



2022 Western Farm Show Schedule

Health & Safety Roundup—Every day of the show! Located on the Upper Level Interactive and educational exhibits. Health and cancer screening.

Friday, February 25—Show Hours: 9 a.m. to 5 p.m.

FFA Day— FFA Day! The Western Farm Show, CASE IH, and the American Royal are proud to partner to offer leadership and career preparation sessions for Kansas and Missouri FFA members. Exploring technology and innovation will be the focus of the 30 minute leadership sessions beginning at 9:30 a.m. in Wagstaff Theatre. Throughout the morning, students can also take part in job skills sessions and a job interview session. “Unite Against Hunger” is our FFA canned and nonperishable food drive in support of the National FFA Week and FFA Day at the Show. This year each chapter that brings in a minimum of 200 canned and nonperishable food items will qualify for a drawing. We’ll draw one winner from each state and award them with a \$1,000 check to be solely used for educational purposes for the good of the chapter.

FFA day is sponsored by CASE IH.

Saturday, February 26—Show Hours: 9 a.m. to 5 p.m.

Livestock Demonstrations—10:30 a.m. and 2 p.m.

Held in the Scott Pavilion building. Enter through Governor’s Hall.

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Sunday, February 27—Show Hours: 9 a.m. to 4 p.m.

Veterans and Active Military Appreciation Day

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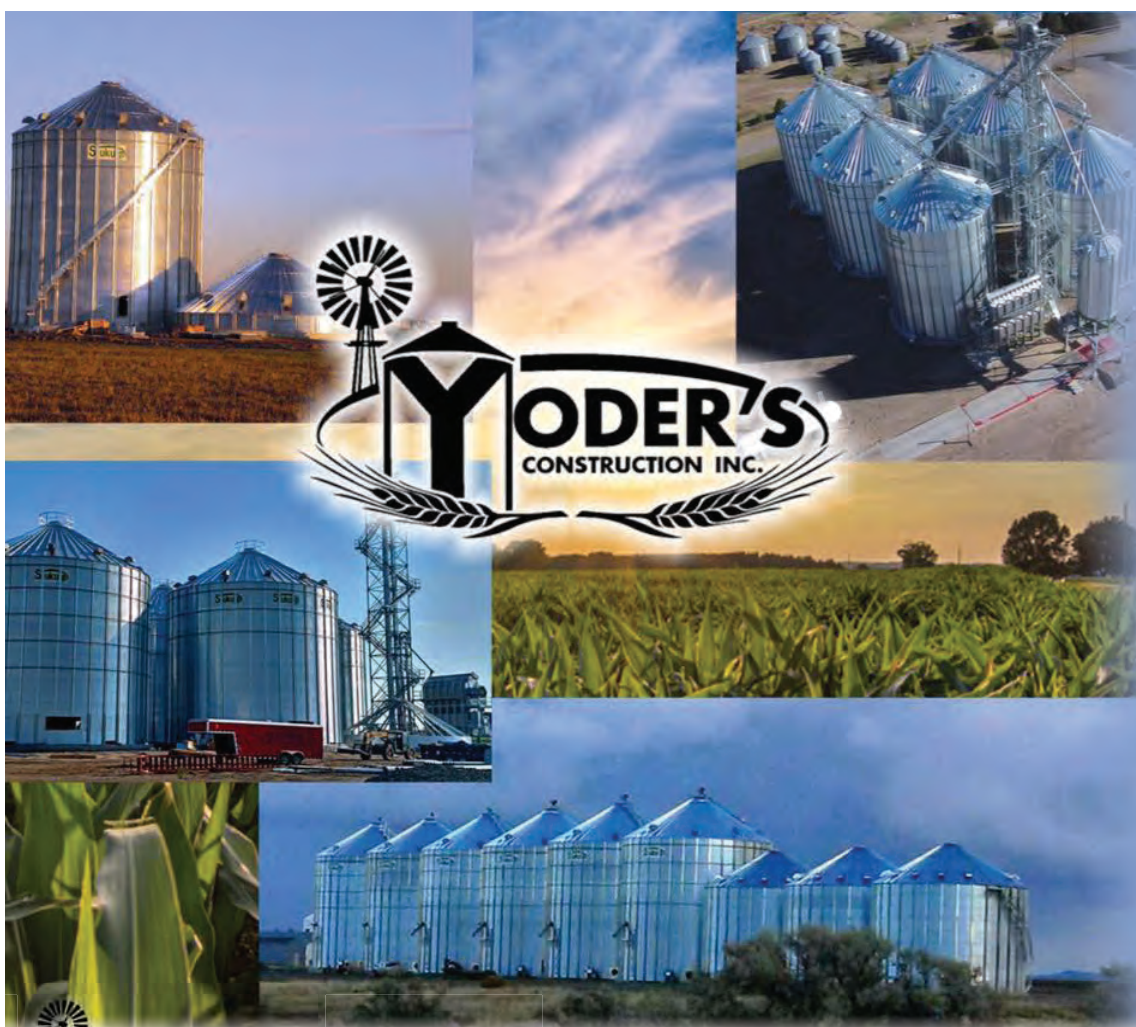
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February 25-27, 2022

