MEETING
CONVENTION COMMITTEE
COLORADO CATTLE FEEDERS ASSOCIATION
FRIDAY, MARCH 15, 1974

ATTENDANCE: Pres. Bill Webster, Committee Chairman Jim Reeman, Vice Pres. Frank P. Sewald, Clay Lambeth and Jim Sprague.

Chairman Jim Reeman noted that there had been some discussion of the need for changing the format of the Vail summer meeting to give those in attendance more time for themselves in view of the fact that many utilize this meeting as their vacation prior to the beginning of the new school year. This was discussed at some length and the following was recommended.

CCFA Board meeting to be held on Wednesday at 4:00 p.m. and the evening would be free for all except that the Executive Committee would entertain the speakers at dinner. The meeting is to get under way at 9:00 a.m. on Thursday and the program is to last until 12:00 noon, when the men's lunch will be held. The afternoon will be free until 5:30 p.m. when the two-hour "Thursday Get-to-Gether" will take place. The ladies will have a 10:00 a.m. Brunch on Thursday. On Friday the second session of the meeting will get under way at 9:00 a.m. and continue until 12:00 noon, the afternoon to be free until 5:30 p.m. when the cocktail hour and steak fry will be held.

The Golf Tournament will be handled by the Vail golf pro, Dallas Powell and a representative of Pfizer & Co.

The items yet to be checked out are: Supervision of youngsters; a program for them (on the soccer field?); hot-dog lunch?; split by age groups. Possible to hire recreational majors?

Clay Lambeth was named Program Chairman and Jim Sprague was to work with Lambeth in getting the program together.
October 29, 1974

TO: ALL MEMBERS OF CCFA CONVENTION COMMITTEE

FROM: JIM REEMAN, CHAIRMAN

SUBJECT: FEBRUARY MEETING AND PROGRAM

I would like for all members of the COLORADO CATTLE FEEDERS ASSOCIATION Convention Committee to meet at the Red Steer Restaurant (formerly Farm Fare) at Lucerne, Colorado, on Wednesday, November 6, 1974, at 4:30 p.m. This meeting will immediately precede the regular monthly Board of Director's meeting.

Please make an attempt to attend this committee meeting as we will decide on the new winter meeting and the program.

SENT TO:

Frank Sewald
James Reeman
Clay Lambeth
H. Richard Farr
James Sprague
Don Thompson
Bob Wardlaw
W. H. Webster
Expenses - 1974 Winter Meeting - Colorado Springs - Antlers Plaza Hotel

<table>
<thead>
<tr>
<th>SPEAKER EXPENSE</th>
<th>Uvacek</th>
<th>Delaney</th>
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<td>$245.71</td>
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| Rooms - Doll       | $25.20  |
| Uvacek             | 25.20   |
| Barron             | 92.50   |
| Delaney            | 33.52   |
| Mapelli            | 99.22   |
| **TOTAL SPEAKER COSTS** | **$1,081.35** |

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<tr>
<th>LADIES PROGRAM</th>
<th>Entertainment</th>
<th>Door Prizes</th>
<th>approx ½ of Luncheon ($4.50 ea)</th>
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<tr>
<td></td>
<td>50.00</td>
<td>88.62</td>
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<td><strong>TOTAL</strong></td>
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| MISCELLANEOUS       | Coffee & Rolls (.75 ea) | 107.80 |
|                     | Signs                  | 45.50  |
|                     | Pictures               | 135.00 |
|                     | Corsages               | 75.00  |
|                     | Flowers - Head Table   | 29.25  |
|                     | Tickets                | 40.47  |
|                     | Program Printing       | 122.48 |
|                     | Luncheon Entertainment | 75.00  |
|                     | Hors D'Oeuvre          | 450.00 |
|                     | Bar (Thursday)         | 624.10 |
|                     | Typewriter Rental      | 11.00  |
|                     | Banquet Cost           | 2,529.60 |
|                     | Bar (Friday)           | 556.80 |
|                     | Luncheon (Men's ½)     | 612.89 |
|                     | VIP Dinner             | 271.80 |

| STAFF HOTEL EXPENSE | 200.40 |

<table>
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<tr>
<th>Lunches - $4.50 ea</th>
<th>Banquet - 8.50 ea</th>
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| TOTAL SPONSORSHIP  | $3,247.00           |
Tentative Schedule

