



# Schwieterman Market Outlook

A marketing commentary by Bret Crofts

The Pro Farmer Crop Tour found very good yield potential for the corn and soybeans this year, but maybe not quite as good as the USDA numbers thanks to the weather problems in Iowa. The derecho winds and some dry areas in Iowa look like they will hold the national average corn yield down a bit, but most likely we are still looking at a record crop.

The corn market was higher for the week last week, so we managed to hold onto the previous week's gains and add a little more. One can hardly call this market bullish, but it is beginning to look like we won't have to worry about ending

stocks coming in over 3 billion. We might not be able to drop below 2.5 billion either, but hopes are that the most bearish supply and demand numbers are behind us. In order to have sustained strength in the corn we probably need to see USDA trim their yield estimate and we need to see export demand continue to be strong. The Chinese have been in the market, but we need them to keep working on their Phase 1 commitments.

The wheat market looks pretty good on the charts right now. The September KW was able to poke above a down trend line that has been in place for months. We have been

stuck in a downward trading channel since we peaked out in April and this is the closest we have come to changing the trend. Export sales have been good and the new contract low in the Dollar Index this week will help to keep us competitive on the world market.

November soybeans made multi-month highs this week, and although there was not a strong close to the week, there also isn't any indication of a change in trend. There is still a threat of a higher yield estimate in one of the next few supply and demand reports, but an increase in the export estimate will likely offset much of any further production increase. The Chinese

have been very consistent buyers and as long as that continues for a few more months, we will at least have a shot at being close to record exports. Demand is the key for sure. If the Chinese demand falters any we may be dealing with ending stocks closer to 1 billion than 500 million.

The Cattle on Feed estimate was above expectations at 102% thanks to Placements coming in above the highest trade guess at 111% and Marketings came in at 99%. We may see a bearish reaction on Monday. Much of the pressure will be because the market stalled out this week anyway and the COF report will just be an excuse to sell.

The October live cattle will find support at \$108.20 and then at \$104.70. The market has been trending higher for quite a while, so a deeper setback would not be a surprise. The best hope the market has is that the cash

market has been grinding higher and so far that has not come to an end.

The October feeders have very clear support at the \$144.80 level and that will be tested quickly on Monday. Failure there would suggest we are in for a move down to the \$141.25 area. Once again, what could keep the market from breaking very far is the cash market. The Feeder Index is on the rise, and if that continues, the correction in the feeder futures will be shallow.

Schwieterman, Inc. is a full service commodity brokerage firm. If you would like more information on commodity markets or our brokerage services, contact Bret Crofts at 800-272-9131, [www.upthelimit.com](http://www.upthelimit.com) or [bret@subbell.net](mailto:bret@subbell.net)

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160.97 +/- Acres of Flint Hills Native Grass in Chase Co.  
**TUESDAY, SEPTEMBER 22, 2020 — 6:30 PM**

AUCTION LOCATION: Approx. 4 mi. North/Northwest on Diamond Creek Rd. from US-50 North of ELMDALE, KANSAS  
Brief Legal: NW/4 of Sec 34, Twp 18, Rge 7, Chase Co.  
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**AUCTION**  
**SATURDAY, AUGUST 29, 2020 — 10:00 AM**  
Held at Wiechropp Auction Facility, 930 Laing, OSAGE CITY, KS

3 Guns - sells first, 10 AM; Whirlpool washer & dryer; Kenmore refrigerator; Whirlpool elec. cook stove; Best Microfiber recliner; 2 Santa Fe jackets, 6 patches; Singer 198K sewing machine; some quilts, comforters, etc.; selection of old Comic Books; antique fountain pen, IOB; dining table w/6 chairs; 3 glider rockers; large selection of Vintage Toys, Dishes, Glass, Stoneware, Tools, Wooden Boxes, Games, Books, MUCH MORE, many smalls; Wedding set 50s, 14k; Waltham 645 RR pocket watch; large selection of Coins & Currency; Stamps.

NOTE: Come expecting surprises. Much packed before listing. Very interesting auction with lots of Vintage & Collectibles. Coins will sell in double ring approx. Noon. Cash or check only. Please be mindful of social distancing. Thanks in advance.

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<p><b>For our sale held Friday, August 21st, steer and heifer calves along with feeder weight cattle sold at fully steady prices with a very good demand. We had some younger Fall calving cows which were finding very good interest. Cull cows and bulls sold from steady to \$2 higher. We also had a Holstein Dairy dispersal which was also finding good interest on the kind offered.</b></p>			
<p><b>STEER CALVES — 375-550 LBS</b></p> <p>13 blk 489@188.00 5 blk 386@187.50 13 blk 488@183.00 5 bwf 417@181.50 18 blk 499@181.50 5 blk 480@180.00 3 blk 416@179.00 21 blk 539@172.25 5 blk 548@171.00</p>	<p><b>HEIFER CALVES — 350-550 LBS.</b></p> <p>Topeka 3 blk 440@169.00 Leavenworth 3 blk 365@161.00 Ottawa 3 blk 405@155.00 Emporia 9 blk 482@155.00 Manhattan 7 blk 445@154.00 Manhattan 6 blk 545@150.00 White City 4 blk 477@143.00 Manhattan 3 blk 476@0.00</p>	<p><b>HEIFERS — 550-750 LBS.</b></p> <p>Blue Rapids 9 blk 591@148.50 Ottawa 12 blk 565@148.00 Leavenworth 10 blk 618@147.00 Alma 7 blk 621@146.50 Alma 3 blk 568@146.00 White City 18 blk 619@144.75 Manhattan 8 blk 613@144.50 Emporia 7 blk 590@144.00 Randolph 5 blk 607@140.50 Cttndw Falls 7 bwf 804@141.50 Alta Vista 4 blk 607@140.50 Blue Rapids 4 blk 686@138.50 Alma 19 blk 696@138.00 Leavenworth 22 blk 704@137.25 Cttndw Falls 12 blk 690@136.50 Randolph 12 blk 707@136.00</p>	<p><b>STEERS — 550-950 LBS.</b></p> <p>Spring Hill 6 blk 568@170.00 Ottawa 8 blk 561@169.00 Manhattan 13 blk 553@169.00 Leavenworth 11 blk 618@164.00 Blue Rapids 5 blk 612@160.00 Blue Rapids 24 blk 725@156.10 Leavenworth 14 blk 710@155.25 Alta Vista 8 blk 705@155.25 Alma 8 blk 625@153.50 White City 19 blk 656@150.00 Spring Hill 10 blk 658@150.00 Manhattan 6 blk 663@149.50 Onaga 9 blk 683@149.00 St. George 11 blk 670@147.00 Goff 38 blk 660@146.75 White City 24 blk 760@145.75 Randolph 18 blk 707@144.00 Cttndw Falls 3 bwf 711@144.00</p>
<p>Cttndw Falls 12 blk 710@143.00 Onaga 8 blk 796@142.00 Alma 8 blk 791@141.50 Cttndw Falls 11 blk 820@141.50 Alma 4 bwf 795@141.00 Alma 3 Cross 701@136.00 Alma 3 blk 871@134.00 Wakefield 6 blk 668@133.50 Alma 14 blk 928@133.25 Randolph 9 blk 857@133.00 Alta Vista 5 blk 893@132.00 Alma 3 Heref 946@123.00</p>	<p>Alma 6 blk 704@135.00 Linn 10 blk 654@135.00 Linn 31 blk 727@133.25 Alma 9 bwf 730@131.00 Linn 3 Cross 728@124.50</p>	<p><b>HOLSTEIN HEIFERS</b></p> <p>Alta Vista 9 Hols @870.00 Alta Vista 5 Hols @715.00</p> <p><b>HOLSTEIN COWS</b></p> <p>Alta Vista 1 Hols @2025.00 Alta Vista 11 Hols @1505 Alta Vista 15 Hols @1170.00</p>	<p><b>COWS &amp; HEIFERETTES — 950-1,625 LBS.</b></p> <p>Wichita 1 Cross 955@86.00 Topeka 1 Cross 1340@69.00 Wheaton 1 blk 1330@64.00 Wheaton 2 1497@64.00 Quenemo 1 blk 1140@62.50 Quenemo 1 blk 1230@62.00 Easton 1 Cross 1180@62.00 Topeka 1 blk 1625@60.50 Topeka 1 blk 1200@60.00 Easton 1 blk 1085@58.50 Americus 1 1115@58.00 Havensville 1 bwf 1070@56.50 Alma 1 blk 1490@55.00 Grantville 1 blk 1615@55.00</p>
<p><b>BULLS — 1,775-1,900 LBS.</b></p> <p>Onaga 1 blk 1800@93.50 Frankfort 1 blk 1780@91.00 Delia 1 Heref 1885@91.00 St. George 1 blk 1875@80.00 Burns 1 Heref 2080@78.00</p>	<p><b>EARLY CONSIGNMENTS FOR AUG. 28</b></p> <ul style="list-style-type: none"> <li>72 choice blk bwf feeder hfrs, 850-900 lbs.</li> <li>65 blk hfrs, 700-800 lbs.</li> <li>42 blk str &amp; hfrs, weaned March, off grass, 600-700 lbs.</li> <li>19 blk bwf Red Angus feeder hfrs, long weaned, 2 rds shots, 750-800 lbs.</li> <li>29 blk &amp; bwf feeder str, off grass, 775-850 lbs.</li> </ul> <p><b>SELLING AT 11:30 AM</b></p> <ul style="list-style-type: none"> <li>20 Fall calving cows, 3-8 yrs., bred Jones Family Angus Bulls for Sept. 1</li> </ul>	<p><b>EARLY CONSIGNMENTS FOR SEPT. 11</b></p> <ul style="list-style-type: none"> <li>35 choice blk str, 3 rds shots, off grass, long weaned, 700-850 lbs.</li> <li>13 blk replacement OCV hfrs</li> </ul>	

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				<p><b>ANDREW SYLVESTER</b> WAMEGO 785-456-4352</p>

# Kansas Hay Market Report

Hay market trade slow, prices steady. A little more ground and delivered hay moved recently but overall demand remained light. A repeated theme heard across the state was that it was too humid to put up good quality hay. All regions reported high humidity and continued spotty showers, just enough to cause problems in the hay field. All the humidity and rain are great for the crops, but folks would sure like to finish up in the hay field. According to the U.S. Drought Monitor, southeast Kansas saw improvements to abnormally dry and moderate drought conditions this week with temperatures a bit cooler than normal over the eastern portions of the region to normal to slightly above over the western portions. Abnormal dryness (D0) remained around 17.5 pct, moderate drought (D1) decreased to 12.5 pct, severe drought (D2) remained steady at 4 pct, and extreme

drought (D3) remained less than .05 pct.

**Southwest Kansas**  
Dairy alfalfa, grinding alfalfa and 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 155.00-165.00. New crop grinding alfalfa 125.00-135.00 delivered, with an instance at 140.00-150.00; Ground and delivered locally to feed lots and dairies, new crop 150.00-160.00, with an instance at 170.00. Grass Hay: large squares 100.00-110.00, large rounds 95.00-100.00; Sudan: large rounds 65.00-75.00. The week of 8/9-8/15, 8,825T of grinding alfalfa and 834T of dairy alfalfa was reported bought/sold. The average paid by feedlots on August 1 for alfalfa ground and delivered was 152.25, up 3.22 from the previous month, usage was 583T/day, up 2% and total usage was 18,078.5T.