American Royal Complex

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Benson Hill touts 'closed loop' for specialty soy products

By David Murray

On Dec. 15, food tech company Benson Hill announced it was finalizing the first commercial harvest of its proprietary non-

GMO soybean varieties, including Ultra-High Protein soybeans.

"Right now, we are focusing on three products," said Jeff Johnson, president of Benson Hill Seeds.

"Ultra-high protein soybeans, high oleic linolenic soybeans and specialty proteins for use in human foods."

It's part of Benson Hill's strat-

egy to bring its innovations to life across the entire value chain of its plant-based food ingredients. Johnson called it a "closed-loop system." In 2020, the company contracted with growers for 30,000 acres, and for 70,000 acres in 2021. Those acres range across the soy-growing belt, from Nebraska and Iowa through Minnesota to Indiana and Illinois.

Benson Hill achieves its desired genetic traits by extensive data management rather than direct genetic manipulation. It calls its proprietary crop data platform CropOS, and says on its website, "It is like GPS for plant scientists and breeders. It takes the guess work out [of plant breeding], getting to desired outcomes faster and more efficiently."

Premium soy products that command premium prices are the result. Benson Hill employs an integrated business model to commercialize its seed innovations into ingredient products sold to consumer product companies and other retail customers. The company claims the model gives Benson Hill the ability to drive demand from seed to ingredient and offer full traceability and the ability to measure sustainability benefits for its customers.

Soybean processing for soy ingredients intended for human consumption is a little different than processing for animal feed, Johnson explained. Beans intended for animal feed are usually heat toasted, which can affect or degrade some nutrients. Soybean "white flake" intended for human foods requires a different process to better preserve proteins and nutrients.

On Jan. 4, Benson Hill announced that it had purchased ZFS Creston LLC, located in Creston, Iowa, an established food grade white flake and soy flour manufacturing operation, for approximately \$102 million from Zeeland Farm Services, primarily financed through a new debt facility. "The investment fulfills a final step in Benson Hill's ability to convert its proprietary soybeans into value-added soy protein ingredients for the underserved human and pet food categories," the company said.

"Certainly, the closer a crop is grown to where it will be crushed limits transportation costs," Johnson said. "We are one of only a handful of producers that produce white flake. A lot of crush plants can produce meal, but few can process white flake. A lot of refining plants can refine meal, but very few can process white flake."

The Creston operation is equipped to produce soy meal and

oil, as well as food-grade soy white flake, flour, and grits, which can all be marketed as ingredients or used as raw material for further production of concentrates, isolates and textured protein products.


