

KCA News

KANSAS CATTLEMEN'S ASSOCIATION

March 2017

State Legislatures Seek Implementation of State Country of Origin Label

Country of Origin Labeling continues to be a topic of discussion among cattle producers around the country, and the discussion is for a good reason. Data and research continues to show, even as reported by the Beef Checkoff, consumers are increasingly demanding to know more about the origin of their food, and desire transparency in the food supply chain. Legislatures in South Dakota and Wyoming are stepping up to the challenge of regulating food labeling by introducing Country of Origin Labeling bills within their respective state houses.

A co-sponsored bill has been introduced in South Dakota as well as another bill in Wyoming. Legislators reference the fact that their constituents not only want a label that instills confidence in the product, but also provides them the opportunity and satisfaction of knowing they are supporting local and regional agriculture producers. The South Dakota Legislature failed to advance their bill, but the motivation still exists to label beef by origin.

It is possible for other states to attempt to pass similar types of legislation, but much is to be seen in how to implement a plan that does not sweep the entire country's supply chain. As the industry continues to move and adapt to market pressure and consumer preferences, producers are evolving to ensure sustainability of their

cattle operations.

"We are seeing negotiated sales much stronger today than it has been, mostly resulting from producers controlling the ownership of their cattle longer through the finishing. When prices are low, producers analyze what's best for their own profitability, if it is best to sell that calf to a stocker program or finish the animal out themselves. In order for independent producers to maximize their portion of the retail dollar, they will have to take on the risk of longer ownership and possibly even as far as a "pasture to plate" marketing cycle," stated KCA Executive Director Tyler Dupy.

KCA is working on program research which analyzes the consumer dollar at the meat counter, and seeks to find ways to help producers realize profits to their bottom-line.

"There are many factors which affect profitability throughout every level of the industry. If we remain focused on a quality and origin-labeled product, while informing the consumer of all of the benefits of domestic beef, we will add value there. Or perhaps what many would consider more accurate, we'd be capturing the actual value for good quality USA Beef," Dupy stated.

KCA to Host Regional Meetings Around Kansas Through Summer Months

Kansas Cattlemen's Association (KCA) has planned upcoming regional meetings for the spring and early summer months. KCA hosts regional meetings to provide informative presentations, regulatory and legislative updates, and for KCA to hear input from our members and prospective members.

The first meeting of the year will be held in Corning, Kansas on March 23, 2017. At this time, KCA plans to have a presentation on the status of numerous national initiatives important to independent cattle producers, including: Country of Origin Labeling, Beef Imports, the 2018 Farm Bill, and Beef Checkoff. Additional information will be available soon.

The second meeting is scheduled to be in Madison, Kansas on April 17, 2017. The meeting is planned to cover preventative measures and treatments with re-

gard to Anaplasmosis and foot rot in cattle herds. Both diseases are most prevalent in the late spring and summer months.

In May, KCA will host a regional meeting in Abilene, Kansas. The meeting will include a tour of the Rawhide Portable Corral manufacturing facility. Rawhide Portable Corral has been a long-time supporter of KCA. They manufacture portable cattle processors of varying sizes capable of processing herds in excess of 250 head.

Each of the meetings will be free and open to the public, and include a meal. Additional meetings are currently being planned to include Southeast, Kansas; McPherson, Kansas, and a one-day Summer Conference in Dodge City, Kansas. Keep informed by following developments in future editions of the KCA News.

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 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 Announces Launch of Virtual Trade Show

Kansas Cattlemen's Association (KCA) launched the KCA Virtual Trade Show in the middle of February of 2017. The partnering businesses highlighted in the Virtual Trade Show are supporters of KCA with other various meetings, advertising, and Annual Convention.

"The KCA Virtual Trade show is an online platform designed to provide sponsoring partners of KCA the ability to reach the membership with products, services, specials, and programs specific to the industry. These partners sponsor various meetings across the state, but members can not always attend meetings and see what the businesses have to offer for their operations. The Virtual Trade Show helps to bridge that gap," stated Tyler Dupy, KCA Executive Director.