**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. New crop fair/good grinding alfalfa 100.00-120.00. New crop ground and delivered 135.00-155.00. Alfalfa pellets: Sun cured 15 pct protein 185.00-200.00, 17 pct protein 200.00-210.00, Dehydrated 17 pct 305.00-310.00. Grass Hay: Bluestem, mid to large squares 100.00-110.00. Brome: large squares 95.00-105.00. Sudan: large rounds 55.00-65.00. The week of 8/9-8/15, 6,252T of grinding alfalfa and 675T of dairy alfalfa was reported bought/sold. The average paid by feedlots on August 1 for alfalfa ground and delivered was 130.80, down 0.37 from the previous month, usage was 277T/day, up 11% and total usage was 8,596.5T.

**Western Kansas Virtual Fall Field Days set for Aug. 26, 27**  
Kansas State University will host a pair of field days in late August to share updated information on several crop production practices important to producers in western Kansas. The Agricultural Research Center in Hays will hold its Fall Field Day on Aug. 26 from noon to 1:30 p.m. On Aug. 27, the Southwestern Research-Extension Center in Garden City will also host its Fall Field Day from noon to 1:30 p.m. Both events are being held online only and are free to attend, but those interested are asked to register in advance at <https://kstate.ag/ksre-field-day>. Topics scheduled for the Aug. 26 online session include: New herbicide-tolerant crop traits and weed control strategies in western Kansas.

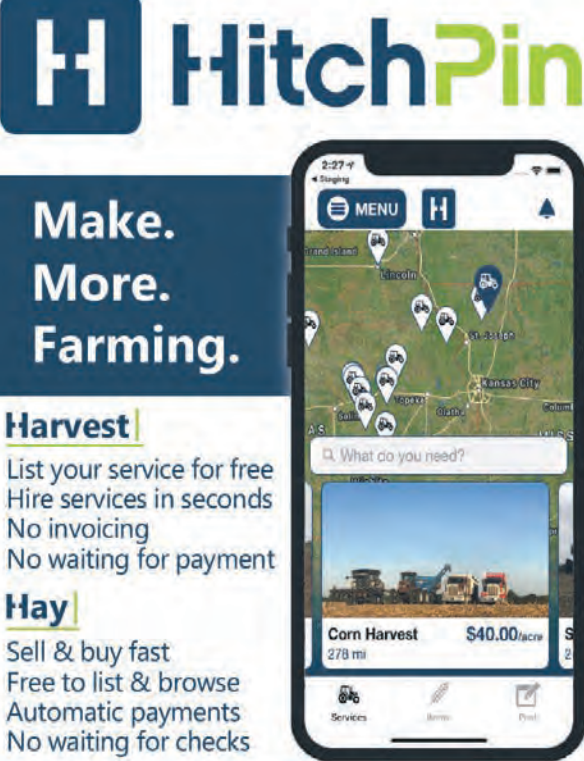
**CFAP application deadline extended**  
USDA has announced that the deadline to apply for the Coronavirus Food Assistance Program (CFAP) has been extended to September 11. The original application deadline was August 28. Producers with approved applications that initially received 80% of their CFAP payments should be receiving the remaining 20% from USDA in the coming months. Moving forward, producers who apply and are eligible for CFAP will receive 100% of their total payment, not to exceed the payment limit, upon application approval.

grass hay steady; movement slow. Alfalfa: horse or goat, 230.00-240.00. Dairy 1.00/point RFV. Stock cow 145.00-155.00. Fair/Good grinding alfalfa, 115.00-125.00. Ground and delivered, none reported; Grass hay: Bluestem, small squares 125.00-150.00, good, mid squares 105.00-120.00, large squares, 95.00-120.00, large rounds 60.00-70.00. Brome, good, small squares 125.00-150.00, mid to large squares 95.00-105.00, large rounds new crop, 75.00-85.00. Wheat Straw: mid and large squares 60.00-70.00, large rounds 55.00-65.00. The week of 8/9-8/15, 767T 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, 95.00-100.00. Ground and delivered locally to feedlots and dairies, 125.00-135.00. Sudan, large rounds 60.00-70.00. Wheat straw, large squares 55.00-65.00.

**North Central-Northeast Kansas**  
Dairy alfalfa, grinding alfalfa, ground/delivered, grass hay, steady; movement slow. Alfalfa: horse, premium small squares new crop, 9.00-10.00/bale. Dairy 1.00-1.05/point RFV, Supreme 185.00-225.00, Premium 170.00-195.00, Good 150.00-170.00. Stock Cow, 150.00-160.00. Fair/good, grinding alfalfa, 105.00-120.00. Ground and delivered 120.00-135.00. Grass hay: Bluestem, small squares 7.00-7.50/bale, mid to large squares none reported, large rounds 70.00-80.00. Brome, small squares new crop 8.50/bale, large squares 120.00-125.00, large rounds Old crop 55.00-65.00, New crop 75.00-85.00; Sudan, large rounds 55.00-65.00. Wheat Straw: small squares 5.00-6.00/bale, large squares 90.00-100.00, large rounds 65.00-75.00. The week of 8/9-8/15, 1,100T of grinding alfalfa and 750T of dairy alfalfa was reported bought/sold.

Posted to the internet by Kim Nettleton, Kansas Dept. of Agriculture.



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# USDA, FDA outline cell-cultured meat standards

USDA and FDA released a webinar outlining their intention to develop standards for cell-based proteins for human consumption originating from livestock, fish and poultry. Current plans call for FDA oversight of cell culture harvesting, tissue collec-

tion, and appropriate inspections of laboratories. FDA will share that information with USDA's Food Safety and Inspection Service (FSIS). FSIS will address post-harvesting conditions, including the required pre-approval and verification for labeling

of cell-cultured products. All labels will require FSIS pre-approval, and the agency will conduct enforcement actions as needed. No timetable has been set.



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## HERINGTON LIVESTOCK COMMISSION CO.

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11:30 AM

### 8/19/20 SALE RESULTS

COWS & HEIFERETTES		BULLS		HEIFERS	
White City, 1 blk	1385@67.00	White City, 1 blk	1215@63.50	Marion, 7 blk	507@144.00
White City, 1 blk	1185@66.50	Herington, 1 blk	1530@62.00	Marion, 68 mix	718@137.00
White City, 1 blk	1175@66.50	White City, 1 blk	1140@62.00	Herington, 5 blk	625@130.00
Herington, 1 blk	1605@66.00	White City, 1 blk	1050@62.00	Marion, 8 blk	743@125.00
White City, 1 blk	1390@66.00	Herington, 1 blk	1200@62.00		
Hillsboro, 1 blk	1230@65.50	Marion, 1 blk	1040@61.50		
Hillsboro, 1 blk	1420@65.50	White City, 1 blk	1445@60.00		
White City, 1 blk	1265@65.50				
Herington, 1 blk	1460@65.50				
White City, 1 blk	1145@65.00				
White City, 1 blk	1225@65.00				
White City, 1 blk	1080@65.00				
Herington, 1 blk	1560@64.50				
Abilene, 1 blk	1350@64.50				
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# 2020 WASHINGTON COUNTY FAIR LIVESTOCK GRAND AND RESERVE CHAMPIONS



Hayden Englert drove the Reserve Champion Market Hog.

Hayden Englert showed the Reserve Champion Breeding Gilt.

The Reserve Champion Breeding Gilt was exhibited by Jack Gilliam.

The Champion Market Hog was shown by Jack Gilliam.



The Champion Breeding Ewe was led by Shailyn Zenger.

The Reserve Champion Breeding Ewe was shown by Madison Bruna.



The Champion and Reserve Breeding Doe was shown by Coy Stamm.

Jack Gilliam exhibited the Champion Market Goat.

Leading the Grand and Reserve Market Lambs was Madison Bruna.



Showing the Champion Dairy was Jacob Klipp.

Katelyn Klipp exhibited the Reserve Champion Dairy.



Darcy Crowl received Grand Champion for her Bucket calf.



Hayden Lohse led the Reserve Champion Market Goat.

Sabrina Hill led out the Champion Dairy Goat.



Coy Stamm exhibited the Reserve Champion Market Steer and the Champion Crossbred.



The Supreme Female was shown by Tray Zabortsky.



The Champion Steer was shown by Wyatt Lange.



The Reserve Supreme Female was the entry shown by Hayden Englert.

**These area businesses extend congratulations to the Washington County 4-H'ers on another successful County Fair!**

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# 2020 TRI-COUNTY FAIR

## LIVESTOCK GRAND AND RESERVE CHAMPIONS



The Grand Champion Market Beef was shown by Raine Garten, who was also named Champion Beef Showman.



The Supreme Champion Beef Female was shown by Grace Meier.



Landon Roberts drove the Grand Champion Market Hog.



Ava Case exhibited the Supreme Champion Female Swine.



Hanne McDermott led the Grand Champion Breeding Goat.



The Grand Champion Market Meat Goat was shown by Raine Garten. Raine was also selected as the Grand Champion Meat Goat Showman.



Brianna Hill led the Supreme Champion Dairy Goat.



Colten Abeldt exhibited the Supreme Champion ewe.



Raine Garten led the Grand Champion Market Lamb and was also named Champion Sheep Showman.



Alice and Brianna Hill were named Champion Dairy Goat Showmen.

**Congratulations to the Tri-County 4-H'ers from these area businesses.**

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# Ensuring seed quality is essential ahead of cover crop seed shortage

Following last fall's record amount of acreage going into cover crops as part of USDA's prevent plant program, farmers and ranchers need to be diligent when it comes to cover crop seed purchases this year, says Jerry Hall, director of research for GO SEED.

"The market is definitely seeing some shortages in a few different crops like radishes, hairy vetch and annual clovers because prevent planting consumed a lot more seed than anybody had prepared for," explains Hall. "What we typically see in shortage situations is that seed will still be available to producers - however, it is bottom of the bin in terms of quality and can carry a lot of risks. We recommend producers get their orders into merchants as early as possible to ensure availability of desired cover crops."

According to Hall, producers should be looking at three things when it comes to making cover crop seed purchase decisions:

### What is the purity?

It is required by federal law that seed has a purity test to identify weed content percentages prior to being sold as a planting product - however, this is not the case if it is being sold as a feeding product.

"A lot of cover crops can be used as a seed product or feed product. In many cases where seed has been purchased for planting but sold for feeding, there has been a misunderstanding between both parties as to what the intended purpose was," explains Hall. "Unfortunately, this comes with consequences that can cause weed issues for years to come."

When evaluating purity tests, Hall says there is no take it or leave it bench-

mark for producers. Instead, producers should weigh up the risks against what they are trying to achieve and if the weed is going to be controllable or not. If the seed is purchased with a purity test, producers also need to make sure the test matches the lot number stencilled on the seed bag.

"Attention to detail is paramount because one innocent mistake can introduce an herbicide-resistant weed into your field," says Hall. "And as simple as it sounds, even when you've ensured everything matches, it is still important to take a look in the bag before you dump it in the drill."

### Has it been tested for germination?

According to Hall, federal law also requires seed being sold for planting to have a germination test, typically within a nine-month window ahead of selling. If the intention of use hasn't been made clear to the seed merchant and feeding seed is received instead, then germination issues are likely. This is a common issue when it comes to peas.

