Grass & Grain, June 20, 2023 Page 13 **Rep.** Mann champions agricultural research and land-grant universities

U.S. Representatives Tracey Mann (KS-01) and Kim Schrier (WA-08) recently introduced the Augmenting Research and Educational Sites to Ensure Agriculture Remains Cutting-edge and Helpful (AG RESEARCH) Act. This legislation will bolster federal investment in land-grant universities, institutions, and facilities that conduct food and agricultural research.

"American land-grant universities lead the world in agricultural research," said Mann. "The idea for landgrant universities was originally proposed in the 1850s to educate students and increase agricultural expertise and U.S. productivity. Over the years, these universities have surpassed that original vision, and now conduct cutting-edge agricultural research that supports food security around the globe. According to the U.S. Department of Agriculture, agricultural research returns \$20 in benefits to the economy for every public dollar spent. Despite this, federal funding for food and agricultural research has declined in real dollars over the past two decades. I am proud to introduce the AG RESEARCH

Act alongside Rep. Kim Schrier, as we must continue to support agricultural research, development, and innovation. When we make strong investments like these, we invest in the next generation of America, and in our food security and national security.'

"The proposed legislation provides a significant opportunity for the entire land-grant system to even more greatly fulfill its mission of service to the people across our nation," said K-State president Richard Linton. "With this additional funding of the nation's ag experiment stations and research centers, Congress will be signaling its support for the critical knowledge transfer that fosters community vitality and fuels economic prosperity - and maintains U.S. global competitiveness and leadership in agriculture."

"We are very grateful for Representatives Mann and Schrier to be doing this work and proposing this legislation," said Brittany Hall, president of Haskell National Board of Regents. "Any and all support for Haskell Indian Nations University is greatly appreciated and hope this legislation is supported by all as our students all deserve the opportunities available, especially as our people have been traditionally forgotten. We are also very grateful for Carrie Billy and all the work the AIHEC team does for Native American and indigenous students and their communities and testifying for this great work."

In 1862, President Abraham Lincoln signed the Morrill Act, granting land to states to finance colleges specializing in agriculture and the mechanic arts.

Kansas State University, originally named Kansas State Agricultural College, was established in February 1863 as the first land-grant college created under the Morrill Act.

In 1994, an Act of Congress granted land-grant status to several Native American tribally controlled colleges and universities, including Haskell Indian Nations University in Lawrence.

Today, many land-grant universities rank among America's top public research institutes.

growt Broad-based seen for April pork exports

April exports of U.S. pork achieved gains in a wide range of markets, according to data released by USDA and compiled by USMEF.

Propelled by another month of widespread growth, April pork exports totaled 243,789 metric tons (mt), up 15% from a year ago, while value increased 10% to \$660.1 million. For January through April, pork exports climbed 14% to 960,480 mt, valued at \$2.62 billion (up 13%).

"International demand continues to be a positive

for the entire pork supply chain," said USMEF president and CEO Dan Halstrom. "While Mexico remains a star performer for U.S. pork, it's really encouraging to see growth in many markets. Latin American demand has remained strong while the momentum for U.S. pork into the Asia Pacific region has also been increasing. This is critical for maximizing carcass value and generating revenue for an industry that is facing difficult economic conditions.

Pork exports climb to Mexico, Korea, ASEAN and Australia

Pork exports to Mexico have soared to another record pace in 2023 and April was again a strong month, with volume increasing 9% year-overyear to 80,214 mt, valued at \$149.6 million (up 7%). For January through April, shipments to Mexico topped last year by 10% in volume (350,270 mt) and 27% in value (\$691.3 million). While much of the volume is destined for further processing, the U.S. industry continues to make impressive strides in Mexico's retail and foodservice sectors.

April pork exports to South Korea totaled 21,336 mt, up 42% from a year ago and the largest since May 2019, while export value climbed 27% to \$66.6 million. Through April, exports to Korea were up 13% to 66,395 mt, valued at \$210 million (up 1%). Korea recently opened another duty-free quota for imported pork cuts, which primarily benefits Canadian, Mexican and Brazilian pork (the U.S., EU and Chile already have duty-free access). Eligibility was also recently restored for pork imports from one German slaughter plant located in a region free of African swine fever (ASF). Pork exports to Australia have made an impressive rebound in 2023, with April exports more than doubling from a year ago to 6,040 mt (up 143% and the highest in two years), valued at \$20.6 million (up 123%). Although Australia restricts U.S. pork to processed products and raw material destined for further processing. January-April exports climbed 54% to 16,146 mt, valued at \$56.6 million (up 50%).

Other January-April results for U.S. pork exports include:

April exports of pork variety meat soared 39% from a year ago to 47,692 mt, valued at \$113 million (up 27% and ninth-largest on record). Through April, pork variety meat exports increased 37% to 195,030 mt, valued at \$458.6 million (up 24%). While China/ Hong Kong is the primary destination, exports also increased to Mexico, the Philippines, Canada, Colombia. the Dominican Republic, Honduras, Vietnam, Taiwan, Chile and El Salvador.

Strong retail and foodservice demand, combined with an ASF-driven downturn in domestic production, have contributed to a surge in U.S. pork exports to the Dominican Republic. Through April, shipments to the DR were up 55% from last year's record pace to 42,659 mt, valued at \$112.6 million (up 67%). With demand also increasing in Trinidad and Tobago, the Leeward-Windward Islands. Netherlands Antilles, Cayman Islands and Barbados, January-April exports to the Caribbean region increased 49% to 49,069 mt, valued at \$135.2 million (up 57%).

Domestic production challenges, rising prices for European pork and the extension of reduced tariffs in the Philippines have bolstered demand for U.S. pork in the ASEAN region. Through April, exports increased 65% to 20,646 mt, valued at \$50.5 million (up 55%). While the Philippines is the region's primary destination for U.S. pork, exports have surged to Malaysia, reaching a record 860 mt in April. Volumes have also increased to Vietnam.

Demand for U.S. pork has also rebounded in Taiwan, where April exports increased tenfold from last year's low total to reach 1,732 mt (the highest since 2020), valued at \$4.5 million. Through April, exports to Taiwan were up 365% from a year ago to 3,224 mt, valued at just over \$10 million (up 425%).

April pork exports to Japan were down 3% from a year ago to 33,527 mt, while value slipped 8% to \$131.5 million. Through

CATTLE

April, exports declined 2% to 123,856 mt, valued at \$494.3 million (down 8%). Japan is the primary overseas destination for U.S. chilled pork, with these shipments relying heavily on smooth operations at U.S. West Coast ports.

Pork exports to China/ Hong Kong continue to trend well above the totals posted in the first half of 2022. April exports to the region were 47,152 mt, up 33% from a year ago, with value up 29% to \$122.6 million. As noted above, variety meat accounts for most of the volume. Through April, exports to China/ Hong Kong increased 30% in volume (182,033 mt) and 27% in value (\$474.7 million).

April pork export value equated to \$67.56 per head slaughtered, up 13% from a year ago and the highest since May 2021. The January-April per-head average increased 12% to \$61.96. Exports accounted for 32% of total April pork production and 27.7% for muscle cuts only, each up more than three percentage points from April 2022. For January through April, these ratios were 29.1% of total production and 24.9% for muscle cuts, up significantly from a year ago (25.8% and 23%, respectively).