Those logging on to the Virtual Trade Show can watch videos that demonstrate products, find services specific to their needs, and catch up on vendors that support the organization.

"It is a common occurrence throughout the year that we receive phone calls in the office asking questions like, "Who was it that had feed bunks at that last meeting?" The Virtual Trade Show provides more in-depth information on those businesses,

and with the flexibility to get the information when it is convenient to their schedule. No more need to call when searching for a specific product, although that is still certainly an option," stated Dupy.

Vendors taking part in the Virtual Trade Show are permitted to update the content of their space as necessary, so the information, products, services, and specials are constantly changing. This is especially important when some of the services can be seasonal in nature.

There are currently eight participants being setup for the program. The content is unique and much more interactive than a typical advertisement. With many supporters of KCA dedicating so much time and resources to solving specific problems for ranchers, it is of benefit to provide them the opportunity to highlight their product with videos, literature, and even photo slide shows.

Kauffman Seeds, Inc., McPherson County Feeders, Agricultural Engineering Associates, Inc., Schwieterman, Inc., Stock-ade, HydraBed by Triple C, Inc., Zeitlow Distributing, and Ruma-Lic Liquid Feed are the vendors that can be seen, with more coming on daily, by visiting www.kansascattlemen.com/vts.

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Message from the President.....John Ney

The Spring calving season is upon us and what better weather could we have for those late nights checking pastures or calving barns. Talking with many producers, most are having success with live calves hitting the ground. Of course there are always a few that have to come at 3 am and need assistance or even a trip to the vet. Nutrition, genetics, EPDs and bull selection has helped eliminate a lot of stress on both the producer and the cow and the first time heifer. It's hard to believe, that little wobbly legged calf, consuming his first meal of colostrum, could be on a grill in 14-16 months.

vation, weed control or grazing, new information is available with every season. Anytime you can harvest-graze that crop and eliminate a machine, the more efficient we become. There is a lot of discussion on graze out wheat, but weather and markets will determine acres to be grazed.



USDA's Ag Marketing Service reports the percent of cattle grading Prime and Choice to be at an all time high of 78%. The average at the first of the year was: 16.7% Select, 72.9% Choice and 6% Prime. Compare that to 2006 of just 51.7% choice. Of course genetic selection and premiums has pushed these values to this level, but we have also become more efficient with our use of distillers.

The annual KSU Cattlemen's Day in Manhattan is scheduled for March 3rd and of course there is a breakout session on integrating cover crops into grazing systems. KCA will have a booth in the arena, so be sure to stop by. There is a wealth of knowledge in the poster presentations and the speakers. KCA will also host Regional meetings March 23 at Corning, KS and April 17th at Madison, KS. The deadline for the KCA Scholarship applications to be submitted to KCA is March 31st.

Efficiency is the name of the game and as margins are tightened, its cost and pounds of feed to pound of gain that will get into your pocket faster than rate of gain. You can't open a trade publication without reading about the use of cover crops. Whether it is for moisture conser-

Remember to always "Learn more than you are taught".

