Grass & Grain, January 7, 2020

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# 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

Linn

Green

Westmoreland

Westmoreland

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.

Kansas ag groups support pig farmers The Kansas Pork Association. Kansas Sovbean 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-

that killed several pigs.

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 animal 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.





Green	18 mix	529@181.50	Olathe	19 blk	540@150.50
McLouth	18 blk	545@181.00	Linn	8 blk	533@148.50
Shawnee	10 blk	533@176.00	Westmoreland	4 Cross	533@147.00
Shawnee	6 bwf	473@159.50	Onaga	5 Cross	546@145.00
STEER	S — 550-925 L	BS.	HEIFER	S — 550-850 I	LBS
Olathe	8 blk	587@175.00	Pomona	4 blk	560@164.00
Onaga	8 Cross	550@173.00	Linn	53 blk	632@147.50
McLouth	14 blk	638@160.00	Alma	16 blk	610@144.50
Oskaloosa	30 blk	650@159.00	Wheaton	15 blk	681@144.50
Linn	35 blk	637@158.00	Linn	12 blk	702@144.50
Wheaton	13 blk	650@157.00	Frankfort	7 blk	752@144.00
Linn	24 blk	749@153.75	Onaga	6 blk	700@143.00
Green	13 mix	653@153.50	Alma	4 blk	565@142.00
Pomona	5 blk	681@153.50	Alma	23 blk	711@142.00
Rossville	4 Cross	598@153.00	Wheaton	7 blk	752@142.00
Alma	22 blk	679@151.85	Oskaloosa	23 blk	616@141.50
Wheaton	29 blk	778@150.75	Frankfort	5 blk	743@141.50
Alma	24 blk	771@149.25	Frankfort	4 blk	685@139.00
Randolph	20 mix	789@148.25	Green	20 mix	589@137.50
Frankfort	4 blk	751@148.00	Onaga	7 Cross	590@137.00
Alma	5 blk	702@147.00	Frankfort	5 blk	708@137.00
Oskaloosa	13 blk	759@146.50	Frankfort	21 blk	739@136.75
Hope	5 bwf	672@146.00	Frankfort	27 blk	834@136.50
Olathe	4 blk	610@146.00	Green	17 mix	694@135.25

Woodbine

Shawnee

Westmoreland

Green

5 blk

6 blk

4 blk

17 mix

498@155.00

446@152.50

509@152.00

523@152.00

Onaga

1 blk

535@187.50

451@186.00

501@183.00

505@182.00

13 blk

9 mix

4 blk

11 Cross

# EARLY CONSIGNMENTS FOR JAN. 10

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

# MAND BRED HEIFER S WED., JAN. 15 • STARTING 11:00 AM

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1360@58.50

SPECIAL

#### **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.

#### **BRED COWS**

- 10 Char & Angus cows, 4-7 yrs w/ Sept. Crossbred calves by side. Calves have had 7 Way, Bovishield Gold, castraded. 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 Al 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.

#### PAIRS

- 25 blk cows 3-5 yrs w/ 2 mo. calves by side. Calves tagged & banded.
- 10 blk & bwf cows, 3-5 yrs w/ Angus sired calves by side. Breed back shots & poured, calves banded & tagged.
- 1 Purebred Heref cow, 4 yrs w/ Heref calf by side, running back Angus bull.
- 10 Blk cows, 3-6 yrs, with Angus Nov./Dec. calves by side.
- 27 older, mostly blk cows with Angus and Char-X Nov. calves by side.

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265 blk strs & hfrs, 2 rds shots, bunk broke, weaned 90 days, 500-700 lbs.

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# 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

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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, yeterinary 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

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

production chain," says 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

A push to get better

vard.

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 savs.

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 opportunities 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 treatU.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 internationthe 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 of 111% In

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# R.L.

# Schwieterman Market Outlook

A marketing commentary by Bret Crotts

January 10th USDA will release the "final" production estimates of the crop year, the quarterly stocks report, and the winter wheat seedings report. Wheat acreage will likely be down again, and the wheat supply and demand figures probably won't be very interesting, but anything to do with the corn and sovbeans has the potential to create big swings in the market. There is just so much uncertainty when it comes to the corn and sovbean production and stocks figures that it is impossible to get a feel for what USDA may do.

USDA has stated they will include unharvested grain in the December 1st stocks estimate, so obviously that number will be contrived. Many analysts and farmers have felt USDA has been overstating production most of the crop vear, but it is highly unusual to see large adjustments in the January report, so chances are that the production estimates aren't all that far from the November estimates. which will likely leave a lot of farmers disappointed once again. I certainly hope that we see some supportive figures, and follow that up with a signed trade deal. It would be a great start to the year from a psychological standpoint, but history suggests that the supply and demand changes won't be significant and there are still a lot of days before the January 15th trade deal signing, so there is plenty of time for something to go wrong. I hate being so pessimistic, but the reality of the situation tells us not to get our hopes up.

On the bright side, it would be easy to cut corn ending stocks by 400 million bushels and soybeans is biding time and wait-

by 100 million with just a couple of small adjustments to vield and harvested acreage. Anecdotal evidence would suggest that is what we should see happen, but Twitter comments don't create the supply and demand figures. Whatever your inclination as we head into the report. just brace vourself for volatility.

On the charts, the corn market is nothing but sideways and traders are waiting for the USDA numbers before making any further bets. The wheat and the soybeans have seen a strong run higher and look like they will see corrective activity before we get to report day. All three markets are in good position for leg higher if we get supportive numbers.