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For our sale hel	d on Friday, J	une 16th, the	Belvue	3 blk	976@190.00	Manhattann	1 blk	1615@118.50	BUL	.LS — 1,1	25-2,0	25 LE	S.
bulk of the run v	was steer and	heifer calves				Wheaton	1 blk	1590@118.00	Oskaloosa	1 Cro	oss	17	15@129.50
under 650 lbs.,	and were se	elling at fully	HEIFER CA	LVES - 275	-550 LBS.	Ottawa	1 blk	1050@116.00	Waterville	1 Ch	ar	15	75@128.00
steady prices v	vith good de	mand on the	Riley	8 blk	406@280.00	Belvue	1 blk	1325@115.00	Alma	1 blk		183	30@124.00
better kind. Cull	cows and bull	s sold mostly	Manhattan	5 ang	447@280.00	Clifton	1 blk	1695@114.50	Olsburg	1 Ch	ar	202	25@123.50
steady to weake	r on the low di	ressing cows.	Manhattan	5 Ang	348@280.00	Clifton	1 blk	1585@111.00	Rossville	1 He	rf	112	25@102.00
			Riley	15 blk	502@278.00	Clifton	1 blk	1825@110.00					
BULL & STEER	CALVES - 2	75-550 LBS.	Atchison	3 Cross	478@276.00	Westmoreland	1 blk	1480@109.00		BABY C	ALVE	S	
Harveyville	3 blk	285@308.00	Atchison	5 Cross	545@274.00	Ottawa	1 blk	1260@107.50		7 @ 200	-300.0	00	
Riley	3 blk	306@306.00	Manhattan	22 Ang	494@273.50	Randolph	1 blk	1255@106.50		4 @ 300	-400.0	00	
Harveyville	4 blk	391@306.00	Riley	35 blk	543@272.00	Clifton	1 blk	1355@104.00		3@400	-500.0	0	
Riley	19 blk	491@298.00	Randolph	3 blk	525@270.00	Rossville	1 blk	1395@102.00					
Riley	15 blk	473@298.00	Riley	4 blk	401@268.00	Clifton	1 blk	1395@101.00		COW/CAL	F PAI	RS	
Riley	3 Cross	298@297.00	Atchison	4 Cross	401@268.00	Clifton	1 blk	1325@100.00			AG	θE	
Manhattan	3 blk	280@286.00	Harveyville	3 blk	330@268.00	Paxico	1 blk	1160@99.00	Wamego	1 Cross	5	;	@2600.00
Riley	11 blk	399@279.00	Meriden	7 Cross	437@262.00	Manhattan	1 blk	1215@98.00	Vermillion	1 Char	5	;	@2475.00
Atchison	6 Cross	530@276.00	Riley	37 blk	443@258.00	Clifton	1 blk	1205@98.00					
Spring Hill	3 blk	521@267.00	Meriden	5 Cross	509@256.00	St. George	1 blk	1210@97.50		BRED	cows	5	
Mariden	4 Cross	523@266.00	Manhattan	3 blk	288@246.00	Clifton	1 blk	1290@95.00			AGE	BRE)
Manhattan	3 blk	415@242.00	Riley	20 blk	472@243.00	Clifton	1 blk	1185@92.50	Blue Rapids	6 blk	4	5-6	@2100.00
Manhattan	3 blk	476@237.00	Riley	4 Herf	428@234.00	Clifton	1 blk	1260@90.50	Tonganoxie	1 blk	2	5	@2000.00
Meriden	3 Cross	458@200.00	Manhattan	3 blk	426@224.00	Clifton	1 blk	1170@90.00	Seneca	2 blk	5-6	3-4	@1825.00
			Manhattan	4 blk	526@200.00	Clifton	1 blk	1335@89.00	Pawnee City	NE 3 X	3	4-6	@1800.00
STEERS	5 — 550-1,000	LBS.				Ottawa	1 blk	870@87.00	Blue Rapids	2 blk	7	5	@1725.00
Riley	44 blk	555@290.00	HEIFER	S — 575-700	LBS.	Clifton	1 blk	1305@85.00	Blue Rapids	3 blk	2	3-4	@1575.00
Riley	6 blk	573@279.00	Riley	17 Cross	604@254.00	Alma	1 bwf	1255@83.00	Seneca	1 blk	3	4	@1450.00
Riley	9 blk	551@275.00	Riley	17 blk	584@254.00	Tonganoxie	1 blk	1015@80.00	Seneca	1 Cross	8	3	@1275.00
Atchison	4 Cross	617@254.00	Pawnee City, NE	4 Cross	677@210.00								
Riley	9 blk	666@245.00					VCO	ICICNIM	ENTC I				20
Pawnee City, NE	3 Cross	713@226.00	COWS & HEIFI	ERETTES — 85	0-1,825 LBS.	CARL		ISIGNM					30
Blaine	3 blk	685@220.00	Ottawa	1 blk	1280@124.00		SE	LLING AROU	IND 11:30	A.M. –			
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Kansas Hay Market Report

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Compared to the last report demand remains good, trade activity slow to moderate, and prices remained mostly steady. First cutting hay continues to be baled despite rain delays and new crop prices continue to trickle in. According to the U.S. Drought Monitor for June 6th heavy rains fell over parts of the Colorado, Kansas, Nebraska and southeast Wyoming plains again recently, leading to widespread one-category improvements in areas with increasing soil moisture and lessening precipitation deficits. After recent heavy rains, some improvements were also made in northeast and east-central Kansas. The categorical percent area for abnormally dry conditions(D0) remained near 10.5%, moderate drought (D1) decreased to 13%, severe drought (D2) increased to 21%, extreme drought (D3) increased to near 30%, and exceptional drought (D4) decreased to 17%

Southwest Kansas

Dairy alfalfa, grinding alfalfa, ground and delivered steady, movement slow. Alfalfa: horse, supreme small squares 14.00-15.00/bale. Dairy,1.40-1.50/point RFV. Good, Stock or Dry Cow 300.00-315.00. Grinding alfalfa, large rounds, 295.00-300.00, new crop 300.00-310.00, large square 3x4's and 4x4's 300.00-310.00, new crop 300.00-310.00. Ground and delivered locally to feed lots and dairies 340.00-350.00, new crop 345.00-355.00. Grass Hay: Bluestem: 155.00-165.00. Corn stalks, ground and delivered 180.00-195.00. The week of 6/4-6/10, 8,538T of grinding alfalfa and 325T of dairy alfalfa was reported bought or sold. The average paid by feedlots on June 1 for alfalfa ground and delivered was \$334.00, up \$29.89 from the previous month, which includes mixed hay loads, usage was 642T/day, down >1% and total usage was 19,894T.





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South Central Kansas

Dairy alfalfa, ground and delivered, and alfalfa pellets, grinding alfalfa steady, movement slow. Alfalfa: horse, small squares 325.00/ton. Dairy 1.40-1.50/point RFV. Good, Stock cow, 295.00-305.00. Fair/good grinding alfalfa, large rounds 285.00.00-295.00.00 delivered, new crop 285.00-295.00,3x4 and 4x4's 290.00-300.00 delivered, new crop 295.00-300.00. Alfalfa ground and delivered 315.00-325.00; Alfalfa/Soybean: ground and delivered 295.00-310.00. Alfalfa pellets: Sun cured 15 pct protein 325.00-340.00, 17 pct protein 345.00-360.00, Dehydrated 17 pct 420.00-425.00. Rye grass, new crop 3x4's 235.00-245.00. The week of 6/4-6/10, 6,759T of grinding alfalfa and 0T of dairy alfalfa was reported bought or sold. The average paid by feedlots on June 1 for alfalfa ground and delivered was \$297.75, up \$36.03 from the previous month, which includes mixed hay loads, usage was 322T/day, up 52% and total usage was 9,995T.

Southeast Kansas

Dairy alfalfa, grinding alfalfa steady, grass hay steady, movement slow. Alfalfa: horse or goat, none reported. Dairy 1.40-1.50/point RFV. Good, stock cow 260.00-270.00. Fair/good grinding alfalfa, large rounds none reported, large square 3x4275.00-285.00; Grass hav:

Bluestem, small squares 170.00-180.00, good 3x4 squares 165.00-175.00, large round 140.00-155.00. Brome, large square 190.00-200.00 delivered. The week of 6/4-6/10, 861T of grass hay was reported bought or sold. Northwest Kansas

Dairy alfalfa and grinding alfalfa steady, movement

Considerations for hay harvest height

By David Hallauer, **Meadowlark District Extension agent, crops** and soils/horticulture

When estimating forage production (typically for grazing), we often use a figure for fertilized brome of somewhere between 300 and 350 pounds of dry matter per inch of height. If we apply that to hay production as well, it might be pretty tempting, particularly in a short hay year, to mow a little lower than we normally would. While it may end up yielding a little more in the short term (the quality of that forage could be argued, but that's another topic for another day...), it could end up costing you in the long term.

Most references would suggest a cutting height minimum of four inches. This allows for at least a little bit of ground cover while (hopefully...) leaving a small amount of green leaf area from which the plant can recover. When we remove a mass of top growth at one time like we do during a haying operation, we force the plant to recover using whatever green leaf area might be left in combination with energy in root systems. That combination does a pretty good job of allowing the plant to recover quickly, putting on new leaves and allowing the plant to continue to grow while replenishing root reserves as well. If we don't leave any green leaves, however, the plant has to rely wholly on root reserves for recovery, while leaving soils exposed and increasing the potential for moisture loss. Can it work? Sure. Is it optimum for the long-term health of the stand? Probably not.

If you haven't adjusted the cutting height of harvest equipment for some time, it might be a good idea to check it out. Modern equipment allows us to harvest almost as low as we want to harvest but that doesn't mean we should. Make sure harvest height is appropriate to allow for rapid recovery while providing a little bit of cover to prevent moisture losses.

slow. Alfalfa: Horse or goat, small squares 300.00-320.00, 3x3 squares 300.00 new crop 1st cutting. Dairy, Premium/ Supreme 1.40-1.50/point RFV. Stock cow, fair/good 295.00-300.00. Fair/good grinding alfalfa, large square 3x4's 295.00-310.00

North Central-Northeast Kansas

Dairy alfalfa, ground/delivered, grinding alfalfa steady, and bluestem grass hay steady, movement slow. Alfalfa: Dairy 1.40-1.50/point RFV; Horse hay, premium small squares, 12.00/bale, 3x4's 290.00-300.00; Stock Cow 3x4's 230.00-240.00. New crop 280.00-300.00; Fair/good, grinding alfalfa, large rounds 250.00-260.00, large square 3x4's 250.00-275.00, new crop 290.00-300.00 fob; Alfalfa ground and delivered 290.00-300.00; Grass hay: Bluestem. small squares none reported, large 3x4 squares 150.00-160.00, good large rounds 140.00-150.00. Brome: large rounds, 150.00-160.00. Sudan: large round 130.00-150.00. Wheat straw: large squares 120.00-130.00. Corn stalks: large squares 135.00-145.00 delivered. The week of 6/4-6/10,680T of grinding alfalfa and 618T of dairy alfalfa was reported bought or sold.

** Prices above reflect the average price. There could be prices higher and lower than those published.

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

*RFV calculated using the Wis/Minn formula.

**TDN calculated using the Western formula. Quantitative factors are approximate, and many factors can affect feeding value. Values based on 100% dry matter (TDN showing both 100% & 90%). Guidelines are to be used with visual appearance and intent of sale (usage). Source: Kansas Department of Agriculture-Manhattan, Kansas. Kim Nettleton 785-564-6709

USMEF trying to add value as beef production declines

The U.S. Meat Export Federation (USMEF) is taking measures to enhance the value of U.S. beef in the global market as the country's beef production declines, according to a Brownfield report.

