

# 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 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 mar-

kets 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.



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

We had a cold rain and icy conditions for our sale Friday, January 17th which caused most of our consignments to cancel. However, the cattle that were here were selling fully steady to stronger. Cull cows sold \$3-\$5 higher on the kind offered.

Paxico	3 Cross	1135@73.50	Dwight	15 blk	4-6	7-8	@1700.00	Palmer	10 blk	4	5	@1600.00
	BULLS — 1,125-1,225 LBS.		Leonardville	21 RdAng	2-3	7-8	@1700.00	Russell	6 Heref	3-4	6-7	@1225.00
Paxico	3 blk	1155@74.50	Dwight	5 blk	3	8	@1675.00	Marysville	5 blk	SS	6-8	@985.00
Paxico	3 Cross	1135@73.50	Lost Springs	10 blk	3	6-8	@1650.00	Minneapolis	6 blk	SS	7-8	@975.00
Manhattan	1 blk	1225@61.00	Kansas City	12 blk	3	7	@1650.00	Palmer	8 blk	BM	5-6	@915.00

STEER CALVES — 525-550 LBS.

Goff	4 Cross	542@160.50
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STEERS — 575-850 LBS.

Paola	7 mix	582@162.50
Goff	8 Cross	710@147.00
Paola	19 mix	726@146.00
Netawaka	7 blk	707@146.00
Paola	7 blk	849@138.00

HEIFER CALVES — 475-550 LBS

Paola	5 mix	544@145.50
Goff	3 Cross	485@143.00

HEIFERS — 550-800 LBS

Goff	8 Cross	605@145.00
Paola	16 blk	625@142.00
Netawaka	6 blk	676@139.00
Paola	6 blk	790@135.00
St. George	4 blk	780@130.00

COWS & HEIFERETTES — 900-1,775 LBS

Council Grove	1 blk	900@70.00
Manhattan	1 blk	1775@69.50
Palmer	1 blk	1620@68.50
Randolph	1 blk	1660@68.50
Baldwin City	1 Cross	1655@66.00
Manhattan	1 blk	1535@65.50
Palmer	1 blk	1510@64.50
Manhattan	1 blk	1445@53.00
Council Grove	1 bwf	1135@53.00
Corning	1 Cross	1145@52.00
Marysville	1 blk	1235@51.00
Burns	1 heref	1220@50.00
Atchinson	1 blk	995@50.00
Vermillion	1 Rd Ang	1040@49.00
Marysville	1 bwf	1410@48.00
Palmer	1 blk	1185@47.50
Junction City	1 blk	1040@46.50
Corning	1 blk	1375@46.00
Palmer	1 blk	1105@44.00
Marysville	1 blk	1285@43.75

BULL CALVES — 850-1,175 LBS.

Paxico	3 Cross	873@80.00
Paxico	3 blk	1155@74.50

We had a good attendance of buyers for our special cow and bred heifer sale held Wednesday, January 15th. Young bred cows and heifers were finding very good demand. Cow calf pairs were selling weaker and were not as attractive.

COW/CALF PAIRS

	AGE	
Randolph	3 blk	4-5 @1850.00
Randolph	3 Char	4 @1775.00
Riley	5 blk	4-5 @1675.00
Riley	6 blk	3-4 @1650.00
Junction City	4 blk	2 @1650.00
Leonardville	18 blk	2 @1625.00
Green	13 blk	4-6 @1550.00
Green	5 blk	7 @1450.00
Manhattan	4 Char	3-5 @1425.00
Riley	3 blk	3-6 @1400.00
Manhattan	3 Char	8 @1375.00
Riley	9 blk	4-6 @1375.00
Manhattan	12 Char	SS @1350.00
Green	14 blk	SS @1325.00
Burns	4 Heref	SS @1250.00
Green	4 blk	SS @1125.00

BRED 1ST CALF HEIFERS

	AGE BRED	
Onaga	16 blk	2 8 @2075.00
White City	21 RdAng	2 7-8 @1770.00
Kansas City	34 blk	2 7 @1650.00
Onaga	9 blk	2 7-8 @1600.00
White City	12 Cross	2 7-8 @1600.00
Meriden	7 Heref	2 7 @1485.00
Perry	7 bwf	2 8 @1475.00
Perry	21 blk	2 7-8 @1450.00
Perry	12 blk	2 6-8 @1400.00

BRED COWS

	AGE BRED	
Kansas City	50 blk	3 6-7 @1860.00
Dwight	12 blk	4 7-8 @1850.00
Kansas City	39 Ang	3 6-7 @1775.00
Kansas City	57 blk	3 6-7 @1750.00

EARLY CONSIGNMENTS FOR JAN. 24

- 60 Red Angus str, 2 complete rd sshots, weaned Aug., 550-750 lbs.
- 25 Red Angus hfrs, 2 complete rds shots, weaned Aug., 500-650 lbs.
- 35 choice blk & bwf str 2 rds Fall shots, bunk broke, 650-750 lbs.
- 44 Red Angus str, 2 rds shots, weaned Sept., 650-750 lbs.
- 70 Heref str & hfrs, weaned Oct. 16, all shots, 600-700 lbs.
- 15 Mushrush Influence Red Angus str & hfrs, 2 rds Blackleg, Cattlemaster Gold FP, bunk & tank broke, Red Angus feeder calf certified program, 425-550 lbs.
- 80 blk bwf hfrs, 2 rds shots, weaned 60 days, 550-600 lbs.
- 40 blk str & hfrs, weaned Nov. 10, 2 rds shots, no implants, 500-800 lbs.
- 10 Heref str (2 rds shots/ long weaned) 675-725 lbs.
- 70 Choice Blk hfrs (long weaned, green) 550-600 lbs.
- 50 Blk & Crossbred str & hfrs (long weaned/ shots) 600-750 lbs.
- 20 Blk & Crossbred str & hfrs (long weaned/ 2 rds shots) 500-600 lbs.
- 65 Choice Angus mostly str & hfrs (3 rds shots/ weaned 70 days) 500-650 lbs.
- 50 Reputation Blk str & hfrs (2 rds shots/ long weaned) 600-750 lbs.
- 18 Blk str & hfrs (weaned/shots) 500-550 lbs.
- 25 Heref str, 800-900 lbs.
- 8 Heref hfrs, 700-800 lbs.
- 15 blk & Red hfrs, long weaned, 550-650 lbs.

EARLY CONSIGNMENTS FOR JAN. 31

- 265 choice reputation blk str & hfrs, 2 rds shots, bunk broke, weaned 90 days, 500-700 lbs.
- 20 home raised blk str & hfrs, 2 rds shots, weaned 6 weeks, 500-575 lbs.
- 127 choice reputation Angus & Char Angus X str & replacement hfrs, 2 rds shots, long weaned, 650-750 lbs.
- 20 blk str & hfrs, long weaned, 2 rds shots, 450-600 lbs.



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# Kansas Hay Market Report

Hay market trade is slow, demand was slow, and prices remain steady on limited test. Producers are reporting that the mild winter seems to be a contributing factor for the sluggish hay market and indicate that there is a sufficient supply of grinding hay and round bales of prairie hay. The 2019 Kansas Annual Crop Production Summary was released on Friday January 10. The summary indicated that Kansas's alfalfa hay production of 2.52 million tons was up 18 pct from a year earlier, average yield was at 4.00 T/acre, up .50 T/acre, area harvested was 630,000 acres, up 3 pct and alfalfa for haylage and greenchop production was at 188,000 tons, up 57 pct. 2019 seedlings were also up 20,000 acres from a year earlier and totaled 75,000 acres. If you have any extra hay to sell and/or need hay here in Kansas, use the services of the Internet Hay Exchange: [www.hayexchange.com/ks.php](http://www.hayexchange.com/ks.php).

## Southwest Kansas

Dairy alfalfa, ground/delivered steady; grinding alfalfa 5.00 higher; movement slow to moderate. Alfalfa: horse, premium small squares 240.00-250.00. Dairy 1.00-1.05/point RFV, Supreme 185.00-226.00, Premium 170.00-195.00, Good 160.00-170.00. Stock or Dry Cow 160.00-170.00. Fair/Good grinding alfalfa, 110.00-125.00. Ground and delivered locally to feed lots and dairies, 150.00-160.00 with an instance at 165.00. Sudan: large rounds 55.00-65.00. Wheat straw: large rounds 40.00-50.00, large squares 65.00-75.00 delivered. The week of 1/05-1/11, 9,530T of grinding alfalfa and 2,590T of dairy alfalfa was reported bought/sold.

## South Central Kansas

Dairy alfalfa, grinding alfalfa, ground/delivered, alfalfa pellets, steady; movement slow to moderate. Alfalfa: horse, small squares 250.00-275.00. Dairy, 1.00-1.05/point RFV with an instance at 1.10/point RFV, Supreme 195.00-225.00, Premium 175.00-200.00, Good 165.00-175.00. Stock cow, 130.00-150.00. Fair/Good grinding alfalfa, 90.00-105.00. Ground and delivered locally to feedlots 135.00-145.00; Alfalfa pellets: Sun cured 15 pct protein 200.00-205.00, 17 pct protein 205.00-220.00, Dehydrated 17 pct 300.00-310.00. Grass Hay: Bluestem, good small squares 7.00-8.00/bale, large rounds 60.00-70.00, large squares 75.00-85.00. Brome, small squares 7.00-8.00/bale, large rounds 100.00-110.00, lesser quality 70.00-80.00. Sudan: large rounds 65.00-75.00. Oat hay, large rounds, 80.00-85.00. Tef: mid to large squares 140.00-160.00. Wheat Straw: small squares 5.50-6.50/bale, large squares 70.00-75.00, large rounds 55.00-65.00. The week of 1/05-1/11, 5,257T of grinding alfalfa and 780T of dairy alfalfa was reported bought/sold.

## Southeast Kansas

Dairy alfalfa, grinding alfalfa, ground/delivered, grass hay steady; movement slow. Alfalfa: horse or goat, 230.00-250.00. Dairy 1.00-1.05/point RFV. Stock cow 160.00-170.00. Fair/Good grinding alfalfa, 115.00-125.00. Ground and delivered, none reported; Grass hay: Bluestem, small squares 130.00-140.00, and good, mid squares 120.00-140.00, large squares, 100.00-120.00, large rounds 60.00-70.00. Brome, good, small squares 125.00-150.00, mid to large squares 120.00-135.00, large rounds 90.00-100.00, lesser quality 75.00-85.00; Wheat Straw: mid and large squares 60.00-80.00, large rounds 55.00-65.00. The week of 1/05-1/11, 163T of grass hay was reported bought/sold.

