well worth the effort.

If you are planning on wild goose, your effort begins with the hunt, or you must enlist the help of a hunter willing to share his bounty.

Hunting season is open in Kansas for three varieties of geese right now: Canada Geese, White-fronted geese, and Light Geese. Permits and licenses are required and information may be obtained at the Kansas Department of Wildlife Parks and Tourism website.

Long before Christmas, the goose was the centerpiece of winter solstice celebrations throughout Europe. They were offered as sacrifices to Thor and Odin. Perhaps it's time to give the turkey a run for his money.

Deb Goodrich is the host of the *Around Kansas TV Show* and the *Garvey Texas Foundation Historian in Residence at the Fort Wallace Museum*. She chairs the *Santa Fe Trail 200*, the bicentennial of the historic highway. She loves hearing from you so contact her at [thor.debgoodrich@gmail.com](mailto:thor.debgoodrich@gmail.com).

## KUHN wins two ASABE awards

KUHN was recently awarded two AE50 awards from the American Society of Agricultural and Biological Engineers (ASABE).

AE50 awards were given to the KUHN OptiSense™ belt stall indicator on the MM 890 Merge Maxx® hay merger and KUHN Optidisc® Elite cutterbar found on most KUHN mowers and mower conditioners, deeming each one of the year's most innovative designs in engineering products for the food and agriculture industries. Both machines will be featured in the January/February 2020 special issue of ASABE's magazine, *Resource: Engineering & Technology for a Sustainable World*.

The OptiSense belt stall indicator is a new system found on the KUHN MM 890 Merge Maxx hay merger. The indicator alerts the operator when the belts start to slow down when approaching the maximum capacity of the machine. This gives the operator a chance to react before the machine plugs. If the belts stop, the sensor will stop the pickup to avoid damage to the belts and further plugging of the machine. An audible alarm alerts the operator of a stalled conveyor and the conveyor direction arrow changes to red to identify the stalled conveyor. This feature helps operators increase performance, while also keeping the merger moving across the field for improved productivity.

The new Optidisc Elite cutterbar incorporates the perfect combination of farmer insight

and engineering to generate valuable solutions. The Optidisc Elite cutterbar provides a lower profile with a flatter angle to improve cut quality in difficult field conditions while also reducing dirt and ash incorporation. Fast-Fit® knives reduce time required for routine maintenance and prolong knife life with the ability to rotate 360 degrees to maintain a high quality cut. These high-end components strengthen the cutterbar to provide a long lasting, high performance cutterbar on mowers or mower conditioners.

Companies from around the world submit entries to the annual AE50 competition and up to 50 of the best products are chosen by a panel of international engineering experts. The judges select innovative products that will best advance engineering for the food and agriculture industries.

## Feed the Future Innovation Lab for Sustainable Intensification extended for additional five years

A unique organization focused on farm innovations in developing countries and Kansas will continue and expand its work for another five years.

"We're furthering our partnership with Kansas State University on the Feed the Future Innovation Lab for Sustainable Intensification for five years, building on our successful collaboration with them to date," said Bonnie Glick, deputy administrator of the United States Agency for International Development, at a reception for members of Congress earlier this fall.

The lab, called SIIL for short, was awarded to K-State in 2014 by USAID, with an initial budget ceiling of \$50 million. After an extensive review, USAID extended funding with an additional budget of \$23 million for the next five years (2019 to 2024) and an opportunity for growth as needed. K-State is home to three other Feed the Future Innovation Labs, which are:

The Feed the Future Innovation Lab for Sorghum and Millet, known as SMIL.

The Feed the Future Innovation Lab for the Reduction of Post-Harvest Loss, known as PHL.

The Feed the Future Innovation Lab for Applied Wheat Genomics.

Each of those labs was extended last year; all three started a year earlier than SIIL.

"K-State's Feed the Future Innovation Labs are a true asset in fulfilling the university's land-grant mission so we're pleased the Innovation Lab for Sustainable Intensification has received renewed funding," said Richard Myers, K-State president. "The research produced by SIIL and the university's other Feed the Future labs is not only helping producers in the foreign countries they serve but in Kansas as well. This work truly showcases K-State's leadership in global food systems."

The term sustainable intensification refers to processes or systems designed to increase agricultural yields without adversely affecting the environment or converting additional non-agricultural land. "Sustainable intensification is required to meet the demands

of a growing population and also addressing global food and nutritional security," said Vara Prasad, K-State University Distinguished Professor and director of SIIL.

The concept and principles of sustainable intensification are especially important in areas with limited resources. The work of innovation labs fits well with K-State's land-grant mission by making education and innovations available to everyone through research, teaching and outreach.

Likewise, sustainable intensification is crucial to USAID's mission to promote self-reliance and resilience for farmers around the world while enhancing U.S. security and prosperity.

In the first five years, SIIL's work included research projects in Bangladesh, Burkina Faso, Cambodia, Ethiopia, Malawi, Senegal and Tanzania, working toward common themes of increasing sustainable agriculture productivity, enhancing resilience of cropping systems and supporting nutritional outcomes.

In total, SIIL works with more than 67 host-country organizations, research institutes and private-sector partners; eight international research centers; and 13 U.S. universities.

Also in the first five years, SIIL supported more than 120 scientists, trained more than 80 graduate students and provided short-term training to more than 15,000 farmers and agricultural professionals

across the globe. That work is done by identifying and validating farm technologies that are designed to increase productivity of crops and livestock, improve natural resource management, enhance resilience to abiotic and biotic stresses, and help create conditions that allow for adoption of these practices to improve human well-being and livelihoods.

"While our work in the Innovation Labs has a global impact, the knowledge we gain in sustainable intensification has direct benefits to Kansas producers," said Ernie Minton, dean of the College of Agriculture and director of K-State Research and Extension. "For example, K-State researchers and Extension specialists conduct research and assist farmers to implement modern irrigation technology to improve water conservation at Water Technology Farms throughout the Ogallala-High Plains aquifer. This work is key to safeguarding future water resources for Kansas."

SIIL's first phase focused on developing innovations and

tools that are useful for our stakeholders including producers, researchers, and policy makers, Prasad said. Showing benefits, return on investment and identifying pathways to scale will be the focus of the next five years.

He likened the initial phase to building a house, but not yet living in it. USAID had many options for "moving into" that house and chose to give SIIL the maximum number of years and maximum budget available to continue its work.

"The next phase will open opportunities for new thoughts, people, and organizations," Prasad said. "We have learned a lot of things. We did a lot of good things and will continue to improve in the future to make a difference in the livelihoods of people. This is our chance to revisit and focus on our continued progress and fill missing research gaps and build social capital."

To learn more, visit the SIIL website and follow the lab on social media:

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# Are you a great person to work for?

By Aaron Berger, Nebraska Extension Beef Educator

In a recent conversation with a ranch owner, he said they were once again looking for an employee for their operation. It was also mentioned that employee resignations seem to be a pattern. He then said, almost tongue in cheek, "I couldn't be part of the problem with this situation, could I?"

It is rare to find people involved in production agriculture that have had any significant formal training in employee leadership, supervision and communication skills. This helps explain why those owning and managing agricultural operations frequently identify employee and family business working relationships as one of their top challenges!

The people part of production agriculture for many owners and managers is an area where they frequently feel inept and is a source of great frustration. Fortunately, just like other skills, employee leadership and supervision can be learned and developed.

Developing the "soft skills" of communication and leadership for those supervising people in agricultural operations is one that can pay tremendous dividends. Quality employees who are excited to be part of the business and who have bought into the business mission can make a tremendous difference to operation success.

Dr. Bob Milligan, who has been teaching people skills to production agriculture employers for forty years, is certain the reason ranchers and farmers fail to improve their people skills is not understanding that those skills can be learned and applied. His experience with those he teaches and his clients has proven that learning and applying these skills will improve performance, engagement, and retention of employees. Investing time and energy in learning people skills will likely provide greater returns to the farm and ranch operation than developing production skills. The future success of your ranch or farm may well depend on your success in improving your people skills.

Nebraska Extension will be hosting a seminar series titled "Leading Farm and Ranch Employees" that will be held at three locations across the state this December. This one-day seminar provides opportunities for participants to grow their employee leadership skills in the following areas:

Understanding of one's "default" leadership styles through use of the Leadership Style Self Disclosure Assessment. This tool helps participants see the methods of leadership that they are likely to utilize with people they supervise. It also highlights which leadership styles are appropriate for individual situations.