Drought and input prices have contributed to a decrease in U.S. beef production, prompting the need for financial incentives to encourage production recovery. John Herath from USMEF highlighted the importance of broadening the parts of the animal that generate value, as relying solely on certain cuts limits the overall value of the animal.

Expanding the diversity of beef cuts presents opportunities to meet the demands of various export markets. According to the report, while certain beef cuts hold little value domestically, they possess significant worth in international markets. For instance, beef tongue is highly prized in Japan, while beef liver finds value in Egypt.

The report said USMEF aims to identify the optimal cuts for specific markets to maximize their value. Despite a decrease of 8 percent in volume and 22 percent in value in U.S. beef and variety meat exports through March 2023 compared to the previous year, it is noteworthy that 2023 marked a record year for U.S. beef exports. Notably, demand growth has been observed in regions such as Mexico (+16 percent), Hong Kong (+19 percent), Philippines (+15 percent), Caribbean (+21 percent) and Africa (+84 percent) during the current year.

UPCOMING SPECIAL ISSUES REAL ESTATE & PERSONAL PROPERTY AUCTION County Fair - July 4th Ag Finance - August 8th KS State Fair Issue (BOGO Half Price) - August 29th

MOTORCYCLE & GUNS: 1991 Harley Davidson M-FXSTC Custom, Low Rider; Beretta AL390 Gold Mallard 12ga VR w/26" BBL; Beretta Sport AL390 Gold 12ga VR w/30" BBL; Browning Invector-Plus BPS Special 12ga VR w/28" BBL; Remington M-1100 12ga VR; Winchester M-61 22cal. Ser# 270331; Marlin M-60 22cal; Ted Williams M-200 20ga VR; H&R Topper M-158 12ga, custom; Crossman Storm XT M-C1K77ST .177 cal w/scope; Gentry Gun Safe; Misc. Ammo. SHOP TOOLS, LAWN & GARDEN: Bridgeport Milling Machine and Hundreds of Bits; Hitachi Twin Tank Compressor; Craftsman 16" Scroll Saw; Delta 80 gal. Vertical Compressor; 24" Metal Shears; Metal Cutting Band Saw; Kobalt Hyd Press; Vehicle Lift; Tradesman Shaper/ Router; Machinist Tool Chest; Polishing and Grinding Wheels; Delta Belt Sander; Pipe Wrenches; Saw Blades; Hammer Drill Bits; Tap and Die Sets; Sanders; Shop Caddy; Levels; Werner Step Ladder; Open and Boxend Wrenches; Crescent Wrenches; Air Hoses and Reel; Air Bubble; Organizers; Electrical Cords; Hammers: Wood and Steel Bits: Vises: Bolt Bins (loaded w/new bolts); Plumbing and Elec-NOTE: Items are clean and well-maintained ... BUY with Confidence!

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Fall Full of Bullz - September 12 **G&G Farm Show Edition - October 31st** Soil Health - November 7th Christmas Business Greetings - December 19th

Fall Harvest (4 week series) - starts September

DEADLINES:

County Fair - June 28th, before Noon Ag Finance - August 8th, before Noon KS State Fair Issue - August 23rd, before Noon Fall Harvest - August 30th, before Noon Fall Full of Bullz - September 6th, before Noon G&G Farm Show Edition - October 25th, before Noon Soil Health - November 1st, before Noon Christmas Greetings - Dec. 13th, before Noon

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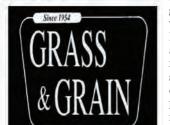
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Dave Mueller, Tampa

From Tampa, Kansas to Tampa Bay, Florida. That's quite a journey and quite a contrast.

Today, in the conclusion of our series about Tampa, we'll learn about the remarkable connection that was made between these two communities - one small and rural, the other large and urban.

During the last two weeks, we've learned about Dave Mueller, a Marion County farmer who has purchased and renovated several buildings in Tampa, Kansas, He shared the story of this amazing urban-rural connection.

This all began with the creative staff at the Convention and Visitors Bureau of Tampa Bay, Florida, which is located on the west coast of the state along the Gulf of Mexico.

The Tampa Bay tourism staff was just wrapping up a conference in Orlando, a couple of hours away. As many of us do these days, they asked their phones how long it would take to drive home to Tampa.

When the answer came

back, "23 hours," they were amazed.

Was something wrong with their GPS? No, the phone had correctly calculated the drive time from their location to Tampa... Kansas.

"There's a Tampa in Kansas?" they asked incredulously. That piqued their curiosity, caused them to learn about the Kansas version of Tampa, and sparked an audacious idea to gain publicity.

What if they could bring the entire population of Tampa, Kansas to its namesake city in Florida for a once-in-a-lifetime vacation?

This idea was novel enough - and crazy enough that a number of community partner businesses in Florida were willing to give it a try. The Tampa Bay CVB got support in this effort from Southwest Airlines, the Tampa Bay International Airport, and a number of other local tourism businesses and sponsors.

Grass & Grain, June 20, 2023

"In mid-summer 2022, we got a call from the Visit Tampa Bay organization in Florida," Mueller said. "They said, 'We want to fly the entire town of Tampa, Kansas to Tampa Bay."

That's not the type of call one receives every day. Visit Tampa was offering an all-expense paid trip. Such an idea would only be practical to implement for a rural community such as Tampa, Kansas, population 105 people. Now, that's rural.

After exploring the details and verifying that this was real, both communities agreed. "Then later they called and said, 'We want to do this in two months," Mueller said.

The community mobilized to take advantage of this unique opportunity. The Tampa city council took applications of people who wanted to make the trip. More than 100 applied. A few couldn't make the trip at the last minute. On December 5, 2023. 98 citizens of Tampa, Kansas embarked on the journey.

"It was amazing," Mueller said. "We had 98 people including 30 kids, many of whom had not been on a plane before."

Big passenger buses picked up the people in Tampa, Kansas and drove them to the Kansas City airport where they boarded a Southwest Airlines flight to Tampa Bay.

"They rolled out the red carpet for us," Mueller said. "We got the VIP treatment. There was a welcom-

preschool through 18 years of age and two accompanying

adults may access a ticket youcher to each of the partici-

several options that are around an hour's drive or less

away. Some places you and your family might want to try

include Curious Minds in Parsons, Big Brutus in West

at sunflowersummer.org, or contact Michelle Broxter-

More information on Sunflower Summer is available

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man, mbroxterman@ksu.edu, (620)724-8233

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pating attractions in the Sunflower Summer app.

Page 17 ing reception. We got free passes to Busch Gardens and other attractions."

All meals, lodging, and travel were paid. After four days of fun in the sun, they flew back to Kansas City and then rode the buses home. "Everybody had a blast," Mueller said.

Did this trip accomplish the CVB staff's goal of generating visibility? Yes.

'We did 97 media interviews," Mueller said. There were lots of stories online, and the story was included in the CNN Internet news, for example.

"They estimated that, if they had to purchase all the publicity that this story generated, it would have cost them \$1.7 million," Mueller said.

We have been able to develop a human connection between two communities and raise the profile of both," said Santiago Corrada, president and CEO of Visit Tampa Bay in Florida.

From Tampa, Kansas to Tampa Bay, Florida. What a journey and what a contrast. We commend the people of both Tampas for making a difference by building an urban-rural connection. They helped connect the backroads with the beachfront.

Audio and text files of Kansas Profiles are available at http://www.kansasprofile.com. For more information about the Huck Boyd Institute, interested persons can visit http:// www.huckboydinstitute. org

Sunflower Summer App offers Kansas lies free access to over 115 attractions both iPhone and Android markets. Every Kansas child

Summer is a great season to go on adventures and spend quality time with school-aged kids. The Sunflower Summer App gives free access to some of Kansas' best museums, zoos, historic landmarks and more.

According to the Kansas Department of Education, "Social interaction and exposure to a variety of activities support healthy development. Sunflower Summer is an experiential approach to learning that can support the transition of school-aged children into the fall school term.'

Sunflower Summer is accessible from May 26 through August 6. The app is available for download for free in

Carbon mitigation payments could make bioenergy crops more appealing for farmers

Bioenergy crops such as miscanthus and switchgrass provide several environmental benefits, but low returns and profit risks are barriers for investment by farmers. A new study from the University of Illinois Urbana-Champaign shows that carbon mitigation payments could increase net returns and

tially enticing more farmers to grow these crops.

"We were interested in looking at the returns to farmers and the risks to farm income of adopting bioenergy crops compared to conventional corn and sovbean crops. We also wanted to look at the effects of paying farmers for the carbon mitigation services from these crops and how that would impact returns and risks," said Madhu Khanna, Alvin H. Baum Family Chair and director of the Institute for Sustainability, Energy, and Environment (iSEE). She is also the ACES Distinguished Professor of Environmental Economics in the Department of Agricultural and Consumer Economics (ACE) and co-director of the Center for the Economics of Sustainability (CEOS), part of the College of Agricultural. Consumer and Environmental Sciences (ACES) at the U. of I. "There are two main carbon mitigation benefits from bioenergy crops: First, bioenergy crops have deep roots that sequester more soil carbon than conventional crops. And second, the harvested biomass can be used to produce cellulosic biofuel to replace fossil fuels," explained Fahd Majeed, a postdoctoral research associate at iSEE and the U.S. Department of Energy's Center for Advanced Bioenergy and BioProducts Innovation (CABBI) at the U. of I. Majeed conducted the research as a doctoral student in CEOS. Potential biomass profitability and return riskiness, along with the subsequent carbon mitigation potential of these crops, varies spatially due to weather-related yield risk and relative returns from conventional crops. Policies aimed at incentivizing farmers to convert cropland to bioenergy crops will need to address return riskiness along with high upfront costs and long establishment peri-

ods.