"There are two common types of peas that get grown for cover crops. Winter peas are bred for forage and white flowering peas are mostly grain types. Because the grain

peas are typically much cheaper, they may be a more attractive option for someone wanting to cut seed costs. However, grain peas are extremely fragile, and germination can very much be affected by handling - just dropping the bag from waist height on a concrete floor can knock germination as much as ten points each time," says Hall. "So, even if the white flowered seed passed the germination test, throwing it on the ground from the back of a pickup truck could have damaged the germ."

To further reduce any contamination or germination issues, seed should be purchased from sources that have adequately cleaned it. This will remove any lightweight and deformed seeds, improving germination and field uniformity.

For producers wanting to take extra precautions, Hall recommends buying seed early and conducting an on-farm germination test.

"Count out 20 seeds, drop them into paper towel, wet it, roll it up, and throw it into a Ziploc plastic bag," says Hall. "Most of the stuff is going to germinate seven to ten days. Before you ever put that seed in the ground you should have a good idea how it's going to perform."

### Is it suitable for the local environment?

As certain cover crops come into fashion and gain attention from the success seen by different producers, they need to be evaluated on how they will perform on a farm or ranch's unique environment.

"Matching a variety to the right soil type and area weather conditions can make the difference between a cover crop being a success or a failure," says Hall. "And just because it worked for someone 1,000 miles away, doesn't mean it is going to work for you."

Instead, producers should be speaking to their neighbors about what worked well for them and what didn't, and then doing their own trials. Hall also recommends utilizing the recently launched Cover Crop Information Map, which centralizes farm trial and industry research data into one location. Featuring an interactive map on gocovercrops.com, the free resource allows users to sort through raw trial data based on geographical location and 26 different topics.

"Speaking to neighbors and analyzing the raw data of industry trials completed in your geographical location is a good starting point to get an idea of what is and isn't working in your area," says Hall. "You can then take those findings and tweak them accordingly to your own objectives and unique challenges. I suggest planting an acre or two for the first year as a trial to see how it goes before running out and planting 1,000 acres in your first attempt. And continue to ask questions because cover crops re-

quire a lot of homework."

### Invest in genetics

While it may come with a cheaper price tag and be readily available, Hall says it is essential to avoid the use of VNS (variety not stated) seed and to instead make selections based on traits of available varieties.

"It can take upwards of 15 years to narrow down the genetics for a variety to ensure consistency in performance, whereas a VNS is essentially a crash-shot," explains Hall. "Varieties also come with a lot of data that will allow producers to make strategic investment decisions for their operation."

For example, producers wanting to grow livestock feed can select varieties bred specifically to produce significant amounts of biomass to help cut bought in feed costs. High nitrogen fixing clover varieties are becoming popular for row crop producers due to performance reliability allowing them to reduce fertilizer inputs. Variety traits, such as late maturity, also give producers flexibility in how cover crops are managed and allow them to push the system to its full potential.

"Data allows producers to make management decisions to optimize cover crop performance. Things like knowing heading dates will allow a producer to achieve maximum growth while being able to terminate the crop before it becomes a weed," concludes Hall. "To minimize risk and to maximize cover crop investment, it is essential to ensure the purchase of quality seed of varieties that are proven to perform."

## UPCOMING AUCTIONS

**GUN AUCTION \*\*\*POSTPONED\*\*\***  
SUNDAY, AUGUST 30 — 1 PM  
601 S. Broadway, SALINA, KANSAS

**MR. TWINEHEM HIGH QUALITY TOOLS AUCTION:**  
SATURDAY, SEPTEMBER 5 - 10 AM  
601 S. Broadway, SALINA, KANSAS

**REAL ESTATE & PERSONAL PROPERTY AUCTION:**  
SATURDAY, SEPTEMBER 12 - 10 AM  
329 N. PENN, SALINA, KANSAS  
2 Bedroom House, Pickup, Motorcycle, H-D Collectibles, Misc. Housewares

**MR. TWINEHEM VERY LARGE 2 DAYS!**  
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SATURDAY, SEPTEMBER 19 - 10 AM  
601 S. Broadway, SALINA, KANSAS

**MR. TWINEHEM 2ND DAY: HIGH QUALITY APPROX. 150 GUN AUCTION & CAMERA EQUIPMENT AUCTION**  
SUNDAY, SEPTEMBER 20 - 1 PM  
601 S. Broadway, SALINA, KANSAS

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## 568± Acres BARBER COUNTY, KS LAND AUCTION

**Online, In-Person & Phone**  
WEDNESDAY, AUGUST 26, 2020 — 1:30 PM  
SALE HELD: THE HERITAGE CENTER, 1056 SE ISABEL RD. - MEDICINE LODGE, KANSAS  
SELLERS: BETH A. & JACK H. CIRCLE  
JOINT REVOCABLE TRUST

Following information applies to all tracts: **Possession** on all 4 tracts: Acres planted to Soybeans following 2020 Harvest. **Tracts 3 & 4** have acres not planted to Soybeans, possession is on closing or with a letter of Bank Approval and after the contract is signed by all parties. **Earnest Money:** \$10,000.00 on each tract down day of sale. **Mineral Rights:** Pass to buyer. **Taxes:** 2020 taxes prorated to day of closing. 2019 and any previous taxes paid by the seller. **Title Ins. & Escrow Agent Fee:** 50% Buyer, 50% Seller, Slamal and Swayden Inc Title & Escrow Agent. **Closing:** On or Before Sept. 28th, 2020. **TRACT 1** will sell at 1:30 pm: **Legal:** NW4 of 23-34-10, Barber Co., KS. 162± acres Planted to Soybeans. **From Hazelton KS 1 mile S. and 1 mile E. Taxes:** \$1,362.40. **TRACT 2 Legal:** S2SE4 of 23-34-10, Barber Co., KS. 82± acres. Planted to Soybeans. **From Hazelton 2 miles S. and 1 1/2 miles E. Taxes:** \$568.74. **TRACT 3 Legal:** SW4 of 26-34-10, Barber Co., KS. 162 ± acres. 100± acres planted to soybeans. Some out ground. **From Hazelton 3 miles S. and 1 mile E. Taxes:** \$1,312.40. **TRACT 4 Legal:** NW4 of 35-34-10, Barber Co., KS. 154.80± acres. 30 ± acres planted to soybeans. Some out ground. **From Hazelton 3 miles S. and 1 mile E. Taxes:** \$953.84. **Announcements Day of Sale take precedence over any faxed, written, printed or internet materials.**

## 305± Acres RENO & PRATT COUNTY, KS LAND AUCTION

**Online, In-Person & Phone**  
MONDAY, AUGUST 31, 2020 — 1:30 PM  
SALE HELD: HAMM AUCTION CENTER, 107 NE SR 61, PRATT, KANSAS

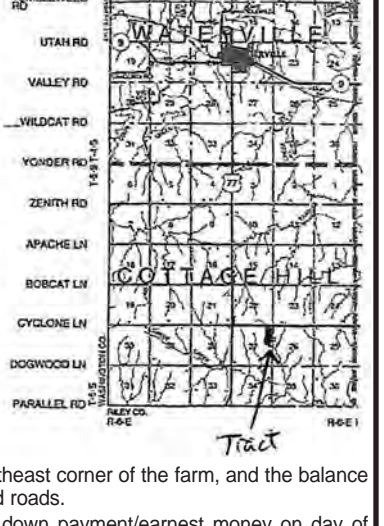
**SELLERS: KENNETH G. SHANLINE TRUST NO. 1**  
Following information applies to all 3 tracts: **Possession** on closing. Closing on or Before Sept. 30th, 2020. **Title Ins. & Escrow Agent Fee:** 50% Buyer, 50% Seller; Security 1st Title & Escrow Agent; **Taxes:** 2020 taxes prorated to Closing Day. 2019 and any previous taxes paid by the seller. **Minerals:** Minerals and any Mineral leases pass to the Buyer. **Earnest Money \$5,000.00** on each tract. **CRP Payment:** 2020 CRP payment remains with the Seller. 2021 CRP payment passes to the Buyer. Buyer must comply with all the rules and regulations regarding the CRP. **TRACT 1** will sell at 1:30 pm: **Legal:** NW4 of 11-26-11 (160 acres±) Pratt Co., KS. **CRP INFO:** 117.3 acres at \$39.66 per acre or \$4,652.00. Balance is 39.95± acres of Pasture and 3.39± acres of farmstead. CRP Expires on 09/20/2021. **2019 Taxes** \$1,459.76. **TRACT 2 Legal:** N2 SE4 of 07-26-10 (80 acres±) Reno Co., KS. **CRP INFO:** 78.45 acres at \$47.65 per acre or \$3,736.00. CRP Expires on 09/30/2021. **2019 Taxes:** \$828.93. **TRACT 3 Legal:** W2 SW4 of 18-26-10 (65 acres±) Reno Co., KS. **CRP INFO:** 64.2 acres at \$50.10 per acre or \$3,217.00. CRP Expires on 09/30/2025. **2019 Taxes** \$807.52. **Announcements Day of Sale take precedence over any faxed, written, printed or internet materials.**

**John Hamm/Auctioneer**  
620-450-7481  
107 NE State Road 61, Pratt, KS 67124  
[www.hammauction.com](http://www.hammauction.com)

## LAND AUCTION

**FRIDAY, SEPTEMBER 4, 2020 — 10:00 AM**  
Auction Held at Waterville Community Center - WATERVILLE, KS  
**80+/- ACRES MARSHALL COUNTY, KS FARMLAND**

**TRACT LEGAL:** E1/2 NE1/4 of Section 27, Township 5 South, Range 6 East of the 6th P.M., Marshall Co., KS, consisting of 80 acres more or less.  
**FARM LOCATED:** From Waterville, KS go South 6 miles on Hwy. 77 to Cyclone Lane (Cottage Hill Corner), then East 3/4 mile. Farm is on the South side of the blacktop and West of 5th Road.  
Tract consists of approximately 60 acres of terraced cropland that has been in a good crop rotation. There is 3 acres of hay meadow in the northeast corner of the farm, and the balance consists of waterways and roads.



**TERMS:** Cash with 10% down payment/earnest money on day of sale with the balance due in full on or before October 7, 2020 with delivery of deed and marketable title. Full possession is subject to present tenant rights. Seller & Buyer equally split cost of title insurance and attorney fees for preparation of contract-deed-escrow.

**This land is located in a good farm community and should merit the serious consideration of anyone wanting an individual unit or add-on acres. Look it over before sale day and come prepared to bid!** Statements made day of sale take precedence over any advertised or previous statements.