December 4, 5, & 6        Four Seasons Motel

Thursday - Board Meetings
- VIP Dinner (CCa Board )
  (CCFA Board)
  (Speakers)
- Cocktail party before-open to everybody

Registration - package deal

There will be a Men's Lunch and a Women's Lunch

Financial: Bill Farr suggested we do it on a percentage basis.

Badges for Registration: 3 colors - 1 press
                       1 non-member
                       1 members

One Registration Table
$10 for just registration - no meals

Establish prices later.

Invite Wool Growers--They can set up a Board Meeting if they wish but we would
not be responsible for arranging anything for them.

Committee will decide on speakers

On Comp Registration - It was the general concensus of the group that Margaret
and I get together later. Those comps that we both invited would be split by
the convention. Any extras invited by CCFA would be paid by CCFA and the same
being for CCA.
LADIES' PROGRAM
Presiding: Rae Benton, Cowbelle President

THURSDAY, DECEMBER 4
1:30 p.m.—Cowbelle Executive Board Meeting—Don Quixote Room
3:30 p.m.—Cowbelle Board of Director’s Meeting—Don Quixote Room

FRIDAY, DECEMBER 5
9:30 a.m.—Cowbelle General Business Meeting—Director II Room
   Presiding: Mrs. Rae Benton, President, Colorado Cowbelles
11:00 a.m.—“Ladies Brunch”—Garden Area
   Fur and Leather Fashion Show
   Drawings for Special Prizes
6:00 p.m.—Attitude Adjustment Hour—Poolside
7:00 p.m.—“Round-Up Dinner Dance”—Ballroom I
   Entertainment: STAGE-JAZZ BANDS PRODUCTIONS PRESENTATION
9:30 p.m.—Dance Music: “BRASS BEAT FOR THE 70’s

NOTE:
Firm guarantee must be made for “Ladies Brunch” Make Reservations by December 1, 1975
Mrs. Evelyn Ellis
Lytle Star Rte.
Colorado Springs, Colorado 80906

The following allied industry firms must be recognized for their support of our industry. We hope you will remember to thank the following Contributing Members of the CCFA for their support.

ALLIED CHEMICAL COMPANY
AMERICAN CYANAMID COMPANY
AMERICAN GENERAL LIFE INSURANCE CO.
BALCOM CHEMICAL COMPANY
BIG THOMPSON ELEVATOR
ELANCO PRODUCTS COMPANY
ELLIS AND CAPP EQUIPMENT
FARM LAND INDUSTRIES
FARR BETTER FEEDS
FIRST NATIONAL BANK OF GREELEY
FIRST NATIONAL BANK OF LONGMONT
FIRST NATIONAL BANK OF LOVELAND
GREAT PLAINS CHEMICAL COMPANY
GREELEY NATIONAL BANK
HUTCHISON, INC.
KEIRNES LIVESTOCK HAULING
LAW EQUIPMENT CO.
LIVESTOCK DIV., COLORADO MOTOR CARRIERS’ ASSN.
LONGMONT CO-OP ASSOCIATION
MCCOY COMPANY
MERCK & COMPANY
OSWALT DIV., BUTLER MFG. COMPANY
PRODUCTION CREDIT ASSOCIATIONS OF COLORADO
PUBLIC SERVICE COMPANY OF COLORADO
RALSTON-PURINA COMPANY
RANCH MANUFACTURING COMPANY
RANCH-WAY FEEDS
SCHMIDT-ALLEN LIVESTOCK EQUIPMENT CO.
STERLING TRUCK & EQUIPMENT COMPANY
SYNTEX AGRI-BUSINESS
TOP NOTCH AERIAL APPLICATORS
UNITED BANK OF GREELEY
VALLEY IMPLEMENT COMPANY
WALCO INTERNATIONAL, INC.
WILGRO FEEDS, INC.

