

Timely marketing of cull cows can add value

By Glenn Selk, Oklahoma State University Emeritus Extension Animal Scientist

Cull cows represent approximately 20% of the gross income of any commercial cow operation. Cull beef cows represent 10% of the beef that is consumed in the United States. Therefore, ranchers need to make certain that cow culling is done properly and profitably.

Selling cull cows when they will return the most income to the rancher requires knowledge about cull cow health and body condition. Proper cow culling will reduce the chance that a cow carcass is condemned at the packing plant and becomes a money drain for the entire beef industry.

Sell cows when they are in moderate body condition. Send older cows to market before they become too thin. Generally, severely emaciated cattle have lightly muscled carcasses with extremely small ribeyes and poor red-meat yield. This greatly lessens the salvage value of such animals. Just as importantly, emaciated cattle are most often those which "go down" in transit, as they lack sufficient energy to remain standing for long periods of time.

Cow slaughter facilities are often located many miles from Southern Plains ranches. Therefore, the cows are hauled long distances and for long pe-

riods of time before being harvested. Severe bruising, excessive carcass trim, increased condemnations, and even death are the net results of emaciation.

Very thin cows have a low dressing percentage (weight of the carcass divided by the live weight). Because of these factors, cow buyers will pay less per pound for very thin, shelly, cull cows. In addition, thin cows will weigh less. As you combine these two factors (weight and price per pound), thin cull cows return many fewer dollars at sale time than if the cow was sold when in moderate body condition.

If they are already too thin, a short (45 to 60 days) time in a drylot with a high quality feed will put condition back on the cows very efficiently. There is no need to put excess flesh or fat on cows. They become less efficient at converting feed to body weight after about 60 days and the market will not pay for excessive fatness on cows.



Support Kansas Farmers

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This billboard was erected near Great Bend as a response to one placed by PETA following a truck accident that killed several pigs.

Kansas ag groups support pig farmers

The Kansas Pork Association, Kansas Soybean Commission, Kansas Corn and Kansas Farm Bureau are working to support Kansas pig farmers by placing a billboard celebrating bacon in Great Bend. The billboard, which went up on December 18, provides a positive image of the pork industry following a truck accident in the area in which sever-

al pigs were killed. Following the incident, People for the Ethical Treatment of Animals, a Washington, D.C.-based group, announced plans to place a billboard in the area that proclaims, "I'm ME, Not MEAT. See the Individual. Go Vegan."

"This was an unfortunate accident; however, this is taking things to the

extreme," said Art Sauder, a Great Bend pig farmer and chairman of the Kansas Pork Association.

As farmers, we are committed to providing the best in safety and health for the animals, Sauder said. We do understand that we are in an era when more people are asking about farming and are more concerned with ani-

mal welfare, he added.

"We welcome the questions," Sauder said. "It provides an opportunity for us to tell our story," he added.

To see more about modern pig farming, go to porkcares.org. To find a new pork recipe, visit on eatpork.org.

Advertisement for Heart Mill Iron Ranch Products featuring range cubes and pellets. Text: "The HIGH PROTEIN and FAT in our products brings a NEW DYNAMIC to the Livestock Feed Market. 28% DDG range cubes and pellets (7/8 and 5/16). All natural 8% fat. Also available in 200# lick tubs. \$350/ ton your cost in 1 ton tote bags, loaded on your pickup or trailer. Delivery available for fee, semi loads or half loads includes delivery w/ 75 mi. of Woodbine, KS. These are DGI manufactured high quality products. Heart Mill Iron Ranch Products 785-366-0962"

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

For our 1st sale of 2020 we had a nice run of high quality cattle finding good interest from local and out of state buyers. Light steer and heifer calves were selling \$5-\$7 higher. Feeder weight cattle were selling at fully steady prices with good demand. Cull cows sold \$2 higher.

Table listing livestock prices for STEER CALVES (375-250 LBS.) and HEIFER CALVES (375-550 LBS.) with columns for location, count, and price.

Table listing livestock prices for BABY CALVES, COWS & HEIFERETTES (850-1,850 LBS), and BULLS (1,550-2,125 LBS.) with columns for location, count, and price.

Table listing livestock prices for STEERS (550-925 LBS.) and HEIFERS (550-850 LBS.) with columns for location, count, and price.

SPECIAL STOCK COW AND BRED HEIFER SALE WED., JAN. 15 • STARTING 11:00 AM

- BRED 1st CALF HEIFERS
• 60 fancy gentle Angus 1st calf OCV hfrs, bred to Harms Comrade sons for March 1, 30 day calving period. 2 rds shots & wormed.
• 35 Fancy Red Angus, one ranch origination, 1st calf OCV hfrs, sired by 5-L Red Angus bloodline, AI bred to KCC Excellence to calve Feb. 15th, cleaned up with Mushrush & Kneibel LBW bulls for 60 days, 1st rd scourguard.
• 35 Big fancy Angus 1st calf 1/8 Simm hfrs, AI bred to Hoover Dam LBW Angus, due Mar. 20 for 20 day calving period. All shots incl. 1st rd Scourguard.
• 20 home raised Angus 1st calf OCV hfrs. AI bred May 1 to Barrett's Bud son of BAR EXT Traveler 205, due Feb. 7. Clean-up bull turned in 60 days to sons of Barrett's Overdrive 4856 for 60 days. Freeze branded, all shots, 2 rds ScourBos & wormed.