John Ney



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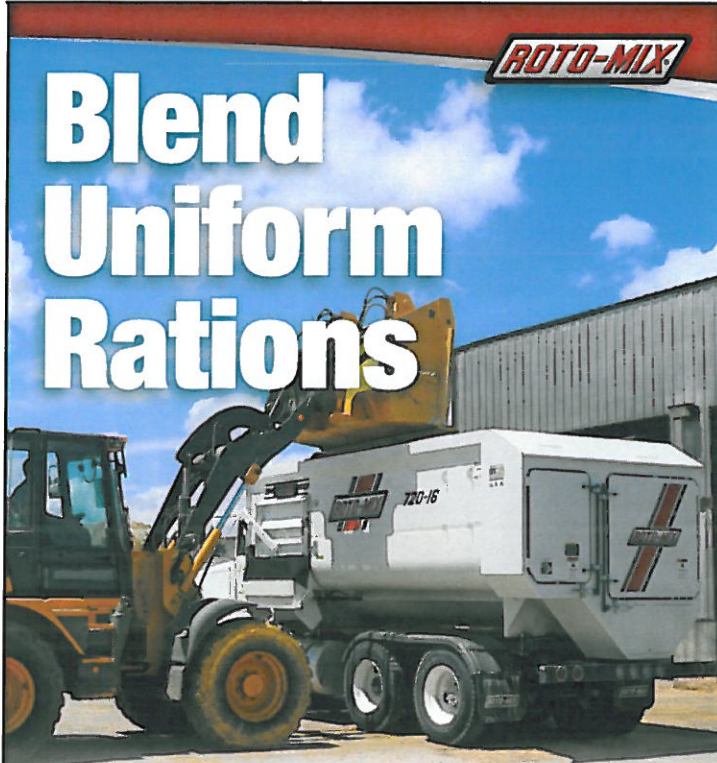
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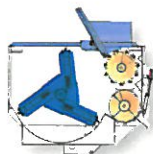
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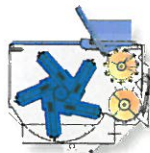


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National

Period	Current	Prior Year	3yr Avg
Jan 02	116,337	132,818	110,555
Jan 09	84,732	92,475	102,366
Jan 16	91,499	103,221	95,086
Jan 23	123,448	86,607	89,657
Jan 30	96,897	109,756	76,228

Kansas

Period	Current	Prior Year	3yr Avg
Jan 02	17,273	28,868	19,468
Jan 09	17,452	20,975	15,278
Jan 16	12,039	34,315	20,886
Jan 23	22,415	32,144	17,524
Jan 30	19,158	27,255	15,610

Data Courtesy of USDA AMS

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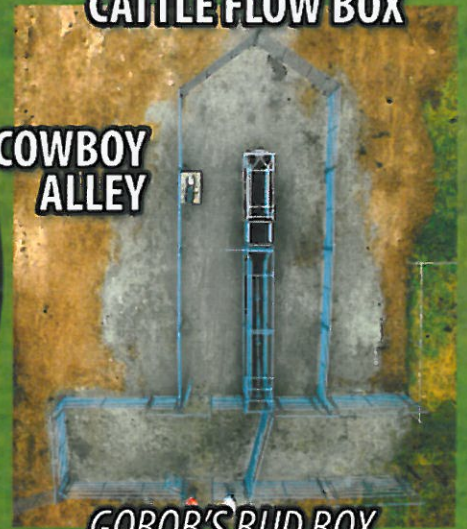
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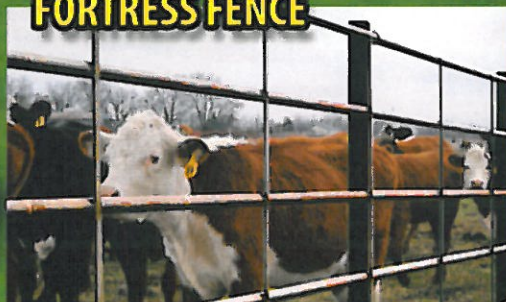


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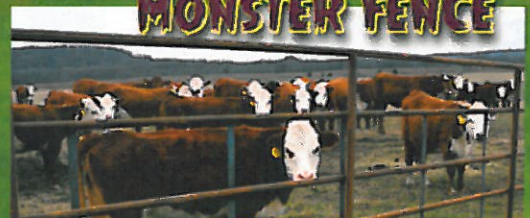
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Mother Nature Embraces Kansas Cattle Drive With High Temps

Kansas Cattlemen's Association (KCA) attended the second Kansas Cattle Drive in Buhler, Kansas on Saturday, February 18, 2017. The event took place at the high school, and was organized by Reno County K-State Research and Extension.

