

Approved April 1, 1986  
Date

MINUTES OF THE Senate COMMITTEE ON Agriculture

The meeting was called to order by Senator Allen at  
Chairperson

10:12 a.m./~~p.m.~~ on March 26, 1986 in room 423-S of the Capitol.

All members were present ~~except~~

Committee staff present: Raney Gilliland, Legislative Research Department  
Bruce Kenzie, Revisor of Statutes Department

Conferees appearing before the committee: Harland Priddle, State Board of Agriculture  
Bill Fuller, Kansas Farm Bureau  
Joe Rickabaugh, Kansas Livestock Association  
Kathy Peterson, Committee of Farm Organizations  
Dr. Walter Woods, Dean of Agriculture, Kansas  
State University

Senator Allen called the Committee to order and asked staff to brief the Committee on HB 2640.

Mr. Gilliland explained that HB 2640 was written as a result of the Summer Interim Study Proposal #3. The bill, if passed, would statutorily create the International Livestock Program to be administered by the head of the Animal Science and Industry Department at Kansas State University. The purpose of the Program is to assist producers in the foreign marketing of livestock products and commodities and to provide research and technical assistance to foreign buyers. HB 2640 establishes an advisory committee of livestock organizations within the state and also provides funding for the program.

The Chairman thanked staff and called on Harland Priddle to testify.

Mr. Priddle gave copies of his testimony to the Committee (attachment 1). Mr. Priddle expressed support for the International Livestock Program, a complimentary program that would not duplicate any other program. He stated that the program would give Kansas the opportunity to sell live animals and value added meat products to other countries.

During Committee discussion Mr. Priddle stated he was in agreement with the deletion of words 'meat promotion' from the title of the program. He answered that the Summer Interim Committee recommended the program be funded by the state.

The Chairman thanked Mr. Priddle and called on Bill Fuller to testify.

Mr. Fuller handed copies of his testimony to the Committee members (attachment 2). Mr. Fuller expressed support for the program and encouraged favorable action by the Committee, the Legislature, and the Governor and for the Legislature to fully fund the proposed program for the total budget of \$250,000.

The Chairman thanked Mr. Fuller and called on Mr. Rickabaugh to testify.

Mr. Rickabaugh gave copies of his testimony to the Committee (attachment 3). Mr. Rickabaugh requested the Committees' support for HB 2640 and recommended favorable vote by the full Senate.

The Chairman thanked Mr. Rickabaugh and called on Kathy Peterson to testify.

Ms. Peterson gave copies of her testimony to the Committee (attachment 4).

CONTINUATION SHEET

MINUTES OF THE Senate COMMITTEE ON Agriculture,  
room 423-S, Statehouse, at 10:12 a.m. ~~XX~~ on March 26, 1986.

Ms. Peterson expressed the support of the twenty-one organizations that make up the Committee of Kansas Farm Organizations for HB 2640 and recommended favorable consideration by the Committee.

The Chairman thanked Ms. Peterson and called on Dr. Walter Woods to testify.

Dr. Woods said that he and the Secretary of Agriculture had been working together on market development and educational programs. He requested this Committee view the International Grains Program and the International Livestock Program as complimentary programs. Dr. Woods stated that Taiwan is interested in educational help to learn about raising beef and dairy cattle and information about animal products that would be a part of those kind of cattle operations. He reported that staff from Kansas State are checking to see if the International Livestock Program could work in this area of education that Taiwan is requesting.

In answer to Committee questions, Dr. Able stated that the program had to have been funded by the state before the federal will grant them a \$100,000 grant. Dr. Woods stated that he felt by careful scheduling the present staff at Kansas State can administer the International Livestock Program.

Dr. Woods agreed that if the federal grant would be for only one year that then the program would need more funding from the state.

As Committee time was up, the Chairman requested the remaining conferees to return for the next Committee meeting at which time they could present their testimony. The conferees agreed. The Chairman adjourned the Committee at 11:00 a.m.



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TESTIMONY

to

SENATE AGRICULTURE COMMITTEE

on

HOUSE BILL 2640

by

HARLAND E. PRIDDLE  
SECRETARY  
KANSAS STATE BOARD OF AGRICULTURE

March 26, 1986

3/26/86 Sen. Ag.  
attachment 1

Mr. Chairman, the Kansas State Board of Agriculture supports the establishment of an International Livestock Program. It will assist us in developing markets for agricultural products as a result of the students attending the courses at Kansas State University. This concept is currently used in the International Grains Program and we believe it will be effective in the International Livestock Program as well. In our market development efforts and international travel, we have seen positive proof of the need for such a program and will work to provide students as well as assist the sale of livestock from their attendance.