The cash cattle market is improving with trade in Kansas at the \$124-\$125 level. The feeder market is very quiet because of the holidays, so it is still going to be a few days until there is enough activity at the auctions to get a feel for where the market really is. On the charts, the live cattle were weaker, but still within the recent sideways to higher pattern. The 50day moving average is acting as support in the February and April live cattle and that will be a key area to watch next week. With the cash cattle market still on the rise, it looks like last week's lows will be a great place to begin the next wave higher.

Feeder charts are similar, but the March feeders have closed below both trend line support and the 50-day moving average. The support has failed more due to sideways trading action than pressure in the market, and it really looks like this market ing for some news. One could make the case that the feeders are setting up for an eventual run to the contract high, which is at the \$157 area in the March contract.

Schwieterman, Inc. is a full service commodity brokerage firm. If you would like more information on commodity markets or our brokerage services, contact Bret Crotts at 800-272-9131, www.upthelimit.com or bret@swbell.net

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# Kansas Corn encouraged by EPA Atrazine preliminary decision

EPA's Preliminary Interim Decision (PID) for atrazine was released last week, and Kansas Corn Growers Association leaders are encouraged by the language in the PID that sets the aquatic ecosystem level of concern for atrazine at a reasonable level The decision supports EPA's commitment to use credible scientific research to set a reasonable ecological Level of Concern for atrazine. Kansas Corn has been active in atrazine issues since the mid-1990s and is a founding member of the Triazine Network, a diverse national coalition of growers of crops ranging from corn and sorghum to Christmas trees and citrus who all have a stake in science-based regulatory decisions regarding atrazine and other triazine herbicides. KCGA CEO Greg Krissek serves the Triazine Network steering committee. "We are encouraged by EPA's Preliminary Interim Decision that corrects the ultra-low level of concern in the 2016 Ecological Risk Assessment. That level of concern would have banned atrazine use in much of farm country," Krissek said. "Commodity leaders active in the Triazine Network made a focused effort to open dialogues with EPA officials this year leading up to the release of this PID to help them understand our concerns with some of the studies, as well as the benefits of atrazine, especially for farmers who are using conservation practices like no-till farming." The PID corrects a recommendation made in the 2016 Ecological Risk Assessment to set the LOC at 3.6 parts per billion. The lower LOC was based on questionable research, including studies that had been turned down by

EPA's 2012 Science Advisory Panel (SAP). Relying on several points of information, including EPA's SAP recommendations, the agency modified the LOC to 15 parts per billion over a 60-day average.

"Not only is atrazine a safe and effective weed control tool, it is am afact as an echo chamber for those groups' talking points. It is important that EPA hears from growers who actually use atrazine and can explain its value, especially its importance to conservation practices."

In 1995, KCGA executive director Jere White, now retired, led an effort

to create the coalition

called the Triazine Net-

work, that focuses on the

regulation of the Triazine

herbicides, atrazine, si-

mazine and propazine.

The Network was formed

in response to EPA's initi-

at the time.

today," Krissek said.

# Coffee Shop meetings begin Jan. 16

Using Cover Crops for Weed Suppression will be the topic on January 16, 2020 at the first session in this year's Coffee Shop series of educational meetings, organized by the Riley County Extension Service. Anita Dille, K-State agronomist, will be the featured speaker.

Coffee Shop meetings will be held at Nelson's Landing in Leonardville, starting at 10:30 a.m. and adjourning by 12:00 noon every other Thursday from January 16 through February 27.

Meeting dates, topics, and speakers

January 16 — Using Cover Crops for Weed Suppression — Anita Dille, K-State agronomist

January 30 — Corral Maintenance —

Will Boyer, K-State Research & Extension watershed specialist

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February 13 - Crop Insurance Basics Jason Spellman, Frontier Farm Credit

February 27 — Grazing Cover Crops Farmer Panel (Mark Sylvester, Justin Visser, and Russ Taddiken)

Coffee Shop meetings are sponsored by the KSU-Riley County Extension Service. Additional sponsors include: Frontier Farm Credit, Central Valley Ag, NK Seeds, Performance Ag, and Sump Ag.

For more information or to make reservations to attend, contact Riley County Extension Agent Greg McClure at 785-537-6350.

Reservations are requested by noon the day before each meeting.

# **K-State Soybean Production Schools scheduled for January**

A series of six K-State Soybean Production Schools will be offered in mid- to late January 2020 to provide in-depth training for soybean producers and key stakeholders. The schools are sponsored by the Kansas Soybean Commission.

The schools are located in areas across Kansas with significant soybean acreage. Having several locations spread across the main soybean-growing regions will allow for targeted programs that are geared toward the varied production topics specific to each region.

The half-day schools will cover issues facing soybean producers in eastern and central Kansas. Each school will feature the following topics: weed control, crop production, soil fertility and nutrient management, insect control, disease management, and market outlook.

The locations and dates for the six schools are:

Jan. 13 – Monday • Smith Center - 9:30

a.m. to 1:30 p.m. St. Mary's Catholic

Church Parish Hall 403 W. Highway 36

Contact: Sandra Wick,

swick@ksu.edu RSVP by Jan. 8

• Salina - 3:30 to 7:30 p.m.

Webster Conference Center

2601 North Ohio Street Contact: Jay Wisbey, jwisbey@ksu.edu

RSVP by Jan. 8

Jan. 14 – Tuesday

• Mulvane - 9:30 a.m. to 1:30 p.m.