Program printed thru courtesy of American Cyanamid Company, Mfrs. of Aureomycin, Aureo S 700, Tramisol and Aureo S-P 250.
THURSDAY, DECEMBER 4

9:30 a.m.—
CCA Special Committees—Cervantes and Cavalier Rooms

1:30 p.m.—
CCFA Special Committees—Directors II Room

1:30 p.m.—
CCA Board of Control Meeting—Cavalier Room

3:00 p.m.—
CCFA Board of Directors Meeting—Cervantes Room

FRIDAY, DECEMBER 5

7:30 a.m.—
CCA Cattle Guard Committee Breakfast Meeting—Cavalier Room

8:30 a.m.—
Registration—Convention Lobby

Coffee Bar and Donuts


9:30 a.m.—
MID-WINTER CONVENTION CONVENES—Ballroom II

Official Opening: Bob Burghart, Jr., President, Colorado Cattlemen's Assn.; Lloyd Kindsfater, President, Colorado Cattle Feeders Assn.

Invocation: Rt. Rev. Monsignor Michael Harrington, St. Paul's Church, Colorado Springs

Welcome: George C. Hess, Jr., President, Colorado Springs Chamber of Commerce; Tom Spencer, President, Pikes Peak Cattlemen’s Assn.

9:45 a.m.—
PANEL—"HOW GRADING AFFECTS ME"

MODERATOR: C. G. "Jerry" Robbe, CCFA Past President, President Chico Feed Yard Co. and Chico Cattle Co., Pueblo, Colorado

MEMBERS: John Benton, CCA Past President, Producer, Burns, Co.; Donald Hamil, CCFA Past President, Operator of Hamil Bros. Feedlot, Sterling, Colo.; Joe Pepper, Chairman of the Board. Pepper Packing Co., Denver; Milt Vincent, Director of Retail Meat Operations for King Soopers, Inc., Denver.

11:15 a.m.—Discussion Period

11:30 a.m.—
ADDRESS: "MARKETING YOUR PRODUCT"

Dr. Max E. Brunk, Professor of Marketing, Department of Agricultural Economics, Cornell University, Ithaca, N.Y.

11:55 a.m.—Discussion Period

12:10 p.m.—Adjourn for Lunch

12:15 p.m.—
"Feeder/Cowboy Chuck Wagon Lunch"—Ballroom I

Courtesy of Colorado Alfaalfa Products, Production Credit Associations of Colorado, Elanco Products Co., Farmland Industries, Great Plains Chemical Co. and Public Service Co. of Colorado.

1:45 p.m.—
Convention Reconvenes—Ballroom II

Presiding: Lloyd Kindsfater, President, Colorado Cattle Feeders Assn.; Bob Burghart, Jr., President, Colorado Cattlemen's Assn.

Drawing: "Weekend For Two"

Compliments of the Four Seasons Motor Inn.

1:50 p.m.—
ADDRESS: "NEW ERA IN LIVESTOCK AND GRAIN POLICY"

Congressman Keith G. Sebelius, (R. Kan.) Ranking Republican, Livestock and Grains Sub-Committee of the House Committee on Agriculture.

2:30 p.m.—Discussion Period

2:45 p.m.—
PANEL—"CUSTOM FEEDING—PROS AND CONS"

Advantages and disadvantages of custom feeding

MODERATOR: Bill Serrell, CCA Marketing Committee

MEMBERS: Ronald Ehrlich, Feeder, Sec.-Treas., Ehrlich Feedlot, Inc., Milliken, Colo.—favors custom feeding.

Charles Bradley, Producer, CCA Past President, Victor, Colo.—favors custom feeding.