To give you an example of the concept of operation as currently developed, we believe national level cooperators, such as U.S. Feed Grains and American Soybean Association, will be principal contacts for providing individuals who will attend the courses at Kansas State University. At the present time, U.S. Feed Grains Council has offices in 14 overseas locations with 175 projects in 50 countries. American Soybean Association has 11 overseas offices with 377 projects in 79 different countries. In their day-to-day market development activities, they are continually observing the need for technical training, assistance, and education. Their efforts are not centered in developed countries, such as Canada and Australia, but in the lesser developed countries in the market development areas who will be receiving agricultural products in the future. In other words, there is little chance of technology transfer to a competing nation in the future.

As means of practical application already in progress, the Kansas State Board of Agriculture working closely with the current Director of the International Livestock Program, Dr. Bill Able, was able to arrange a series of seminars to be presented to officials at the Taiwan Sugar Corporation and the Republic of China on Taiwan. Dr. Bill Able is conducting those seminars during this week and will return to Kansas State on March 31. Taiwan Sugar has indicated their interest in purchasing large numbers of beef and dairy cattle from the United States and we believe Kansas should be the source for those purchases. The presentation of seminars to Taiwan Sugar officials will begin the planning phase for providing them courses in nutrition, management, reproduction, and other similar courses being offered by the International Livestock Program. Kansas State Board of Agriculture has arranged for the President of Taiwan Sugar Corporation to visit Kansas within the next three weeks. I cite this to give you a practical example of

the complementary way of agencies working together in a program like the International Livestock Program. Coordinating this effort with USDA and other national level agencies in August of last year, we were advised that it was the only one of its kind and would serve a need for the entire market development activities of the United States. We believe it will bring economic benefit to the livestock and other associated product industries to Kansans first and to the nation second. For these reasons, we fully support the International Livestock Program at Kansas State University.



# PUBLIC POLICY STATEMENT

SENATE AGRICULTURE COMMITTEE  
Senator Jim Allen, Chairman  
March 26, 1986

RE: Establishing the International Livestock Program - H.B. 2640

Presented by:  
Bill R. Fuller, Assistant Director  
Public Affairs Division  
KANSAS FARM BUREAU

\* \* \* \* \*

Mr. Chairman and members of the Committee:

I am Bill Fuller, Assistant Director of the Public Affairs Division of Kansas Farm Bureau. I am speaking on behalf of the farmers and ranchers who are members of Kansas Farm Bureau. We are PROPONENTS of H.B. 2640 ... establishing the International Livestock Program.

We have long-standing support for the development of an International Livestock Program in Kansas. In fact, Farm Bureau joined a group of state and national leaders, elected officials and KSU administrators in a meeting in Manhattan on November 14, 1984. The purpose of that meeting was to discuss the merits and feasibility of developing an "International Livestock and Export Trade Center." Our support has grown to the point where the Delegates representing the 105 County Farm Bureaus at the 67th Annual Meeting of KFB adopted this policy statement ... "We support establishment of an International Meats Research and Export Trade Center at Kansas State University which will enhance export opportunities."

3/26/86 Sen. Ag.  
attachment 2

Farm Bureau is proud to have had an active part in pursuing the concept, developing and supporting the International **Grains** Program that was created at KSU in 1978. We agree with the editorial, **Sowing Positive Seeds** (see attachment A) ... "the State of Kansas is becoming adept at sales and marketing ... training people in the use of grain will increase consumption ... the program works ... excellent public relations plan in the marketing of Kansas grain." With proper support, we believe the International **Livestock** Program can provide similar benefits to Kansas producers and reach the level of international effectiveness and respect that has been achieved by the International **Grains** Program. When you allow yourself to look into the future, at some point down the road, the programs (IGP and ILP) may be merged into one International Grain and Livestock Trade Center for the benefit of all Kansas agriculture.

A recent and timely editorial, **Kansas is No. 1**, announces that Kansas has become the No. 1 beef packer in the United States ... production at Kansas beef plants has more than doubled since 1980 ... employment in the packing plants have also increased (1985 - 17% higher than 1984) ... this new beef ranking gives Kansas a triple crown, Kansas also leads in wheat and sorghum production (see attachment B).

