

KCA News

Sept 2017

19th Annual KCA Convention and Trade Show Oct 27th & 28th

The Kansas Cattlemen's Association (KCA) will host its 19th Annual Convention and Trade Show on October 27th and 28th at the Meridian Center in Newton, KS. The meeting will bring together producers from across Kansas and surrounding states. The event includes industry expert presentations, KCA's annual membership business meeting, trade show, KCA Annual Banquet, and the KCA benefit auction.

The convention will kick off on Friday, October 27th with BQA Certification provided by veterinarian, educator, and Doc Talk host, Dr. Dan Thomson. BQA certifications must be renewed every three years, and we have not offered BQA at the KCA Convention since 2014. Beef Quality Assurance is a nationally coordinated, state implemented program that provides systematic information to U.S. beef producers and beef consumers of how common-sense husbandry techniques can be coupled with accepted scientific knowledge to raise cattle under optimum management and environmental conditions. BQA guidelines are designed to make certain, all beef consumers can take pride in what they purchase and can trust and have confidence in the entire beef industry.

The KCA membership will meet the afternoon of October 27th to discuss current policy, review resolutions, and create new policy relevant to the industry today. Following the meeting, attendees and exhibitors will enjoy a casual beef meal of burgers and hot dogs with time to socialize.

Saturday, October 28th will be a day full of expert presentations. Bob Baker is an economic policy consultant and specializes in agriculture economic research. He is currently a correspondent for the Executive Intelligence Review news service. Mr. Baker will discuss current economic pressures on American Agriculture and public policy development to enhance the American Credit System. Dr. Tom Noffsinger is returning this year to provide an updated presentation of Low Stress Cattle Handling technique research. The presentation demonstrates low-stress cattle handling techniques, and Dr. Tom discusses

the many benefits of implementing handling programs into operations. The presentation includes the newest techniques and information available to producers to better manage herds.

Representatives from the packing industry will sit down with participants to explain their role within the beef packing industry, and answer questions regarding trends within the acquisition, processing, grading, and distribution of the industry's beef products during the Beef Packer Representative Forum and Discussion.



For a full schedule, see page 6 of this edition. Following the presentations will be the Annual KCA Benefit and Rollover Auction. The KCA Annual Banquet will be held the evening of October 28th, 2017, and will include entertainment by Rusty Rierson.

The KCA Trade Show will take part for the duration of the convention. Exhibitors include: Liquid Plus Feeds, Linn Post & Pipe, Inc., Livestock Nutrition Center, MasterHand Milling, Multimin USA, Nature's Formula, Roto-Mix, Ruma-Lic Liquid Feed LLC, Schwieterman, Inc., SmartLic Supplements, Travis Scale Company, HydraBed by Triple C, Inc., Westway Feed Products, Ryan Woods Agency/American Family Insurance, Behlen Country, Conklin Cars, Copeland Insurance Agency, Executive Intelligence Review, GoBob Pipe & Steel Sales, Hampel Oil Distributors, INA Alert, KWLS 107.9, Kansas Agricultural Mediation Services, Kansas Soybean Commission, and Lewis Cattle Oilers.

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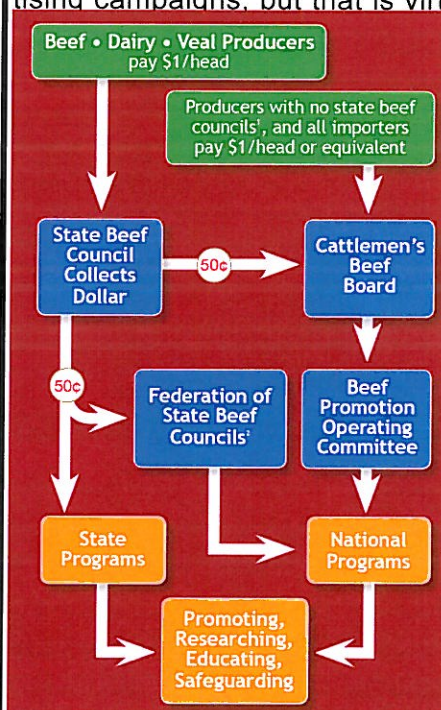
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Challenges to Beef Checkoff Fully Warranted

The Beef Checkoff has faced its share of scandals over the years. With a private, \$90 million marketing and research program, it wouldn't be all that unusual, but the checkoff is federally mandated by law and regulated by USDA. Or is it? The producers have very little control of the program, when USDA not far behind. However, the illusion of producer control has been cloaked well by the Federation of State Beef Councils. Most organizations implement significant financial controls to prevent improper use of funds, and worse, all out fraud. The National Cattlemen's Beef Association's very own claims to defend their anti-reform agenda have shown they will stop at nothing to protect the flow of funds the Beef Checkoff provides them, including control of the Federation. An anti-reform agenda indicates a perfect checkoff, which we know is certainly not the case.

