

# KANSAS HEREFORD ASSOCIATION TOUR

**August 27, 2022**

This one day tour is a bit different than tours we have had in the past, but looks to be an interesting one in many ways. If you come in on Friday night the 26th, there are a couple of motels we have reserved rooms at. One is the Foxtrot Inn in Coldwater. The number there is 620-518-2541. The rooms set aside there are \$62.50 and are a variety of kings and double queens and there is a restaraunt available next to the motel. We also have a block of rooms at the Best Western Plus in Greensburg. The number there is 620-723-2244. The rooms there are all double queens and are \$119.00. In Greensburg there is also the option of two nights in case you would like to stay over on Saturday the 27th after the tour. Both blocks of rooms will be held until August 10th. Please make your own reservations. If you can, send me an email, text or phone call if you plan to attend so we can get an approximate count for meals. But also, come even if it is at the last minute. There is always plenty!!

## TOUR SCHEDULE

**Saturday, August 27 8:30 to 11:00 a.m.**

We will gather up at Mike and Jane Deewall's at 9:00 in the morning. Deewall Herefords is located 8 miles south of Coldwater on Kansas Highway 1 and is on the east side of the highway. Easy to find. Mike and Jane will be showing us their registered herd of intensely linebred Advance Domino and President Domino cows and the bulls they produce that originated at the Franklin Nash Ranch in Colorado where Jane grew up. These cows have been linebred since 1914. Deewalls are located 1/2 mile south of where Mike's Great Grandfather Edward settled when he arrived from Illinois in 1892. They will also share the history, and show the commercial cows that have been on that land since that arrival in 1892. This will be a great chance to see Hereford history at it's finest. Mike and Jane will talk their cattle at 9 or so.

We will enjoy snacks, coffee, tea and water at Deewall's and will depart from their stop at approximately 11:00 to go to our second stop.

**Saturday, August 27 12:00 p.m.**

We will then travel north from Deewall's to Sandhill Farms, the home of Kevin & Vera Schultz and their family at 2048 280th Ave., Haviland, KS. Sandhill Farms Polled Herefords is well known for raising functional, high performance Polled Herefords that employ all the modern tools to produce for their customers breeding stock that will exhibit traits that are important to the beef industry. Their goals are to add value to their commercial customer's cattle through every phase of the beef production process. Sandhills is a multi-generational family operation including three generations that are all involved with the day to day operation of the ranch. They also feed out cattle and track the progress in the commercial herds they service.

We will arrive at Sandhill Farm's in time for a noon meal and then will spend time allowing Kevin and Tyler to explain the history of the ranch and their breeding program and it's goals, along with viewing the cattle that they will have on display.

After that, at about 2:00 p.m., we will have a panel discussion/ question answer period with a panel that Kevin has put together. That is explained on the next page. This is going to be a relaxed tour and will give us all plenty of time to enjoy the cattle and their hosts, along with catching up with friends and a chance to listen to experts in the field and learn.

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Kevin Schultz, Sandhill Farms has put together a panel discussion that will be available for tour goers to participate in at his tour stop on Saturday the 27th of August. After we have viewed the Sandhills cattle and heard the history and philosophy behind them, we will go inside and be able to have a time of updating ourselves as to where we are in the beef industry. In these ever changing times of high feed costs, high fuel and other input costs, “future” beef and societal upheaval, we will have a chance to listen, talk, and ask questions as to the present and future state of the beef industry and how Herefords and our operations fit into this scenario.

The title of the program will be “Where is the Cheese Moving in the Next 10 Years”, from the book titled “Who Moved the Cheese?” Panelists will be:

Jarrold Gillig - President, Business Operations and Supply Chain with Cargill. Jarrold will cover the packer side of the equation.

Tom Jones - Tom is with High Plains Feed Yard from Montezuma, KS and will cover the feeding sector.

David Clawson - David is a commercial cattleman and owner of High Plains Ponderosa Dairy, a dairy operation of 19,000 cows. He will cover the commercial cattle industry and beef on dairy.

The intent of this panel discussion and question/answer period is to have these men discuss their profit drivers and how they will be changing as time goes on. Hopefully there will be much open discussion and questions from people attending the tour.