

# Schwieterman Market Outlook

#### A marketing commentary by Bret Crotts

We had an interesting week last week in the grain markets for a change. The July corn trade, briefly, over the 50-day moving average for the first time since January. It remains to be seen whether or not the strength was a one off event, or if we have more buying to look forward too. There is no doubt that we have plenty of corn on hand and we will for a long time, but we also haven't had any fresh bearish information for a while. It seems that we have absorbed all the negativity for the time being and that we will need to see improving crop condition ratings and a good weather outlook to get the next leg lower started. Until that happens, we should have a little bit of recovery ahead of us.

The wheat, and par-

**Quality Structures** 

ticularly the Kansas City wheat, made a strong recovery as well. The wheat market was aided by a sharp break in the dollar and an improved export market. We are also dealing with less than ideal growing conditions in much of the HRW Belt. We are not going to have a disastrous wheat crop, but the combination of low acres and mediocre yields will keep the crop from making our stocks grow.

It is almost time to start talking about harvest pressure though, so whatever strength we get in the next two weeks is probably all we will see for a while. A move to \$4.90 is probably the best we can hope for in the July KW.

The soybean market struggled this week. There is fear that trade tensions with China will escalate again because of their handling of Hong Kong and COVID-19. So far we have not slapped any more tariffs on Chinese goods, but things do change quickly. The soybean market is very dependent on Chinese demand, so the bulls don't need another trade war.

Cattle futures had a strong week, with the June contract making two month highs and the August feeders making two week highs. The cash cattle market is still somewhere between about \$110 and \$120 and the futures are nowhere close to that. The feeder index is trending higher, so there is little incentive for the August feeders to do anything but trend higher until that changes.

Basically, trends are up

high, things will get very bullish. Slaughter rates are improving, so that means there is a greater need for cattle and margins are still outrageously high.

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 bret@swbell.net

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Grass & Grain, June 2, 2020 al or indicated by simulated mation is accurate or comhistorical tests of strategies, is not indicative of future

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# KFGC organizes its first photography contest

The Kansas Forage and Grassland Council (KSFGC) is having a photography contest to promote the multifaceted use of Kansas forages. The contest is sponsored by the Greater Manhattan Community Foundation.

Organizing a photo contest is a great fit for the KSFGC. It helps to highlight the importance of forages in Kansas and it dovetails nicely with the national photo contest managed by the American Forage and Grassland Council, as we encourage individuals from all parts of the forage industry to enter both contests," said Mark Nelson, KSFGC executive secretary-treasurer.

Entrants may submit photos to the photo category of their choice: harvested forages, grazing, education or wildlife and conservation.

The contest ends Friday, Oct. 30, 2020. Winners will be announced at the 2020 KSFGC Annual Meeting in Great Bend. Cash prizes will be awarded to the best photos in each category.

To enter the contest, participants must be a current KSFGC member. To join or renew memberships, entrants can visit www.ksfgc.org. Cost to enter the contest is free. To register for the contest, visit https://ksfgc.org/ ksfgc-photo-contest/.



Page 13

#### STARTING 10:00 A.M. ON WEIGH COWS 1-800-834-1029 FOLLOWED BY STOCKER FEEDERS — 11:00 A.M. **Toll-Free** OFFICE PHONE 785-776-4815 • OWNERS MERVIN SEXTON & JOHN CLINE

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

						<b>v</b>						-
Cattle buyers c	ame to tow	n Friday, May	Wilsey	6 blk	978@119.00	Seneca	1	1345@63.50	Grantville	1 blk		1250@81.50
29th with a ver	y positive	attitude mak-	HEIFER CAL	.VES — 27	′5-550 LBS.	Wheaton	1 blk	1365@63.00	Shawnee	1 He	ref	1680@80.00
ing for a stron	ger to high	er market on	Frankfort	10 Cross	280@176.00	Alma	1	1530@62.00		CAL\	/ES	
all classes of c	attle offere	ed. Cull cows	Ozawkie	5 blk	329@174.00	Alta Vista	1 bwf	1265@62.00	2 blk			@375.00
and bulls also	sold \$3-\$5 l	higher except	Frankfort	12 Cross	356@170.00	Shawnee	1 blk	1605@61.50	2 bwf			@275.00
the heavy cov	ws which	were selling	Basehor	15 blk	400@168.00	Perry	1 blk	1245@61.50	1 bwf			@260.00
steady.			Frankfort	9 blk	411@160.00	Osage City	1 blk	1370@60.00	1 blk			@230.00
STEER CAL	VES - 37	5-525 LBS	Silver Lake	4 blk	357@158.00	Leonardville	1 Cross	1380@59.00	C	OW/CAL	F PA	RS
Basehor	5 blk	385@193.50	Basehor	20 blk	533@157.00	Manhattan	1 blk	1140@58.50			AGE	
Silver Lake	6 blk	380@187.00	Enterprise	8 blk	508@153.50	Alta Vista	1 bwf	970@58.00	Williamsberg	g6 blk	2	@2050.00
Basehor	6 blk	425@186.00	Silver Lake	4 blk	392@152.00	Wamego	1 blk	1055@56.00	Williamsberg	g6 blk	2	@2000.00
Ozawkie	9 blk	406@180.00	Manhattan	10 blk	544@151.50	Leonardville	1	1285@55.00	Williamsberg	g5 blk	2	@1975.00
Leavenworth	4 blk	421@180.00	Clay Center	6 blk	474@151.00	Leonardville	1 blk	1220@50.00		BRED (	COWS	\$
Ozawkie	10 blk	465@173.00	Ozawkie	4 blk	443@150.00	Leonardville	1 Cross	1360@50.00			AGE	MO
Leavenworth	8 blk	496@171.00	Leavenworth	4 blk	413@150.00	BULLS	— 1,2 <mark>50-</mark> 2,	250 LBS.	Leonardville	2 blk	4	5 @1400.00
Basehor	9 blk	522@169.00	Frankfort	4 Cross	478@148.00	Morrill	1 blk	1970@92.00	Baileyville	1 blk	SS	8 @1125.00
Clay Center	5 blk	423@168.00	HEIFERS	6 — 550-70	00 LBS.	leonardville	1 blk	1900@91.50	Alma	1 blk	8	5 @1100.00
STEERS	— 550-1,0	00 LBS.	Quenemo	16 blk	586@141.50	Westmoreland	1 blk	1800@89.00	Baileyville	1 blk	5	4 @1050.00
Enterprise	8 blk	581@160.00	Nortonville	8 Cross	556@139.00	Alta Vista	1 blk	1885@88.00	Baileyville	1 Cross	BM	7 @1025.00
Tonganoxie	8 blk	578@159.50	Marysville	13 blk	700@128.00	Waterville	1 blk	2230@86.00				
Clay Center	8 blk	551@159.00	<b>COWS &amp; HEIFER</b>	Rettes —	750-1,625 LBS.							
Manhattan	11 blk	574@157.00	Ozawkie	1 blk	770@108.00	EARL	Y COI	NSIGNM	IENTS	FOR	JL	JNE 5
Qeenemo	32 blk	583@151.50	Alta Vista	1 bwf	920@101.00			PLETE DISPER				]
Marysville	12 blk	663@148.50	Frankfort	1 blk	930@99.00	• 16 blk cows.		, 10 w/ 30-60 day o			avv S	pringers.
Clay Center	5 blk	670@146.00	Enterprise	1 blk	980@94.00	,					,, <b>,</b> .	
Blaine	11 blk	693@144.50	Baileyville	1 blk	1585@67.00	a 20 Gentic ho		PLETE DISPERS k BWF fall calving			e for l	ate Aug -Oct
Westmoreland	6 bwf	665@144.00	Shawnee	1 blk	1220@66.00	calving. Elect			j cows, o-s yis,	bieu Aligu	5 101 1	ale AugOci.
Marysville	23 blk	815@136.00	Leonardville	1 blk	1465@64.50	• 21 Gentle ho	me raised Bl	k BWF cows, mos	tly SS - older, b	red Angus	s. 12 w	ill have young
Seneca	21 blk	932@125.00	St. George	1 blk	1555@64.00	calves, balan						-
Marysville	15 blk	969@120.00	Osage City	1 blk	1355@63.50	• 20 BIK BWF F	-ali buli & hfr	calves, 500-650 ll	os.			

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Page 14

Grass & Grain, June 2, 2020

# Kansas Hay Market Report

Hay market trade slow; demand light; Most of the activity is on previously contracted hay. Reports are coming in that alfalfa hay is hitting the ground, but tonnages are lower due to freeze damage, insects, and dry conditions. Under the circumstances we currently find ourselves in, most producers are still trying to figure out where the new crop pricing should be. Hit and miss showers occurred recently across western Kansas and, although gratefully received, did not provide much relief from the drought conditions. Rain continues to fall, however, in the eastern half of the state making haying and field work next to impossible. According to the U.S. Drought Monitor, Abnormal dryness (D0) decreased to 25 pct, moderate drought (D1) held steady at 16 pct, severe drought (D2) was steady at 9 pct and extreme drought (D3) was steady at 2.5 pct. 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.

#### Southwest Kansas

Dairy alfalfa, grinding alfalfa, ground and delivered steady; movement slow. Alfalfa: horse, premium small squares 230.00-240.00. Dairy 1.00/point RFV, Supreme 185.00-226.00, Premium 170.00-195.00, Good 150.00-170.00 Stock or Dry Cow 160.00-165.00. Old crop, Fair/Good grinding alfalfa, 110.00-125.00, new crop grinding alfalfa 115.00-125.00 delivered, with an instance of new crop grinder hay in the bale at 120.00 at the edge. Ground and delivered locally to feed lots and dairies, 145.00-155.00, with a few instances at 165.00. Grass Hay: Bluestem, good small squares none reported, large squares 100.00-110.00. Sudan: large rounds 60.00-70.00. Corn stalks ground and delivered, 65.00-75.00. Wheat straw: none reported. The week of 5/17-5/23, 7,107T of grinding alfalfa and 1,235T of dairy alfalfa was reported bought/sold.