Without full transparency, the Beef Checkoff is not producer controlled. In fact, the Agriculture Marketing Service, charged with oversight of the Beef Checkoff program, has little oversight at all. The corporate influence continually reassures producer control using producer's dollars in expensive advertising campaigns, but that is virtually a scam designed to contract multi-million-dollar projects and funnel millions of dollars into lobbying efforts designed to vertically integrate the industry on a global scale. As a result, hundreds of thousands of ranchers board up shop and ultimately their rural communities follow suit.



Each Cattlemen's Beef Board member is appointed by the Secretary of Agriculture from nominations submitted by certified nominating organizations. KCA is a nominating organization. Thirty-seven states have individual members serving on the Board. The remainder of states are divided into three regions. Importer appointments are drawn from nominations by importer associations. Qualified State Beef Councils are currently permitted by USDA to withhold, for their use, a portion up to fifty-cents of each dollar assessment collected by the QSBCs. State Beef Councils then use the funds to purchase seats on the Federation of State Beef Councils.

The Federation of State Beef Councils then controls the funds, and is under no obligation to return any funds back to the Cattlemen's Beef Board. This provides them the ability to pick and choose how to spend millions of dollars' worth of beef checkoff contributions, unchecked and without oversight, and to spend it with contractors of their choice. NCBA is, by far, the largest contractor for the Beef Checkoff, and the Federation website is literally hosted on the NCBA website.

The overall design is the most convoluted system, and it screams dirty. Kansas Cattlemen's Association fully supports a Beef Checkoff, but it is long-overdue that the Cattlemen's Beef Board and the Federation of State Beef Councils file for divorce, with CBB taking full custody, so the Checkoff becomes fully transparent in all aspects of programs, research, and funding.

Renegotiation of NAFTA Begins, What can Agriculture Expect?

On May 19, 2017, the Trump Administration formally gave notice to the U.S. Congress that a renegotiation of the North American Free Trade Agreement is to commence. Canada and Mexico have since come to the table, and initial meetings have been conducted to attempt an improvement of the 23-year-old agreement. Targeting a timeline of wrapping up an agreement by early 2018, many obstacles loom, including the Mexican presidential primaries.

As part of the process outlined for negotiation, the Trump Administration has outlined numerous objectives for the NAFTA Renegotiation. The administration has stated that a new NAFTA must continue to break down barriers to American exports. This includes the elimination of unfair subsidies, market-distorting practices by state owned enterprises, and burdensome restrictions of intellectual property. The new NAFTA will be modernized to reflect 21st century standards and will reflect a fairer deal, addressing America's persistent trade imbalances in North America. It will ensure that the United States obtains more open, equitable, secure, and reciprocal market

access, and that our trade agreement with our two largest export markets is effectively implemented and enforced.

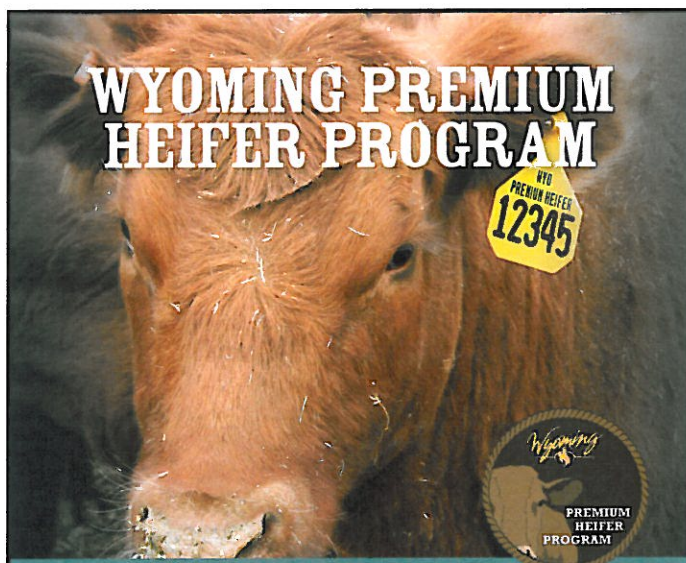
Objectives specifically aligned with agriculture include:

- Maintain existing reciprocal duty-free market access for agricultural goods.
- Expand competitive market opportunities for U.S. agricultural goods in NAFTA countries, substantially equivalent to the competitive opportunities afforded foreign exports into the U.S. market, by reducing or eliminating remaining tariffs.
- Seek to eliminate non-tariff barriers to U.S. agricultural exports including discriminatory barriers, restrictive administration of tariff rate quotas, other unjustified measures that unfairly limit access to markets for U.S. goods, such as cross subsidization, price discrimination, and price undercutting.
- Provide reasonable adjustment periods for U. S. import sensitive agricultural products, engaging in close consultation with Congress on such products before initiating tariff reduction negotiations.
- Promote greater regulatory compatibility to reduce burdens associated with unnecessary differences in regulation, including through regulatory cooperation where appropriate.

Additionally, the administration breaks down objectives with regard to Rules of Origin: update and strengthen the rules of origin, as necessary, to ensure that the benefits of NAFTA go to products genuinely made in the United States of America.

Kansas Cattlemen's Association supports keeping trade quotas and tariffs in trade negotiations, in order to fairly represent the cattle industry. In addition, KCA supports disease prevention protocols that are equal to or above USDA standards.

KCA will continue to follow and make comment on the renegotiation of NAFTA and future trade talks. To view all of the objectives set forth by the Trump Administration, visit the KCA website at www.kansascattlemen.com or request a copy by calling the KCA offices at 785-238-1483.



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Message from the President.....Alan Stewart

The day after the eclipse we had 3 1/2 inches of rain here in SE Kansas. I have never seen the soybeans and grass look so good. Unfortunately, the weeds are really liking this rain too.

On the way to the August Board meeting, the same day we had all the rain, Tony Anderson and I were a couple of miles west of Piqua when an Allen County Sheriff's vehicle in front of us put on his emergency lights and pulled over behind some truck hauling glass panes. Apparently, the wind had caught about 30 pieces of glass and blew them onto the highway. I had no choice but to run over the glass. I thought I had lucked out without a flat tire but when we got to Yates Center, the low tire warning light came on.

We got to the tire repair shop but had to wait for them to open, all the while we could hear the air coming out of the tire. When the shop opened, the man found a big piece of glass in my tire. By this time, vehicles were lining up to get their tires fixed too. We paid for the tire re-

pair and weren't late for the board meeting in Junction City. Needless to say, I have had better starts to my day.



I want to remind everyone about our 19th Annual KCA Convention and Trade Show on Friday, October 27 and Saturday, October 28. We have a tremendous lineup of speakers Friday afternoon and all day Saturday. KCA is putting together an event where today's ranching and agriculture communities can come together with State agri-business leaders for educational seminars, industry updates, and policy meetings. I urge members and non-members to attend. Your presence is really important.

Finally, the KCA Annual Membership meeting is that Friday, October 27th. The meeting will begin at 4:00 pm, and I hope to see all of the membership attend this meeting. Come out to Newton, for it is your input that helps to shape our organization's direction.

Until next time, may God bless.
Alan Stewart




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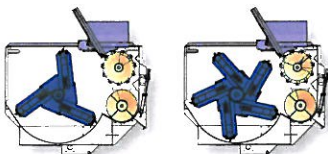


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Period	Current	Prior Year	3yr Avg
Jul 31	111,238	98,797	94,039
Aug 07	90,838	118,564	107,259
Aug 14	125,565	112,687	82,705
Aug 21	108,184	105,264	106,040
Aug 28	85,946	99,227	82,522

Kansas

Period	Current	Prior Year	3yr Avg
Jul 31	15,653	16,199	11,325
Aug 07	17,032	18,201	12,081
Aug 14	201,190	15,173	10,521
Aug 21	16,745	15,106	13,530
Aug 28	19,082	18,133	9,555

Data Courtesy of USDA AMS



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19th Annual Kansas Cattlemen's Assoc Convention & Trade Sh

Friday, October 27, 2017

- 12:00 PM Guest Registration/Trade Show Opens
- 1:00 PM BQA Certification, Dr. Dan Thomson
- 3:00 PM Reaching the Modern, Mobile, and Millennial Consumer, S
- 3:30 PM Trade Show/Annual Meeting Registration
- 4:00 PM Annual Membership Meeting
- 6:00 PM KCA Cattlemen BBQ