Maynard Sonnenberg, Feeder, CCFA Past President, Sec.-Treas., E. E. Sonnenberg & Sons, Inc., Sterling, Colo.—opposes custom feeding and Lee Spann, Producer, CCA Past President, Gunnison, Colo.—opposes custom feeding.

4:00 p.m.—Discussion Period

4:15 p.m.—
ADDRESS: "THE WASHINGTON SCENE"

C. W. "Bill" McMillan, Executive Vice President, Washington Affairs, American National Cattlemen’s Assn.

4:45 p.m.—Discussion Period

5:00 p.m.—
Drawing: Western Boots

Courtesy of Ralston-Purina Co. & Elanco Products Co.

7:00 p.m.—
"Round-Up Dinner Dance"—Ballroom I

Invocation: Rt. Rev. Monsignor Michael Harrington, St. Paul's Church, Colorado Springs

Masters of Ceremonies: Bob Burghart, Jr. and Lloyd Kindsfater.

"STAMPEDE" Jerry Palen of the Chalk Bluffs Ranch, Cheyenne, Wyoming

Entertainment: STAGE-JAZZ BANDS PRODUCTIONS PRESENTATION

Courtesy of United Bank of Denver

9:30 p.m.—
Dance Music: Joy Cayler’s "BRASS BEAT FOR THE 70’s". Produced and Directed by Donna L. Murphy—A Stage-Jazz Bands Production Presentation

SATURDAY, DECEMBER 6

7:00 a.m.—
Breakfast—Ballroom I

Meeting for all Colorado Cattlemen’s Assn. and Colorado Cattle Feeders Assn. Members and Executive Committee Members.


Executive Advisory Meeting—Topics

1. Membership Program and Discussion—Oley Kohlman, Chairman, CCA Membership Committee

2. Legislative Policy—Charles Bradley, CCA Legislative Committee Co-Chairman

3. Discussion of CCA policy relative to:

a. COSH—Joe deGanahl, Chairman, CCA Agriculture Labor Committee

b. Tax—Bill Diehl, Chairman, CCA Tax Committee
c. Railroad Project, Chuck deGanahl, Chairman

4. Roll Call of Local Associations

10:00 a.m.—
Convention Reconvenes—Ballroom II

Presiding: Bob Burghart, Jr., President, Colorado Cattlemen's Assn., Lloyd Kindsfater, President, Colorado Cattle Feeders Assn.

10:05 a.m.—
PANEL—"LEGISLATIVE OUTLOOK FOR 1976"

MODERATOR: Jack Orr, CCA Legislative Committee Co-Chairman

MEMBERS:


11:30 a.m.—Discussion Period

11:45 a.m.—
ADDRESS: "THE NATION'S STAKE IN RANGELAND FOOD PRODUCTION"

The Roll of the Society of Range Management and the CCA in Informing the Public Concerning the Value of Rangelands for Food Production

Dr. C. Wayne Cook, Range Science Department, Colorado State University

12:15 p.m.—Discussion Period

12:30 p.m.—
ADDRESS: "CATTLE MUTILATIONS"

Carl Whiteside, Agent in Charge, Investigation Section, Colorado Bureau of Investigation

1:00 p.m.—
Drawing: Western Boots

Courtesy of Ralston-Purina Co. & Elanco Products Co.

ADJOURNMENT

1:00 p.m.—
LUNCHEON—Poolside or Coffee House

Junior CCA Luncheon Meeting (For all Junior CCA members present)
All my comments regarding the Cattle Business reflect GLOOM AND DOOM. We only have one song to sing -- THE BLUES. But, I'll try to keep it on the light side, and will mention a few of my pet peeves and opinions.

Our problems all started on September 12, 1973. Everyone thought the freeze was bad while it was in effect. BUT, we all overlooked the fact that the ceiling prices were the highest we ever had, and that we all made good profits operating within the guidelines.

Others made more in the black market.

Then we had boycotts, truck strikes, drouth. All these hurt, but they are not the real problem.

