

U.S. animal protein increasingly dependent on diversified export market

Over the last two decades, U.S. animal protein exports have nearly tripled, growing from \$7.4 billion to \$20.7 billion. That growth is largely the result of successful industry marketing programs and shrewd government trade negotiations. Today, exports account for 10%-30% of U.S. animal protein production, depending on industry segment.

According to a new re-

port from CoBank's Knowledge Exchange, trade policy remains a vital component to building consistent and reliable export markets, and the U.S. needs to be at the negotiating table as new trade developments unfold. The recent nomination of a chief agriculture negotiator with the Office of the U.S. Trade Representative is an important step in that direction.

The Trump administration's harder line on trade, continued by the Biden administration, has led to mixed results for U.S. agriculture. Agricultural exports to China have flourished under the Phase One agreement, but the U.S. withdrawal from the Trans-Pacific Partnership (TPP) has likely resulted in lost opportunities for U.S. exporters.

"Continued diversifica-

tion of markets and products is critical for a vibrant U.S. protein export trade," said Brian Earnest, lead animal protein economist with CoBank. "The successes the U.S. meat industry has enjoyed during the Phase One agreement with China are not assured in 2022 and beyond. And the lack of U.S. participation in evolving global trade partnerships in recent years has put export success at risk."

Since 2000, the share of U.S. meat and poultry volume exported has increased from roughly 6% to over 13%. Those gains

were made on the heels of the North American Free Trade Agreement (NAFTA) and other trade agreements reached by U.S. administrations dating back to President Reagan.

However, for more than a decade, free trade has become decidedly less popular in the U.S. Unfortunately for U.S. meat exporters, the rest of the world continues to make headway on trade agreements that threaten to put U.S. producers at a disadvantage in global markets.

As exports to East Asia and North America have

expanded, European markets have eroded for U.S. protein exporters. Nations outside of East Asia and North America make up nearly one-third of all U.S. protein export volume. And many of those countries are directly involved in multilateral trade deals that don't include the U.S., such as the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP).

The impact of the U.S.-Mexico-Canada Agreement (USMCA) has been minimal, as U.S. beef and pork had already enjoyed duty-free access to trade partners under NAFTA. However, revising a commitment with the U.S. first- and third-largest food and agricultural export markets calmed participants as policy makers sought to rebalance trade at the time. As export volume to China has eroded recently, a healthy trade relationship with Mexico is critical.

Access to diverse markets remains vital for U.S. meat exports, as well. For instance, USDA trade data shows that the U.S. exported 650 million pounds of broiler meat to 111 destinations in August. While nearly 65% went to the top three destinations (Mexico, China, and Cuba), 20 destinations claimed at least 1% of U.S. broiler meat exports.

While China has become a growing source of opportunity for meat exporters in recent years, it will become increasingly important to seek global opportunities for U.S. meat exports. This is especially true if CPTPP continues to gain top protein export nations and the U.S. is not a member.

Latest edition of cover crop field guide released

Cover crops are used to slow erosion, improve soil health and capture nutrients. However, from planting to termination, growers face many production decisions.

The Midwest Cover Crops Council (MCCC), composed of representatives from 12 Midwest states and the province of Ontario, agricultural stakeholders and universities, is releasing a new edition of the *Cover Crops Field Guide*. The popular pocket-size in-field reference helps growers effectively select, grow and use cover crops. Topics include cover crop selection, cropping system recommendations and effects of cover crops.

Updates to the guide include recommendations for cover crop termination in unfavorably wet springs and planting green into cover crops. The cover crop species section of the guide has also been expanded to incorporate white clover, forage brassicas, balansa clover and several cover crops commonly used in a mix.

The third-edition field guide will be available for purchase in early December. The guide will cost \$6, with a 10% quantity discount available on boxes of 25. Purchases can be made through Purdue's Education Store online.

The MCCC will hold a live, one-hour webinar at 11:30 a.m. Dec. 8 to outline the updates and answer questions. To register for the webinar or view a recorded version later, go online. Attendees who pre-register will be eligible to receive a free copy of the new field guide after the webinar; limited quantities are available.

Public Auction

SATURDAY, NOVEMBER 20, 2021
11:00 AM 70556 HWY 99, BURCHARD, NEBRASKA **11:00 AM**
JAMES HASENKAMP ESTATE & PATTY HASENKAMP

Auctioneer's Note: We will begin with Tools & Miscellaneous followed by the Livestock Equipment. At 11:30 am, we will sell the Tractors, Skid Steer, Vehicles, Lawnmower, Trailers & Machinery. Everything has been well-taken care of. Come join us for this nice machinery auction!

Directions from the south jct. of Hwy. 99 & 8 south of Burchard, NE: 1/4 mi south Or from Summerfield, KS: 2 3/4 miles north

TRACTORS
 2002 Case MX120, 4WD, w/2 remotes, joystick, 420/85R28 fronts, 520/85R38 rears, w/ Great Bend 760 loader w/ bale forks, 7,113 hrs



2016 New Holland T5.110, 4WD, w/4 remotes, joystick, 14.9R24 fronts, 18.4R34 rears, w/Quike 660 loader & bale forks, 3,687 hrs

MACHINERY
 Vermeer 605 N-DCF weed pick up round baler, 2,052 bales



NH 499 hydro-swing 13' hay rake
 H&S 12-wheel rake
 Bush Hog 12715 Legend 15' batwing shredder
 Gehl 95 grinder mixer
 JD 7000 6-row 30" planter
 Koyker Super 850 66' auger w/swing hopper
 Great Plains Solid Stand 1500 no-till drill w/7.5" spacing

