

KCA News

KANSAS CATTLEMEN'S ASSOCIATION

June 2016

KCA Hosts Successful Regional Meeting in Herington, Kansas

The Kansas Cattlemen's Association (KCA) hosted its first regional meeting of the year on April 25, 2016 in Herington, Kansas. Bill Mathias with the Herington Livestock Commission Company hosted the location of the meeting. The meeting included Animal Health & Nutrition presentations as well as a free dinner provided by Elanco Animal Health.

Dr. Jessica Laurin, owner of the Animal Health Center of Marion County and the TriCounty Veterinary Center of Herington, KS presented valuable information on the Veterinary Feed Directive. Katie Kueser of Elanco discussed animal health products.

Sunrise on 7th Deli and Bakery catered the evening meal with USA Beef bbq brisket

A special thanks to Bill Mathias of Herington Livestock

Commission Company for hosting the meeting. Thank you to Katie Kueser and Elanco Animal Health for sponsoring the dinner.

Other sponsors include: Central National Bank, Gordon's Guns, First National Bank of Hope, KanEquip, GridIron Cafe, Countryside Feed, Santa Fe Ag Service, Gendreaux's, Zeitlow Distributing, Key Feeds, Spring-O-Matic, Dirt Cheap Auto & Diesel Repair, Harrison Auto & Supply, Herington Heating and Air Conditioning, Ace Marion County Hardware, PrairieLand Partners, Holm Automotive, Mor-Kan Elevator, Edward Jones, Concordia Tractor, Inc., DewEze, Harris Crop Insurance, and Agri Trails Coop,

KCA will host its next meeting in Sabetha, KS at the Triple C., Inc plant on June 16, 2016. For additional details see the back page of the KCA News.



Member Jim Barber discussing corrals with member John Siebert of Spring-O-Matic.



Attendees listen to Dr Laurin as she discusses the new regulations regarding Veterinary Feed Directives.

Wildfire Relief Efforts Exceed \$15,000 in Membership Donations

Kansas Cattlemen's Association (KCA) membership has donated over \$15,000 of cash, goods, and services to the victims of the Anderson Creek Wildfire.

KCA has been out in the field discussing losses with members and area agencies. "We have been out and toured through Barber County and down into Oklahoma. Similar to roofers after a hail storm, a few crooked fencing crews have come in and pulled some dirty stunts, but the rebuilding is off and running and seems to be making steady progress," stated KCA Executive Director, Tyler Dupy.

In addition, KCA is distributing a portion of the \$10,000 in

vouchers donated by Go Bob Pipe and Steel. The \$100 certificates are good for any product offered by Go Bob Pipe and Steel. The vouchers were split between those affected in Kansas and Oklahoma.

A special thank you to all that so generously donated. The members and other ranchers affected truly appreciate all of the support they have received during and after the fire. The rebuilding has begun, and the area is expected to recover and be stronger thanks to the help of ranchers like those who stepped up to help when help was needed most.

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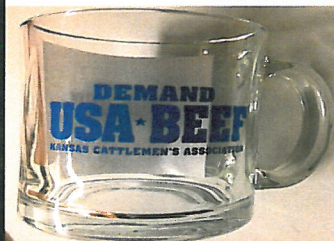
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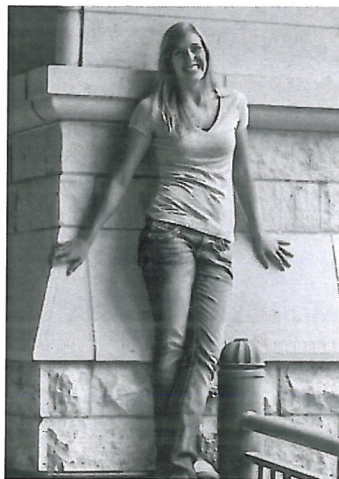
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Advertise with us and support KCA!

The Kansas Cattlemen's Association has advertising and sponsorship opportunities available. As a non-profit 503c(5), KCA depends on your contributions to help independent producers receive representation in Topeka and Washington, D.C. KCA is fully funded by member and sponsor donations. KCA News is the regular KCA publication, and is circulated throughout the state to members, vendors, advertisers, feed yards, and sale barns as well as online. For more information regarding advertising, sponsorship, and more, please contact the KCA offices at 785-238-1483 or online at www.kansascattlemen.com.

