

## MINUTES OF THE HOUSE COMMITTEE ON AGRICULTURE.

The meeting was called to order by Chairperson Eugene Shore at 9:00 a.m. on February 9, 1994 in Room 423-S of the Capitol.

All members were present except: Representative Swall - Excused

Committee staff present: Raney Gilliland, Legislative Research Department  
Jill Wolters, Revisor of Statutes  
Kay Johnson, Committee Secretary

Conferees appearing before the committee: Tom Tunnell, Kansas Fertilizer & Chemical Association  
Chris Wilson, Kansas Agricultural Aviation Association  
Melvin Epp, Kansas Ostrich Breeders Association  
Gene Mosler, Kansas Emu Association  
Joan Simoneau, farmer  
Gwen Allen Horton, farmer  
Larry Woodson, Department of Agriculture  
Sam Graham, Animal Health Department  
Mike Beam, Kansas Livestock Association

Chairman Shore called the meeting to order asked for any bill introductions.

Tom Tunnell, Executive Vice-President, Kansas Fertilizer & Chemical Association, attachment #1, asked for legislation relating to fertilizer containment regulations. Representative Neufeld made a motion to introduce such legislation. Representative Powers seconded the motion. The motion carried.

Chairman Shore asked that a bill be introduced to clarify that a feedwagon is an implement of husbandry. Representative Lloyd made a motion to introduce such legislation. Representative Neufeld seconded the motion. The motion carried.

Hearings continued for proponents on HB 2686: pesticide licensees required to carry liability insurance for drift occurrences.

Chris Wilson, Executive Director, Kansas Agricultural Aviation Association, attachment #2, said this is a complex situation that can't be solved with a simple solution. Referring to claim situations that were brought up by proponents, she said that even if mandatory drift insurance had been in place they likely would not have been covered. There are current laws and regulations in place to handle complaints and states that have mandatory drift insurance laws have seen their claims triple. Kansas is recognized as a well-operated state and we shouldn't penalize those who do a good job.

Hearings opened on HB 2811: classifying creatures of the ratite family such as ostriches, emus and rheas as livestock.

Representative Neufeld, who introduced this bill at a constituent's request, said the bill takes each section of the law that applies to livestock and adds the definition of the ratite family.

Melvin Epp, President, Kansas Ostrich Breeders Association, attachments #3 and #4, said this bill begins to create an organized structure within which the ratite industry can develop in Kansas. Mr. Epp defined ratites, gave some general facts about ostriches and discussed various ostrich products. Ostriches are very hardy and adapt well to the Kansas climate. The current market is a breeder's market, i.e., selling birds to be used for herd size increase and reproduction. Problems exist because ratites are designated as exotic. This makes obtaining bank loans and insurance difficult.

## CONTINUATION SHEET

MINUTES OF THE HOUSE COMMITTEE ON AGRICULTURE, Room 423-S Statehouse, at 9:00 a.m. on February 9, 1994.

Responding to questions from Representatives Lloyd and Powers, Mr. Epp said ostrich are tagged with micro chips; this bill would provide an avenue to respond quickly to any influenza outbreak; there are no ostrich slaughter houses in Kansas yet; and the number of chicks hatched successfully depends on quality of breeding stock, the husbandry and individual farm management ability.

Gene Mosler, Kansas Emu Association, attachment #5, testified that the ratite industry is relatively new only to the United States and the meat is a health conscious alternative and complement to beef. The ratite industry has had a good impact on Kansas and will keep getting better. Many other state have changed ratites to the livestock designation and so should Kansas.

Joan Simoneau, independent rancher, attachment #6, said by introducing ratites on her farm she hopes to be able to help support her family with this new found revenue. She can raise these birds on a small area of land, use feeds that are readily and use nearby veterinarian services. Changing to a livestock designation would lend credibility to bankers, insurance companies and prospective buyers.

Gwen Allen, independent rancher, attachment #7, described the increase in the number of birds from 1989 to 1994. Currently, the Wildlife & Parks Department has virtually no regulatory authority. The ratite industry needs the support of the Kansas Department of Agriculture that a livestock designation would bring.

Larry Woodson, Director, Division of Inspections, Kansas Department of Agriculture, attachment #8, discussed how HB 2811 relates to the Kansas Meat and Poultry Inspection Act. Non-amenable species, such as ratites, slaughtered under a state inspection program such do not qualify for 50:50 federal funding. Two options available are 1) continue the existing program of mandating the inspection at state cost or 2) establish voluntary inspection and charge inspection fees or user fees. He felt it is appropriate to continue inspections at state cost.