Krause 904 20' disk
 JD 29' cultivator w/harrow
 AC 5-bottom plow
 5' 3-pt chisel
 3-pt sprayer
 Danuser F-8 post hole digger w/12" bit
 Worksaver pallet forks
 Worksaver bale spear
 3-pt bale carrier
 Bale mover
 Kewanee 8' 3-pt blade
 8' loader bucket
Husqvarna M-ZT 61 zero-turn lawnmower w/61" deck & 118.1 hrs
Gehl 5635XT Series II skid loader w/6' bucket & 2,786 hrs

TOOLS & MISC
 RedMax weed eater
 Weed eater w/chain saw attachment
 Lincoln AC 225 welder
 DeWalt drill
 Electric drill
 Electric impact
 Bench grinder
 DeWalt grease gun
 Vise
 Assorted hand tools
 Gas cans
 Handyman jacks
 Log chains
 Binders
 Fence stretcher
 Solar electric fences
 Snow fence
 Misc. lumber
 PTO adapter
 Cylinder
 Misc. parts
 Aeration fan

Fuel tank w/hand pump
 ATV sprayer tank
 1000 gal poly tank
Stormer 20' grain bin
TRAILERS
 2015 Titan 20' steel livestock trailer
 2008 E-Z Haul 25' flatbed gooseneck trailer w/dove tail
 Shop-made 17' flatbed trailer
 Carry-On Corporation 10'x6' ATV trailer
PICKUPS & TRUCK
 2008 Chevy 2500 HD Z71 Duramax 4x4, automatic, crew cab, 5th-wheel hitch & 77,519 miles



1998 GMC Sierra 2500, flatbed w/5th-wheel hitch, 201,169 miles
 Chevy C60 straight truck, gas, 4x2 trans, 18' box
LIVESTOCK EQUIPMENT
 My-D Han-D self catching squeeze chute w/head gate
 Round bale feeders
 Portable creep feeder
 Continuous fencing panels
 Wooden posts
 Misc. cattle gates & panels
 Ritchie automatic hog waterer

Online bidding powered by **Equipmentfacts**

James Hasenkamp Estate & Patty Hasenkamp

Lunch served by Arley's
Auctioneer: Wes DeBuhr - 402-274-7263
Auction Manager: Keri Rasby - 402-802-5823
 440 N 12th St., Ste. D, Tecumseh, NE
Ringmen & Clerks: Speckmann Auction
 We accept cash, good check & major credit cards
Full Sale Bill & Pictures at:
speckmannrealityanduction.com



"I've been a long-time believer and subscriber of Grass & Grain."

"I have kept an ad in Grass & Grain every week since 1972 and I have been very pleased with the results."

"Very cost effective. For what I spend in advertising, I spend way less with Grass & Grain than anywhere else."

"I have sold more property from my Grass & Grain ads than any other media that I have used."

"I've been very pleased with the distribution because of the people that I have worked with that weren't from this area. They got the paper and saw the ad!"

"It absolutely pays for itself!"

You too could be reaping the benefits of Grass & Grain advertising!

Don't hesitate, call today:
785-539-7558
 Or stop by to talk with one of our advertising representatives:

GRASS & GRAIN
 1531 Yuma St. Manhattan, KS



Dolly Anderson, broker/owner of G&A Real Estate in Manhattan, KS, is one of Grass & Grain's longest, continuous advertisers.
Look for her weekly ad in the classified section!

Buy - Sell
Work - Hire
Everything Farm & Ranch
 Harvest
 Tillage
 Farrier Services
 Cattle Gathering
 Spraying
 Livestock
 Hay
 Equipment
And More!

Download the free iPhone app! For Android or desktop, use www.hitchpin.com

Use code **GRASSGRAIN** for a discount. Also benefits Grass & Grain

ESTATE AUCTION

SUNDAY, NOVEMBER 14, 2021 — 11:30 AM
 Kansas Armory, 721 Levee Dr., MANHATTAN, KS

7 Eisenhower Dollars, 17 John Adams Dollars, 35 Kennedy Halves, Quarters, Dimes, Nickels, 7 rolls Pennies, misc. bagged coins from several different countries, International Coins, bag of Brazilian coins, bag of Dutch Antilles coins, bag of Canada coins (some with King George on them), bag of random Intl coins, bag of Special Tax Coins from this part of the US.

Artificial Christmas tree, glass insulators, handpainted antique globe, brass lamp "The Rochester" electric, Navajo pottery, brass converted lamps, sm. Navajo rugs, brass candlestick lamps, silver colored "The Rochester" lamp, miniature tea sets, oak mini buffet w/mirror, mini basket for tea set, mini oak dresser w/mirror, mini oak hutch, linens, table covers, doilies, baby lace outfits, wooden cannon, antique brass light fixtures, antique baby carriage, brass table lamp, misc shades & sm. oil lamp, antique table lamp oil w/blue handpainted shade, root beer wooden crates, wooden crate, antique table lamp w/black base brass, antique student oil lamp w/o shade brass, cut glass decanter, cut glass pedestal bowl, cut glass biscuit jar, Carnival glass bowl, Depression glass dessert bowl pink, misc glass decorative items, Depression glass vases, antique Royal Ironstone pitcher, cut glass perfume bottles, O'Rourke, painted set pitcher, powder shaker, bowl w/lid, decorative bowl w/gold pedestal feet, antique tea set, Goebel birds, Doulton & Co Ltd figures, granny, Robin Hood, befeater, etc., Artone figurines, pottery pitcher & bowl blue & white, silver creamer & sugar w/tray, horse picture, brass bugle, antique knife rests, Danmark stein, antique cigar box shelf, books, WWII scrap books, hanging converted oil lamp w/handpainted globe, hanging converted oil lamp w/handpainted globe, misc home décor, shelves; misc ceramic & glass items, Hull pitcher, die cast cars, Indian doll, oak hat/coat rack, walnut table w/inlay, particle board bookshelf oak, vintage toaster, antique frame & print, replica Viking helmet, misc graniteware, globe, ceramic tea pot, dolls, stein, pillows.