#### South Central Kansas

Dairy alfalfa, grinding alfalfa, ground/delivered, alfalfa pellets, steady; movement slow. Alfalfa: horse, small squares 255.00-275.00. Dairy, 1.00/point RFV, Supreme 185.00-225.00, Premium 170.00-195.00, Good 150.00 178.00. Stock cow, 140.00-150.00. Fair/Good grinding alfalfa, 85.00-100.00, Ground and delivered locally to feedlots 140.00-150.00; Alfalfa pellets: Sun cured 15 pct protein 190.00-200.00, 17 pct protein 195.00-210.00, Dehydrated 17 pct 300.00-310.00. Grass Hay: Bluestem, none reported. Sudan: large rounds 55.00- 65.00. Wheat Straw: none reported. The week of 5/17-5/23, 4,485 of grinding alfalfa and 637.5T of dairy alfalfa was reported bought/sold.

#### Southeast Kansas

Dairy alfalfa, grinding alfalfa, ground/delivered, grass hay steady; movement slow. Alfalfa: horse or goat, 230.00-240.00. Dairy 1.00/point RFV. Stock cow 140.00-150.00. Fair/Good grinding alfalfa, 115.00-125.00. Ground and delivered, none reported; Grass hay: Bluestem, small squares 125.00-135.00, good, mid squares 105.00 120.00, large squares, 90.00-110.00, large rounds 60.00-65.00. Brome, good, small squares 125.00-150.00, mid to large squares 100.00-110.00, large rounds 70.00-80.00. Wheat Straw: mid and large squares 60.00-70.00, large rounds 55.00-65.00. The week of 5/17-5/23, 1,335T of grass hay was reported bought/sold.

#### Northwest Kansas

Dairy alfalfa, grinding alfalfa, ground/delivered steady; movement slow. Alfalfa: Horse or goat, 205.00-215.00. Dairy, Premium/Supreme 1.00/point RFV. Stock cow, fair/good none reported. Fair/good grinding alfalfa, 95.00-105.00. Ground and delivered locally to feedlots and dairies, 125.00-135.00. Sudan, large rounds 55.00-65.00.

#### North Central-Northeast Kansas

Dairy alfalfa, grinding alfalfa, ground/delivered, grass hay steady; movement slow. Alfalfa: horse, premium small squares none reported. Old crop dairy 1.00/point RFV, Supreme 185.00-225.00, Premium 170.00-195.00, Good 150.00-170.00. New crop dairy 1.00-1.05/pt. Stock Cow, none reported. Fair/good, grinding alfalfa. 100.00-110.00. Ground and delivered 120.00-130.00. Grass hay: Bluestem, small squares 6.00-7.00/bale, mid to large squares 80.00-90.00, large rounds 55.00-65.00. Brome, small squares none reported, large squares 90.00-100.00, large rounds 55.00-65.00; Sudan, large rounds 55.00-65.00. Wheat Straw: small squares 5.00-6.00/bale delivered. large squares 70.00-80.00, large rounds 55.00-65.00. The week of 5/17-5/23, 778T of grinding alfalfa and 775T 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.

\*CWF Certified Weed Free

\*RFV calculated using the Wis/Minn formula.

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

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

# **BIF announces Seedstock, Commercial Producer award winner finalists**

Improve-The Beef ment Federation (BIF) announced finalists for its Seedstock and Commercial Producer awards on Friday, May 22. Both developed in 1972, the Seedstock Producer Award recognizes outstanding seedstock producers across the nation while the Commercial Producer Award recognizes commercial producers for their dedication to improving the beef industry at the commercial level.

Finalists for this year's Producer Seedstock Award are Grund Beef Genetics. Town Creek Farm. and Yon Family Farms.

Grund Beef Genetics, Sharon Springs, was nominated by the Kansas Livestock Association. The operation consists of about 400 head of cattle, both purebred and commercial seedstock. The purebred operation included Gelbvieh, Angus and Red Angus genetics. Balancer cattle is the predominant breed on the ranch, providing profitable traits of crossbreeding to their customers Creek Farm, Town

West Point, Mississippi, is a Brangus seedstock operation founded in 1993. The cow herd consists of 500 Brangus and Ultrablack cows; 90 Brahman, three-quarter Brahman and Vigormax<sup>™</sup> cows; and

250 commercial Brangus cows. The operation has a strong international business, marketing live animals, semen and embryos into Australia, Brazil, Paraguay and Thailand. In collaboration with NEO-GEN and the University of Florida, a DNA product was developed to identify the percent Bos indicus in cattle, resulting in Town Creek Farm introducing and trademarking Vigor-Max<sup>TM</sup> and TruVigor<sup>TM</sup> cattle. Town Creek Farm was nominated by the Mississippi Beef Cattle Improvement Association.

Yon Family Farms, Ridge Spring, South Carolina, is a primarily Angus operation currently con-

sale. The American Angus Association and Clemson University nominated Yon Family Farms. The winner of the Seed-

stock Producer Award will be announced during the BIF Symposium Online Awards program Wednesday, June 10 at 1 p.m. CDT. Beef magazine sponsors both the Seedstock and Commercial Producer of the Year awards.

**Commercial** Producer Award finalists are Brentwood Farms, Kempfer Cattle Company and Vest Ranches.

Brentwood Farms, Brent, Alabama, was established in 2014 and consists of approximately

400 Simmental and Angus-cross cows. With an eye on performance, the Brentwood Farms foundation has been built from Alabama BCIA proven genetics, from fellow BCIA producers and bull evaluations, along with leading genetics in the utilization of artificial insemination. The operation runs on a 90-day fall calving season and grazes Bahia and Bermudagrass pastures. Brentwood Farms is nominated by the Alabama Beef Cattle Improvement Association.

Kempfer Cattle Company, based in St. Cloud, Florida, is six generations strong. In addition to approximately 3,000 cows and 750 replacement females on 25.000 acres in Florida, the Kempfers also operate a heifer development program in Macon. Mississippi, on 2,000 acres. Ninety percent of the cow herd is a commercial mix of Brahman, Angus and Shorthorn bulls for a maternal cross and Charolais for terminal crosses. The balance are purebred Brahman and Angus cattle. Replacements are required to have a minimum of 50% Brahman blood. Kempfer Cattle Company was nominated by the University of Florida's Department of Animal Sciences. Vest Ranches, Childress, Texas, consists of 1,200 head of progressive Angus and Charolais cattle. Their unique feeding program, 75-day breeding season and December calving, and management of limited forage and water resources separates their ranch from others, all while improving rangelands and wildlife habitat. Vest Ranch cattle must be hard workers without sacrificing condition in order to thrive in the harsh landscape of West Texas. Vest Ranches is the definition of sustainability, making the land, cattle and business viable to pass to the coveted fifth generation and beyond. The American Angus Association and the American-International Charolais Association nominated Vest Ranches.

The Commercial Producer Award will be presented Tuesday, June 9 at 1 p.m. CDT.

A complete list of nominees, as well as biographies, can be found at //BeefImprovement.org/ symposium/awards.

BIF will host its 52nd Annual Beef Improvement Federation Symposium -Online the week of June 8 starting at noon Central time each day. For a complete schedule and to register for the free online symposium visit BeefImprovement.org/symposium.

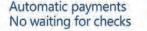






2 ton floor jack, 55 T-post, 5' Cattle date. Horse saddle. Horse tack Delta Bench Grinder, Newer 220 stick welder, Homelite Generator, Hand tools, axe, shovel, sledge, post hole dig ger, Air Bubble, horse shoes, hot shot, old Allis Chalmers injector tester. COLLECTIBLES & THE **REST:** Metal Vintage Auto tune up cabinets, **1938 Coke** Ice box cooler, Coca Cola

sisting of 1,500 cows. In response to customer's needs, the Yons introduced Simmental and Brangus genetics to their cow herd to provide a genetically broader bull offering. They host two production sales a year; each February, the family sells 200 registered Angus bulls and 100 females, and market another 300 bulls and 100 females in an October



Hay

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#### FARM & LIVESTOCK EQUIPMENT

WEDNESDAY, JUNE 17, 2020 - 10:30 AM LOCATION: From NESS CITY, KS South 11 miles to Co. Rd. 20, 1.5 miles West

TRACTORS: 1998 Case IH 9330 tractor, 4-wheel drive, 3 pt., pto, Tremble gps, row crop; 1976 Mustang OML 330 skid steer loader; 1970 Case 970 tractor, ps., pto w/loader; 1955 Ford 881 tractor, selecto speed,

combine & SWATHER: 2009 Case IH 2152 draper head, 30' w/transport; JD 853A row head, on trailer; 1976 JD 7700 combine w/24' head; JD 843 corn head w/ trailer; 1985 NH 1116 self-propelled swather, 4 cyl. hydro diesel w/new rollers, 2,068 hrs.

TRUCKS: 1985 Ford LN 800 feed truck w/Harsh 502 box & scales 1974 Chevy tandem truck, 466 gas motor, 18' bed & hoist, front end damage; 1973 Chevy C-65 tandem truck, 466 gas motor, 5&2 spd. trans., 24' box & hoist. LIVESTOCK ITEMS: Deweze 4-bale bus carrier; Haybuster 1100 tub grinder, tilt tub; 1991 Hesston, bale, processor; 1975

Hesston bale processor; 1975 Netmore grinder mixer.

VEHICLES: 2009 Polaris 400 ATV, 4x4; 1999 Chevy suburban LT, auto, 50 motor; 1995 Ford F250 pickup, 4x4, 7.3 die-sel motor, 5 spd. trans.; 1977

Chevy pickup, 350 motor, 4 spd. trans. w/pto FARM EQUIPMENT: 2011 JD 1760 planter, 12-row w/fert.; JD 7200 MaxEmerge planter, 8-row w/fert.; 20' stalk shredder, 1000 pto; IHC 700 plow, 7x18; Orthman 8-row cultivator; Strip till machine, 12-row w/NH3; Elk Creek caddy & Accra plant 9-shank sub-tiller; Great Plains HD3010 double disc drill, 2-section, 7.5" spacings; Crustbuster drill, 32'x10"; Sunflow-er, 29' disc; JD 16' disc drill; 15' chisel plow; FK 3x5 sweep plow w/ pickers; FK 5x5 sweep plow w/ pickers; FK 6x5 sweep plow.