Pix Community Center 101 E Main St Contact: Randy Hein, rvhein@ksu.edu; Jeff Seiler, jseiler4@ksu.edu

RSVP by Jan. 8 Jan. 21 - Tuesday

• Emporia - 3:30 p.m. to 7:30 p.m. Anderson Building

Fair-Lyon County grounds

2650 W US Hwy 50 Contact: Brian Rees, brees@ksu.edu

RSVP by Jan. 16

Jan. 22 – Wednesday

 Atchison - 9:30 a.m. to 1:30 p.m.

Cedar Ridge Restaurant (4 miles NW of Atchison)

17028 318th Rd. Contact: Ray Ladd,

cladd@ksu.edu RSVP by Jan. 17

• Marysville - 3:30 to 7:30 p.m.

Marysville Helvering/ Senior Center 111 S 8th St. (Please use

the west door) Contact:

Johnson, anastasia@ksu. edu

RSVP by Jan. 17 Registration for each school starts 30 minutes prior to each program.

A meal will be provided, courtesy of Kansas Soybean. There is no cost

to attend, but participants are asked to pre-register by the RSVP date listed above for their chosen location. Online registration is available at K-State Sovbean Schools (http://bit.ly/ KSUSoybean) or by emailing or calling the nearest local K-State Research and Extension office for the location participants plan to attend.

For more information, contact: Kathy Gehl. Extension agronomy program coordinator, kgehl@ksu. edu, 785-532-3354; or Ignacio Ciampitti, K-State Crop Production and Cropping Systems specialist, ciampitti@ksu.edu, 785-532-6940.



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AUCTION SATURDAY, JANUARY 11. 2020 - 9:00 AM LOCATION: 4-H Building in GARDEN CITY, KANSAS Located on the Finney Co. Fairgrounds (Live Viewing on Friday – January 10, 2020 from 9:00 to 5:00) ANTIQUE VEHICLES (These Vehicles are owned by Winona Gebauer) These Vehicles are very nice - look @ website for Pictures 1926 Ford Mod. T. Coupe (original) 1922 Mod. T Ford C Cab Truck w/bed (restored) 1930 Mod. A Coupe w/ Rumble Seat, 5 windows (restored)
 16 GUNS • ANTIQUE & COLLECTIBLE FURNITURE & APPLIANCES • MISCELLANEOUS This is Partial Listing check website for more information www.larryjohnstonauction.com **OWNERS: MJ BROWN LIVING TRUST** & WINONA GEBAUER AUCTION CONDUCTED 

Anastasia

fordable herbicide that our farmers rely on," Krissek said. "Back in 2003, EPA estimated the loss of atrazine would cost corn growers 28 dollars per acre. Even at this low EPA estimate, atrazine's value to farmers is significant, especially in these difficult economic times in agriculture.'

Kansas corn and other farm organizations will be encouraging growers to submit comments in support of EPA's atrazine PID.

"Today's publication of the atrazine PID opens a 60-day comment period. It important for growers submit comments on this issue," Krissek said. "Well-funded special interest groups will gin up comments from supporters who have no idea what atrazine is, but who will

atrazine is, but who will	CONTRACTOR NAMES OF
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#### ation of a Special Review **HERINGTON LIVESTOCK COMMISSION CO.** of the triazine herbicides. White served as chairman of the group for until his CATTLE SALE EVERY WEDNESDAY: 11:30 AM retirement. The Network SELL HOGS 1ST & 3RD gave growers a seat at the WEDNESDAY OF EVERY MONTH LMA LMA table at EPA discussions 1/1/20 SALE RESULTS about the regulation of **COWS & HEIFERETTES** the Triazine herbicides, STEERS Wilsey, (1) 5 yr 3rd stage ..... which was unprecedented ......1150@910.00 Wilsey, 1 blk 965@70.00 Hope, 124 blk 930@145.00 Wilsey, (1) 5 yr 2nd stage ..... Lincolnville, 59 mix 834@142.75 Wilsey, 1 blk 1595@60.50 "The groundwork laid Wilsey, 1 blk 1075@60.00 Lincolnville, 58 blk 918@141.50 by Jere and other leaders Wilsey, 1 blk 865@60.00 Lincolnville, 56 mix 938@141.00 Wilsey, (1) 5 yr 2nd stage ..... who are still active in the Wilsev, 1 bwf 1610@56.00 BRED COWS Network gave growers a Wilsey, (1) 5 yr 3rd stage ..... Wilsey, (1) 7 yr 3rd stage ..... Lincolnville, 1 bwf 1340@55.00 voice and a seat at the BULLS ......1430@820.00 table, and their efforts 1965@80.00 Wilsey, (1) 5 yr 2nd stage ..... Marion. 1 red Wilsey, (1) 7 yr 2nd stage ..... are key to where we are

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- 50 blk strs, home raised, 30d wean., 1 rd shots, 750-800 lbs.
- 80 blk hfrs, home raised, 30d wean., 1 rd shots, 650-700 lbs..