## Northwest Kansas

Dairy alfalfa, grinding alfalfa, ground/delivered steady; movement slow. Alfalfa: Horse or goat, 205.00-

# K-State eyes management, profit strategies for 2020 ranch management series

Kansas State University officials will focus on strategies to enhance profits during the Winter Ranch Management Seminar series, which will be held at five sites in Kansas beginning in January. The meetings feature presentations and comments by K-State Research and Extension staff to en-

hance cow-calf producers' management and marketing strategies, as well as a question-and-answer session.

"The series has a history of being a successful stretch of meetings, which are hosted throughout the state of Kansas," said Bob Weaber, a cow-calf specialist with K-State Research and Extension.

Weaber and other state, district and local Extension staff will take part in the series to help answer producers' questions. The specialists will answer a wide range of questions on beef cattle issues including animal health, nutrition, management, genetics and reproduction.

"The previous year's variable and wet weather across Kansas presented many challenges for farmers and ranchers," Weaber said. "Our Extension team continues to field questions related to environmental effects and their impact on cow herd performance, especially reproduction."

especially reproduction.

"The Winter Ranch Management series provides another great opportunity for state and local specialists to take our expertise out in the country for a series of impactful face-to-face meetings. Our Extension team has a breadth of experience in beef cattle management, reproduction, genetics, animal health and nutrition. We're here to help solve and prevent production problems with reliable information."

Topics at each location include a discussion on the value captured in the marketplace from improved production practices by cow-calf producers and understanding pregnancy loss. Local Extension agents will present a topic focused on forage sampling and testing or proper handling and storage of vaccines.

"Early in the year is a great time for producers to think and plan for the coming year," Weaber said.

215.00. Dairy, Premium/Supreme 1.00-1.05/point RFV. Stock cow, fair/good 150.00-160.00. Fair/good grinding alfalfa, 100.00-110.00. Ground and delivered locally to feedlots and dairies, 125.00-135.00.

## North Central-Northeast Kansas

Dairy alfalfa, grass hay, ground/delivered steady; grinding alfalfa 5.00 lower; movement slow. Alfalfa: horse, premium small squares 9.50-10.50/bale. Dairy 1.00-1.05/point RFV, Supreme 185.00-210.00, Premium 170.00-195.00, Good 160.00-170.00. Stock Cow, 150.00-160.00. Fair/Good, grinding alfalfa, 100.00-120.00. Ground and delivered 130.00-160.00. Grass hay: Bluestem, small squares 7.00-8.00/bale, mid to large squares 85.00-100.00, large rounds 75.00-85.00. Brome, small squares 7.50-8.50/bale, mid to large squares 115.00-150.00, large rounds 80.00-95.00; Sudan, large rounds 55.00-65.00. Wheat Straw: small squares 5.00-6.00/bale delivered, large squares 100.00-110.00 delivered, large rounds 60.00-70.00. The week of 1/05-1/11, 383T of grinding alfalfa and 425T of dairy alfalfa was reported bought/sold.

*\*\*Prices are dollars per ton and FOB unless otherwise noted. Dairy alfalfa prices are for mid and large squares unless otherwise noted. Horse hay is in small squares unless otherwise noted. Prices are from the most recent sales.*

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\*RFV calculated using the Wis/Minn formula.

\*\*TDN calculated using the Western formula. Quantitative factors are approximate, and many factors can affect feeding value. Values based on 100% dry matter (TDN showing both 100% & 90%). Guidelines are to be used with visual appearance and intent of sale (usage).

Source: Kansas Department of Agriculture - Manhattan, Kansas, Kim Nettleton 785-564-6709. Posted to the Internet: [www.ams.usda.gov/mnreports/DC\\_GR310.txt](http://www.ams.usda.gov/mnreports/DC_GR310.txt)

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# Save the dates: join K-State ASI in Manhattan on March 5 and 6

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and students in Manhattan on March 5 and 6 for the 2020 Stockmen's Dinner, Cattlemen's Day and Legacy Sale.

The 50th Annual Stockmen's Dinner will take place on Thursday, March 5, beginning at 6 p.m. at the Four Points by Sheraton Hotel in Manhattan. Patsy Houghton will be honored during the event as the 2020 Stockman of the Year. Registration will be available online at // [asi.ksu.edu/stockmens-dinner](http://asi.ksu.edu/stockmens-dinner).

The 107th Annual K-State Cattlemen's Day

will be Friday, March 6, hosted in Weber Hall. The day will start at 8 a.m. with refreshments, educational exhibits and a commercial trade show. The program begins at 10 a.m. Lunch will be provided. Visit [KSUBeef.org](http://KSUBeef.org) for a detailed schedule and registration information as it becomes available.

The 43rd Annual Legacy Bull and Female Sale will begin at 4 p.m. at the Stanley Stout Center, 2200 Denison Ave. in Manhattan. To learn more about this year's offering and to request a sale catalog

p.m. - Mankato Community Center (214 N. High Street). RSVP by February 4 to Brett Melton, River Valley Extension District, 785-243-8185; [bmelton@ksu.edu](mailto:bmelton@ksu.edu); or to Sandra Wick, Post Rock Extension District, 785-282-6823, [swick@ksu.edu](mailto:swick@ksu.edu)

February 27, 5:30 to 8:30 p.m. - Yates Center, Woodson County 4-H (713 S. Fry). RSVP by February 20 to Dale Lanham, Southwind Extension District, 620-625-8620, [dlanham@ksu.edu](mailto:dlanham@ksu.edu)

Meeting times and registration fees vary by location, but all will include a meal. Participants are asked to RSVP for a selected location by one week prior to the event. Interested participants should contact their local host contact for registration and RSVP details.

More information about the K-State Winter Ranch Management Seminar series is available at [KSUBeef.org](http://KSUBeef.org).

February 11, 5:30 to 8:30

visit // [asi.ksu.edu/legacy-sale](http://asi.ksu.edu/legacy-sale).

There is a block of rooms for events at the Four Points by Sheraton. The rate is \$96 plus tax. To make a reservation, call 785-539-5311 and ask for the LMIC Stockmen's Dinner 2020 block. The block cut-off date is February 5, 2020.

Watch for more information about all three events to be posted to [asi.ksu.edu](http://asi.ksu.edu). For questions about any of the events, contact Lois Schreiner at 785-532-1267 or [lschreiner@ksu.edu](mailto:lschreiner@ksu.edu).

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**2003 Honda Pilot EXL**, 3.5L SOHC PGM-FI 24-valve VTEC V6 engine, 5-speed automatic transmission w/OD, Fully-automatic Variable Torque Management (VTM-4) all-wheel drive system, 4-wheel fully-independent suspension w/front & rear stabilizer bars, PW, PL, remote start, 3rd row seats, 4WD, 198,150 miles, cold air, excellent tires, runs good, small dent in left rear quarter panel, needs a good detailing. VIN 2HKYF18164H591612

**1995 Titan stock trailer**, 14ft, 22ft overall, dual axle, gooseneck, 16" 8-lug wheels, tires in very good condition, excellent floor, sliding rear gate, 32" side door, spare tire, electric brakes, VIN 4TG-G14207D1000432, 12,000 GVWR.

**John Deere L110 lawn tractor**, Kohler Command 17.5 HP OHV, 360 hours, 42" cutting deck, runs; **Bohnert Welding LLC, 12' X 6' heavy duty flatbed trailer w/11" sides**, 7000 lb. dual axle, VIN 1B9CS12252J359005, 5-lug 15" tires, tires good. Will be sold on bill of sale; **(6) 12ft X 6ft heavy steel livestock panels**; **(13) Priefert 12ft X 5ft panels**, PLUS 98" X 4ft gate; **60" heavy duty front snow blade** with quick connect; **Heavy duty 3pt tree saw**, shop built; **3pt bale spander**; **3pt hydraulic bale roller**; **Hydraulic grapple bucket** with quick connect, like new; **Hobart Handler 140 wire fed welder**, like new SN 50559, also includes new Miller pressure regulator and manual; **Briggs & Stratton Vanguard generator**, 9HP, 120/240 V; Model 185432, runs; **Stihl 028AV Super chainsaw**, no chain; **Sears/Craftsman 1HP 12" bandsaw**, Model 113.247210, runs; **Delta 62-044 table saw**, 1-1/2 HP, on castors, runs.

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# SowBridge Educational Program begins in February

SowBridge, a distance educational series sponsored by Kansas State and ten other universities, is set to begin its 12th program year in February.

Registration is due by Feb. 15 for the program, which is designed for those who work with sows, boars and piglets. The SowBridge series pairs electronically provided materials with live presentations via teleconference.

The online program begins on February 5. A registration form is available at KSUSwine.org.

Joel DeRouche, a K-State Research and Extension swine specialist, said that suggestions from past participants helped to shape the current program. "SowBridge provides all participants with the opportunity to hear directly from experts, and to contact those experts

following the individual sessions," he said.

The program cost has been reduced to \$200 for the first registrant from an organization, and half that amount for each additional participant from the same organization.

"We feel the educational information appeals to sow producers of all sizes," DeRouche said. "By lowering this year's registration fee, we hope more people will be able to take part and realize the value of the information provided."

SowBridge is designed to improve the understanding and application of various tools and techniques involved in daily care of the breeding herd and piglets. Sessions are typically scheduled for the first Wednesday of every month.

"With the live phone presentation and slide-

show available on computer or other device, participants can participate from anywhere without needing internet access," DeRouche said.

The distance learning approach allows people to take part without having to travel, take time from work or worry about weather conditions. During each session, participants can ask questions of the industry expert presenter and discuss with other participants from the comfort of their home, office or swine unit.

Before each session, participants receive a link to download the presentation and any additional information provided by the presenter. Participants call in for the audio portion of each session to listen to the presenter while following the presentation file on their own computer or device. Sessions begin

at 11:30 a.m. Central time and last no more than an hour.

Each registration provides access to one phone line per session and all program materials for each registration, including audio recordings of the live session. Materials, delivery process and program costs are slightly different for those with non-U.S. mailing addresses.

Regardless of location, those with questions on the program or registration should contact Sherry Hoyer at the Iowa Pork Industry Center at Iowa State for more information. Hoyer can be reached by phone at 515-294-4496 or email shoyer@iastate.edu.

A sample session of SowBridge session is available by video, <https://z.umn.edu/SB-sample>. The example was created using the presentation ma-

terial and audio recording from a 2017 session where speaker Corinne Bromfield presented, "Identifying Scours."