TRAILERS: 2007 Neal goose neck spray trailer, 24', 1800-gal tank, mixing meter, 2" pump; 2002 Goose Neck semi live-stock trailer, 53', ground load; 1987 Featherlite 7x26' aluminum gooseneck livestock trailer; 1975 Řyan gooseneck hydraulic dump trailer, 16' grain sides; 1974 Elk gooseneck 24' livestock trailer. OTHER FARM ITEMS: 14' Leon dozer blade, fits Case 4490 tractor; Eversman 6-yard dirt scrap er; Perkins 6-cyl. diesel irrigation motor; 60 hp electric motor; 7 rotary mower, 3pt.; Other items!

JIM & SHEILA VonLEHE, OWNERS 785-798-7171 Auctioneers Note: Be on time not many small items on this auction! TERMS: Must show VALID ID to register. NO EXCEPTIONS. Cash or approved check day of auction. No warranties expressed or implied Everything sold as is. Not responsible for theft, accident or illness. Announcements day of sale take precedence over printed material.

NOTICE: Due to Covid-19, you are responsible for your own SAFETY and HEALTH. The auction company nor the seller will be held responsible. Social guidelines are in place, so please be respectful. We know auctions are a hard place to social distance, so we will have masks and hand sanitizer available. Enjoy the auction!

BERNING AUCTION, INC., 812 West M St., Leoti, KS 67861 620-375-4130

& hydraulic hookup with new rear tires, gas engine & new electronic ignition, good run-ning condition; **1996 Dodge** P/U w/V8 Magnum, automatic, 4x4 Super Cab w/Rhino Bed in good running condition, w/cruise, A/C & recent oil change & transmission flush; bale spear, disc, harrow, spring

400 Tractor w/loader, 3 pt.

THIS IS A SMALL SALE DO NOT BE LATE! Go to KSAL.COM & click on marketplace, then auctions for

pop cooler.

full ad & pictures! OR go to KansasAuctions.net TERMS: Cash or a good check. Credit cards accepted after sale is over with a 3% charge. There are No Buyers Premiums & No Sales Announcements day of sale take precedence over printed material. Not responsible for accidents. Everything will be sold as is condition. **Due to COVID 19** you will be asked if you have a temperature or are feeling bad. Bring your own personal protective equipment as none will be provided. Please maintain social distancing. THANK YOU!

BAXA AUCTIONS, LLC, 625 Sietz, SALINA, KS PHONE: 785-826-3437 • Auctioneer: Mark Baxa

# UPCOMING AUCTIONS REAL ESTATE AUCTION: WEDNESDAY, JUNE 3 - 6 PM 6220 E. Stimmel Rd. - NEW CAMBRIA, KANSAS

Real Estate: This property sits on approx. 20 acres. It has 2 bed-rooms, 1 bath & approx. 960 sq. foot. Built in 1916. This property includes several outbuildings and newer fencing. Was previously used as a cattle farm.

# ESTATE AUCTION: SATURDAY, JUNE 6 - 10:00 AM 8348 Stimmel Rd. - NEW CAMBRIA, KANSAS

Items for sale include: Corvair Convertible, ATV's, UTV, Antiques Boats, Mowers, Tractors, Household Items, Bicycles, Tricycles, Trailers, Tractor Attachments, Tools, Pedal Cars, and much more.

### CONSIGNMENT AUCTION: SATURDAY, <u>June 13</u> - 10 Am

601 S. Broadway - SALINA, KANSAS Farm Equipment, Construction, Semi-Trailer, Horse Trailers, Guns,

Welders, Tools, Zero Turn Mowers, Skid Loader Attachments, New Elec. Motors, ElDorado Batteries, Household Items.

ESTATE & CONTENTS AUCTION: SATURDAY, JUNE 20 - 10 AM 2362 E. Mink - LINCOLN, KANSAS

REAL ESTATE: Approx. 157.6 acres. 2010 sq ft, 3 bdrm/2 bath, built 2002, full basement. CONTENTS: 2006 Chevy PU 2500 Dura-max, Tools, Toolboxes, Fence Panels, Engine Hoist & much more.

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#### MANHATTAN, KANSAS

**\* AUCTION REAL ESTATE HOME** 

4 BEDROOM, 2 BATH RANCH HOME. Built in 1998! WEDNESDAY, JULY 8, 2020 — 6:00 PM AUCTION held Onsite at 504 S. Manhattan Ave., MANHATTAN, KS

OPEN 1 hour before Auction or by Appintment.



This is a very nice well-kept home w/ an open floor plan. The design was very well planned in order to accommodate any size family in this 1245 sq. ft. layout.

#### **GREAT Family Home, Starter Home or Rental!** Auction won't take long so BE ON TIME!

Terms: 10% earnest money the day of the auction with the remainder at closing on or before August 5, 2020. Title insurance and escrow fees to be shared equally. The sale is not contingent on financing and all in-spections should be conducted prior to the auction at bidder's expense. Murray Auction & Realty is acting as an agent for the Seller. All infor-mation obtained from sources deemed to be reliable, but not guaranteed. Statements made day of auction take precedence over printed material.

# **SELLER: DEBRA JOHNSON** MURRAY AUCTION & MEAL 1 Steve Murray, Broker/Auctioneer • 785-556-4354





Farm & Livestock Equipment, Harvest Equipment, Construction Equipment, ATVs, Lawn & Garden Items





updates & pictures or added items!

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# Page 15 Farm Bureau continues fight for fair cattle prices

Major upheaval in U.S. cattle markets has increased attention on the growing gap between high beef prices and low cattle prices. Always with an eve on how the organization can help its farmer and rancher members, the American Farm Bureau Federation is working aggressively, particularly during the coronavirus pandemic, to make sure livestock producers are fairly compensated for their cattle.

Farm Bureau's efforts on that front include calling for investigations by the Commodity Futures Trading Commission and USDA into questionable market practices; meeting with both CFTC and USDA officials to convey a strong interest in a robust investigation of any market-distorting activities;

and working with government entities and other agricultural organizations to engage in aggressive oversight of cattle markets to ensure producers are paid fair value for their livestock.

AFBF also supports the Trump administration's initiative to have USDA investigate potential market-distorting tactics.

Lawmakers, too, are looking at the disparity between high beef prices and low cattle prices. Among the proposals being floated to address this concern is one that would require packers to buy a percentage of their weekly cattle purchases on the cash market.

Beyond this approach's conflict with AFBF policy, a mandatory cash market minimum presents several other problems, not the least of which is the improbability of it providing higher returns for producers.

AFBF policy, crafted by farmer and rancher delegates to the organization's Annual Convention, opposes a mandatory minimum for negotiated cattle slaughter because it would restrict producers' ability to enter into progressive. value-added cattle pricing arrangements and contracts.

"Mandates on cash trade ultimately limit the use of the alternative marketing agreements that allow producers to respond to consumer-driven market demands." explained Michael Nepveux, AFBF livestock economist.

Nepveux also noted there's no simple way to alleviate COVID-19's unprecedented external

shock to the overall food system.

"No amount of cash trade would provide relief from these supply chain challenges," he said.

Additionally, a mandatory minimum would require expanded federal oversight and more regulations for an already heavily regulated industry, with potentially no benefit.

And while cash market trade would boost price discovery - a good thing it would not necessarily increase the prices producers are paid, which is the issue the proposal's proponents say it is designed to address.

"We can and should promote a more robust price discovery system, but not at the expense of a producer's ability to use value-based, consumer-driven marketing

Their fact sheet "Fence-

line Weaning - A Market-

ing Tool for Your Calves

(E2929) also includes sug-

gestions for fence designs

days, having adequate

water available for the

cattle is a MUST. Experi-

enced ranchers that utilize

fenceline weaning have

found that having plenty of

water in the region where

the cattle are congregated

can be a challenge. Plan

ahead before you begin

the weaning process to

be certain that sufficient

water can be supplied to

both sides of the fence.

During the hot summer

for fenceline weaning.

arrangements," Nepveux said.

In fact, mandating a minimum number of cash purchases could end up costing producers and consumers. A recent white paper by Colorado State University's Dr. Koontz indicates a mandatory policy of 50% minimum negotiated cash transactions would result in a \$2.5 billion loss to the industry in the first year, and an overall loss of \$16 billion over ten vears.

Several additional studies conducted by academic faculty at various land grant institutions on the costs and benefits of alternative marketing agreements and the impacts of mandatory minimum negotiated trading volumes show that limiting the use

of AMAs by the beef industry will decrease efficiency, increase processing and marketing costs, and could potentially reduce beef product quality.

Another problem with the proposal is that the impact would be uneven across different regions of the country because negotiated trade is more common in certain states. such as Nebraska and Kansas, which have seen their negotiated percentage range from 40-75% in recent years. Other states typically have very little negotiated trade. In Texas and Oklahoma, for example, negotiated trade accounts for only 5-8% of cattle transactions. Nationally, negotiated trade sits around 20-23%.

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Guns will sell at noon - Accepting consignments until Thursday, June 11th, 2020 Sellers include: Great Plains, Land Pride, G.P. Trucking, Circle W Cattle Co., El Dorado, Advanced Auto, DS&O and others.

MOTORHOMES, CAMPERS: 2000 Vacationer by Holiday Rambler 36' w/Triton V10 gas motor, 1 slide out, **ONLY 32,174 miles** \* 1990 26' Hitchhiker II 5th Wheel Camper w/ 1 slide out. **STORAGE CONTAINERS:** 20' Conex storage box like new with matted floor.

BUILDINGS: NEW Curvco Model P 30'X62' with 12' center \* 2 HD all steel 8'X10' railroad storage buildina

SEMITRACTORS, TRUCKS, TRAILERS: 2008 48 ft. Aluminum/Steel Combo Spread axle Flatbed Trailer \* Travalons 35 ft overall Stock Trailer w/front compartment Extra Nice \* 2 axle fiberglass tool box \* 27 ft overall Travalong stock trailer \* 5th wheel plate \* 16 ft Utility Trailer \* American 14 ft Enclosed trailer.

SKID STEER ATTACHMENTS, FORKLIFTS: 2007 International 7400 DT466 (DS&O) 47 ft reach digger truck 108,600 miles, w/ M50-plus pitman utility boom, w/ remote control \* Clark Electrical Forklift w/ hard rubber, side shift and charger \* Crown Electric Standup Forklift 55S w/side shift \* Toyota Electric pallet jack \* New Kubota BX2750D Snow blower \*New Kubota B2782A Snow Blower \* Rhino skid loader N30 post hole digger \* 2 Tree pullers \* 6 Weldable quick attach plates \* 2 receiver hitch's \* 4 sets of pallet for extensions \* 80" brush hog \* 72" brush hog \* 66" 75" 80"& 85" Rock buckets \* 66" 75" 80"& 85" Rock & brush Grapple \* 7 New pallet forks for skid loader.