All Kansans can take pride in Kansas' No. 1 rankings. However, there is a problem ... the export market represents only **1.3 percent of all beef produced in the U.S.** With so much dependence on the domestic market, the U.S. has been left behind nations such as Australia and New Zealand ... who depend heavily



on their beef export trade.

Look at the export of Kansas beef to Japan for example: Although the U.S. will continue to be the most reliable supplier of quality food products, Japan remains dedicated to improving its own domestic agricultural production. However, Japan's grain self-sufficiency rate totals only 32 percent ... lowest of all developed countries. We believe a great potential exists in Japan alone ... if we try to learn that country's needs and if we are willing to become marketers and not just sellers.

The increasing "health-awareness" trend is also sweeping through Japanese consumers. Misunderstanding and misinformation have created myths that have decreased meat consumption. Examples of myths include:

**MYTH:**

Beef is high in cholesterol.

**FACT:**

Three ounces of cooked lean beef contain 73 milligrams of cholesterol. By comparison, the same amount of roast chicken contains 76 mg; fried chicken, 74 mg; pork, 77 mg; shrimp, 130 mg; cheddar cheese, 90 mg. /Of course, the human body NEEDS cholesterol—some 1,000 milligrams a day—and the body normally will manufacture the difference between the amount consumed and the amount it requires. The standard three-ounce serving of beef provides only about eight percent of the cholesterol the body needs.

**MYTH:**

Beef is high in calories.

**FACT:**

Three ounces of lean roast beef contain 169 calories; three ounces of top loin (strip) steak contain 195 calories. Three ounces of baked chicken, without skin, contain 174 calories while three ounces of fried chicken, with skin, contain 209 calories. Actually, beef is ideal for modern, low-calorie diets because today's leaner cattle provide beef that is, on the average, ten percent lower in calories than it was in years past.

The International Livestock Program can help set the record straight and assist in expanding exports.

We believe the scope of the International Livestock Program should be broad ... with a **major emphasis on support programs to expand the export of meats.** To better identify the program with this emphasis, we recommend amending the name ... **INTERNATIONAL MEATS AND LIVESTOCK PROGRAM.** We believe this emphasis and name change is important and can be supported based on several factors in addition to the fact Kansas has become the Number One beef packer in the U.S.:

1. KFB has been actively involved with the Legislative Commission on Economic Development this Session. We are promoting the development, production and the marketing of "value-added" agricultural products as we expand Kansas' efforts on economic development. Dr. Walter Woods, Dean of the College of Agriculture, KSU, in promoting the need for additional value-added research at a meeting in December with KBA, KCCI and KFB explained: "Value-added production is the adding of labor services to agricultural commodities produced in Kansas. These activities may include conditioning, storing, packaging, and processing. It may include repositioning existing products or the development of entire new products. The greatest benefit would be in the form of employment of local people in processing facilities." We believe that selling our value-added products (meats) in other Nations can be more helpful to Kansans, than assisting other Nations in increasing their meat production.

2. Renovation and expansion recently began on KSU's Weber Hall. The \$6.7 million project will update and expand the meats labs, research facilities and classrooms in this building originally constructed in 1957. The ability to make "value-added" (restructured, formed, cured) processed meats will be available, which was not in the past. Don Kropf, a Meats Researcher at KSU, told a Cattleman's Day audience at KSU recently on March 23, "What this industry needs is not a better mousetrap, but development of value-added products from our most plentiful natural resources, in the meats area, I'd call it new product development." We agree! (See attachment C).

Let's look at the bill. Our suggested amendment was approved by the House Agriculture Committee ... add "Meat" to title and expand the Advisory Committee to include: "Kansas meat processing association" (lines 0063-0064) and "National Meat Packers Association" (line 0065-0066). However, you can see another word "Promotion," was also added to the title to make the name ... **International Meat Promotion and Livestock Program**. The words "Meat Promotion" were struck from the bill on the House floor. It was stated this title change caused confusion with an existing program at Iowa State University and efforts by the U.S. Meat Export Federation in Denver. It is our understanding that most, if

not all, of the concerns centered around the word "Promotion," not the word "Meat" in the title.