The list of speakers and topics for 2020 includes:

Feb. 5 - Pam Zaabel, Iowa State University: "African Swine Fever and Secure Pork Supply"

March 4 - Justin Brown, Iowa State University; Chelsea Hamilton, IDALS and ISU: "What You Need to Know About Foreign Animal Diseases"

April 1 - Kiah Gourelly and Jason Woodworth, Kansas State University: "Feeding Strategies for Pre-farrow Females on Piglet Survivability"

May 6 - Mike Ellis, University of Illinois: "Impact of Drying Newborn Piglets"

May 27 - Albert Rovira, University of Minnesota: "Porcine Circovirus type 3: What We Know"

July 1 - Ken Stalder, Iowa State University: "Capturing Value of Cull

Sows"

Aug. 5 - Steve Moeller, The Ohio State University: "Maintenance of Euthanasia Equipment"

Sept. 2 - Erin Cortus, University of Minnesota: "Gestation/Lactation Ventilation Do's and Don'ts"

Oct. 7 - Jose Ramirez, Virox Animal Health: "Proper Disinfectant Application"

Nov. 4 - Rob Knox, University of Illinois: "Induction Protocol Updates"

Dec. 2 - Andy Brudtkuhl, National Pork Board: "Updating Technology in Pork Production"

Jan. 6, 2021 - Tom Parsons, University of Pennsylvania: "Electronic Sow Feeding Management Tips and Tricks"

More information including the registration brochure is available online at KSUSwine.org. For more information, contact Hoyer at 515-294-4496 or shoyer@iastate.edu, or DeRouche at jderouch@ksu.edu or 785-532-2280.

## Study: Farm size not always gauge of profit

A pair of Kansas State University agricultural economists have taken a look at the characteristics that make farms successful in Kansas and have found that bigger doesn't always mean better.

Greg Ibendahl and Terry Griffin reviewed ten years of data from the Kansas Farm Management Association to develop a ranking of several hundred farms based on their economic performance, according to a university news release.

KFMA is a program offered through K-State's Department of Agricultural Economics that provides production and financial management information to farm families in the state.

"Based on the farm sizes that we have in our KFMA database, there really is no advantage to being a bigger farm," Ibendahl said. "I expected the bigger farms to be more efficient because they have the ability to buy inputs at lower prices and because they may have better marketing opportunities."

Ibendahl noted that the K-State analysis has not yet looked at all potential factors of profitability, "but the surprising thing I've seen so far is that once you get to a certain size, there may not be an advantage to getting any bigger than that."

He added that the farms in the KFMA database are mostly between 1,000 and 4,000 acres.

"The higher your debt level was, the lower you tended to rank," Ibendahl said. "To me, when you relate that back to farm size, I don't think farmers should be looking at the fact that they need to expand aggressively because if you're already at a certain size, just getting bigger is not going to help you, but adding more debt is going to be more detrimental to your net farm income."

"I think it's more important to keep your debt in check. We're seeing this even with interest rates kind of low. If there was a situation where we had higher interest rates, I think that debt thing would stick out even more than what it does."

Griffin said the analysis considered the influence of five factors to profitability: farm size, level of debt, investment in machinery, machinery operation and maintenance costs, and the allocation of acres to given crops.

"Keep in mind that this is a simplistic analysis, one variable at a time, which is not realistic because we know that all variables play together at the same time," he said. "But to make it digestible, we looked at one variable

at a time.

"The takeaway here is that it's a good, quick benchmarking for growers to see how they compare and hopefully they will realize that they are not different from average and above average farms."

The full analysis as well as other fact sheets related to characteristics of successful farms is available from K-State online at [www.agmanager.info](http://www.agmanager.info). Griffin said some of the information they've been providing dates back several months.

"There is a lot of stress right now, and stress is caused by low commodity prices," Griffin said. "The weather in 2019 is not what anyone anticipated, and so there are lots of different stresses out there."

"One of the things that I'm trying to get across to producers that I'm talking with is that this study allows you to compare yourself to the majority. A lot of farms were putting more pressure on themselves than they needed to; they thought they were being outliers or their ratios weren't where they should be. This allows them to get a clearer sense of where they stand."

"By looking at a ten-year horizon," Ibendahl added, "and keeping the same farms in there the entire time ... it made a fair comparison."

## Kansas Corn: two positive trade actions improve outlook

The Kansas Corn Growers Association applauded two trade actions last week that improve the outlook for Kansas corn farmers. Thursday the U.S. Senate passed the U.S.-Mexico-Canada (USMCA) trade agreement. On Wednesday, the U.S. signed the phase one trade agreement with China.

"We'd like to thank our Kansas senators Roberts and Moran for their leadership on getting the USMCA passed in the Senate," Kansas Corn CEO Greg Krissek said. "This solidifies our trading future with our neighbors and key customers for corn and corn products."

Mexico is the top export buyer for U.S. corn. Collectively, Mexico and Canada account for more than half of all U.S. exports of corn and corn products like ethanol, DDGS and red meat. The long-term stability provided by USMCA will further open the doors for increased ethanol exports to Canada and Mexico as they work toward an E10 gasoline baseline.

The U.S.-China phase one agreement signed on

Wednesday is a step in the right direction to resolving trade issues with China and restoring our trade relationship. KCGA supports the agreement, and joins the National Corn Growers Association in urging the administration quickly proceed with phase two of the agreement and work to resolve retaliatory tariffs.

The Kansas Corn Commission has worked with partners like the U.S. Grains Council to build trade relationships and develop markets around the world to increase de-

mand for corn and corn products. The value of exports to Kansas corn and corn products is worth nearly \$645 million.

"In today's global economy, export markets are more important than ever for our growers," Krissek said. "The U.S. has the highest quality, most reliable supply of corn and other ag products. We will continue to work to build demand and market access for our products in China, Mexico, Canada and other countries around the world."

### REAL ESTATE AUCTION

**103 acres m/l of Northern MORRIS COUNTY  
Cropland and Hayland**

**SATURDAY, FEBRUARY 29, 2020 — 1:30 PM**

**Auction Location: The Dwight Community Center  
DWIGHT, KANSAS**

**Property Location:** From Dwight, KS, take Main Street west, under the railroad, to Reynoso Street, which turns into "C" Avenue. Take "C" Avenue west 4 miles to 1800 Road, then 1 mile north to "B" Avenue, then 1 1/4 miles west on the south side OR from the east edge of White City, KS, take 2100 Road 4 miles north to "B" Avenue, then 1 3/4 miles east.

**Legal Description:** The North Half of the Northeast Quarter and the North Half of the South Half of the Northeast Quarter, less a tract, all in Section 7, Township 14 South, Range 7 East of the 6th PM, Morris County, KS (Exact legal to appear on deed.)

This property consists of 103 acres, M/L, of which 54 1/2 acres are tilled, approx. 20 acres hayable brome grass including some small waterway areas and approx. 28.5 acres of mixed grass for hay. This property lays well with some low terraces. It is bordered on the east by 1900 Road and on the north by "B" Avenue. There is a rural water line running along the north side of this property. (No meter)


**For more info or viewing, please call John E. Cline, 785-532-8381  
or check our website: [www.clinerealtyandauction.com](http://www.clinerealtyandauction.com)**

**Terms & Possession:** The Seller requires 10%, non-refundable earnest money day of sale with the balance to be due on or before April 1, 2020. Seller and Buyer to split the title insurance and closing costs. 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.

**SELLERS: A.J. & ANDREA TIMM**

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### REAL ESTATE AUCTION

**THURSDAY, FEBRUARY 6, 2020 — 7:00 PM**

**Auction to be held at the Clifton American Legion  
3470 Frontier Road — CLIFTON, KANSAS**

**485.14 acres of Clay County, KS  
Farmland and Rural Residence**

**TRACT 1:** The NE4 and the E2NW4 of Section 6-6-3, Clay County, Kansas. This tract is located in Garfield Township and consists of 163.27 acres according to FSA records. This farm is currently all classified as cropland. It includes 157.09 tillable acres, and 2.50 acres of waterway. There are 2.93 acres with the building site and a ranch style house which has not been occupied for some time. Soil types are about 80% Class II Crete (Cs) and 20% Class III Crete (Ct). Go 11.5 miles north of Clay Center, Kansas to the southeast corner of the tract. It has 1/2 mile of frontage along Highway 15 and 3/4 mile of frontage along Highway 9. 2019 property taxes were \$4,055.96 plus a \$39.00 solid waste fee.

**TRACT 2:** The E2SE4 of Section 5-6-2, Clay County, Kansas. This tract is in Sherman Township and consists of 77.69 acres according to FSA records. The entire tract is classified as cropland and appears to all be tillable except for a small area along the west line toward the north end. Soil types are about 60% Class II Crete (Cs), to the east and north, with a combination of Class IV Crete (Cx), Class III Geary (Gh), and Class II Hobbs (Ho) to the west and south. From Tract 1 at the intersection Highways 15 and 9 go 5 miles west to Indian Rd., then 1/2 mile south to the northeast corner of the Tract. From Clifton go 3 miles east and 1/2 south. 2019 Property taxes on this tract were \$1,626.12.

**TRACT 3:** The W2SW4 and a large portion of the N2 of Section 4-6-2, Clay County, Kansas. This tract is in Sherman Township and consists of 244.18 acres according to FSA records. 232.86 acres are classified as cropland and are all tillable. The remaining 11.32 acres consists of a creek with many trees and other habitat. Soil types include a 52.1 acre field of Class I Muir (Mu) east of the creek. The ground west of the creek to the south line is about 50% Class II Crete (Cs) and about 50% Class III Geary (Gh). This farm has about 3/4 mile of frontage along the south side of Highway 9 and a full mile along the east side of Indian Rd. From the intersection of Highways 15 & 9 by Tract 1 go approximately 4.25 miles west to the northeast corner of the Tract. This Tract lies just east across Indian Rd. from Tract 2. 2019 property taxes were \$5,357.92.

**TERMS:** Contracts to close on or before March, 20th, 2020. The buyer is to pay 10% down day of sale with the balance due at closing. Title insurance and escrow fees are to be paid 1/2 each by the seller and the buyer. The seller will pay 2019 and all prior years property taxes. The 2020 property taxes are to be paid by the buyer. The buyers will get immediate possession. No crops are currently growing on these farms and they are open for spring crops. The buyers will receive all mineral rights. The contract, deed and down payment will be escrowed at Clay County Abstract & Title Company, 610 5th Street, Clay Center, Kansas 67432. Announcements made sale day to take precedence over printed matter. The sellers and their agents are not responsible for accidents. The auction firm is working for the sellers.

**NOTE:** These farms are not enrolled in the FSA farm program and currently show no active conservation plan. The NRCS will gladly work with you to create a plan to bring these farms into compliance. Cost sharing is available. The FSA records on these farms have been released to the public for your convenience. To view the residence and building site on Tract 1 please call the Auctioneer.