TRACTORS, FARM EQUIPMENT, IMPLEMENTS: Elcher 364NC Tractor w/ roll bar & canopy \* International 1086 Tractor 140 HP dual PTO, Dual Hydraulics, w/ suitcase weights & tractor weights, landpride RCF 3010 10' Rotary mower \* HD Double Diamond Predator brush hog \* 3 pt. Arena Vator II Spring tooth Grater Groomer \* Land Pride 3pt Sb2584 snow blower \* SPF 3 pt. Flail mower \* 72" 3 pt. spring tooth grater groomer AG1572 \* Great Plains Bat wing mower RCM16515 \* Land Pride 3 pt. RCP3060 Parallel Arm cutter \* New John Deere CX-15 bat wing mower \* Cosmo 3pt hyd concrete mixer \* Cattle Panels \* Squeeze Shoot (head catcher) for cattle \* Feed Bunks \* 500 Gallon Propane Tank \* Continuous Fencing

panels \* Command mod# GS5 5ft grading scrapper. CARS, PICKUPS: 1973 Cadillac ElDorado \* 2010 Chevy Equinox \* 1982 Jeep CJ7 w/wench \* 1975 Ford

F700 Dump Truck 62,000 miles, 4speed with 2 speed, w/ hoist, 16 ft bed grain box, and tarp. **BATTERIES, TIRES RIMS, SEATS PARTS, MOTORS:** Great Plains New Implement and mower tires \* Lights \* Bricks \* More Lighting \* Scaffolding \* El Dorado Bus seats \* Truck bed \* Hydraulic hoses \* Hy-draulic Cylinders \* PTO shafts \* Vinyl flooring \* 2 Pallets of (El Dorado) new Batteries \* 2 Pallets Elastic Adhesive Tubes (El Dorado) \* Large High Quality Heater Hose on rolls \* Air Hose \* 2 pallets of mud flaps for G. p> Trucking \* 20 HP Baldor electric motor w/ air pump \* Several pallets ( approx...76) of 3.25 HP and 5 HP payer protect \* Great reduction units \* 10 New 56" new by do 200 pci cultured ( approx...76) of 3.25 HP and 5 HP new motors \* Gear reduction units \* 19 New 56" new hyd. 2000 psi cylinder (mod 250jt) \* Myers AMMO CANS: Approx. 100 50 cal ammo cans \* Approx. 180 120 mm Tank Ammo storage cans. MOWERS, YARD EQUIPMENT: Spartan XTF-61 GT Trac mower with 37.9 hours extra nice \*Ariens ST270 Snow blower \* Gravely 260 Zero turn mower Good condition \* Grasshopper Zero turn mower w/52" Deck \* Pro Ride 260 Commercial mower \* Toro Z master Diesel Commercial mower w/ 60" deck and 2243 hrs GUNS & HUNTING EQUIPMENT: Hatfield mod. SGL 410 3" chamber vent single shot shotgun rib ser # 410516-101871 \* Mossberg mod. 395T 12 ga bolt action shotgun 28" full choke bbl no magazine ser # 854811 \* JC Higgins mod. 583-3 20 ga 2-3/4" chamber bolt action shotgun full choke bbl ser # N/A \* Shandong 1st Machine Works mod. YL12-1J4 12 ga pump shotgun ser # 0312461 \* Mauser/Samco – Spain mod M98 (1916) 308 WIN cal bolt action rifle w/sling ser # 07-7233 \* Wards Western Field mod. Pump 22 S-L-LR cal pump rifle ser # 126014K \* Enfield mod. MK III 303 British cal bolt action rifle no magazine ser # 32611 \* Traditions mod. Crockett 32 cal black powder octagon bbl \* Elgin Arms Co mod. S.S. 12 ga single shot shotgun ser # D4178 Raven Arms mod. MP-25 25 ACP cal semi auto pistol nickel ser # 1696186 \* Davis Industries mod. P-380 380 ACP cal semi auto pistol ser # AP354735 \* SCCY Industries mod. CPX-1 9mm cal semi auto pistol ser # 124768 \* Hawes Firearm Co. mod. Western Six Shooter 22 LR cal revolver ser # 87415 \* Jennings Firearms mod. J-22 22 LR cal semi auto pistol nickel w/extra mag ser # 305597 \* Hopkins & Allen mod. Safety Police 38 S&W cal. revolver ser # F1347 \* Remington mod. Mohawk 22 LR cal nylon 66 semi auto rifle ser # 2234223 \* Volunteer Enterprises Inc mod. Commando Mark 45 45 ACP cal semi auto rifle ser # 60657 \* Remington Wingmaster mod. 870 20 ga 2-3/4" chamber pump shotgun Imp Cyl bbl ser # S083144X \* Mossberg by CBC mod. 715T 22 LR cal semi auto rifle ser # EMD3737902 \* Marlin mod. XT-22 22 LR cal bolt action rifle ser # MM568330 \* FIE mod. SB 12 ga single shot shotgun camo ser # C1285516 \* Rossi mod. M4122B 22 LR bbl & 410 bbl ser #SP608913 \* Mossberg mod. 500AB 12 ga pump shotgun ser # G024882 \* Stevens mod. 67 Series E 20 ga 2-3/4" & 3" shells pump shotgun ser # E431866 \* Glenfield by Marlin mod. 60 22 LR only semi auto rifle ser # 23543579 \* New Haven mod. 283TB 410 3" chamber bolt action shotgun ser # N/A \* High Standard ser # 25343579 New Haven # 26251297 \* Marlin mod. 55 12 ga 3" Magnum chamber bolt action shotgun 'The Original Marlin Goose Gun' w/sling ser # 70262835 \* Henry Repeating Arms mod. H0025 22 LR cal semi auto rifle US Survival – Silver ser # US53756 \* Unknown Make Mod. Diamond Special 12 ga Single Shot shotgun (faulty latch, has to be taken apart to open breach) ser # 225813 \* Lots of Tree Stands. INDUSTRIAL & CONSTRUCTION EQUIPMENT: John Deere 410-J Backhoe w/only 2693 hrs. on the meter, extend a hoe, 4 wheel drive, and quick detach bucket \* 2007 Sky Jack Dual fuel PSI 4 cyl 42 in ext, hyd. Outriggers 41 ft. SJ 8841 \* 9000 lb.4x4 Dynalift D4P 90 Telehandler with like new foam filed tires \* Semi tarps from G.P. trucking \* Salina Vortex Anver Vac Lift 900 lb load (mod. M90M6) \* Haeger Syntron Bolt Organizer \* 36" Belt Sander w/extra belts & dust collector \* Triump NTC-910 Tyre Changer \* Hunter Bolt Organizer \* 36" Belt Sander w/extra belts & dust collector \* Triump NTC-910 Tyre Changer \* Hunter wheel balancers \* Advanced Avenger 2810D floor scraper \* Harris hydraulic power unit w/ hydraulic cyl-inder \* LS10 30 HP Sul Air air compressor w/Refrigerated Ultra Air Dryer. BUILDING SUPPLIES: Several 100 ft of 8" diameter 24-25 & 36-38 ft. long gas line pipe in good condition \* Gazebo Roof \* Fencing \* 7 6x10 ft dog run panels \* Approx. 15,000 sq. ft Metal roof sheets \* Skylights \* Several pallets of Pallet Rack cross members \* 40 ft steel light or flag pole. TOOLS: 10" Radial Arm Saw \* 10" Craftsman table saw \* HD Band Saw \* Approx. 20 wire and stick welders from G.P. 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### Reduce stress when weaning fall-born calves Michigan State University.

By Glenn Selk, Oklahoma **State University Emeritus Extension Animal** Scientist

Many cow/calf operations with fall-born calves will wean the calves in mid- to late-June. Weaning during very hot summer weather is stressful enough to the calves. Therefore, any management strategy that can reduce stress to the calves should be utilized. "Fenceline weaning" is such a strategy that should be applied.

California researchers weaned calves with only a fence (Fenceline) separating them from their dams. These were compared to calves weaned totally separate (Separate) from dams. Calf behaviors were monitored for five days following weaning. Fenceline calves and cows spent approximately 60% and 40% of their time, respectively within ten feet of the fence during the first two days.

During the first three days, Fenceline calves bawled and walked less. and ate and rested more, but these differences disappeared by the fourth day. All calves were managed together starting seven days after weaning. After two weeks, Fenceline calves had gained 23 pounds more than Separate calves. This difference persisted since, after ten weeks, Fenceline calves had gained 110 pounds (1.57 lb/day), compared to 84 pounds(1.20 lb/ day) for Separate calves.

There was no report of any differences in sickness, but calves that eat more during the first days after weaning should stay healthier. A follow-up study demonstrated similar advantages of fenceline contact when calves were weaned under drylot conditions and their dams had access to pasture. To wean and background, even for short periods, fenceline weaning should be considered. (Source: Price and co-workers. Abstracts 2002. Western Section of American Society of Animal Science.)

Management ideas concerning "fenceline weaning" are available from

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publication for this release at: https://usda.library.cornell.edu/concern/ publications/m326m174z

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Herington, 1 bwf	1600@65.00	Cncl Grve, 1 rwf	1135@56.50	Tampa, 1 blk	2095@90.00
Durham, 1 blk	1265@64.00	Herington, 1 Red	1205@55.50	STEEF	RS
Marion, 1 blk	1325@59.00	Herington, 1 bwf	1520@55.00	Lincolnville, 58 mix	894@116.75
Herington, 1 blk	1250@59.00	Wilsey, 1 blk	1425@55.00	Lincolnville, 56 mix	915@115.85
Woodbine, 1 blk	1230@59.00	Cncl Grve, 1 rwf	1485@54.50	Ramona, 60 mix	939@114.85
Hope, 38 blk	1403@58.77	Carlton, 1 blk	1235@51.50	HEIFEI	RS
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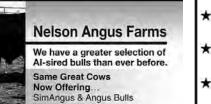
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# Page 19 Managing internal parasites in sheep & goats

By Adaven Scronce, diversified agriculture and natural resource agent, Wildcat Extension District

Spring and summer are critical management periods for sheep and goat producers, with the warmer weather and increased rainfall making the perfect combination for internal parasites to thrive. This is also the time of year when spring lambs and kids are weaned, a stressful time for kids and lambs when they are more susceptible to internal parasites.