"Some farmers may be risk-averse and prefer lower but more stable profits, while others may be risk-neutral and prefer higher profits regardless of risk; however, this information may not be known to a policymaker." Majeed noted. "Our analvsis allows us to compare

tional crops. At the higher biomass price of \$60 per metric ton, carbon mitigation payments increase returns and reduce riskiness such that growing bioenergy crops would appeal to farmers regardless of risk preference

Further, comparing the two bioenergy crops, the researchers found that



785-539-7558 reduce income risk, poten-

Finding success with metaphylaxis

When we can forecast events that are sure to cause calves stress, like transitioning them to a calf ranch, metaphylaxis provides an opportunity to mitigate the risk of bovine respiratory disease and other illnesses.

"Metaphylaxis is the administration of a respiratory antibiotic to a group of at-risk calves to reduce sickness and death " said Curt Vlietstra, DVM, Boehringer Ingelheim. "Because it's such a broad management practice, we need to be very targeted with our protocols.

One of the most challenging aspects of metaphylaxis is knowing when it is appropriate to implement. The following management practices are not only a helpful guide to set up any calf for a healthy life, but they also are the key to using metaphylaxis judiciously.

1. Connect with your veterinarian

The most critical step in starting up a metaphylaxis program is working with your herd veterinarian. It's important to recognize exactly how metaphylaxis works and how it will be implemented on your operation. Your veterinarian's knowledge and experience will ensure that a well-set-up treatment program is established from the start.

2. Practice prevention Before implementing metaphylaxis, have management-focused disease prevention measures set in place. Making sure cattle receive good nutrition, appropriate vaccinations and a clean, comfortable environment are important. We know, however, that even the most rigorous disease prevention protocols are not going to work 100% of the time. "I think keeping realistic expectations is important," said Dr. Vlietstra. "Even with metaphylaxis, you're going to have sick animals." Early intervention is a key piece to battling illness and reducing long-term damage.

3. Evaluate records and performance regularly

When considering the relevance of metaphylaxis, the answer is always going to be shown in your performance records. "If records indicate that a high number of calves are needing treatment after a stressful event, and it is an event you can predict, it can make sense to treat the group all at one time," said Dr. Vlietstra. "This is. of course, assuming that you have done everything you can to avoid it."

Dr. Vlietstra added that metaphylaxis shouldn't be the norm. "Records should be used regularly to evaluate the need for the practice," he stressed.

4 Choose the right antibiotic

There are a number of different bacteria that can be involved with BRD, so choosing a broad-spectrum antibiotic is important. Spectrum of activity. speed of action, post-metaphylactic treatment interval and

the length of time the antibiotic is effective in the bloodstream are other factors that should be considered.

5. Communicate with the calf ranch

Open communication should be a shared responsibility between your farm and the calf ranch, ensuring the best health management for calves prior to their move. Knowing when and where animals are going to be vaccinated and/or treated is crucial for calf success, your economics and judicious antibiotic use. Conversations between source farms and ranch managers to solidify these details can instill confidence in treatment protocols. These conversations are more productive when there are accurate records to reference.

Metaphylaxis is a proven treatment method, and when paired with strong existing management, it can be a great addition to your operation. "We know that metaphylaxis works to reduce overall disease rate in populations, but we should remember that just because we use an antibiotic to manage now, doesn't mean that we'll have to use one all the time," concluded Dr. Vlietstra. "Metaphylaxis isn't meant to be used in place of good management, but instead is a piece of management and should be evaluated and adjusted regularly, with the help of the herd veterinarian.'

and rank risky returns from bioenergy crops and conventional crops when farmer risk preferences are unknown.'

The study, funded by the USDA National Institute of Food and Agriculture and CABBI, employed a biogeochemical model to simulate yields of bioenergy crops (miscanthus and switchgrass) and conventional crops (corn and sovbean) under 30 vears of randomized weather conditions. The researchers performed the analvsis for 2.122 counties in the rainfed region of the United States, on or east of the 100th meridian. For conventional crops, they included corn-corn or corn-sovbean rotation and till versus no-till practices.

They combined the yield analysis with an economic model estimating crop prices and carbon mitigation payments to gauge the appeal to different types of farmers across locations.

As both bioenergy and conventional crops vary in returns and riskiness across biomass and carbon prices, the researchers examined bioenergy crop profitability at biomass prices of \$40 and \$60 per metric ton and carbon payments of \$0, \$40, and \$80 per metric ton of carbon dioxide (CO2). They found that bioenergy crops would not be profitable without carbon payments at lower prices. With carbon mitigation payments, these crops would appeal to risk-averse farmers; that is, farmers who are willing to accept slightly lower but less variable returns relative to convenmiscanthus would be preferred over switchgrass by farmers in the Midwest, while switchgrass would be preferred over miscanthus by farmers in the southern states. This is due to spatial differences in the expected yield, carbon mitigation potential, and costs across bioenergy crops, the researchers said.

Overall, carbon mitigation payments can make bioenergy crops more appealing to farmers, but payments should be adapted to the varying potential yield, carbon mitigation, and riskiness of returns across regions.

"One policy implication from this study is that if you want to reduce risk, carbon credits are a good policy. But the incentives need to be tailored spatially; a uniform payment per acre of land across the whole region is not going to be the most effective. Carbon credits that vary across the region based on carbon mitigated will create differentiated incentives across the region compared to a uniform policy. The former will also be cost-effective in achieving an aggregate target for carbon mitigation," Khanna said.

Currently, carbon mitigation payments are primarily facilitated through voluntary markets where companies and other organizations can purchase credits to meet their carbon reduction goals. Such markets can be supplemented with government programs to incentivize bioenergy crop production, the researchers noted.

Marshall announces introduction of EATS Act to ensure state's autonomy over agricultural practices U.S. Senator Roger their quality bacon and other nations, but now in- farms and undermining the EATS Act as a tool make sure we de

Marshall, M.D., alongside senators Chuck Grassley, John Cornyn, Tom Cotton. Deb Fischer. Kevin Cramer, Joni Ernst, Eric Schmitt, Ted Budd, and Bill Hagerty, introduced legislation that preserves the right of states and local units of government regulate agriculture to within their jurisdiction, free from interference from other jurisdictions. The Ending Agricultural Trade Suppression (EATS) Act would prevent states like California from regulating farmers and ranchers nationwide. Congresswoman Ashley Hinson will be leading this effort in the U.S. House of Representatives.

"The United States is constantly faced with non-tariff trade barriers from protectionist countries, hurting American agriculture's access to new markets. The last thing we need is a big state like California imposing its will on ag-heavy states like Kansas with regulations that will also restrict our ability to trade among the states," said Marshall. "This is a matter of state's rights. If California wants to regulate agriculture in its own state, that's fine, but California's rules should not apply to Kansas, whose legislatures never approved of these regulations."

"Congress has constitutional authority to regulate interstate commerce. California's Proposition 12 doesn't only impact Californians - it has costly effects for farmers and consumers everywhere, especially in Iowa. Our free market bill would protect opportunities for Iowa pork producers to supply

other products to grocery stores and households across America," Grassley said.

"States like California shouldn't be able to tell ranchers in Texas how to do their jobs," said Cornyn. "This bill would stop other states from driving up Texans' grocery bills and picking winners and losers at the expense of family farms."

"States like California shouldn't regulate how producers in Arkansas manage their farm. Unfortunately, current laws allow big government states to impose burdensome restrictions outside their jurisdiction. This bill will make sure states can maintain their own agricultural productivity and continue interstate trade without interference,' said Cotton.

"State regulations like California's Proposition 12 could directly disrupt Nebraska producers' ability to feed the nation. Congress shouldn't allow any one state to single-handedly upend the country's agricultural economy and force the American people to bear the burden of higher food prices. I'm proud to co-lead this legislation so Nebraska family farmers and ranchers can continue to produce safe and affordable food for our nation without interference,' said Fischer.

"Liberal states like California are free to regulate agricultural producers within their borders, but that ends when their overregulation harms producers thousands of miles away," said Cramer. "Not only does the United States have to contend with trade barriers from

dividual states are forced to reckon with a patchwork of restrictive laws passed by other states. This bill will prohibit individual states and localities from legislating outside their jurisdiction by imposing de-facto regulations on the states who feed them.'

"North Carolina farmers should not have their livelihoods upended by laws from other states. North Carolina, not California, should be in charge of how crops are grown and animals are raised within our state. The EATS Act upholds Congress' authority and preserves North Carolina's right to determine our own standards," said Budd.

"Feeding Americans should not be a political issue, and Democrat-run states have no business forcing more regulations on Missouri farmers simply due to their agricultural practices. Missouri farmers and ranchers feed our country, but certain states have no problem increasing costs and worsening food insecurity in the name of progressivism. I'm proud to join this effort with Senator Marshall - not only to push back against ridiculous policies, but also to protect Missouri ranchers and farmers' livelihoods," said Schmitt

"California should look a little bit more like Iowa, not the other way around. Proposition 12 puts the regulatory burdens on the backs of farmers and racks up the price for consumers at the grocery store, and the EATS Act will prevent such actions from crushing our Iowa producers," said Ernst. "I will continue to fight against reckless policies from activists who attempt to ban Iowa's agricultural products."