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- 62 mostly blk strs & hfrs, LW, 650-800 lbs.
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2019 Grouser AG 240i Dozer Blade. 4-way blade w/ Box End Plate Kit. Incl. FH-400 NH/Buhler Versatile Genesis Mount. Only used partial season, pushed around 3,500 tons. Stk#7612 .....\$24,900 2006 Case JX95 4wd cab tractor, 1,655 hrs, 12x12 Synchro shuttle, 2 remotes, block heater, clean, stk#7663 ....\$27,900 2015 MF 1734E, approx. 200 hrs.,4WD, 9x3 trans., w/ Grill Guard, eng. block heater, R1 Ag Tires Front 7-16 / Rear 11.2x24. Stk#3588 ....\$12,900 Woods MF PRD 7200 premium finish mower. Stk#6438 ..... .....NEW-IN STOCK Westendorf WL-42 loader w/ brackets for Case 730, 830 & 930. Very clean, includes 84" bucket & bale spear. Stk#7631 consignment.....\$5,400 Woods PHD65 post hole digger w/o bits. Includes 9" HD double flight auger (\$200 individually). Stk#7447 .....\$900 2002 Hesston 845 round baler, twine tie, wide pickup, Hyd. kicker, stk#7443. Promotional Financing ......\$6,900 2014 MF 1745 round baler, gathering wheels, electric tie, bale ramp, 14L16.1 tires, starting roll scraper upgrade, stk#7442. Promotional Financing .....\$13,900 2008 MF ZT29 Zero Turn, very clean, 60" Hyd. lift deck, 425 eng. hrs., 3 cyl. diesel, buil in deck lift jack for changing blades. Stk#1635 consigned .. ..... Reduced \$6,850 2008 Gravely 152Z Zero turn lawnmower Kohler 23Hp, 52" deck kept inside 425 hrs, stk#5767..... ..\$4,400 2017 Krause 8005-25 Excelerator vertical tillage 22" 6MM

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# Page 19 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 kills 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

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.

Education Foundation is

For more information, please contact Cheri Nelsen, K-State Research and Extension Wildcat District Interim Director at 620-378-2167.

# **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.



#### Future wanted norees **By Miranda Reiman** individuals or organizaand overall CAB accep-

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.

CAB does that at its annual conference in the fall, but first the brand must choose from a worthy field of partners along the supply chain. Nominations for these honors are open through March 31.

"We're looking for producers who have a proven track record, who see the

market rewards for supplying the CAB brand and have their sights set on creating even more," said Miranda Reiman, industrv information assistant director for the brand. Here are the catego-

ries for the awards:

The three Commitment to Excellence awards take into account the direct effect on the supply of high-quality cattle that qualify for the brand. Considerations include attention to genetic selection, management practices, customer service, progressive use of technology

tance 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

Nominations can be made via a simple online application at: http://

tions.

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 days from the annual Kick-Off Parade presented by Arrow Electronics, launching the 114-yearold 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.

The 2020 NWSS promises to showcase your favorite western traditions, as well as highlight the many "must see" events across the grounds. The best 16 days in Januarv opens Saturday, Jan. 11, and runs through Jan. 26, with everything from petting farms and pony rides, championship fiddle competitions, PBR bull riding, family-fun dog shows, the Exceptional Rodeo event for kids with special needs, the Coors Western Art gallery, a nursery of 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.



# **Marysville Livestock Sales**

**Every Thursday at 12 Noon** Bill Keesecker, Manager • 785-562-1015 1180 US Hwy. 77, P. O. Box 67, Marysville, KS 66508 PLEASE VISIT OUR WEB SITE TO SEE OUR LATEST DETAILED MARKET REPORTS AND UPCOMING CONSIGNMENTS AND SPECIAL SALES: www.marysvillelivestock.com Market Report for 1-2-2020. STEERS/BULLS BEEF

	BEEF	
300-400#	\$191.00-\$162.00	1,490 HEAD SOLD
400-500#	\$189.00-\$151.00	HFRETTES:
500-600#	\$180.00-\$150.00	1185#-800# \$105.00-\$78.00
600-700#	\$161.50-\$141.00	
700-800#	\$152.00-\$132.00	COWS-HIGH YIELDING
800-900#	\$143.00-\$122.00	
900-1.000#	\$140.50-\$122.00	1880#-1080# \$75.50-\$56.00
300-1,000#	HEIFERS	
300-400#	\$170.00-\$150.00	COWS-LGT WT & LOW YIELDING
400-500#	\$157.50-\$137.00	1600#-880# \$51.00-\$24.00
500-600#	\$154.00-\$121.00	
600-700#	\$144.00-\$125.00	BULLS:
700-800#	\$144.00-\$123.00	
800-900#	\$134.75-\$115.00	2080#-1145# \$90.00-\$68.00
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**TRACT 1** 

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 ḃy 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

MONDAY, FEBRUARY 17, 2020 — 1:30 PM

Auction Location: The American Legion Hall, 114 McCall Rd. MANHATTAN, KANSAS 66502

2,574 ac. m/l of NE Geary &

W. Wabaunsee County, KS Ranch Land

Section 20, lying west of Old Hwy. 13 and the North Half of the Northeast Quarter of Section 29, west of Old Hy 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 bal-ance 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.

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#### Grass & Grain, January 7, 2020 Page 20 Winter Water Technology Expo in Garden City on January 9

Farmers and ranchers in southwest and southcentral 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 Ribeve 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.

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 & Mc-Donnell: 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.

# Sponsors of the Winter Trade update: recapping the biggest trade deals in 2019 and what's on deck in 2020 Two monumental trade agreements that will benefit ally drop to 9%, keeping the same tariff rates as other nifer Houston said, "NCBA is proud to have worked very

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 ariffs on U.S. beef from 38.5% to 26.6% and will eventu-

\*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 crop-land; 98.79± acres CRP (which receives \$7,720 annually, contract expires Sept. 30, 2021);109.77± acres being pasture, meadow, ard, 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

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### 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-



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calf over creep feed costs. Delivery in bulk or bags is available. Contact your local Key Feeds representative.



Fourth & Pomerov

Night-time feeding, daytime calving By Glenn Selk, Oklahoma State **University Extension** 

possible in 2020.'