**Go to [kretzauctions.com](http://kretzauctions.com) or [kansasauctions.net](http://kansasauctions.net) for color maps & any updates or additional information.**

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Marion, 1 blk	2095@59.50	<b>BULLS</b>	
Wichita, 1 blk	2000@59.00	Wichita, 1 blk	1615@1150.00
Herington, 1 bwf	1350@59.00	<b>STEERS</b>	
Herington, 1 blk	1470@58.50	Wilesey, 5 blk	504@165.75
Marion, 1 blk	2190@58.00	White City, 4 blk	601@156.25
Marion, 1 bwf	1705@57.50	Wichita, 5 blk	561@152.50
White City, 1 blk	1430@55.00	White City, 44 blk	791@144.25
Marion, 1 bwf	1510@54.00	Lincolntonville, 57 mix	851@142.25
White City, 1 bmf	1435@53.50	Marion, 62 blk	873@142.00
Hillsboro, 1 blk	1480@50.50	Wichita, 5 blk	701@139.00
White City, 1 red	1545@50.50	Ramona, 59 blk	927@139.00
Junction City, 1 rwf	1515@50.50	Lincolntonville, 57 mix	916@138.00
		Tampa, 104 mix	935@135.00

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- 61 Red str & hfrs, home raised, LW, 2 rds
- shots, 600-725 lbs.

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**EARLY CONSIGNMENTS FOR FEBRUARY 5**

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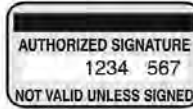
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 95, 55; MF 860, 760, 750,  
 510, 410; IH 1680, 1480,  
 1460, 915, 815, 715, 503,  
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 CASE 1470, 1370, 1270,  
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 '09 Case IH Magnum 215,  
 1500 hrs  
 '09 Case IH Magnum 215,  
 3370 hrs  
 '96 JD 8300 MFD 7960 hrs  
 '95 JD 8770, 4WD, 3903 hrs  
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# A different way to select for foot structure

By Kasey Brown,  
Angus Beef Bulletin

Building good cattle starts from the ground up. Sound feet and legs are essential. Cattlemen know that, but what can they do about it? They can learn about tools that help in selecting cattle with sound feet and legs.

Angus claw set and foot angle scores are scored from 1 to 9, with 5 being ideal. Scores 5-9 are used to establish EPDs, explained AGI's Kelli Retallick. If the foot angle and claw set EPDs are lower than 0.5, that is improving the breed.

As is true with most genetic selection, there are two sides to the coin — phenotype and genotype. Jake Pickering, American Angus Association regional manager for Arizona,

California and Nevada, walked through some phenotypic criteria to look for in a foot-scoring session as part of Angus University at the 2019 National Angus Convention and Trade Show in Reno, Nev.

He highlighted "cowboy structure," meaning the back feet track to the front feet's footprints while walking, and the animal's back stays level when on the move.

Foot shape rightly gets attention; but there's more to bad feet, he cautioned. "Foot shape is the effect. The cause is structure."

To genetically select for better feet and legs, Angus Genetics Inc. (AGI®) director of genetic service Kelli Retallick explained the thought processes behind the American Angus Association's expect-

ed progeny differences (EPDs) for foot angle and claw set.

Collecting feet and leg scores is a relatively new endeavor, but one that has garnered about 50,000 combined data sets, she said. In the summer of 2018, interns collected scores on 4,500 head, ensuring clean and consistent data.

For best foot angle and claw set scores, she advised scoring before trimming hooves, when animals are at least 320 days old or older (which is the first day in yearling data collection), and older females repeatedly. While older is better, she said large groups of 18-month-old or two-year-old bulls can also be submitted before sale, if available.

Be sure to score the

worst foot of any animal on a hard surface where both claw set and foot angle can be readily seen, she advised.

Foot scores are tied to yearling contemporary groups, said Retallick. Only animals in a contemporary group of two or more animals of the same sex provide variation for a genetic evaluation.

"If there is no variation (all animals in the group score a 5, for example), then those scores can't be used in the evaluation," she said.

She added that if scores can't be compared against others, then they aren't useful. For instance, scoring older cows is great, but if you have just one ten-year-old cow to score, then her data can't be compared within her con-

temporary group. However, repeated measures are used. So, older females can still be scored, even if their contemporary groups are smaller. They just need a contemporary group. It's also good to score before culling animals.

Foot angle and claw set are scored on a scale of 1 to 9, with 5 being ideal. Although all scores are recorded in the database, only scores falling into the 5 through 9 categories are used in the genetic evaluation, so lower EPD numbers are more desirable. If the EPD is lower than 0.5, that is improving the breed, she said.

EPDs are used to compare potential parents, so she offered help in reading and comparing the EPDs. Comparing both claw set and foot angle,

Sire A's EPDs are 0.79 and 0.80, respectively. Sire B's EPDs are 0.29 and 0.30. On average, Sire B's progeny should score half a score better (lower) than Sire A's progeny.

"Foot scores are genomically enhanced," she added, meaning DNA profiles on an animal and related animals in the database contribute to the EPD values.

She added that foot scores are continually added to the database. Foot score EPDs are included in the maternal weaned calf value selection index (\$M).

For more information on foot scores, contact the staff at AGI at 816-383-5100. Read more research on foot scoring in "Staying Sound" in the January Angus Beef Bulletin.

## New KSU research reveals connection between drug treatments and antimicrobial resistance in cattle disease

A new study from Kansas State University on the treatment of non-responding cases of bovine respiratory disease, known as BRD, conducted by Hans Coetzee and his collaborators from Iowa State University, sheds light on the relationship between drug treatments and the emergence of antimicrobial resistance.

The study, "Association between antimicrobial drug class for treatment and retreatment of bovine respiratory disease (BRD) and frequency of resistant BRD pathogen isolation from veterinary diagnostic laboratory samples," was published in the December 2019 issue of the journal PLOS ONE.

"Bovine respiratory disease is one of the most important diseases facing beef cattle producers in the United States with economic losses estimated to approach \$1 billion a year," Coetzee said. "Antibiotics are critical to minimize losses associated with BRD caused by bacterial infections."

Antibiotics that are used to treat BRD are broadly classified into two groups: namely those that prevent growth of the bacteria — i.e., bacteriostatic — and those that kill the organism — i.e., bactericidal. Although 90% of BRD relapses are report-

ed to receive retreatment with a different class of antimicrobial, the impact of antibiotic selection — bactericidal or bacteriostatic — on disease outcomes and the emergence of antimicrobial resistance has not been investigated, according to Coetzee.

The focus of the study is determining the association between antimicrobial class selection for treatment and retreatment of BRD relapses and antimicrobial susceptibility of Mannheimia haemolytica, Pasteurella multocida and Histophilus somni.

Pathogens were isolated from samples submitted to the Iowa State University Veterinary Diagnostic Laboratory from

January 2013 to December 2015. A total of 781 isolates with corresponding animal case histories, including treatment protocols, were included in the analysis.

"Our overall interpretation of the data suggests that there is direct association between the number of treatments to which an animal was exposed and the emergence of antibiotic resistance in samples submitted to a veterinary diagnostic laboratory for analysis," Coetzee said. "In addition, these exploratory data suggest that BRD treatment protocols involving first-line treatment with a bacteriostatic antibiotic followed by second-line treatment with

a bactericidal antibiotic may increase the probability of isolating BRD bacteria that are resistant to antibiotics."

While this observation suggests that consideration should be given to the mechanism of action of the antibiotic when selecting drugs for retreatment of non-responding cases of BRD, Coetzee said further research is needed to determine the clinical relevance of this finding in livestock production systems.

Coetzee is a professor and head of the anatomy

and physiology department at the College of Veterinary Medicine. He has published 160 peer-re-

viewed scientific papers and has received more than \$10 million in research funding.

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700-800#	\$149.00-\$133.00
800-900#	\$141.00-\$120.00
900-1,000#	\$140.50-\$117.00

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300-400#	\$163.00-\$130.00
400-500#	\$162.00-\$122.00
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Market Report for 1-16-2020.

2,400 HEAD SOLD

HFRETTES:

1155#-860# \$106.00-\$71.00

COWS-HIGH YIELDING

1660#-1030# \$70.00-\$56.00

COWS-LGT WT & LOW YIELDING

1625#-860# \$54.00-\$36.50

BULLS:

2015#-1000# \$95.00-\$55.00

January 23: Dairy Influence Sale

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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.



USDA estimated the 2019 sunflower production total at 1.94 billion pounds, down 8 percent from 2018. The United States average yield per acre of 1,562 pounds decreased 169 pounds from 2018. Planted area, at 1.35 million acres, was 4 percent above the previous year. Area harvested increased 2 percent from 2018 to 1.24 million acres.

South Dakota, the leading sunflower-producing state during 2019, produced 832 million pounds, a decrease of 14 percent from 2018. Compared with 2018, planted area in South Dakota decreased 7 percent and yield decreased 146 pounds to 1,694 pounds per acre. Meanwhile, production in North Dakota increased slightly primarily due to planted acreage, which increased 23 percent from the previous year. The average yield in North Dakota decreased 242 pounds from 2018 to 1,518 pounds per acre.

United States production of oil-type sunflower varieties, at 1.75 billion pounds, decreased 7 percent from 2018. Compared with the previous year, harvested acres were up 2 percent but the average yield decreased by 163 pounds to 1,562 pounds per acre.

Production of non-oil sunflower varieties was estimated at 197 million pounds, a decrease of 10 percent from 2018. Area harvested, at 126,500 acres, was up 3 percent from 2018. The average yield decreased by 223 pounds from 2018 to 1,558 pounds per acre.

## Consider feeder cattle futures ahead of summer grazing

Heading into spring, summer grazing programs should take note of the feeder cattle futures board. The feeder cattle contract for both August and September 2020 is above \$155 per hundredweight (cwt.), which for many summer grazing programs would translate to a nice profit. This opportunity may be short-lived, though. If we think back to last year, the feeder cattle contract started the year near \$150 before moving higher in April where the daily close reached above \$160 per cwt. However, after that high, both contracts that could have been hedged against fell rapidly through July due to surging feedstuff prices, and bottomed after the Holcomb packing plant fire with both contracts in the \$130s at the time those yearlings would normally be pulled off grass.

For calves bought in the second quarter of last year, let's take the Southern Plains for example — producers had the opportunity to lock in gross margins in excess of \$200 per head (750-pound steer, \$160 per cwt. less calf cost of 550-lb. steer at \$180 per cwt.). The grazing opportunity last year was exceptional, and inexpensive gains per day were had for most regions.

## Balancing calving ease priorities in heifer matings

One of the most exciting times of the year on cow/calf operations is when the calves are born and producers can see the results of their breeding decisions.

Experts from the Beef Cattle Institute at Kansas State University say it can also be stressful and costly if those mating decisions lead to calving difficulties, which is why much care needs to be taken when planning those matings.

As bull buying season approaches, selecting the right bull to match with the heifers was a discussion topic during a recent podcast with the team at the Beef Cattle Institute.

Beef Extension specialist Bob Weaber advised producers begin by evaluating the type of breeding system they need to be successful. "Think about what types of bulls you are going to turn out on what groups of females to define what the calving ease need really is."