The Kansas Cattle Drive was started so that ranchers, K-State Research and Extension, the agriculture industry, FFA, and general public can all come together and learn what's happening in the beef industry across the Midwest. They hosted ranches from across Kansas on Main Street. These ranches brought a representation of their herds to showcase in portable catch pens near the high school on the Main Street of Buhler. There were over 31 ranches that participated in the event.

ment of Agriculture hosted a morning coffee talk.

KCA was proud to sponsor Dr. Justin Talley, Oklahoma State University, who discussed parasite management in cattle. He covered various types of fly infestations and ways to treat and prevent serious infestations. In addition to his presentation, Dr. Talley also brought a portable lab to look at manure samples.



There was plenty to do inside or out, and the weather cooperated exceptionally well. The growing trade show boasted over 70 exhibitors. The day also comprised of multiple presentations on three different stages; Chef Alli and Debbie Lyons-Blythe conducted a cooking demonstration while talking about life on the ranch. Dr. Bill Brown from the Kansas Depart-

The event was free, open to the public, and a great event for the whole family. Children were able to watch cattle handling demonstrations and visit the FFA Fun Zone. Willie the Wildcat was also available for pictures.



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KCA Accepting Scholarship Applications now through March 31, 2017

As a “for producers, by producers” non-profit organization, KCA offers education scholarship programs designed to give back to the communities that support KCA and the independent producer. Funding of these programs is made possible by contributions from KCA partnering organizations, membership donations, and regional meeting support.

Purpose

The Kansas Cattlemen’s Association and the Go Bob Pipe & Steel Scholarship are designed to ease the financial burden of qualified scholars seeking higher education, including: four-year college/university, junior college, vocational/trade, online, or technical training for the fall of 2017.

Qualified Applicants:

Applicant must be a high school or college student with a cumulative GPA of 2.5 or higher. Applicant must plan to attend a four-year college/university, junior college, vocational/trade school or enrolled in technical training for the fall of 2017.

Applicant must write a short essay on one of the following topics below. The essay must be 250 - 500 words.

1. The value of beef or protein in a well-balanced diet.
2. The value of independent cattle producers to your community.
3. How has a lack of effective market competition affected independent cattle marketing?

Applications can be found online at www.kansascattlemen.com or may be obtained by calling the KCA offices at 785-238-1483. Applicant must completely fill out the application, including signatures from respective schools, and return it to the KCA office by March 31, 2017. Parent signature is required for high school students. Incomplete applications will not be considered.

Completed applications are to be returned by March 31, 2017 to:

Kansas Cattlemen’s Association
Attn: Scholarship Program
725 N. Washington St.
Junction City, KS 66441

Scholarship Recipients:

Scholarship recipients will be chosen by the KCA Board of Directors. Recipients will be announced in the summer of 2017. Awards will be paid directly to the attended institution. Recipients are responsible for providing enrollment verification prior to the August 1, 2017 disbursement date.

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NCBA 2018 Farm Bill Policy Inconsistent with Cattle Producer Needs

It certainly is not uncommon to shake your head in awe at what comes out of Topeka and Washington, D.C. sometimes, but reports from the "Cattle Industry Convention" in Nashville really have us baffled. Producers need to be fired up and talking to other producers about the NCBA agenda. It is not an agenda supporting Independent Cattle Producers!

During the Cattle Industry Convention hosted by NCBA, the organization outlined policy relating to the 2018 Farm Bill. Congress is currently holding hearings on the future Farm Bill, and NCBA outlined how they will fight against a reinstatement of Country of Origin Labeling, fight against a strengthening and the enforcement of GIPSA, fight against a packer ban of ownership of cattle, and fight against any restriction of the Beef Checkoff. KCA policy supports COOL, supports GIPSA, supports a packer ban, and supports Checkoff Reforms, because these issues are critical for independent cattle producers.

The opposition to these policies by NCBA are relayed to cattlemen as necessary, when in fact, they are more relative to another industry altogether. Yes, a completely different industry; one of manufacturing. We often hear of us all lumped into the "Beef Industry," but that can be a misnomer with relation to cattle production. Even still, we believe that COOL, the Packers and Stockyards Act, packer bans on cattle ownership, market transparency, and a viable and producer-controlled Beef Checkoff are all positives for stakeholders of the beef industry.