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.

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 ap-

proval of the U.S.-Mexico-Canada Agreement as soon as

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.

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# **Cowboy Up** by Ron Wilson **Poet Lariat**

# Dueling (Drooling) Menus

"Droolness." There's a word I had never heard before this fall. The term "droolness" came up in the context of a discussion about marketing beef. It makes sense. If a steak is juicy, tender, flavorful and aromatic, it makes my mouth water to the point that it has achieved "droolness."

The word droolness was part of a presentation at the recent Kansas Livestock Association convention. Alisa Harrison is the senior vice president of global marketing for the National Cattlemen's Beef Association. She mentioned "droolness" and talked about the strategies being used to promote beef through the beef checkoff.

"Beef: It's what's for dinner" has been the longtime, successful tagline for the ads supported by the beef checkoff. Amazingly, that campaign began 25 years ago.

Alisa pointed to positive trends in current beef demand. In spite of relatively high consumer prices, U.S. per capita beef consumption is up by 16 percent from 2012 to 2019 to 57.7 pounds per person. "Millennials love beef," Alisa said. How's that for good news?

The beef checkoff is using three P's to position beef as a top menu choice. The three P's are people, protein, and pleasure. People refers to farmers, ranchers, and stockmen who are the backbone of the industry. In general, consumers like and trust these independent farmers. The second P is protein. There is plenty of research pointing to the nutritional benefits of beef. The third and most powerful P is pleasure. Beef simply tastes good (I think this is where "droolness" comes in). Thanks to the diligent efforts of cattleman and the beef industry over time, with programs such as Beef Quality Assurance and other initiatives, quality has risen and consumers are buying beef as a result.

However, there are threats on the horizon. Perhaps the most common two words to be heard at any beef industry gathering this winter are the words "fake meat." Unlike droolness, those are oftheard words.

The beef checkoff has responded in several ways, including creative spots with the tagline, "Nicely done, beef." While fake meat seems to generate lots of attention, NCBA makes the point to grocers that fake meat drives headlines while real beef drives sales. Such positive bottom-line data helps keep beef prominently featured on grocery shelves.

Ethan Lane, the new NCBA vice president of government affairs, also addressed this topic. It was explained that fake meat can come from lab-grown as well as plant-based products. "We're not afraid to compete, as long as it's fair," Ethan said. A key factor is transparency and labeling. Fake meat may be legal, but it should also be labeled accurately. (I would describe it as a Congealed Plant-based Slurry Patty, and that doesn't sound so appealing.) And how would I do chores in a petri dish? It doesn't sound nearly as much fun or as natural - as watching a newborn calf.

Congressman Roger Marshall of Kansas has introduced bipartisan legislation called the Real Marketing Edible Artificials Truthfully or Real MEAT Act (Gotta love a good acronym). This legislation would require plant-based or cellular cultured protein products to be labelled as "imitation" meat. The Congressman and NCBA should be commended for working on this.

It seems to me there is no substitute for real beef that is high quality and well-prepared. Now I need to grab a napkin. The steak on my grill has achieved droolness.

# Page 21 Winter prescribed burning improves pastures

By Heather Smith Thomas, **Angus Beef Bulletin** 

Ranchers and rangeland managers often use fire to help control or retard invasive species or brushy plants like juniper or cedar, or to create more forage for livestock or reduce fuel loads and help prevent catastrophic wildfires.

Charles Kneuper, Texas state rangeland management specialist with the USDA Natural Resources Conservation Service (NRCS), works with many ranchers on grazing plans, which often include prescribed burns. Fire is one of many tools that can be used for range management and improvement, he says.

"Fire is one of the main disturbances that grazing lands in North America evolved with. The vegetation always experienced grazing by herbivores that included bison, elk, deer, etc., and fire, and was productive under those conditions. If we remove fire or grazing from the system, we often see unintended consequences," says Kneuper.

With prescribed fire, NRCS gives a certain prescription for which fire will be applied to the landscape. That prescription includes weather conditions - temperature, humidity, wind speeds and direction - and a certain fuel load. While they have an idea what that fire behavior will be, under that particular prescription, there are no absolutes. Even with prescribed fire, it is important for people to recognize that there is always some risk with fire, he says.

"We pay close attention to weather forecasts prior to a burn, and monitor weather during the burn, but even on a day that's predicted to have a tenmile-per-hour wind, there may be a gust that comes through and could put everything into a different situation," he explains.

"We monitor weather so we can try to make the best decisions, and then our job and role is to empower the landowner to apply prescribed fire - a practice that can work toward their goals or benefit their operation. We are there to help provide guidance, but we want the landowners to make the decisions and do it themselves," Kneuper

adds. "Our role is to help them become comfortable and confident making those decisions, providing technical assistance and moral support."

NRCS has knowledge and experience in prescribed fire, but Kneuper says there are certified burn managers who have more experience and who teach courses. Some of the employees go through those classes and burn with more experienced individuals.

Some of the variables in these decisions include timing of a burn.

NRCS has knowledge and experience in prescribed fire, but Charles Kneuper says there are certified burn managers who have more experience and who teach courses. Some of the employees go through those classes and burn with more experienced individuals.

"Time of year will affect recovery of that landscape. If you burn early in the winter, you could possibly have a flush of some of the winter forbs that could provide forage for wildlife. Dormant-season fires have a different behavior than when the

vegetation is green and growing. Ignition point for the fuels will also be different. If you burn late in the winter, you are lighting that fire during a time that the ground should be bare for as short a time as possible before warm-season grasses start growing. Fire at this time might benefit your warm-season grass production," he says.