THE REAL PROBLEM IS "TOO MANY COWS".

We didn't know soon enough, but even if we had known, feeders, farmers and ranchers are all optimists, and continue to operate, buy and plant -- knowing that it won't work NOW, -- but hoping that the market will improve by the time the cattle are ready, or harvest time comes.

We have had bad markets before, but never this long and never this severe. This one has taken its toll, and will sure take more.

It is estimated that we have from 5 to 12 million too many cows. Slaughter was 80% fed and 20% cows and non-fed. Now it is 55% fed and 45% cows and non fed.

Topping it off, our Choice Grading has dropped from 90% to 65%. We are contemplating filing a suit to try to stop the use of present maturity standards, if an improvement in the grade standards is not soon made.

EXAMPLE: 1970 January and February Purchase Weight -- 852 + gain of 303 = 1,155, of which 5.01% graded Prime, 83.34% graded Choice, and 11.65% was ungraded.

In 1971 the January & February purchase weight was 801 + gain of 382 = 1,183 pounds, of which 5.87% graded Prime, 81% graded Choice and 13.13% was ungraded.

January, 1975 purchase weight was 788 + gain of 374 = 1,162 pounds, of which 2.52% graded Prime, 63.42% graded Choice and 34.06% was ungraded.
Changes Needed in the Cattle Industry
Roland L. Mapelli, Chairman
Monfort of Colorado, Inc.

I will leave it to you which cattle were older -- the 1970 or the 1975. We think
the 1975 cattle were comparable in terms of feeding program and grade -- yet 21% less
were satisfactory in the grader's eyes. Grading changes are needed fast, or plants will
be forced to house grades.

What is wrong and what will help? Here are some of my ideas:
1. The Grading Changes are much needed for the good of the total beef industry
   and consumers.
2. Cattle Futures Markets are disruptive, rather than helpful.
3. A Cattle Czar could help the entire industry.
4. Federal Tax Laws -- Funny money boys have caused some of the troubles we
   are in (the industry).
5. No One Accountable

   Everyone talks about what is going to happen--but no one is accountable
   except you and I.

   The data on cattle is better than we thought it was a year ago, but
   everyone from Secretary Butz to all the people trying to sell their services
to us interpret various data and talk about what is going to happen. Then
when they are wrong, they are not accountable. Only those of us making
day-to-day business decisions are accountable.

   Secretary Butz told us in 1973 that we were short of beef and needed
more cows. But he is not accepting any responsibility for these extra
cows now.

   Kiplinger, Wall Street Journal and a lot of other prognosticators give
us plenty of advice, too.

   Many predictions and forecasts are made -- mostly by the Government,
but followed by the analysts, Doanes, Kiplingers, etc.

   NO ONE IS HELD ACCOUNTABLE -- no penalty -- not even an explanation
when they are wrong.
They just continue to put out what they refer to as "FACTS AND FIGURES", and all but the government get paid for their information. I don't know of any sources that have been correct for almost two years. Previous to this time, they took credit for being right because the market had an upward trend and because almost everyone in this business is an optimist and generally buys and plans his production, knowing that if the market doesn't go up by the time his cattle are ready, or his crop will be harvested, that he will lose money (always betting on the outcome). So all these publications tell their subscribers and readers just what they already believe, or what they want to hear.

The point I want to make is this: That we are being deluged with forecasts and advice on "WHAT THE FUTURE HOLDS". There are several factors I want to list regarding these forecasts:

All of those putting out these forecasts are selling something.

Many of these cannot be pessimistic, thus they are not objective.

There is too long a time span in the data base for many of these forecasts:


b. 1946 prediction that U.S. population in 1975 would be between 147 and 191 million. In 1958 the prediction was revised to be between 216 and 244 million. The actual population is 213 million. This figure is not within either wide-range prediction.

Those making the forecasts are not accountable for their estimates.