One evaluation tool that producers can use in making that decision are Expected Progeny Differences, or EPDs, which are the estimates of the genetic value of the parents to project the calf's performance. EPDs are estimated on a variety of traits among the beef breeds. The direct (CE or CED) and maternal calving ease (CEM or MCE) EPDs are often a consideration in heifer matings. The greater the number, the lower the risk for calving difficulty, Weaber said.

Calving ease EPDs are expressed in percentage units of unassisted births. For example, a bull with a calving ease EPD of 12 is expected to have 7% more unassisted births from first calf heifers than a bull with a CE EPD of 5.

"Calving ease is one of the first things to think about when selecting the types of bulls to breed heifers," said veterinarian Bob Larson. However, he

cautioned that producers shouldn't just isolate their decision to that one criterion.

"Selecting for very high levels of calving ease will lead to lighter calf birthweights over time, and could lead to calf survival issues if taken to the extreme," Weaber said.

He cited an example: "A bull with a calving ease EPD of 20 will typically sire calves with a shorter gestation and lighter birth weight than a bull with a calving ease EPD of 7. But there are potentially other problems to think about such as a light birth weight calf born in a snowstorm. The hypothermia issue is a much greater concern than the two assists a producer might have with a less extreme EPD."

Speaking about Angus sires, Weaber said that bulls in the 7-9 range for calving ease EPD (breed average) matched with heifers will have an expected dystocia rate in

the single digits. In other words, the risk for calving difficulty is low.

The experts agreed it is important for producers to find a balance in the traits.

"A small breeder who is going to use the same bull on the heifers and mature cows shouldn't base the breeding decision solely on calving ease or they'll be disappointed in the performance of the offspring from those matings," Weaber said, noting that when speaking about performance, he is referring to the growth traits in the calves.

If females born to first-calf heifers bred to calving ease sires will be retained in the herd, Larson and Weaber advised that cow/calf producers include the maternal calving ease EPD in their decision.

Another factor to consider is the time of year the calves will be born.

"Calves born in the summer or fall tend to be lighter calves than calves

## KUHN Knight introduces new HP 160 ProPush® hydraulic push manure spreader

The new KUHN Knight HP 160 hydraulic push box spreader features the proven ProPush® design customers have come to love, in a higher capacity, commercial duty package. The HP 160 with VertiSpread® vertical beaters is designed to haul and spread solid materials from dairies and feedlots, including gutter manure, yard scrapings, bedding pack and feedlot manure. The hydraulic push-type design means no apron chains, fewer moving parts and dependable service life.

The HP 160 joins the 2044 and 2054 ProPush hydraulic push box spreader family, but features new upgrades and a greater heaped capacity of 600

cubic feet. The all-steel welded frame on the HP 160 provides a solid foundation for the spreader's sides and floor. The solid weld-in tongue is cross-braced for strength and rigidity, while the updated pusher design has increased the clearance between the tractor and implement for greater maneuverability. VertiSpread vertical beaters equipped on the KUHN Knight HP 160 provide customers with a uniform 25-30 foot spread pattern with excellent material breakup. Polyaminate floor and sides minimize friction and deliver exceptional machine cleanout. For precise monitoring and application tracking, an optional scale system is available.

born in the winter due to the seasonality effect," Larson said.

Weaber encouraged producers to use all their mating evaluation tools when planning for the optimum herd performance.

He said, "There has been enough advancement with genomics and

selection that we can have really acceptable levels of calving ease with outstanding levels of performance. Don't immediately discount when buying a calving ease bull the performance of the calves coming from that mating. We can have both pieces today."

## Fake meat labeling, water issues on agenda for legislative session

The Kansas Legislature began its 2020 legislative session Monday, January 13. Front-and-center for Kansas Livestock Association this year will be legislation to protect consumers from the false labeling claims of alternative, plant-based proteins known as "fake meat." KLA will propose legislation to create a definition of fake meat called a "meat analogue," which includes products that simulate meat, but do not contain animal muscle tissue. The legislation will require meat analogues to place next to their product name, in the same size font, a disclaimer that reads "this product does not contain meat."

KLA also will be monitoring a number of water issues, including those involving the compensation and qualifications of the chief engineer of the Division of Water Resources and liability protections for water right owners for faulty repair work performed on a water meter by a technician.

Meanwhile, the Legislature is expected to grapple with several non-agriculture-related topics this year. Those include deficit spending, Medicaid expansion, a constitutional amendment on abortion and tax relief previously vetoed by the governor that pertains to state tax adjustments necessitated by federal tax law changes made in 2018.

Throughout the session, KLA staff will keep members updated through this newsletter, as well as a KLA's social media platforms. Members are encouraged to like KLA's Facebook page, where weekly government affairs video updates will be posted, and follow the association on Twitter @newsfromkla or by searching for #KLAatthecapitol or #ksfake meat.

## Creep feeding beef calves increases your profits!

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## JC LIVESTOCK SALES INC.

Wednesday Sale, Hogs NOON • Cattle 12:30 PM

Report from January 15, 2020

STEERS		34	580	144.50	
8	377	178.00	4	621	141.00
10	473	175.00	13	656	139.75
5	523	174.00	14	676	136.50
15	573	169.00	26	682	135.00
21	612	163.50	7	742	134.00
58	666	154.00	12	773	132.00
12	678	152.00	54	783	131.60
29	770	149.00	13	827	128.00
12	763	145.00	2	868	123.00
13	861	143.00			

HEIFERS		393	167.50
10	393	167.50	
4	445	156.00	
14	526	151.00	
17	585	145.50	

TOP BUTCHER COW: \$66.50 @ 1,625 lbs.

FAT HOG TOP WAS \$34.50 @ 300 lbs.

## CLAY CENTER LIVESTOCK SALES INC.

Cattle sales Tuesday, 11:00 AM.

Report from January 14, 2020

STEERS		4	471	160.50	
2	455	191.00	20	556	154.00
7	435	183.00	41	569	151.75
31	511	180.00	15	581	150.00
5	550	178.00	12	652	139.50
19	559	171.00	10	620	138.00
25	598	163.50	32	647	137.25
5	653	161.50	17	731	135.25
70	632	159.25	24	741	135.00
65	786	150.75	7	787	132.75
16	748	148.00	10	864	124.50
20	786	145.25			
17	811	144.50			
30	861	143.25			
24	830	142.50			
5	943	136.25			
13	885	135.00			

HEIFERS		7	455	173.00
7	455	173.00		
15	448	165.00		

TOP BUTCHER COW: \$72.00 @ 1,650 LBS.

TOP BUTCHER BULL: \$80.25 @ 1,925 LBS.

Please check our Facebook page for the latest consignments!

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Date: 1/15/20. Total Head Count: 907. COWS: \$60-\$70; \$48-\$59.75; \$47 & down. BULLS: \$67-\$75, light test.

HEIFERS		9 mix	534@159.00
4 mix <td>405@168.00</td> <td>11 mix</td> <td>612@150.00</td>	405@168.00	11 mix	612@150.00
6 blk/bwf	483@160.00	4 blk	663@140.00
14 blk bwf	576@156.00	9 mix	688@140.00
4 mix	548@155.00	8 blk	699@138.50
8 mix	596@141.00	7 mix	607@136.50
4 mix	520@139.00	15 blk/bwf	715@143.50
33 blk	675@147.00	10 blk	763@141.00
24 mix	600@145.00	8 mix	756@138.50
6 blk	624@140.00	23 blk	840@139.75
12 mix	703@137.50	6 blk/bwf	838@139.50
21 blk/bwf	743@134.50	70 mix	817@137.00
8 blk	731@134.00	9 char	841@137.00
16 blk	758@133.50	10 mix	809@136.00
4 mix	706@122.00	212 mix	875@136.00
51 mix	864@133.25	56 mix	900@136.00
21 blk	883@132.00	15 blk/bwf	949@133.50
10 blk	977@127.00	11 blk	1036@130.00

STEERS

5 blk.....521@170.00

- 79TH ANNIVERSARY SALE, JAN. 22**
- 45 Brangus str & hfrs, longtime weaned, 450-750 lbs.
  - 54 blk str & hfrs, 90 days weaned & 1 rd shots, 550-650 lbs.
  - 50 mostly blk hfrs, longtime weaned, 550-750 lbs.
  - 90 mix str & hfrs, longtime weaned, 2 rds shots, 550-750 lbs.
  - 53 blk str & hfrs, longtime weaned, 2 rds shots, 600-750 lbs.
  - 35 blk & red str & hfrs, longtime weaned, 2 rds shots, 600-800 lbs.
  - 45 mostly blk str & hfrs, homeraised, longtime weaned & rds shots, 600-800 lbs.
  - 130 blk str & hfrs, homeraised, longtime weaned & 2 rds shots, 600-900 lbs.
  - 35 blk str, longtime weaned, 2 rds shots, 650-675 lbs.
  - 80 mostly blk hfrs, longtime weaned, 650-750 lbs.
  - 40 blk str, homeraised, 100 days weaned & 2 rds shots, 650-750 lbs.
  - 80 blk str, homeraised & longtime weaned, 2 rds shots, 650-850 lbs.
  - 25 blk str & hfrs, homeraised, longtime weaned & 2 rds shots, 660-800 lbs.
  - 65 blk hfrs, 675-750 lbs.
  - 35 blk str, 90 days weaned & 2 rds shots, 700-750 lbs.
  - 30 mix steers, 700-800 lbs.
  - 40 blk str, homeraised, longtime weaned & 2 rds shots, 700-800 lbs.
  - 20 blk str & hfrs, home raised, longtime weaned, 750-825 lbs.
  - 45 blk & Char hfrs, 775-850 lbs.
  - 70 blk str, home raised, 800-1000 lbs.
  - 40 blk str, 800-850 lbs.
  - 60 blk & Red str, 825-875 lbs.

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# Cowboy Up

by Ron Wilson  
Poet Lariat



## Dueling (Drooling) Menus

"Drooliness." There's a word I had never heard before this fall. The term "drooliness" 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 "drooliness."

The word drooliness 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 "drooliness" and talked about the strategies being used to promote beef through the beef checkoff.

"Beef: It's what's for dinner" has been the long-time, 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 "drooliness" 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 drooliness, those are oft-heard 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 labeled 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 drooliness.

## 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!  
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Horse/Tack Auction- Every 1st Saturday

Results From January 14<sup>th</sup> Sale:

Steers:	Heifers:
400-500# \$140.00-\$193.25	300-400# \$130.00-\$165.50
500-600# \$135.00-\$184.50	400-500# \$129.50-\$167.50
600-700# \$122.00-\$162.00	500-600# \$125.00-\$155.00
700-800# \$130.00-\$148.00	600-700# \$123.00-\$151.50
800-900# \$124.00-\$144.00	700-800# \$121.00-\$138.00
	800-900# \$116.00-\$129.00

Fri., Jan. 31<sup>st</sup> - Draft Horse/Mule Special Sale  
Sat., Feb. 1<sup>st</sup> - Horse & Tack Sale  
Tues., Feb. 11<sup>th</sup> - Calf/Yearling Special

## BELLEVILLE 81 LIVESTOCK SALES

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## VALENTINE LIVESTOCK AUCTION CO. Valentine, Neb.

