

CONFERENCE INFORMATION

Registration with payment of \$60 per person is due by Friday, July 31. Morning and afternoon refreshments and noon meal are provided.

For credit card payment go to <http://www.asi.ksu.edu/beefconference>

Make checks payable to **K-State Beef Conference**. Send form and payment to:
K-State Beef Conference
Kansas State University
139 Call Hall
Manhattan, Kansas 66506

Note: *Full payment must be submitted with this form. Forms without payment will not be processed. **Early registration ends on Friday, July 31.**

PARKING

Parking permits will be mailed upon request prior to July 31. Parking will be on the east side of the Veterinary Medicine Complex. Parking in Client Parking on the west side is for clients only and is not allowed for the conference.

Updates to the Conference information can be found on the Animal Sciences website at <http://www.asi.ksu.edu/beefconference>. For special accommodations call Dr. Larry Hollis at 785-532-1246. For registration information, please contact Linda Siebold at 785-532-1281 or lsiebold@ksu.edu.

Kansas State University is committed to making its services, activities, and programs accessible to all participants. If you have special requirements due to physical, vision, or hearing disability, contact Larry Hollis, Extension Specialist, 785-532-1246.

**Kansas State University
Agricultural Experiment Station
And Cooperative Extension Service
Manhattan, Kansas**

K-State Research and Extension is an equal opportunity provider and employer. Issued in furtherance of Cooperative Extension Work, Acts of May 8 and June 30, 1914, as amended. Kansas State University, County Extension Councils, Extension Districts, and United States Department of Agriculture Cooperating, Fred A. Cholick, Director.

Department of Animal Sciences and Industry
139 Call Hall
Manhattan, KS 66506-1600

2009



Making Money in Hard Times

**Keynote Speaker:
Troy Marshall**

**August 13, 2009
9:00 a.m – 5:00 p.m.**

**Frick Auditorium in Mosier Hall
Veterinary Medicine Complex
Kansas State University
Manhattan, Kansas**



Making Money in Hard Times

The K-State Beef Conference - especially geared for Cow-Calf Producers and designed to provide take-home knowledge that will enhance the ability of cow/calf producers to improve profitability.

Troy Marshall, a CSU animal science graduate, is first and foremost a beef producer. He and his wife, Lorna (a KSU graduate) and their 3 children run a seedstock operation outside Burlington, Colorado. He is a previous market analyst for Cattle-Fax, past director of Commercial Marketing for 2 different breed associations, Editor of The Seedstock Digest, recipient of the 2003 BIF Ambassador Award, Founder of the Center for Improving Beef Profitability, and Contributing Editor of BEEF Magazine's Cow-Calf Weekly e-newsletter. He is a visionary, straight-shooting individual who regularly comments on political, activist, and production issues affecting American agriculture and the beef industry.

8:00 Registration begins

9:00 Program Begins

9:00 Issues Facing the Beef Industry
Troy Marshall

9:30 Replacements: Raise them or buy them?
Sandy Johnson
KSU NW Area Specialist

10:00 Break

10:30 Animal welfare: It's your business!
Dan Thomson
KSU Beef Cattle Institute

11:00 Management strategies affecting calf marketability
Karl Harborth
KSU SE Area Specialist
Lee Schulz
KSU Ag Economics
Kevin Dhuyvetter
KSU Ag Economics

12:00 Lunch

1:00 Options to extend the grazing season - Cool season annuals
Stacey Gunther
USDA ARS Woodward, OK

1:45 Options to extend the grazing season - Crop residues
Rick Funston
University of Nebraska
Beef Specialist

2:30 Mineral needs to complement ethanol by-product feeding
Justin Waggoner
KSU SW Area Beef Systems
Specialist

3:00 Break

3:30 Managing price risk in Cow/Calf operations
Kevin Dhuyvetter
KSU Ag Economics

4:15 Opportunities facing the Cow/Calf producer
Troy Marshall



Name: _____ Organization: _____

Address: _____

City: _____ State: _____ Zip: _____

Email: _____

Number registered _____ @ \$60.00 per person = \$ _____ Checks payable to : **K-State Beef Conference**
Additional names:

Return form and payment to: **K-State Beef Conference**
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