"Prop 12 allows liberal lawmakers and radical activists in California -- who don't know the first thing about farming or raising animals - to regulate how farmers do their job, devastating small family

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food security. Our farmers take great care of their animals and ensure families have safe, affordable, and high-quality food on the table. I am proud to work with Senator Marshall on the EATS Act to ensure farmers can continue to feed the nation and protect interstate commerce," said Hinson.

"KLA appreciates Senator Marshall's leadership on this issue," said Kansas Livestock Association president Shawn Tiffany. "After the recent Supreme Court decision in National Pork Producers Council v. Ross, Congress must act pursuant to its enumerated constitutional authority to ensure commerce between states involving agricultural products can continue uninterrupted. Beef, dairy, and pork producers in Kansas should not be forced to accommodate a patchwork of radical, unscientific state and local standards of production."

"The fractured opinion issued by the Supreme Court in NPPC v. Ross creates a slippery slope that puts our successful interstate economy at risk, by putting complete control in the hands of our largest states. NCBA supports to give impacted farmers and ranchers relief from state standards that create new costs and regulatory burden," said Mary-Thomas Hart, chief counsel, National Cattlemen's Beef Association.

"We appreciate the Senators for working constructively to find a legislative solution to the challenges presented by California Proposition 12. Proposition 12 will have a significant impact on pork producers and consumers across the country," said Bryan Humphries, CEO National Pork Producers Council.

"We are grateful lawmakers are seeking ways to ensure grocery store shelves and meat cases across the country do not go bare, and that farmers and ranchers have open access to reach all American consumers," said Farm Bureau president Zippy Duvall.

"KCGA supports the Kansas Senator Roger Marshall's EATS Act, a common-sense bill that ensures open trade for ag products." KCGA CEO Josh Roe said. "Kansas Corn advocates for free trade and elimination of trade barriers around the world and this act would

make sure we don't encounter trade issues for our ag products within the boundaries of our own country. The EATS Act protects agricultural producers by prohibiting state and local regulations that could create trade barriers for U.S. ag products," said Kansas Corn Growers Association.

"We congratulate Sens. Roger Marshall and Tammy Baldwin for advancing their bipartisan Innovative FEED Act of 2023 through the Senate HELP Committee with broad support. This much-needed measure will modernize FDA's approach to approving animal feed ingredients. Current policy puts U.S. dairy farmers at a competitive disadvantage with their counterparts in other countries, as they are unable to gain access to safe and effective feed additives that can bolster their ongoing voluntary, producer-led sustainability efforts. We look forward to working with Sens. Marshall and Baldwin to see this effort into law and help dairy farmers continue to innovate," said Jim Mulhern, president and CEO, National Milk Producers Federation.

Research indicates calm cattle pay

By Ross Mosteller, **Meadowlark District Extension agent. livestock** and natural resources

218K... This might seem like a random number, but every cattleman starting a new group of heifers likely has a similar number. She's the one heifer that is just a tick more nervous, first to jump up, holds her head a bit higher and makes poor choices when working the group in open pens or working facilities. Everyone has a different tolerance level for excitability in cattle, my threshold is low, to the point of almost too docile. But how do you measure temperament?

Research shows calmer cows have higher levels of milk production, which translates into more pounds of calf weaned. Meanwhile, calves with calmer temperaments ex-



hibit a better response to vaccination at weaning, tend to exhibit better growth performance and body composition, are quieter and calmer in the feedlot during handling and have higher average daily gains than cattle with more excitable temperaments. Calmer cattle also save on wear and tear on facilities, equipment and personnel.

Research has also determined temperament to be a moderately heritable trait. Meaning, producers can have measurable impact on this trait through selection in subsequent generations. There are a few questions to be asked, accompanied by measured/observed data, if you truly do want to make herd temperament adjustments. As a manager ask yourself the following:

• Do I select breeding animals with good temperament, not just cull those with bad ones?

• Are records of cows culled for temperament tracked and daughters carefully watched?

Personally, I'm always making mental notes, in addition to written scores. looking for the 218Ks of the world. Take a look at your herd's disposition and remember calmness pays!

Score 1 - Docile Gentle and easily handled. Stands and moves slowly during processing. Undisturbed, settled, somewhat dull. Does not pull on headgate in chute. Exits chute calmly.

Score 2 - Restless Quieter than average, but may be stubborn during processing. May try to back out of chute or pull back on headgate. Some flicking of tail. Exits chute promptly.

Score 3 - Nervous Typical temperament is manageable, but nervous and impatient. A moderate amount of struggling, movement and tail flicking. Repeated pushing and pulling on headgate. Exits chute briskly.

Score 4 - Flighty Jumpy and out of control, quivers and struggles violently. May bellow and froth at the mouth. Continuous tail flicking. Defecates and urinates during processing. Frantically runs fence line and may jump when penned individually. Exhibits long flight distance and exits chute wildly. Score 5 - Aggressive Similar to Score 4, but with added aggressive behavior, fearfulness, extreme agitation, and continuous movement which may include jumping and bellowing while in chute. Exits chute frantically and may exhibit attack behavior when handled alone. Score 6 - Very Aggressive Extremely aggressive temperament. Thrashes about or attacks wildly when confined in small, tight places. Pronounced attack behavior.



NO SALE HELD ON

JUNE 14, 2023	• 58 blk CharX hfrs, Native, off brome, 700-750#
HECK WEBSITE FOR SALE SCHEDULE	120 mostly blk strs, 900-925# PLUS MORE BY SALE TIME
Manager: Tracy Ediger, 785-366-6 Seth Bartel, 620-382-7041 •	645 * Barn Phone: 785-258-2205

CATTLE SALE EVERY WEDNESDAY: 12:00 PM

Report from June 14th, 2023								
	STEERS		2 blk	623	220.00			
10 blk	445	289.00	3 blk	752	211.00			
3 Char	575	267.00	7 Rd, blk	755	206.00			
5 blk	648	254.00	3 Red	822	189.00			
59 mix	891	228.00	17 Rd, blk	850	183.00	1		
13 blk Rd	827	216.00						
12 mix	909	209.00	TOP B	UTCHER	COW:			
3 mix	1060	178.00	\$113.5	0 @ 1,75	5 LBS.			
			TOP B	UTCHER	BULL:			
	HEIFERS		\$129.5	0@1,74	0 LBS.			
4 Char	459	264.00		Г НОС Т				
1 blk	505	221.00	\$46.0	0 @ 306	IBS			

Watch online with cattleusa.com (Tab J.C. Livestock Sales) Must register to bid.

SUMMER SALE SCHEDULE:

June 20th - Sale @ Clay Center June 21st - No Sale @ Junction City June 27th - No Sale @ Clay Center June 28th - Sale @ Junction City July 1st - Sheep & Goat Sale @ Clay Center July 4th - No Sale @ Clay Center July 5th - *Pending Sale* @ Junction City July 11th - Back to Reg Sale Schedule @ Clay July 12th - Back to Reg Sale Schedule @ J.C.

Clay Center, Ks • Barn Phone 785-632-5566

Tom Koch, 785-243-5124, Lance Lagasse, 785-262-1185

Radio Marke

KCLY-Fm 100.9

Clay Center Field Representatives:

If you need assistance in marketing your cattle please call & we will be happy to discuss it with you. 🗤 JUNCTION CITY, KANSAS • Barn Phone 785-238-1471



Reports

KARL LANGVARDT Cell: 785-499-2945

MITCH LANGVARDT LYNN LANGVARDT Cell: 785-761-5814 Cell: 785-761-5813

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When selecting replacements do I make my first cut with more than needed and make a second cut with a more critical eve for structural issues and temperament?

Could my program benefit from an objective scoring system that I could use internally for selection decisions? Then use this data to promote the docility within my program?

The Beef Improvement Federation provides the following scores and definitions for uniformly evaluating temperament and disposition in cattle. Recommended scoring times are at weaning and/or yearling age, but this can be done anytime animals are processed through a chute.



NO SALE HELD JUNE 13TH <u>NEXT SALE:</u> JUNE 20

NO SALE JUNE 27

CLAY CENTER

LIVESTOCK SALES INC.

Cattle sales Tuesday, 11:00 AM.



Mary Powell, Kye Rieff claim cowboy poetry bragging rights

Mary Powell of Longton and Kye Rieff of Diamond, Missouri claimed the titles of champion cowboy poets in the humorous and serious poem categories, respectively, at the 2023 Kansas Cowboy Poetry Contest. The finals of the Kansas contest were held on June 9 in Manhattan.

Placings were as follows: Serious - 1st, Kye Rieff, 2nd, Scott Wiswell, Valley Center; 3rd - Mary Powell. Humorous: 1st -Mary Powell, 2nd - Scott Wiswell, 3rd - Kye Rieff. They were among 12 contestants who advanced to the finals by qualifying at the previous regional contests in Hays and Fredonia. "This year we had Kansas, Missouri, and Texas represented in our 17 entries," said poetry contest chair Ron Wilson of the Lazy T Ranch near Manhattan.

State champions in each category received the Saddlejack Bradrick Award, the coveted Governor's Buckle, gift certificates from leading western wear stores, free membership in the International Western Music Association-Kansas Chapter, and two tickets to the Symphony in the Flint Hills.