Saturday, October 28, 2017

- 8:30 AM Trade Show Opens
- 9:00 AM Convention Opening Presentation
- 9:15 AM World Economic Pressures on US Agriculture, Bob Bake
- 10:00 AM Break/Trade Show
- 10:30 AM Membership Benefits with Lance Sharp
- 11:15 AM Market Update with Schwieterman, Inc.
- 12:00 PM KCA Luncheon
- 1:15 PM Low Stress Cattle Handling Presentation, Dr. Tom Noffsii
- 2:30 PM Break/Trade Show
- 2:45 PM Packer Representative Forum & Discussion
- 4:00 PM KCA Social Sponsored by Ruma-Lic Liquid Feed
- 5:00 PM Annual KCA Benefit Auction
- 6:00 PM Annual KCA Banquet

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**Oct. 27th & 28th
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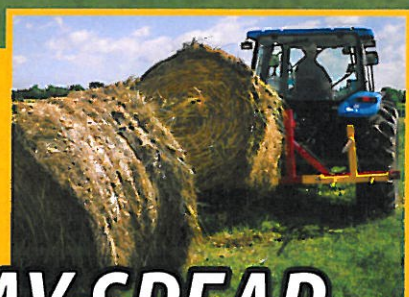
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HONORABLE MENTION: Woodson County Fair Premium Sale

The Kansas Cattlemen's Association in conjunction with members DJ Edwards, Lee Robbins, Michael Old, and Bill Ireland, purchased Melanie Robbins' beef premium in support of future 4-H projects and education at the 2017 Woodson County Fair 4H livestock auction. During the auction, buyers pay premiums for animals as recognition for the effort the youth put

into their livestock projects.

The exhibitors get to keep their animals and the money from the premium sale. Each 4-H'er is allowed to pick animals to lead through the show ring. Thank you to the members across the state for supporting your local 4-H chapters and participants. Congratulations to 4-hers for all of your Fair success in 2017!





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--ALERT--
NOTICE OF ANNUAL MEMBERSHIP MEETING

October 27, 2017

Newton, Kansas

Meridian Center

4:00 PM



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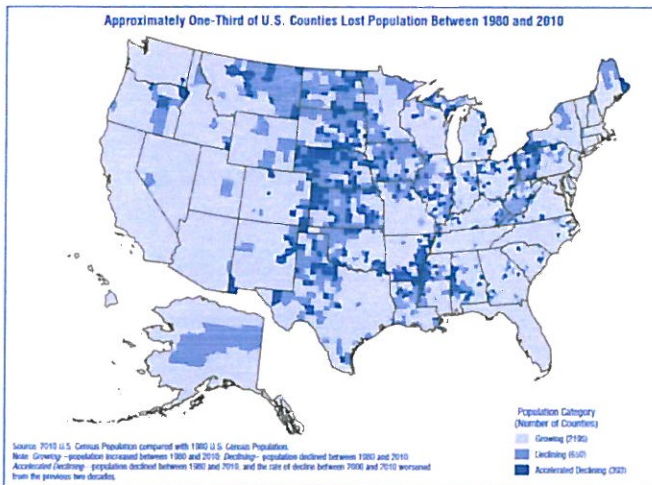
Hey America! Beef Up! No. #14

A Price to Stay in Business

By Robert L. Baker

We all want fairness—in prices, trade, opportunity and our future. Can we have this, where all are “winners,” and there are no losers? Yes. But only on condition that we have a government whose policies are “of, by and for the people.” Instead of that, we are suffering the consequences of policies that are “of, by and for” Wall Street and the City of London, a.k.a. “the markets.” This has been the case for years, under all bipartisan labels. Not merely “unfair,” these harmful policies (in trade, commodity speculation, consolidation, bail-outs for mega-banks, etc.) have taken us to the brink of a Wall Street financial blow-out, and economic chaos, if we don’t take emergency measures very soon.

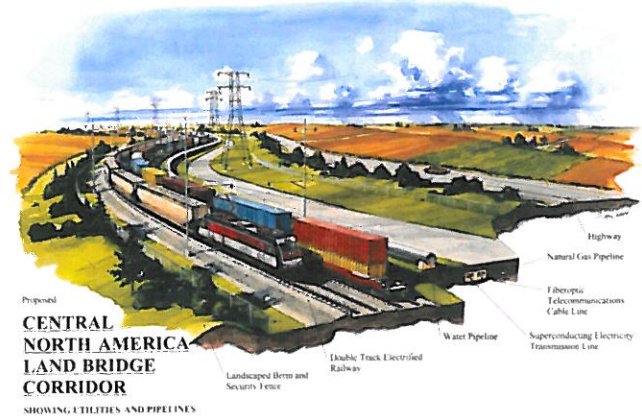
Take a quick look at trade, since the U.S. now has under