It was only in September that Benson Hill completed its transition to being a public company in a deal announced last May. Founded in 2012 by two researchers in the photosynthesis field, it was named for two pioneering scientists who made important breakthroughs in the study of photosynthesis, Andrew Benson and Robin Hill. Benson Hill describes itself as a food technology company with a mission to deliver food made better from the beginning. Benson Hill calls itself "an agricultural solutions company dedicated to increasing crop yield primarily by increasing photosynthetic efficiency and carbon fixation." It was privately funded by a series of grants and infusions of equity investments until it went public in 2021 by merging with a special purpose acquisition company formed by Illinois' Star Peak Transition Corp II.

Farmers find contracts with Benson Hill rewarding. "The integrated business model or closed loop system gives confidence to our end users, which are the food companies," said Johnson "It also benefits growers. We provide both seed and seed treatments to the grower. It's a way to grow soybeans outside the traditional commodity path. By shortening the path from crop to food, we can realize savings that create value that growers can share in."

"With Benson Hill's Food System Innovators Program, we're able to be on the cutting edge of what's happening in agriculture today," said farmer Aaron Lee of Cornerstone Family Farms in Salem, Indiana. "We're striving to produce the best product we can and add value to our operation, and Benson Hill is right there beside us. We're eliminating waste, improving efficiency and driving toward a more sustainable operation. It's exciting to play a role in changing the food system."

"Growing with Benson Hill has changed the way I measure success," said Ben Thompson, B&A Thompson Grain Farm, Seymour, Indiana. "Working to optimize my crop for quality traits gives me access to growing consumer markets with new opportunities for profitability on my farm. Benson Hill wants to make an impact on the health and sustainability of our food system ... I like that they treat me like a real partner to help achieve it."

David Murray can be reached at journal@hpi.com.



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Ag Spray Equipment Unveils New PX Boom and ProUTV Sprayer

Ag Spray Equipment's Newton, Kan. location continues to expand its agricultural sprayer offerings with the PX Boom and ProUTV Sprayer. Both units will be on display at the 60th Annual Western Farm Show which will be held at the American Royal in Kansas City, Missouri. The new ProUTV

unit is available with 65 gallon and 105 gallon tanks as well as electric and manual controls. The unit is powered by either a Shurflo 12-volt electric pump or a centrifugal pump on a Honda engine. "This is a professional grade sprayer our customers needed," said Ryan Williams, location manager of the Ag Spray Equipment

location in Newton. "It fits multiple types of applications in the sprayer industry." The ProUTV can be paired easily with the PX Boom from Ag Spray Equipment. Available with manual, electric, or hydraulic fold options, the PX Boom

can be used in several different environments such as turf settings, pastures, and ditches. The PX Boom features a variety of configurations and can be mounted on UTV's, trailers, and small tractors. Ag Spray Equipment is an industry leader in liquid application and fluid handling equipment manufacturing a broad

range of sprayers, liquid fertilizer applicators, nurse tenders and storage trailers. Founded in 1966 and still family owned, today's Ag Spray Equipment features nine locations strategically placed across the United States. ♦





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Diamond W Corrals' portable cattle handling equipment help ranchers

Diamond W Corrals has unveiled its Cow-Calf Corral Expander, which offers the latest in innovation, and is the newest addition in the company's portable cattle handling equipment line to help ranchers when time is of the essence.

With an expansive 1,000-square feet of extra working space, the Cow-Calf Corral Expander consists of a 40-foot panel with an additional six panels—three on each end. The unit can be used alone or as an addition to expand an existing setup. The 46-foot unit weighs 4,840 pounds and is transported on four 11L 15 implement tires while the panels roll on two 13-inch tires and four 10-inch casters. The two 4-foot walk-through gates ensure an easy exit from either end. Adding to the safety features are two transport chains that tie to the rancher's corral when set up. Other safety measures include side and rear stop, turn and clearance transport lights.