Discussion followed on the ratite industry in Texas, slaughter regulations in Kansas, availability of ratite feed, what, if any, health inspections are done now on ratites and what Department of Agriculture inspectors are qualified to inspect.

Sam Graham, Animal Health Department, said the rules and regulations relative to ratites are almost complete now and HB 2811 would have very little impact now as the number of ratites in Kansas are samll.

Mike Beam, Kansas Livestock Association, pointed out the bill passed last year on domesticated deer contained a section amending KSA 47-1832 and this bill does not. To be consistent the committee might want to include that section in HB 2811.

The meeting adjourned at 10:00am. The next meeting is scheduled for February 10, 1994.

**K.S.A. 2-1226. Definitions.** As used in this act:

(a) "Commercial fertilizer" shall have the meaning ascribed to such term under K.S.A. 2-1201 and amendments thereto.

(b) "Fertilizer materials" shall have the meaning ascribed to such term under K.S.A. 12-1201 and amendments thereto.

(c) "Bulk fertilizer" means any liquid, blended or dry fertilizer or fertilizer material shored in a fluid or dry nonpackage form.

(d) "Facility" means a place where commercial fertilizer materials are stored, mixed, blended, manufactured, weighted or handled.

(e) "Board" means the state board of agriculture.

(f) "Secretary" means the secretary of the state board of agriculture.

(g) "Person" means any individual, any association of persons or any corporation.

**K.S.A. 2-1227. Rules and regulations.** This board is authorized to adopt rules and regulations:

(a) For the safe handling and storage of commercial fertilizers and fertilizer materials in bulk;

(b) for the establishment of minimum general standards covering the design, construction, location, installation and operation for the storage and handling of commercial fertilizer and fertilizer in bulk and the prevention of commercial fertilizer, fertilizer materials or fertilizer in bulk from being introduced into the ground or surface waters of the state;

(c) for the establishment of minimum general standards covering the design, construction, location and installation of a structure constructed for the purpose of confining any spills or discharged fertilizer or fertilizer material within a specified area;

(d) for the prompt recovery of fertilizer or fertilizer materials spilled within a specified area;

(e) for dates by which the owners or operators, or both, of the facilities and equipment subject to the provision of this act

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Attachment #1

and in existence prior to the effective date of this act shall comply with this act;

(f) for the administration of this act; and

(g) for the assessment of civil penalties and procedures relating thereto.

**K.S.A. 2-1230. Unlawful acts.** It shall be unlawful, and a violation of this act, for any person:

(a) To operate any facilities or equipment unless: (1) The facilities and equipment are constructed and installed in accordance with the rules and regulations adopted under the provisions of K.S.A. 2-1227 and amendments thereto; and

(2) the facilities and equipment are adequately maintained; and

(3) the facilities and equipment are approved under K.S.A. 2-1228 and amendments thereto.

(b) To use any product container, piping, valve, hose, appurtenances or other equipment for handling and storage of commercial fertilizer and fertilizer materials which is defective or which is otherwise unsafe.

(c) To fail to provide, or fail to have available, for use such safety material and such effective safety equipment, as required by rules and regulations.

(d) To violate any rule and regulation adopted under K.S.A. 2-1227 and amendments thereto.

(e) To impede, obstruct or hinder, or to otherwise prevent or to attempt to prevent, any authorized state personnel or employee in the performance of duties in connection with the administration of this act.

(f) To fail to comply with a stop sale or stop use order issued pursuant to K.S.A. 2-1229.



**K.S.A. 2-1229a.** Whenever any facility or equipment for the handling, storage or disposal of commercial or bulk fertilizer is found by the secretary or a duly authorized representative of the secretary, acting as the enforcing officer, in this state, and there is reason to believe on the basis of inspections or tests that such facility or equipment is in violation of any of the provisions of K.S.A. 2-1226 through K.S.A. 2-1231 or the rules or regulations promulgated thereunder or that such facility or equipment has been or is intended to be used to handle, distribute, dispense, store or sell and commercial or bulk fertilizer in violation of any such provisions or rules and regulations, the enforcing officer may issue a written or printed stop sale or stop use order.

The stop sale or stop use order shall prohibit the sale of commercial or bulk fertilizer or prohibit further use of such facility or equipment for the handling, storage or transportation of commercial or bulk fertilizer, except in accordance with the provisions of the order or on approval of the enforcing officer provided the enforcing officer has evidence that the law and rules and regulations have been complied with and issues a release from the stop sale or stop use order.

The stop sale or stop use order may be issued to any person who runs, controls, operates or has custody of any facility or equipment or may be posted in a conspicuous place in, on or about the facility or equipment affected by the tag notice.