The importance of active listening in employee working relationships. Active listening

helps to create an environment where effective communication occurs and trust is built. Ways to exercise active listening with employees will be discussed.

Examining alternative forms of feedback to use with employees based on circumstances and job performance. Quality feedback requires three – not the usual two – forms of feedback. Appropriate feedback with employees is critical to helping them make needed adjustments to accomplish desired outcomes.

Facilitating a work environment that encourages employees to be engaged can make a tremendous difference in the quality of their work and job performance. Skills and behaviors that supervisors use to engage employees in the success of the business will be discussed.

If you or someone you know would benefit from developing employee leadership skills, plan now to attend one of the Leading Farm and Ranch Employee Seminars to be held in O'Neill, Valentine and North Platte, December 17-19. Dr. Bob Milligan will provide training and share resources that can help agricultural employers grow their people skills.

If you have questions about the program, please contact Aaron Berger, Nebraska Extension Educator, at 308-235-3122 or aberger2@unl.edu.

# Replacing aromatics with biofuels would improve public health outcomes, decrease fuel costs

In a letter sent Nov. 25, Minnesota governor Tim Walz and South Dakota governor Kristi Noem — the chair and vice chair, respectively, of the Governors' Biofuels Coalition — urged President Donald Trump to enforce Section 202 of the Clean Air Act Amendments of 1990 by reducing and eliminating toxic carcinogenic aromatics from gasoline. To achieve this, the governors suggested that aromatics be replaced with biofuels, which are higher octane, burn more cleanly, and far better in terms of greenhouse gas emissions, air quality and public health.

Because of its aforementioned benefits, National Farmers Union (NFU) is a longtime proponent of higher-level blends of ethanol. NFU president Roger Johnson thanked Walz and Noem in a statement and advised the administration to adopt their recommendations.

"There are so many reasons to use biofuels: they improve air quality, reduce greenhouse gas emissions, lower pump prices, develop new markets for American farm products, create good jobs for rural Americans, stimulate local economies and establish energy independence. Aromatics, on the other hand, are highly toxic, expensive, carbon-intensive and energy-inefficient."

# Soybean stubble not sufficient protein or energy source for cattle

By Bruce Anderson, Nebraska Extension Forage Specialist

After soybeans are harvested, cows sometimes are put out on the residues to graze. Some bean residues are even baled. But how good is this feed?

We're all familiar with the usefulness of grazing corn stalks, but I see more and more residue from soybean fields grazed every year. Cows seem to like licking up what's left behind after combining. But frankly, I'm a little concerned that some folks may think their cows are getting more from those soybean residues than what truly is there.

The problem is a matter of

perception. When most of us think of soybeans, we think high protein so we expect soybean residues will be a high protein feed, too. Unfortunately, the opposite is true; soybean residue is very low in protein.

Soybean stems and pods contain only about 4 to 6 percent crude protein, well below the 7 to 8 percent needed for minimum support of a dry beef cow. Even though leaves can be up to 12 percent protein, it's only around one-third digestible, so that's not much help. In fact, protein digestibility is low in all bean residues.

Energy is even worse. TDN averages between 35 and 45 percent for leaves, stems, and

pods. This is even lower than wheat straw. As a result, cows fed only bean residue can lose weight and condition very quickly. Heavy supplementation is needed to maintain cow health.

This doesn't mean soybean residues are worthless for grazing or even baled. They can be a good extender of much higher quality hay or silage. However, cattle must be fed quite a bit of higher energy and protein feeds to make up for the deficiencies in soybean residues.

Don't be misled into thinking bean residues are as good or better than corn stalks. Otherwise, you and your cows will suffer the consequences.

# Bison a bright spot for agriculture in Kansas, nation

(AP) — One of the promising industries for agriculture harkens back to the days when bison roamed the Kansas prairie.

The *Hutchinson News* reports that when Moundridge rancher Dick Gehring started his bison ranch more than 30 years ago, he did it for the money. The animals quickly became his passion.

"Whether the money was there or not, we hung in there," said Gehring, the owner of Black Kettle Buffalo in McPherson County. "It gets in your blood, and you can't let go."

Gehring, a four-generation rancher with a herd numbering more than 500, now calls them

one of the "bright spots in agriculture."

Bison are adaptable and thrive in different environments. The National Bison Association says there are an estimated 385,000 bison in North American private, public and tribal herds.

The 2017 Census of Agriculture shows South Dakota has the most bison, followed by Nebraska, Montana, Idaho and North Dakota. Kansas ranks tenth with more than 5,000 head.

"It's just like raising cattle, only different," Gehring said. "They're wild animals; you can't breed it out of them."

Gehring has spent years helping to grow the Kansas Buffalo Association, whose membership now includes more than 75 ranches. He is also president of the board of directors of the National Bison Association.

Ryan Brady, co-owner of Instinct Bison Producers in Ingalls in Gray County, called Gehring his mentor. Brady decided six years ago to include bison along with grains on his farm. He raises more than 80 bison on his cow-calf operation.

"It is exciting to be a part of the movement of working with nature and the soil rather than trying to conquer or tame (it) for our needs," Brady said. "Adding the bison and cover crops to the farming operation hopefully provides my children the choice to continue the path of sustainable farming."

Gehring said that because of the self-sufficiency of bison, they are low-maintenance. But they require steadfastness and patience.

The National Bison Association's goal is for the bison in the U.S. to become one million strong.

"It's a slow-growing animal," said Karen Conley, spokeswoman for the National Bison Association. "They're good for the environment. Their carbon footprint is pretty small."

Millions of bison roamed the Great Plains up until the late 1800s. The herds then dwindled dramatically. During the 1920s, there was an effort

to bring them back. In 1924, the Sandsage Bison Range and Wildlife Area obtained the first publicly owned bison herd in Kansas. More than 60 bison roam in this Garden City refuge of a little less than 4,000 acres.

"Kansas was the heart of buffalo country," said Tom Norman, area manager at Sandsage. "Buffalo are an important part of our history."

Sandsage — like Maxwell Wildlife Refuge, which has about 200 bison in Canton in McPherson County — uses the animals to preserve its grasslands.

The same is true in Manhattan at Konza Prairie Biological Station, a native tallgrass prairie preserve jointly owned by The Nature Conservancy and Kansas State University. Researchers there are examining how the prairie operates by studying the habits of about 300 bison.

"We're trying to understand, at its basic core, how the tallgrass prairie functions," said Jeff Taylor, bison head manager at KPBS. "We consider the three main drivers of the pasture: fire, climate and grazing."

Two Native American reservations in northern Kansas also maintain bison herds.

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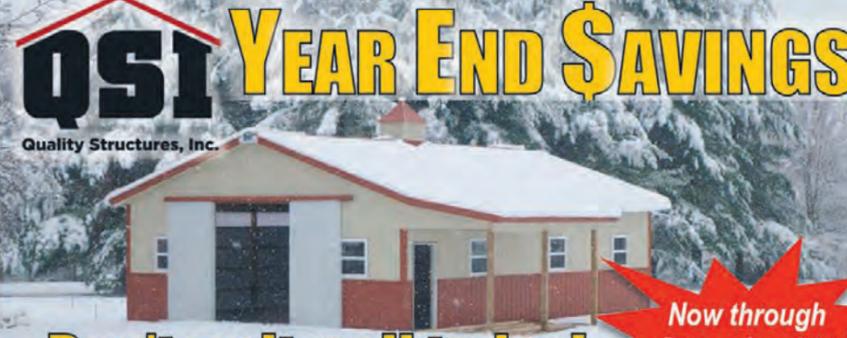
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# Kansas Profile

By Ron Wilson

Executive Director of  
the Huck Boyd Institute



## Linda Clover and the World's Largest Ball of Twine

"The belle of the ball." That phrase may call to mind a pretty girl dancing in a fancy ballroom, but in this case, it refers to a different kind of ball. This belle is the woman who serves as the volunteer caretaker of the world's largest ball of twine. She's helping people from around the world enjoy this unique rural attraction. Linda Clover explained

that Frank Stoeber was farming near Cawker City in Mitchell County in 1953. As he fed small bales of hay to his cows, he began to accumulate the loose balestrings made of sisal twine.