Those making the forecasts usually don't even bother to explain to us the reasons that their past forecasts were wrong, they just ignore them and and go ahead with their new ones.
The only ones accountable are the decision makers. And that means each one of us who makes decisions which effect not only our own future, but the futures of our families, employees, and many, many others with whom we do business.

6. Many Government Agencies have to be contended with. This is costly and time consuming, and often makes it difficult to be profitable. Some of these agencies are:

- EEO
- EPL
- ADE
- OSHA
- DOT
- EPA
- PIP
- FDA
- CES
- CMS
- SEC
- APHIS
- CEA
- P&SA

The USDA even plans to restrict the labeling of product with geographical names. For example, Dutch Bologna, Virginia Ham, Italian Sausage, etc. It is the USDA's contention that products using descriptive geographical names must originate from that city, state or country.
Changes Needed in the Cattle Industry  
Roland L. Mapelli, Chairman  
Monfort of Colorado, Inc.

Some think it unfortunate that we don't get all the government we pay for. But unfortunately we sometimes get more government than we pay for.

7. The "Yellow Sheet" is not a good register of prices, yet most beef is priced on the "Yellow Sheet".

8. Imports: Australia and New Zealand -- Live cattle from 12¢ down to 6¢, so they are building up numbers too. When it gets dry there, they will have a lot of beef they want to sell someplace. With tariffs and duties, an empty box would cost 36¢ to get here.

What are WE Doing at Monfort of Colorado?

1. An Austerity Program has necessitated a cut-back in employees, travel expenses, advertising and many other items.

2. Our cattle inventory has gone from 225,000 to 150,000 and may go down further.

3. Our LIFO inventory helps even out some of the business fluctuations.

4. Money Management and Credit Policy -- We are collecting quicker and trying to reduce bad debts.

5. Our new freezer will improve customer service and enable us to provide a wider variety of products.

6. Our Kill Floor Chain Speed will go from 192 to 300 head per hour.
   a. To do this we will buy outside cattle, possibly by the end of March.
   b. We will need 3 to 4,000 head of fat cattle per week, and approximately 2,000 cows per week.
      The cows will be on a 4-hour late afternoon shift. To handle these cows we need union approval and we need government inspection approval. Otherwise, we will buy boneless beef instead of the live animals.

7. We are expanding production and sales of ground beef and other less expensive items.
Changes Needed in the Cattle Industry
Roland L. Mapelli, Chairman
Monfort of Colorado, Inc.

8. We are expanding our Portion items to include such items as Monfort-Mapelli Corned Beef.

9. By-Product prices have dropped 50% in price, so we have started production and sales of dog food.

10. We have 16 branch offices selling to the H.R.I. trade.

11. With a new Common Carrier status, we can take advantage of back-hauls.

12. Monfort Gold:

   We are currently merchandising successfully a product we call MONFORT GOLD. This is beef produced under our new 'less grain' feeding regimen. The bulk of this meat would grade out USDA Choice. However, we sell it as MONFORT GOLD, because it is our finest selection and because it is leaner. It allows our consumers to save on their food bills and to benefit from a reduced fat intake. It leaves our nation more grain to use elsewhere.

   We believe that within ONE YEAR, 50% of our sales will be MONFORT GOLD.

   To reach this goal, we must tighten our feeder-cattle buying specs, our feedlot operations and nutritional practices, and our own sales techniques. Already we know MONFORT GOLD is a successful product.

   ONE OF OUR MAIN JOBS NOW IS TO WIDEN THAT SUCCESS.

Grain and Livestock

Grain has become high priced -- too dear an item upon which to base our beef production. Population continues to grow. The world's surplus of food grains and feed grains are gone.

The result? More grain is needed for people and they want more feed grains for hogs, poultry and cattle. But a short crop someplace means use has to be cut back.