Parasites will thrive and develop on a pasture when there has been at least two inches of rainfall and the temperature is at least 50°F. This makes spring and summer the ideal time for parasites to thrive and develop in southeast Kansas, and makes internal parasites available to sheep and goats that are grazing. Because of this, sheep and goat producers are continually fighting a battle against internal parasites. To get ahead and prevent serious internal parasite issues in your herd, it is important to routinely monitor your herd and treat animals showing signs of being effected by internal par asites, also referred to as parasitism.

In the early stages of parasitism, sheep and goats will appear unthrifty even though they are being fed an adequate level of nutrition for their stage of growth or reproduction. It will be difficult to get goats and sheep to

gain weight. As the amount of internal parasites a sheep or goat has continues to increase, they will appear to be weak or listless. They will be slow getting up and may need to be encouraged to stand. In more severe cases in sheep, the wool will develop tender spots in the fibers and may begin to slip off and in goats their hair may become coarse. Goats and sheep will also lose body condition and become very thin. While scouring caused by internal parasites is not seen very often in adult animals. lambs and kids often begin to scour when they have a large amount of internal parasites. The color of the inner eyelid is also an indication of internal parasites. specifically barber pole worms. When the eyelid appears pale pink to white in color, it is a sign of anemia and indicates the animal is overburdened with barber pole worms. A condition referred to as "bottle jaw" can also occur and is an indication of a heavy barber pole worm load. When bottle jaw occurs, the loose tissues under the jaw and tongue fill with fluid and become swollen.

One of the best ways to prevent parasitism in sheep and goats is to monitor your herd for signs of internal parasite buildup on a routine basis. This can be done by taking fecal samples and doing a fecal flotation examination to determine the type and number of eggs present. Taking samples routinely, every thirty to forty-five days.

will help monitor parasitism in the herd and a warning can be given when parasite eggs show up or evidence of increased parasitism is indicated in the feces, and will be the quickest method to confirm physical symptoms. However, prevention through routine monitoring and deworming as needed is the best preventative tool available. There are many methods available to producers for treating internal parasites. Oral drenching is the most common method used. Deworming through feed drinking water, injectable, and paste dewormers are additional treatment methods. Producers should consult their veterinarian for recommendations on the use of these products. Only a limited number of deworming products have been approved for use in the sheep and goat industry.

When checking your herd each month for signs of in ternal parasites, routine management practices such as vaccinations and trimming hooves can also be incorporated to make a more efficient use of your time. Pasture management also plays a key role in preventing serious parasite problems, avoid overstocking pastures and rotate pastures regularly.

For more information, please contact Adaven Scronce, Diversified Agriculture and Natural Resource Agent, adaven@ksu.edu or (620) 331-2690

# **Caring for bulls during the breeding season**

#### By Lisa Moser

Just as an athlete can experience an injury in competition, so too can a bull when he is turned out in a breeding pasture where his athleticism is going to be tested.

"Bulls will be the busiest in the first month of the breeding season when there are a lot of females coming into heat (estrus),' said Kansas State University veterinarian Bob Larson during the weekly

Beef Cattle Institute Cattle Chat podcast.

"At the beginning of the breeding season, about 5% of the cows that aren't pregnant will be in heat daily," Larson said, citing an example of a 1:30 bull to female ratio in which. on average, two cows can be expected to be showing signs of estrus each day.

Because of that, Larson said even if the bulls have passed a breeding soundness exam prior to turnout, producers still need to watch them closely once they are in the pastures with the cows.

Common injuries include lameness due to feet and leg issues as well as a broken penis, which can happen when he is mounting a female and another bull shows aggression towards him. Later in the summer when the flies are more active, pinkeye can be a concern.

"A good time to check

the bulls is when you are checking on the salt and mineral in the pastures in the early morning or at dusk," said Bob Weaber, beef cattle specialist with K-State Research and Extension. "If the bull isn't with the cows but is off in another part of the pasture laying down that is a concern."

Weaber added it is important to maintain personal safety when working around bulls.

"Mature bulls can be difficult so it is best to observe them from your ATV, pickup truck or on the back of a horse," Weaber said

Lameness is easy to notice when the bull first gets up and begins moving around, Weaber said, while Larson added that a bull with a broken penis will show swelling on his underline right in front of the scrotum. As the breeding season

goes on, the physical demands on the bull should lessen.

"After the first 21 days of the season, producers should expect at least half of the cows to be pregnant." Larson said. "If it's a month into the breeding season and you see a lot of cows riding each other, that would be the time to have the veterinarian check on him."

# Baldy Premium Red

Not far from Merriman, Nebraska, the Wobig Ranch has found a new way to add value to their heifer calves. The family recently became one of the first ranches in the country to enroll in the Premium Red Baldy program, a collaborative effort by the American Hereford Association (AHA) and the Red Angus Association of America (RAAA), that combines the best of both breeds to produce productive females.

As far as the red baldy heifers, it was a marketing choice where maybe we could fill a void or niche market there as well," says Shane Wobig of Wobig Ranch.

Premium Red Baldy is a tagging program that helps producers access genetically erified females that have the best combination of longevity, fertility and adaptability. The Wobigs, who raise about 500 Red Angus commercial cows, replaced their entire bull battery with 35 registered Hereford bulls. They saw it as a way to add value

to their heifer calves. For the Wobig family, the program offers a unique marketing opportunity to build buyer demand. We invested in it," Wobig says. "We thought about this for a while before that, the

hybrid vigor with the calves and looking for bigger calf weights. As far as the red baldy

## creates opportunity heifers, it was a marketing choice as well. Maybe we can fill a void or a niche market. 'We're trying to figure out a way to raise a moderate-framed, fleshy cow that can

raise a big calf, and by crossbreeding we're hoping to do that."

Premium Red Baldy identifies quality replacement females that are predominately Hereford and Red Angus breed type. Females enrolled in the program must be sired by bulls ranking in the top 50% of the breed for the Baldy Maternal Index or Herd builder Index to ensure an ideal balance of maternal and carcass traits that will yield cattle poised to increase profits for commercial producers.

The Wobigs successfully sold their first set of Premium Red Baldies earlier this year – and plan to step up their commitment to the program. So far, Shane and his son Austin like what they're seeing from both sires and their red baldy calves.

This is our first year of having those F1 baldy calves," Austin says. "You can get that crossbreed, you can get some bigger calves out of there, which helps with your weigh-ups. You can sell a steer for more if it weighs more, so the excitement of that is pretty fun."

# Extending the grazing season in any size operation

#### By Wendie Powell, **Livestock Production** Agent, Wildcat Extension District

I have been fielding a lot of calls these past couple of weeks on grazing systems, weed management, and alternative options. Livestock managers are looking for ways to make their dollars go further and manage pastures and hay fields responsibly. I've had several questions on weed management and alternative options. Prolucers are ntereste

growing summer annual forage, growing winter annual forage, reducing hay losses in storage and reducing hay losses during feeding.

Producers might not achieve a grazing season of 300 days by adding a single practice or during the first year, but each practice adopted helps get closer to that goal. Getting started is often the biggest hurdle. Deciding which practices are most beneficial and in what order to start using an be confusing

to add a complementary forage to fill in any seasonal gaps, and be sure to plan short-term and longterm options. The fourth step is to outline your forage and grazing practices for the year ahead, and don't forget to write it on the calendar! And finally, monitor and adjust forages and stocking rates by keeping records of each practice.

Stockpiling forage simply means accumulating the standing forage for later grazing. In the of fescue, stockpiling involves fertilizing pastures in late summer or early autumn, allowing pastures to grow and then grazing them during late fall and winter. Rather than making hay to feed in winter. you grow pasture forage until frost and let the animals harvest their own feed as late into winter as weather conditions allow. Most classes of livestock can graze through up to eight inches of snow and are comfortable in much colder temperatures than many people imagine. Nearly all forages can be stockpiled. The key is keeping this forage high quality; fertilizing and weed control. A stockpile just pasture

companion grass. However, they have many other equally important qualities. They can increase animal weight gain, decrease grass tetany risk and other herd health problems and add to the protein yield of pasture or hay. Possibly the best news is that legumes, like clovers, can be established in grass without plowing and without completely losing a year's worth of production.

Keeping records of the successes and challenges sociated with differen

will find helpful as your system gains longevity are hay feeding beginning and ending dates, when planted or stockpiled forages were ready for grazing soil nutrient differences, and it's also fun to know how much time and money you save during the program. Severe conditions may not occur every year. but good records will provide a reference for practices that worked best in good and bad conditions.

I can help you create zing map and pla working with your current forage base. For more information, please contact Wendie Powell, Livestock Production Agent. (620) 784-5337. wendiepowell@ ksu.edu.

longer grazing season that means fewer days of putting out hay.

Demonstrations have been conducted with as few as five head and as many as 500 head, underlining the fact that an extended grazing season can work for nearly any sized operation. These demonstrations utilized herds of cattle, herds of horses and even small ruminants, confirming that the program can work for all segments of the livestock industry.

There are essentially eight management practices to have more green forage for an animal to harvest. Those are stockpiling a cool season forage. stockpiling a warm season forage, growing legumes,

The University of Arkansas Research and Extension has developed a five-step process that helps focus efforts on practices that can have the most impact with existing forage resources. The key is to start with the existing forage base and always plan at least one season ahead to ensure plenty of time to incorporate each new phase.

The first step to take is a complete inventory of the forage base; identify what forages are available for grazing during each season. Then, build on that inventory by improving the existing forages with management practices like fertilization and weed control. The third step is dead plants; it's a pasture of dormant forage that contains a high amount of nutrients.

Legumes have long been recognized for furnishing nitrogen to a

practices is important. These records can be noted on a calendar, or if you're a more detailed person, you can use a logbook or a computer. Some of the records that you







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#### Grass & Grain, June 2, 2020

# AG Derek Schmidt to U.S. Justice Department: investigate pricing in beef markets

Kansas Attorney General Derek Schmidt is asking the U.S. Department of Justice to investigate significant price swings in the cattle and beef markets to determine whether any illegal market manipulation has occurred, the attorney general's office has announced.

