

# KCA News

KANSAS CATTLEMEN'S ASSOCIATION

Nov 2017

## KCA Completes 19th Annual Convention and Trade Show

The Kansas Cattlemen's Association hosted the 19th Annual KCA Convention and Trade Show on October 27th and 28th at the Meridian Center in Newton, KS. Attendees at convention traveled over 1,500 miles to take part in the two-day event. Events included a BQA Certification, various presentations, a beef packer forum, social, auction, banquet, and a country music performance by Rusty Rierson sponsored by Lallemand Animal Nutrition and Gary & Annette Schreiber.

The convention began on Friday, October 27th with Beef Quality Assurance Certification with Dr. Dan Thomson sponsored by Farm Credit Associations of Kansas. Scott Stebner with the Kansas Beef Council presented "Reaching the Modern, Mobile, and Millennial Consumer. His presentation defined generational differences in how information is consumed. Stebner attempted to answer how best to reach the youngest generations to whom radios and magazines are from the olden days and cell phones and tablets have always existed.

During the Friday evening KCA BBQ, David and Ginny Pfrang of Nemaha county were presented with the 2017 KCA Legacy Award. Lieutenant Governor Dr. Jeff Colyer addressed members during the meal, discussing the status of the state and his future plans for Kansas.

The convention opened Saturday, October 28th with a welcome by Newton Mayor, Barth Hague. Mayor Hague discussed the history of Newton, explaining the effects the cattle drive of the past had in the formation of his community along the Chisholm Trail. Following the welcome ceremony, Bob Baker, an economic policy consultant specializing in agricul-

ture economic research, discussed world economic pressures and opportunities facing agriculture.

Lance Sharp with Copeland Insurance Agency provided details on the new Safe Auto Affinity Program. The program provides KCA members, that have Safe Auto Farm and Ranch Coverage, the possible opportunity to save money with annual dividends paid back on their premiums.

Dr. Tom Noffsinger returned to the convention with an updated presentation covering low stress livestock handling methods geared toward proper stockmanship. Finally, the Packer Representative Forum included large packer, regulation, and independent processing sectors for answering questions

and dispelling myths of the meat processing industry. The panel was made up of Rick Jones, Greg Davis, and Bruce Carselowey.

The KCA Trade Show took place over the two day convention. Twenty-eight exhibitors from nine different states displayed prod-

ucts and services ranging from cattle equipment to legal services. For a full list of exhibitors and sponsors, visit [www.kansascattlemen.com](http://www.kansascattlemen.com).

Ruma-Lic Liquid Feed sponsored a social hour with open bar and hors d'oeuvres on Saturday evening. Following the social hour was the Annual KCA Benefit Auction. Members and other participants contributed over 50 items including custom Demand USA-Beef cutting boards, Hay Monster feeders, a steak dinner, toolbox, a side of beef, a VetGun, and also a Certified Black Angus Heifer. In all, the auction raised nearly \$15,000 to help support KCA and the KCA and GoBob Pipe and Steel Scholarship Program.





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## David & Ginny Pfrang Awarded 2017 Legacy Award

KCA awarded the 2017 Legacy Award on October 27, at the annual convention and trade show. This year, the award was given jointly to David & Ginny Pfrang of Nemaha county.

David & Ginny Pfrang are farmers and ranchers from Goff, Kansas. As independent agriculturalists, the Pfrangs have been influential in improving the industry for the benefit of cattlemen throughout the state and country. Being on the forefront of checkoff reform for more than 20 years, their mission has been to instill integrity to the Beef Checkoff and to ensure that funds directly benefit those that pay into the program.

David Pfrang joined Kansas Cattlemen's Association as a member in 1999. Serving on the KCA Board of Directors for two different terms, Pfrang has held multiple positions on the executive committee including Treasurer, Vice-President, and President. Whether he was a director or just in the role of a general member, David Pfrang has always been actively involved in KCA.

At many farm shows, attendees can visit with the Pfrangs as they volunteer at the KCA booth. David always enjoys striking up conversations about the latest news and issues facing producers. David & Ginny also host a number of events in northeast Kansas, from regional meetings to fundraising, that bring awareness to how regulations and policies are impacting his neighbors, friends, and fellow cattlemen.