Your goals determine which season you burn.

"We encourage use of prescribed fire, addressing specific resource concerns that we've identified through the conservation planning process with the landowner," says Kneuper.

NRCS works with landowners to develop conservation plans, using several different practices to address identified resource concerns on the land and landowner objectives. Prescribed burning is one of those tools, and it is important to recognize when prescribed burning could be a viable option or alternative. There are certain purposes for which it can be used, and then the prescription is developed when the burn plan is written to address a specific approach, he explains.

# **Broiler slaughter and** red meat supply update

Holidays, especially when they fall in the middle of the week, tend to cause a lot of disruptions for both packers and end users. Foodservice operators will likely wait to see how sales developd during the two holiday weeks before they step back in the market to shore up their positions. This is an extremely busy time for retailers, while processor demand tends to taper off due to reduced shifts and the need to juggle available labor. This is an important consideration when looking at some of the wholesale prices printed in the USDA reports.

Domestic beef demand in the short term should re-

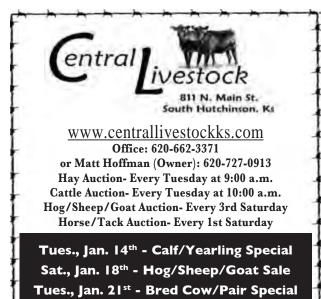
# China beef demand and U.S. trade

USDA maintains a very good library of production and trade data for major countries, and it is sometimes worth looking back to recognize how much the world beef trade changed in the past decade. As we have noted before in this report, the most significant trade shift has been the rise of China as the biggest beef buyer in the world. That shift started well before the spread of African Swine Fever in that country, but it has accelerated since 2018. In November, Chinese imports of fresh/frozen beef were 185,991 mt., some 81,713 mt. or 78% higher than the previous year. This volume is on a product weight basis so just converting to pounds and comparing to reported U.S. production would not be exactly apples to apples. What should the conversion rate be? We really do not know, but USDA Foreign Agricultural Service (FAS) uses a conversion rate of 1.4 for the 0201 and 0202 HS codes (beef & veal).

If we use the same conversion, then Chinese beef imports in November were about 574 million (mill.) lb. on carcass weight basis, with the year-over-year increase representing a 252 mill. lb. gain from the same period a year ago.

main in good shape, driven by a robust economy, low unemployment and higher consumer incomes. But that does not preclude ongoing volatility, especially following the dramatic run-up in prices last November. The value of end cuts will be critical for the cutout in January. Forward beef sales for the 22- to 60-day window are currently running 13% under last year, suggesting a bit of a slow start to the year on the retail end. Weather remains a wild card for cattle this time of year, and for now, packers have had to pay up to secure cattle, with recent prices as high as \$124 per hundredweight.

Read the full Dec. 31 report online at www.dailylivestockreport.com.



# Well Done

Of all the marketing slogans, this one's a long time winner: It's that simple, common phrase: Beef. It's what's for dinner. Those words have rolled across our screens for a quarter century, Inspiring people to eat beef, with all their family. We've seen delicious images of beef upon a grill, Enticing us to give our tastebuds a big thrill. But it's not only the marketing. Our quality's better too, As we've sought to improve the product that we grew. The beef checkoff has also supported key research, To upgrade our product, so as to stay atop the perch. Now we still compete with chicken, and there's issues of fake meat, But the good taste of a great steak still just can't be beat. With these years of experience, it's time to take a notion And celebrate these years of successful beef promotion. As I look back on that record and the markets that were won, I can say to the industry: Beef, it was truly nicely done. Happy Trails! www.ronscowboypoetry.com

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View our auctions live at "Imaauctions.com"

Read the full Jan. 2 report online at www.dailylivestockreport.com.

# Eureka Livestock Sale P.O. Box 267 Eureka, KS 67045 620-583-5008 Office 620-583-7475

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

	Li	ke Us O	n Facebo	ok!	
On Thu	irsday, Janu	ary 2nd v	ve had 936	head of c	attle on an
	-	active	e market.		
ST	EERS	17 bkChr	745@141.25	11 bkbwf	800@139.85
7 bkbwf	524@178.00	22 bkChr	843@140.25	7 bkbwf	725@139.00
5 blk	412@173.00	16 blk	814@139.25	14 bkbwf	803@138.00
4 blk	364@170.00	15 bkbwf	950@139.00	18 bkRd	854@137.00
4 bkbwf	558@164.00	9 blk	930@138.00	12 Chrbk	731@136.00
10 bkbwfrb	of 631@157.50	15 bkRd	911@138.00	15 bkbwf	679@134.75
13 blk	728@153.75	8 blk	995@137.50	62 bkRdC	hr 841@133.00
5 bwf	765@151.50	55 bkChr	947@136.60	3 blk	982@131.50
6 blk	688@148.50	HE	IFERS	11 blk	796@131.50
12 bkbwf	791@148.00	3 bkbwf	432@150.00	5 bkbwf	959@128.75
14 bkbwfrb	of 835@146.75	9 bkbwf	811@141.00	3 bkbwf	1022@115.00
8 bkbwf	679@145.00	7 bkbwf	721@140.00		
13 bkrbf	774@143.00	18 bkbwf	759@140.00		

Butcher Cows: \$35-\$73; mostly \$47-\$62; steady & very active. Butcher Bulls: \$40-\$84, mostly \$72-\$80, steady & very active. Big Flesh Cows selling very active; mostly \$62-\$70, cutter cows mostly \$45-\$60.