The cowboy poets were evaluated by a panel of celebrity judges, including



Pictured from left are Mary Powell, Kye Rieff and son, Tryan Rieff.

former Kansas Supreme Court chief justice Lawton Nuss, state representative Kenny Titus, Manhattan mayor Mark Hatesohl, and Janet Bailey, President and CEO of the Kansas Dairy Association. Musical entertainment was provided by Jeff Davidson and Brad Hamilton.

"We are much obliged to our sponsors who make this possible," Wilson said. "Many thanks to the Flint Hills Discovery Center, the FHDC Foundation, the Kansas Farm Bureau, the Western Wordsmiths and Kansas chapters of the International Western Music Association, the Hays Public Library, and our locally owned western wear donors: Vanderbilt's of Wamego, Roberts Cowboy Outfitters of Salina, R Bar B of Topeka, Rittel's Western Wear of Abilene, and Outpost Western Store of Manhattan, plus refreshment sponsors KanEquip and Prairleland Partners of Wamego."

State contest committee members include: Orin Friesen, president, International Western Music Association - Kansas Chapter. Benton: Jeff Davidson, Eureka; Brad Hamilton, Hoyt; Martha Farrell, Towanda: and Ron Wilson. Manhattan. For more information, visit www.cowboypoetrycontest.com.

Kansas FFA elects 2023-24 **State Officer Team**

By Kyler Langvardt At the 95th Kansas FFA Convention, delegates from over 225 chapters elected six new officers to serve the Kansas FFA Association over the next year.

The primary responsibility of a state officer is to serve the organization in local, district, state and national activities in a way that will inform, motivate and inspire FFA members, advisors, alumni and others to achieve the mission. strategies and core goals

of the organization. State officers dedicate one year of service with the organization. The time is spent representing student membership during meetings with the Kansas FFA Executive Committee and partner organizations, facilitating workshops that bring leadership and knowledge to FFA members, delivering motivational speeches and serving as advocates for FFA and Kansas agriculture.

Those selected to serve in 2023-24 are:

President: Christian Peña from the Sublette FFA Chapter

President: Vice Payton Ryba from the Cheney FFA Chapter

Secretary: Cecillia Newby from the Labette **County FFA Chapter**

Treasurer: Karli Neher from the Hays FFA Chapter

Reporter: Sage Toews from the Canton-Galva FFA Chapter

Sentinel: Kai Cox from the Northern Valley FFA Chapter

Do heifers have more potential value than steers?

By Aaron Berger, University of Nebraska Extension

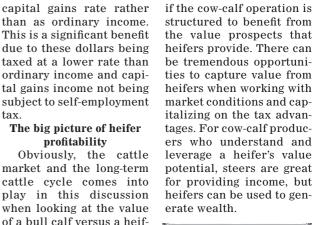
When going out to tag calves, most cow-calf producers would prefer to find a new bull calf rather than a heifer. This is logical given that the bull calf, which in most cases will become a steer, will weigh more, and bring more money per pound when selling at weaning than his heifer herd mates born at the same time. In the feedyard, steer calves grow faster, are more efficient and finish at heavier weights, providing greater pounds to sell at harvest. Steer performance justifies the premiums paid for steers over heifers. For the cow-calf pro-

than as ordinary income. This is a significant benefit due to these dollars being taxed at a lower rate than ordinary income and capital gains income not being subject to self-employment tax. The big picture of heifer

profitability

Obviously, the cattle market and the long-term cattle cycle comes into play in this discussion when looking at the value of a bull calf versus a heifer calf. The retained heifer calves that will generate the most value are the ones that produce calves when prices are high and then are sold themselves as a bred cow or for harvest when prices are near their cyclical peak. Market conditions and the longterm cattle cvcle significantly impact the potential lifetime value that will be generated by a heifer calf.

So, which is preferable, a bull calf or a heifer calf? It really depends on





K-State chosen to lead global animal health effort

A Kansas State University agricultural economist has been selected to lead a five-year project to develop decision-making tools and improve communication on the economic impacts of animal disease, ultimately improving the health of those animals.

Dustin Pendell, a professor in K-State's department of agricultural economics, was named head of the Americas region of the Collaborating Center for the Economics of Animal Health. The project is supported by the World Organisation for Animal Health, or WOAH, which has headquarters in Paris, France.

WOAH — similar in purpose to that of the World Health Organization, which preserves and promotes human health —

health officials, producers or anybody throughout the supply chain, so they can make better management decisions."

The Collaborating Center for the Economics of Animal Health-Americas centers its operations at K-State's Manhattan campus, though there are no physical buildings representing the group. It will involve partners at the University of Sao Paulo, University of Brasilia, Universidad Nacional Autonoma de Mexico and Washington State Univer-

The center will focus its effort on animal health related to terrestrial livestock — animals that live primarily on land - and aquaculture.

"As an economist, I will focus my work in that area,

been working together for the past five years or so, during which time we've been developing methods on how we estimate the burden of animal health," Pendell said.

Pendell said knowing the burden of animal diseases across the world will not only assist governments and animal health officials invest appropriately in combating those diseases but will help evervone across the livestock and meat supply chain.

"My hope is that we can provide decision-makers with the information such that they will be better able to optimally allocate their limited resources," he said

Pendell said his vision for the CCEAH-Americas is rooted in K-State's landgrant mission.

economist at a land-grant

university, my job is to pro-

vide unbiased research to

our stakeholders, such

that they can make a bet-

ter-informed decisions,"

he said. "We want business

management decisions to

be based on more than just

a gut feeling. My vision for

this center incorporates

the land-grant philosophy

and gets the research into

the hands of the stakehold-

ers, both here at home and

around the world."

ducer though, could heifers have more potential value than a steer? Heifer calves provide more options and opportunities than a bull calf. To produce calves, you need heifers and relatively few bulls. While the bull is important genetically, he doesn't contribute much to the environmental factors that influence success in the production of calves. The cow provides and delivers the vast majority of what a calf needs from

conception to weaning. Heifer calves give a cow-calf producer several marketing options:

- They can be sold at weaning.

They can be retained and exposed for breeding. - Non-pregnant heifers

can be sold as feeders - Pregnant heifers can

be retained in the herd or ld as brod boifor

www.centrallivestockks.com Clint and Dalli Turpin ~ Owners Office: 620-662-3371 Hay Auction- Every Tuesday at 9:00 a.m. Cattle Auction- Every Tuesday at 11:00 a.m. Sheep/Goat Auction- Every 3rd Saturday at 11:00 a.m. Horse/Tack Auction- Every 2nd Saturday June 20th - Special Hol - Calf - Yearling Sale

811 N. Main St.

South Hutchinson, Ks

entral ivestock

NO SALE - June 27th & July 4th

approved the creation of the center during its 90th General Assembly in late May. WOAH has 183 member countries, 33 of which are in the Americas region.

"Our thought process is that we can start to work together across these 33 countries in the Americas region to develop a set of consistent methods and tools that everyone can use to estimate the economic impacts of animal health," Pendell said. "Then we can take that knowledge that we generate and disseminate that information back to the decision-makers,

but this center is much more than economics," Pendell said. "It will take multiple disciplines, such as veterinarians, economists, epidemiologists, engineers and more, to make this a success."

Pendell said he anticipates the center's work will build upon recent global efforts such as the Global Burden of Animal Diseases, or GBADs, and Global Framework for the Progressive Control of Transboundary Animal Diseases, a joint effort of WOAH and the Food and Agriculture Organization of the United Nations.

whether that be animal "The GBADs team has **VALENTINE LIVESTOCK AUCTION CO. Valentine, Neb.** THURSDAY, JUNE 22, 2023 **Special Fall Bred Female & Regular Sale** S.T. 10:00 a.m. on weigh-ups; 2:00 p.m. on bred females Fall Bred Females 130... rd Ang (3-10 yrs; approx. 35 @ 3-4 yrs, 40 @ 5-6 yrs) bred rd Ang; cf 8-10 for 60 days. Sires from Tweet, Sandhills R.A. MT. Complete Dispersion of Fall Herd. Check video on web site. McLeod Rn (Diane 308-748-2206) 56... rd Ang (3-5 yrs; 40@)3 yrs) bred rd Ang; cf 8-17 for 35 days. Carrying the influence of Beckton, Cross Diamond, Pokorny. The kind you buy a second timePaxton Rn (John Warren 308-650-9000) 100... Ang (3-6 yrs-potload of 3-4 yrs) bred Ang; cf 8-20 for 45 days. HR, long sided, yrs of good Ostrand-Slagle genesMart McNutt (308-520-7535) 68... Ang & blk (22 @ 3 yrs, 44 @ 4 yrs; 950-1050#) bred Ang (Kraye); cf 8-10 for 40 days. Not pampered ranch kind......Steven & Kay Dent (308-546-2328) 42... rd Ang (36 @ 3 yrs, 6 @ 4-5 yrs) bred LBW rd Ang (Calvo & Beckton); cf 8-15 for 50 days. Home raised .. . Joe Mundorf (308-546-9411 9... Ang (7 @ 3 yrs) bred Ang; cf 8-15 for 50 days. Hand picked, really nice .. Clayton & Cole Gurney 12... blk & Ang (yg; 1200-1300#) bred Ang; cf July/Aug.. . Bruce & Angel Brennemanr Pairs 22... Ang (ST; 1100-1200#) with April-May calves .. . Bill Barner 25... rd Ang (ST; 1250-1400#) w/April-May calves. Big framed, large outline kind Pending Video Offering 45... rd Ang (1st cf; 1200#) pairs. Calves born early March (200#). A chance to dip in to herd building; brood matrons that thrive in western environment. View video on web site. ..Paxton Rr View our special sales online @ cattleusa.com **Office:** 402-376-3611

Greg Arendt, Mgr., C: 402-376-4701 Brogan Arendt, Fieldman, C: 402-389-0281 For complete listing visit our website: www.valentinelivestock.net

"As an agricultural

- Retained bred heifers enter the herd and generate income from the calves they produce.