EARLY CONSIGNMENTS FOR JAN. 10
• 60 home raised blk & blk baldy str, weaned Oct. 1, 3 rds shots, 800-825 lbs.
• 40 home raised blk & blk baldy str, weaned Oct. 1, 3 rds shots, 650-750 lbs.
• 70 Hereford str & hfrs, weaned Oct. 16, all shots, 600-700 lbs.
• 38 blk, bwf and rfw str & hfrs, weaned Nov. 25th, bunk broke, 700-800 lbs.
• 9 blk Angus str & hfrs, weaned Dec. 1st, worked, vacc., bke, electric, fence & water broke.
• 81 choice reputation Angus str & hfrs, weaned Nov. 15th, 2 rds shots, 550-750 lbs.
• 88 blk str, 750-875 lbs.
• 18 blk hfrs, 750-800 lbs.
• 22 bwf & rfw str & hfrs, 2 complete rds shots, weaned 75 days, poured. 700-800 lbs.
• 18 blk str & hfrs, weaned Nov. 1st, bunk broke, 2 rds shots, 550-650 lbs.
• 7 blk str & hfrs, 2 rds shots, long weaned, 600-750 lbs.
• 80 Angus str & hfrs, long weaned, shots, 550-700 lbs.
• 20 blk str, long weaned, shots, 600-800 lbs.
• 15 Red Ang hfrs, shots, long weaned, 600-750 lbs.
• 32 blk str, weaned Oct., all shots, 700-750 lbs.
• 160 choice rep. blk str & repl. qual. hfrs, wean. 70 days, 2 comp. rds shots, 550-750 lbs.

- BRED COWS
• 10 Char & Angus cows, 4-7 yrs w/ Sept. Crossbred calves by side. Calves have had 7 Way, Bovishield Gold, castrated. Cows bred back Char bull.
• 126 Fancy Angus 2nd calf hfrs, 3 yrs, bred to Conneally & Krebs Angus bulls to start calving Mar. 20 for 60 day calving period. All shots incl. Scourguard.
• 3 SimmAng, 3 yrs, bred Simm bull for Mar.-April.
• 30 blk & bwf cows, 3-5 yrs, bred Angus, heavy Springers to calve thru Mar. 1.
• 8 AI sired Angus cows, 6 (7-10 yrs) 2 (4 yrs) bred Vering Angus bull for Mar.-April calves.
• 20 blk cows, 6 yrs to SS, bred Ferguson Angus bulls May 1.
• 9 Heref cows, 4-5 yrs, bred Heref bull for Feb. 20-April 20 calving. Bovishield Gold VL5/ Vision 7/ ScourBos 9/ injectable Dectomax.

EARLY CONSIGNMENTS FOR JAN. 31
• 265 blk str & hfrs, 2 rds shots, bunk broke, weaned 90 days, 500-700 lbs.

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

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Table listing Field Representatives: JOHN CLINE, BRENT MILLER, MERVIN SEXTON, TOM TAUL, BRYCE HECK, SAM GRIFFIN, ALAN HUBBARD, JEFF BROOKS, DAN COATES, ANDREW SYLVESTER, BURNS, OLSBURG, BEATTIE, BALDWIN, WAMEGO, etc.

Demand driver – Tom Jones and his Hy-Plains team keep feeding, learning and showing the way to better

By Miranda Reiman, Certified Angus Beef LLC
If they set the bar there today, by tomorrow, they'll raise it higher. That's the kind of feedyard Tom Jones manages. It's the kind of person Jones is.

In 1999, he and investors bought a 28,000-head yard near Montezuma, and immediately began doing business as Hy-Plains Feedyard LLC. Two decades later he still makes his living on the business, but that looks different today than it did then. It may look different next year, or even next month.

"We have cattle grading 100% Choice, and now we are working on the Prime. So what is the next demand driver going to be?" Jones asks. "We have to look to our new customers, and they are looking for transparent, wholesome food. They are looking for traceability, so those are some of the things I'm looking for in the future."

That attitude, and the actions behind it, earned Hy-Plains Feedyard the 2019 Certified Angus Beef® (CAB®) Progressive Partner Award.

Good of the industry
Coming off a good year in 2014, the business was



Tom Jones says, "You have to own something in your life. It doesn't matter if you own the job where you are working or you buy land or own your business. Own what you do."

in a strong financial position. Having expanded twice before — first to 35,000, then to the current 50,000 head — Jones wasn't interested in building more pens or buying new feed trucks. Instead of traditional capital outlays, he decided to make a long-term, far-reaching investment.

It took some time to get it just right, but in 2017 the company opened its Hy-Plains Education and Research Center.

"We felt it was time. The industry has changed over the last seven years; the genetics have changed. Our ability to study cattle, collect data and see how

that affects performance has changed," Jones says.

The center is part research, part demonstration facility, part communal office space, but all grounded in sharing knowledge and growing more of it.

"If we can study our lessons, we can make a huge difference," he says. Jones enjoys feeding cattle for commercial and registered Angus customers because they're the ones who "influence change in the industry."

On any given day, staff from ABS might use one office, while next door, veterinary professionals analyze data they're gathering at the yard. Those would be staff from the Hays, Kan.-based Veterinary Research and Consulting Services (VRCS).

"The facility, with the managers and Tom's visionary thinking and ability to think outside the box, it allows us the avenue to try different things, different products and different management strategies to give us valid results that will help us make improvements all along the



Hy-Plains staff take the time to work cattle as quietly as possible. It's not a timed event.

Photos by Miranda Reiman

production chain," says Miles Theurer, research director for VRCS and Hy-Plains Feedyard.

Cattle feeder turned tour guide

They're able to find new answers, while externally sharing answers the industry already knows.

"We do have a great story to tell, it's just hard to find the time to do it," Jones says.

So they make time. "My biggest desire was to be able to bring in a busload of fourth-graders and have them watch us process cattle," he says.

Jones hosts the leadership from McDonald's and Carl's Jr. in the same place where 120 elementary students from neighboring schools come out for a field day. One day he's tackling global environmental challenges as a member of the U.S. Roundtable on Sustainable Beef, and the next he's training

college-age interns.

They all get the same version of Jones — someone who is focused, competitive and serious about providing the best care he can for the cattle in his yard.

A push to get better
Don't ask how many cattle they can work in an hour.