We can no longer rely on plentiful, cheap grains for beef feeding. Beef cattle are not economical converters of grain to protein. Some people have claimed that it takes 9 pounds of grain to add 1 pound of live cattle weight, that it takes 14 pounds
of grain to add 1 pound of dressed carcass weight, and that it takes 20 pounds of
grain to add one pound of edible meat. Some of these people forget that beef cattle
are great converters of ranges, pastures, hay, and silage to protein. In doing this,
cattle are really converting sunlight (through photosynthesis) to protein. By
linking this advantageous conversion of forages with a shortened grain-feeding period, we
can change the conversion figures above to:

- 2 pounds of grain to 1 live weight.
- 3.3 pounds to 1 dressed weight pound, and
- 4.7 pounds of feed to 1 pound of edible meat.

This is a good conversion rate of grain to protein--better than even our pork
and poultry friends can claim.

We will see a return to the maturing of cattle on the forages of this great country.
We will still be 'finishing' cattle in our nation's feedlots, but we will feed
yearlings and two-year olds, not calves. By doing so, we will lower our industry
production costs by at least 10%. We will cut our feed grain usage by feedlot cattle
by 1/3, from 1 1/2 billion bushels to one billion bushels.

Our nation's resources will profitably sustain only 33 to 37 million beef cows,
instead of our current 45 million. The forage will be used for maturing the calves
and yearlings.

Our feedlots will inventory only 7 million head, not the 14 million cattle on feed
we had a short time ago.

Consumption in beef business is always equal to production plus net imports.

At Monfort of Colorado, Inc. we will concentrate on processing more and more of
our meat items into finished products ... those which are pre-cooked, ground, formed,
cured, and smoked.
Changes Needed in the Cattle Industry
Roland L. Mapelli, Chairman
Monfort of Colorado, Inc.

We will concentrate on selling and distributing our production in the best, most economical and most profitable ways possible.

We will concentrate on building a brand name of our products. We already have a front-rank name with top chefs, with purchasing agents, and with independent distributors. It remains to establish this name with the consumer. So there will be efforts to sell brand named items to the public, both directly through several of our existing outlets and possibly through independent retail outlets.

We are all working harder than ever, planning for the worst, and hoping for the best.

My Dad used to say, "You always learn more when things are rough, and it can't get any blacker than midnight". If that is so, we should all graduate Magna Cum Laude.

I really don't see anything in the near future to improve fat cattle prices. Yet that is the only solution for ranchers, feeders, farmers, etc. And, if fats do go up, then we may have to contend with a consumer buying resistance.

PREDICTION

I predict that over 100% of the cattle slaughter and packing plant facilities will operate at full capacity for the next few years, and LESS THAN 50% OF THE FEEDLOT CAPACITY.

Present price levels will be with us for awhile. I see nothing to make them improve due to excessive amount of cattle around --

IF the kill stays the same,

IF there is no drouth,

IF, IF, IF, etc.

I hope this forecast is as accurate as the predictions that got us into this mess.

Presented at Colorado Cattle Feeders Assn.
Colorado Springs, Colorado
February 21, 1975
The meeting was presided over by Bob Burghardt.

Again, the question came up on finance. It was agreed that Bill Farr's suggestion of on a percentage basis sounded like a good idea and the way it should be done.

The VIP Dinner was discussed. Thursday night. Sponsored? 1 1/2 hr affair.

Speaker. Jerry Palen was suggested. Oley Kohlman offered to contact Jerry to see if he would consider speaking. A motion was made that we offer to pay his expenses and room and not more than $150 to have Jerry Palen speak at the Banquet. Motion was seconded and passed.

A motion was made that we have a dance and that we get a sponsor for this event. The motion was seconded and carried.

Banquet - bar - sponsored by CCFA.

To get $2000 sponsorship for cocktail party on Friday night. Any expense over and above that would come out of the expenses. The motion was seconded and carried.

REGISTRATION - name tags = Both organization go the same route they have always gone.