"He was a child of the Depression, so he didn't throw anything away," Linda said. Rather than burning or discarding the twine, he started

winding it into a ball. By the time he was done cleaning up his barn, he had a ball as big as his barn door.

Over time, he continued to add to the ball. Friends and neighbors started donating their twine to the project and the ball became massive. In 1956, when the *Salina Journal* wrote an article about it, the ball measured seven feet, five inches and weighed 4,035 pounds.

People wanted to stop and see this remarkable and off-beat sight. The Cawker City commercial club approached Frank about donating it to the city, so he did. In 1961, it was brought into town to display. In 1962, a shelter was built to protect and display the quirky attraction. Frank Stoeber continued to add twine until his death in 1974, and the community continued to do so after his passing.

In 1973, the *Guinness Book of World Records* awarded

Frank Stoeber's ball of twine the title of World's Largest. But controversy erupted. In 1978, a man in Minnesota contended that his ball of twine was even bigger.

The good citizens of Cawker City responded to this challenge. In 1982, the town held its first annual Twine-A-Thon in conjunction with the annual city picnic. Along with a parade, poker run, golf tournament and horseshoe tournament, people wrap more twine around the ball during that weekend each year. Other guests add twine year-round.

By 1988, the ball was so big that it was moved to the city park in Cawker City and the present shelter was constructed. At that time the ball of twine measured 40 feet, three inches in circumference, thus surpassing its rival in Minnesota. So there! Currently, the ball weighs 26,690 pounds, includes more than

eight million feet of sisal twine, and is still growing.

Linda Clover, the Cawker City school librarian, became the volunteer caretaker of the ball of twine in the late 1990s. She fields calls from all over the world. She even carries pre-cut pieces of twine with her, so that guests can add a piece and take their picture next to this remarkable landmark. Only authentic sisal twine is to be added to the ball. "I love people," Linda said. "This brings people from all over, which is good for our community and north central Kansas," she said. Since Cawker City is located on Highway 24, Linda is actively involved with the Highway 24 Alliance. She enjoys this interaction so much that the *Wall Street Journal* once referred to her as "the belle of the ball."

Cawker City's ball of twine has been featured in everything from Rachael Ray to

*National Lampoon's Vacation*. It has drawn visitors from around the globe, as far away as Antarctica and Mongolia. "There was a young couple from England who were going to tour the U.S. for their vacation, and each one chose one attraction which they did not want to miss," Linda said. "One chose Yankee Stadium, and the other chose Cawker City's ball of twine."

That's impressive for a rural community like Cawker City, population 469 people. Now, that's rural.

For more information, go to [www.cawker-city.com/ball-of-twine](http://www.cawker-city.com/ball-of-twine).

The belle of the ball. In this case, it refers to the woman who promotes the world's largest ball of twine. We salute Linda Clover and all those who are making a difference by promoting this unique attraction. I hope their visitors have a ball.

## It's time to take a fresh look at trichomoniasis management

"There's not another disease out there that approaches the economic significance of trichomoniasis for a cow-calf producer," stated John Davidson, DVM, Boehringer Ingelheim.

Trichomoniasis, or trich, is a sexually transmitted protozoal disease that is transmitted from bull to female or female to bull. While clinical signs may not be observed, bulls are the carriers of trichomoniasis and spread it to cows during breeding. Infected cows show no outward signs; however, reproductive failures such as infertility, low pregnancy rates, abortions and pyometra are indicators of infection.

With trich's ability to cut a calf crop in half, implementing a management protocol is crucial.

"Infected bulls are asymptomatic permanent carriers of this disease," said Dr. Davidson. "A bull's value can be wiped out in a single service with an infected cow or heifer. Most operations simply cannot tolerate a scenario where a \$5,000 bull is used for one or two breeding seasons and is culled due to a trich infection. To avoid lost profits due to reproductive inefficiencies on your operation, I recommend taking a fresh look at the trich prevention and biosecurity protocols you have in place for your herd."

Discussing the following topics with a local veterinarian can help producers establish an effective trich prevention and management program:

### Bull selection and testing

Though bulls of any age are susceptible, older, sexually active bulls are more likely to be infected with trich. To reduce the likelihood of trich introduction, it is recommended that producers avoid purchasing untested, non-virgin bulls or bringing them into a herd.

Since trichomoniasis is physically unnoticeable in bulls, testing prior to breeding is strongly encouraged.

"Testing bulls for trich before turnout is an absolute must," said Dr. Davidson. "I suggest that large operations in at-risk areas conduct post-breeding testing on bulls. Post-breeding testing coupled with accurate pasture breeding records can go a long way in avoiding a trich disaster."

Prior to testing a bull, sexual rest should be observed for two to three weeks to allow numbers of the organism to increase and improve the chances of detecting a positive bull. Dr. Davidson noted that this is also a good time for a veterinarian to perform a breeding soundness exam (BSE). The Society for Theriogenology has recently adjusted BSE standards, allowing for more accurate and potentially more useful results for both veterinarians and producers.

### Vaccine selection

In heifers, the transmission rate of infection was reported to be 95% after a single mating with a three-year-old trich-infected bull. Given the ease of transmission and the likelihood of delayed detection, administering appropriate reproductive vaccinations is crucial.

"If a properly vaccinated female is exposed to a trich-infected bull, the likelihood that she calves successfully is increased substantially," Dr. Davidson explained. "Proper vaccinations provide insurance against costly diseases and production losses."

He recommends producers choose a vaccine that reduces the shedding of trichomoniasis in addition to a vaccine that can protect against the other leading reproductive diseases. This vaccination plan protects cattle against common diseases known to cause delayed breeding, abortions and smaller calves.

### Vaccination timing

"In trich-prone areas, it's pretty common to vaccinate cows at pregnancy check," said Dr. Davidson. "However,

this may be a little later than ideal to prevent this venereal disease, as peak antibody production typically occurs 30 days after the annual dose is given. For optimal protection, cows should be vaccinated 30 days prior to bulls being turned out."

He encourages producers to read and follow the vaccine label closely. Proper administration timing is critical for cattle to receive the intended benefits of a vaccine.

### Record-keeping

While it can be a daunting task, record keeping is key. In a large ranch with multiple breeding pastures, it's important to know which cows and bulls have been in each pasture. Ear tags and other identification systems are helpful to keep track of the location of bulls and cows.

"Managing trichomoniasis comes down to having a number of strategic management practices in place," concluded Dr. Davidson. "Be sure to work with a local veterinarian to tailor trich management protocols to your herd."

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Join ASA members as they celebrate ASA's 100th anniversary at the 2020 Soy Social and Auction, Feb. 27, 2020, during Commodity Classic in San Antonio. A wide array of items will be available to purchase, including vacation packages, jewelry, autographed memorabilia, home electronics, agri-

cultural equipment and more. All auction events are in the Henry B. Gonzalez Convention Center. Dinner and the silent auction begin at 6 p.m. and the live auction starts at 7 p.m. Early registration fees are only available through midnight, Wednesday, Feb. 19, the week before Commodity

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 Couple Auction Only (enter

at 7 p.m.) \$100.00  
 On-site Registration in San Antonio  
 On-site registration opens Feb. 26, 2020 and is located near the main Commodity Classic Registration desks at the Henry B. Gonzalez Convention Center.  
 On-Site Hours:

8 a.m.- 5 p.m., Wednesday, Feb. 26  
 7 a.m.-12 p.m. Thursday, Feb. 27.  
 The Soy Social and Auction is an event to raise money for ASA's SoyPAC (Political Action Committee), therefore, you must be a member or associate member of ASA to attend.

## Unease on the farm dims

AP – Deere's profit during the fourth quarter dropped 8% and it issued a weak forecast for 2020 as U.S. trade disputes and bad weather squeeze its biggest customer, the American farmer.

It's the first time that the manufacturer laid out its expectations for next year and it sent shares down almost 4% at the opening bell.

The company expects sales of agriculture and turf machinery to slide 5% to 10% compared with this year, and sales of construction and forestry equipment to fall 10% to 15%.

That outlook, the company said, reflects slowing construction activity, which has been an area of strength.