Any order issued pursuant to this subsection is subject to review in accordance with the act for judicial review and civil enforcement of agency actions.

The provisions of this subsection shall not be construed as limiting the right of the enforcing officer to proceed as authorized by other provisions of the statutes contained in article 12 of chapter 2 of the Kansas Statutes Annotated and amendments thereto.

**K.S.A. 2-1232.** Penalties for violating article 12 of chapter 2 of K.S.A. orders, appeals. (a) Any person who violates any

provision of article 12 of chapter 2 of Kansas Statutes Annotated and amendments thereto or any rule and regulation promulgated thereunder or any stop sale or stop sale order issued or posted pursuant to K.S.A. 2-1222 and K.S.A. 2-1229a, in addition to any other penalty provided by law, may incur a civil penalty imposed under subsection (b) in the amount fixed by rules and regulations of the state board of agriculture in an amount not less than \$100 nor more than \$1,000 for each violation and in the case of continuing violation, every day such violation continues may be deemed a separate violation.

(b) A duly authorized agent of the secretary of the state board of agriculture, upon a finding that any person has violated any provision of article 12 of chapter 2 of Kansas Statutes Annotated and amendments thereto or any rule and regulation promulgated thereunder or any stop sale or stop use order issued or posted pursuant to K.S.A. 2-1222 and K.S.A. 2-1229a, may impose a civil penalty as provided in this section upon such person.

(c) No civil penalty shall be imposed pursuant to this section except upon the written order of the duly authorized agent of the secretary of the state board of agriculture to the person who committed the violation. Such order shall state the violation, the penalty to be imposed and the right of the person to appeal to the secretary. Any such person, within 20 days after notification, may make written request to the secretary for a hearing in accordance with the provisions of the Kansas administrative procedure act. The secretary shall affirm, reverse or modify the order and shall specify the reasons therefor.

(d) Any person aggrieved by a final order of the secretary under made under this section may appeal such order to the district court in the manner provided by the act for judicial review and civil enforcement of agency actions.

(e) Any civil penalty recovered pursuant to the provisions of this section shall be remitted to the state treasurer, deposited in the state treasury and credited to the state general fund.



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**STATEMENT OF THE  
KANSAS AGRICULTURAL AVIATION ASSOCIATION  
TO THE HOUSE AGRICULTURE COMMITTEE  
REPRESENTATIVE EUGENE SHORE, CHAIRMAN  
REGARDING H.B. 2686  
FEBRUARY 8, 1994**

Mr. Chairman and Members of the Committee, I am Chris Wilson, Executive Director of Kansas Agricultural Aviation Association (KAAA). KAAA is the state's professional and trade organization for aerial applicators of agricultural chemicals. KAAA's nearly 300 members include approximately 90% of all agricultural aviation firms in the state, as well as pilots and allied industry representatives. We appreciate the opportunity to appear today regarding H.B. 2686, which would require liability insurance for pesticide drift.

KAAA is opposed to H.B. 2686 for numerous reasons. This bill is identical to one considered by this Committee two years ago. At that time, we learned that the bill stems from the unfortunate experience of one person who was ill-advised. He should have been told by the government agency he contacted to report the incident to the then-Board of Agriculture. The Department of Agriculture receives not only drift complaints, but any pesticide-related complaints and responds. If their investigation determines that the applicator has in fact caused damage, the applicator must compensate the property owner or face losing his license.

At the time of the hearing two years ago, we learned that the Board of Agriculture had three firms which were "bad actors", responsible for a significant number of claims. None of those firms are in business today, largely due to action by

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the Division of Plant Health in response to those claims. The laws and regulations are in place and working effectively to respond to drift and other damage claims.

Clearly, property owners with legitimate damage claims should be compensated. But, how can the Legislature assure that those who are damaged are compensated? The current law requires the pesticide business licensee to illustrate a degree of financial stability and ability to pay for damages through the existing liability provisions and the numerous other requirements of pesticide business licensees. If an operator is found to have caused damage and does not pay for it, he stands to lose his license, and therefore his livelihood. As a result, current law provides the best incentive possible to see that compensation is made.

If drift insurance were an additional requirement for aerial application, the basic deductible would be \$1000. So many claims would be paid by the operator anyway. Drift insurance is still no guarantee that the damage will be compensated that is more effective than current law.

Since nearly all ground applicators and a majority of aerial applicators carry drift insurance in Kansas, why not make it mandatory? In other states which have adopted mandatory drift insurance, the number of claims has tripled, almost entirely due to frivolous claims. In that situation, the regulatory agency must hire additional staff to investigate claims. Economically, insurance agencies end up paying on many frivolous claims, because the damages are less costly than fighting the case. In those cases, the applicator pays the \$1000 deductible every time. This situation costs the taxpayer, the insurance industry, and the application industry through deductibles and increased premiums. Yet, no more legitimate claims are compensated.