Kansas Legislature Fails to Override Veto

The Kansas Legislature passed HB 2178, a tax plan that included an increase in personal state income tax and re-implemented corporate income tax. Governor Brownback, as he had previously threatened, vetoed the bill sending it back to the Kansas House of Representatives.

The Kansas House voted on February 22, 2017 to override the Governor's Veto, but the Kansas Senate failed to follow suit. The bill died when the Kansas Senate failed to muster the 2/3rd majority vote to secure the override. They were 3 votes short.

Senate Republicans that opposed the bill stated that they did not like the idea of taxing versus cutting spending, and also justified their vote on the grounds that the bill was retroactive to January 1, 2017, a commonality in bills like these.

With no bill, the Senate and the House must start again with a plan to bridge the massive deficits coming out of Topeka. Alternatives to reversing the 2012 tax cuts include raising taxes on tobacco and alcohol products as well as cutting administrative expenses in K-12. University funding is also on the chopping block.

With so much attention being spent on the budget, and now with such a divisive vote by the Senate, political lines may begin to divide lawmakers. KCA will continue to track bills through the legislative process in Topeka and Washington, D.C.

The lack of a regulatory mandate for Country of Origin Label, the Packing Industry can import and comingle beef without providing any distinction origin. Consumers are willing to pay a premium for USA Beef, so there is a lost opportunity to capture added-value. Additionally, a lack of transparency in origin can devalue all beef products by eliminating the consumer's ability to compare the difference in quality, wholesomeness, and safety.

Marketing programs designed by the Beef Packing Industry are designed for the Beef Packing Industry. In an industry where competition is controlled by so few buyers in the market, controls must be set in place to prevent market manipulation and retaliation. When manipulation and illegal practices are taking place, it is critical to have GIPSA rules that prevent and punish such behavior. The Farmer Fair Practices Rules and the P&S Act are designed to help keep the industry honest, vibrant, and sustainable.

Finally, independent cattle producers must demand the Beef Checkoff be utilized only for research and promotion, and be separated from any convoluted process that lends itself to possible misuse of funds by lobbying groups which oppose the interests of the industry stakeholders which raise and market cattle. A Beef Checkoff controlled only half by appointed cattle producers with the other 50% bought and paid for seats by a federation of another organization is neither controlled nor transparent.

Third Generation Joins OCF



Tyrel and Jessica Owens welcomed son Jaxx the evening of October 27, 2016. Fourteen hours later, Cade and Jacqueline Owens welcomed son Newt to the family. It was a busy weekend for grandparents Perry and Bonnie Owens, who also managed to attend the KCA Convention, which ran Oct 27 to Oct 28. Welcome Jaxx and Newt to the KCA family! Picture above, left to right: Cade with Newt, Grampa Perry Owens center, Tyrel with Jaxx.

Congressional Directory

House of Representatives			Senate		
Roger Marshall 202-225-2715	Lynn Jenkins 202-225-6601	Kevin Yoder 202-225-2865	4th District Vacant Election April 11, 2017	Pat Roberts 202-224-4774	Jerry Moran 202-224-6521

Hey America! Beef Up! No. 8

House Ag Committee Meets -- Glass-Steagall Picks Up Steam

Congress and New Administration Feel Citizens Push

By Robert L. Baker

The mobilization to restore the Glass-Steagall picked up steam in February. Targeting Feb. 28th, when President Donald Trump first speaks to Congress, citizens from around the nation have collected thousands of signatures calling on the President to propose re-enacting Glass-Steagall – petitions, Glass-Steagall sponsors in Congress, hope to present to the President by that date. Hundreds of the petitions from Ohio alone have been conveyed to Glass-Steagall sponsor Representative Marcy Kaptur. Glass-Steagall legislation, the “Return to Prudent Banking Act,” was introduced in the House of Representatives Feb. 1 and now has 32 sponsors there.

