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Kansas State University

Dept. of Agricultural Economics



*"Knowledge for Life"*

## SCHEDULE

- 9:00 Registration (*rolls, coffee/juice*)
- 9:30 *Beef Profitability & Outlook*  
**Glynn Tonsor**
- 10:15 *Sell Cows, Build Herd, or Get Out?*  
**Kevin Dhuyvetter**
- 11:00 Break
- 11:15 *Matching Grass to Calving*  
**K.C. Olson**
- 12:00 Lunch
- 12:45 *Panel: Feedlot Perspectives*  
**Berry Bortz, Jerry Bohn,  
Josh Mueller**
- 1:45 *Using the AgManager Cattle Tools*  
**Rich Llewelyn**
- 2:15 *Formulating Price Forecasts Using  
Readily Available Information*  
**Glynn Tonsor, Kevin Dhuyvetter**
- 3:00 Conference Adjourns

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# 2011-2012

## Kansas State University

# AG PROFITABILITY CONFERENCE

## January 12, 2012

## Whiteside Community Building

5917 W Mills Ave.  
**Hutchinson, KS**



Kansas State University  
Department of Agricultural Economics

# MEET THE SPEAKERS

## Kevin Dhuyvetter

Kevin Dhuyvetter assists farmers, landowners, and others throughout Kansas with risk and return assessment of alternative crop and livestock production and marketing systems. He works extensively with land-related issues such as buying and leasing land. Current research projects are looking at factors impacting land values, economics of no-tillage and other crop-related production technologies, the economics of grazing systems, and factors affecting feeder cattle prices and basis, and the economic returns of alternative dairy systems. One of Kevin's trademarks is his development of decision tools that can be used by clientele for helping them with the myriad of decisions they face in their operations.

## Glynn Tonsor

Glynn Tonsor joined the Dept. of Agricultural Economics at Kansas State University in March 2010 as an Assistant Professor. He obtained his Ph.D. from KSU in 2006 and was an Assistant Professor in the Dept. of Agricultural, Food, and Resource Economics at Michigan State University from May 2006 to March 2010. Glynn's current efforts are primarily devoted to a range of integrated research and extension activities with particular focus on the cattle/beef and swine/pork industries. Through applied research and first-hand knowledge with livestock production, Glynn has expertise in topics including animal identification and traceability, animal welfare and handling, food safety, and price risk management. Glynn's research on a host of livestock economic issues has resulted in numerous published journal articles and other publications.

## Rich Llewelyn

Rich Llewelyn is an Extension Assistant in the Department of Agricultural Economics at K-State. Raised on a farm in Riley, KS, he is a graduate of K-State with a PhD in Agricultural Economics in 1995. He then spent 10 years teaching economics and working with urban community development in Surabaya, Indonesia before returning to Kansas in 2006 to work with the AgManager.info website and departmental conferences, including the Risk and Profit conference and the Ag Profitability conferences.

## K.C. Olson

K.C. Olson is an associate professor of cow-calf nutrition and management. He is actively involved in the education programs at KSU and takes great pleasure in the privilege of helping to train the next generation of Great Plains ranchers and farmers. KC's research program addresses questions that directly affect beef industry profitability. Specific areas of research include: nutritional management of cattle grazing native range; effects of calthood nutritional management on carcass quality and value; and factors influencing grazing behavior. KC holds advanced degrees from Kansas State University and North Dakota State University. KC originally hails from northwestern North Dakota, where he grew up on a commercial cow-calf and ranch horse operation. KC, his wife Karli, and sons Charles and Theodore reside near Allen, KS. In his off-time, KC enjoys spending time with his family, being active in his church, and practicing martial arts.

## Berry Bortz

Berry Bortz of CB Farms has a diversified operation that includes registered Black Angus, a commercial cattle herd, feeder cattle, a small feedlot, as well as an irrigated and dry-land farming operation. Berry and Carla Bortz are a Kansas Master Farmer and Homemaker.

## Jerry Bohn

Jerry Bohn oversees the 38,000 head Pratt Feeders, LLC, as the General Manager. Jerry joined Pratt Feeders as the general manager in 1982 after leaving Cattle-Fax as the director of market analysis. Pratt Feeders is one of the most efficient feedlots in the industry. Jerry Bohn and Pratt Feeders were awarded Feedlot Partner of the Year by Certified Angus Beef.

## Josh Mueller

Josh Mueller has a BS in Animal Science and a minor in Business from Kansas State University. He has been an independent contractor for Superior Livestock Auction since 2003. He maintains a livestock order buying business, along with his cow/calf, stocker backgrounding operation.

# 2011-2012 AG PROFITABILITY CONFERENCE

Registration

January 12, 2012

Hutchinson, Kansas

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

**Lunch included.**

**\$20 if pre-registered by:**

**January 9, 2012**

**After deadline: \$30**

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**Send registrations to:**

**Reno County Extension Office**

**2 West 10th, South Hutchinson, KS 67505**

**For more information contact:**

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Glenn Newdigger: 549.3502 or [gnewdigg@ksu.edu](mailto:gnewdigg@ksu.edu)

Tim Marshall: 620.886.3971 or [tmarshal@ksu.edu](mailto:tmarshal@ksu.edu)

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