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## FARM AUCTION

**SATURDAY, SEPTEMBER 5, 2020 — 10:00 AM**  
3884 Texas Rd. - OTTAWA, KANSAS 66067

**TRACTORS, TRAILERS, IMPLEMENTS, EQUIP.:** JD 6400 MFWD w/660 Great Bend Loader, 5,375 hrs, Cab w/Buddy Seat; Allis Chalmers D-17 Series 4 w/ Kelly Loader; Allis Chalmers D-15 Series 2; Allis Chalmers Parts JD X540 Lawn Tractor 48" Cut Hydrostatic Drive; 18' Gooseneck Flatbed Trailer Tandem Axle (No Title); 6'x9' Tilt Trailer (No Title); HD Garden Trailer; Fimco Pull Type Garden Sprayer; Lawn Aerator 8' Land Pride Brush Hog (Like New); Quick Attach Bale Spike; 3pt Trailer Dolly; 3 Pt Bale Mover; 8' Pull Type Disc; Allis 2 Pt Snap Coupler; Stihl FS-38 String Trimmer (Like New); Stihl MS-211C Chainsaw (Like New); 50 gal Fuel Transfer Tank; Panel Trailer w/12 Livestock Panels; Wisconsin PTO Powered Generator; Renco Ladder; Stock Tanks; Wire Cattle Panels; Rolls of Chain-link Fence; Large Metal Skid Table; Sickle Bars; Electric Fence Supplies; New Rolls Chicken Wire; 18'x7' Chicken Run (3 Sided); Chicken Brooder; Chicken Feeders & Waterers; Galvanized Tubs; Rolls of Barbed Wire; Various Scrap Metal.  
**SUV, GOLF CART:** 2008 Ford Edge AWD Loaded 118,000 mi. (Clean, 1 Owner); elec Golf Cart.  
**TOOLS & SHOP EQUIP.:** Cutting Torch Set; Craftsman 8" Grinder w/Stand; Milwaukee Chop Saw; Craftsman Table Saw; 220V Drill Press; Heater Lights; Matco Tool Box; Misc. Hardware; Pny Bars; Shop Lights; Extension Cords;  
**Auctioneers Note:** Equipment has been well maintained. Tractors, SUV, Trailers, Golf Cart, Implements, and Large Equipment will sell at 1:00 P.M. Loader available day of sale only. Terms: Cash or Check with approved ID. Concessions & Porta-Pot Available.

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## AUCTION

**SATURDAY, AUGUST 29, 2020 — 10:00 AM**  
Auction in the Fairgrounds Commercial Building at M & 9th Streets in BELLEVILLE, KS

**ANTIQUES & COLLECTIBLES:** Fenton pcs. inc: lamps, epergne, cruets, baskets, vases, shoes; carnival glass bowls; perfume bottles; handpainted bowls; table & water sets; Imperial glass; Czech vases, covered pcs, water sets; flash glass; red etched; Cherry Blossom pink Depression; bell collection; Cape Cod; Elmer Fudd glasses; Ebbert wagon tin adv. sign; early fancy wall mirror; walnut oval marble top parlor tables inc. oak; treadle sewing machine; modern corner curio cabinet; modern oak china cabinet; child's rocker; camel back trunk; pictures inc: Ruane Manning prints, Richard Bishop etching; 2 bracket lamps; Aladdin lamp; jewelry; watches; purses; 1950s TV; Kansas car tags; adv. thermometers; Schlitz & Bud adv.; crocks inc Red Wing & others; Mialti Pottery 2 gal water cooler; 5 gal Diamond water cooler, Crown 2 gal water cooler; riding horse; scooter; toys inc: 1/16th farm toys, tin US Air Force plane, cast iron wagons, trucks & more; collectible pocket knives; Number 1 wooden 6 gal churn; oak wall telephone; Rock Island & P&O cast iron seats; mini stoves & irons; Dazey churn; farm & kitchen primitives; Coke bottle carrier; spool collection; Royal typewriter; arrowheads; belt buckles; swirl marble.

See last week's Grass & Grain for full listing & check our website for pictures [www.thummelauction.com](http://www.thummelauction.com). For safety please wear masks. If you do not feel well, please call in your bids to 785-738-0067.

**JOHN E. & GLADYS SHORNEY ESTATES**  
Auction Conducted By:  
THUMMEL REAL ESTATE & AUCTION LLC  
785-738-0067

## EQUIPMENT AUCTION

**SATURDAY, SEPTEMBER 5, 2020 — 10:00 AM**  
LOCATION: 1342 160th Road — SENECA, KS 66538  
Directions: From Jct. Hwy. 36 & 63 - 1 mi. North, 2.5 mi. East on 160th Rd. or 3 mi. East on Hwy. 36 to N Rd., 1 mi. North, 0.5 mi. West.

**HEAVY EQUIPMENT:** 2008 Cat D6T-XL Dozer - 11,528 hrs., Vail ripper, semi U blade, 1,990 hrs. on Cat power train overhaul, 789 hrs on rebuilt undercarriage on New Cat Tracks, 4,000 hrs. on remaining Cat Foley Warranty or expires 5-31-2022, all warranty is transferable to new owner if they are in the Cat Foley Territory; 2011 Cat 320 DL Excavator - 3,841 hrs., 36" bucket, hydraulic quick coupler, factory Cat full rotation thumb; 42" bucket for the 2011 Cat 320 DL Excavator with trailer; 2010 Ashland I-110 XL2 11 yard scrapper - new cutting edge and pivot ball, last 100 hrs., shop built 12' heavy duty box blade, 18.4x30, good rubber; 1996 Kenworth T600 N-14 Cummings engine - 9 spd., 816,000 miles, good rubber with a 1976 Valcan lowboy trailer, 102" deck width, good rubber; 4' single drum sheep foot attached lift & transport wheels; portable 300 gal. fuel trailer with electric pump; Case 11' G110-134 offset plowing disk; homemade brush rake for Excavator; draw bar for 9170 Case IH tractor.  
**Seller: Osterhaus Dozing Max Osterhaus, 785-294-0893**

**TRACTORS:** 1978 IH 1086 cab, WF, dual hyd., 5,440 hrs. with axle mount duals, good rubber, 540-1000 PTO shaft; 1948 IH; JD B - non-styled; JD A without motor, good rubber; IH Cub, not running; Cub wide front end; lg. selection of Cub & old IH parts; some wheels & tires.  
**HAY:** 45 big round bales of brome, net wrap, 2019; 30 big round bales of straw, net wrap 2019, shedded.  
**COMBINE:** IH 1460 combine, good rubber; Case IH 1020, 17.5' flex head; 2 homemade header trailers.  
**TRUCKS, SKID LOADER, ATV:** Bobcat 444 gas skid loader with 5' bucket; 1993 Chevy S10, 4x2, 5 spd., 170,000 miles; 1960 C60 Chevy - 6 cyl., 4 spd., hoist & bed frame, no title; 2000 Polaris Explorer 4x4, 250cc; 2009 Polaris Trailblazer, 330cc, 2WD.  
**MACHINERY:** Krause 20' disk with new blade & new bearings; JD 18' field cultivator with harrow attach.; IH 18' field cultivator with harrow attach.; Krause 12 shank chisel with new tires & points; IH 5 bottom steerable plow; BMB 6x30 rear mount cultivator; JD 7000 6x30 planter; (2) 300-bu. Parker wagons with Heider running gears; JD 10x6 wagon & hoist; JD gear; New Holland 10-10 bale wagon; New Holland 456 pull type mower, 9' bar; JD 336 square baler, twine; 14' hay rack with JD gears; (2) 14' silage wagons with hoist; 14' Viking elevator; JD 1250 planter, parts; Dearborn Model 10-4 1-row corn picker; JD Model 7 corn sheller; JD 34 manure spreader, PTO; Gehl 125 grinder mixer; IH 510 drill, single disk; IH mower, 7' bar, fast hitch; car trailer, no title; 100 gal. pull type sprayer; 6' under cutter; 8'x5' 2-wheel trailer with bail hitch.  
**MISC.:** 2 wire corn cribs with top, 1 dismantled & 1 standing; snow plow for Cub Cadet lawn mower; approx. 10 hog panels; band saw; planer; sm. dust collector; 2 water tanks; (2) 600x16 TRF, 6-hour wheels; Un-styled B hood; (2) 36" IH wheels; (1) 11.2x36 rear tire & wheel; misc. old iron.  
**Seller: Ken Streit 785-294-1879**

Auction Conducted by: **WILHELM AUCTION SERVICE DALE WILHELM, 785-294-8569 • DANNY DETERS, 785-336-1622**

# Pasture flies thriving in hot, humid weather

University of Missouri Extension dairy veterinarian Scott Pook says three types of flies cause economic damage and discomfort in cattle. Typically appearing in spring, horn flies, face flies and stable flies carried over to summer this year due to hot, humid weather. "The warmer it is, the faster the fly goes through its life cycle," Pook says. "In a given summer, several generations can turn over as they multiply." Pook recommends

monitoring cattle to make important management decisions. Early control reduces losses and improves overall herd health, he says. Reduced weight gain and diminished milk production result in losses. Other concerns include mastitis and pinkeye. Adult flies are "just the tip of the iceberg," Pook says. "When you see adults, there are many, many more at the other stages." Knowing where flies lay their eggs will help in

their control. Stable flies feed primarily on blood from the legs of the animal by biting with a sharp proboscis. This causes the animal to stomp its feet and swish its tail. Economic threshold is five flies per leg. After feeding, the adult female flies off to lay eggs in manure, moisture and dirt in feedlots. Keep pastures mowed and feeding sites free of residue to reduce habitats. Trim around hay bales. Horn flies gather on the back in masses. When it is

extremely hot, they travel to the belly. Female flies live most of their lives on the cow, leaving only to lay eggs in fresh manure. Economic damage occurs when there are 100-200 flies on the back of one cow. These bloodsuckers cause great discomfort. They complete their life cycle, egg to adult, in ten to 20 days when it is warm. Face flies are non-biting flies that cluster around animals' eyes, mouth and muzzle. They peak in July and August. These annoying flies gath-

er around wounds. They do not stay long on the face. Instead, they spend most of their time on other objects or along waterways. This makes control more difficult. The most danger comes from the development of highly contagious bovine pinkeye. Insecticides are most effective in treatment of horn flies. Treatment options include dust bags, back rubbers, pour-ons, insecticide-impregnated ear tags and insect growth regulators. Topical in-

secticides, usually pyrethroids, may prove effective. Pook recommends rotating treatments to improve efficacy and fight resistance. He also recommends rotating feeding grounds by moving hay rings to reduce closeness of manure piles. As always, Pook says, follow label instructions and use safety precautions such as wearing gloves. For more information, visit with the MU Extension livestock or dairy specialist in your area.