"John Deere's performance reflected continued uncertainties in the agricultural sector," said CEO John May. "Lingering trade tensions coupled with a year of difficult growing and harvesting conditions have caused many farmers to become cautious about making major investments in new equipment."

Quarterly profits were \$722 million, or \$2.27 per share. Adjusted per share earnings were \$2.14, a penny better than expected, according to a survey by Zacks Investment Research.

Adjusted revenue was \$8.7 billion, also better than expected. Annual revenue rose 5% to \$39.26 billion.

But that was overshadowed by the first peek into 2020. The Moline, Illinois company said recently that it expects to book profits of between \$2.7 billion and \$3.1 billion.

That would be less than the \$3.25 billion it made this fiscal year even if it reaches the high end of its guidance.

Farmers have pulled back on buying machinery with so much uncertainty about what comes next in the trade war between the U.S. and China, the world's two biggest economies.

Farmers in the Midwest and South, whose planting this year was interrupted by wet weather, got a break in the fall, though a few Northern states

## outlook for Deere in 2020

have seen harvest prospects go from bad to worse.

Early rain and snow in Minnesota and the Dakotas hampered an already difficult harvest.

Deere has focused on factors it can control and May said despite a tough environment right now, the longer-term outlook for the company is healthy.

"We are committed to the successful execution of our strategic plan and have initiated a series of measures to create a leaner organizational structure that can operate with more speed and agility," May said in a prepared statement.

President Donald Trump began imposing punitive tar-

iffs on Chinese exports about a year and half ago.

Since then, tariffs have been raised by both sides on billions of dollars' worth exports from each country, squeezing farmers and manufacturers.

The U.S. Department of Agriculture has set aside nearly \$16 billion in aid for farmers for the current crop year to help offset some of the losses caused by the trade war.

But there is confusion

about the state of trade relations between the two economic powerhouses.

Recently, China's Commerce Ministry that said negotiators for both sides had spoken on the phone and agreed to more talks aimed at reaching a deal. On the same day, President Trump said the two sides were "in the final throes of a very important deal."

Shares of Deere & Co. are still up 15% this year.

## AEM announces Advocates Program award winners

The Association of Equipment Manufacturers (AEM) announced the 2019 recipients of its annual Advocates Program awards, which recognize outstanding commitment by AEM members to industry advocacy efforts.

This year, 25 member companies received AEM Advocates Program Gold awards for achieving the highest level of participation in grassroots advocacy.

In addition, one company – Weiler – received the Advocates Program's highest honor, the Pillar of the Industry trophy award, for reaching Gold status for five consecutive years.

"These companies are helping lead the way for our

advocacy efforts and we want to publicly thank them for their outstanding commitment and participation," said AEM President Dennis Slater. "They are on the front lines as we educate lawmakers on the importance of the off-road equipment industry and manufacturing to local economies and quality of life throughout America."

The AEM Advocates Program recognizes and celebrates AEM member companies that help advance the industry's policy priorities through various advocacy efforts, including participating in the association's grassroots advocacy program, I Make America.

I Make America is AEM's

signature program building grassroots support and advocating for pro-manufacturing policies that create and sustain jobs across America.

"Through our advocacy efforts and the strong participation of our member companies, the association is building valuable relationships with elected officials and advancing the industry's policy priorities through pro-manufacturing legislation," said AEM senior vice president of Government and Industry Relations Kip Eideberg. "We have scored many important wins this year, and this is in large part due to the efforts of the 1.3 million men and women of our industry. We are grateful for their ongoing

support and engagement."

AEM presented the Advocates Program awards at its recent annual conference of member companies. Learn more about AEM at [www.aem.org](http://www.aem.org).

2019 Pillar of the Industry Award Winner

- Weiler
- 2019 Gold Award Winners
- AGCO Corporation
- Blount International
- Calder Brothers Corporation
- Caterpillar Inc.
- CLAAS of America, Inc.
- CNH Industrial
- Cummins Inc.
- Custom Products of Litchfield, Inc.
- Deere & Company
- Doosan Bobcat
- Dynapac North America LLC
- General Kinematics
- HCC Inc.
- JLG Industries Inc.
- Kinze Manufacturing Inc.
- Komatsu America Corp.
- Kondex Corporation
- Kuhn North America Inc.
- Manitowoc Crane Group
- Stellar Industries Inc.
- Superior Industries
- Trimble Inc.
- Vermeer Corporation
- Volvo Construction Equipment
- VT LeeBoy Inc.

For more information about I Make America, please visit [www.imakeamerica.com](http://www.imakeamerica.com).

## Never give up



Devin Henderson used a mix of magic, music and athleticism to communicate a message of resilience and perseverance to the audience at the Kansas Livestock Association's Cattlemen's Banquet last week in Wichita as part of their annual convention.  
 Photo by Donna Sullivan

## Merck joins sponsorship of Stockmanship & Stewardship program to benefit cattle handling

Up to five regional Stockmanship & Stewardship events will be coordinated throughout the United States by the producer education team at the National Cattlemen's Beef Association (NCBA) in 2020, thanks to sponsorship from Merck Animal Health. Additional funding and support for the program is provided by the Beef Checkoff-funded Beef Quality Assurance (BQA) program.

Stockmanship & Stewardship events bring together cattle producers from a large area for a two-day cattle handling and educational program. They highlight proper and accepted

stockmanship techniques and provide local stewardship information appropriate for the region. Events have been hosted throughout the country over the past three years.

"Merck Animal Health has been a strong partner of the beef industry and NCBA in our BQA and other programs for many years," says Chase DeCoite, director of BQA at NCBA. "We look forward to their continued partnership in this widely successful education effort."

"We're excited to extend our partnership with the NCBA and our sponsorship of the Stockmanship & Stewardship program for 2020," says Kevin Mobley, executive director of cattle sales and marketing with Merck Animal Health.

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# Potential for U.S. export growth to Europe a hot topic at Anuga

USMEF promoted U.S. red meat and met with existing and potential customers from several key international markets at the Anuga food trade show. Funded by the USDA Market Access Program (MAP) and the Beef Checkoff Program, USMEF's effort included greeting importers and traders inside the USA Pavilion and sharing information about the availability of U.S. beef, pork and lamb.

A biennial show held in Cologne, Germany, the 2019 edition also provided a look at growing competition for the European market. This year's event attracted 7,600 exhibitors and more than 170,000 visitors from Europe, Asia, Russia, the Middle East, Australia and Central and South America.

Discussions centered around the impact of African swine fever (ASF) on global pork supplies, a new agreement that will allow the U.S. beef industry a larger share of the EU market and the effects of an ongoing drought in Australia on the red meat trade.

"From our perspective, it was a very active show and a tremendous opportunity to meet with customers and potential customers of U.S. red meat and to share information on activities USMEF has planned around the world in the coming year," said USMEF president and CEO Dan Halstrom.

Halstrom and Yuri Barutkin, USMEF representative in the region, both noted growing interest in U.S. pork among Anuga attendees, especially pork processing companies experiencing supply challenges due to increased

amounts of European pork going to China to cover deficits caused by ASF.

"Demand in China has created a backfill situation and as more EU pork moves into the Chinese market, meat processing companies in Europe are beginning to explore additional pork suppliers," explained Barutkin. "The challenge is that there are only five EU-approved pork plants in the United States. Trade barriers and restrictions remain obstacles for U.S. pork in the EU, but the sense of several people at Anuga was that the current pork supply situation may be a 'game-changer' that leads to improved access."

For red meat exporters, the EU and China were not the only markets under the spotlight at the five-day show. Halstrom said drought in Australia was a topic that surfaced over and over. He pointed to the USDA Foreign Agricultural Service's forecast that Australian beef production will decline by 11% from 2019 to 2020 and exports by 15 percent. On the pork side, rising feed prices caused by the drought squeezed Australian producers and resulted in reduced production and an increase in pork imports this year.

"There was a lot of concern voiced over the supply situation with Australia, especially with some of Australia's larger customers in Asia," said Halstrom. "It's something USMEF has been paying close attention to and it was important to get greater perspective from traders attending Anuga."

# K-State beef cattle experts share considerations for retaining females in the herd

Late fall is the time many cattle producers are weaning spring-born calves and making selections for replacement females. Trying to decide if replacement heifers should be kept and, if so, the best way for making that decision was a recent discussion topic for Kansas State University Beef Cattle Institute professors Bob Larson and Bob Weaber.