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Special Bred Female & Regular Sale  
Along with Diamond Lazy J Bull Sale  
S.T. 10:00 a.m. on weigh-ups, 1:00p.m. on Diamond Lazy J Bulls,  
Bred Females to follow (approx. 1:30p.m.)

Dispersions & Liquidations:  
50...blk, bwf (Hoover Dam, Sitz Alliance & Foresight sired) (20 @ 2 yrs, 24 @ 3-6 yrs, 6 @ 7-10 yrs) bred Ang (Upward and Renown); of 2-23 for 60 days. Gentle. Herd Dispersal..... Dan & Deb Woodworth (402-322-0893)  
22...Ang (10 hfrs- 12 @ 3 yrs) bred Ang (Jet Black & Cowboy Up); of 4-1 for 45 days. Liquidation of all April calvers.....Butler Angus (Joe 402-376-4919)  
120...blk & Ang (10 rd) ( 3-6 yrs; 1275-1350#) bred rd & blk Ang; of 3-15 for 60 days. Liquidation.....Sun Belt Farms  
Heifers:  
116...rd Ang (1000-1075#) 59 sync & A.I. bred rd Ang (Finished Product); of 3-19 for 1 day; 57 bull bred rd Ang (Pieper); of 3-24 for 45 days. Top of 230. HR.....RK Cattle (Ryan Ortner 402-273-4424)  
95...Ang (1050-1150#) 63 hd sync & A.I. bred Ang (Future Force); of 2-25, 21 bull bred Ang; of 2-25 for 25 days, 11 bull bred Ang; of 3-20 for 10 days.....Corky & Janet Worth (402-497-3135)  
87...Ang (Connealy sired)(1000-1050#) bred Ang (Connealy); of 3-1 for 45 days. HR Liquidation of all the replacements off the Lee unit.....Mike and Rachel Dent  
107...blk (1000-1100#) sync & A.I. bred Ang; of 3-29 (35 hd); balance of 4-15 for 20 days .....HR, long time good foundation genetics. View pictures and data @ www.fourbarcattle.com  
.....Miles, John & Lynn Mundorf (Miles @ 308-546-2680)  
90...Ang & blk (1050-1100#) bred LBW Ang (Hoffman); of 3-9 to 3-17.....Rick & Missy Weber (402-389-1406)  
45...blk & Ang (1100#) bred Ang; of 3-1 for 21 days. Gentle, long-time big out line kind. HR.....Randy & Chris Huddle (Chris 402-389-1658)  
30...Ang & blk (950-1000#) bred Ang (Kraye Consensus & Element); of 2-15 for 60 days.....Bill Barner  
37...Ang (1000#) bred Ang (Baldrige); of 4-1 for 30 days. Baldrige genetics.....Wayne & Rick Heath  
21...blk & Ang (1100#) sync & A.I. bred Hereford (Sensation's brother); of 3-1; cleaned up Ang; of 3-10 for 30 days.....Turner Ranch LLC  
20...blk (1100#) sync & A.I. bred Ang (Comrade); of 2-25 for 2 days. Levi Mosher origin.....Rick & Missy Weber  
15...blk & Ang (1100#) bred Ang; of 3-10 for 45 days.....Larry Turner  
15...rd Ang (975-1060#) bred LBW rd Ang; of 2-20 for 60 days.....Benny Burdick  
10...bwf (1050-1150#) sync & A.I. bred Ang (Justified); of 3-1; cleaned up Ang for 35 days.....Turner Rn LLC  
5 blk & Ang (1100#) bred Ang (Right Answer); of 3-25 for 5 days. Ultrasound pregged.....Ken Hoppolater  
Other Bred Females:  
111...blk (3 yrs-st) bred Ang (Connealy); of 4-20 for 45 days.....Powder Horn Rn  
30...Ang & blk (3-11 yrs) bred Ang; of 3-29 for 60/90 days. HR.....Ramm Rn  
50...Ang (young) bred Ang; of 5-25 for 50 days.....Wayne & Rick Heath  
25...heif (19 hd) & Ang (6 hd) (running age) bred Ang; of 4-25 for 60 days.....Dwight & Rob Logtgerman  
20...rd Ang (sm-ss) bred rd Ang (Defender, Admiral); of 2-20 for 90 days. Gentle, cake broke, moderate frame.....Benny Burdick  
20...blk (1 rd) (11-12 yrs; 1500#) bred Ang; of 3-10 for 65 days.....Bud Stolzenburg  
20...blk (running age) bred blk (Barstow); of 3-15.....Frauen Rn LLC  
15...blk (sm) bred blk; of 3-10 for 75 days.....Tom Cox  
13...blk (st) bred blk; of 3-10 for 75 days.....John Donnelly  
10...blk (sm; 1250-1300#) bred heref; of 2-10 for 60 days.....Steve & Tiffany Naprstek  
5 Ang (3 yrs) (Connealy sired) bred Ang (Connealy); of 3-1 for 45 days.....Matthew Lee  
Diamond Lazy J offering 23 Angus & Balancer coming two's - see their website @ dlj ranch.com for more details!

View our special sales online @ cattleusa.com  
Office: 1-800-682-4874 or 402-376-3611  
Greg Arendt, Mgr., C: 402-376-4701 Greg Nielsen, Fieldman, C: 402-389-0833  
Jake Hopwood, Fieldman, C: 308-627-4828  
For complete listing visit our website: www.valentinelivestock.net

## Eureka Livestock Sale

P.O. Box 267 Eureka, KS 67045  
620-583-5008 Office 620-583-7475  
Sale Every Thursday at 11:30 a.m. Sharp

Like Us On Facebook!

On Thursday, January 16th we had 639 head of cattle on an active market.

STEERS	23 bkRd	879@134.25	10 GelvX	599@139.00	
4 blk	383@175.00	22 bkRd	807@134.00	7 mix	647@135.50
6 bkRd	635@151.50	15 bkRd	1054@131.70	3 blk	753@134.00
4 blk	761@143.50	10 bkRd	999@131.00	6 blk	711@133.00
5 blk	750@140.00	HEIFERS			
8 bwf/bf	836@139.00	16 blk	579@151.50	15 bkRd	791@131.00
4 blk	905@135.00	7 bk/bf	595@147.50	57 bkRd	894@129.80
14 blk	894@134.75	28 blk	665@142.00	18 bkRd	974@125.50
61 bkRd	975@134.30	14 bk/bf	680@142.00	BULLS	
				3 blk	468@157.00

Butcher Cows: \$40-\$74; mostly Fat cows \$65-\$74; Cutter cows \$48-\$62.  
Butcher Bulls: \$45-\$81, mostly \$71-\$79.  
Cows & bulls steady to higher.

BUTCHER COWS	1 bwf	1400@69.00	
1 blk	1980@74.00	1 bwf	1505@69.00
1 bwf	1595@71.00	BUTCHER BULLS	
1 blk	1860@70.00	1 blk	1805@81.00
1 blk	1515@70.00	1 blk	2095@79.00
1 bwf	1525@70.00	1 blk	2050@79.00
1 blk	1630@69.50	1 blk	1805@78.00
1 Xbred	1825@69.00	1 Brang	1805@78.00
1 blk	1470@69.00	1 rbf	1845@75.50

EARLY CONSIGNMENTS FOR JAN. 23  
• 70 mostly blk cows, 3-10 yr old Spring calvers. Bred to blk Simm and Angus bulls.  
• 15 Purebred Angus cows, 8-10 yr old heavy Springers, bred to Reg. Angus bull.  
• 40 blk bwf str & hfrs, 400-600 lbs, weaned & dbl. vac.

EARLY CONSIGNMENTS FOR JAN. 30  
• 106 fancy Angus str, 750-925 lbs, home raised, weaned & dbl. vac.  
• 55 Fancy Angus str, 700-800 lbs, home raised.  
• 65 mixed hfrs, 800-850 lbs, open.

We appreciate your business!

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

# Junior Beef and Sheep Producer Days scheduled

The Kansas State University Youth Livestock Program, K-State Research & Extension, and the K-State Department of Animal Sciences and Industry will be hosting two junior producer days in the spring of 2020. Junior Beef Producer Day will be Saturday, February 29, and Junior Sheep Producer Day will be Saturday, March 14.

Both events will be hosted in Weber Arena on the Kansas State University campus in Manhattan. The junior day programs are a one-day educational opportunity for youth, parents, project leaders, agents and others to increase their knowledge of youth livestock production and management. Tentative topics include project selection, nutrition and feeding, meat science, health, reproduction, grooming, showmanship, and the state livestock nomination process. Sessions will be led by K-State faculty members, staff, students, extension agents and guest speakers. All ages are welcome, but all attendees must register. These are biennial events, with sheep and beef days hosted in even years and swine and meat goats in odd years.

Both Junior Beef and Junior Sheep days will offer an instructor-led training for youth attendees to earn their YQCA certification. It will be provided as an optional session after each junior day program concludes (approximately 4 p.m.). The training is expected to last 1 hour and 15 minutes to an hour and a half. YQCA is a national youth livestock quality assurance program in its second year.

The cost for each junior day is \$15 per person for those who register by the early deadline, and \$20 per person for those who register after the deadline. Please note, any registrations received after the early deadline cannot be guaranteed a t-shirt.

There are two methods available to register: 1) download the flyer at <http://bit.ly/ksujrproducerdays>, complete the bottom portion of the flyer and mail it with payment; or 2) complete the online registration at <http://bit.ly/ksuasiregister>. Early registration for Junior Beef Producer Day is Feb. 7 and Feb. 21 for Junior Sheep Producer Day.

More information is available at [www.youthlivestock.ksu.edu](http://www.youthlivestock.ksu.edu). For questions, please contact Lexie Hayes, youth livestock coordinator, at [adhayes@ksu.edu](mailto:adhayes@ksu.edu) or 785-532-1264.