Not only are the Pfrangs active in the cattle industry, community service is an important factor as well. They continue to be active in their local community, church and the schools.

One might use "determined" as a way to best describe David Pfrang, but he always remains light hearted and uses humor and excitement to drive his point across. "The biggest thing that gets me in trouble is that I get involved," he laughingly says.



Watching bureaucracy at work and how improvements and needed change come at such a slow pace, the Pfrangs are always pushing to speed up the processes to make a positive difference in all aspects of rural life and agriculture.

Although passionate about industry issues and community service, the Pfrangs are most proud to be the parents of three beautiful and smart daughters, Nicole, Keri, and Alena.

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# Safe Auto Affinity Program, A New Benefit Coming to KCA Members


Kansas Cattlemen's Association (KCA) is excited to announce that we will soon be launching a new program in collaboration with Safe Auto. In early fall, Lance Sharp with Copeland Insurance approached the KCA Board of Directors about a possible collaboration between KCA and Safe Auto. After exploring the details of the program, the KCA Board made the decision to move forward with the program.

Enhancing the value of your Kansas Cattlemen's Association membership remains one of our priorities. With operational expenses of the ranch rising, insurance coverage for your farm or ranch, including coverage for your home, farm buildings, farm vehicles and liability from your farming operation, is a concern for all members. We have seen very little relief in premiums the past few years, and this program provides an opportunity to bring some of those dollars back to the ranch.

The Safe Auto program will allow for participating members to receive an annual dividend payout based on our group's performance. Similar programs have seen tremendous success in putting money back in participant's pockets, and this program is ex-

clusive to KCA members.

We selected State Auto for a variety of reasons, including over 80 years writing farm insurance, premier farm insurance products, statewide coverage for our Kansas members and possibly even out-of-state member eligibility, and local State Auto agents.



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- Dividends are not pro-rated. Active policy holders receive full dividends regardless of purchase date.

KCA does not contract to buy or sell insurance products of any kind to our members, and does not receive any commissions or payments directly related to membership purchases of insurance products. As a reminder, KCA board and staff members will not contact you to market insurance products, nor can they answer any questions regarding your current or

future insurance coverage needs. KCA recommends calling your local insurance agent.

We will provide additional information on the Affinity Program with Safe Auto as it becomes available. The program is gearing up and will be ready to launch in early 2018.



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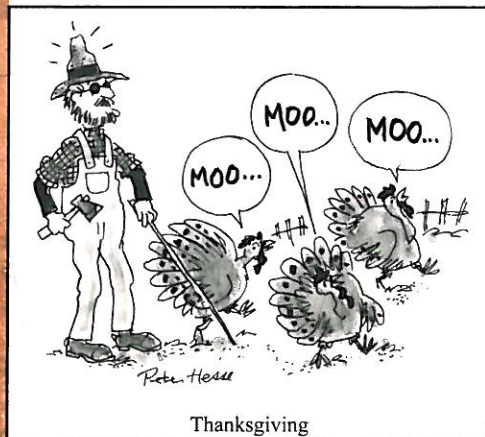
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# Have a Safe and Happy Thanksgiving!





## Message from the President.....Alan Stewart

WOW! What a great convention! I would like to take this opportunity to thank all the members for attending the 19th Annual KCA Convention in Newton. My thanks also to the exhibitors for spending the two days of convention informing us of their goods and services.

We have some amazing volunteers I would like to thank as well: Kim Woodall, Bob Baker, Wendy Cantrell and Dan Mahurin, Roberta Ney, and Charlotte Stewart. Without the helping hands of our volunteers, the setup and operation of convention would not be as well-organized.

I can't say enough positive words about the KCA staff. Their diligence and work ethics showed at the convention. So, thank you Tyler Dupy, Jodie McNutt, and Gayle Fielder for all that you do for KCA.

KCA is proud to provide a convention and annual membership meeting, that is open to the public, where each producer has the right to be heard while we set policy.

Some attendees questioned me about our affiliations, and I would like to set the record straight. KCA is an organization affiliated solely with our agriculture-producing members. Although we are happy to work with organizations like United States Cattlemen's Association, R-Calf USA, and others, it is ultimately our membership's resolutions, set solely by KCA members, that guide our great organization. Only independently, can we stand for the principles and priorities of KCA members without the possibility of external influences.