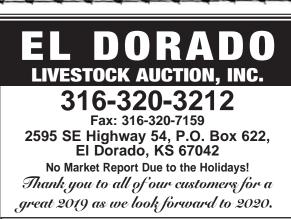
BUTCHER	COWS	2 blk	1523@64.50
1 rbf	1320@73.00	3 blk	1410@63.00
3 blk	1640@72.50	BUTCHER	BULLS
3 bwfwf	1532@70.00	1 Char	1735@84.00
2 blk	1710@70.00	1 blk	1775@81.00
3 bkrbf	1570@68.00	1 blk	1980@80.00
3 blk	1505@68.00	1 blk	1735@80.00
2 blk	1665@67.00	1 blk	2085@80.00
4 blk	1535@66.00	1 wf	2085@78.00

#### **EARLY CONSIGNMENTS FOR JAN. 9**

- 50 blk bwf Spring calving cows, 6-10 yrs old, Bred to Angus bulls to start calving Feb. 8
- 500 mostly blk bwf strs & hfrs, 500-800 lbs, home raised & weaned, dbl. vac., several owners.
- 65 blk bwf strs & hfrs, 400-550 lbs, weaned & dbl. vac. Thin flesh
- 65 blk Simm strs, 800-850 lbs.

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



• JANUARY 9, 2020: SPECIAL STOCKER FEEDER SALE EXPECTING 2,000!

• JANUARY 16, 2020

# Special SATURDAY Cow Sale Saturday, January 18 • 11:00 AM

- 125 black & bwf cows, 3-5 year old cows bred to Angus bulls, start calving first week of February for 75 days. Cows will weigh 1200-1300lbs
- 40 black & bwf cows, running age bred to Angus bulls, start calving in February for 75 days, cows off one ranch.
- 25 mixed color cows, 3-6 year old cows bred to Angus bulls; start calving first week of February for 70 days.
- 80 Spring calving cows, 4years & up
- 65 Spring calving bred cows
- 10 Fall calving pairs

#### **STAY TUNED FOR EARLY CONSIGNMENTS! CHECK OUR WEBSITE AS WELL AS FACEBOOK FOR UPDATED LISTINGS!**

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

#### Check our website & Facebook for updated consignments: www.eldoradolivestock.com

To stay up to date on our latest announcements you can "Like" us on Facebook

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(316) 322-0675 (M)	(620) 222-1199 (M)
Larry Womacks, Fieldman	Van Schmidt, Fieldman
(620) 394-3273 (H)	(620) 367-2331 (H)
(620) 229-0076 (M)	(620) 345-6879 (M)

### Cattle Sale Every Thursday 11:00 AM

### Grass & Grain, January 7, 2020 Page 22 Take stock and look forward

By Derrell Peel, Oklahoma **State Universitv** 

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

Seven Day Forecast

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

**In-Depth Local Forecast** 

Grass & Grain Weather Report

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

Jan. 8, 2020

**Today's Local Outlook** 

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 marketing them to their highest value? Are you leaving money on the table by not adding value, such as preconditioning, 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.

#### Today we will see partly cloudy skies with 311/-WEDNESDAY Seneca 40/30 🕒 a high temperature of 42°, humidity of **Blue Rapids** 0 Partly Cloudy 243 43%. South southeast wind 2 to 11 mph. Washington 39/31 High: 42 Low: 33 The record high temperature for today is 72° 43/35 0 set in 2003. Expect mostly cloudy skies tonight with an overnight low of 33°. South THURSDAY 100 wind 10 to 14 mph. Sell. Mostly Cloudy **Clay Center** High: 45 Low: 36 Last Week's Almanac 243 41/32 Hi/Lo Date Normals Precip 0 Mahattan Wamego 12/27 45/21 40/17 FRIDAY 0.00 0.75" 57/43 40/17 12/28 42/33 42/33 Mostly Cloudy Ogden all 12/29 35/31 40/17 0.00" High: 41 Low: 32 0 244 42/32 ains 0.00" 12/30 39/31 40/17 12/31 44/22 40/17 0.00" Junction City\_ 44/34 SATURDAY 40/17 55/21 0.00' 1/1 E AL 56/36 40/17 0.00' 1/2 Sunny Abilene High: 43 Low: 34 ..... 0.75" Rainfall .... 42/33 Normal rainfall ..... 0.14' SUNDAY. Average temp ...... 38.3° Cloudy **Council Grove** Average normal ...... 28.5° 6 High: 39 Low: 30 44/34 This Week's Sun & Moon Chart MONDAY Cloudy Day Sunrise Sunset Moonrise Moonset High: 34 Low: 25 Wednesday 7:46 a.m 5:20 p.m. 3:32 p.m. 5:38 a.m. Full New Thursday 7:46 a.m. 5:21 p.m. 4:24 p.m. 6:41 a.m. 1/10 1/24 Friday 7:45 a.m. 7:41 a.m. 5:22 p.m. 5:25 p.m. TUESDAY Saturday 6:32 p.m. 8:36 a.m. 7:45 a.m. 5:23 p.m. Mostly Cloudy Sunday 5:24 p.m. 7:45 a.m. 7:44 p.m. 9:23 a.m. First Last High: 30 Low: 21 Monday 7:45 a.m. 5:25 p.m. 8:57 p.m. 10:04 a.m. 1/17 2/1 Tuesday 7:44 a.m. 5:26 p.m. 10:09 p.m. 10:40 a.m. **Growing Degree Days** Local UV Index Weather History Jan. 8, 1973 - A severe ice storm struck Atlanta. The storm Date Degree Days Date **Degree Days** paralyzed the city, closing schools and businesses. Damage 12/27 12/31 0 0 from the storm was estimated at 25 million dollars. One to 12/28 0 1/1 0 0-2 3 4 5 6 7 8 9 10 11+ four inches of ice coated northern Georgia, leaving 300,000 12/29 0 1/2 0 without electricity for up to a week. 0-2: Low, 3-5: Moderate, 6-7: High, 12/30 0 8-10: Very High, 11+: Extreme Exposure Kansas South AbileneMachine® Ag Replacement Parts Dakota South Carolina