In the same mobilization, EIR and LaRouche representatives have gotten the legislatures of 11 states in just over one month to file resolutions calling on Congress for Glass-Steagall and/or for the “American Recovery Program.” The latter starts with Glass-Steagall and consists of actions based on Lyndon LaRouche’s “Four laws To Save the Nation.” In four of those states – Minnesota, Illinois, Washington and Delaware – these resolutions have moved in both houses of the legislature.

After more than two years of many discussions of, and meetings on the “American Recovery Program” or “LaRoche’s Four Laws” with state officials, a new optimism about economic change, following the extraordinary Presidential election, is one factor in these rapid actions.

But the full involvement of petitioners has also played an important role in many other states, such as, Ohio, Iowa, Missouri and Kansas, just to name a few.

Though no resolutions have been voted through state bodies yet, most of the legislatures involved will remain in session for some time after the President’s speech to congress. This gives the opportunity for more people to get involved recruiting more sponsors in their state legislatures.

So why push now? To re-orient the U.S. economy back to supporting producers and production rather than the current and continued speculation trends by Big Wall Street Bankers. The Labor Department’s Bureau of Labor Statistics report, released on Feb.7th, indicates real earnings are falling. For all employees during 2016, real hourly earnings were unchanged and real weekly earnings dropped -0.6% due to lower hours worked.

The U.S. inflation rate has definitely increased, as the so-called CPI-W Index rose +0.6%. The Economic Policy Journal on Feb. 16th, used BLS data to show that in the decade 2006-2016, there were

very few food categories for which prices did not rise by between 30% and 65%. By comparison, average weekly wages of all U.S. employees – those who are working, that is, -- have risen only about 27% in absolute amount during that same decade.

In House testimony Feb. 15, Fed Chair Janet Yellen claimed that real wages had grown “by some measures” since the 2008 crash, but didn’t volunteer which measures; and she acknowledged that production and non-supervisory employees (almost 85% of all) were still somewhat underwater on real earnings since the crash. Yellen also, when she was pushed fairly hard by some members on how absent growth has been in the U.S. in the last eight years, she agreed.

On Feb. 16th, the full House Science, Technology & Space Committee conducted a hearing to discuss, NASA; Past, Present, and Future.” Responding to members, astronaut Harrison Schmitt stressed that there must be an influx of young people into the program, and during Apollo, the average age of the people in Mission Control was 26 years.

At the House Ag. Hearings, experts reported the average age of a U.S. farmer is 58 and the pool of younger farmers is not looking too good, as the debt to asset ratio of farmer’s ages 40 to 50 just doubled from 14% to 28%, in 2016.

The future of our nation and our younger generations must have a producer oriented policy. Like more farms and factories in the United States. We need a new credit system and a national banking system that will direct credit into agricultural and industrial production. We also need a science driver like the space program, to generate future technological advances to support future generations..

To take back the power to do that, we must break the “Too Big to Fail Banks” of Wall Street speculators. That is why now is the time to push all state and federal elected officials to back and support the restoration of The Glass-Steagall Act.

The February issue of KCA News had a fantastic listing of all Kansas State legislators and Congressional leaders with phone numbers and email addresses. Let them know what you would like to have them do. Rest assured even a 30 second phone call has a bigger impact than most people realize. Call them. Email them.

Robert L. Baker, is an economic research specialist for The Executive Intelligence Review
bb888k@gmail.com

Schedule of Events

- March 23 **KCA Regional Meeting**
Corning, Kansas

- March 31 **Scholarship Application Deadline**

- April 17 **KCA Regional Meeting**
Madison, Kansas

- May 18 **KCA Regional Meeting**
Abilene, Kansas

- July 20 **KCA Regional Meeting**
South East Kansas

- July 21-23 **4 State Farm Show**
Pittsburg, Kansas

- October 28-29 **KCA Annual Convention**
Meridian Center
Newton, Kansas

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