Other features include:

- Two 5,000-pound jacks that stabilize the main frame when setting up on uneven ground.
- Transport lights to safely move equipment on highways and after sunset.
- Four winches with safety chains to help relieve the pressure on the winches and transfer the weight of the unit to the chains during travel and reduce the amount of human power needed to set up and take down the unit.
- A 2 5/16-inch ball hitch with multiple height adjustment, making it easy to pull with different pickups or equipment.
- Four outriggers with two on the main frame and two on the panels that dig into the ground when preparing to setup to work with livestock.

Another Diamond W Corrals' portable unit is the 36-foot long Cow-Calf Corral that has dual rear wheels and is pulled with a 2-inch ball hitch. The unit travels on six 11L 15 implement tires. To add to the ease and safety of the set up, there are three 4-foot personal gates and four 6-foot cattle gates.

Regardless of the model, patent-pending, each of the three pieces attach together to make one large unit and each piece is sold separately. A rancher can set up the corral in 10 minutes and each side pen can be set up in 10 minutes each and be ready to go

to work in a half hour.

The three pieces of equipment used together can hold or divide a large number of livestock. The livestock will flow through any pen and will not bother any of the other pens when loading out. Panels are easy to fold and unfold. Added features of the winches and chains ensure that tasks are completed safely and efficiently.

Diamond W Corrals are man-

ufactured by Burlington Welding LLC, Cherokee, Oklahoma.

Look for the company's booth, #932, at the Western Farm Show. For more information call 580-596-3381, email diamondwcorrals@yahoo.com or visit www.diamondwcorrals.com.

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Diamond W Corrals

Cow Calf Corral with Expander Wings

Manufactured by Burlington Welding, LLC
Patent Pending

This round 1 7/8" tube corral has all the bells and whistles. The dual rear wheel axle gives you a smooth pull up to highway speeds and unsurpassable maneuverability within the field. All panels are 6' 2" tall, and the weight of the corral is 7,660 pounds.

Always keeping safety in mind, there 3 — 4' walk-through gates and 4 — 6' walk-through gates, ensuring you have an escape, no matter where you are in the main pen. Double center divide gates, each 9' in 12' frame, make sorting your cattle easier than ever.

Corrals are equipped with transport lights for added security when moving the unit after dark. 2" ball hitch and 5000 pound jack add to the ease of transport.

Each piece is sold separately.

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Navigating the trailer industry with customer service

Hoyt's Trailer Center has been on a mission to navigate the dynamic trailer industry by remaining true to its core value of customer service.

Like every other supply chain globally, it's no surprise that the trailer manufacturing industry has also been affected. Price increases, rising demand for materials, and labor shortages have been the standard across all sectors. So what has allowed Hoyt's Trailer Center to see growth during the most challenging year since they opened?

When asked about the growth from 2019 to 2021, owner Hoyt Moore credits his staff for remaining resilient and determined to serve the customer through adversity. "Our customers need specific trailers to meet their hauling and transport needs; we just weren't getting the right stuff."

Finding the right trailer is crucial for all parties in this business. "We figured if we didn't have the trailer, someone did. So we had

to go find it," said Moore. Making phone calls to other dealerships and traveling to surrounding cities and states to pick up and deliver trailers became the norm for Hoyt's Trailer Center.

Providing this level of service has not only helped grow Hoyt's Trailer Center but has also allowed them to create positive relationships with other trailer dealerships in the state and surrounding areas. Every dealership faces the same reality, so let's help each other achieve a common goal.

There's no predicting when the market will correct, if ever. Still, Moore and the Hoyt's Trailer Center team remain positive when looking toward the future. "It's been an interesting and exciting time for everyone. Whether we see massive shifts back to normal or not, we have all adapted to this environment and will continue to do so as necessary. Our customers always come first and that will remain constant no matter what we're facing." ♦

The Rawhide Portable Corral System

John McDonald knows a thing or two about livestock equipment after working with cattle and rodeo livestock most of his life. Years spent hauling a portable arena across America for televised bull riding events allowed him to put his experience and knowledge to the test when it came to portable corrals. His family will joke about not being able to throw away anything he had notes on, because that item could just hold the prototype idea or drawing for his next big design.