Larson, a veterinarian, said the decision to keep heifers depends on the priorities of the operation. "It is hard to select heifers that will excel in maternal traits such as fertility, low maintenance costs, and longevity, while also selecting for growth and carcass traits," Larson said. "It is hard to find a single animal that is going to excel at both."

Larson recommends producers who are focused on terminal traits consider outsourcing their replacement females.

However, for producers raising their own replacement heifers, the next decision is when in the production cycle to make those selection decisions. Larson said one option is to retain a higher percentage of females than ultimately needed.

In this system, the heifers are fed conservatively, putting pressure on them to reach puberty at a lighter weight. Then those heifers are exposed to bulls in a short breeding season and the ones that conceive early are retained.

"The negative to that system is that now producers have additional feed costs tied into the extra ones kept but not ultimately retained," Larson said. An advantage of these cull heifers is that they are backgrounded feeder cattle and contribute to a revenue stream. Feed costs should be budgeted with this endpoint in mind.

Another option is to keep fewer replacement heifers at weaning and feed them more aggressively so that a higher percentage of them reach puberty early in the breeding season.

For beef producers following the second protocol, there are some criteria that Larson and Weaber believe need to be considered.

"First, the heifers that you keep need to be some of the oldest, meaning that they were born early in the breeding season, out of the cows that you like the best," Larson said.

Weaber, a cow-calf specialist with K-State Research and Extension, agreed and added: "Those that calve early have more opportunities to become pregnant as yearlings, and as two- and three-year-olds."

He also shared that it is important for producers to have a way to identify those females born early in the calving season. Weaber recommended a color tagging or numbering system.

Along with knowing when they were born, Weaber said, producers need to identify calves born from the more productive cows in the herd.

"As a producer, I should recognize that under my management, these are the cows that have thrived," Weaber said. "Maybe it is that they are more moderate in size or lactation, but there is something about them that fits my management system."

Aside from the focus on the females, Weaber added that the bulls used in herd have a much greater genetic influence. "If we are thinking about the genetic flow in the herd, sire selection is the place where we can have the biggest impact overtime. Strategic sire selection for replacements is key."

# Grass & Grain Area Auctions and Sales

Online only auction (bidding opens Dec. 4; soft closes Dec. 11) — Selling approx. 250 lots from closed Gt. Bend Store including shelving, plumbing supplies, humidifier, tools, electric appliances, cooking equipment, garden supplies, mini blinds, electric grills & smokers, porch swing, large selection of Anchor Hocking, light fixtures & more held at <https://hollingerauction.hibid.com/auctions/current> for Pride Ag Resources. Auctioneers: Hollinger Auction, Jim & Mary Hollinger.

Online online (ends Dec. 10) — Taxidermy, AMI juke box, pool table, antiques, furniture, bronze statues, buffalo rug, handmade bedroom furniture, art, vintage roulette table held online at [www.sundgren.com](http://www.sundgren.com). Auctioneers: Sundgren Auction.

Online now (ends December 10) — Premier Military Collectors firearm auction including Sharps & Hankins, Merrill, Burnside & others, Nambu pistols, sporting arms inc. rifles, shotguns, also a 1964 Chevy El Camino and 1969 Chevy Impala, US \$500 bills, US \$1,000 bill held online at [www.ArmsBid.com](http://www.ArmsBid.com) or [www.proxibid.com/Kull](http://www.proxibid.com/Kull). Auctioneers: Kull's Old Town Station, Dan Kull.

Online Antique Tractor Auction (proxy bidding opens Dec. 11; bidding opens December 16) — Selling 40+ tractors in an absolute auction held at [www.AbileneMachines.com](http://www.AbileneMachines.com).

December 9 — 3BR, 1BA Home & 4.7 acres held at Manhattan for Loretta J. Swart Trust. Auctioneers: Gannon Real Estate & Auctions.

December 9 — 160 acres m/l of Lyon County prime Native Tall Grass Pasture with 2 ponds held at Osage City for Estate of Adelia Pearson. Auctioneers: Mill & Midyett Real Estate, Wayne Wischropp.

December 9 — 160 acres m/l of Lane County cultivation land held at Dighton. Auctioneers: Farmland Auction & Realty Co., Inc.

December 10 — 80 acres m/l of McPherson County land held at Canton for Randy C. Hamilton. Auctioneers: Van Schmidt Auction, Farmers National Company.

December 10 — Farm Machinery & equipment auction at Cheyenne Wells, CO. Auctioneers: Farm & Ranch Realty, Inc.

December 12 — 4 irrigated quarters NW of Dodge City in 4 tracts. Auctioneers: Farm & Ranch Realty, Inc., Don Hazlett, broker.

December 13 — 183 acres m/l Russell County cultivation & grass held at Russell. Auctioneers: Farmland Auction & Realty Co., Inc.

December 14 — 1973 MG Midget, 1953 Chevy, truck, contractor & shop tools, furniture, art work & more held at Atchison for Steve & Christa Kagin. Auctioneers: Chew Auction Service.

December 14 — Trailers, mowers, sail boat, tools, land yacht, collectibles & more held at Minneapolis for Wendell Kellogg Estate. Auctioneers: Wilson Realty & Auction Service.

December 14 — Welders, shop equipment, collectibles, Western items, furniture, outdoor, prints & pictures held at Strong City. Auctioneers: Hancock Auction & Real Estate. Paul Hancock, Jace Hubert.

December 14 — Real estate consisting of .75 acres with 3808 sq. ft. building & restaurant equipment items held at Newton for CJ Pancake House, Kitty Enterprise LLC,

Charles & Linda Lanham. Auctioneers: Midwest Land Specialists, Inc. and Auction Specialists, LLC.

December 14 — Tractors, Gators, pickup, trailer, farm machinery, tools & misc., grain bins, household & more held at Berryton for Mr. & Mrs. Gailand Kennedy. Auctioneers: Wischropp Auctions & Real Estate.

December 14 — Ford Tractor, machinery, storage container, personal property held near Waterville for Sheldon Pishny. Auctioneers: Olmsted & Sandstrom.

December 14 — 155 acres m/l of Ottawa County pasture land held at Minneapolis for Carol Tilton. Auctioneers: Midwest Land & Home, Mark Uhlik, Jeff Dankenbring.

December 14 — Liquidation of the entire auto mechanics class of Abilene High School including car lifts, automotive tools, diagnostic equipment, engine hoists, valve grinders, brake equipment, complete line of automotive & shop equipment held at Abilene for USD 435. Auctioneers: Reynolds Auction Service.

December 14 — 156.06 acres m/l of Nemaha County farmland held at Centralia for Alfred Roeder Trust. Auctioneers: Cline Realty & Auction, LLC.

December 15 — Approximately 150 guns for an estate auction held at Salina. Auctioneers: Wilson Realty & Auction Service.

December 17 — 80 acres m/l of McPherson County land consisting of cropland, trees, grass held near Elyria for Joyce M. Zeger. Auctioneers: Van Schmidt Auction, Farmers National Company.

December 17 — 195 acres m/l of Dickinson County land consisting of premier deer & duck hunting, pasture, timber, farmland, trophy whitetail bow hunting farm held at Woodbine. Auctioneers: United Country Real Estate Crossroads Auction & Realty.

December 17 — Absolute auction of 2,898 acres m/l in Haskell County, KS offered in 15 tracts held at Garden City for the Withers Farm. Auctioneers: Peoples Company Innovative Real Estate Solutions.

December 20 — 677 acres m/l of Wabaunsee County land including pasture, recreational

ground, timber, dryland & expired CRP offered in 3 tracts held at Belvue. Auctioneers: Farmers National Company, Fred Olson, Van Schmidt.

January 4, 2020 — Signs, dolls & collectibles, rare Weller 18" sunflower console w/Kingfisher frog, toys, Christmas items, pictures & more held at Salina for Bob Thorup & Marjorie Thorup Estate. Auctioneers: Thummel Real Estate & Auction, LLC.

January 5, 2020 — Furniture, showcases, signs, crocks, tins, toys & collectibles held at Salina. Auctioneers: Thummel Real Estate & Auction, LLC.

January 11, 2020 — Crocks, antiques & collectibles held at Salina. Auctioneers: Thummel Real Estate & Auction, LLC.