"Processing cattle is not a timed event," Jones says definitively. "When we spend time teaching stockmanship skills to our employees, the cattle are not stressed. They are more comfortable so they perform better. We work as quietly as possible."

It takes extra work and hours to collect data and to do it right.

"These people we have on staff are very interested in making a difference," Jones says.

His push to get better and desire to win are as much a part of how he was

raised — and the people who mentored him along the way — as they are a personal philosophy.

From his own dad, the farm boy learned hard work and getting by with less. As a cattle buyer for IBP (now Tyson) and then Hy-Plains Dressed Beef, Jones learned about business. Working for feeding pioneer Earl Brookover, first as a pen rider when he was young and later managing Brookover Ranch Feedyard, Jones saw the importance of setting an example worth following.

"You have to own something in your life. It doesn't matter if you own the job where you are working or you buy land or own your business. Own what you do," he says.

When cattle leave Hy-Plains Feedyard, Tom Jones knows his name is on every single one. It weighs on him to reach a little higher each day.

As the world celebrates New Year, American cattlemen celebrate new trade deals

National Cattlemen's Beef Association (NCBA) president Jennifer Houston on Jan. 1 said regarding the new trade deals with Japan and the European Union (EU), which went into effect on New Year's Day:

"As the clock struck midnight and revelers around the world popped champagne and toasted the new year, American cattle producers had two big reasons to celebrate. That's because the New Year brings new opportu-

nities and better access to two of our major export markets: Japan and the EU.

"The new deal with Japan today immediately lowered the tariff on U.S. beef from 38.5% to 26.6%, and it will eventually drop to 9%. Most importantly, it keeps us at the same tariff rate as other international beef producers who export to Japan under the Trans-Pacific Partnership.

"Our new deal with the EU today establishes a duty-free quota for high-quality U.S. beef from non-hormone treated cattle. Under the terms of this agreement, the

U.S.-specific annual quota will increase from 18,500 metric tons (mt.) in the first year to 35,000 mt. in year seven. The Office of the U.S. Trade Representative estimates that this quota will increase annual U.S. beef sales in Europe from \$150 million to \$420 million.

"NCBA is proud to have worked very hard to build support for the increased access to Japan and Europe that we celebrate today, and we're going to continue working hard to improve access to lucrative international markets like China — and to finalize approval of

the U.S.-Mexico-Canada Agreement (USMCA) as soon as possible in 2020. Happy New Year!"

Fighting hunger locally

A recent report from USDA's Economic Research Service (Household Food Security in the United States in 2018) revealed that the prevalence of food insecurity declined nationwide, for the first time, to the pre-recession (2007) level of 11.1%. In other words, during the last few years, more U.S. households are becoming food-secure — meaning they have access to enough food for an active and healthy lifestyle.

In non-metropolitan or rural areas, the rate of food insecurity has also declined during the past few years and is currently 12.7% (down from 15% in 2016). Despite this progress, work remains to be done, which is why state and county Farm Bureaus across the nation continue to fight hunger in local communities.

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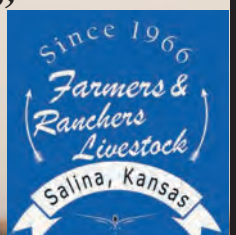
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NOTE: This auction has something for everyone from guns, tractor, mower, vintage, antique, shop tools, etc. Most in good to excellent condition. Sales tax applies. INSPECTION sale day beginning 9 AM. FLL rules, guns to KS residents only.

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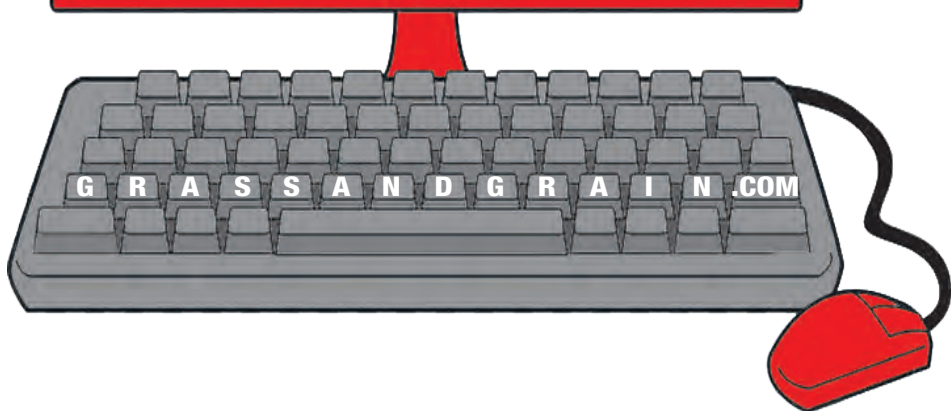
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Wildcat Extension Education Foundation slates inaugural fundraiser

The Wildcat Extension Education Foundation will host an inaugural fundraising event on Thursday, January 16th at the Cedar Barn Event Center in Parsons. The evening will include a social hour starting at 5:30 p.m. followed by a dinner and auction at 6:30 p.m. "The goal for this fundraising event is to raise enough money to cover 4-H program fees for kids in our district," said Julie Voelker, foundation chair. "This is the first goal we've set as a newly formed

foundation." Former Crawford County 4-H'er Amy (Brown) Dronberger, Ph.D. is the current Director of Research Programs at Oklahoma State University and is strong advocate of the program. "Participating in 4-H was instrumental during my youth and the impacts of lessons learned have lasted well into my professional career. From the time I was seven years old, 4-H provided opportunities for public speaking, teamwork and volunteer-

ing," Dronberger said. "The 4-H program also afforded me the development of work ethic, sportsmanship, professionalism and record keeping. Each of these areas are life skills that could not be garnered solely through a classroom setting and are characteristics I truly utilize every day of my career. I'm so thankful to have rooted these skills at such a young age with 4-H." Kansas Shrine Bowl director B.J. Harris also shared the impact

of 4-H in his adult life. "What's great about the lessons learned while in 4-H is the fact that we didn't even realize we were learning lifelong skills. Hard work, determination, perseverance, creativity and so much more. I even apply parliamentary procedures learned in 4-H to board meetings today," Harris said. "I'm positive that my 12 years involved in 4-H had a significant impact on my life and has helped mold me into the person what I am." There are currently

over 700 active 4-H'ers in the Wildcat District which includes Crawford, Wilson, Montgomery and Labette counties. Tickets for the fundraising event are available for \$45 each and may be reserved online at <http://bit.ly/foundationgala>. Sponsorship opportunities are also available and donations are welcome. The Wildcat Extension