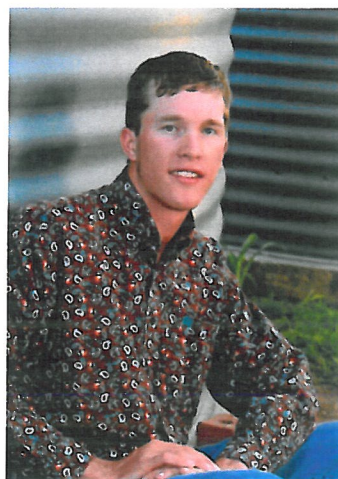
KCA Scholarship Program Announces 2016 Awards

The Kansas Cattlemen's Association has awarded five scholarships for the 2016-2017 school year. Eligible recipients had to be graduating high school seniors or college students with a grade point average of at least 2.5, planning to attend a four-year college/university, junior college, vocational/trade school, or technical institute.



Jacee Owens is the daughter of Perry and Bonnie Owens of Minneapolis, Kansas. Jacee will be entering her second year at Kansas State University and has maintained a 3.6 cumulative GPA while studying Psychology and pre Occupational Therapy. Upon completion of her bachelor degree, Jacee plans to pursue a masters in occupational therapy.

Jacee has been awarded the \$300 KCA and Go Bob Pipe & Steel Scholarship.



Ethan Bellar is the son of Mike and Peggy Bellar of Howard, Kansas. Ethan is a recent graduate of West Elk High School, where he maintained a GPA of 3.5. He plans to pursue his education in Farm and Ranch Management at Pratt Community College. He then plans to pursue his dreams of starting his own cow/calf operation. Ethan has been awarded the \$400 KCA

and Go Bob Pipe & Steel Scholarship.



McKenzie Heft is the daughter of Kim & Kevin Heft of Greensburg, Kansas. McKenzie is a recent graduate of Kiowa County High School where she maintained a 3.74 GPA. She plans to attend Kansas State University to further her education. While she is still yet undecided on the direction of her education, she is excited to explore her many options

available. McKenzie has been awarded the \$200 KCA and Go Bob Pipe and Steel Scholarship.



Morganne Zabokrtsky is the daughter of Scott and Dawn Zabokrtsky of Hanover, Kansas. Morganne is a recent graduate of Hanover High School, where she maintained a GPA of 3.96. She plans to pursue her education in Veterinary Medicine at Kansas State University. After college, Morganne hopes to return

to Hanover to open a veterinary clinic. Morganne has been awarded the \$200 KCA and Go Bob Pipe & Steel Scholarship.

Due to space constraints, the final recipient will be highlighted in the next edition of the KCA News. Congratulations to all of the Kansas Cattlemen's Association and Go Bob Pipe and Steel Scholarship recipients. In additional, many thanks to all of the donors that make the scholarship possible.

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Message from the President.....John Ney

Kansas Cattlemen's Association's purpose is to advance the interests and protection of cattle producers in the state of Kansas. With all the challenges of raising and feeding cattle, it seems that is the easy task compared to protecting our industry from the government and other advocacy groups.

There is much discussion about the Trans-Pacific Partnership (TPP) trade agreement with the US and 11 other countries including Mexico and Canada. Don't be misled by those who say we need the TPP to compete in world markets. According to the USDA, it would lower or eliminate tariffs and

taxes on US goods and Ag products. Trade deals are not just exports, the trade goes both ways. In 2015, the US imported 2.3 billion pounds of beef from TPP partners and exported 1.2 billion pounds. This increase in imports comes at a time when the supply of US Beef is already at a high level. Because COOL was voted down, we are now competing with unregulated and non-inspected imported beef. Without significant, enforceable rules for TPP, the Kansas Beef Producer would be facing another trade imbalance.



Last week I and a group of volunteers helped a friend replace part of his roof on his house that was damaged by a tornado. As bad as it was, it was nothing compared to his neighbor who lost his house, sheds and out buildings and his feedlot took a direct hit. This is the second time in 9 years to be totally wiped out. It takes great courage and fortitude to pick up and go again. I guess that is a typical Kansas Cattle Producer.