Time Life Old West Series complete, serving platters, cups + additional veggie platters & bowl, set of Denby flatware, framed art, mostly Western, Lone Wolf, Duke, Native, etc., bells, jewelry box, mail box, trinkets, comic books, 2 white painted bookshelves, ornate bedroom set owned by Civil War veteran, oak hat stand/nightstand, 2 wood barrels 14" & 12", cream painted night stand w/1 drawer, lg. copper pot/cauldron, Mission style oak stand, purple top oak footstool, wine colored cabinet (Freidenberger), primitive pine cabinet, oak hat cabinet/nightstand, Mission style shelf, short oak stand, oak fern stand, blow torch lamp w/hunting dog globe & 2 sm. lamps, B&H oil lamp brass w/blue/green shade, Willow-ware 15 plates, 9 sm bowls, 14 lg bowls, 13 saucers, 10 cups, Signature ice cream freezer, 1/4 sawn oak filing cabinet, oak filing cabinets, reproduction, oak Mission style shelf, oak potato bin, misc glassware, china music "boxes" decanters & glasses, silver platters, misc china tea sets, native décor, stirrups, ice tongs, JD jug, rugs, Western & Native sculptures & dolls, printer's drawer, walnut cabinet, mirror, sm. oak secretary/writing desk, Vizio TV, cast iron pots, vintage Stetson cowboy hat w/box, Bose stereos & CDs, KSU lamp, sm. oak table/stand, box of frames, cedar coffee table/magazine rack, Hoosier style cabinet base w/ butcher block top, magazine rack black painted, sm. hat rack bed stand 16x16x21, antique hay scythe, vintage brass lamp, pine twin bed, rustic stool, oak bed headboard & footboard, rails & mattress, wooden crates various sizes, child's stroller/wheelchair, trunk, Mission style oak rocking chair w/brown leather seat, oak dresser w/mirror 5 drawers, iron bed complete w/mattress, oak washstand, oak chest of drawers short w/long drawers w/tall mirror, oak 1/4 sawn 4-drawer dresser w/curved front, 5 drawer oak dresser w/mirror (mirror not in pic), 3 drawer 2 dr. oak buffet, Victorian knife rests & salt cellars, chamber pot, pitchers, basins, wine glasses, tea cups & saucers, Denby pitchers, oak office chair w/ksu cover from KS Supreme Court, wicker rocker, Hogan golf clubs & bag, hay wagon painting w/gold frame, little girl lithograph (matching frame), Civil War scene lithograph (matching frame w/other lithograph), frames, framed artwork, stool, misc artwork, saw, Coke thermometer, gold picture frame, vintage paintings, Life magazines & Collier's photo book, vintage floor lamps, cowboy lamp, Red Wing #12 crock, sm. wooden folding step stool, lightning rod/weather vane, mantle clocks, white metal spiral plant stand, brass fire extinguisher lamp, metal shelf, kid's oak rocker w/pink upholstery, fishing bear, red doll rocking chair, tote of Hummels, Edison phonograph, marble top wash stand, Columbia Gramola (phonograph) 2/records, cast iron door stop, Gibson's Cumbria oak ice box, Federal sewing machine, key holder, vintage sled, curved glass oak display cabinet, oak secretary, oak pie cabinet, oak buffet, grandfather clock, oak hat chair/umbrella holder, lighted glass display cabinet, maple shelf, pine cabinet, copper wash stand w/lid, Mission style pine shelf, oak 4 drawer filing cabinet, pine cabinet, antique oak filing cabinet 4 drawer, antique oak music cabinet, gold medal crate, Dilons banana crate, Bkatz beer crate, oak cabinet, Eastlake wash stand, oak chest w/cedar base inside, copper pot, Ballentines crate, Penick oil crate & Salina bottling crate, Bill Snyder signed football, oak coffee table, Boone Kitchen cabinet, coffee grinder, butter churn, brass pitcher, brass carrier, sm. oak cabinet, Edison cylinder records, accordion, oak table w/curved legs, coin collection, gold jewelry, costume jewelry.

Auctioneer's Note: Jack & DeeAnn collected for a lot of years. Come out and experience a huge auction with us. Concessions available. Terms: Cash or Good Check all Announcements made day of Auction take precedence over previous printed materials. Not responsible for accidents.

For pics go to: www.RuckertAuctions.com
SELLERS: ESTATE OF THE LATE JOHN "JACK" & DEEANN SHELTON
 Jeff Ruckert, Owner/Broker/Auctioneer

RUCKERT REALTY & AUCTION
 2049 Fort Riley Lane, Manhattan, KS 66502
 785-565-8293
 jctt.97@gmail.com

www.RuckertAuctions.com & on Facebook





We were filming our docudrama, *The Contested Plains*, on location in Logan County recently. The logistics are staggering. Bringing cast and crew to a small town and a ranch location is no easy feat and it takes a village.

Fortunately, we have a great village.