Also, it was stated on the House floor that brochures have been printed to promote the program ... and there would be an expense associated with reprinting to include the amended name. I suggest a reprint is now needed to place more emphasis on meats (value-added products) and include other changes that may be made by the Advisory Committee which is created in this bill. We feel so strongly about the need to add the word "Meats" to the title, if the expense of reprinting the brochures is a problem that becomes the deciding factor, **Kansas Farm Bureau will fund the reprint of the brochures.** Yes, we believe the emphasis of value-added products ... Meats ... is very important.

In closing, we urge this Committee, the Legislature and Governor to assure the program is adequately funded at \$250,000. We do not consider this an expense to the State ... rather an investment. Thank you for this opportunity to express the support of the farmers and ranchers of Kansas Farm Bureau. I will attempt to respond to any questions you may have.

## Editorials

*In God We Trust**Sowing positive seeds*

From Kansas State University in Manhattan comes the latest evidence that the state of Kansas is becoming adept at sales and marketing.

Several trips abroad by state and private officials have sought foreign markets for Kansas grains. The state has been aggressive in attempts to secure industrial expansion, and the Toyota company's consideration of Kansas as a manufacturing site is evidence such attempts are not going unheeded.

The program at K-State, established by the Legislature in 1978, has trained more than 2,000 people from 56 countries in grain uses, milling, feed manufacturing, baking, storage and handling through workshops on the university campus. Commodity groups often underwrite expenses for participants and the courses are paid for by the U.S. Department of Agriculture and various non-governmental promotion groups.

The philosophy behind the program holds that training people in the use of grain will increase consumption; that

providing excellent service and attention will transform interest in Kansas grain into purchases.

Early results have indicated the program works. A Venezuelan feed grain executive purchased materials to build and operate two 40,000-ton grain elevators before returning home from the workshop. Those elevators can store a significant amount of Kansas grain.

It's all a part of the modern world economy. As basic a commodity as grain is and as well known as Kansas is as a leading provider of grain, the state cannot simply wait and hope that countries of the world will turn to it for supplies. There are many competitors. Business must be courted.

Offering the expertise available at KSU to potential customers is an excellent public relations plan in the marketing of Kansas grain. It is hoped the negative reverberations of import restrictions do not negate these well-executed efforts.

## Editorials

*In God We Trust**Kansas is No. 1*

Sorry, Texas, you'll have to move over. Kansas just replaced you as the No. 1 beef packer in the United States.

The news is good for more than just bragging rights. It represents new industry in Kansas.

The IBP plant at Holcomb ranks as the largest plant in the world. It and the Excel plant at Dodge City and the Du-buque plant at Mankato all are recent additions to the Kansas industrial scene.

As a result, production at Kansas beef plants has more than doubled since 1980. Last year 4.2 billion pounds of steaks,

roasts and hamburgers were packed in Kansas.

Employment in the packing plants also has increased. The industry employs 14,200 workers in the state. In 1985, employment was 17 percent higher than the previous year.

The new beef ranking gives Kansas a triple crown in agriculture. The state also leads the nation in wheat and sorghum production.

All Kansans can take pride in the fact their state is producing the foods the rest of the world loves to eat.

Friday, January 31, 1986

# KSU researcher says meat industry needs new products

"What this industry needs is not a better mousetrap, but development of value added products from our most plentiful natural resources. In the meats area I'd call it new product development," Don Kropf told a Cattlemen's Day audience at Kansas State University earlier this month.

Kropf, a meats researcher at K-State, listed some of the recent developments at the university and by the industry, including producers, to increase both the market share and dollar volume of red-meat sales in this country.

Mentioned was work by a K-State graduate student, Steve Goll, on a restructured, pre-cooked, heatable, low-salt beefloaf that looks and tastes like roast beef, but doesn't take as long to serve. The potential market is the fast-food business, the military, rest homes and hospitals.

Researchers are taking lower value carcass beef parts and mechanically refabricating them into a higher value roast product.

Kropf also talked about finger foods, including a pork nugget, worked on by Frank Cunningham of K-State and served last year at the Kansas State Fair. K-State developed a special batter and breeding for nugget-

type products.

Another effort to lift beef above the commodity status involved brand-name beef. Here, the marketer offers a specific high-quality beef item identified by brand name. Greater control is exercised by the provider, whether it be a supermarket or a group of producers promoting quality beef through a direct-sales approach.

Another new beef product mentioned by Kropf was fajita, a hit with Mexican-food lovers. The rage of fajita started in Texas where the Mexican influence is strong, but is occurring in many Mexican-food outlets.