January 18, 2020 — 178.5 acres m/l of Marshall County farmland & cropland acres held at Frankfort for Richard & Leslie Laws. Auctioneers: Midwest Land and Home, Jeff Dankenbring, listing broker; Mark Uhlik, broker/auctioneer.

January 25, 2020 — 466.72 acres m/l in Logan, Walnut & Marysville Townships, Marshall County land: Tract 1: cropland, CRP, pasture, meadow, yard, creeks, waterways, machine sheds & 1 1/2 story house; Tract 2: farmland, native grass pasture held at Marysville for Paul Holle Trust. Auctioneers: Donald Prell Realty & Auction, LLC.

January 25, 2020 — 237.40 acres m/l of Washington County cropland held at Linn for Dianne Brooks. Auctioneers: Midwest Land & Home, Mark Uhlik, Jeff Dankenbring.

January 25, 2020 — 157.2 acres m/l of Washington County prime farmland held at Barnes for Taylor/Pistorius Families. Auctioneers: Midwest Land & Home, Mark Uhlik, Jeff Dankenbring.

February 8, 2020 — Production sale at Leavenworth for J&N Ranch.

March 7, 2020 — Judd Ranch 42nd Gelbvieh, Balancer, & Red Angus Bull sale held at Pomona for Judd Ranch.

March 14, 2020 — Equipment, trucks & salvage held at New Cambria for Don Janssen Estate. Auctioneers: Reynolds Auction Service.

April 11, 2020 — Fink Beef Genetics Spring Angus and Charolais Bull Sale held at Randolph.



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Golden Wheel Community Ctr. — MINNEAPOLIS, KS (114 S. Concorde St., Minneapolis, KS)

**155 AC.± OF OTTAWA COUNTY, KS PASTURE**  
Quality native grass pasture with highly productive native grassland... very few trees, good fences and dependable water source.  
Property Location: From Bennington go 5 mi. East on Hwy 18 to 240th Rd., then North on 240th 5 mi. to the South West corner of property. The property is the North East quadrant of the intersections of Justice Rd. & 240th Rd.

**CAROL TILTON, SELLER**

See November 26 Grass & Grain for more details!  
For a VIRTUAL TOUR of this property visit [www.MidwestLandandHome.com](http://www.MidwestLandandHome.com)  
To stay up to date on auctions and listings LIKE our Facebook page Midwest Land and Home.

**Midwest Land and Home**  
Mark Uhlik — Listing Broker/Auctioneer — 785.325.2740  
Jeff Dankenbring — Broker  
[www.MidwestLandandHome.com](http://www.MidwestLandandHome.com)  
When you want the Best, Call Midwest!

**LAND AUCTION**  
**SATURDAY, JANUARY 18, 2020 — 10:00 AM**  
American Legion Cabin — FRANKFORT, KANSAS

**178.5± ACRES MARSHALL COUNTY LAND**  
This Incredible property offers some highly productive bottom ground soil types and CPH reports showing excellent average yields over the past several years.  
Property Location: On the southwest of the intersection of Hwy. 9 & Hwy. 87 just north of Vliets. From Hwy. 99 & Hwy. 9 Intersection North of Frankfort travel East on Hwy. 9 3.5 miles. Property is located on the South side of Hwy. 9 and West of Hwy. 87.

**RICHARD & LESLIE LAWS, SELLERS**

Watch Upcoming Grass & Grain's for more details!  
For a VIRTUAL TOUR of this property visit [www.MidwestLandandHome.com](http://www.MidwestLandandHome.com)  
To stay up to date on auctions and listings LIKE our Facebook page Midwest Land and Home.

**Midwest Land and Home**  
Jeff Dankenbring — Listing Broker — 785.562.8386  
Mark Uhlik — Broker/Auctioneer  
[www.MidwestLandandHome.com](http://www.MidwestLandandHome.com)  
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**REAL ESTATE & RESTAURANT AUCTION**  
**SATURDAY, DECEMBER 14, 2019 — 10:00 AM**  
1525 E 1st St — NEWTON, KANSAS

Offering for sale the Real Estate and equipment of CJ Pancake House in its entirety at 10:00 AM.  
If not sold as complete unit, then will offer all the remaining contents of building from wall to wall at 11 AM. Midwest Land Specialists are agent for the seller.

The Real Estate consists of .75 acres with 3808 sq. ft. building built in 1974. Property is zoned C-2. Taxes of \$5,025.26 will be prorated to day of closing. Security 1st Title Co. will be the designated closing and escrow agent. Earnest money of \$15,000 will be due day of auction upon signing of purchase contract. Closing costs and title insurance will be shared equally between Buyer(s) and Seller. Closing on or before January 20, 2020. For Legal Description, questions and viewing of property call Vern at 316-772-6318.

**MIDWEST LAND SPECIALISTS, INC**  
Vern Koch, Auctioneer/Realtor: 316.772.6318 or 316.283.6700  
Steve McCullough Broker: 316.288.5516 or 316.283.3300  
Photos available on [www.auctionspecialists.com](http://www.auctionspecialists.com)

**RESTAURANT EQUIPMENT & OTHER 11:00 AM**  
For detailed list and pictures check website.  
**KITTY ENTERPRISE LLC, SELLER**  
**CHARLES & LINDA LANHAM**

Note: This equipment was being used daily up until due to health reasons they decided to retire. Will sell everything wall to wall. Thank you, Vern.

**Auction Specialists, LLC**  
Newton, Kansas  
[www.auctionspecialists.com](http://www.auctionspecialists.com)  
Vern Koch, CES  
316-772-6318 or 316-283-6700  
Mike Flavin 316-283-8164  
Email: [auctions@auctionspecialists.com](mailto:auctions@auctionspecialists.com)

TERMS: Cash or check with proper ID as payment. Not responsible for theft or accidents. Announcements made sale day take precedence over printed matter. Nothing removed until settled for.



ON THE EDGE OF COMMON SENSE

## Leroy And Tom

Everybody has a Christmas that stands out in their memory like dandruff on Superman's cape! Mine was several years ago. Bah Humbug Bill, the cow buyer, made a deal on a set of cows down below Snowville.

Leroy, Tom and I were to go down, work 'em and ship 'em back home. Bah Humbug set it up for December 23. He, of course, would not be able to be there to help.

Leroy and Tom were both members of the Owyhee County Sheriff's Possum. We borrowed Albert's new blue pickup and headed out. Leroy was raised down in the country where we were goin'. He was driving and took a few shortcuts. We were on a side road going toward Strevell and Leroy had ol' Blue kicked up to 85 mph. We cautioned him about speeding.

"No sweat," he said. "The police have never patrolled this ol' road." Ten minutes later red and blue flashing lights reflected in the rear-view mirror.

"Snow plow?" asked Tom. Leroy pulled over and

stomped back to the state patrol car. He returned, started up and drove on in silence.

"Did you show him yer deputy sheriff's badge, Leroy," "We asked. "Yea," he said. "I told 'em I was takin' these two lunatics to the nuthouse down south. One of 'em thinks he's a vetinary and the other thinks he's a cowboy!"

The ticket cost him \$45! Leroy suggested I buy the gas and he'd buy us dinner at the finest restaurant in Tremonton. He asked Tom to pick up the motel bill and promised he'd treat us to a meal fit for a king! We cleaned up and went with him to the finest dining place in town. We were in a festive mood. Holly and Christmas music was everywhere. The café even had its own Santa who gave candy to the kids.

"Git anything you want, boys," Leroy encouraged us. "It's on me!" We ordered steak and lobster with all the trimmings and polished off a mince pie. Santa came over and gave us candy. We thanked Leroy for his generosity.

"Check please," he said smiling and picking his teeth. He patted his pocket confidently. Then he patted his other hip pocket. Then his front pocket and his shirt. He ransacked his coat pockets! He looked up with a look of desperation on his stricken face. "I forgot my wallet!"

Next mornin' on the way out to the ranch we stopped for clipper blades. Tom bought a new pair of blue handy man gloves with little white speckles on them.

At the ranch Leroy was mouthin' and puttin' in Ritchey ear tags; bloody work. I was preg checkin'; messy work. Tom was brandin', but he was still wearin' his old yellow gloves with holes in the fingers. He was savin' his new ones. I put on the left one and gave the right to Leroy. After workin' an hour Tom noticed my left hand.