In a letter sent to U.S. attorney general Bill Barr, Schmidt joined the request for an investigation made earlier this month by 11 other state attorneys general.

"Because I am instinctively reluctant to invite federal intervention in state affairs unless absolutely necessary, I wanted to fully explore whether state law enables us to get the answers to legitimate questions many producers and feeders are raising about the cattle and beef markets." Schmidt said. "But unfortunately, I am not authorized by statute to conduct statelaw investigations of most potential antitrust violaand we have now determined no state-law investigation is in fact authorized in the current situation. Therefore, I am now joining in the request for a federal review."

The main state-level statute authorizing the attorney general to investigate potential illegal market manipulation is the Kansas Restraint of Trade Act. But that state statute provides that it does not apply to situations governed by the federal Packers and Stockyards Act. Since the fire at the Tyson plant in Holcomb last summer, the U.S. Department of Agriculture has been conducting an investigation of beef pricing under authority of the Packers and Stockyards Act; that investigation is ongoing and now has been specifically expanded to include price disruptions during the COVID-19 pandemic

demic. Schmidt said he nonetheless has authority to participate in enforcelaw and joins with the other states in an effort to persuade USDOJ to undertake an investigation.

"There have been tremendous disruptions in beef and cattle markets related to COVID-19," Schmidt said. "The legal question is whether any other factors that may not be legally permissible also are at play. The underlying frustration of many cattle producers and feeders boils down to this: Why are they being live cattle when consumers are paying more for beef on the grocer's shelf? It is a reasonable question that deserves a review and fully informed answer."

Schmidt said he will remain in consultation with other states and federal enforcers as appropriate.

A copy of the attorney general's letter to the U.S. Department of Justice is available at https://bit. ly/2yDJAZs.

# attorneys general. tions in livestock markets, Packers and Stockyards ment of federal antitrust paid significantly less for **NPPC urges quick senate action on legislative relief for hog farmers**

COVID-related challenges have taken a severe financial and emotional toll on U.S. hog farmers, and rapid federal government assistance is needed to help thousands of pork producers weather this crisis. At a press briefing hosted by the National Pork Producers Council (NPPC) yesterday, four pork producers addressed the crisis on their farms and called on the U.S. Senate to expeditiously adopt livestock agriculture provisions included in COVID-relief legislation recently passed by the U.S. House of Representatives.

The impact of COVID-19 has caused hog values to plummet, creating a financial disaster for pork producers nationwide who face a collective \$5 billion loss for the remainder of the year. Additionally, U.S. pork producers face staggering costs for the millions of hogs that will be euthanized as pigs back up on farms due to ongoing bottlenecks in the pork supply chain.

Livestock agriculture provisions included in the House-passed HEROES Act would provide much-needed relief measures to U.S. pork producers. NPPC urges the Senate to quickly adopt these provisions in companion legislation:

Compensation for euthanized livestock that can't be processed into the food supply due to COVID-related packing plant capacity reductions;

Expanded direct payments—without payment limitations—to livestock farmers who have suffered severe losses as COVID-related market disruptions have caused the value of their livestock to plummet;

# 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 STEERS/BULLS Market Report for 5-28-2020

	BEEF	Market Report for 5-28-2020.		
300-400#	\$180.00-\$165.00	500 HEAD SOLD		
400-500#	\$180.00-\$163.00			
500-600#	\$179.00-\$160.00	HFRETTES:		
600-700#	\$150.00-\$135.00	1010-910# \$99.00-\$85.00		
700-800#	\$140.00-\$122.00			
800-900#	\$125.00-\$110.00	COWS-HIGH YIELDING		
900-1,000#	\$115.00-\$107.00	1920#-1120# \$69.00-\$61.00		
	HEIFERS	1920#-1120# \$05.00-\$01.00		
300-400#	\$155.00-\$139.00			
400-500#	\$155.00-\$135.00	COWS-LGT WT & LOW YIELDING		
500-600#	\$139.00-\$121.00	1310#-810# \$59.00-\$38.00		
600-700#	\$135.00-\$120.00	BULLS:		
700-800#	\$130.00-\$118.00			
800-900#	\$118.00-\$107.00	2390#-1270# \$88.00-\$70.00		
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#### Increased funding for animal health surveillance and laboratories, which have been tapped to perform COVID-19 testing during this human health emergency; and Mental health assistance for our farmers who face an unimaginable animal welfare

Mental health assistance for our farmers who face an unimaginable animal welfare crisis.

"All pork producers are hurting, and immediate action is imperative," said NPPC president Howard "A.V." Roth, a hog farmer from Wauzeka, Wisconsin. "We need the Senate to act quickly on companion legislation to provide this critical lifeline to hog farmers. Without prompt government assistance, many generational family farms will go bankrupt. This will destroy the livelihood of our communities and lead to consolidation and contraction in a farm sector that generates more than 500,000 jobs and \$23 billion in personal income," he added.

"American pork producers are resilient people... We take an incredible amount of pride in raising a healthy product," said Kevin Hugoson, a fourth-generation hog farmer from Granada, Minn. Unfortunately, the challenges brought by COVID-19 have caused pork producers to lose more than \$60 per animal. "There is no doubt, whether small or large, there's definitely going to be a change in the industry, with people not going forward and being able to survive this crisis... That's why it's so important for legislators to realize what a huge financial impact this is having on the pork industry."

Mike Paustian, a sixth-generation hog farmer from Walcott, Iowa, highlighted tremendous uncertainty for pork producers. "Our farm has been through a lot over the years and we've always been able to work our way through it. But it is different this time because of the magnitude of the disruption to the supply chain... It's very frustrating and hard to make long-term plans for our farm, not knowing what next week is going to look like, let alone three or six months down the road," he said. With continued uncertainty for pork producers, "more farms are just hanging on by a thread and eventually are going to have to call it quits" unless there is immediate and significant government assistance, he added.

Chad Leman, a third-generation hog farmer from Eureka, Ill., highlighted the difficult decisions that many farms are facing in having to euthanize pigs due to supply bottlenecks. "These are difficult times when you don't have a home for animals... There's just not enough capacity to turn pigs into pork," he said. Lawmakers need to understand the scope of the problem for hog producers, he explained. "This is not a few hundred pigs. This is millions of pigs that are backed up right now," he said. Pork producers are "going to need help to weather this storm because of the size of the problem," he added.

# Upcoming food safety webinars planned for Kansas produce growers

Farmer's markets and other fresh produce sales venues had a slow start this season as a result of the COVID-19 pandemic, but many are now opening to the public.

To help produce growers keep up with the best food safety practices and

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regulations, K-State Research and Extension is hosting online training sessions this summer. The sessions are sponsored by the Kansas Department of

Agriculture. June 23, 3 p.m. – Introduction to Produce Safety Rule Coverage & Exemptions – Free – For farmers who grow, harvest or pack fresh produce. It will cover how the FDA Food Safety Modernization Act (FSMA) produce safety laws may affect your produce farm.

July 9, 3-4:30 p.m. – Cleaning and Sanitizing for Produce Growers – Free – Includes videos, information sharing, and time for questions and answers.

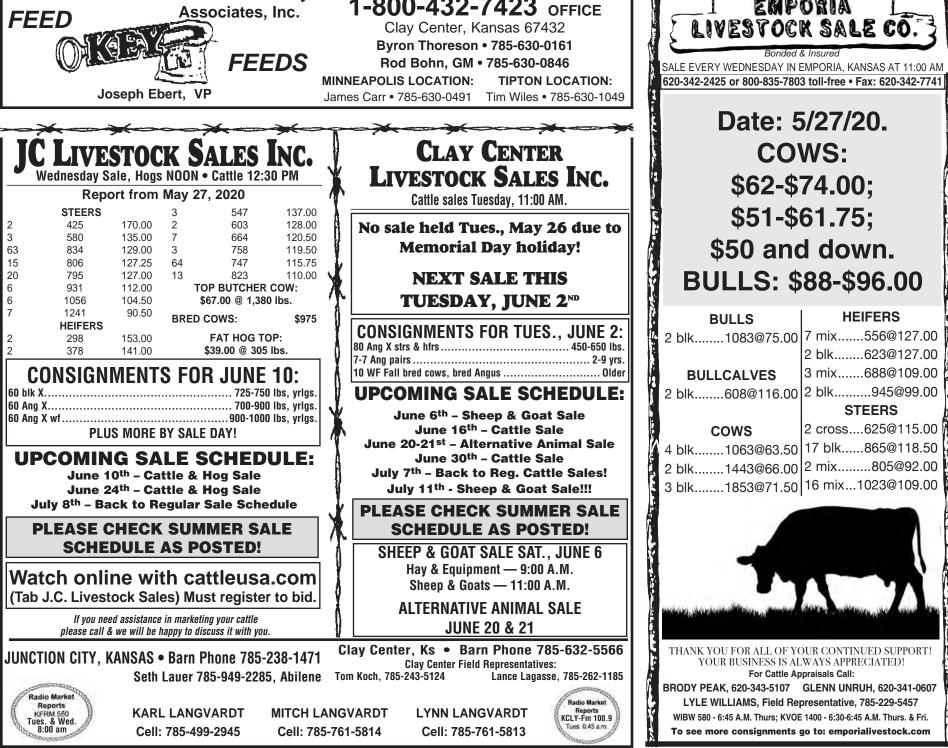
July 14, 6:30-8 p.m. – repeat of Cleaning and Sanitizing for Produce Growers – Free. July 15 and July 22, 1-5 p.m. – FSMA Produce Safety Alliance Training – \$20 - Attend entire eight-hour training to get an Association of Food and Drug Officials (AFDO) certificate.

ficials (AFDO) certificate. Requires a video camera on your device. July 29, 3-5 p.m. – Good

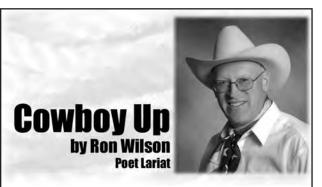
July 29, 3-5 p.m. – Good Agricultural Practices (GAPs) Food Safety Plan Workshop – \$5 - Learn requirements to get USDA GAP certified and to create a food safety plan. Templates and record examples will be provided. Note that GAPs cost-share funds are still available to Kansas produce growers.

More information and registration are available on the Extension Food Safety web page or by contacting Cal Jamerson at agri@ksu.edu or 913-307-7394.