# 1200+ ACRE LAND AUCTION

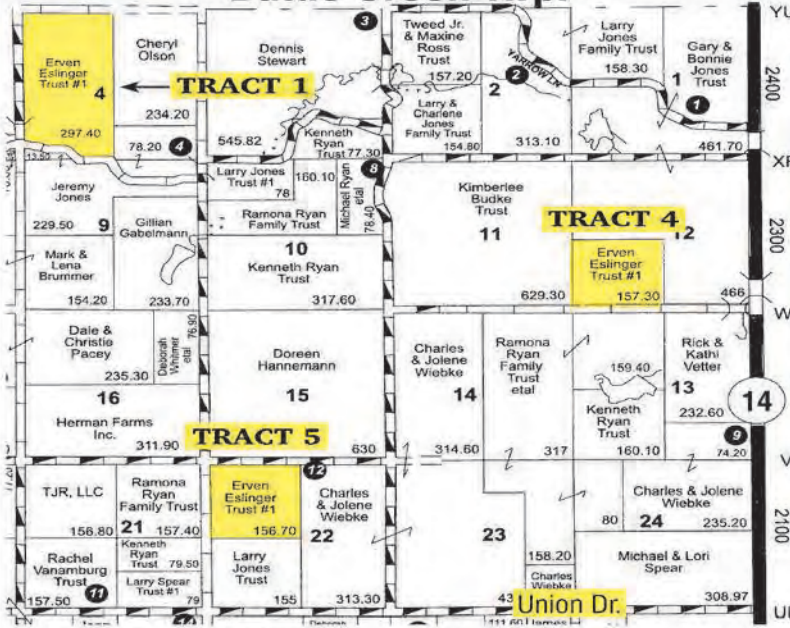
**THURSDAY, SEPT. 3, 2020 • 1:30 p.m.**

**Sale Location: Hunter Community Center, 109 1<sup>st</sup> Street, Hunter, KS**

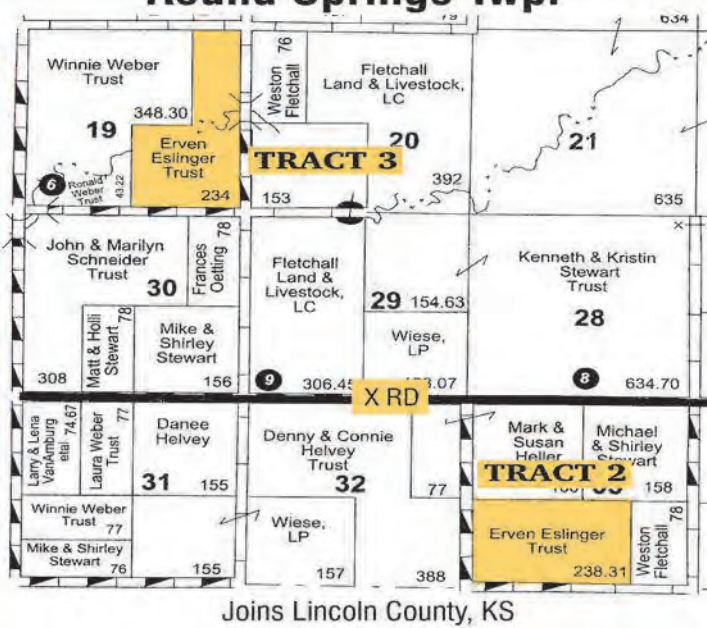
**BIDDING CAPABILITIES:** This auction will have both live onsite bidding and online bidding available  
**DETAILED INFORMATION:** Please visit our website for more detailed information including maps, bases, yields, aerial drone footage and more at [www.hansenonlineauction.com](http://www.hansenonlineauction.com).

**AUCTIONEER'S NOTE:** 1200+ Acres offered for public auction in six tracts by the Eslinger Trust. This is a great opportunity to purchase some quality farm/pasture land.

## Battle Creek Twp.



## Round Springs Twp.



### TRACT 1: (4-10S-8W) LINCOLN COUNTY 297.6 ACRES (+/-)

**LEGAL DESCRIPTION:** The West Half (W2) of Section 4 (S4), Township Ten South (T10S), Range Eight West (R8W), except a Tract 13.5 Acres (+/-) lying South of the County Road (X-Ray Dr.) Lincoln County, Kansas. (297.47 Acres +/-)  
**ACREAGE BREAKDOWN:** 150.06 Cropland Acres / 146.58 Pasture Acres / 1.02 Acres in CRP  
**CRP:** 1.02 Acres in a CRP filter strip. CRP sits in the Southwest corner North of the road along the creek. Program expires September 30, 2021. CRP realizes \$65/Year.  
**POSSESSION:** Possession will be after the fall harvest or January 1, 2021, whichever may come first.  
**TAXES:** 2019 Real Estate Taxes were \$2,086.40. Sellers will pay the real estate taxes for 2020 and all prior years. Buyer shall be responsible for the 2021 taxes and all succeeding years.

### TRACT 2: (33-9S-8W) MITCHELL COUNTY 239.35 ACRES (+/-)

**LEGAL DESCRIPTION:** The Southwest Quarter (SW4) & the West Half (W2) of the Southeast Quarter (SE4) all of Section Thirty-Three (S33), Township Nine South (T9S), Range Eight West (R8W) Mitchell County, Kansas. (239.35 Acres +/-)  
**ACREAGE BREAKDOWN:** 153.50 Cropland Acres / 85.85 Pasture Acres  
**POSSESSION:** Possession will be after the fall harvest or January 1, 2021, whichever may come first.  
**TAXES:** 2019 Real Estate Taxes were \$3,222.40. Sellers will pay the real estate taxes for 2020 and all prior years. Buyer shall be responsible for the 2021 taxes and all succeeding years.



### TRACT 3: (19-9S-8W) MITCHELL COUNTY 234.47 ACRES (+/-)

**LEGAL DESCRIPTION:** The Southeast Quarter (SE4) & the East Half (E2) of the Northeast Quarter (NE4) all of Section Nineteen (S19), Township Nine South (T9S), Range Eight West (R8W) Mitchell County, Kansas. (234.47 Acres +/-)  
**ACREAGE BREAKDOWN:** 190.23 Cropland Acres / 44.24 Creek / Waste Acres  
**POSSESSION:** Tenant's current plans are to put wheat in. Farm ground is currently being crop shared. New buyer will receive seller's 1/3 share and be responsible for 1/3 of the expenses to put the crop in. Possession will be after the 2021 wheat harvest or August 1, 2021, whichever may come first.  
**TAXES:** 2019 Real Estate Taxes were \$3,068.30. Sellers will pay the real estate taxes for 2020 and all prior years. Buyer shall be responsible for the 2021 taxes and all succeeding years.



### TRACT 4: (12-10S-8W) LINCOLN COUNTY 156.64 ACRES (+/-)

**LEGAL DESCRIPTION:** The Southwest Quarter (SW4) of Section Twelve (S12), Township Ten South (T10S), Range Eight West (R8W) Lincoln County, Kansas. (156.64 Acres +/-)  
**ACREAGE BREAKDOWN:** 156.64 Pasture Acres  
**POSSESSION:** Possession will be January 1, 2021.  
**TAXES:** 2019 Real Estate Taxes were \$316.04. Sellers will pay the real estate taxes for 2020 and all prior years. Buyer shall be responsible for the 2021 taxes and all succeeding years.

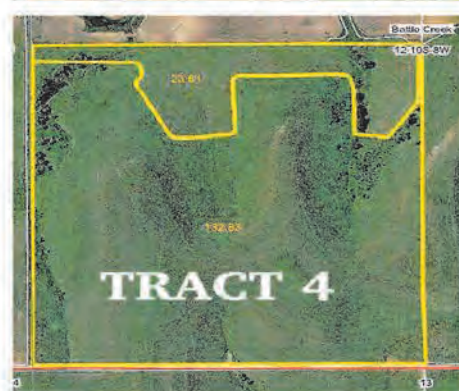


### TRACT 5: (22-10-8W) LINCOLN COUNTY 157.79 ACRES (+/-)

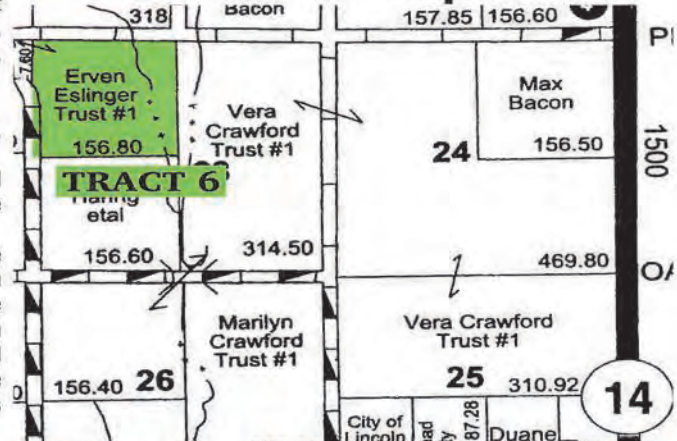
**LEGAL DESCRIPTION:** The Northwest Quarter (NW4) of Section Twenty-Two (S22), Township Ten South (T10S), Range Eight West (R8W) except a Tract DES as Beg. at a PT 500' S of NW Cor NW4 TH S100' TH E100' TH N100' TH W100' to POB also EX Rd R Lincoln County, Kansas. (157.79 Acres +/-)  
**ACREAGE BREAKDOWN:** 157.79 Cropland Acres  
**POSSESSION:** Possession will be after the fall harvest or January 1, 2021, whichever may come first.  
**TAXES:** 2019 Real Estate Taxes were \$2,090.38. Sellers will pay the real estate taxes for 2020 and all prior years. Buyer shall be responsible for the 2021 taxes and all succeeding years.

### TRACT 6: (23-11S-8W) 156.8 ACRES (+/-) & (22-11S-8W) 8.3 ACRES (+/-) LINCOLN COUNTY 165.57 (+/-) TOTAL ACRES

**LEGAL DESCRIPTION:** The Northwest Quarter (NW4) of Section Twenty-Three (S23), Township Eleven South (T11S), Range Eight West (R8W) (156.8 Acres) & 8.3 Acres in the Northeast Quarter (NE4) of the Northeast Quarter (NE4) Lying East of the County Road in Section Twenty-Two (S22), Township Eleven South (T11S), Range Eight West (R8W) Lincoln County, Kansas. (165.57 Acres +/-)  
**ACREAGE BREAKDOWN:** 79.08 Cropland Acres / 86.49 Pasture Acres  
**POSSESSION:** Possession will be after the fall harvest or January 1, 2021, whichever may come first.  
**TAXES:** 2019 Real Estate Taxes were \$1,136.12. Sellers will pay the real estate taxes for 2020 and all prior years. Buyer shall be responsible for the 2021 taxes and all succeeding years.  
**TERMS:** 10% of the purchase price as down payment day of auction, the balance will be due upon closing. Down payment will be escrowed with NCK TITLE, fees will be split 50/50 between seller & buyer. Title Insurance will be used, the cost will be split 50/50 between seller & buyer. Hansen Auction & Realty is acting as seller's agent on the real estate properties. All information is believed to be correct. However, neither the sellers nor the auction company make any guarantees expressed or implied. Statements made day of auction shall take precedence over any printed material.



## Marion Twp.



**SELLERS: ERVEN ESLINGER TRUST**

Sale Conducted by:



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# Cowboy Up

by Ron Wilson  
Poet Lariat



## New Heights

The windmill in the southwest pasture needed repairs. This would require climbing to the top of the 30-foot structure. Unfortunately, the two cowboys, Dub and Casey, both have a major fear of heights. After spirited debate, they decided to flip a coin to see who would have to climb the windmill. Dub lost. His appeal for a do-over was rejected. He and Casey are now having a strategic discussion about how best to proceed with this task.

"I don't want to."

"C'mon, we've gotta get that windmill fixed before we turn the cows out in that section."

"I think you were cheatin' on that coin flip."

"That was your coin!"

"It's too windy right now anyway."

"Well, it's mostly calm."

"Probably it's too muddy."

"It hasn't rained in a month and a half!"

"Well, maybe there's subsoil moisture."

"You knucklehead, that doesn't matter."

"Why don't we wait till next week?"

"No, we've gotta get the cattle moved over to this pasture."

"Maybe the neighbor could do it."

"He's busy. This is your job."

"Okay, how about we rent a cherry picker?"

"You're crazy, a truck can't get in there."

"How about a helicopter?"

"Get off your #\$\$%^&\*(! duff and get this done!"

Having concluded their strategic planning session, Casey gathered up tools and Dub reluctantly proceeded to the truck. Casey drove (this was a strategic error on Dub's part). Dub worked on the day's schedule.

"Hey, what's the rush? We could get lunch at Debbie's Diner."