"I've got gloves just like that. Only mine aren't covered with cow pucky," he said. He noticed Leroy's gloved right hand which was caked with blood. The light slowly dawned. "I quit!" He said. It was the third time he'd quit since 8:30 that morning!

I never worried. Those two fellers had the perfect arrangement; nobody else would work for Leroy and nobody else would hire Tom!

Merry Christmas to y'all, especially you, Leroy and Tom!

www.baxterblack.com

# Do your herd and your bank account a favor – test your hay

By Mary Drewnoski, Nebraska Extension beef systems specialist

Every year I get calls for help with balancing rations and most don't have a hay analysis. All hay of the same species is NOT created equal. For instance, smooth bromegrass hay can range from 48 to 58% total digestible nutrients (TDN) with crude protein (CP) ranging from 6 to 11% CP. This can be the difference between a growing heifer losing 0.25 lb/d or gaining 0.37 lb/d. If you were targeting the heifer gaining 1 lb/d you would need to supplement between 1.5 and 3 lb/d of dried distillers to reach this goal. At \$150/ton for dried distillers, this would be a difference in cost of \$10 versus \$20 per heifer for a 90 day period. Now multiply that by the number of heifers you have and the costs can add up quickly. If you don't know the quality of your hay, how do you pick?

Do you choose the lower rate and potentially have heifers that are not ready to breed? Or pick the higher rate and potentially spend money you

don't need to. The easy answer is neither. If you know the quality of your hay, you can make the right decision in terms of supplementation level and not spend more money than you need to.

Likewise, not all alfalfa is the same. Alfalfa can range from 11 to 18% CP and 45 to 60% TDN. If you are using alfalfa as the main hay source prior to turn out on grass for mature cows post calving, the higher quality alfalfa will result in cows maintaining body condition, but the poorer quality alfalfa will have them losing 2/3 of a body condition score a month. While one can take the "feed it and see approach," plane of nutrition post calving can have huge impacts on breeding success. Thus, this gamble can have large financial impacts.

Also, last year's hay tells you nothing about this year's hay. The growing conditions and timing of harvest are unlikely to be replicated. This year was not very good for getting hay up in a timely manner. I would suspect that more supplementation will be needed this year due to the

greater rainfall and harvest of forage in a more mature state. However, you will not know whether this is true unless a forage analysis is conducted.

I hope I have convinced you that spending the time and money to test hay is well worth the investment. Now it is time for me to tell you how to get a sample that will be useful. The biggest source of error when it comes to hay analysis is the sample that was obtained. A grab sample from a bale is not very useful as it represents about one square foot in the field. It is important to use a hay probe to get a sample.

Don't have a hay probe? That is okay. You can borrow one from Extension. Want to save yourself from making a special trip to town each year to borrow one? Then buy your own. You can get one for a couple hundred dollars. This cost is easy to make back in supplement saved or animal performance gained. The National Forage Testing Association has a list of hay probes and companies that sell them.

## Farmers & Ranchers AUCTIONS EVERY MONDAY & THURSDAY

**Selling Cattle every Monday Hog Sales on 2nd & 4th Monday of the month only!**

RECEIPTS FOR THE WEEK TOTALED 6,475 CATTLE.

STEERS		HEIFERS	
400-500	\$172.00 - \$191.00	400-500	\$148.00 - \$154.00
500-600	\$163.00 - \$183.00	500-600	\$142.00 - \$150.00
600-700	\$148.00 - \$166.00	600-700	\$133.00 - \$144.00
700-800	\$147.00 - \$163.00	700-800	\$130.00 - \$140.60
800-900	\$143.00 - \$153.00	800-900	\$131.00 - \$137.00
900-1,000	\$138.00 - \$146.00		

**TUESDAY, DECEMBER 3, WEANED/ VACCINATED SALE**

STEERS	
7 blk	Tescott 446@191.00
4 blk	McPherson 453@190.00
11 blk	Ellsworth 460@189.00
14 blk	Newkirk, OK 493@188.00
2 blk	Russell 410@186.00
4 mix	Minneapolis 443@183.50
29 blk	Tescott 527@183.00
22 blk	Kingman 449@183.00
3 blk	Geneseo 450@182.00
24 mix	Ellsworth 514@181.00
3 blk	Russell 477@180.00
2 mix	Garden Plain 363@180.00
6 blk	Alma 520@179.00
21 blk	Claffin 555@178.00
15 blk	Lincoln 539@178.00
6 blk	Lost Springs 511@178.00
2 blk	Herington 518@177.00
3 rwf	Tescott 530@176.00
21 blk	Tescott 541@175.00
14 mix	Kaw City, OK 505@175.00
5 mix	Garden Plain 498@175.00
8 blk	McPherson 549@174.00
19 blk	Hutchinson 566@174.00
46 blk	Kingman 582@173.75
36 blk	Tescott 599@172.25
2 mix	Hesston 485@172.00
2 blk	Howard 558@172.00
7 mix	Garden Plain 561@169.50
16 mix	Marquette 587@169.00
6 blk	Lost Springs 572@168.00
5 char	Abilene 580@167.00
33 mix	Ellsworth 608@166.00
23 blk	Minneapolis 638@165.50
10 blk	Piedmont 597@165.00
22 blk	Geneseo 606@164.00
46 blk	Tescott 629@163.00
22 blk	Tescott 724@163.00
51 blk	Tescott 674@162.75
55 blk	Claffin 688@162.00
23 mix	Claffin 604@161.00
46 mix	Ellsworth 710@159.75
7 blk	Herington 717@159.75
6 blk	Solomon 603@159.00
6 mix	Lost Springs 603@159.00
9 mix	Minneapolis 715@157.00
7 blk	Geneseo 682@156.00
18 mix	Marquette 651@155.00
35 blk	Claffin 778@152.10
5 blk	Piedmont 729@152.00
10 blk	Delphos 715@150.50
10 blk	Delphos 792@150.50

**THURSDAY, DECEMBER 5 SALE:**

STEERS		HEIFERS	
10 blk	Beverly 420@187.00	3 blk	Hutchinson 377@153.00
2 blk	Augusta 338@186.00	10 blk	Galva 422@152.00
29 blk	Tescott 410@180.00	4 blk	Hutchinson 441@149.00
5 mix	Hutchinson 474@179.00	6 char	Hutchinson 473@148.00
10 mix	Culver 522@178.00	10 blk	Beverly 400@147.00
33 mix	Galva 510@178.00		
3 blk	Salina 437@175.00		
2 blk	Galva 398@175.00		
3 blk	Valley Center 442@174.00		
4 blk	McPherson 531@169.00		
6 blk	Munden 575@169.00		
26 blk	Beverly 542@168.50		
2 blk	South Hutchinson 560@168.00		
4 blk	Lehigh 556@166.00		
5 blk	Augusta 518@165.00		
3 blk	Marquette 548@165.00		
49 blk	Beverly 594@163.00		
12 blk	Ellsworth 582@162.00		
5 blk	Shidler, OK 529@161.00		
38 mix	Galva 604@159.50		
11 blk	Pretty Prairie 604@159.00		
2 blk	South Hutchinson 615@157.00		
11 blk	McPherson 610@157.00		
5 blk	Lindsborg 601@156.00		
3 mix	Hutchinson 627@156.00		
20 blk	Brookville 641@155.00		
4 blk	Inman 655@154.00		
11 blk	Bennington 622@154.00		
11 mix	Wilson 660@152.00		
128 blk	Lincoln 797@150.50		
60 blk	Lincoln 864@150.25		
8 blk	Munden 688@150.00		
19 blk	Pretty Prairie 687@148.50		
4 blk	South Hutchinson 738@148.00		
16 blk	Galva 727@148.00		
12 blk	Marion 894@146.00		
64 blk	Hope 856@146.00		
56 mix	Hope 933@146.00		
120 mix	Hope 908@144.85		
61 mix	Hope 869@144.75		
25 blk	Barnard 923@144.00		
17 blk	Smolan 715@144.00		
4 blk	Galva 881@144.00		
12 blk	Little River 880@144.00		
6 blk	Clay Center 984@139.00		

**UPCOMING SALES:**  
**SPECIAL COW SALES: SALE STARTS at 11 AM • Tuesday, Dec. 17 • Tuesday, Jan. 21 • Tuesday, Feb. 18 • Tuesday, March 17 • Tuesday, April 21 • Tuesday, May 5**  
**WEANED/VACC. SALE: SALE STARTS at 11 AM • Tuesday, Jan. 7 • Tuesday, Feb. 4**

**IN STOCK TODAY:**

- Heavy Duty Round Bale Feeders
- 6'8" x 24' GOOSENECK STOCK TRAILER METAL TOP
- 6'8" x 24' GOOSENECK STOCK TRAILER
- 42' ROUND BALE DUMP TRAILERS
- HEAVY DUTY FEED BUNKS (Silage & Grain)
- HEAVY DUTY 5000# GRAIN TOTE

## Livestock Commission Co., Inc. Salina, KANSAS

**SALE BARN PHONE: 785-825-0211**  
**MONDAY — CATTLE • HOG SALE 2nd & 4th MONDAY**  
 Hogs sell at 10:30 a.m. on the 2nd & 4th Monday of the month.  
 Cattle at 12:00 Noon. Selling calves and yearlings first, followed by Packer cows and bulls.