Produced by the White Deer Land Museum Foundation, Pampa, Texas, and Fall River Productions, Wichita, the film will be released sometime in 2022. It tells the story of the John and Lydia German family who headed westward in 1870 from their home in Georgia. By 1874, they were in western Kansas, following the Smoky Hill Trail, when they were attacked by a Cheyenne raiding party. Led by husband and wife war-

riors Medicine Water and Buffalo Calf Woman, the band consisted of about 20 Cheyennes, most of whom were survivors of the massacre at Sand Creek and/or the Battle of the Washita. John, Lydia, and three of their children were killed and four daughters were taken captive. It is one of the most famous and oft-told stories of the Plains Indian Wars.

Ken Spurgeon and I wrote the script and he is the director. He is an amazing director, truly, and has two Wrangler Awards from the National Cowboy and Western Heritage Museum to prove it. I am so proud to be working with everyone involved in this film.

Darby Hinton and Mary McDonough flew into Denver and drove down

to the Fort Wallace Museum where we had a small dinner in their honor. The Fort Wallace Memorial Association hosted cast and crew in western Kansas with the help of the Wallace and Logan County Foundations.

We set up camp on the Smoky Y Ranch, south of Monument. Randy and Donella Younkin and their family could not have been more welcoming. Two sites claim the notoriety of having been the site of the attack on the German Family, but after much deliberation and research, the producers decided on the Smoky Y Ranch.

We had an army of volunteers helping to feed cast and crew, loan horses, saddle horses, loan campers and RVs, and just any and everything that a village needs. It is long and grueling and the fierce wind made every-

thing more difficult. More than one volunteer said, "I don't want to be in the movie business!!!"

It is very hard work. It's a lot of "hurry up and wait." It is demanding, physically and emotionally draining. Oh my, it is so rewarding! When you have a great story and an incredible cast and crew, there is nothing like it.

I would love to have been there. As it happens, I had a sinus infection and developed some pretty severe laryngitis. For a day or so, I was running a low fever and we cannot have folks on set running a fever, so I was banned. Banned, I tell you! Truth be told, I felt so badly that there is no way I would not have set foot on set anyhow and I surely would not have wanted to make anyone else ill. But as fate would have it, looks like I will have to wait for the

film like everyone else!

Deb Goodrich is the co-host (with Michelle Martin) of the *Around Kansas TV show* and the *Garvey Texas Foundation Historian* in

Residence at the Fort Wallace Museum. She chairs the Santa Fe Trail 200, being recognized through 2025. Contact her at author:debgoodrich@gmail.com.



CDN Schrick Sasha 921 won reserve grand champion cow-calf pair at the 2021 Kansas State Fair Roll of Victory (ROV) Angus Show, Sept. 18 in Hutchinson. Corbin Ellerman, Atchison, owns the August 2019 daughter of May-Way Brilliance 736. A July 2021 son of Schrick Shamar 934 is at side. Craig Sands, Stillwater, Okla., evaluated the 72 entries.

Photo by Legacy Livestock Imaging

NEMAHA COUNTY, KS LAND AUCTION

SATURDAY, NOVEMBER 13, 2021 — 10:00 AM
Knights of Columbus Hall • 211 Knights of Columbus Dr. SENECA, KANSAS

Auctioneer's Note: When it came to farming practices, Terry Woolsoncroft used all means available to achieve the highest crop yields possible. He fertilized and used crop nutrients to achieve this goal. Very fertile soils on all of these farms.

TRACT 1: 38.77 ACRES m/l
Land Location: From Seneca, KS, go 6 miles East on Highway 36, then take Q Road South 1 mile, then take 144th Road East 1 3/4 miles. Property starts on North side of 144th Road.

Legal Description: E 1/2 W 1/2 SE 1/4 Sec. 36 Township 2, Range 13, Gilman Township, Nemaha County, KS. **Taxes - \$789.16.** Mineral rights stay with farm. **Farm has 33.08 tillable acres. Good farm. Good location.**

TRACT 2: 155.76 ACRES m/l
Land Location: From Seneca, KS, go 6 miles East on Highway 36, then take Q Road South 4 miles to 120th Road. Take 120th Road 1 1/2 miles East. Property starts on South side of 120th Road.

Legal Description: NE 1/4 Sec. 24 Township 3, Range 13, Adams Township, Nemaha County, KS. **Taxes - \$3,285.12.** Mineral rights stay with farm. **Farm has 136.84 tillable acres. Easy access. Good farm.**

TRACT 3: 72.17 ACRES m/l
Land Location: From Centralia, KS, take Hwy 187 1 mile North to 96th Road. Go 1/2 mile East on 96th Road. Go 1/2 mile East on 96th Road. Property starts on North side of 96th Road.

Legal Description: S 1/2 Se 1/4 Sec. 31 Township 3, Range 12 less 201.1' less R/W Mitchell Township, Nemaha County, KS. **Taxes - \$2245.64.** Mineral rights stay with farm. **Farm has 67.14 tillable acres. Easy access. Very high tillable acres.**

TRACT 4: 157.32 ACRES m/l
Land Location: From Centralia, KS, take Hwy 187 1 mile North to 96th Road, go 1 mile East on 96th to H Road. Turn North on H Road. Property starts at the 1/2 mile line on East side of H Road.

Legal Description: NW 1/4 Sec. 32 Township 3 Range 12 less road right of way, Mitchell Township, Nemaha Co., Ks. **Taxes - \$5215.52.** Mineral rights stay with farm. **Farm has 147.81 tillable acres. Farm includes 2 very nice machinery storage sheds. Also has 2 steel grain bins.**

For Terms, DCP Crop Data & More Info: www.senecarealty.net

SELLERS: TERRY WOOLSONCROFT ESTATE

Auction Conducted by: SENECA REALTY
Mike Kuckelman - Broker, 785-294-1038
Dale Wilhelm - Auctioneer/Sales, 785-294-8569

Two R-3 zoned properties south of campus, with tenants, available for multi-family development

\$690,000.