We had a very busy annual membership meeting. We are sending eighteen initiatives to the ballot, including fifteen renewed resolutions, one modified resolution, and one newly proposed resolution. The final wording of the proposed resolution concerns me, and I will be voting to reject this resolution.

The resolution is Ballot Item #17 and it reads, "Kansas Cattlemen's Association does not support the Global Roundtable or the US Roundtable for Sustainable Beef in implementing their interpretation of sustainable beef." The problem for me is the resolution fails to provide the USRSB and GRSB definition of sustainable beef and the specific priorities of their agenda. The lack of this information in the resolution binds us to oppose anything and everything they define. That

could put the association in a situation where we have conflicting policies. We need to step back and rewrite this policy to reject the specifics of the dangerous agenda of the US Roundtable for Sustainable Beef, not the definition that could change as time goes on.

And with that, I would like to thank each and every member that attended the Annual Membership Meeting. It takes courage to take the floor, stand before your peers, and debate policy. That is especially true when standing to speak an opposing view. We are blessed to all be God's children raising our livestock in the paradise of the plains. We all have the same goal...healthy cattle, to market, for a profit. As a past KCA President often said, "You are an Independent Kansas Cattleman."



From left to right: Former KCA President DJ Edwards, Bob Baker, Former KCA President Perry Owens, Current KCA President Alan Stewart, Former KCA President John Ney.

According to Bob Baker, this organization has "Leadership to be proud of," and I couldn't agree more. After nearly three years on the board, I have been through many meetings where the board spends much of its time discussing interpretations of the resolutions while debating policy. That will not change for this board or future directors, as we take the membership resolutions very seriously. It is an honor to serve with that trust and faith you have placed in us.

Until next time, God Bless.

Alan Stewart





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Oct 16	111,527	98,584	103,671
Oct 23	108,552	68,290	71,519
Oct 30	123,052	148,509	103,432

**Kansas**

Period	Current	Prior Year	3yr Avg
Oct 09	14,958	18,836	14,752
Oct 16	18,221	17,504	14,300
Oct 23	17,057	8,082	7,044
Oct 30	20,151	24,169	14,344

Data Courtesy of USDA AMS

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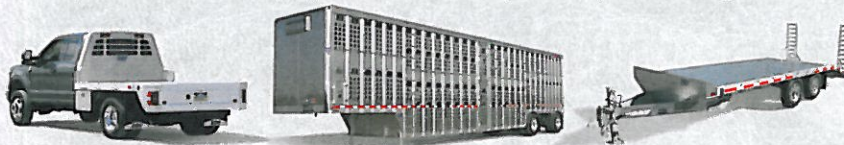
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- Executive Intelligence Review
- GoBob Pipe & Steel Sales
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- Kansas Soybean Commission
- KWLS 107.9 Radio
- Lewis Cattle Oilers
- Liquid Plus Feeds
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- Master-Hand Milling
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- Multimin USA
- Nature's Formula
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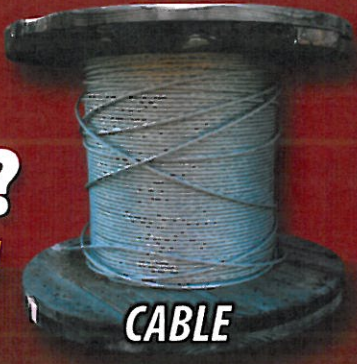
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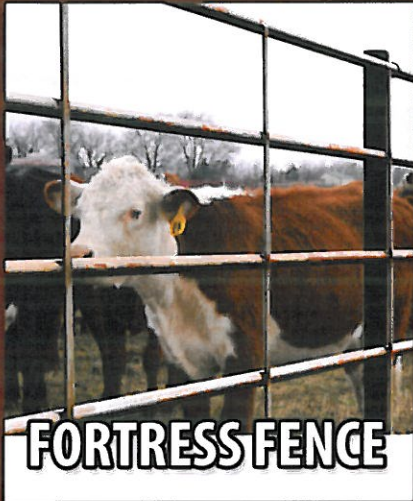