John Ney

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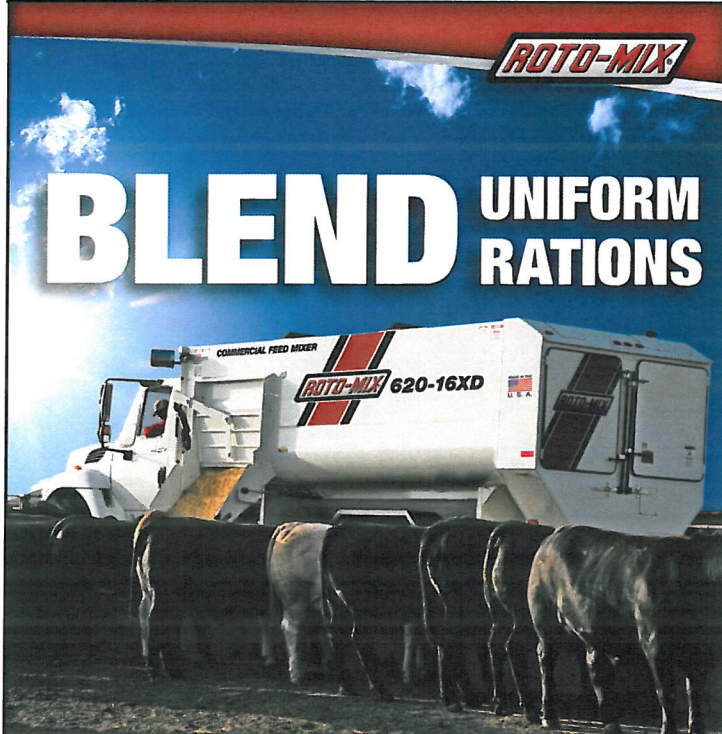


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Period	National		
	Current	Prior Yr	3yr Avg
April 04	79,618	70,116	85,453
April 11	88,769	69,514	73,057
April 18	96,294	69,979	81,038
April 25	96,432	74,218	93,250
Kansas			
April 04	18,366	7,947	14,614
April 11	24,002	5,823	13,104
April 18	20,595	7,383	12,326
April 25	15,565	10,378	15,812

Data Courtesy of USDA AMS

KCA wishes everyone a bountiful and safe harvest.



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INSIGHT: U.S. Imports More Beef Than it Exports

by Harwood D. Schaffer & Daryll E. Ray

The title of the April 2016 issue of "Livestock and Poultry: World Markets and Trade," (L&P) (<http://tinyurl.com/hs6kny4>) produced by the Foreign Agricultural Service of the US Department of Agriculture (USDA, FAS), reads, "Trade of All Meats to Expand in 2016." The section on Beef and Veal said, "Exports by major traders are forecast 1 percent higher to 9.6 million tons as growth to Asia offsets soft demand in other regions."

It also said that US "exports are expected to grow 8 percent as production expansion and declining US beef prices spur demand. Lower Australian supplies will enable the United States to regain some market share in Asian Markets, However, exports will remain below the 5-year average as the strong dollar continues to hamper shipments, especially to Canada and Mexico." That is sort of good news. However, if the decline in price is greater than the 8 percent that beef and veal exports are expected to grow, we could be selling more and still see total revenue fall.

To put the value of US bovine exports into context, we decided to go to the Census Bureau's USA Trade Online website (<http://tinyurl.com/jsltwao>) (USATO) and check out the data on the value of US exports since 1992. The value of US exports fell by 12.6 percent between 2014 and 2015, while L&P shows that the volume of exports only fell 11.9 percent. Even if beef prices in 2016 remains the same as they were in 2015, the value of exports will remain below the 2014 peak. In 2015 the value of US bovine exports was \$6.3 billion.

The sharp drop in the value of bovine exports in 2004 was the result of the finding of a single BSE-infected cow in the US. The value of US beef exports did not fully recover until 2010.

Because, in our minds, trade includes both exports and imports, we went looking for the information on bovine imports. A table on page 4 of the document showed US exports, but data on US imports were nowhere to be found. The table did include a piece of information that is of vital value to US cattle producers, the "US market share (%) of exports among major traders" is projected to fall by 4 percent between 2011 and the 2016 forecast. That certainly is not the kind of information that US cattle producers want to hear.

Not finding information on the volume of US beef and veal imports in the April 2016 L&P, we went to the USDA PS&D (Production, Supply, and Distribution) (<http://tinyurl.com/jua9alw>) website to find the numbers. In

2015 the US imported 1.5 million tonnes CWE (carcass weight equivalent) of beef and veal while we exported only 1.0 million tonnes CWE. In PS&D the USDA is projecting that the 2015 0.5 million tonne trade deficit will be reduced to 0.2 million tonnes, though they don't say so in L&P.