MARY SCHARFE - ASSOCIATE BROKER
785.317.2138
MARY@THEALMSGROUP.COM

REAL ESTATE LAND AUCTION
TUESDAY Evening, DECEMBER 7, 2021 — 7:00 PM
Auction Held at Community Bldg., Fairgrounds, OSAGE CITY, KS

SELLING 80 ACRES m/l with 72 Acres m/l Tillable
Salt Creek & Kibbie Creeks run along South & East sides with Road Frontage on two sides. Property located 1 mile West of Hwy. 31 & W. 237th at West side Osage City.

BERGQUIST PROPERTIES, SELLER

MILLER & MIDYETT REAL ESTATE: 785-828-4212
For Information visit: www.wischroppauctions.com

AUCTION
SATURDAY, NOVEMBER 20, 2021 — 10:00 AM
Located at 1553 Rd 250, ADMIRE, KANSAS

From Admire go 8 miles south on HWY 99 to JCT of 99/170 & Rd 250 then 1/2 mile east OR from Emporia go 10 miles northeast on HWY 99 then 1/2 east on HWY 170/Rd 250. (NOTE: HWY 170 IS CLOSED EAST OF READING, KS - PLEASE USE DIRECTIONS FROM HWY 99).

NH 2550 Swather dsl, cab-air, Hydra-Stat w/NH Haybine 14' head 2415 hrs; JD 468 Mega Wide Baler Net Wrap/Twine Cover Edge 17-18,000 bales; JD 346 square baler, wire w/Farm Hand 8-bale Accumulator not used for several years (was working when stored inside); Sitrex MK 10-12 12 wheel rake; IH 35 - 3 wheel rake; IH 1100 9' pull type Sickie Mower; 2 Farmhand 8 bale forks; Hesston BP-20 Tub Hay Processor; MF 1105 dsl Tractor cab-air, firt wts, 2 yr-old, 11.4-38 rubber; IH Farmall Super C Tractor, NFE; Rhino H.D. Post Hole Digger, 3 pt, 3 bits from 9-12-18 in.; manure spreader 2 wheel on rubber; 4-wheel running gear, older; Lincoln Arc Welder 225, on 2 Wheel Trailer; Service Trailer Pull-Type on 1 ton Truck Bed; (2) 8' Side Mount Tool Boxes, L-shaped 200 gal dsl tank, 12V pump; 1988 Trailman 20 x 6 1/2' Half Nose G.N. Stock Trailer; Hereford Stock Saddle, 16"; 3 saddle pads; Frank Vintage 14" Handmade Leather Batwing Chaps from Roberts Leather,

50+/- yrs old; several bridles, halters, etc.; 2 Vintage Gas Stoves; Vintage Bicycle; 2 Vintage Kitchen Stools; handmade Oak Wardrobe 72x49x25"; several old Pop Bottles; Vintage Coca Cola Mickey Mouse 6 pk bottles; Reeves Dbl Wash tub; (7) Marlow Wood Cuts; Antique Kettle style Pressure Cooker; selection of canning jars, some older; 9 pieces of Frankoma Gold; Vintage Brass Wall Mount, Fire Extinguisher; Vintage Brass & Stain Glass Lights; several older Tea & Coffee Pots; Old Records; Insulators; JD Pedal Tractor, Needs Some Repair; 1959 Chevrolet Fender Skirts; Handmade 4-H Show Box; 100 gal fuel tank 50/50 w/hand pumps; Tri-City Aluminum Semi-Trailer Headache Rack; Titan 6500 Dsl Generator; Puma 6 HP 60 gal upright Air Compressor; B&S 2800 PSI 6.75 HP Pressure Washer; Titan 4" Trash/Water HD Pump; IH 2 pt Auxiliary Pin Hitch; Dune Buggy on VW Frame Not Complete; 5 Big Bale Rings; W.W. Quarter Cattle Tub; Pick-up Bed Trailer w/vintage GMC Fender Bed.

*** INSPECTION DAY OF SALE ONLY. CASH OR APPROVED CHECK ONLY.**

TIM & SANDY GOFF, SELLERS

Pics & Full Listing:
www.wischroppauctions.com
WISCHROPP AUCTIONS * 785-828-4212 *

FARM BUREAU FINANCIAL SERVICES
It's your future. Let's protect it.®

Smarter Insurance for Agriculture.®



Corey Powell
317 NE 14th
Abilene, KS
785-263-0600



Bethany Swafford
1323 18th Street
Belleville, KS
785-527-5664



Justin Tadtman
535 Court St.
Clay Center, KS
785-632-2585
785-587-7830 (cell)



Jim Waters
1003 Lincoln
Wamego, KS
785-456-7627
785-456-3449 (cell)



Brice Leonard
418 C Street
Washington, KS
785-325-2227
785-325-2358 (cell)

Contact an agent near you today!