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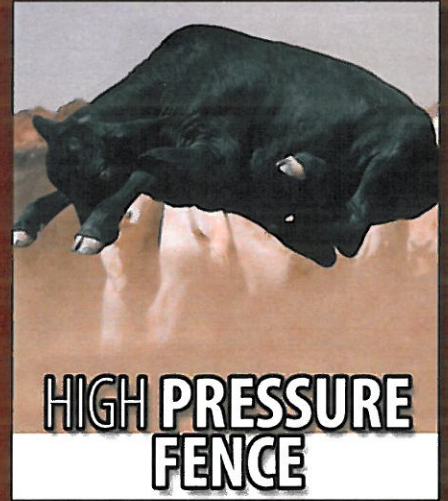


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# KCA Sets Policy During Annual Membership Meeting

Members of the Kansas Cattlemen's Association came together on October 27, 2017 for the KCA Annual Business Meeting. The meeting takes place each year as part of convention. Attendees received updated business reports, reviewed resolutions and bylaws, and made nominations for the board of directors.

language approved for the ballot reads, "Whereas the EPA is trying to regulate cattle emissions currently under the Clean Air Act or under any other instruments that may come in the future, be it resolved, KCA supports immunity from emissions regulations for livestock producers.

The agenda included the review of sixteen resolutions that are set to expire effective December 31, 2017. Topics reviewed included Legislative work at the state and federal levels, mandatory price reporting, beef checkoff, captive supplies, trade, disaster assistance, Packers and Stockyards Act of 1921, cattle rustling, mergers, and concentration of the packing industry.

A new resolution was proposed during the meeting. The resolution reads, "Kansas Cattlemen's Association does not support the Global Round Table or the US Round Table for Sustainable Beef in implementing their interpretation of sustainable beef." The initial resolution failed to gain membership approval.

The attendees agreed to renew fifteen of the resolutions. The terminology of the cattle emissions resolution was called into question during the review. The language was modified by striking, "Whereas there is no approved test to accurately measure livestock emissions," and "Furthermore, there is data to show that cattle emissions are not a detriment to the environment." The final

Three board member terms will expire in April 2018. The membership nominated Nicole Pfrang, Greg Davis, and Andy Miller to three-year terms. Each of the nominees accepted their nomination.

All of the decisions coming out of the annual membership meeting are currently before the membership for ballot vote. Ballots postmarked on or before December 10, 2017 will be tallied to determine passage or failure.



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		Ron Estes 202-225-6216	Jerry Moran 202-224-6521



## Secretary Perdue Withdraws GIPSA Farmer Fair Practices Rules

The Trump Administration announced it will withdraw regulations related to the buying and selling of livestock. The decision came about when Agriculture Secretary Sonny Perdue decided not to move forward with an interim final rule of the Farmer Fair Practices Rules, which was written in 2016 by the U.S. Department of Agriculture's Grain Inspection, Packers and Stockyards Administration (GIPSA). The agency also announced it will take no further action on a proposed regulation of the Farmer Fair Practices Rules.

The interim final rule would have broadened the scope of the Packers and Stockyards Act (PSA) of 1921 related to using "unfair, unjustly discriminatory or deceptive practices" and to the giving of "undue or unreasonable preferences or advantages." Specifically, it would have made such actions per se violations of federal law even if they didn't harm competition or cause competitive injury, prerequisites for winning PSA cases.

USDA, in 2010, proposed several PSA provisions, collectively known as the GIPSA Rule, that Congress mandated in the 2008 Farm Bill. Although lawmakers did not include a provision eliminating

the need to prove a competitive injury to win a PSA lawsuit, the agency included one in its proposed regulation.

Some industry groups claimed that eliminating the need to prove injury to competition would have prompted an explosion in PSA lawsuits resulting in high costs and legal uncertainty. It likely would



have caused further vertical integration of the livestock production industry and driven packers to control higher levels of captive supplies they argued.

KCA supports implementation of stronger GIPSA rules and argues for fair and increased competition in what is a highly concentrated beef packer environment. KCA contends that the threshold to prove harm to the entire industry, when seeking relief from packers, is egregious given the vertically integrated marketplace.



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What: Regional Meeting

When: December 5, 2017

Where: Ellis Fine Arts Center

Time: Dinner Served 5:30pm

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## Schedule of Events

**December 05** SEKS Regional Meeting  
 Fort Scott, Kansas

**December 10** KCA Ballot Deadline

**March 2018** SWKS Regional Meeting  
 Garden City, Kansas



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