KAAA believes that the old adage, "know whom you're doing business with", applies in this case. We believe that the existing regulatory process is effective to determine who the "bad actors" are and to put them out of business, as it has done, and to see that insofar as possible, damaged property owners are compensated.

I am proud to represent a very professional industry. Today's aerial application is highly technical and specific, using satellite technology for precision application. It is recognized throughout the country that Kansas is a very well-operated state in the

agricultural aviation industry. We have very low claims compared to other states. There are many, many operators never have a complaint filed against them. H.B. 2686 would penalize those who do a good job and who settle complaints readily when they have them, because of the very few who do not. Also, applicators do not have equal need for drift coverage, since conditions and crop sensitivity vary throughout the state.

Mr. Chairman and Members of the Committee, KAAA urges you to reject H.B. 2686. I would be glad to respond to any questions you may have.

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Speaking in favor of the passage of House Bill 2811.

Melvin D. Epp  
President, Kansas Ostrich Breeders Association  
Vice President, Kansas Emu Association

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316-799-2913

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- II. Definition of ratite
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- IV. History of ostrich farming
- V. General facts about ostrich
- VI. Ostrich products--leather
- VII. Ostrich products--meat
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- IX. Ostrich products--egg shells
- X. The number of ostrich in Kansas
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Attachment #3

Thank you, Chairman Shore. Representative Neufeld. Members of the House Agricultural Committee.

## **I. Introduction:**

My name is Melvin Epp. My Whitewater farm is a Farm Bureau identified Century Farm in Butler County. I am a fourth generation Kansan. Thank you for this opportunity to speak to you.

In 1990, I initiated an ostrich farm on the old home stead. Hopefully by the year 2000, my farm will be a premier ostrich farm.

I support House Bill 2811. It begins to create an organized structure within which the ratite industry can develop in Kansas.

## **II. Definition of ratite:**

Ostrich, emu and rhea are all referred to as ratites. This is derived from their Latin designation of Ratitae. In English this means "a raft." These birds have no flight muscles and no breast bone and so the word ratite refers to their anatomical feature of being like a boat without a keel. They have a breast plate.

## **III. Countries of origin:**

Illustration 1 illustrates the five extant ratites and their countries of origin. The ostrich is from Africa, the emu from Australia and the rhea from South America.

## **IV. History of ostrich farming:**

Ostrich farming was initiated in South Africa in 1857. The major product was feathers for the courtiers of Europe and the US. An ostrich feather industry also developed in California and Arizona.

"In March, 1883, the California Ostrich-farming Company was incorporated to demonstrate the practicability of raising ostriches profitable in this country..." (Harper's Weekly Vol 29, No 1509, pages 763 & 764, November 21, 1885). Ostrich feathers impacted my grandmother, Helen Wiebe Harder (1864- 1930) and I show you one of her turn-of-the-century hats. It sports a black feather from the wing of a male ostrich.

By 1885, South Africa was exporting annually seven million dollars' worth of feathers with half going to Europe and half coming to the US. The demand for feathers decreased during the first decade of this century and with the advent of the car, travel was at such incredible speeds that hats needed to be tied down. Fashion dispensed with feathers and the car is credited with the first economic challenge to the ostrich industry. (National Geographic, October, 1906, pages 569-574)

## **V. General facts about ostrich:**

I will focus primarily on the ostrich activity in Kansas. Other speakers will focus on the other ratites.

Ostrich are the only bird with two toes. They stand 7 to 9 feet tall and weigh from 300 to 350 pounds at maturity. Even so, ostrich can turn on a dime and maintain a running speed of 40 miles per hour for twenty minutes.

Average hens lay 40 - 60 eggs per year. Ostrich hens are classified as indeterminate layers; they will lay an egg every other day for 10 to 20 eggs, take a break of several weeks and then begin the next clutch. Exceptional hens lay over 100 eggs in a calendar year. Most eggs are laid between March and August, although some lay year round.

The incubation period for ostrich eggs is 42 days. Newly hatched chicks weigh around 900 to 1000 grams and begin eating after about 5 days. Chicks grow about a foot in height each month for the first six months. Sexual maturity is reached in two to four years. Most ostrich ranchers organize their breeders into pairs to pedigree the progeny, but colonies with multiple breeders are possible on adequate acreage.