Multi Tool



# Unmasked Frustration

"Who was that masked man?" they would ask on the old Lone Ranger TV shows. Now I see masks all around me, but they're not the kind Clavton Moore used to wear. And nobody's left a silver bullet behind, either.

People are adjusting to the coronavirus pandemic. We're socially distancing, standing on the other side of the plexiglass from the store clerk, and wearing bandannas like the cowboys of yesteryear.

I'm not into disposable gloves and N-95 masks – let's save those for health professionals, first responders, and those more at risk – but I have definitely worn my leather gloves into stores with my bandanna pulled up over my nose. I want to be careful and responsible. My old bandanna serves as a cloth barrier, as recommended by the county health department. If I had dressed like this a few weeks ago, I'd have been suspected of robbery.

What does the coronavirus crisis mean for cattle producers? K-State livestock marketing economist Glynn Tonsor has pointed out the massive shocks which happened to the supply chain due to the pandemic. Both consumers and producers are frustrated by the apparent

paradox in the meat market. If meat supplies are so short that product availability in the meat case is limited, then shouldn't cattle prices go up? Instead, they fell drastically in March-April 2020.

Dr. Tonsor explained that it is the bottlenecks in the system which have caused the distortions. Much of this relates to issues of labor and worker health which affect meat packing capacity. When packing plants put in place measures such as more spacing and slower chain speeds to protect workers. or when workers are sick or need to stay home, product throughput is lessened.

He pointed out that daily USDA federally-inspected beef slaughter was averaging nearly 120,000 head per day in early 2020. By late April, that had fallen to 72,000 head. That is a huge difference! It is clear evidence of the unprecedented impact of COVID-19 on the supply chain.

Dr. Tonsor is careful not to say that there is a "shortage" of meat products. There are short-term availability issues and a

change in the product mix, but not an overall shortage in aggregate meat supplies. Fact is, by year-end we may see more meat on the market than the year before. He also cautions against drastic interventions which could disrupt the market system.

On April 28, the President issued an executive order intended to keep meat and poultry processing plants open. No other sector was singled out with such an order. That doesn't change the fact that workers might not show up, but it does demonstrate the importance of the meat sector.

Dr. Tonsor also noted that the changes which have been made by meat packers to protect worker health will now be in place if another wave of the coronavirus hits, as many have predicted. That will help the beef industry if it happens. Much more info can be found at www. agmanager.info.

Now please excuse me. I need to pull up my bandanna and go into the feed store. I guess I'm that masked man.

In the days of the old west, if you would look and check, You'd find a cowboy would wear a bandanna 'round his neck. It was sometimes called a wild rag, for bright color that it brings. It was a big piece of fabric the cowboy used for many things. It was used to mop your forehead when the temperature was hot, Or to tie up a bandage from an injury you got. It could filter out your water when you got it from a tank, Or cover up the bad guy's face if he would rob a bank. It might repair your saddle when, somehow, your riggin' bust, Or it might protect your breathin' when you're ridin' through the dust. It could serve as a towel when you went to wash your face. Or to blindfold a wild horse, if that needs to be the case. If you have a busted arm, it could be a handy sling, Or in a pinch, ropin' calves, it could be a piggin' string. You could wrap it on your head when the temperature was cold, Or grab a skillet or a branding iron that was too hot to hold. So it seems that old bandanna could do anything you ask. But who'd have guessed that someday it could be a COVID mask?

Happy Trails!

www.ronscowboypoetry.com

# **Outlook for U.S. red meat exports remains positive**

First quarter export results did not reflect recent interruptions in the U.S. supply chain; USMEF anticipates some negative impact on April and May exports.

Global demand for U.S. pork and beef has remained very robust in 2020, despite COVID-19 related disruptions in many countries' restaurant and hospitality sectors. According to Dan Halstrom, U.S. Meat Export Federation president and CEO, retail meat demand has surged in many markets, along with sales through e-commerce platforms and delivery services.

"Despite recent disruptions to the supply chain, pork was up 40% for the quarter versus a year ago. Beef was up 9%, this included very good growth in pork and beef variety meat. We saw a shift obviously away from food service and more into the retail segment, and of course we saw more of a shift onto the online home delivery formats," Halstrom says.

"But it's interesting while we're still in the midst of the COVID-19 lockdown in most of the U.S. we are seeing a shift out of it in Asia. Markets like Taiwan, Hong Kong and China have actually been out of the lockdowns now for almost two months. Korean and Vietnam had been out of it for a few weeks and our largest market in Japan had some relaxations this week on 39 of the 47 prefectures and the rest of them will be open by the end of May."

Halstrom says first quarter beef and pork exports were not significantly impacted by the supply chain disruptions but expects they will be impacted in the second quarter, especially the last part of April and into the first half of May

"Our outlook for 2020 continues to remain very positive in part because of improvements in market access. The U.S.-Japan agricultural agreement, we are definitely seeing positive impacts, if it wasn't the largest deal ever made for U.S. beef and pork, it's one of the largest and we're now on a level playing field with our competition.' Halstrom says. "The China-U.S. phase one agreement, same situation. We're seeing benefit already — dramatic growth on the pork side, fueled by shortages surrounding African swine fever in the domestic herd in China. Now on the beef side, I don't think we've fully seen the reflection of the positives here. We will see that starting in the second quarter and into the third quarter."

# Americas' Dairy Groups warn EU against market-distorting practices

As the European Union (EU) is poised to begin government-financed intervention purchases of skim milk powder (SMP) and butter, dairy farmers and processors in key dairy-producing countries around the world are calling on the EU to avoid the market-distorting practices that have significantly harmed them and the broader global dairy market in the past.

A coalition of dairy organizations from Argentina, Brazil, Chile, Costa Rica, Ecuador, Guatemala, Mexico, Paraguay, Uruguay and the United States joined together in urging the EU not to repeat the inventory-building and extended market-price suppression it engaged in just few short years ago

spur consumption within the EU and encourage its producers to implement appropriate production practices to survive during this difficult time.

A coalition representing dairy industries from around the world issued the following joint statement:

"The European Commission must avoid dumping government-purchased SMP and butter on the world market and implementing policies that undermine global dairy markets under the guise of protecting its farmers. The EU's market-distorting practices are harmful enough during normal operations. If used in the wake of the COVID-19 pandemic, which has dramatically eroded dairy prices, they would be disastrous to the world dairy market by prolonging the current crushing economic conditions. Global buyers of SMP and butter will have little incentive to bid up prices as long as the EU government holds significant quantities in Intervention. "It's critical that the EU act now to put a longterm plan into place regarding how to handle its government-incentivized stockpiling given that the EU has a demonstrated history of dumping intervention purchases in a way

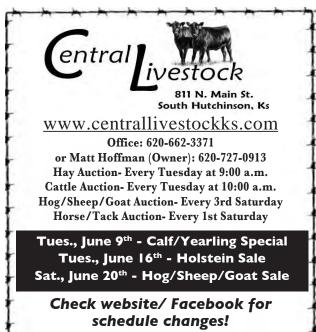
that disrupts the world dairy market. The EU intervened in 2016-17 and held the equivalent of 16 percent of the global SMP market in government storage. It subsequently released the product on the world market over the next two years, unfairly undercutting international prices and harming the global dairy industry.'

"Farmers and dairy processors in our countries and many others around the globe are already in the fight of their lives, working hard every day to help keep the world well-nourished through this crisis. We are all dealing with great enough challenges already in our own markets. If the EU does not commit to avoid distorting global markets by dump ing their excess intervention stocks onto the world market just as dairy sectors begin to recover, the more farmers and processors outside the EU could be forced to close their doors. We encourage the

EU to implement policies that support greater utilization of dairy products with the goal to increase consumption, particularly with the consumers impacted most by the COVID-19 outbreak."

# Kansas milk production up 4 percent

Milk production in Kansas during April 2020 totaled 334 million pounds, up 4 percent from April 2019, according to the US-DA's National Agricultural Statistics Service. The average number of milk cows was 170,000 head, 7,000 head more than April 2019. Milk production per cow



Exporting large quantities of government-purchased SMP and butter at below-market rates onto the world market will prolong the deeply challenging environment under which dairy sectors are operating worldwide. The EU intervention program would artificially distort prices for an extended period and displace commercial competition just as the world begins to recover from the immediate impacts of the COVID-19 pandemic. The groups instead urge the EU to adopt measures that further

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, MAY 26, 2020 RECEIPTS: 412 CATTLE           FOR FULL RESULTS, VISIT OUR WEBSITE: VWWW.HOLTONLIVESTOCK.COM           STEERS           6 blk strs         420@174.50 3 blk strs         5 blk hfrs         390@157.00 2 blk hfrs           STEERS           6 blk strs         420@174.50 5 blk strs         5 blk hfrs         390@157.00 2 blk hfrs           5 blk strs         420@174.50 7 blk bwf strs         5 blk hfrs         390@157.00 3 blk red strs           5 blk strs         40@174.50 5 blk hfrs         5 blk hfrs         390@157.00 3 blk red strs           5 blk strs         40@154.50 5 blk hfrs         5 blk hfrs         461@146.00 5 blk hfrs         5 blk hfrs         581@133.00 4 mix hfrs         581@131.50 4 blk strs         680@138.00 7 blk bwf hfrs         797@120.00 7 blk bwf hfrs         797@120.00 7 blk bwf hfrs         797@120.00 7 blk bwf hfrs         883@107.50 7 blk bk hfrs         883@107.50 8 blk hfrs         883@107.00 8 blk hfrs	casures the		vention pure			
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	Lil	ke Us O	n Faceboo	ok!			
Or	Thursday,	May 28th	we had 543	head of	cattle		
		on a hig	her market.				
STEERS 8 bkbwf 730@137.00 10 blk 698@126.75							
3 blk	327@184.00	6 bkRd	859@119.50	6 blk	820@116.00		
6 blk	530@163.00	HE	IFERS	9 blk	846@115.25		
7 bkLim	384@162.00	4 bkLim	328@154.00	4 blk	816@115.00		
21 bkLim	496@161.00	11 bkLim	429@143.00	4 bkRd	825@109.00		
4 bkRd	610@150.00	17 bkLim	487@140.00	7 blk	773@109.00		
20 bkLim	597@150.00	23 bkLim	536@139.00	5 blk	961@108.50		
15 bkbwf	677@145.50	9 bkbwf	536@130.00				
Butcher	Cows: \$35-	\$75.00, m	ostly \$64-\$7	2.00, \$2-	\$4 higher.		
			mostly \$87-\$				
Packer	cows and b	ulls \$2-\$4	higher, ver	y active.	Be a good		
time to	o sell some.	We sold 2	270 head.				
Bl	JTCHER CO	WS	4 Brang	1	079@68.00		
1 Brang	143	5@75.00	3 Char	1	392@67.00		
1 blk	114	5@74.50	BUT	CHER B	ULLS		
1 Brang	124	5@74.00			05@105.00		
1 blk	172	5@74.00	1 RdAng	25	70@104.00		
2 blk	130	0@74.00	1 bwf	22	95@103.00		
1 Yel	139	5@74.00	1 Char	16	10@101.00		
3 Char	134	5@73.00	1 blk	21	20@101.50		
1 Yel	159	5@72.00	1 RdAng	21	75@100.30		
2 Char	115	5@72.00			700@98.50		
2 Brang	140	5@72.00	1 RdAng	1	570@97.00		
2 blk	150	0@71.00	1 blk	1	755@97.00		
3 Char	112	5@70.00	1 blk	2	180@96.50		
4 Brang	133	4@69.00					