formal review, NAFTA and U.S.-China trade, plus a raft of trade sanctions. In the 1990s, NAFTA (and the WTO) were put in place, to serve Wall Street and the City of London, and not the interests of the citizens of the nations of the U.S., Mexico and Canada. Manufacturing, farming, transport and the like were all ordered by Wall Street (through control of finance, regulations, etc.) to re-locate for the cheapest labor and production costs. For example, from Corning Glass and General Motors, to Green Giant and Heinz Ketchup, operations were moved to Mexico. In turn, Mexico was told: de-populate your countryside for jobs on the food-for-export plantations and maquiladores (factory complexes.) Mexico was told: buy your food cheap—corn, beans, wheat, etc.—from the U.S.

On the U.S. side, this relocation-to-cheapness process resulted in a mass shutdown of factories, and of farms, e.g. vegetable and fruit-growing operations. Meantime, the U.S. Midwest Farm-belt became even more a monoculture (corn, beans, hogs, etc.), where previously diversified farming had been. To survive, skilled farm families went bigger and bigger. Rural counties and towns depopulated. The Great Plains lost thousands of people, as shown on the map. The state of Illinois is right now in absolute population decline, from shedding so many factory jobs and losing family farms.

Is this the picture of trade success? No. But worse is happening. Speculation like never before took off during 2000s, after



the 1999 repeal of the Glass-Steagall law (which, since 1933, separated normal commercial banking from speculative finance, and federally insured only the first category.) By 2007-08, the bank crisis blew up, with huge Fed bail-outs. Meantime, no credit went into infrastructure maintenance and building for the future. E.G. the High Plains, as well as the Southwest, is often parched for water.

It’s past time to stop this destruction. Besides, the volumes of mega-bank bailouts, the bubbles are even bigger now than in 2008 and ready to blow. This includes everything from bad corporate debt, to auto loans, to consumer debt, to straight casino bets—derivatives, credit default swaps, and you-name-it. Agriculture? Oh yes!

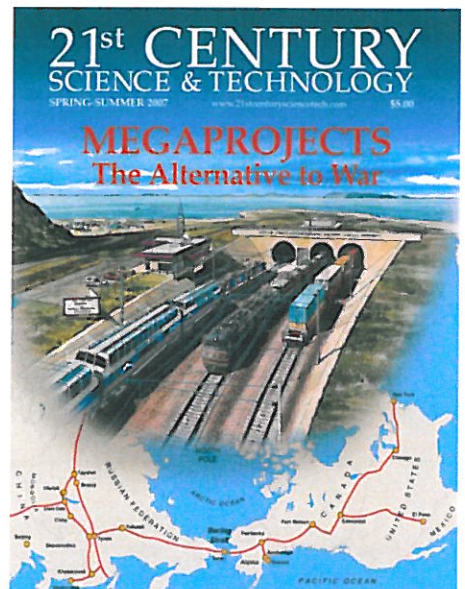
The artist’s depiction of a High Plains corridor—going from the Canadian Prairies, down into the U.S., through Mexico to South America--shows what we ought to be doing. Build new corridors and centers of economic development throughout our hemisphere. Plus, rehab our historic towns and infrastructure. This is exactly what is going on in Eurasia under the win-win idea of a new Silk Road. Search on the computer and see the new bridges, high-speed rail, record-setting tunnels, new “agriculture cities!” China has a Glass-Steagall law against zombie bank bail-outs!

In short, the action plan we need can be summarized by a 2014 proposal from statesman Lyndon LaRouche, called the “Four Laws.” First, re-instate the Glass-Steagall law, and restore sound banking. Secondly, set up a Federal bank for channeling credit to rev up economic activity; third, launch priority projects—Western water development, a modern high-speed rail grid, rural hospital systems; fourth, back science R&D, especially in space, and the advanced energy of fusion. Under this perspective, trade relations can fall into place, for the mutual benefit of the partner nations. We have no time to lose. Your Congressman is back in Washington in September. Give him his marching orders!

Robert L. Baker,
Agriculture
Research
Specialist,

Executive
Intelligence
Review,

bb888k@gmail.com



Schedule of Events

- October 27 **KCA Annual Meeting**
4:00 PM - Meridian Center
Newton, Kansas
- October 27-28 **KCA Annual Convention**
Meridian Center
Newton, Kansas
- November 7 **General Election**
- December 11 **KCA Ballot Deadline**
- March 2018 **Regional Meeting**
Garden City, Kansas

Thank you for your Membership

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| Jennifer Webster | Kaw Valley Bank |
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