The demographics of tomorrow show what to do today

"I'll be painfully honest with you. I don't know what marketing attempts you have in the works, but I will tell you this—it's not enough."
That's how demographer Ken Gronbach opened his remarks during the Texas Cattle Feeders

Association 2021 Annual Convention in Oklahoma City recently. That's because, he told convention attendees, the beef business is going into a battle. "Don't pretend that the present is going to stay the same infinitely. It's simply not going to happen. You

need to put together a war chest. Once you have a war chest, you need to go to Madison Avenue."
Madison Avenue is simply a term for high-end marketing and advertising, he said. But it needs to be done non-stop, "Because that's the only way you're

going to get the market you deserve."
Baby boomers have amassed a lot of wealth, they're conservative and they are dying. And Generation Y, people from 17 to 36 years old, are coming up behind them. Generation Y has more people and they are liberal. In between is a growing population of Hispanics and Generation X, the generation with the fewest people.

That's important because Generation Y is now old enough to vote. "In 2024, there will be a 50-million vote advantage (for liberal-leaning candidates). We will have three more years of a liberal administration, then we're going to have two more election cycles of liberals winning, which means another 11 years," he told cattle feeders. "You have to take that into consid-

eration when you think about how the liberal culture thinks relative to beef and global warming."
This generation is moving out of their parents' basements, will marry, have children, buy houses, food, and lots of other goods and services. Will they eat beef?
Gronbach answered his own question. "That's up to you," he told cattle feeders.

JAMISON
SINCE 1944 ... A Respected Cowherd and Premier Hereford Performance Breeder!

A COMPLETE DISPERSION NOVEMBER 18, 2021 QUINTER, KS
550 HEAD
Spring Bred Cows • 2021 Spring Heifer Calves
Bred Replacement Heifers • Herd Bulls
...2021 bull calves retained for Feb. 2022 Bull Sale

77 YEARS ... A Breed & Industry Impact Program!

THE JAMISON MOTHER COW...
Breed renowned ... 75% are 4 years & younger!

THE JA FOUNDATION ... THE FACTORY ... THE FUTURE!
A new Hereford Standard for Line 1 Total Performance & Carcass Value!