They can then also be sold as young to middle-aged bred cows when they are often at their peak value.

Tax breaks of raised heifers

When raised heifers retained more than $24 \, \mathrm{months}$ for breeding purposes are sold as bred females or as cull cows, they provide additional tax advantages, as their sale is taxed at a

6

5

7

2

3

Holton Livestock Exchange, Inc. 1/2 mile East of Holton, KS on 16 Highway Livestock Auction every Tuesday at 11:00 AM ****STARTING TIME: 11:00 AM****

MARKET REPORT FOR TUESDAY, JUNE 13, 2023 **RECEIPTS: 1280 CATTLE** FOR FULL RESULTS, VISIT OUR WEBSITE: WWW.HOLTONLIVESTOCK.COM

STEERS

9 blk red Sabetha 796@217.25 2 blk bwf males McLouth 232@392.50 7 mix bulls Holton 657@178.00 Havensville 282@362.50 2 blk Hiawatha264@320.00 **HEIFERS** 6 blk 6 blk red Mayetta 230@295.00 5 blk ValleyFalls 390@310.00 17 blk 7 bwf rwf Nortonville 462@305.00 Atchison 363@289.00 5 blk SilverLake 427@303.00 8 blk Atchison 410@271.00 6 blk red Rushville,M0 360@300.00 14 blk Atchison 497@268.50 Atchison 419@262.50 23 blk bwf Nortonville 532@295.50 22 blk 15 blk red Atchison 438@293.50 f Nortonville 522@259.00 17 blk by 15 blk Hiawatha553@290.00 9 blk Meriden 558@254.00 20 blk Hiawatha556@250.00 Hiawatha439@284.00 10 blk 6 blk bwfSabetha 565@274.00 19 blk Hiawatha428@249.50 30 blk red ValleyFalls 620@265.50 19 blk red ValleyFalls 544@245.00 14 blk bwf Nortonville 645@260.00 8 blk bwfValleyFalls 582@233.00 5 blk bwfWhiting 629@249.00 17 mix Centralia 594@232.75 9 char Holton 696@228.00 9 char Holton 597@228.00

Regular weekly auction schedule through June. We will be CLOSED July 4, then back on our weekly **Tuesday auctions beginning July 11.**

Dan Harris, Auctioneer & Owner • 785-364-7137 Danny Deters, Corning, Auct. & Field Rep • 785-336-1622 Dick Coppinger, Winchester, Field Rep. • 913-683-5485 Steve Aeschliman, Sabetha, Field Rep. • 785-284-2417 Larry Matzke, Wheaton, Field Rep. • 785-268-0225 Craig Wischropp, Horton, Field Rep. • 785-547-5419 Mark Servaes, Atchison, Field Rep. • 816-390-2549 Barn Phone • 785-364-4114

WEBSITE: www.holtonlivestock.com EMAIL: dan@holtonlivestock.com

View our auctions live at "Imaauctions.com"

July 11th - Special Calf & Yearling Sale ALL WEIGH COWS & BULLS SELL AT THE END

DORAD 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 6-15-23. 579 head

300-400 lb. steers, \$265-\$285; heifers, \$251-\$285; 400-500 lb. steers, \$271-\$290.50; heifers, \$230-\$269; 500-600 lb. steers, \$251-\$285; heifers, \$241-\$275.50; 600-700 lb. steers, \$221-\$272; heifers, \$227-\$241; 700-800 lb. steers, no test; heifers, \$171-\$200: 800-900 lb. steers. \$203-\$229.10: heifers. no test. Trend on Calves: Steady on similar quality and light test. Trend on Feeder Cattle: Mostly steady on light test. Butcher Cows: High dressing cows \$100-\$113; Avg. dressing cows \$88-\$99; Low dressing cows \$70-\$87. Butcher Bulls: Avg. to high dressing bulls \$106-\$124. Trend on Cows & Bulls Mostly steady. I Rock Rock of the short

Some Highlights Include:									
	HEIFERS	5 blk	508@285.00						
blk	352@285.00	5 char	582@276.00						
blk	504@275.50	6 mix	619@272.00						
blk	516@271.00	14 blk	663@264.00						
blk	586@252.00	4 blk	755@229.00						
blk	648@241.00	61 mostly blk	842@229.10						
	STEERS	37 mix	851@226.00						
mix	338@285.00	24 mix (fleshy)	860@218.00						
mix	468@271.00								

Next Sale: Thursday, June 22

GO TO OUR WEBSITE FOR DAILY CONSIGNMENT UPDATES WWW.ELDORADOLIVESTOCK.COM

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

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

To stay up to date on our latest announcements you

can "Like" us on Facebook

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Owner/Barn Manager	Auctioneer/Fieldman
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Seth Greenwood	Charly Cummings
Asst. Barn Manager/Fieldman	Auctioneer/Fieldman
(620) 583-3338	(620) 496-7108
Kyle Criger	Brandon Fredrick
Fieldman	Fieldman
(620) 330-3300	(620) 204-0841

Cattle Sale Every Thursday 11:00 AM

Grass & Grain, June 20, 2023 Page 20 K-State vet shares tips for managing cattle heat stress

Not only do hot summer days make people uncomfortable outdoors, it can also impact livestock.

K-State Research and Extension beef veterinarian A.J. Tarpoff said temperature, humidity, wind speed and solar radiation all affect cattle. Not only do producers need to watch daytime temperatures, Tarpoff said nighttime temperatures are just as important in preventing heat stress.

"They really need about six hours of nighttime cooling to dissipate the heat load they

accumulated during the

day," Tarpoff said. A forecasting tool Tar-

poff recommends is the Kansas Mesonet.

To minimize the amount of heat stress on the cattle, Tarpoff advises producers to finish all processing or handling work with cattle before 10 a.m. on hot days, and potentially to push feeding times to later in the evening.

"When we feed cattle, they will actually increase their heat load just from digestion for the next four to six hours," Tarpoff said.

He also recommends reducing the stocking load, which increases spacing

and allows for better air circulation and easier access to water.

"During the summer months we want to increase wind speed as much as we can just to be able to dissipate some of that heat load," he said.

Another strategy that Tarpoff recommends is providing cattle bedding and shade so that animals have a cool place to lay." Cattle have an immense shade-seeking behavior,' he said.

Tarpoff said water misters should only be used in the morning and evening for evaporative cooling of



500-5,500 Bushels Epoxy lining available No bolts or corrugations Maximum safety with ground operated top door Several add on options available the pen surface. "We don't wet the cattle to cool them during the heat of the day," he said. "That can be disastrous

because we can actually increase the humidity at the pen level at that time of day.' Interested persons can

also send their questions to Tarpoff at tarpoff@ksu. edu, or contact your local K-State Research and Extension office.

Seven	Day Forecast	In-Depth Local Forecast			cast	Today's Local Outlook			
**	WEDNESDAY Mostly Sunny High: 93 Low: 68	a slight temperatu southeast	chance re of 93°, h wind 10 to	ostly sunny s of shower unnidity of 4 14 mph. Th r today is	rs, high 1%. East he record	Washington 92/68		Blue Rapids 1/68	Seneca 90/67
發	THURSDAY Partly Cloudy High: 91 Low: 67	in 2016. La	st Week	's Alman	ac	Clay Cer 93/68	nter	***	200
and a	FRIDAY Partly Cloudy High: 89 Low: 63	Date 6/9 6/10 6/11 6/12	HI/Lo 87/65 77/65 76/61 75/53	Normals 84/60 84/60 84/61 85/61	Precip 0.27" 1.15" 0.00" 0.00"	~	Ogden 93/68	Manhattan 93/68	Wamego 92/68
MIL.	SATURDAY Sunny High: 92 Low; 68			85/61 85/62 85/62		Abilene 94/68	93/0	ction City_ i8	北方
*	SUNDAY Mostly Cloudy High: 95 Low: 69	Departure Average to Average n	emp	• • • • • • • • • • • • • • • • • • •	+0.06" 70.9° 72.8°		No.		ouncil Grov 2/68
alle	MONDAY			Ť	his Week'	s Sun & Me	oon Char	t	
THE	Mostly Sunny High: 94 Low: 70	First 6/26	Ter I	Day Wednesday Thursday	Sunrise 6:00 a.m. 6:01 a.m.	Sunset 8:56 p.m. 8:56 p.m.	Moonrise 8:54 a.m. 9:56 a.m.	Moonset 11:55 p.m. Next Day	
發	TUESDAY Mostly Cloudy High: 93 Low: 67	Full 7/3	and a	Friday Saturday Sunday Monday Tuesday	6:01 a.m. 6:01 a.m. 6:01 a.m. 6:02 a.m. 6:02 a.m.	8:56 p.m. 8:56 p.m. 8:56 p.m. 8:56 p.m. 8:56 p.m.	10:56 a.m. 11:56 a.m. 12:56 p.m. 1:56 p.m. 2:58 p.m.	12:23 a.m. 12:47 a.m. 1:08 a.m. 1:29 a.m. 1:29 a.m.	
Ĺ	ocal UV Index			Weath	er Histor	y	Gr	owing De	gree Days
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DOUGLAS ESTATE ONLINE AUCTION - (Great Bend, KS) The Douglas Family is selling a house full line of great furniture, chest freezer, washer &

dryer. Large selection of Collectibles: Mikasa Christmas and dinnerware, Anri figurines & music boxes, Player Piano & much more. Plus tools & supplies in garage & storage shed. ONLINE BIDDING OPENS: Thursday, June 22, 8:00 a.m.

with SOFT CLOSE Wednesday, June 28, 8:00 p.m.