"It's 9:30 in the morning."

"Uh, maybe a mid-morning snack?"

The truck proceeded southwest.

They entered the gate, crossed one pasture, went over a cattle guard, crossed another pasture, took the low spot through the gully, and arrived at the wind-

mill. Dub gathered up his tools and his courage. He stuffed various tools in his pockets. Slowly - very slowly - he climbed the ladder, one step at a time. "Don't look down!" Casey yelled up at him. "I'm not - my eyes are closed," Dub replied. "Well, get that thing fixed," Casey said. "I can't - I'm holding on with both hands," Dub said.

"Oh for Pete's sake," Casey rolled his eyes. "Okay, okay," Dub said. He stepped off the ladder and onto a crosspiece. Gingerly he reached into his pocket, pulled out a wrench and started to work. Soon the repair was complete. He put the tools in his pockets as he held on with his right hand.

Just then a gust of wind whipped the hat off of Dub's head. He tried

to snatch it out of mid-air - too late - with his left hand, but his shift in weight caused his boot to slide across the crosspiece. Next thing he knew he was holding on with his right hand with his body at right angles to the windmill, flailing with his left hand! Meanwhile, tools were raining out of his pockets right onto Casey's head.

Casey's yells mingled with Dub's scream across the prairie. Dub righted himself, took a firm hold, and climbed down the ladder in record time. Dub sat down in a heap while Casey nursed his bruised head.

"I'da been alright if it hadn't been for that gust of wind," Dub said. "Well," Casey said, "after all, they do call it a wind-mill."

## Wind and Water

**By Ron Wilson, Poet Lariat**

When the pioneers came west and as conditions became hotter,

At stake was life itself in the endless search for water. In their quest for new lands and the destiny of their dreams, They came west along the rivers and stayed quite close along the streams. But when they settled down to farm and find a place to dwell, It was essential that they find a productive water well.

For watering the livestock and as domestic needs were asked, A windmill was important to meet this vital task. In a machine shop in Connecticut, one Daniel Halladay Designed a type of windmill that is still in use today. With a fixed vane and blades, it could adjust to the wind, And pump life-giving water on which their hopes were pinned. There was no electric power or gas engines for the well, So the windmill was a godsend, as a pioneer would tell.

Some six million windmills were installed across the nation, Until there came gas engines and rural electrification. But it is possible to find where such a relic still remains: The windmill of the west, a sentinel of the plains. Happy Trails!

www.ronsocowboypoetry.com  
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**KEY FEEDS**

Joseph Ebert, VP/GM

## JC LIVESTOCK SALES INC.

Wednesday Sale, Hogs NOON • Cattle 12:30 PM

### Report from August 19, 2020

STEERS			
2	788	133.50	
4	791	130.50	
2	825	128.00	
3	792	123.00	
7	367	178.00	
7	430	173.00	
12	523	165.00	
19	638	159.00	
8	676	152.00	
7	735	149.00	
4	823	143.25	
47	871	142.75	
23	909	140.60	
56	920	140.00	
36	910	139.25	
16	946	136.25	
HEIFERS			
4	656	145.00	
25	716	139.75	

**TOP BUTCHER COW:** \$70.50 @ 1,735 lbs.

**TOP BUTCHER BULL:** \$89.00 @ 2,185 lbs.

**BRED COWS:** \$800-\$940

**PAIRS:** \$975.00

**FAT HOGS:** No Test

**CONSIGNMENTS FOR AUGUST 26:**

70 mix feeder pigs..... 60-70 lbs.

50 blk X str & hfrs..... 650-800 lbs..... weaned & dbl. vac.

**PLUS MORE BY SALE DAY!**

**SPECIAL FALL CALF SALE**  
MONDAY, OCTOBER 12 @ 6:30PM

Several high quality Angus X Spring calves that will be pre-vaccinated, weaned, or off the cow with Spring shots.  
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Watch online with [cattleusa.com](http://cattleusa.com)  
(Tab J.C. Livestock Sales) Must register to bid.

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

## CLAY CENTER LIVESTOCK SALES INC.

Cattle sales Tuesday, 11:00 AM.

### Report from August 18, 2020

Light run of calves and feeders, with our Anniversary Sale on Tuesday, August 25.

Have a large run expected and hope to see you all to help celebrate our special day!

**TOP BUTCHER COW:** \$71.00 @ 1,755 LBS.

**TOP BUTCHER BULL:** \$91.00 @ 2,075 LBS.

### SHEEP & GOAT SALE

SATURDAY, SEPTEMBER, 5TH  
9:00 A.M. — HAY & EQUIPMENT  
11:00 A.M. — SHEEP & GOATS

### ALTERNATIVE ANIMAL SALE

OCTOBER 17TH & 18TH

## Blue-green algae presents dangers to livestock

By Lisa Moser

Water is critical to the survival of all living creatures, but if that water source is compromised, it can have deadly consequences.

For cattle ranchers, watering their livestock from ponds and the presence of high amounts of blue-green algae can be a threat, said Scott Fritz, toxicology resident with the Kansas State University Veterinary Diagnostic Lab.

"It is common when we look at case histories to see a sudden, overnight death associated with blue-green algae," Fritz said during a recent Cattle Chat podcast with the experts at the Beef Cattle Institute.

To avoid this tragedy, Fritz said cattle ranchers need to monitor the ponds that cattle drink from, especially in late summer.

"Blue-green algae are present in every body of water and they are an important part of the ecosystem. However, in mid-summer the water can become stagnant when the rain tapers off, and that is when the algae will rapidly bloom," Fritz said. When those algae blooms start to die, toxins are released.

He said there are visual cues that ranchers can watch for when monitoring the ponds.

"You'll first see what looks like pond scum on the top of the water. It can be blue, green or orange," Fritz said. "Any time the pond looks a little different, it is important to get it tested."

To test the water, Fritz said producers should collect a sample by using a container, jar or old water bottle.

"The blooms are buoyant, so on a windy day they tend to drift to one side of the pond and that is a great place to make the collection," Fritz said. He recommended that when ranchers collect a sample, they should try to gather water a few inches below the surface.

When the samples arrive at the lab, they are evaluated under a microscope for the presence of algae. If algae are present then the scientists do follow up testing to determine how much toxin is concentrated, he said.

Fritz has observed that blooms are becoming more common and can occur more than once in a summer on an individual pond, which is why monitoring is important. He also said that cattle can be given access to the pond once it is determined through testing that it is safe.

"It isn't economically practical to keep cattle off pastures for years, so the best thing producers can do is monitor the ponds. Once the blooms are gone and the toxins are no longer present, it is safe to put the cows back out there provided the water is going to continue to be monitored," Fritz said.

To learn more about this topic or for resources about managing blue-green algae, visit <http://www.ksvdl.org/laboratories/toxicology/>

To hear the full discussion regarding blue-green algae listen in to the BCI Cattle Chat podcast online.

# GRASS & GRAIN

is on facebook

## AUCTION REMINDER

SATURDAY, AUGUST 29, 2020 - 9:30 AM  
11220 LK&W ROAD - LEONARDVILLE, KANSAS

4-WHEELER, 79 FORD FLATBED PICKUP, STOCK TRAILER, 79 CHEVY 4X4, JD RIDING MOWER, LAWN EQUIPMENT, SHOP TOOLS & EQUIPMENT, GUNS, APPLIANCES, FURNITURE, COLLECTIBLES

See last week's Grass & Grain for Listings!

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Date: 8/19/20. Total Head Count: 1,043.

COWS: \$60-\$70.00; \$51-\$59.75; \$50 and down, light test. BULLS: \$88-\$95.00, light test.

HEIFERS		23 blk.....	
13 mix.....	372@150.00	32 mix.....	549@155.00
26 mix.....	440@146.00	4 bkbw.....	574@149.00
21 mix.....	535@139.00	5 bkbw.....	557@148.00
5 blk.....	557@138.00	38 bkbw.....	657@161.25
4 blk.....	565@136.00	6 blk.....	645@153.00
7 bkbw.....	596@136.00	11 mix.....	685@151.00
7 mix.....	591@123.50	5 mix.....	650@149.50
8 bkbw.....	655@152.50	6 blk.....	673@148.50
23 mix.....	687@151.50	7 mix.....	684@144.50
8 mix.....	622@137.00	5 mix.....	673@137.00
14 mix.....	689@135.00	4 wf.....	688@136.00
4 wf.....	675@134.00	23 blk.....	730@152.75
7 mix.....	700@136.00	6 blk.....	718@148.00
19 bkbw.....	718@134.00	20 bkbw.....	741@147.25
7 blk.....	746@134.00	6 mix.....	756@145.00
15 mix.....	756@134.00	7 wf.....	775@126.50
4 mix.....	758@130.50	21 mix.....	847@142.50
5 mix.....	707@126.00	22 bkbw.....	828@141.00
4 mix.....	713@126.00	52 mix.....	867@140.60
27 bkbw.....	811@130.50	60 mix.....	835@139.00
11 bkbw.....	822@128.00	6 bkbw.....	802@138.00
8 mix.....	857@121.00	53 blk.....	974@142.25
10 blk.....	887@121.00	18 mix.....	963@132.00
11 blk.....	1013@114.25	18 mix.....	936@130.00
STEERS		38 mix.....	
32 mix.....	389@183.00	6 blk.....	982@123.00
33 mix.....	460@171.00	16 mix.....	982@123.00
6 mix.....	440@124.50	4 blk.....	1065@122.00

**EARLY CONSIGNMENTS FOR AUG. 26**

- 20 Red Ang str, 60 days weaned & 2 rds shots, 650-750 lbs.
- 47 blk str & hfrs off grass, no implants, homeraised, 700-850 lbs.
- 15 wf hfrs off grass, 750-800 lbs.
- 60 mix str, 850-900 lbs.
- 48 blk & Char str, 850-950 lbs.
- 55 blk str, Northern origin, 925-975 lbs.

**PLUS MORE BY SALE TIME**

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Radio Market Reports KFRM 650 Tues. & Wed. 8:00 am

Radio Market Reports KCLY-Fm 100.9 Tues. 6:45 a.m.

# Meat export challenges

By Derrell Peel - Oklahoma State University

The U.S. is on track for record production of beef, pork and broilers in 2020. Before COVID-19, it was recognized that meat trade would be critical for markets in 2020 and that certainly remains true at this point. After the severe disruptions in the first half of the year, expectations for meat trade have been revised and there is more uncertainty about global meat markets going forward.

Pork exports through June are up 27.4 percent year over year, led by a 335.6 percent year over year increase in pork exports to China. China has replaced Mexico as the top pork export destination, with Mexico down 2.8 percent for the year to date. Number three pork export market Japan is up 2.8 percent so far in 2020 following a 23.2 percent year over year decrease in June.

Broiler exports are up 4.2 percent year over year thus far in 2020, with latest data for June showing a 1.1 percent decrease from one year ago. Mexico remains the largest broiler export market with year to date exports up 2.0 percent following a 6.0 percent year over year decrease in June.

China is the second largest broiler export market accounting for 7.6 percent of total broiler for the first half of 2020. The sum of broiler exports to China and Hong Kong, a better measure of total broiler demand in China, is up 173.5 percent year over year in the January-June period.

Year to date beef exports are down 7.6 percent for the January-June period, following a 33.0 percent year over year drop in June and a similar decrease in May. Japan remains the largest U.S. beef export market and is up 5.6 percent year over year in the first half of 2020. However, this follows a 20.7 percent decrease in June and a 23.6 percent year over year decrease in May.