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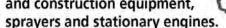
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demand for s \$5.00 higher.	teer and heifer We had a very rs and heifers	r calves that y good end o s that sold at	steauy prices.	COWS & HE 1 char hfrt 1 red hfrt 1 blk hfrt 1 blk hfrt 1 blk cow	EIFERETTES 920 @ 97.00 1025 @ 90.00 1075 @ 70.50 815 @ 70.00 1270 @ 64.50	1 char cow 1 bwf cow 1 blk cow 1 x-bred cow 1 bwf cow 1 red cow	1270 @ 54.50 1240 @ 54.00 1415 @ 53.00 1965 @ 52.50 1535 @ 52.00 1145 @ 51.50	CONSIGNMENTS FOR JANUARY 7: • 25 Angus fancy first-calf heifers, Fink genetics, homeraised, AI bred to lbw Angus bulls, current on all vaccinations, ultra- sounded, start calving Feb. 1
STEER & BU 5 blk/bwf strs 2 char strs 2 blk strs 8 blk/bwf strs	329 @ 190.00 473 @ 189.00 425 @ 187.00 481 @ 187.00		988 @ 140.25 875 @ 140.00 R CALVES	2 blk cows 1 blk cow 1 blk cow 1 blk cow 1 blk cow 1 char cow	1170 @ 64.00 1245 @ 63.50 1230 @ 63.00 1230 @ 62.50 1405 @ 62.00	1 blk cow 1 wf cow 1 blk cow 1 red cow 1 blk cow	1480 @ 50.50 1225 @ 50.00 1235 @ 49.50 1045 @ 49.00 1235 @ 48.00	<ul> <li>31 SimAngus strs &amp; hfrs, 600-700 lbs., weaned, vacc.</li> <li>22 SimAngus strs &amp; hfrs, 600-650 lbs., weaned, vacc.</li> </ul>
2 blk strs 3 mix strs 2 blk/bwf strs 2 red strs 6 blk bulls	467 @ 181.00 460 @ 175.00 495 @ 167.00 533 @ 149.00	8 blk hfrs 3 blk hfrs 7 blk hfrs 1 blk hfr 4 blk hfrs	497 @ 150.00 526 @ 150.00 310 @ 149.00 506 @ 146.00	1 blk cow 1 blk cow 1 blk cow 1 blk cow 2 blk cows	1040 @ 61.50 1075 @ 61.00 1265 @ 60.50 1620 @ 60.00 1293 @ 59.50		1180 @ 47.00 1500 @ 46.50 1365 @ 46.00	<ul> <li>110 blk strs &amp; hfrs, 500-700 lbs., weaned, vacc.</li> <li>160 blk strs &amp; hfrs, 500-700 lbs., weaned, vacc.</li> <li>33 Angus steers, 825-850 lbs.</li> <li>180 black Charolais steers, 850-875 lbs.</li> </ul>
6 mix strs/bulls STOCKER & FE 20 blk strs	563 @ 165.00	144 blk hfrs 3 blk/red hfrs	<b>EEDER HEIFERS</b> 666 @ 149.50 552 @ 143.50	1 blk cow 1 red cow	1300 @ 59.00 1370 @ 58.50 2040 @ 58.00 1330 @ 57.00	2 blk cows/cvs 1 red cow/cf 3 blk cows/cvs	@ 1100.00	<ul> <li>60 black steers, 925-950 lbs.</li> <li>240 black steers, 825-850 lbs.</li> </ul>
124 blk strs 63 blk/char strs 62 blk strs 179 blk strs 57 blk strs	860 @ 150.50 830 @ 149.75 902 @ 149.10 825 @ 147.00 857 @ 147.00	64 mix hfrs 2 blk hfrs 36 mix hfrs 3 blk hfrs 4 blk hfrs	610 @ 138.00 825 @ 136.50 595 @ 135.50 703 @ 135.00	1 blk cow 2 blk cows 1 blk cow	1380 @ 56.50 1235 @ 56.00 1565 @ 55.00	1 blk bull	BULLS 2025 @ 82.50	CONSIGNMENTS FOR JANUARY 14: • 25 Angus fancy first-calf heifers, Fink genetics, homeraised, bred to lbw Angus bulls, current on all vaccinations, ultra- sounded, start calving Feb. 25
5 blk/bwf strs 3 red strs 117 mix strs 10 mix strs	622 @ 146.00 692 @ 145.00 830 @ 144.85 848 @ 142.00	56 mix hfrs 5 mix hfrs 9 mix hfrs	825 @ 134.25 636 @ 132.50 935 @ 119.50		ATCH OU E ON DVA			<ul> <li>Sounded, start calving Feb. 25</li> <li>120 SimAngus strs &amp; hfrs, 750-850 lbs.</li> <li>60 black steers, 900-950 lbs.</li> <li>61 black crossbred steers, 925-950 lbs.</li> </ul>

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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