#### NO SALES JUNE 4 & 18 WE WILL HAVE SALES JUNE 11 & 25

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



300-400 lb. steers, \$167-\$181; heifers, \$158-\$170; 400-500 lb. steers, \$161-\$177; heifers, \$131-\$159; 500-600 lb. steers, \$133-\$161; heifers, \$100-\$136; 600-700 lb. steers, \$128-\$150; heifers, \$109-\$130; 700-800 lb. steers, \$122-\$138; heifers, \$113-\$119; 800-900 lb. heifers, \$107-\$129.90; heifers, \$98-\$109; 900-1,000 lb. steers, \$108.75-\$116; heifers 912@\$106; 1,000-1,100 lb. steers, \$99.50-\$109.25. Trend on Calves: \$4-\$5 higher on a light test. Trend on Feeder Cattle: Feeder heifers, steady-\$2 higher; steers, mostly \$3-\$4 higher. Butcher Cows: high dressing cows \$61-\$65.50; Avg. dressing cows \$53-\$60; low dressing cows \$40-\$48.50. Butcher Bulls: Avg. to high dressing bulls: \$78-\$86.50. Trend on Cows & Bulls: steady.

l	HIGHLIGHTS:							
l		HEIFERS	6 mix	485@166.00				
l	5 blk	310@166.00	4 blk	590@153.00				
l	5 blk	449@159.00	5 blk	730@138.00				
l	2 blk	575@136.00	23 mix	772@128.00				
l	10 mix	746@119.00	41 mostly blk	842@129.90				
l	40 mix	768@116.00	57 mostly blk	883@118.50				
l	26 blk	840@108.00	59 mix	973@111.25				
l	58 blk	912@106.00	55 blk	1002@109.25				
l		STEERS	55 blk	1066@105.50				
l	3 blk	392@181.00	50 blk	1121@99.50				



\*\*\*\*\*\* **CHECK OUR WEBSITE AS WELL AS FACEBOOK FOR UPDATED LISTINGS!** 

**STAY TUNED FOR EARLY CONSIGNMENTS!** 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

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

Cattle Sale Every Thursday 11:00 AM

#### Grass & Grain, June 2, 2020 Page 22 kicks off first-ever virtual Discovery Days

Jill Brown is plenty happy with her job as a career counselor for high school and college youth, but she admitted recentlv to Kansas 4-H members that she had at least a couple of other preferred professions growing up.

"Well, honestly, I enjoyed being in the bunny business a bit too much," Brown said, showing pictures of herself in an Easter Bunny costume as both a child and an adult.

"But my dream job," she added as she flipped to her next slide, "is petting puppies."

Brown kicked off the

96th annual Kansas 4-H Discovery Days on May 27 with a keynote address that blended equal parts of energy and humor. The annual event is being held virtually for the first time ever due to Kansas State University's limited operations status and social distancing measures enacted due to the COVID-19 pandemic.

More than 300 Kansas vouth registered for this year's 4-H Discovery Days, according to Dona Ratliff, the program coordinator with the Kansas 4-H Youth Development office. More than 120 youth were online

to hear Brown's opening talk. The event is being held May 27-29 via Zoom.

"My grandpa, who worked at a radio station up to the age of 93, once told me to find a job you love and you'll never work a day in your life," said Brown, who is the director of partnerships and placement at Northwest Missouri State University in Maryville, Missouri.

"As a kid, I found that pretty daunting, right? I thought, 'What am I going to do? What does that job look like?""

Brown fell into an early job using her passion

to talk and meet people.

"I was asked to be an announcer during the steer show at the Nebraska State Fair," she said. "So, I was able to have a microphone in my hand and talk... and get paid for it."

Later, she landed a job at a local television station - "It was Valentine's Day and apparently everyone else was busy," she said eventually leading her to higher education, where she is able to guide youth toward their own passion.

"I've spent my entire life using my gift of gab to tell agriculture's story,



# 20 JUNE 2020 - SALINA KANSAS

an opportunity you shouldn't miss

higher education's story, my story," she said.

Brown listed seven ideas she uses to help youth find their own calling:

Pursue activities that interest you. What are those things that get you out of bed in the morning and make you want to be involved?

Look for opportunities all around you. The Internet allows many opportunities to find out what a business does. Or, stop in and ask local shop owners about their business. "Oftentimes, we discover worlds that we didn't even know existed."

Job shadowing. Ask someone in a job you're curious about if you can spend a morning or afternoon with them. "People are passionate about their work and they want to share their job with you."

Find a mentor. Brown says this is someone you can look up to, can provide guidance, and you can call when you have questions. "You might find mentors at your high school, in your Extension office... or just

about anywhere." Volunteer. It's a great way to learn more about an area you may be interested in, Brown said, and it's a great way to boost your spirits and have a better day.

Get involved in your community. Attend local events and meet people you haven't met before. Read your local newspaper and go to local board meetings.

Ask social media. Social media is a great way to let a lot of people know about what you want to do. "You'll be surprised how much people want to help vou.'

The scholarship com-

mittee, comprised of KA-

RA's membership, received more than 100 applications

and awarded six students

scholarships to assist in

advancing their academic

proud history of provid-

ing scholarships to worthy

"KARA has a long and

endeavors.

encouraged Brown youth to travel, keep a "me" file of positive notes or reports they've received, and be curious.

"There is no reason to know everything you are going to do in the future," she said. "Curiosity will look different to all of us. Keep a list of what you want to do and make time to go do those things that interest you."

Wade Weber, the state program leader for Kansas 4-H, said Brown's keynote address "set a positive tone" for Discovery Days.

"Jill is an effective speaker and brought an intentional energy and enthusiasm to this virtual venue," he said.

In addition to Brown's keynote address, youth were able to choose among a dozen live presentations and many more recorded sessions during this year's virtual Kansas 4-H Discovery Days.

The live presentations have been recorded and are available - along with the pre-recorded sessions on the Kansas 4-H Discovery Days website.

"We worked really hard to provide college and career readiness type sessions," Ratliff said. "We asked presenters to target their sessions to match the different departments at Kansas State University, and how these could prepare youth for the future."

She added it took a mighty effort by many to provide a quality online experience for this year's Discovery Days.

"This could not have come together without all of our 4-H staff, agents and presenters," Ratliff said. "I hope that all participants get something positive out of this."

### Agribusiness industry awards annual scholarships

studies and their future contributions to the indus-

KARA awards one \$500 Jim Lee Memorial scholarship, four \$1,500 KARA general scholarships and one \$1,500 Dr. David Whitney Agronomy scholarship.

The winners of 2020-21 scholarships are listed below with their current town:

Scholarship - \$500 Total Toby McClure - Hugoton

KARA Scholarships -\$1,500 Total

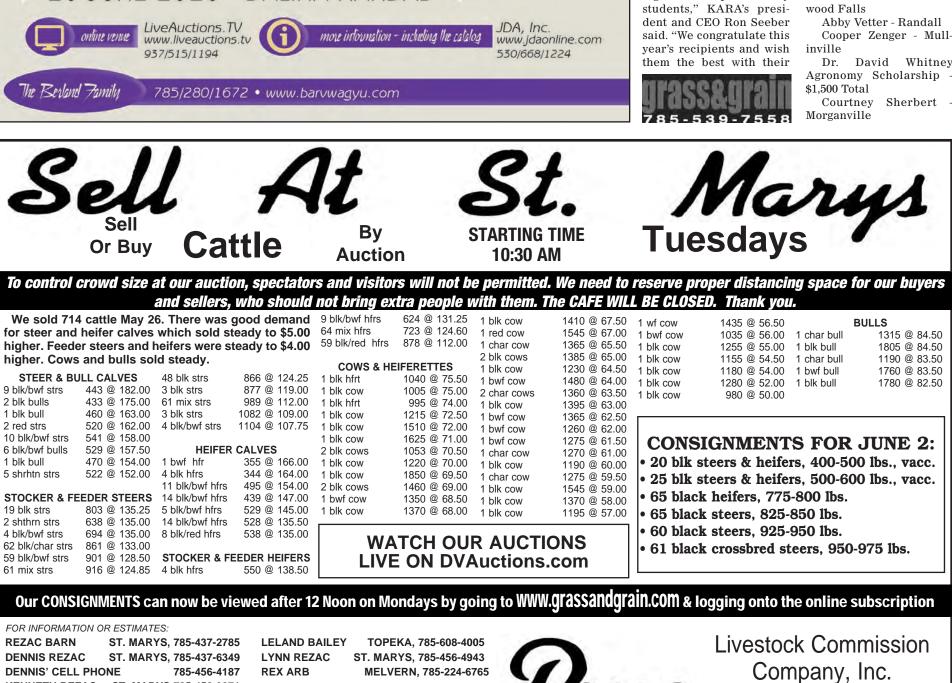
Zachary Eck - Ellis

Caleb Stout - Cottonwood Falls

Kansas Agribusiness Retailers Association's (KARA) scholarship com-

try." mittee met in late-April Each year, and awarded nearly \$10,000 in scholarships to Kansas high school graduating seniors and current college students for the 2020-21 academic year.

Jim Lee Memorial



Toll Free Number.....1-800-531-1676

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