www.jamisonranch.com
GORDON JAMISON & SONS 785/299-0441 Quinter, KS

UNITED LIVESTOCK BROKERS, INC.
Jay George 605/391-6230 • Lebo, KS

DVAuction
Broadcasting Real-Time Auctions

Grass & Grain Weather Report Nov. 10, 2021

Seven Day Forecast	In-Depth Local Forecast	Today's Local Outlook																																								
WEDNESDAY Mostly Cloudy High: 62 Low: 40 THURSDAY Scattered Rain High: 54 Low: 44 FRIDAY Mostly Cloudy High: 53 Low: 42 SATURDAY Mostly Cloudy High: 51 Low: 43 SUNDAY Partly Cloudy High: 48 Low: 37 MONDAY Mostly Cloudy High: 50 Low: 41 TUESDAY Cloudy High: 49 Low: 39	Today we will see mostly cloudy skies with a slight chance of rain, high of 62°, humidity of 64%. East southeast wind 3 to 7 mph. The record high for today is 78° set in 2012. Expect mostly cloudy skies tonight with a 40% chance of scattered rain, overnight low of 40°.	<p>Washington 65/46 Blue Rapids 59/39 Seneca 60/39 Clay Center 60/39 Manhattan 62/40 Wamego 62/40 Ogden 59/38 Junction City 62/41 Abilene 62/40 Council Grove 62/43</p>																																								
Last Week's Almanac <table border="1"> <thead> <tr> <th>Date</th> <th>H/L</th> <th>Normals</th> <th>Precip</th> </tr> </thead> <tbody> <tr><td>10/29</td><td>65/37</td><td>63/37</td><td>0.00"</td></tr> <tr><td>10/30</td><td>72/31</td><td>63/37</td><td>0.00"</td></tr> <tr><td>10/31</td><td>58/40</td><td>62/37</td><td>0.00"</td></tr> <tr><td>11/1</td><td>44/41</td><td>62/36</td><td>0.00"</td></tr> <tr><td>11/2</td><td>48/33</td><td>61/36</td><td>0.00"</td></tr> <tr><td>11/3</td><td>51/38</td><td>61/35</td><td>0.00"</td></tr> <tr><td>11/4</td><td>55/38</td><td>61/35</td><td>0.00"</td></tr> </tbody> </table> <p>Rainfall 0.00" Normal rainfall 0.50" Departure -0.50" Average temp. 46.5° Average normal 49.0° Departure -2.5°</p>			Date	H/L	Normals	Precip	10/29	65/37	63/37	0.00"	10/30	72/31	63/37	0.00"	10/31	58/40	62/37	0.00"	11/1	44/41	62/36	0.00"	11/2	48/33	61/36	0.00"	11/3	51/38	61/35	0.00"	11/4	55/38	61/35	0.00"								
Date	H/L	Normals	Precip																																							
10/29	65/37	63/37	0.00"																																							
10/30	72/31	63/37	0.00"																																							
10/31	58/40	62/37	0.00"																																							
11/1	44/41	62/36	0.00"																																							
11/2	48/33	61/36	0.00"																																							
11/3	51/38	61/35	0.00"																																							
11/4	55/38	61/35	0.00"																																							
This Week's Sun & Moon Chart <table border="1"> <thead> <tr> <th>Day</th> <th>Sunrise</th> <th>Sunset</th> <th>Moonrise</th> <th>Moonset</th> </tr> </thead> <tbody> <tr><td>Wednesday</td><td>7:04 a.m.</td><td>5:16 p.m.</td><td>1:19 p.m.</td><td>11:06 p.m.</td></tr> <tr><td>Thursday</td><td>7:05 a.m.</td><td>5:15 p.m.</td><td>1:56 p.m.</td><td>Next Day</td></tr> <tr><td>Friday</td><td>7:06 a.m.</td><td>5:14 p.m.</td><td>2:27 p.m.</td><td>12:15 a.m.</td></tr> <tr><td>Saturday</td><td>7:08 a.m.</td><td>5:13 p.m.</td><td>2:54 p.m.</td><td>1:21 a.m.</td></tr> <tr><td>Sunday</td><td>7:09 a.m.</td><td>5:12 p.m.</td><td>3:18 p.m.</td><td>2:25 a.m.</td></tr> <tr><td>Monday</td><td>7:10 a.m.</td><td>5:12 p.m.</td><td>3:41 p.m.</td><td>3:27 a.m.</td></tr> <tr><td>Tuesday</td><td>7:11 a.m.</td><td>5:11 p.m.</td><td>4:04 p.m.</td><td>4:27 a.m.</td></tr> </tbody> </table>			Day	Sunrise	Sunset	Moonrise	Moonset	Wednesday	7:04 a.m.	5:16 p.m.	1:19 p.m.	11:06 p.m.	Thursday	7:05 a.m.	5:15 p.m.	1:56 p.m.	Next Day	Friday	7:06 a.m.	5:14 p.m.	2:27 p.m.	12:15 a.m.	Saturday	7:08 a.m.	5:13 p.m.	2:54 p.m.	1:21 a.m.	Sunday	7:09 a.m.	5:12 p.m.	3:18 p.m.	2:25 a.m.	Monday	7:10 a.m.	5:12 p.m.	3:41 p.m.	3:27 a.m.	Tuesday	7:11 a.m.	5:11 p.m.	4:04 p.m.	4:27 a.m.
Day	Sunrise	Sunset	Moonrise	Moonset																																						
Wednesday	7:04 a.m.	5:16 p.m.	1:19 p.m.	11:06 p.m.																																						
Thursday	7:05 a.m.	5:15 p.m.	1:56 p.m.	Next Day																																						
Friday	7:06 a.m.	5:14 p.m.	2:27 p.m.	12:15 a.m.																																						
Saturday	7:08 a.m.	5:13 p.m.	2:54 p.m.	1:21 a.m.																																						
Sunday	7:09 a.m.	5:12 p.m.	3:18 p.m.	2:25 a.m.																																						
Monday	7:10 a.m.	5:12 p.m.	3:41 p.m.	3:27 a.m.																																						
Tuesday	7:11 a.m.	5:11 p.m.	4:04 p.m.	4:27 a.m.																																						
Local UV Index <p>0-2: Low, 3-5: Moderate, 6-7: High, 8-10: Very High, 11+: Extreme Exposure</p>	Weather History Nov. 10, 1915 - An unusually late season tornado struck the central Kansas town of Great Bend, killing 11 people along its 35-mile track. The tornado destroyed 160 homes in Great Bend, causing a million dollars in damage.	Growing Degree Days <table border="1"> <thead> <tr> <th>Date</th> <th>Degree Days</th> <th>Date</th> <th>Degree Days</th> </tr> </thead> <tbody> <tr><td>10/29</td><td>1</td><td>11/2</td><td>0</td></tr> <tr><td>10/30</td><td>1</td><td>11/3</td><td>0</td></tr> <tr><td>10/31</td><td>0</td><td>11/4</td><td>0</td></tr> <tr><td>11/1</td><td>0</td><td></td><td></td></tr> </tbody> </table>	Date	Degree Days	Date	Degree Days	10/29	1	11/2	0	10/30	1	11/3	0	10/31	0	11/4	0	11/1	0																						
Date	Degree Days	Date	Degree Days																																							
10/29	1	11/2	0																																							
10/30	1	11/3	0																																							
10/31	0	11/4	0																																							
11/1	0																																									

Abilene Machine is gearing up for the holidays! Shop our ag replacement parts and save during our epic

BLACK FRIDAY SALE

Nov. 25-29

AbileneMachine®
Ag Replacement Parts

abilenemachine.com • 785-655-6644

4M Premonition 265 won reserve grand champion bull at the 2021 Kansas State Fair Roll of Victory (ROV) Angus Show, Sept. 18 in Hutchinson. Kenneth Hartzell, Moscow, Iowa; Joseph Mather, Cambridge, Iowa; and Woltemath Angus Ranch, Olsburg, own the March 2020 son of Merit Sting 7047E. He earlier won junior champion. Craig Sands, Stillwater, Okla., evaluated the 72 entries.

Photo by Legacy Livestock Imaging

Sell At St. Marys

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

We sold 1873 cattle November 2. We had a nice run of high quality spring calves which were in good demand at prices that were steady to higher. Feeder steers and heifers sold steady to \$5.00 higher. Cows and bulls were steady.