Education Foundation is a 501(c)(3) organization that exists to encourage educational and research endeavor and to promote public awareness and financial support for the Wildcat Education. For more information, please contact Cheri Nelsen, K-State Research and Extension Wildcat District Interim Director at 620-378-2167.

Future CAB honorees wanted

By Miranda Reiman
To keep the Certified Angus Beef® (CAB®) brand humming along at a pace that sells four tons each minute, it helps to recognize the good people and ideas that make it happen.

market rewards for supplying the CAB brand and have their sights set on creating even more," said Miranda Reiman, industry information assistant director for the brand. Here are the categories for the awards:

and overall CAB acceptance rate. Nominations are invited from the ranks of seedstock breeders, commercial producers and feedyards, as individuals or cattle companies. The Progressive Partner award recognizes those who have found the most innovative and effective ways to add value to high-quality cattle. It could be a unique marketing approach or a new application of technology, for example. Nominees may come from any segment of the industry and may be recognized as

individuals or organizations. Nominations can be made via a simple online application at: <http://www.cabpartners.com/news/2017-CAB-Producer-Award-Nomination-Form.doc>. CAB will notify winners later this spring, who will then be formally recognized at the brand's annual conference Sept. 27-29 in Nashville, Tenn.

For more information, contact Kara Lee at 812-653-0020 or klee@certifiedangusbeef.com

The 114th National Western Stock Show opens January 11

The National Western Stock Show (NWSS) is just one day from the annual Kick-Off Parade presented by Arrow Electronics, launching the 114-year-old Colorado tradition in Denver. The historic Stock Show Parade trots through the streets of downtown Denver on Thursday, Jan 9, at noon. The procession will be led by this year's parade grand marshal, Jake Jabs.

baby animals, and acres of food and shopping, including the Chevy display in the main expo hall. The NWSS will host nearly 30 professional rodeo performances, world-class horse shows and the "Super Bowl" of livestock shows. There will be more than 15,000

head of livestock and horses that pass through the grounds, with 25 different breeds of cattle and six other species, including miniature cattle, goats, lambs, alpacas, llamas and poultry. Visit www.nationalwestern.com for more information.



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Pottawatomie County Conservation District to hold annual meeting

Friends of conservation are cordially invited to attend the 74th Annual Meeting of the Pottawatomie County Conservation District on Saturday, January 25, 2020. The meeting begins with a complimentary meal at 12:00 p.m. at the St. Joseph Catholic Parish Hall in Flush.

Conservation award winners and student contests award winners will be honored. A short business session will be held. Two supervisors will be elected by secret ballot to hold an office for a term of three years.

Please RSVP for an accurate meal count by Tuesday, January 21, 2020 at (785) 457-3398 or stop by their office.



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REAL ESTATE AUCTION

2,574 ac. m/l of NE Geary & W. Wabaunsee County, KS Ranch Land
MONDAY, FEBRUARY 17, 2020 — 1:30 PM
Auction Location: The American Legion Hall, 114 McCall Rd. MANHATTAN, KANSAS 66502

TRACT 1: 9868 Hwy. 177, Alta Vista, KS (approx. 14 mi. south of Manhattan, KS) 904.96 acres, M/L, in Section 21, lying west of Hwy. 177, a parcel of land in the Southwest Corner of Section 16, lying west of Hwy. 177 and a parcel in the East Half of Section 20, all in Township 12 South, Range 8 East, Geary County, KS. *Tract 1 consists of 904.96 acres, M/L, of which 117.38 are considered cropland acres per FSA records. The balance of acreage consists of native grass pasture, some meadows, 2 creeks, some wildlife habitat, a large, vintage stone barn, a farmstead with an older 2 story, 1 bath home, machine shed and a 3 car, unattached stone-wall garage. This property has well water plus ponds & spring in the pasture area. Tract 1 is bordered on the east by KS Hwy. 177 & on the west by Old Hwy. 13.*

TRACT 2: 281.61 acres, M/L, located on the east side of Hwy. 177, just east of Tract 1, with a larger parcel in the East Half of Section 16 and a small parcel in the Northeast Corner of Section 21, all in Township 12 South, Range 8 East, Geary County, KS. *Tract 2 has 38 cropland acres planted to cool and full season grass for hay with the balance being native grass pasture with some meadow. Tract 2 has pond and spring water. This property is bordered partially on the west by Hwy. 177 and on the north by Old Hwy. 18.*

TRACT 3: 402.42 acres, M/L, located 2 1/2 miles west of Tract 1 on the east and north side of Florence Rd. in Section 19, Township 12 South, Range 8 East, Geary County, KS. *Tract 3 has 14 acres considered cropland, which is hay-land with the balance in native grass pasture and meadows with some good wildlife areas.*

TRACT 4: 230.72 acres, M/L, across Florence Rd. from Tract 3. *Tract 4 is on the west and south side of Florence Rd. There are 77 acres considered crop acres, which are either being tilled or used for hay. The balance of acreage is a large, wooded area with creek, bluff and native pasture with very good wildlife habitat.*