The only special demand for the lower valued skirt or diaphragm muscle on a carcass has been in the Japanese market. Now, because of the demand for short, thin strips of meat taken from this muscle to use in fajitas, domestic supply has not been able to keep up with demand, Kropf said.

"Many other snack-food developments are also on the horizon for red meats, which should attract formerly reluctant buyers," he said. The red-meat nugget foods have already been showing up in fast-food places in Kansas.

"Convenience is the name of

the game and the opportunities for the red-meat industry lie with the non-traditional consumers who have surfaced since World War II, from families where both husband and wife work. Many of those people, or their children, don't have the time or energy for preparing a meal that requires long preparation. It's our job to tap that market and I think we have a very good story to tell consumers about meat," said Kropf.

"These new consumers are diet conscious. They are looking for low calorie, low fat, low cholesterol foods. It's our job to overcome the bad press and to show the public that we have many meat products that are low in calories and excellent sources of other nutrients. We also have to get the facts out that demonstrate to consumers that many red-meat items have the same or less cholesterol than does fish or chicken."

The recently developed Nutri-Facts Program, a publication provided by the National Live Stock and Meat Board, helps to tell that story, he said.

"One of the industry's missions is to set the record straight about meat—to let the positive be known and that will take a lot of work," he said.



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Owns and Publishes The Kansas STOCKMAN magazine and KLA News & Market Report newsletter.

Statement of the  
Kansas Livestock Association  
to the  
Senate Agricultural Committee  
Sen. Jim Allen, Chairman

with respect to

HB 2640

presented by

Joe Rickabaugh  
Executive Secretary, Purebred Division

March 26, 1986

Mr. Chairman and members of the committee, the Kansas Livestock Association is pleased to have the opportunity to appear before you to support HB 2640. The idea for the International Livestock Program (ILP) began during the summer of 1984. At that time Harold Koehn, then President of KLA, and Dee Likes, Executive Vice President of our association, met with K-State administration, several elected officials and others to explore the feasibility of such a program. On November 14, 1984, Kansas State University conducted an International Livestock Research & Export Trade Center Symposium to discuss the concept in more detail. As a result of this meeting, an objective was concluded to establish an International Livestock Program at Kansas State University.

Our association from that very beginning has supported the establishment of this program because of the benefits it would provide in setting up added markets for livestock and livestock products.

In the 1985 legislative session HB 2619 provided funding for ILP from the state general fund with an appropriation of \$85,333 with a \$42,667 match required.

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The match was to be provided by private industry sources. In July the Livestock and Meat Industry Council provided the \$42,667 private match. Since that time the Board of Directors of KLA voted to help reimburse LMIC with a contribution of \$5,000. It was an understanding that the private funding match was a one time only provision to get the program started. This summer the Kansas State University administration recommended to the Board of Regents that ILP receive full funding. The Board of Regents approved this request for FY '87.

Our association is very interested in the export of livestock, red meat and meat products. We are enthused about the ILP being established at Kansas State University. This gives our members and Kansas producers a head start at establishing contacts for the export of animals and red meat. The results of the ILP in its short history are encouraging to the future potential of this program.

Last October, Dr. Bill Able coordinated a trip to Chihuahua, Mexico, to work on export sales. Over a dozen producers and two representatives of the State Board of Agriculture accompanied Dr. Able on this trip. A great deal of credit should be given to the administrators of the program for planning the trip and thus giving Kansas producers the opportunity to meet potential customers. A great deal was learned from that trip, specifically a lesson of letting people get to know who they are dealing with.

It goes without saying that Kansas and this nation have superior livestock, red meat, and other agricultural products in adequate quantities to export. Many other competing foreign countries can also produce the same products in adequate measures to supply the countries which come to the international marketplace. The adoption of HB 2640 would give our nation the advantage of being a superior marketer. Whenever foreign groups attend the short course programs administered by ILP staff, along with the assistance of Kansas State staff, those people will not only be exposed to a classroom atmosphere but more importantly to the products in which they are interested.

At a recent meeting of the ILP Advisory Committee on December 18, 1985, several discussions were presented in getting the most out of this program for our agricultural producers. First off, a variety of short courses have already been set up and are presently being publicized to interested foreign parties. These short courses will serve several purposes. A major problem in the past with importers of our industry products has been the lack of management skills. Many times, specifically in the area of live animal imports, the survival rate has been extremely low. It's because they lacked the basic knowledge of keeping animals alive. This lack of knowledge has also been evident in other areas, such as refrigeration of red meat products and in adequate facilities. Those failures by importers have many times led them to be one time only buyers. Providing them the needed knowledge of taking care of their purchases once they receive them in their countries should make them continual customers.