In 2002 John and his family relocated to Abilene, Kansas, to fulfill his dream of designing a portable corral that would be easier than the other systems on the market. After working with multiple prototypes and cattle producers in the local area John finally introduced his original Rawhide Portable Corral design to the public at a farm show in Kansas. It could be set up by one person without any lifting and it could be done quickly; yet it could also be pulled down the road at highway speeds, ensuring that no time would be wasted while catching cattle. It was everything he wanted it to be.

John's wife, Mary, joined the business in 2005 because it was growing at such a rate that he couldn't handle building the corrals, selling them and all of the office and bookwork necessary. Employee numbers also began to grow as he grew his business; prompting him to move to new locations in Abilene a few times, ultimately landing in the current location in 2013.

Over the years he made changes to the system; some at the request of customers and

others just so that it would work better for the producers. The best change he will tell you is the electric over hydraulic lift for every jack on the system. John's design was the first portable corral on the market to offer the hydraulic lift option.

After selling his original design for five years or so he envisioned an even better design. Customers wanted to do more with the system, and he wanted to break away from the copy-cat designs on the market. In answer to this he developed the Processor which offers the same concept of pen configurations as his old design, but he made the transport wheels permanent on the system and a manual adjustable alley is standard on every model. Most customers note the obvious difference is that it's the gooseneck model of the portable corral.

The most notable features of the Rawhide corrals are that they are easy to set up and they are easy to transport. Rawhide means it when they say that one person can open up the corral without lifting a panel. This will continue to be the model as we move forward with our newer designs.

Customers can manipulate the panels so it is not just one big pen, but two, three or even four pens for sorting, as one can never have enough pens when it comes to working cattle. Rawhide leaves it up to the customer on how they utilize their system. When each customer picks up their system, which Rawhide assures at least 80% of their customers come to Abilene to pick up their own unit and haul it home, they will receive a demonstration.

Some customers are brand new to the product and some purchase a system with knowledge of it after working with neighbors or borrowing someone else's. With each purchase of a corral the customer receives a diagram of the unit, a bird-eye view so to speak, showing how the panels are configured. The most important part is that it shows how the panels fold up.

Every panel on a Rawhide Portable Corral has a solid rubber wheel positioned in a specific location so that when folded up the panels will all fold flush against the others. This is especially important with the larger size systems as the racks holding the panels are only so big. This ensures that the system is road-width legal and is not considered oversized.

The electric over hydraulic jack has been so popular that Rawhide now offers customers the option to buy the Hydraulic Lift Kit so that they may upgrade existing equipment of their own. A lift kit includes the jack, power unit, solar panel and the option of including a battery at time of purchase.

Many customers want to know about warranty work on a system like this and the McDonald family is only too happy to inform them of theirs. All welding work and assembly is done by their employees so anything that may happen to those welds or to the panels John and Mary will stand behind and call it their Lifetime Warranty.

Other parts on the system that are purchased from vendors including the hydraulic cylinders, transport wheels, power unit and solar panel are given a one-year warranty. If any customer has a concern or an issue, they can simply call Rawhide and someone will help them out.

Rawhide Portable Corral, Inc is proud to have corrals in 43 states and three countries which is a true showing of how these units work in a multitude of terrains. Over the last few years, they have worked with a couple of dealers to help get their corrals to other parts of the United States. At this time there are dealers in south Texas, South Dakota and potentially the Idaho, Washington and Montana areas. The corrals are all still built in Abilene.

For more information about Rawhide Portable Corral's and to view product videos visit the Rawhide website at www.rawhideportablecorral.com, find them on Facebook or call 785-263-3436. ♦

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