TRACT 5: 301.33 acres, M/L, located west of Tract 1 on the west side of Old Hwy. 13. *The Southwest Quarter and a parcel in the Southeast Quarter, all in Section 20, lying west of Old Hwy. 13 and the North Half of the Northeast Quarter of Section 29, west of Old Hwy 13, all in Township 12 South, Range 8 East, Geary County, KS. Tract 5 consists of native grass pasture with some wooded draws, pond water and an older 2 story home, which has not been inhabited for several years. This property is bordered on the west by Tract 3.*

****TRACT 6: 2,122 acres, M/L**
A combination of Tracts 1 thru 5.
TRACT 7: 76.24 acres, M/L, located 1 1/2 miles south of Tract 1, on the northwest corner of Hwy. 177 and Lower McDowell Rd. *The East Half of the Southeast Quarter of Section 28, Township 12 South, Range 8 East, Geary County, KS. Tract 7 consists of 27.46 acres of tilled cropland with the balance in meadow and a small, wooded draw. There is 1/2 mile of Hwy. 177 frontage and 1/4 mile of Lower McDowell Rd. frontage. Rural water line goes by Tract 7. This has very good building site potential.*

TRACT 8: 315.71 acres, M/L, located 2 miles west of Tract 7 on the south side of Lower McDowell Rd. *The East Half of the Northeast Quarter of Section 31, the Northwest Quarter and the West Half of the Northeast Quarter of Section 32, all in Township 12 South, Range 8 East, Geary County, KS. Tract 8 has 52 acres of highly productive cropland with the balance in native pasture, meadow, creek and timber with excellent wildlife habitat. This property has 1 mile Lower McDowell Rd. frontage and 1/2 mile Pepper Hill Rd. frontage.*

TRACT 9: 37.68 acres, M/L, located just north of Tract 8 on the northeast corner of Lower McDowell Rd. and Florence Rd. *This property has 12 acres of highly productive, bottom type land with the balance in meadow, oak timber and creek.*

TRACT 10: 22 1/2 acres, M/L, located just north of Tract 1 to Old Hwy. 18, then 2 1/2 miles east on the south side. *A part of the North Half of the Northeast Quarter of Section 14, Township 12 South, Range 8 East in Wabaunsee County, KS. Tract 10 has 16.24 acres of upland cropland with the balance in a wooded tree area and waterway.*

Auctioneer's Note: Take advantage of this Rare Opportunity to purchase a Picturesque Piece of the Flint Hills, close to Manhattan, KS. History abounds on portions of this property! Parcels of this land have been in the Fechner family over 150 years. This property will be offered in tracts that will make it available for various buyers. See Website for Drone Footage. Come take a look!

For more info or viewing, please call John E. Cline, 785-532-8381

Terms & Possession: The Seller requires 10%, non-refundable earnest money day of sale with the balance to be due on or before April 2, 2020. Seller and Buyer to split the title insurance and closing costs of Kansas Secured Title. Sale is not contingent upon buyer obtaining financing. 2020 taxes to be prorated to date of closing. Statements made sale day take precedence over printed material. Sale subject to Seller's confirmation. **Cline Realty and Auction, LLC represents the Seller's interests.** The above legal descriptions are partials. The exact legal descriptions to appear on the deeds.

SELLER: A. LEROY FECHNER ESTATE
Auction Conducted By: **CLINE REALTY & AUCTION, LLC**
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Signature: _____

Mail to: P.O. Box 1009, Manhattan, KS 66505
OR Stop by the office: 1531 Yuma St., Manhattan, KS 66502
1-877-537-3816

Grass & Grain, January 7, 2020
Winter Water Technology Expo in Garden City on January 9

Farmers and ranchers in southwest and south-central Kansas who want to learn more about improving their bottom line through water management tools, soil moisture monitoring, crop selection and other technologies are invited to attend the Winter Water Technology Expo on January 9 in Garden City. The Expo is from 4 to 8 p.m. at the Finney Co. Fairgrounds Exhibition Building at 409 Lake Avenue in Garden City and will feature a wide

variety of companies and organizations focused on water technology issues and opportunities. Attendees will be eligible for many great prizes including: up to 160 acres of FieldReveal zone mapping with soil sampling and variable rate fertilizer and/or seed prescriptions; 22 ton of wet distillers grain; KC and Ribeye strip beef bundles; a Lindsay Pivot watch; Yeti coolers; R55 end of pivot sprinkler as well as the grand prize of circles of corn with

growers' option for silage or grain corn seed from Sterling Seed. Heavy hors d'oeuvres and beverages will be provided throughout the evening as well as live music by Savanna Chesnut and Joel Naaf and chances at the golf simulator. There will also be live demonstrations of the NRSC rain simulator and producers will be available to share testimonies about the technologies they are using on their farms. Kevin Igli, Senior Vice President for

Sustainability with Tyson will be the featured speaker and prior to the event at 3 p.m. in the Grandstand meeting room there will be a presentation by Stephen Lauer on 'Conserving Ogallala Communities.' The Expo is free and open to the public, but participants are encouraged to RSVP at www.kwo.ks.gov to assist with event planning. Shuttle service will be provided by the Clarion Inn and Heritage Inn & Suites to and from

the fairgrounds. The Winter Water Technology Expo is hosted by the Kansas Water Office with help from local volunteers with a strong interest in the area's water resources and many generous sponsors. There will also be information shared about the data from the 2019 Water Technology Farms' growing season. For more information, go to www.kwo.ks.gov or email: Katie.Ingels@kwo.ks.gov. Sponsors of the Winter

Water Technology Expo include: Hy-Plains Feedyard, LLC; Kansas Department of Agriculture; Conestoga Energy Partners, LLC; Samy's Spirits & Steakhouse; BASF; Ceres Imaging; Lindsay/Zimmatic; Burns & McDonnell; Central Plains Equipment; Finney County Farm Bureau Association; Hoegemeyer; Hydro Resources; Indigo Ag; Komet Irrigation Corp.; Nelson Irrigation Corp.; Ogallala CAP; Servi Tech and Tyson.