Number two South Korea is down 7.4 percent year over year through June following double-digit monthly decreases in April, May and June. Mexico, the number three market in recent years has seen monthly decreases averaging 66.9 percent in the second quarter, dropping Mexico to the fourth-largest beef export market with a year to date total down 37.7 percent from one year ago.

Canada, currently the third largest beef export market, is up 12.0 percent in the first half of the year. China remains a small beef export market (1.4 percent of total exports this year) but is up 70.9 percent for the year to date. Hong Kong is down 8.0 percent so far this year and the combined total of China and Hong Kong is up 0.2 percent for the year to date.

With a weaker global economic situation, meat trade forecasts have been revised. Total pork and broiler exports are still projected higher year-over-year but beef exports are now projected to be lower year-over-year.

China will continue to be a major driver of global protein trade, especially pork. Mexico remains a major concern with dramatic economic weakness expected to continue. Four of the five largest beef exports markets dropped sharply in the second quarter; and will be watched closely for recovery in the second half of the year. China will remain a minor beef export market in 2020 but is likely to continue growing, barring major geopolitical disruptions.

# Leveraging genetics for better profitability topic at field day

Nearly 80 farmers and ranchers gathered at W & S Ranch Inc. near Smith Center for the August 13 KLA/Kansas State University Ranch Management Field Day. The ranch is owned and operated by the Weltmer family and consists of a cow-calf operation, feedyard, farming business and fully licensed feed mill.

The Weltmers have placed a great deal of focus on genetic improvement over the past 17 years, starting with completely transitioning to a timed artificial insemination program for their cow herd. According to Philip Weltmer, this change has helped tremendously in improving their end product.

"In 2003, our cattle were grading 60% Select and 40% Choice," he said. "Today, through improved genetic selection, better data tracking and the use of technologies, our calves are grading 100% Choice, with 60% qualifying for Certified Angus Beef."

By determining the production goal for their operation, the Weltmers were able to put forth a plan of action. Select Sires Beef Sire Analyst Jon Herrick told those in attendance this is key. Whether wanting to improve carcass merit, maternal value or something else, it is important to have a direction, he said. During his presentation, Herrick discussed the various tools available to ranchers look-

ing for genetic progression in their herd, ranging from utilizing EPDs in bull selection to genetic testing to the use of reproductive technologies, and how to leverage them for profitability.

"One of the main things to remember when discussing changes to your breeding program is to think four to five years down the line, as that's when you will see the full impact," he said.

K-State Extension beef systems specialist Justin Waggoner also was on the program. He highlighted management steps, vaccination protocols and nutrition decisions that should be considered during the post-weaning stage. Waggoner explained one of the

essential transitions a calf has to make during weaning is going from mother's milk and grazed forage to a ration containing novel feeds delivered in a bunk. He said feeding both cows and calves a small amount of the ration prior to weaning, in the weaning pen or pasture, can help acclimate calves to both the feeds and the environment. More on this subject will appear in the October *Kansas Stockman*.

Additional topics discussed included how ranchers can better prepare and plan for challenging economic times and resources available to help manage stress associated with working in agriculture, along with financial and legal challenges.

# Kansas 4-H gears up for new program year

Kansas 4-H Youth Development specialist Amy Sollock has a message for youth looking for an after-school activity this fall: We'll be here for you.

In an uncertain time, the state's largest youth organization - with more than 74,000 members in 2019 - has adapted during the COVID-19 pandemic to offer both on-line and in-person programs, said Sollock, who is located in southwest Kansas.

"We learned a lot over this past spring and summer," she said. "While we definitely love gathering in person and enjoy developing relationships face-to-face, we know that 4-H can look a little different now and still be successful."

Sollock said state officials are busy training volunteers and equipping them with the resources and tools to continue offering 4-H programs in online and in-person formats.

"We've got more than 30 4-H project areas that kids can explore," she said. "The great thing about that is that even if you have multiple kids, you all can participate in the same program; parents don't have to take them to different places. If you have one kid who's really interested in photography, and another that is curious about rocketry, you can all go to 4-H and still make it happen."

The new 4-H year begins October 1, Sollock said. Youth are encouraged to contact their local extension office to get involved. 4-H is open to youth who will be at least seven years old by January 1, 2021, through high school-aged youth.

"We really believe passionately about finding that spark for a given child," Sollock said. "We are all about exploring different interest areas, trying new things, sampling a lot of different hobbies. And during that process, youth develop a passion that ignites a spark and leads to a rich and long path of discovery. Often times, it

also leads to a career."

She added that Kansas 4-H also is always looking for volunteers who can help youth along their path.

"One of the most fulfilling aspects of my job is when I can find adults, give them the proper training and resources to work with kids, and see those kids develop a love for a given project area because of that volunteer," Sollock said. "It's a pretty magical thing. We don't know who's learning more from who, whether it's the child learning from the volunteer, or the volunteer learning from the kids."

Learn more about opportunities available through Kansas 4-H online.

## Tell them you saw it in Grass & Grain!

## COIN AUCTION

**SATURDAY, SEPTEMBER 5, 2020 — 9:00 AM**  
2110 Harper Dg. Fairgrounds, LAWRENCE, KS

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1881 \$10 Gold Liberty Head Eagle w/14K Pendant;  
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## ESTATE & RETIREMENT AUCTION LIVE & ONLINE BIDDING

**SATURDAY, SEPTEMBER 12, 2020 — 10:00 AM**  
**LOCATION:** 3643 NW Crawford Rd. - ROSSVILLE, KS 66533  
**DIRECTIONS:** From East edge of Rossville on 24 Hwy, 1 mi. East to Crawford Road, 1 mi. South; Or from US 75 & 24 Hwy Jct. at Topeka, approx. 11.5 mi. West on 24 Hwy to Crawford Road, 1 mi. South.  
**ONLINE BIDDING WILL BE AVAILABLE: [Equipmentfacts.com](http://Equipmentfacts.com).** Please visit their website early to Register to Bid.

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**WYATT FARMS have discontinued their farming operation and will sell:**  
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**THIS WILL NOT BE A LONG AUCTION. BE ON TIME!**

**See next week's Grass & Grain for listings & more info & PLEASE VISIT [Holtonlivestock.com](http://Holtonlivestock.com) for DETAILED PICTURES**

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Holton Livestock Exchange, Inc. 785-364-4114  
Cindy Grollmes, Cashier \*\* Garrett Harris, Clerk

## 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, AUGUST 18, 2020**  
**RECEIPTS: 1,087 CATTLE**  
**FOR FULL RESULTS, VISIT OUR WEBSITE:**  
**[WWW.HOLTONLIVESTOCK.COM](http://WWW.HOLTONLIVESTOCK.COM)**

<p><b>STEERS</b></p> <p>8 blk str 421@182.00 22 blk str 511@178.00 21 blk str 610@166.75 14 blk str 581@165.00 28 blk str 672@160.10 8 blk str 566@159.50 11 blk str 611@158.50 13 blk str 682@157.50 58 blk red str 705@155.85 29 blk bwf str 715@153.75 13 blk str 737@153.25 18 blk red str 743@152.25 10 blk str 747@151.50 17 blk str 711@150.50 13 blk bwf str 669@150.00 13 mix str 672@147.00 9 blk bwf str 743@146.50 7 blk str 769@145.00 9 blk bwf str 820@139.85</p>	<p>22 char blk str 832@138.75 26 blk red str 900@137.00 35 blk bwf str 840@133.00</p> <p><b>HEIFERS</b></p> <p>23 blk hfrs 506@149.50 17 blk hfrs 624@146.00 21 blk hfrs 651@146.00 6 blk bwf hfrs 620@145.25 10 blk bwf hfrs 619@145.25 11 blk char hfrs 572@144.00 29 blk hfrs 696@142.75 14 blk red hfrs 590@141.50 15 blk hfrs 709@140.25 40 mix hfrs 670@138.75 10 blk bwf hfrs 686@138.50 11 blk bwf hfrs 745@136.00 11 blk hfrs 762@135.00 18 char blk hfrs 770@130.50 22 blk bwf hfrs 752@126.00</p>
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**CURT BERKEY ESTATE & WYATT FARMS MACHINERY AUCTION**  
**Saturday, September 12, Rossville, KS**  
**See FULL AD & PICTURES at [holtonlivestock.com](http://holtonlivestock.com)**

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**View our auctions live at [Imauctions.com](http://Imauctions.com)**

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Office: 620-662-3371  
or Matt Hoffman (Owner): 620-727-0913  
Hay Auction- Every Tuesday at 9:00 a.m.  
Cattle Auction- Every Tuesday at 10:00 a.m.  
Hog/Sheep/Goat Auction- Every 3rd Saturday  
Horse/Tack Auction- Every 1st Saturday

**Sat., Sept. 5<sup>th</sup> - Horse & Tack Sale**

**Tues., Sept. 8<sup>th</sup> - Calf/Yearling Special**

**Sat., Sept. 19<sup>th</sup> - Hog/Sheep/Goat**

**Tues., Sept. 22<sup>nd</sup> - Holstein Special**

**Check website/ Facebook for schedule changes!**

## 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 8-20-20. 583 Head.**  
300-400 lb. heifers, \$150-\$161; 400-500 lb. steers, \$125-\$166; heifers, \$120-\$158; 500-600 lb. steers, \$132-\$174; heifers, \$140-\$156.50; 600-700 lb. steers, \$108-\$165; heifers, \$113-\$146; 700-800 lb. steers, \$119-\$146.25; heifers, \$121-\$136.50; 800-900 lb. steers, \$120-\$130; heifers, \$117-\$128.50. **Trend on Calves:** Steady on a lighter run. **Butcher Cows:** high dressing cows \$66-\$79; Avg. dressing cows \$57-\$65; low dressing cows \$38-\$42.50. **Butcher Bulls:** Avg. to high dressing bulls \$88-\$91. **Trend on Cows & Bulls:** steady to \$3 lower.