The PS&D numbers also contain some troubling numbers for US cattle producers. While between 1975 and 2015, the total US domestic consumption of beef and veal has declined by 8 percent, imports of beef and veal have increased by 89 percent. As a result, in 2015, beef imports were 13.6 percent of domestic consumption; they were only 6.7 percent in 1975.

Looking at Census Bureau's USATO we see that in 2015, the US imported \$9.1 billion worth of bovine products, an increase of \$0.8 billion from 2014. Despite the increased availability of beef that could not be exported following the discovery of BSE in the US herd in late December 2003, the value of US beef imports during that period continued to increase, falling only in response to the 2009 Great Recession.

Subtracting imports from exports, it is easy to see that in most years we have a negative balance of trade in all bovine products. The US has had a positive balance of trade in bovine products in only 9 of the last 24 years. Over the 24 year period, the cumulative US balance of trade has been -\$19.7 billion.

We understand that the USDA may want to put a positive spin on an otherwise difficult picture for US cattle producers, but we believe that in doing so the department does farmers and ranchers a disservice with analysis like that found in the April 2016 L&M. It is particularly problematic when we hear people following the lead of the USDA in promoting the Trans Pacific Partnership trade agreement by predicting an increase beef exports but not discussing its impact on US imports.

When government publications talk about trade, as referenced in the title of L&P, they should be expected to discuss both sides of the trade equation, even when the numbers may not be to the liking of US producers. To make informed policy evaluations, policy makers and producers alike need full information.

Harwood D. Schaffer is a Research Assistant Professor in the Agricultural Policy Analysis Center, Institute of Agriculture, University of Tennessee. Daryll E. Ray is Emeritus Professor, Institute of Agriculture, University of Tennessee, and is the former Director of the Agricultural Policy Analysis Center (APAC). (865) 974-3666; Fax: (865) 974-7298; hdschaffer@utk.edu and dray@utk.edu; <http://www.agpolicy.org>.

Department of Labor Announces Overtime Changes

The Department of Labor announced their Final Ruling on overtime pay for white collar workers protected by the Fair Labor Standards Act's minimum wage and overtime laws. Employers must comply with these new laws by December 1, 2016. The laws do not change the "farm work" exemption.

The Final Rule increases the exempt salary threshold from \$23,660 to \$47,476 a year, or from \$455 weekly to \$913 weekly. If a worker makes less than \$913 weekly or \$47,476 a year they must be paid the overtime rate for any time worked over 40 hours per week. Up to 10% of the salary level can come from non-discretionary bonuses, incentive payments, and commissions, paid at least quarterly.

It also raises the standard salary minimum for highly compensated employees from \$100,000 a year to \$134,004. Automatic updates to these thresholds will be made every three years, beginning January 1, 2020.

Below are strategies you can take to help your organi-

zation decide how to incorporate the new law.

Strategies you can take:

- Increase the salary of an employee who meets the duties test to at least the new salary level to retain his or her exempt status.
- Pay overtime of one and a half times the employee's regular rate of pay for hours worked in excess of 40 hours per workweek.
- Reduce or eliminate overtime hours.
- Adjust the amount of pay allocated to base salary (provided the employee still earns at least hourly minimum wage) and add pay to account for overtime for hours worked over 40 hours in the workweek, to hold total weekly pay constant.

For more details, please visit the Department of Labor(DOL) website.

<https://www.dol.gov/featured/overtime>

It is recommended to review your compensation and benefits policy with your accountant annually to ensure full compliance with Federal and Kansas labor laws.

Jodie's Dish

Beefy UNstuffed Peppers

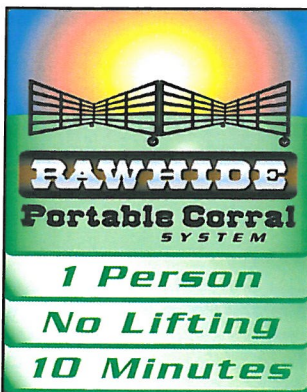
Ingredients

- 1 C Uncooked Instant Rice
- 1 LB Ground USA Beef
- 2 Green Peppers chopped
- 1/2 Yellow Onion chopped
- 1 26 oz Jar of Marinara
- 1 1/2 t Seasoning Blend
- 1/2 C Shredded Italian Cheese
- 1/2 C Seasoned Bread Crumbs
- 1 T Olive Oil

This is a quick and easy meal, potluck dish, or can even be served as a side dish. For those that love stuffed green peppers, but don't enjoy doing all that stuffing, this is sure to please all. Best of all, no more blown-out peppers!