A greater benefit of these short courses will be the availability of making business contacts once they are in this country. It was a joint consensus of the Advisory Committee to showcase our products to them while they are attending the short course program. A network of cooperation between the ILP, State Board of Agriculture and commodity organizations was discussed in great detail. It was unanimously agreed that once an ILP participant or group was attending a short course, that it would be of great benefit for future business deals to put them in contact with products. This would provide the producer-client relationship that many times determines the success or failure of a sale.

We pledge to you to be involved in the direction of the International Livestock Program in order to make it a successful and beneficial program for our country's producers. KLA has supported this program with not only seed money but also with involvement on the Advisory Committee to assure proper direction for the ILP.

Mr. Chairman, members of the committee, KLA respectfully requests that you recommend to the full legislature the adoption of HB 2640. Thank you.

Committee of . . .

## Kansas Farm Organizations

Kathy Peterson  
Legislative Agent  
2301 S.W. 33rd Street  
Topeka, Kansas 66611  
(913) 267-4356

STATEMENT OF  
COMMITTEE OF KANSAS FARM ORGANIZATIONS  
TO THE  
SENATE AGRICULTURE COMMITTEE  
RE: HB 2640

Mr. Chairman and members of the committee:

The Committee of Kansas Farm Organizations appreciates the opportunity to appear before you this morning in support of House Bill 2640 establishing the International ~~Meat Promotion and~~ Livestock Program. My name is Kathy Peterson, representing the Committee of Kansas Farm Organizations, a group of 21 Kansas farm organizations dedicated to working together in the common interest of agriculture. A list of the 21 member organizations is attached to my statement.

Mr. Chairman, this legislation enjoys the unanimous support of the CKFO. All member organizations are interested in expanding markets for livestock. The member organizations encourage enhancements of current efforts to capitalize on our state's strong livestock industry through this program.

Earlier this year Kansas attained the number one position in beef packing in the United States. This strong and growing industry places Kansas in a most appropriate position to move forward with the International ~~Meat Promotion and~~ Livestock Program. We have the opportunity to lead the nation in expanding foreign markets. This achievement would not only benefit Kansas agriculture, but all of agriculture as well.

There has been a great deal of interest shown by this legislature in expanding economic development. The CKFO shares this interest and believes that this program can be an important tool in meeting economic development goals. We have the necessary ingredients to make a most successful venture.

In addition, the program has as one of its goals providing educational assistance. This is yet another resource to tell the public, be it foreign or domestic, the real story of red meat's impact on our diet. Continued charges

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CKFO

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and allegations of meat's harmful effects on our health can be answered by the educational efforts of this program.

The Committee of Kansas Farm Organizations is excited about the very real benefits that can be realized from this program and ask that this measure receive the committee's full support.

####

Committee of . . .

## Kansas Farm Organizations

Kathy Peterson  
Legislative Agent  
2301 S.W. 33rd Street  
Topeka, Kansas 66611  
(913) 267-4356

### MEMBER ORGANIZATIONS

ASSOCIATED MILK PRODUCERS, INC.  
KANSAS AGRI-WOMEN  
KANSAS ASSOCIATION OF SOIL  
CONSERVATION DISTRICTS  
KANSAS ASSOCIATION OF WHEAT GROWERS  
KANSAS COOPERATIVE COUNCIL  
KANSAS CORN GROWERS ASSOCIATION  
KANSAS ELECTRIC COOPERATIVES  
KANSAS ETHANOL ASSOCIATION  
KANSAS FARM BUREAU  
KANSAS FERTILIZER AND CHEMICAL ASSOCIATION  
KANSAS GRAIN AND FEED DEALERS ASSOCIATION  
KANSAS LIVESTOCK ASSOCIATION  
KANSAS MEAT PROCESSORS ASSOCIATION  
KANSAS PORK PRODUCERS COUNCIL  
KANSAS SEED DEALERS ASSOCIATION  
KANSAS SHEEP ASSOCIATION  
KANSAS SOYBEAN ASSOCIATION  
KANSAS STATE GRANGE  
KANSAS LIVESTOCK MARKETING ASSOCIATION  
KANSAS VETERINARY MEDICAL ASSOCIATION  
MID-AMERICA DAIRYMEN