Trade update: recapping the biggest trade deals in 2019 and what's on deck in 2020

Two monumental trade agreements that will benefit cattle feeders went into effect New Year's Day. Both the European Union and Japan penned agreements with the U.S. in 2019.

The bilateral deal with Japan will immediately lower tariffs on U.S. beef from 38.5% to 26.6% and will eventu-

ally drop to 9%, keeping the same tariff rates as other international beef producers who export to Japan under the Trans-Pacific Partnership.

The agreement with the EU establishes a duty-free quota for U.S. beef from non-hormone treated cattle. The quota will increase from 18,500 metric tons in the first year to 35,000 metric tons in year seven. The U.S. Trade Representative estimates this quota will increase annual U.S. beef sales in Europe from \$150 million to \$420 million.

On deck for 2020 is the U.S.-Mexico-Canada Agreement (USMCA) that is in the final stretch after passing the House of Representatives on Dec. 19. The Senate Finance Committee will mark up the bill on Jan. 7.

Phase one of a U.S.-China agreement was reached in December. President Trump announced Thursday he will sign the phase one at a White House ceremony Jan. 15. Reports predict this will result in \$40 billion in additional agricultural purchases including soybeans, sorghum, corn and distillers' grains.


In a New Year's Day statement, NCBA President Jen-

nifer Houston said, "NCBA is proud to have worked very hard to build support for the increased access to Japan and Europe that we celebrate today, and we're going to continue working hard to improve access to lucrative international markets like China — and to finalize approval of the U.S.-Mexico-Canada Agreement as soon as possible in 2020."

LAND AUCTION
466.72 Acres m/l in Logan, Walnut & Marysville Townships • Marshall County, KS
SATURDAY, JANUARY 25, 2020 — 10:30 AM
 Auction held at the Helvering Center, 111 S. 8th St. MARYSVILLE, KS 66508
TRACT 1: CROPLAND, CRP, PASTURE, MACHINE SHEDS & HOUSE
PROPERTY LOCATION: Located at the int. of 6th Rd. & Keystone Rd., Marshall Co., KS (from Marysville, 3 mi west then 0.5 mi. south).
 • Combined Tract 1 Logan & Walnut township parcels have 317.56 ac. m/l FSA farmland inc. 109.0± acres tillable effective DCP cropland; 98.79± acres CRP (which receives \$7,720 annually, contract expires Sept. 30, 2021); 109.77± acres being pasture, meadow, yard, creeks and waterways.
 Also located at 643 Keystone Rd., Marysville, KS is a 1 1/2-story house built in 1850, a propane tank, plus 2 machine sheds: 81'x50' w/concrete floor & 39'x28' w/electricity.
Tract 2: NATIVE GRASS PASTURE
PROPERTY LOCATION: Located at the int. of 7th Rd. & Keystone Rd., Marshall Co., KS (from Marysville, 2 mi. west then 0.5 mi. south).
 • FSA farmland is 139.36 ac. m/l.
These tracts provide excellent locations for farming, ranching, residing, hunting & investing. Look these properties over before the sale!
CONTACT Donald Prell Realty & Auction, LLC for more details & maps.
 For a copy of the sale bill visit our website donaldprellrealtyauction.com
SELLER: PAUL HOLLE TRUST
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 Don Prell Broker/Auctioneer 785-562-6787
 Steve Prell Assoc. Broker/Auctioneer 785-713-2191
 Vallery Prell Assoc. Broker 785-713-1466

REAL ESTATE AUCTION
MONDAY Evening, JANUARY 20, 2020 — 7:00 PM
 Auction held at WISCHROPP AUCTION FACILITY, 930 LAING ST., OSAGE CITY, KS
SELLING FOUR TRACTS NORTHEAST OF OSAGE CITY, KS
TRACT I: 32± ac. approx. 22± tillable, balance Smith Creek w/ heavy timber.
TRACT II: 21.4± ac. approx. 17± tillable, balance Smith Creek w/ heavy timber.
NOTE: Tracts I & II corner each other.
TRACT III: 38± ac. approx. 34± tillable, balance Smith Creek.
TRACT IV: 6± ac. with 5.6± tillable.
 Located 2 1/2 miles North of Osage City, KS on Hwy. 31/56 to 217th St., then 1 mile East to Auburn Rd. (Peterton Area). 11-16-14E, Os. Co., KS.
ELIZABETH SCHILLER, SELLER
 Info: MILLER & MIDYETT REAL ESTATE, Lyndon Branch Office
 Wischropp Auctions: 785-828-4212
www.wischroppauctions.com


Night-time feeding, daytime calving
 By Glenn Selk, Oklahoma State University Extension
 No matter when you calve your spring-calving herd, it is a good reminder to change the feeding schedule for part, if not all, of the spring-calving cow herd. It is generally accepted that adequate supervision at calving has a significant effect on reducing calf mortality. Saving every calf is always important to the bottom line, but takes on additional urgency when profit margins are narrow. On most ranching operations, supervision of the first-calf heifers will be best accomplished in daylight hours and the poorest observation takes place in the middle of the night. Feeding the forage in the early evening hours undoubtedly influenced the percentage of cows calving in daylight hours. The easiest and most practical method of inhibiting nighttime calving at present is by feeding cows at night. The physiological mechanism is unknown, but some hormonal effect may be involved. Rumen motility studies indicate the frequency of rumen contractions falls a few hours before parturition. Intraruminal pressure begins to fall in the last two weeks of gestation, with a more rapid decline during calving. It has been suggested that night feeding causes intraruminal pressures to rise at night and decline in the daytime. The concept is called the Konefal method. A Canadian rancher, Gus Konefal, reported his observations in the 1970s. In a follow-up Canadian study of 104 Hereford cows, 38.4% of a group fed at 8:00 a.m. and again at 3:00 p.m. delivered calves during the day, whereas 79.6% of a group fed at 11:00 a.m. and 9:00 p.m. actually calved during daylight hours. In a more convincing study, 1,331 cows on 15 farms in Iowa were fed once daily at dusk, 85% of the calves were born between 6:00 a.m. and 6:00 p.m. Kansas State University scientists recorded data on five consecutive years in a herd of spring-calving crossbred cows at the K-State Agricultural Research Center at Hays. They recorded the time of calving to within the nearest one-half hour. Births that could not be estimated within an hour of occurrence were excluded. Cows were fed forage sorghum hay daily between 4:00 and 6:00 p.m. For statistical purposes, the day was divided into four-hour periods.