STEER & BULL CALVES	STOCKER & FEEDER STEERS	7 blk str	794 @ 140.00	4 blk/bwf hfrs	561 @ 142.00	1 bfw cow	1105 @ 67.50	1 blk cow	1265 @ 54.50
11 blk str	410 @ 190.00	HEIFER CALVES		22 char/blk hfrs	680 @ 139.00	3 blk/bwf cows	1697 @ 67.00	1 blk cow	1500 @ 54.00
2 blk str	410 @ 185.00	7 blk/bwf hfrs	384 @ 154.00	20 blk/red hfrs	663 @ 138.25	1 blk cow	1505 @ 66.50	1 red cow	1515 @ 53.50
1 char str	435 @ 184.00	2 blk hfrs	465 @ 154.00	18 blk/char hfrs	885 @ 138.25	1 blk cow	1425 @ 66.00	1 sim cow	1225 @ 53.00
4 blk/bwf str	468 @ 180.00	10 blk hfrs	440 @ 153.00	4 blk hfrs	590 @ 138.00	1 red cow	1480 @ 65.50	COW/CALF PAIRS	
1 blk str	175 @ 179.00	4 blk/bwf hfrs	444 @ 152.00	4 blk hfrs	744 @ 137.50	2 blk cows	1583 @ 65.00	1 blk cow/cf	@ 1350.00
5 blk/bwf str	474 @ 176.00	5 blk hfrs	465 @ 152.00	42 blk/red hfrs	562 @ 137.00	1 blk cow	1785 @ 64.50	1 blk cow/cf	@ 1350.00
35 blk/bwf str	510 @ 174.00	10 blk hfrs	464 @ 151.50	11 blk hfrs	588 @ 135.50	2 blk cows	1228 @ 64.00	2 red cows/cvs	@ 1200.00
2 blk/red str	358 @ 172.00	7 red hfrs	393 @ 151.00	7 blk/bwf hfrs	579 @ 135.00	1 bfw cow	1430 @ 63.50	BULLS	
8 blk str	510 @ 170.00	6 blk hfrs	478 @ 151.00	5 blk/bwf hfrs	613 @ 135.00	1 red cow	1460 @ 63.00	1 blk bull	2080 @ 95.00
11 blk/char str	485 @ 169.00	12 blk hfrs	534 @ 150.50	8 blk/bwf hfrs	591 @ 133.50	2 blk/sim cows	1173 @ 62.50	1 blk bull	2275 @ 89.00
2 blk str	378 @ 168.00	5 blk/bwf hfrs	461 @ 148.00	10 blk/bwf hfrs	615 @ 130.00	1 blk cow	1560 @ 62.00	1 blk bull	2200 @ 88.00
5 blk str	527 @ 167.00	4 blk hfrs	486 @ 147.00	3 blk hfrs	933 @ 127.50	2 blk cows	1295 @ 61.00	1 blk bull	1895 @ 86.00
3 blk str	288 @ 166.00	16 blk/bwf hfrs	457 @ 146.50	12 mix hfrs	843 @ 122.50	2 red cows	1338 @ 60.50	1 blk bull	1630 @ 85.50
9 blk str	476 @ 164.00	23 blk/bwf hfrs	502 @ 146.50	COWS & HEIFERETTES		2 blk cows	1515 @ 60.00	1 blk bull	2050 @ 85.00
5 blk/bwf str	545 @ 162.25	13 blk/bwf hfrs	399 @ 146.00	1 blk hfrt	1020 @ 100.00	1 blk cow	1405 @ 59.00	1 blk bull	1475 @ 84.50
2 blk/bwf str	303 @ 160.00	6 blk hfrs	524 @ 146.00	2 blk hfrts	813 @ 99.00	2 blk cows	1325 @ 58.00	1 blk bull	1640 @ 81.50
11 blk/bwf str	462 @ 160.00	6 blk hfrs	478 @ 144.00	7 blk hfrts	919 @ 96.00	3 blk cows	1247 @ 57.00	1 blk bull	1385 @ 80.00
2 blk/bwf str	303 @ 160.00	24 blk/bwf hfrs	548 @ 138.25	1 sim hfrt	1165 @ 82.50	1 wf cow	1360 @ 56.50	1 blk bull	1630 @ 75.00
11 blk/bwf str	462 @ 160.00	9 bwt/red hfrs	522 @ 138.00	1 blk hfrt	1140 @ 79.00	1 bfw cow	1200 @ 56.00	1 blk bull	1555 @ 73.00
11 blk/bwf str	462 @ 160.00	STOCKER & FEEDER HEIFERS		1 blk cow	1040 @ 78.00	1 red cow	1150 @ 55.00	1 char bull	1520 @ 68.50
2 blk/bwf str	303 @ 160.00	34 blk hfrs	685 @ 159.85	1 blk cow	995 @ 76.00	CONSIGNMENTS FOR NOV. 9:			
11 blk/bwf str	462 @ 160.00	130 mix hfrs	764 @ 153.10	1 char hfrt	1390 @ 75.00	• 40 blk str & hfrs, 500-600 lbs, vacc.			
2 blk/bwf str	490 @ 160.00	5 blk/bwf hfrs	655 @ 146.00	1 blk cow	1590 @ 69.00	• 100 blk str & hfrs, 450-600 lbs, vacc.			
2 blk str/bullS	428 @ 160.00	11 blk bfw hfrs	570 @ 143.00	2 blk/bwf cows	1578 @ 68.50	• 62 blk hfrs, 800-825 lbs.			
2 blk str/bulls	475 @ 160.00	WATCH OUR AUCTIONS LIVE ON DVAuctions.com		1 blk cow	1670 @ 68.00	• 60 blk str, 925-950 lbs.			
7 blk/bwf str	521 @ 159.50					• 120 blk str, 900-950 lbs.			
20 mix str	542 @ 152.00								
3 blk bulls	475 @ 151.00								

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

FOR INFORMATION OR ESTIMATES:
 REZAC BARN ST. MARYS, 785-437-2785 LELAND BAILEY TOPEKA, 785-215-1002
 DENNIS REZAC ST. MARYS, 785-437-6349 LYNN REZAC ST. MARYS, 785-456-4943
 DENNIS' CELL PHONE 785-456-4187 REX ARB MELVERN, 785-224-6765
 KENNETH REZAC ST. MARYS 785-458-9071

Toll Free Number.....1-800-531-1676
 Website: www.rezACLIVESTOCK.COM
 AUCTIONEERS: DENNIS REZAC & REX ARB

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