ROLLS & Coffee - A motion was made that rolls and donuts be provided during registration with a limit of $200. Motion carried. (24 gallons of coffee and 50 dozen donuts) Bill Farr stated that he would contact Ralston Purina to try and get the whole thing sponsored.

d. Give-aways - Assume that Elanco will do the same for each assn. that has been done. It was the general consensus of the group that CCFA's gift be given away on Friday morning and CCA's on Saturday morning.

e. Make separate tickets a lot more

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<th>Men's tickets</th>
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<td>Banquet &amp; 3 cocktail party tickets $9.54</td>
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<td>Dance Ticket</td>
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<td>Drawing Ticket</td>
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<td><strong>$13.74</strong></td>
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A motion was made that we charge $20 if not registered and $18 per person in pre-registered. Motion carried.

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<tr>
<th>Ladies Tickets</th>
<th>$5.60</th>
<th>Ladies Brunch $9.54</th>
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<td>Banquet &amp; 3 cocktail party tickets $9.54</td>
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A motion was made that the ladies registration fee be the same as men's --$18 for pre-registration and $20 at the desk. Motion carried.

Separate tickets will be sold at the registration desk only.

A motion was made and seconded that anyone wishing to register for meetings only would be charged a fee of $7.50; anyone wishing to attend the lunch or brunch would be charged a fee of $7.50 which also included the drawing tickets; and, anyone wishing to attend the cocktail party and banquet be charged a fee of $15.00.
Motion carried.

A motion was made and seconded that the drawing ticket goes with the men's registration and the drawing ticket goes with the brunch ticket for the ladies. Motion passed.

Registration cards - The registration cards need to have the information on what the person pays(such as for lunch, brunch, meeting only etc.) This will help in the deciding of finances and breaking down between CCA and CCFA.

Finances - There will be three separate accounts at the Four Seasons. One for CCFA, one for CCA and a joint account.

SPEAKERS = It was the general consensus of the group that a panel should be one of the features of the convention.

Friday A.M. - The Panel will be made up of:
1. producer
2. feeder
3. packer
4. purveyor
5. grader
   consumer????

CCFA will arrange for feeder, packer, purveyor, and grader. They will also be responsible for arranging for a moderator. Jim Sprague suggested that the different people in the audience be given questions in advance to get the action started. A suggested title was "Current grading and How It Effects You". CCFA will be responsible for making up the title.

AFTER LUNCH - A report on ANCA Washington Affairs (B.D.T. Report, etc., whatever is hot) was felt it would be needed. CCA is to handle this. It is to last only 30 minutes.

Secretary of Agriculture, Earl Butz was suggested as the keynote speaker. CCA is to take the primary part in this. Dave Rice is to contact Bill Farr, Sr., who is a personal friend of Mr. Butz, and together appeal to get him to come to this convention.

CCA will also check into getting Dr. John Hopkins (or someone of his caliber) from the Texas A & M to speak.

The tentative schedule was sent up as follows:

Friday A.M. - Welcome address of 5 minutes each for both presidents )
   " " by local Association pres. ) 20 minutes
   " " by President of Chamber of Commerce )

- Hopkins
- Panel
- Lunch
- Butz
- ANCA Report (B.D.T.)
- Panel- 4 member plus moderator (2 from CCA and 2 from CCFA)
  CCFA's two members should consist of one that is interested in custom lot and one that is not.
  CCA's two members should consist of one producer that has fed at such a lot and one that has not.
CCA will be responsible for getting the moderator. Bill Serrell has been suggested as an excellent moderator.

Each office should carbon copy all correspondence to the others office so as to keep both associations advised of the status.

Printing of Program - CCFA will be responsible for arranging for this--financially as well as the actual printing.

Each office is responsible for getting their speakers there that they arrange for.

Press Releases - Each office do their own press releases just as normal.

Tickets - CCA will take care of.

Speakers must be done by October 15, 1975.

Rick & Doug are in charge of the signs.

**BAND & DANCE** - Bill Farr told of a group of youngsters that have a band. They quit at 12:00. 18 pieces.

**Four Seasons Offer** - Margaret explained about the offer of a weekend for 2 at the Four Seasons.

JoAnn - Buese for Cowbelles & ladies