## Holton Livestock Exchange, Inc.

1/2 mile East of Holton, KS on 16 Highway

Livestock Auction every Tuesday at 12 NOON  
\*\*\*\*STARTING TIME: 12:00 NOON\*\*\*\*

MARKET REPORT FOR TUESDAY, JANUARY 14  
RECEIPTS: 1061 CATTLE  
FOR COMPLETE RESULTS, VISIT OUR WEBSITE:  
[WWW.HOLTONLIVESTOCK.COM](http://WWW.HOLTONLIVESTOCK.COM)

STEERS	13 blk bwf str	798@136.75	
3 blk str	400@191.00	20 blk str	838@136.75
3 blk bwf str	488@189.25	HEIFERS	
4 blk str	516@178.00	4 blk hfrs	432@163.00
5 blk str	627@159.50	5 blk red hfrs	424@159.00
15 blk bwf str	614@158.50	8 blk bwf hfrs	433@159.00
10 blk str	638@157.00	9 blk hfrs	490@154.25
9 blk bwf str	667@151.50	11 blk bwf hfrs	528@150.50
12 blk str	623@151.50	9 blk bwf hfrs	586@145.50
24 blk bwf str	708@151.00	8 blk bwf hfrs	601@145.25
23 blk bwf str	725@148.00	12 blk hfrs	608@145.00
30 blk str	703@146.75	7 blk bwf hfrs	652@139.75
12 blk str	744@145.50	12 blk bwf hfrs	688@138.00
13 blk bwf str	746@144.25	11 blk hfrs	711@137.00
14 blk str	786@143.00	63 blk bwf hfrs	832@134.00
33 bwf hfr str	880@142.00	19 blk red hfrs	836@132.00
23 blk bwf str	808@141.75	35 mix hfrs	828@131.00
10 blk str	835@138.75	17 mix hfrs	760@130.25

SPECIAL COW AUCTION, FRIDAY, FEBRUARY 7, 6 PM

Dan Harris, Auctioneer & Owner • 785-364-7137  
Danny Peters, Corning, Auct. & Field Rep • 785-868-2591  
Dick Coppinger, Winchester, Field Rep. • 913-774-2415  
Steve Aeschliman, Sabetha, Field Rep. • 785-284-2417  
Larry Matzke, Wheaton, Field Rep. • 785-268-0225  
Craig Wischropp, Horton, Field Rep. • 785-547-5419  
Barn Phone • 785-364-4114  
WEBSITE: [www.holtonlivestock.com](http://www.holtonlivestock.com)  
EMAIL: [dan@holtonlivestock.com](mailto:dan@holtonlivestock.com)

View our auctions live at "Imauctions.com"

## EL DORADO LIVESTOCK AUCTION, INC.

316-320-3212  
Fax: 316-320-7159  
2595 SE Highway 54, P.O. Box 622,  
El Dorado, KS 67042

Market Report - Sale Date 1-16-20. 842 Head.

300-400 lb. steers, \$109-\$167; heifers, \$140-\$154; 400-500 lb. steers, \$131-\$170; heifers, \$120-\$161; 500-600 lb. steers, \$120-\$173; heifers, \$116-\$150.50; 600-700 lb. steers, \$128-\$158.50; heifers, \$110-\$144; 700-800 lb. steers, \$130-\$151; heifers, \$119-\$134; 800-900 lb. steers, \$101-\$143; heifers, \$101-\$131.50; 900-1,000 lb. steers, \$136.25-\$139.50. Trend on Calves: Mostly steady on a lighter test. Trend on Feeder Cattle: Feeder heifers culled steady. Steers under 800 steady; over 800 steady to \$2 lower. Butcher Cows: High dressing cows: \$60-\$67.50; Avg. dressing cows: \$50-\$58; Low dressing cows: \$25-\$40. Butcher Bulls: Avg. to high dressing bulls: \$49-\$81. Trend on Cows & Bulls: Mostly \$3-\$4 higher.

HIGHLIGHTS:

HEIFERS	17 blk	643@156.50	
19 mix	521@150.50	20 mix	716@151.00
23 mostly blk	663@137.50	66 mix	776@143.75
17 mostly blk	713@132.00	108 mix	909@139.50
10 mostly blk	785@134.00	116 mix	960@136.25

STEERS  
16 mix 568@163.00

JANUARY 23rd, 2020  
• 165 blk str & hfrs, HR, LTW, shots, 450-650 lbs.  
• 65 blk steers, NE origin, 800-850 lbs.

FEBRUARY 13th, 2020: STOCKER/FEEDER  
• 150 Blk Strs & Hfrs, HR, LTW, shots, 700-800 lbs.

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](http://www.eldoradolivestock.com)  
To stay up to date on our latest announcements you can "Like" us on Facebook

Josh Mueller Owner/Manager (316) 680-9680	Steven Hamlin (602) 402-6008 (H) (620) 222-1199 (M) Van Schmidt, Fieldman (620) 367-2331 (H) (620) 345-6879 (M)
Chris Locke (316) 320-1005 (H) (316) 322-0675 (M)	

Cattle Sale Every Thursday 11:00 AM



# How to build a feeder-calf marketing plan

**By Ginette Gottswiller, American Angus Association**

Marketing your Angus-sired feeder calves to their fullest potential isn't easy. Market changes can be hard to predict. Value-added programs can help ease that volatility. Buyers, feedyards and packers know the Angus name, and the value Angus calves bring to the table is unrivaled. In 2020, the American Angus Association will be streamlining commercial programs for improved efficiency and clarity. The result? AngusLinkSM is the merging of the long-established AngusSource® Process Verified Programs (PVPs) and the AngusLink feeder-cattle program launched last year.

Commercial producers who have used AngusSource have benefited from the documented information that flows to potential buyers. The increase in bidders at the recent AngusSource-AngusLink Oklahoma Feeder Calf Sale was noticed by the calves' owners.

The American Angus Association has unrivaled customer service, exclusive beef focus and marketing support that provides commercial cattlemen an unmatched market advantage. The commercial program staff looks forward to working with commercial cattlemen each and every day.

Combining the power of the Association's verification programs with the Angus database will position AngusLink as the flagship commercial program. AngusLink will offer a full suite of PVPs, including Age & Source, Angus-Sired Genetics (ASG), Non-Hormone Treated Cattle (NHTC), Never-Ever 3 (NE3), Cattle Care and Handling, and Calf Management.

In addition, optional Genetic Merit Scoring is available, but is not part of the PVP suite of programs. AngusLink-enrolled cattle will be promoted through the listing service once producers provide information to complete the Marketing Document.

Providing value-added marketing programs and cost-effective verification services to commercial partners further supports the power of Angus-influenced feeder cattle in today's marketplace.

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Butler also has the perspective of being a Western Video Market sales representative.

"So, more than anything, it gets me out to a bull buyer and talk to them about where they're headed and what they need," Butler says. "I was a promoter of Angus as a breeder and doing the Angus Association commercial programs before I became a rep, but now it also keeps me in tune with the industry. It's full circle for me. Angus cattle have the best end product, and AngusLink will verify that."

Butler also says that producers can continue to improve end-product merit if they are studious about it.

ers an outlet to work with their bull-buying customers to improve their cattle, and ultimately, the end product for the consumers down the chain."

For Spring Cove, one of those customers is Donna Nelson, owner of Ruby Ranch in Jordan Valley, Ore. She's been enrolling cattle in AngusSource for more than ten years.

"If I have questions about the bulls we buy from Art Butler or need input, we call him, and he helps us so much," Nelson says. "Using Angus commercial programs has opened up some markets for us. Buyers are always coming back looking for Angus commercial programs-enrolled cattle."

The added value also extends to sale time for Ruby Ranch.

"I can tell our calves are some of the higher-selling at Superior," Nelson says. "I would encourage anyone thinking about enrolling their cattle to do it. It's so easy to work with Angus. They've always bent over backward to help, and the program in itself is very helpful. It helps with a market for our calves, and you definitely see a return in the long run."

## AUCTION

**SATURDAY, FEBRUARY 1, 2020 • 10:00 AM**  
2248 A ZZ Road — STRONG CITY, KANSAS  
Saffordville Community Building

Saffordville is located on Hwy. 50 about 7 mi. East of Strong City & about 10 mi. West of Emporia. There is a Saffordville sign along the Highway — exit Hwy. 50 & go South across the Railroad tracks to auction site.

Several hundred photos at [www.hancockauctionandrealestate.com](http://www.hancockauctionandrealestate.com)  
An older couple is moving from the farm and will sell the following. Quite a bit of stuff. Check out the photo's and come to the auction!

**GUNS (sell first)**  
El Chimbo .22/410 breakover youth gun; J Stevens rolling block .22 lever action; Hopkins & Allen rolling block .22 lever; CVA .50 octagon BP, rod; E C Meacham Arms side by side 12 ga.; French MAAS MLE 7.5 rifle; CCA Buckhorn Magnum .50 BP; Russian Nagant 7.62x54, bayonet, rod; Ruger 10/22 carbine .22 LR, missing clip; Harrington & Richardson Topper Model .410, 3" full, single shot, broken trigger guard; Stevens 94 20 ga. Single, 2 3/4", nylon stock; Noble 60D 12 ga 2 3/4" pump; Marlin 55 12 ga. pump; New Haven 285, 20 ga. 2 3/4" adjustable choke, bolt; Remington Navy Arms BP .44, IOB, sold by Ottasco; Taurus .38 special revolver, 3" barrel; Hopkins & Allen .32 revolver, 4 1/2" octagon; Young American .38 2" octagon-rough; 150 unfinished gun stocks; A few Gun cleaning Oil cans.

**SIGNS, PRINTS, ETC. (about 40)**  
34x48" Relief Map of United States, 1899; 38x48" "The Last Supper" by Leonardo Da Vinci print; Gene Aury "The big Sombrero" movie poster; Several Indian prints & old west prints, Roy Rogers, etc.; Standard Oil porcelain-rough-18" x 10"; Goodyear; Funeral Parking; Red Cross porcelain.

**TOYS**  
Sno Flake sled; Gong Bell mower; Miniature Victorian dresser; Miniature china hutch/drop front desk; Ride on truck; Floor model globe; Globe banks; Radio controlled planes; Busy Boy tool box; Cap gun; Toy brace; Truck & trailers; Lazy Day barn, coral, animals; Board games; Wing Shot & Deep Sea Dive marble games by Marx; Metal, Plastic toys; Brass ash tray/roulette wheel.

**CAST IRON SEATS**  
Climax (broken); Rock Island Plow (broken); Dains (broken); Plain cast seats; tin seats.

**BLACKSMITH & OLD TOOLS**  
2 Leg vises-1 is 5 1/2"; Hardy's; 2 traveler's; Smith made horse shoes & "art"; Tinsmith anvil; Miller Falls Hand drill press; 50 hammers, 1 straight peen, several unusual & all sizes; Cast Nail caddy; Bulldog nail puller, pat. 1898; Wheel soak; Cast Dehorners; Hoof trimmers; Hand drills.

**WESTERN**  
Chuck wagon Pantry with coffee grinder; Cast, copper, coffee pots, cookware; Smith made branding irons; A few Horns; Deer antlers; Counter top scales; Shelf brackets- 1 pair brass;

**NEW MISC**  
20' Fancy metal entry gate, posts Small cases & shelves; 35 Woodcuts; Boy Scout items; Black Memorabilia; Deco style Leaded glass lamp; Oak case kitchen clock; Old phones & CB radios; Old pocket knives-1 wooden handle, most are broken.