Start by cooking the rice according to the package directions. Meanwhile, in a large skillet, cook the beef, green peppers, and onion over medium high heat for 10-12 minutes or until meat is no longer pink; drain. I like to season mine with a little salt and pepper for added flavor. Stir in the rice, marinara sauce, and seasoning blend. Finally, add the cheese. Sometimes I use a little extra.

Transfer the mixture to a greased 2 quart baking dish. Toss bread crumbs and oil; sprinkle over the top. Bake at 350 for 8-10 minutes or until heated through and topping is golden brown. Enjoy!



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Trans Pacific Partnership Lacks Balance and Trade Protections

The Trans-Pacific Partnership (TPP) is a trade agreement among twelve Pacific Rim countries signed on February 4, 2016 in Auckland, New Zealand. Signed, and not yet entered into force, TPP now awaits congressional support prior to the U.S. officially joining the agreement.


Historically, the TPP is an expansion of the Trans-Pacific Strategic Economic Partnership Agreement signed by Brunei, Chile, New Zealand, and Singapore in 2005. Beginning in 2008, additional countries joined the discussion for a broader agreement: Australia, Canada, Japan, Malaysia, Mexico, Peru, United States, and Vietnam, bringing the total number of countries participating in the negotiations to twelve. Current trade agreements between participating countries, such as the North American Free Trade Agreement, will be reduced to those provisions that do not conflict with the TPP or provide greater trade liberalization than the TPP.

The agreement will reduce 18,000 tariffs. Tariffs


on all U.S. manufactured goods and almost all U.S. farm products would be eliminated completely, with most eliminations occurring immediately. On the surface, this sounds very positive for the U.S. Ag Industry, however the benefits are primarily laid upon corporate investor profits and not the independent ag producer or the blue collar worker.


The Kansas Cattlemen's Association (KCA) supports free trade agreements which are fair, balanced, and that which ensure market transparency. TPP lacks critical provisions which protect from currency and market manipulation. In addition, we have recently seen how the World Trade Organization uses trade agreements to strip us of our sovereignty, by something as simple as a label, and yet a significant restriction on our ability to differentiate U.S. beef from that of another origin.

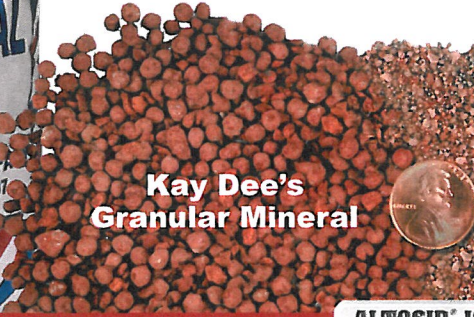
Fast-Track Authority limits Congressional power to a simple yes or no vote on TPP. With an inability to revise and add necessary protections, KCA does not support Congressional approval of TPP.



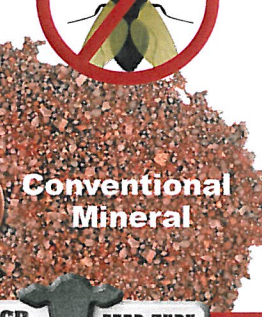
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Hey America! Beef Up! (Part 2)

by Robert L. Baker

Mega-Banks Finance Speculation, Then Loot Physical Producers To Bail Out Losses

In the U.S. farm belt, debt is going up while income and land values are going down. Production agriculture is again moving into income shortfalls from the Wall Street speculative matrix that is forcing U.S. food production into the death grip of mega-cartelization, big debt with small margins, forcing larger and larger farming operational directionality.