Pickup is 1-7 p.m. Friday, June 30 in Great Bend, KS BY APPOINTMENT ONLY! Shipping available on some items.

HOLLINGER

View, Register & BID at: https://hollingerauction.hibid.com/auctions/current HOLLINGER ONLINE AUCTION * Lyons, KS * 620-257-8148

\ ** PURI THURSDAY, JUNE 29, 2023 * 4:00 PM LOCATION: 24009 S. Dean Road, PRETTY PRAIRIE, KANSAS 67570

PICKUP, TRAILER & ATV: 1999 Ford F-150 Pickup w/155k miles; 5'x8' Dump Bed Trailer; Polaris Xplorer 500 4x4 ATV; Misc. Rims and Tires. LAWN & GARDEN: Hustler Fastrak 60" Zero Turn Mower w/230 HRS; Hustler Raptor 42" Zero Turn Mower w/Bagger; John Deere X300 Rid-ing Mower w/Bagger; Craftsman Trim Mower; Huskee Lawn Sprayer; Lawn Spreader; Lawn Rake and Leveler; Troy Bilt Storm 2410 Snow Blower; Predator 8750 Generator; Lawn Wagon; GMG Grill; Patio Furniture; Pet Carrier; Exercise Bike; Bicycles; Camping Stove and Coleman Lanterns; Echo Blower; Lawn and Garden Hand Tools; Rakes; Shovels; Hoes; BBQ Grill; Gas Cans and Funnels; Golf Clubs; plus more!

SHOP TOOLS & MISC. ITEMS: D Milwaukee Sliding Compound Miter Saw: Milwaukee Sawzall; Hitachi Table Saw; Craftsman Tool Chest; Metal Cutting Horz. Band Saw; Lincoln Ideal ARC 150 Welder; Welding Rods; Craftsman Drill Press; DeWalt Cordless Tools; Steel and Alum. Work Benches; Hyd Engine Lift; Engine Stands; Air Compressor; Schumaker Battery Charger; Bolt Bins (loaded); Gas Cans; 4 Drawer Storage Units: Kobalt Tool Boxes: Pony Clamps: Levels: Caulking Guns; Shelving; Louisville Step Ladder; lectric Cords: Air Hoses: Shop Vac: Motor Oils

drivers; Grinder on Stand; Squirrel Cage Fan; Bostich Stapler; Hole Saws; 1100# Electric Hoist Bars and Bits; Router Bits; Trim Router; Ridgid Nailer; Circular Saw; Come Alongs; Channel Locks; Crescent Wrenches; Vise Grips; Lots of

Quality Power Tools; *plus much more.* GUNS: Remington M-760 30-06 Rifle w/4x Red field Scope; Remington M-870 Wingmaster 12 ga Shotgun- VR; Sweden Vapeneabricker M-9000 30-06 BA w/Sling; Deer Antlers; Misc. Ammo.

HOUSEHOLD & COLLECTIBLE: 5'x10' Butcher Block Table Top; Kitchen Table and Chairs; Kelvinator and Kenmore Upright Freezers: Office Chairs; Rolltop Desk; Recliner; Chest of Drawers; Grandfather Clock; End Tables; World Globe Stemware; Misc. Glassware; Fine China Set; Py rex Bowls; Water Sets; Baking Pans; Fruit Bowls; Footed Dishes; Cups and Mugs; Vases; Flower Pattern China: Ice Cream Freezer: Accu Weigh Scales; Meat Fondue Set; Dazey Butter Churn Crock Pitcher; Encyclopedia Set; KU Memorabil ia; Clothes Trunk; Old Radio; Fisher Price Toys Coleman Lanterns; Misc. Chairs; Glider Rocker Hall Tree: Silver Dinner Set: Gas Light: Leaded Glass Globe: NuWave Processor: Pots and Pans Blender; New Foil Biscuit Pans; Snack Sets Glass Tumblers; House Fans; Holiday Décor

YOUR BULK STORAGE Gridley, Kansas 620	EXPERTS -427-4200	Farm Auctions Antie Real Estate Equipment Estat Terms: Cash, Credit Card or Ch with Proper ID	tands; Hand Post ; Tin Snips; Open tet Sets; Screw- S: STEVE & JACKIE GRABER Morris Yoder Auctions • 620-899-622 Email: morris_yoder@yahoo.com Website: morrisyoderauctions.com
Sell or Buy Cattle	By Auction	Starting time 10:30 AM	Marys Tuesdays
We sold 653 cattle June 13. Steer and heifer calves were in good demand at steady to higher prices. Feeder steers and heifers sold \$5.00-8.00 higher. Cows and bulls were steady.	2 blk hfrs 305 @ 252.00 2 blk hfrs 353 @ 251.00 1 bwf hfr 335 @ 244.00 1 blk hfr 495 @ 231.00	1 blk cow 1595 @ 105.00 1 blk cow 1430 @ 104.50 1 bwf cow 1500 @ 104.00	BULLS 1 blk bull 2065 @ 118.50 1 blk bull 2085 @ 123.00 1 red bull 1820 @ 117.00 1 blk bull 1510 @ 119.50 1 blk bull 1880 @ 116.00
STEER & BULL CALVES 12 blk/bwf strs 648 @ 264.00 5 blk strs 441 @ 288.00 8 blk/bwf strs 646 @ 257.00 5 blk strs 468 @ 288.00 1 blk str 695 @ 249.00 4 blk strs 466 @ 287.00 55 blk strs 810 @ 242.50 8 red/sim strs 339 @ 285.00 57 blk/red strs 803 @ 242.00 2 blk strs 453 @ 285.00 3 blk strs 670 @ 232.00 6 blk/bwf strs 519 @ 284.00 60 blk/bwf strs 860 @ 229.00 2 blk strs 305 @ 283.00 64 blk/red strs 855 @ 227.00 2 blk strs 305 @ 281.00 2 x-bred strs 855 @ 227.00 2 blk/bwf strs 510 @ 281.00 2 x-bred strs 855 @ 214.00 2 blk/bwf strs 398 @ 267.00 3 x-bred strs 782 @ 200.00 1 blk str 490 @ 267.00 11 brah strs 644 @ 161.00 1 blk bull 470 @ 265.00 4 blk hfr 325 @ 269.00 1 blk str 365 @ 221.00 7 red hfrs 376 @ 270.00 1 blk str 365 @ 261.00 7 red hfrs 325 @ 269.00	1 blk hfr 440 @ 228.00 1 red hfr 425 @ 225.00 3 red hfrs 535 @ 225.00 STOCKER & FEEDER HEIFERS 12 blk hfrs 560 @ 255.00 74 blk/bwf hfrs 785 @ 216.50 1 bwf hfr 640 @ 206.00 2 blk hfrs 833 @ 191.00 3 blk hfrs 902 @ 186.00 COWS & HEIFERETTES 4 blk hfrts 949 @ 148.00 1 blk hfrts 940 @ 143.00 1 blk hfrts 940 @ 143.00 1 blk hfrt 880 @ 122.00 1 red hfrt 785 @ 115.00 1 char cow 1140 @ 113.00	1 blk cow 1470 @ 101.00 1 bwf cow 1280 @ 100.00 1 sim cow 985 @ 96.00 1 blk cow 1235 @ 95.00 1 blk cow 1220 @ 94.50 1 blk cow 1020 @ 94.50 1 blk cow 1020 @ 94.00 1 blk cow 1135 @ 93.50 1 blk cow 1135 @ 93.00 1 blk cow 1130 @ 90.00 1 blk cow 1150 @ 89.50 1 blk cow 1125 @ 89.00 1 blk cow 1265 @ 88.50 1 blk cow 1265 @ 88.50 1 blk cow 1110 @ 85.00	 CONSIGNMENTS FOR TUESDAY, JUNE 20, 2023: 12 Angus hfrs, home raised 2-3 old second calf, AI bred on May 4th to GAR Hometown Hero and EZAR Step Up, cleaned up with JFA Angus and Balancer bulls 40 blk red char strs, 550-600 lbs., vacc., weaned, off brome 44 blk Red Angus strs, 800-825 lbs., off brome 65 blk heifers, 800-850 lbs. 60 blk steers, 900-925 lbs. 61 blk xbred steers, 925-950 lbs.
15 blk/bwf strs 556 @ 273.50 7 blk/bwf hfrs 301 @ 254.00	LIVE ON DV	Auctions.com	NO SALE TUESDAY, JULY 4th

Our CONSIGNMENTS can now be viewed after 12 Noon on Mondays by going to WWW.9[dSSd1109[d111.C011] & logging onto the online subscription

FOR INFORMATION OR ESTIMATES REZAC BARN DENNIS REZAC ST. MARYS, 785-437-6349 LYNN REZAC ST. MARYS, 785-456-4943 DENNIS' CELL PHONE

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Toll Free Number.....1-800-531-1676 Website: www.rezaclivestock.com

AUCTIONEERS: DENNIS REZAC & REX ARB



Livestock Commission Company, Inc.