**TOOLS**  
Wood lathe attachment; A couple tables of using tools.

**FURNITURE**  
A trailer full of modern furniture, dining tables, chests, entertainment center & more

**PHOTOS**  
A few Daguerreotype's; 35 Gov't. Issue WWI & others; WW II; Lots of Native American Indian photos; Post cards from WWI era; Several from teens up to the 50's; Photo albums.

**OL OIL RELATED**  
Standard Oil grease can; Texaco grease; Skelly Tagolene; More!

**MOTORCYCLE ITEMS**  
'04 Harley Road King Seat, fender, pipes; Other saddle bags, etc.

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## Latest developments on fake meat front

McDonald's Corp. is expanding a test of plant-based sandwiches in Canada. McDonald's - which began testing a "P.L.T." (Plant. Lettuce. Tomato.) sandwich at 28 restaurants near Ontario in September - launched the item

in 52 McDonald's Canada stores for 12 weeks starting Jan. 14, the company announced in a news release.

McDonald's officials say they will continue to assess the appetite for the alt-protein option before determining the next

phase for the Beyond Meat sandwich, which features a pea-based patty.

Meanwhile, a possible deal between McDonald's and Impossible Foods reportedly is no longer on the table because of potential supply issues. Im-

possible Foods already provides its soy-based patties to McDonald's rival Burger King. Officials told Reuters that trying to put together a deal with a customer base as large as McDonald's would not make sense right now because of the volume of product that could be involved.

Additionally, Kroger, the country's largest supermarket chain, announced an expansion of its Simple Truth brand with the nationwide launch of Emergence meatless, pea-based burger patties and grinds.

The Emergence line is part of the company's plant-based push that will see the introduction of an additional 50 foods this year, the grocer said. Kroger said the patties and grinds have "the same" taste, texture and sizzle as beef and are free of GMOs, dairy, gluten and soy. The new items will be located in the packaged meat case.

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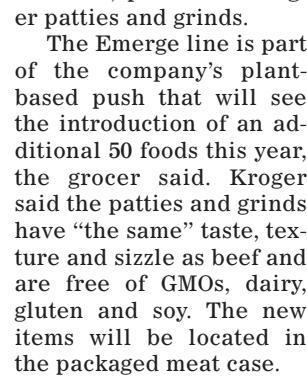
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## Grass & Grain Weather Report Jan. 22, 2020

Seven Day Forecast	In-Depth Local Forecast	Today's Local Outlook																																
<p><b>WEDNESDAY</b> Mostly Cloudy High: 39 Low: 31</p> <p><b>THURSDAY</b> Rain &amp; Snow Possible High: 38 Low: 30</p> <p><b>FRIDAY</b> Scattered Rain High: 39 Low: 31</p> <p><b>SATURDAY</b> Cloudy High: 35 Low: 27</p> <p><b>SUNDAY</b> Partly Cloudy High: 31 Low: 23</p> <p><b>MONDAY</b> Cloudy High: 33 Low: 25</p> <p><b>TUESDAY</b> Mostly Sunny High: 36 Low: 28</p>	<p>Today we will see mostly cloudy skies with a slight chance of rain and snow, high of 39°, humidity of 82%. South wind 6 to 10 mph. The record high for today is 66° set in 2009. Expect cloudy skies tonight with a slight chance of rain and snow, overnight low of 31°.</p> <p><b>Last Week's Almanac</b></p> <table border="1"> <thead> <tr> <th>Date</th> <th>Hi/Lo</th> <th>Normals</th> <th>Precip</th> </tr> </thead> <tbody> <tr><td>1/10</td><td>32/19</td><td>40/16</td><td>0.56"</td></tr> <tr><td>1/11</td><td>26/13</td><td>40/16</td><td>0.00"</td></tr> <tr><td>1/12</td><td>31/25</td><td>40/16</td><td>0.00"</td></tr> <tr><td>1/13</td><td>40/28</td><td>40/16</td><td>0.00"</td></tr> <tr><td>1/14</td><td>47/36</td><td>40/16</td><td>0.00"</td></tr> <tr><td>1/15</td><td>41/17</td><td>40/17</td><td>0.00"</td></tr> <tr><td>1/16</td><td>24/11</td><td>41/17</td><td>0.00"</td></tr> </tbody> </table> <p>Rainfall ..... 0.56" Normal rainfall ..... 0.11" Departure ..... +0.45" Average temp. .... 27.9° Average normal ..... 28.2° Departure ..... -0.3°</p>	Date	Hi/Lo	Normals	Precip	1/10	32/19	40/16	0.56"	1/11	26/13	40/16	0.00"	1/12	31/25	40/16	0.00"	1/13	40/28	40/16	0.00"	1/14	47/36	40/16	0.00"	1/15	41/17	40/17	0.00"	1/16	24/11	41/17	0.00"	<p>Washington 42/34</p> <p>Blue Rapids 36/28</p> <p>Seneca 36/28</p> <p>Clay Center 38/30</p> <p>Mahattan 39/31</p> <p>Wamego 37/29</p> <p>Ogden 40/33</p> <p>Junction City 40/32</p> <p>Abilene 40/34</p> <p>Council Grove 39/31</p>
Date	Hi/Lo	Normals	Precip																															
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1/15	41/17	40/17	0.00"																															
1/16	24/11	41/17	0.00"																															
<p><b>Local UV Index</b></p> <p>0-2: Low, 3-5: Moderate, 6-7: High, 8-10: Very High, 11+: Extreme Exposure</p>	<p><b>Weather History</b></p> <p>Jan. 22, 1989 - Low pressure brought heavy rain and gale force winds to Florida. Daytona Beach, Fla. was drenched with 5.48 inches of rain in 24 hours to establish a January record for that location. Winds at Titusville, Fla. reached 63 mph.</p>	<p><b>Growing Degree Days</b></p> <table border="1"> <thead> <tr> <th>Date</th> <th>Degree Days</th> <th>Date</th> <th>Degree Days</th> </tr> </thead> <tbody> <tr><td>1/10</td><td>0</td><td>1/14</td><td>0</td></tr> <tr><td>1/11</td><td>0</td><td>1/15</td><td>0</td></tr> <tr><td>1/12</td><td>0</td><td>1/16</td><td>0</td></tr> <tr><td>1/13</td><td>0</td><td></td><td></td></tr> </tbody> </table>	Date	Degree Days	Date	Degree Days	1/10	0	1/14	0	1/11	0	1/15	0	1/12	0	1/16	0	1/13	0														
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1/12	0	1/16	0																															
1/13	0																																	

## This Week's Sun & Moon Chart

Day	Sunrise	Sunset	Moonrise	Moonset	Phase
New					Full
1/24	Wednesday 7:41 a.m.	5:35 p.m.	5:59 a.m.	3:36 p.m.	2/9
	Thursday 7:40 a.m.	5:36 p.m.	6:54 a.m.	4:31 p.m.	
	Friday 7:39 a.m.	5:37 p.m.	7:42 a.m.	5:30 p.m.	
	Saturday 7:39 a.m.	5:39 p.m.	8:23 a.m.	6:30 p.m.	
	Sunday 7:38 a.m.	5:40 p.m.	8:58 a.m.	7:30 p.m.	
	Monday 7:37 a.m.	5:41 p.m.	9:29 a.m.	8:29 p.m.	Last
2/1	Tuesday 7:37 a.m.	5:42 p.m.	9:57 a.m.	9:27 p.m.	2/15



# Sell At St. Marys

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

We sold 1398 cattle January 14. Steer and heifer calves were in good demand at steady prices. Feeder steers and heifers were steady to \$3.00 higher. The cow and bull market was steady.

STEER & BULL CALVES		HEIFER CALVES	
1 blk str	385 @ 187.00	1 bwf hfr	250 @ 170.00
3 blk/bwf str	458 @ 183.00	3 blk hfrs	320 @ 162.00
1 blk str	430 @ 179.00	17 blk/bwf hfrs	496 @ 160.00
1 x-bred str	510 @ 178.00	1 char hfr	325 @ 159.00
1 blk str	320 @ 176.00	3 blk hfrs	452 @ 157.00
8 blk/bwf str	547 @ 175.00	3 blk hfrs	445 @ 156.00
2 blk str	453 @ 174.00	4 blk/bwf hfrs	481 @ 156.00
5 blk str	459 @ 171.00	3 blk/red hfrs	383 @ 154.00
33 mix str	533 @ 170.00	5 blk hfrs	523 @ 152.00
1 blk str	310 @ 169.50	4 blk/red hfrs	545 @ 144.00
1 blk bull	400 @ 168.00	4 mix hfrs	541 @ 138.50
1 red str	545 @ 163.00		
1 bwf bull	500 @ 163.00		
1 blk str	540 @ 160.00		
1 bwf str	485 @ 159.00		
2 blk/char str	548 @ 157.00		

STOCKER & FEEDER HEIFERS		COWS	
8 blk hfrs	579 @ 150.00	1 blk cow	1260 @ 58.00
48 blk/red hfrs	618 @ 144.00	1 char cow	1575 @ 56.00
22 blk/bwf hfrs	627 @ 142.75	1 x-bred cow	1350 @ 55.00
3 blk/red hfrs	558 @ 141.50	1 blk cow	1580 @ 54.00
11 blk hfrs	642 @ 141.00	1 char cow	1735 @ 52.50
7 blk hfrs	619 @ 138.00	1 blk cow	1465 @ 52.00

BRED COWS		BULLS	
1 blk cow	@ 1150.00	1 blk bull	1025 @ 96.00
2 bwf cows	@ 850.00	1 blk bull	1545 @ 75.00
1 blk cow	@ 800.00	1 blk bull	2010 @ 73.00
		1 blk bull	1665 @ 71.00
		1 blk bull	1510 @ 65.00

**WATCH OUR AUCTIONS LIVE ON DVAuctions.com**

**CONSIGNMENTS FOR JANUARY 21:**  
• 30 blk steers, 550-600 lbs., weaned, vacc.  
• 42 blk steers & heifers, 600-750 lbs., weaned, vacc.  
• 120 SimAngus str & hfrs, 750-850 lbs.  
• 61 black crossbred steers, 900-925 lbs.  
• 60 black steers, 950-975 lbs.

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

FOR INFORMATION OR ESTIMATES:

REZAC BARN	ST. MARYS, 785-437-2785	LELAND BAILEY	TOPEKA, 785-608-4005
DENNIS REZAC	ST. MARYS, 785-437-6349	LYNN REZAC	ST. MARYS, 785-456-4943
DENNIS' CELL PHONE	785-456-4187	REX ARB	MELVERN, 785-224-6765
KENNETH REZAC	ST. MARYS 785-458-9071		

**Toll Free Number.....1-800-531-1676**  
Website: [www.rezACLIVestock.com](http://www.rezACLIVestock.com)  
AUCTIONEERS: DENNIS REZAC & REX ARB

**Rezac Livestock Commission Company, Inc. St. Marys, Ks.**