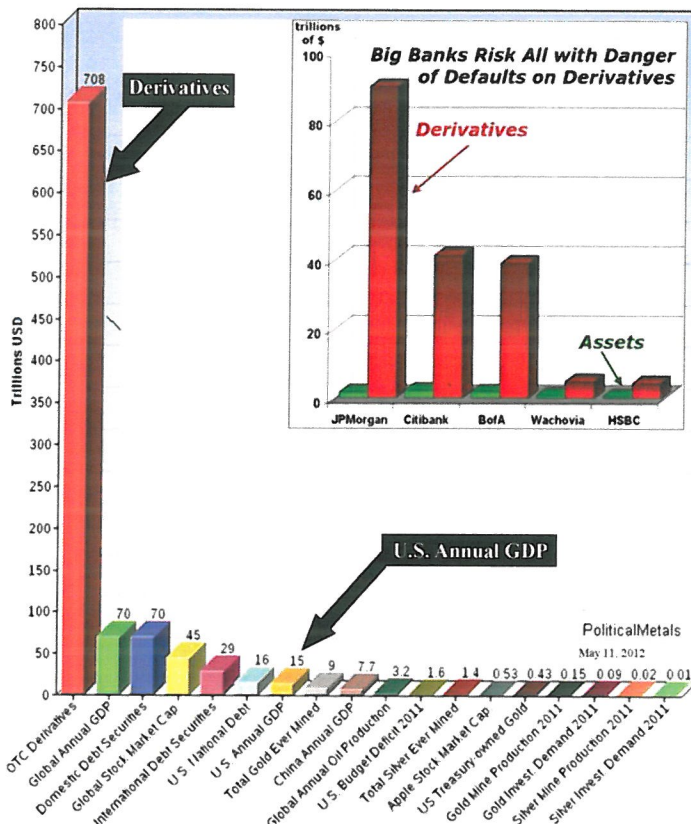
Mid-May's reports from three Federal Reserve Districts in the Midwest showed sharp drops in farmland values in their regions, for the last reporting quarter, year-on-year. The range of decrease is from 4.5 to 6.4 percent for good land, and up to 10 percent or more for lower-quality land. The sharpest drop overall is the 6.4-percent decline reported for Illinois, Indiana and Missouri, the heart of the Farmbelt.

The decline in farmland values goes along with the about 50 percent, three-year drop in wheat and corn prices and other crop commodities. Farmers are in a squeeze to carry debt, and get refinancing.

So why is this happening? Because of the mega-speculation and manipulation that is funneling trillions in debt rollover and bailout schemes that keep the totally non-productive derivative speculation in expansion mode, which is dwarfing all aspects of physical production for infrastructure and food production, all the while increasing political influence and control of a looting policy to keep the speculators in business.

On May 16, at the second session of the Minneapolis Federal Reserve Bank's series on "Ending Too Big To Fail," the noted conservative economist of the University of Chicago Booth School, Dr. Luigi Zingales, made a 25-minute presentation that provoked much controversy and push back from the Fed/IMF/economist audience, than had any of the other speakers. He stated bluntly that the Volcker Rule of the Dodd-Frank Act is not implementable, and that, at the time, the people wanted, Glass-Steagall."

The Glass-Steagall Act was the law from 1933 for 66 years and prevented mega banks



and insurance cartels from getting bailouts for speculation and monopolizing the financial world of insurance companies and investment banks. Once it was removed, the derivatives, housing and commodity speculation ran increasingly wild, such that, now, the mega-banks have a money monopoly focused on tens of thousands of multifaceted instruments of speculation—a practice that is choking out the physical production economy.

Zingales noted that Glass-Steagall reduced the mega-banks' political power, fragmenting their interests and clout. After Glass-Steagall's demise, in 1999, financial firms all pushed the same interests, and were much more powerful, as evidenced in the disastrous 2005 reform of the U.S. bankruptcy law, which elevated derivatives and credit cards to inviolate priority status, before the depositors, who are now on the bottom in receiving FDIC bank bankruptcy protection, as compared to being in first place, under Glass-Steagall.

He also said that Glass-Steagall demonstrably promoted production markets and, when it was eliminated, the mega-financial groups pushed securities/derivatives/repo markets with "Over-The Counter" characteristics that broke out in the housing, oil, and commodities bubbles, that blew out, triggering the biggest Wall Street bail-out in history.

Now, the way out, is to return to the American System, which will prioritize massive rebuilding of modern high tech infrastructure, thus creating real jobs. This requires restoring the Glass-Steagall Act, for which bills are now in the U.S. Senate and House.

Without this re-orientation, the U.S. will face what Britain's *Telegraph* headlined "Europe's Fifty-Year Bonds Signal Decades-Long Economic Slump." Nations of Europe, Spain, France, and Portugal, all have gotten strong investor interest in their 50-year bonds. And Belgium and Holland are experimenting with 100 year government bonds.

This is complete fantasy and means there is nothing happening in the trans-Atlantic economies but the speculation in unreal assets.

Robert L. Baker, is an economic research specialist for The Executive Intelligence Review.



Notable Dates

- 06/16/2016** Regional Meeting/Triple C, Inc. Tour
Sabetha, KS
- 07/21/2016** Regional Meeting
Fredonia, KS
- 07/22/2016** Four State Farm Show
Pittsburg, KS 7/22 to 7/24
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