Creep feeding beef calves increases your profits!
 Key 16 Calf Creep Pellet is recommended 30 to 60 days before weaning. The extra weight gain will produce \$25 to \$50 return per calf over creep feed costs. Delivery in bulk or bags is available. Contact your local Key Feeds representative.

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WELCOME TO G&G — A RURAL NEWSWEEKLY
 Grass & Grain, a farmers' newsweekly, has been published in Manhattan, Kansas for over 60 years. The G&G community looks to the Tuesday publication for timely, accurate information.

JC LIVESTOCK SALES INC.
 Wednesday Sale, Hogs NOON • Cattle 12:30 PM
No Report from January 1, 2020 due to New Year's Holiday
CONSIGNMENTS FOR 1ST SALE OF 2020: WEDNESDAY, JANUARY 8
 30 blk X str & hfrs, weaned.....600-750 lbs.
 100 Ang X str & hfrs, weaned.....600-750 lbs.
 110 Ang X str & hfrs, weaned.....600-750 lbs.
 27 blk X str & hfrs, weaned.....600-750 lbs.
 100 Ang X str & hfrs, weaned.....675-875 lbs.
 100 mix str.....850-900 lbs.
 60 blk X str.....875-925 lbs.
 65 blk X hfr.....725-775 lbs.
PLUS MORE BY SALE DAY!

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

CLAY CENTER LIVESTOCK SALES INC.
 Cattle sales Tuesday, 11:00 AM.
No Report from December 31, 2019 due to New Year's Holiday
REMEMBER:
1st CATTLE SALE OF 2020: Jan. 7th, 2020


EMPORIA LIVESTOCK SALE CO.
 Bonded & Insured
 SALE EVERY WEDNESDAY IN EMPORIA, KANSAS AT 11:00 AM
 620-342-2425 or 800-835-7803 toll-free • Fax: 620-342-7741
NO SALE To Report due to New Year's Holiday.
FIRST SALE BACK, JANUARY 8, 2020
 • 22 blk str & hfrs, 60 days weaned & 2 rds shots, 450-700 lbs.
 • 80 blk str & hfrs, 90 days weaned, 2 rounds of shots, 550-750 lbs.
 • 40 blk & Red str & hfrs, 75 days weaned, 550-800 lbs.
 • 30 Char str & hfrs, 60 days weaned, 600-700 lbs.
 • 46 Red & blk str, 750-950 lbs.
PLUS MORE BY SALE TIME
ANNIVERSARY SALE
JANUARY 22, 2020
 • 65 blk hfrs, 675-750 lbs.
 • 40 blk str, 800-850 lbs.
PLUS MORE BY SALE TIME

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 Lance Lagasse, 785-262-1185
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LYNN LANGVARDT Cell: 785-761-5813


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LYLE WILLIAMS, Field Representative, 785-229-5457
 WIBW 580 - 6:45 A.M. Thurs; KVOE 1400 - 6:30-6:45 A.M. Thurs. & Fri.
To see more consignments go to: emporialivestock.com

Take stock and look forward

By Derrell Peel, Oklahoma State University

This is a good time to encourage cattle producers to reflect on the past year as you think ahead to the coming year. No matter how you judge the past year – good, just okay or disappointing – there is value in taking some time to analyze the reasons for the outcome.

What factors contributed to profitability or to the lack of profitability? Inevitably weather and markets have a big impact on the returns to cattle

production. Producers do not control either of them and both were important factors in 2019 as they are most years in one way or another. However, you do control how you were prepared for those impacts, how you anticipated those conditions and how you reacted as situations unfolded. What went right and what could have been handled differently?

Let's focus on cow-calf operations and consider a few of the questions in three broad categories: production; inputs; and

marketing. Each of these deserves separate consideration while recognizing that they are ultimately interrelated.

How many calves were weaned relative to the number of cows and heifers exposed to bulls last year? How does that weaning percentage break down between pregnancy percentage, calving percentage and calf mortality? Are there reproductive problems that suggest changes in herd health management or nutrition? Does calf morbidity

and mortality imply that calf health management should be reevaluated? Were weaning weights as expected and if not, why not?

It is important to determine appropriate benchmarks to evaluate all aspects of the business. For example, a 100% weaning rate is probably not achievable and certainly would not be economical, but what is the economically optimal level? Is the goal to maximize weaning weights or optimize them by balancing the value of

extra pounds against the cost of producing those pounds and what is that optimal level?

Input management is mostly cost management. What is the annual cost per cow? A Kansas State University publication shows that annual cow costs vary by \$260 from high profit to low profit operations. Across individual operations, cow costs likely vary by \$300-\$400 per head or more. Feed and pasture costs typically account for 65% to 70% of total variable costs.

Grazed forage is a far cheaper source of nutrition for cows compared to harvested forage and purchased supplemental feed. Are there ways to improve grazing management to reduce the need for expensive hay and supplement? It starts with pasture management to improve the quantity and quality of grazeable forage followed by grazing management to best utilize it. Is it possible to reduce cow cost by \$25, \$50 or \$100 per cow per year without impacting production?

Marketing is capturing the revenue offered by the market. There may be more strategic, long-term marketing questions: Are you producing the type of cattle demanded by the market and are you mar-

keting them to their highest value? Are you leaving money on the table by not adding value, such as pre-conditioning, and marketing calves to capture that value? Is there a need for a more proactive marketing program to manage risk and better capture market value?