*Some highlights include:*

<p><b>HEIFERS</b></p> <p>3 blk 505@156.00 12 blk 540@156.50 14 mix 619@141.25 80 mix 657@139.75 42 mix 753@134.25 6 mix 859@127.00</p>	<p><b>STEERS</b></p> <p>8 blk 531@174.00 13 mix 511@162.00 10 mix 620@153.00 10 xbred 690@143.50 13 mix 697@150.00 62 mix 762@146.25</p>	
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**THURSDAY, AUGUST 27**

*Please Keep Checking Back for Early Consignments!*

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

<p><b>Josh Mueller</b> <i>Owner/Manager</i> (316) 680-9680 <b>Chris Locke</b> (316) 320-1005 (H) (316) 322-0675 (M)</p>	<p><b>Steven Hamlin</b> (602) 402-6008 (H) (620) 222-1199 (M) <b>Van Schmidt, Fieldman</b> (620) 367-2331 (H) (620) 345-6879 (M)</p>
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**Cattle Sale Every Thursday 11:00 AM**

## 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 August 20, we had 1,259 head of cattle on a good market.**

<p><b>STEERS</b></p> <p>4 bkbwf 610@159.75 15 bkbwf 556@157.00 12 mix 637@155.50 16 bkbwf 539@154.50 8 bkbwf 645@152.00 30 bkSim 716@151.25 15 blk 726@149.00 23 blk 673@148.50 17 bkSim 816@145.50 17 bkRd 751@143.50 12 blk 799@141.00</p>	<p>95 bkbwf 951@139.00 19 bkbwf 918@138.00 8 bkChr 858@137.25 9 bkRd 751@134.50 14 bkRd 863@132.00 4 bkbwf 355@147.00 8 blk 511@145.00 12 bkbwf 638@144.00 9 bkSim 593@143.75 26 bkRd 552@143.75 18 bkSim 678@142.75</p>	<p>36 blk 611@142.25 13 bkRd 622@139.25 16 bwfrbf 687@138.75 38 mix 620@137.00 11 blk 755@134.25 17 mix 511@134.25 15 bkbwf 706@132.50 35 mix 742@130.75 15 blk 802@128.00 11 bkRd 759@127.75 9 mix 722@122.50 8 bkChr 864@122.25</p>
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**Butcher Cows: \$42-\$73.50, mostly \$60-\$70.00. \$2-3 lower but very active.**

**Butcher Bulls: \$84.50-\$98, \$3-5 lower but very active.**

**Preg Cows: \$775-\$1,100.**

<p><b>BUTCHER COWS</b></p> <p>2 blk 1460@73.50 1 rbf 1790@73.50 1 blk 1385@72.50 1 blk 1580@70.00 1 blk 1315@70.00 2 blk 1520@69.00 1 bwf 1030@69.00 2 blk 1278@68.50 3 bkbwf 1340@67.00 4 blk 1383@65.00</p>	<p><b>BUTCHER BULLS</b></p> <p>1 blk 2185@98.00 1 Bfmstr 1870@96.50 1 blk 2005@94.50 1 blk 1785@94.00 1 blk 1670@92.50 1 blk 2000@92.50 1 blk 1605@91.00 1 blk 1855@90.00</p>	
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**EARLY CONSIGNMENTS FOR AUG. 27**

- 27 bkbwf Fall calving cows, 8-10 yrs old, bred to Angus bull.
- 110 blk Char X str & hfrs, 500-750 lbs, Fall calves.
- 47 mix str & hfrs, 700-850 lbs, long time weaned & vac.

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**Ron Ervin - Owner-Manager**  
**Home Phone - 620-583-5385**  
**Mobile Cell 620-750-0123**

**Austin Evenson- Fieldman**  
**Mobile Cell 620-750-0222**

If you have any cattle to be looked at call Ron or Austin

# Hinrichsen recognized as the 2020 Junior Herdsman of the Year

The Junior Herdsman of the Year Award is devoted to the recognition of a National Junior Angus Association (NJAA) member in their last year of eligibility who has demonstrated outstanding dedication and character, both in and out of the show ring. Each year, an exhibitor who exemplifies a strong work ethic, commitment to the breed and outstanding preparation of their cattle is chosen by their peers at the National Junior Angus Show (NJAS).

Cale Hinrichsen, a fourth-generation Angus breeder from Westmoreland, is the recipient of the 2020 Junior Herdsman of the Year Award. He is a senior at Oklahoma State University, where he majors in agribusiness with a minor in marketing. Hinrichsen plans to attend law school to pursue a career in ag law and also intends to continue being involved with the Angus breed. His connection to the breed has been evident since the day he was born, when his aunt purchased a junior lifetime membership to the American Angus Association® in his name.

"This breed has given me so much," said Hinrichsen. "It's shaped so much about me; I don't see myself ever walking away from it." He intends to continue giving



back to the breed and hopes to serve as a mentor for young people the same way countless others have for him.

Hinrichsen explains this award illustrates the impact he's been able to have on his fellow juniors, pointing out this is an honor one doesn't apply for. He feels fortunate for the network he's built and the lessons he's learned

during his time as an NJAA member. From exhibiting at shows across the nation and participating in contests and conferences, to even serving as the 2018 American Angus Ambassador, Hinrichsen has truly defined what it means to be involved and how to make the most out of one's time in an organization. He emphasizes the importance of staying humble and working hard through it all.

"I've always tried to remember the motto: 'Stay humble, stay hungry,'" said Hinrichsen. "You might not always be at the top of the class, but you have to keep working hard to get there. When you do have success, it's important to maintain that humility and know it could easily be someone else."

The 2020 NJAS took place in Tulsa, Oklahoma, where nearly 700 exhibitors entered more than 1,400 head of cattle. Hinrichsen's successful week serves as a testament to the years of hard work that led him to his final NJAS.

"We can't be discouraged by failures; we just have to constantly work even harder – it will eventually pay off."

Visit [angus.org](http://angus.org) for complete show results and news from the event.

## Producer webinar focuses on communicating antibiotic use in animal agriculture

"I have so much time on my hands. What can I do to improve my social media posts?" said no producer ever, according to Andy King, moderator on a recent webinar now available for beef producers to view. "I recognize producers are not sitting around at night thinking that!" says King.

However, the webinar Improving Communication About Antibiotic Stewardship for Producers and Stakeholders, is presented by the National Livestock Producers Association

(NLPA), a contractor to the Beef Checkoff, to help beef producers understand quick and easy communication techniques to reach consumers, media and policy makers, as well as other producers, about responsible antibiotic use on U.S. farms and ranches.

King is an assistant professor at the Greenlee School of Journalism and Communication at Iowa State University, who worked with participants at an antibiotic symposium last fall to help identify their best audiences and

now to use social media to tell their stories.

The webinar also features Andy Bishop of Fairfield Farms in Kentucky, and Niki Ellis, Director of Education for the Kentucky Beef Council.

Using input from symposium participants, researchers found that some of the largest concerns of beef producers around antibiotic stewardship is that consumers have misperceptions and lack of knowledge about animal agriculture.

Using communications

as a tool to share personal anecdotes and experiences can be very useful, making the message easier to comprehend, processed more quickly and more trustworthy. Social media such as Facebook, Instagram and Twitter are good resources for producers to "show and tell" their day to day life which helps communicate the values they share with their audience, and gives them a place to explain what they do.

"Not everybody farms," reminds Kentucky Beef Council's Niki Ellis. "People are four generations removed from the farm on average and are hungry for information, hungry to know where food comes from, so that offers a massive opportunity."

"But people do have

families. They do have kids," Ellis continues. "Having images and videos of what you care about, when they see your everyday life, they can relate with you."

"People are searching for positivity," says Andy Bishop. "It (my post) may just be what I've enjoyed that day. The more positive my posts are, the more feedback I get."

When Andy Bishop posts his positive thoughts for the day, his four children are some of his best storytellers. "Because who doesn't like kids, right?" he says with a proud grin.

"You can't reach everyone with every message," King explains. Audience segments could include those with strong anti-farming beliefs and on

the other end, those who don't care. Those in between are the ones who might be interested and moved by your communication. The largest majority of consumers lie in that middle.

"A snapshot of your life, sharing your little moments, is the best thing you can do," says Ellis.

Share content from trusted sources like the Beef Checkoff, your state Beef Council, your vet and other producers, too.

The 53-minute recorded webinar gives specifics on using images, videos, live streaming, what to avoid and why frequency of messaging is important.

View it at <https://vimeo.com/444064397> or go to NLPA.org.

The State Fair may have been canceled, but you can still show what you would have exhibited by being part of

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If your business would like to be featured in this insert, contact one of our sales representatives!

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This special section will be inserted into our September 15<sup>th</sup> edition.

Deadline to place an ad is September 4<sup>th</sup>

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- Half Page: \$375 (size 9.9583" x 10")
- Quarter Page: \$225 (size 4.9167" x 10")

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# Sell At St. Marys

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

Buyers & sellers are welcome in the ring area with social distancing being practiced. You can watch the live auction at [www.dvauction.com](http://www.dvauction.com). If you need assistance with watching or bidding online contact DV Auction customer service at 402-316-5460. Thank you for your cooperation. If you would like approval to bid online from the safety of your home, please do the approval process on [www.dvauction.com](http://www.dvauction.com) prior to Tuesday.

We sold 1656 cattle August 18. Steer and heifer calves were in good demand at steady prices. We had a very good run feeder steers and heifers that were steady to \$4.00 higher. Cows and bulls were steady.			<b>STOCKER &amp; FEEDER HEIFERS</b>			<b>COWS &amp; HEIFERETTES</b>			<b>BULLS</b>		
<b>STEER &amp; BULL CALVES</b>			7 blk/char str 775 @ 146.50			1 brang cow 1375 @ 68.00			1 blk bull 1615 @ 86.50		
2 blk str 418 @ 171.00			5 wf/blk str 620 @ 147.00			1 x-bred cow 1225 @ 66.50			1 blk bull 2240 @ 90.50		
2 blk/bwf str 473 @ 161.00			63 blk/char str 863 @ 146.75			1 red cow 1480 @ 65.50			1 blk bull 2240 @ 89.50		
3 blk str 543 @ 156.00			79 wf str 718 @ 146.50			1 blk cow 1440 @ 62.50			1 blk bull 1925 @ 88.00		
1 blk str 455 @ 150.00			7 blk/char str 775 @ 146.50			1 blk cow 1435 @ 62.00					
6 wf str 524 @ 148.00			5 wf/blk str 725 @ 146.00			1 red cow 1330 @ 60.50					
			14 blk str 791 @ 146.00			1 blk cow 1430 @ 60.00					
			52 blk str 841 @ 145.75			1 x-bred cow 1290 @ 59.00					
<b>STOCKER &amp; FEEDER STEERS</b>			8 blk/red str 829 @ 145.50			1 blk cow 1240 @ 58.50					
3 blk/bwf str 562 @ 162.00			20 blk/char str 836 @ 144.85			1 char cow 1230 @ 57.00					
7 blk str 577 @ 159.50			71 blk/char str 753 @ 144.00			1 char cow 1165 @ 56.00					
12 blk/bwf str 569 @ 156.50			32 blk/red str 754 @ 143.25			1 bwf cow 1085 @ 55.00					
19 blk str 673 @ 155.35			138 wf/bwf str 833 @ 142.75			1 sim cow 1305 @ 57.00					
13 blk str 600 @ 152.50			36 blk/bwf str 817 @ 138.75			1 char cow 1165 @ 56.00					
34 blk str 728 @ 152.50			60 mix str 921 @ 134.35			1 bwf cow 1085 @ 55.00					
19 blk str 733 @ 151.00			10 blk str 915 @ 130.00			1 sim cow 1085 @ 54.50					
8 blk str 642 @ 150.75			22 mix str 922 @ 127.50			1 red cow 1290 @ 53.50					
16 blk/char str 663 @ 149.50						1 blk cow 1325 @ 53.00					
5 blk/char str 680 @ 149.50						1 lnghm hft 785 @ 52.00					
68 blk/bwf str 806 @ 149.50						1 blk cow 1135 @ 50.00					
3 blk/red str 663 @ 148.00			<b>HEIFER CALVES</b>			1 lnghm hft 715 @ 45.00					
5 blk/red str 620 @ 147.00			1 blk hfr 325 @ 151.00								
63 blk/char str 863 @ 146.75			2 blk hfr 465 @ 149.00								
79 wf str 718 @ 146.50			6 blk/bwf hfr 497 @ 147.00								
			3 wf/bwf hfr 407 @ 137.00								

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**AUCTIONEERS: DENNIS REZAC & REX ARB**

Livestock Commission Company, Inc.



**St. Marys, Ks.**