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

**AUCTIONEERS: KYLE ELWOOD, BRANDON HAMEL & GARREN WALROD**  
 For a complete list of cattle for all sales check out our website [www.fandrive.com](http://www.fandrive.com)

**CATTLE USA.com LIVE CATTLE AUCTIONS**  
**FARMERS & RANCHERS HAS SWITCHED BACK to Cattle USA.com for our online auctions.**

**\*\*Last Thursday Auction of the Year will be Thursday December 19th**  
**\*\*Last Monday Auction will be Monday December 23rd**

**We want to wish everyone a very Merry Christmas and a Happy New Year.**

**We would also like to THANK ALL OUR CUSTOMERS for allowing us to market your animals and we are looking forward to serving you next year!**

5 blk	Little River	435@146.00	53 mix	Whitewater	846@136.35
12 blk	Beverly	475@146.00	13 blk	Munden	644@136.00
4 blk	Munden	486@144.00	8 blk	Augusta	481@136.00
6 mix	Lincoln	671@144.00	8 blk	McPherson	527@136.00
6 blk	Brookville	479@144.00	13 blk	Munden	597@135.00
5 blk	Tescott	485@143.00	5 blk	McPherson	628@135.00
111 mix	Whitewater	760@140.60	12 blk	Smolan	712@135.00
34 blk	Galva	539@140.00	18 blk	Galva	617@134.75
16 blk	Hutchinson	523@140.00	13 blk	Lehigh	613@134.00
7 mix	Clay Center	754@139.50	3 char	Hutchinson	775@134.00
3 char	Hutchinson	572@139.00	11 blk	Brookville	613@134.00
13 blk	Aurora	505@138.00	2 mix	Gypsum	733@133.00
11 blk	Marion	730@138.00	5 blk	Hutchinson	625@133.00
6 blk	South Hutchinson	608@138.00	19 blk	Newton	663@132.00
51 blk	Beverly	549@138.00	18 blk	Beverly	624@132.00
5 blk	Bennington	481@138.00	5 blk	Ellsworth	657@131.00
54 mix	Hillsboro	672@137.50	4 blk	Galva	849@130.00
10 blk	Marion	806@137.00	13 blk	Brookville	640@129.00
64 mix	Beloit	818@137.00			

**EARLY CONSIGNMENTS FOR THURSDAY, DECEMBER 12**  
 75 blk & char s&h 750-900 home raised long weaned, 36 blk&red angus s&h 400-600 home raised 45 days weaned/vacc, 99 str 750-900 home raised long weaned running out vacc, 44 hrs 650-800 home raised long weaned running out vacc, 120 blk str 700-850 home raised long weaned vacc, 50 blk hrs 500-550 long weaned vacc green, 39 blk hrs 500-650 long weaned off cover crop, 70 red angus s&h 600-700 weaned 45 days 2 rnd vacc, 18 str 500-600 30 days weaned home raised bunk broke, 30 s&h 800-850 long weaned, 83 s&h 400-700 home raised 2 rnd fall vacc, 120 mostly blk str 850-875 no sort, 130 char s&h 600-800 home raised, 95 mostly blk s&h 500-650, 48 angus s&h 500-700 weaned 30 days, 25 blk s&h 600 home raised weaned Sept vacc, 8 s&h 600 weaned 45+ days fall vacc, 70 hrs 750 long weaned, 23 mostly str 750 long weaned off grass **PLUS MORE BY SALE TIME.**

**EARLY CONSIGNMENTS FOR TUESDAY, DECEMBER 17 COW SALE:**  
**BULLS:** 6 blk balancer bulls 14-18 months semen & trich tested. **BRED HEIFERS:** 25 blk hrs bred to blk angus sons of Ten X start Jan 29th, 17 bwf hrs bred to blk angus son of Stetson start Feb 14th, 125 red angus heifers Colorado origin extra fancy very gentle bred to registered red angus lbw bull, 68 blk angus hrs AI bred to Comrade start Feb 5th, 120 blk hrs AI bred to Barrett home raised, 30 blk hrs bred to red angus Harms bulls start Feb 1st, 85 red angus hrs Montana origin bred to angus bulls with neg EPD's start Feb 15th for 60 days. **COWS:** 125 blk cows 3-4 yrs Wyoming origin bred black, 15 cows 3-4 yrs bred to simm angus bulls Feb-March calvers, 35 cows 5-7 yrs bred to simm/angus bulls Feb-Mar calvers, 70 blk cows all ages bred black, 35 blk cows 4 yrs old bred to simm/angus bulls, 160 blk & red angus 3-4 yrs bred blk & red angus for Jan/Feb calves, 10 5 yr old angus cows bred to Wooden Cross char bulls, 5+5 5 yr old angus cows with Wooden Cross char sired calves, 180 red & blk cows 3-5 yrs spring calvers, 17 blk angus cows 5-6 yrs bred simm/angus Jan calvers, 80 blk/red/char cows 3-6 yrs bred to blk/red angus, 200+200 blk/bwf pairs 3-5 yrs big AI sired angus calves, 80 blk cows 3-5 yrs, 40 blk/bwf cows 3-6 yrs bred horned Hereford or blk simm March 15th for 60 days, 45 blk/bwf cows 4-8 yrs bred to blk angus or Hereford, 15+15 fall pairs blk/bwf blk calves 5-7 yrs, 13 blk/red cows 6-8 yrs bred blk or Hereford, 50 red angus X cows 4-8 yrs bred to 7/8 red angus 1/8 simm bull, 51 blk cows and pairs bred to blk bulls, 9 blk cows 3-7 yrs, 4 angus cows running age bred to angus bulls, 17 blk cows 5-6 yrs, 17+17 blk/bwf cows 3-4 yrs old AI sired September calves AI sired by Red Angus bulls, 20 blk cows 5-8 yrs bred to Gardiner bulls, 44 blk cows 3-5 yrs bred to blk angus bull start Feb 20th for 70 days, 44 blk cows solid mouth bred Charolais Feb/Mar calvers, 18 blk older cows heavy bred, 11 registered simm/angus cows 3-4 yrs bred to angus or simm/angus bulls, 5+5 older red angus pairs, 20 angus cows 3-8 yrs bred angus March 1 for 60 days, 8 blk cows 3-6 yrs bred angus bull spring calvers **PLUS MORE BY SALE TIME.**

For information or estimates, contact:

**Mike Samples, Sale Mgr., Cell Phone 785-826-7884**  
**Kyle Elwood, Asst. Sale Mgr., Cell Phone 785-493-2901**

Jim Crowther 785-254-7385 Roxbury, KS	Lisa Long 620-553-2351 Ellsworth, KS	Cody Schafer 620-381-1050 Durham, KS	Kenny Briscoe 785-658-7386 Lincoln, KS	Kevin Henke H: 785-729-3473, C: 785-565-3525 Agenda, KS	Austin Rathbun 785-531-0042 Ellsworth, KS
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**Cattle Sale Broadcast Live on [www.cattleusa.com](http://www.cattleusa.com) 1150 KSAL, Salina 6:45 AM - MON-FRI \* 880 KRVN 8:40 AM - WED-THURS. \*550AM KFRM - 8:00 am, Wed.-Thurs.**