Management is an active process to control and direct resource use; to produce a valuable product; and capture the market value of that production. Decisions should be based on a purposeful objective and not habit or tradition. Answers to the questions above and many others depend on having information and that means keeping records and using those records to drive decisions.

A football analogy may be appropriate given that it is college bowl season. Success in the cattle business is a matter of being on offense as much as possible. Weather and markets may force you into defense at times, but management can minimize the amount time you spend on defense and help you get back on offense quickly and effectively. I wish everyone in the cattle business a Happy New Year and a prosperous and successful 2020.

Grass & Grain Weather Report Jan. 8, 2020

Seven Day Forecast

WEDNESDAY
Partly Cloudy
High: 42 Low: 33

THURSDAY
Mostly Cloudy
High: 45 Low: 36

FRIDAY
Mostly Cloudy
High: 41 Low: 32

SATURDAY
Sunny
High: 43 Low: 34

SUNDAY
Cloudy
High: 39 Low: 30

MONDAY
Cloudy
High: 34 Low: 25

TUESDAY
Mostly Cloudy
High: 30 Low: 21

In-Depth Local Forecast

Today we will see partly cloudy skies with a high temperature of 42°, humidity of 43%. South southeast wind 2 to 11 mph. The record high temperature for today is 72° set in 2003. Expect mostly cloudy skies tonight with an overnight low of 33°. South wind 10 to 14 mph.

Last Week's Almanac

Date	Hi/Lo	Normals	Precip
12/27	45/21	40/17	0.00"
12/28	57/43	40/17	0.75"
12/29	35/31	40/17	0.00"
12/30	39/31	40/17	0.00"
12/31	44/22	40/17	0.00"
1/1	55/21	40/17	0.00"
1/2	56/36	40/17	0.00"

Rainfall 0.75"
Normal rainfall 0.14"
Departure +0.61"
Average temp 38.3°
Average normal 28.5°
Departure +9.8°

Today's Local Outlook

This Week's Sun & Moon Chart

Day	Sunrise	Sunset	Moonrise	Moonset
Wednesday	7:46 a.m.	5:20 p.m.	3:32 p.m.	5:38 a.m.
Thursday	7:46 a.m.	5:21 p.m.	4:24 p.m.	6:41 a.m.
Friday	7:45 a.m.	5:22 p.m.	5:25 p.m.	7:41 a.m.
Saturday	7:45 a.m.	5:23 p.m.	6:32 p.m.	8:36 a.m.
Sunday	7:45 a.m.	5:24 p.m.	7:44 p.m.	9:23 a.m.
Monday	7:45 a.m.	5:25 p.m.	8:57 p.m.	10:04 a.m.
Tuesday	7:44 a.m.	5:26 p.m.	10:09 p.m.	10:40 a.m.

Local UV Index	Weather History	Growing Degree Days																				
0-2: Low, 3-5: Moderate, 6-7: High, 8-10: Very High, 11+: Extreme Exposure	Jan. 8, 1973 - A severe ice storm struck Atlanta. The storm paralyzed the city, closing schools and businesses. Damage from the storm was estimated at 25 million dollars. One to four inches of ice coated northern Georgia, leaving 300,000 without electricity for up to a week.	<table border="1"> <thead> <tr> <th>Date</th> <th>Degree Days</th> <th>Date</th> <th>Degree Days</th> </tr> </thead> <tbody> <tr><td>12/27</td><td>0</td><td>12/31</td><td>0</td></tr> <tr><td>12/28</td><td>0</td><td>1/1</td><td>0</td></tr> <tr><td>12/29</td><td>0</td><td>1/2</td><td>0</td></tr> <tr><td>12/30</td><td>0</td><td></td><td></td></tr> </tbody> </table>	Date	Degree Days	Date	Degree Days	12/27	0	12/31	0	12/28	0	1/1	0	12/29	0	1/2	0	12/30	0		
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LARGE TOY AUCTION

SATURDAY, JANUARY 18, 2020 — 9:00 AM
Due to death we will sell, the following items at public auction at the Clay Center National Guard Armory located at 12th & Bridge Streets, CLAY CENTER, KANSAS.
Doors open at 7:30 a.m. for Previewing.
We will be selling over 700 toys. All toys all day. Most are farm toys. Many tractors of various makes and styles. There are also many cars, race cars, tractor trailer rigs, cast iron toys, airplanes, large sailing ships and more. Many are NIB.
TERMS: Cash or good check day of sale. Not responsible for accidents. **Lunch on Grounds.**
CLERK: Shirley Riek, 526 Frederick, Clay Center, Ks. 67432
Go to kretzauctions.com or kansasauctions.net for upcoming pictures, map & other information.
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CONSIGNMENTS FOR JANUARY 7:

- 25 Angus fancy first-calf heifers, Fink genetics, homeraised, AI bred to lbw Angus bulls, current on all vaccinations, ultrasounded, start calving Feb. 1
- 31 SimAngus str's & hfrs, 600-700 lbs., weaned, vacc.
- 22 SimAngus str's & hfrs, 600-650 lbs., weaned, vacc.
- 110 blk str's & hfrs, 500-700 lbs., weaned, vacc.
- 160 blk str's & hfrs, 500-700 lbs., weaned, vacc.
- 33 Angus steers, 825-850 lbs.
- 180 black Charolais steers, 850-875 lbs.
- 60 black steers, 925-950 lbs.
- 240 black steers, 825-850 lbs.

CONSIGNMENTS FOR JANUARY 14:

- 25 Angus fancy first-calf heifers, Fink genetics, homeraised, bred to lbw Angus bulls, current on all vaccinations, ultrasounded, start calving Feb. 25
- 120 SimAngus str's & hfrs, 750-850 lbs.
- 60 black steers, 900-950 lbs.
- 61 black crossbred steers, 925-950 lbs.

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

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