Ostrich are reproductive for 40 years and live up to 70 years. Ostrich are very hardy and adapt well to the Kansas climate. These birds are like any other farm livestock -- they need a barn, a little shade and feed with fresh water. A breeding pair can be maintained well in a one quarter to one half acre pen.

The natural distribution of ostrich originally was into temperate climates. The last Arabian ostrich of Iran was shot in 1941. During Old Testament times, ostrich were in the Sinai Peninsula. Their current northern most distribution is now southern Sudan and Ethiopia.

## **VI. Ostrich products--leather:**

Ostrich leather is among the most valuable of exotic skins, and the Klein Karoo Landboukoooperasie, Oudtshoorn, South Africa furnishes tanned finished hides to product manufacturers. The average hides range from 12 to 14 square feet. European and Asian products include clothing and shoes, as well as handbags, wallets, belts and other small leather goods. The American market, representing US \$9,000,000 in tanned hides annually, is almost exclusively in the manufacture of cowboy boots.

Leaders in the leather industry estimate that the current demand is three to five times the existing supply at current prices. This demand is anticipated to increase as other exotic hides become scarcer and more tightly controlled. (J.S. Stewart. 1992. Proc. Assoc. Avian Vet., p. 304-306)



## **VII. Ostrich products--meat:**

Ostrich provide a lean red meat similar in flavor and texture to beef. The meat has minimal marbling, and the fat and cholesterol levels are comparable to poultry. Most meat is derived from the upper leg, in addition to the backstrap, neck and organs. Please see Illustration 2.

In a study conducted with 18 birds, on a live-weight basis, 7.04% of the live weight is hide, 1.85% is feathers, and 58.59% is in the form of carcass (62.5% lean, 9.2% fat, and 26.9% bone). (Harris, S.D., et.al., Ostrich Meat Industry Development. Texas Agricultural Extension Service, June 1993) Ostrich are normally slaughtered at 12 to 14 months of age.

The demand for ostrich meat in Europe is again several fold over existing supply, the Asian market shows strong interest and the American consumer market is completely undeveloped.

Ostrich meat is available from several U.S. slaughter houses in Texas, California and Colorado. More slaughter houses are under development. Please see Illustration 3 for a source of ostrich meat and hides.

## **VIII. Ostrich products--feathers:**

The ostrich feather was adopted as the symbol of justice and truth in Egypt because the shaft, unlike that of most other birds, divides the plume into two equal portions. The feather in the emblem of the U.S. Supreme Court is an ostrich feather.

The feathers of an ostrich on the European market bring \$50 to \$1,000 per pound and are used for feather dusters, fashion accessories, elaborate showgirl costumes and decorations. Feathers may be taken twice a year from live birds and in total at slaughter.

Ostrich feathers have little or no oil in them and are used to dust sensitive electronic components in the computer industry. Car manufacturers also use ostrich feathers to dust metal before they spray-paint. Ostrich feather not only displace dust but also collect dust into the feather.

Feathers are sorted into over 200 categories based on the age and sex of the ostrich, color, size, shape and quality. A peak price of US \$150 per pound is obtained for the prime white or dyed plumes. One New York manufacturer alone imports in excess of US \$1,000,000 of ostrich feathers annually.

In the US, the manpower requirement and consequently the inherent cost of harvesting feathers currently does not make this product attractive except as a byproduct of the slaughtering process.

#### **IX. Ostrich products--egg shells:**

The shells of infertile eggs are prized by artisans for painting and carving.

#### **X. The number of ostrich in Kansas:**

The KOBA and the KEA are currently conducting a state-wide survey to ascertain the number of ratites in Kansas and the number of farms involved. 509 questionnaires were mailed last week. These data will be available around March 1.

However, using the KOBA membership list with 90 members, and the KOBA Newsletter mailing list with 455 names, together with contact with the Kansas ostrich industry for the past 4 years, general estimates are possible. I estimate that between 150 to 200 farms in Kansas raise ostrich. Only 4 of these farms have more than 15 breeding pairs. Nearly 90% of the farms have 1 or 2 pairs of breeders.

I estimate that there are between 800 and 1000 adult ostrich in Kansas presently. It is more difficult to estimate the numbers of juveniles because most will have already been sold and many of these will go to out-of-state buyers. I expect that there are between 1000 and 1500 young birds in the State.

#### **XI. Who raises ostrich?**

Ostrich farming in Kansas is basically a cottage industry. It works well for people with 5 acre ranchettes; that is ample space for 2 one-half acre breeder paddocks with one or two acres for chick pens, with the incubator in the spare bedroom--that still leaves them with an acre of grass to mow. These farmers would have jobs in town and use ostrich to create a cash flow from their country living. This group is composed mainly of young families and prospective retirees.

Some of the ostrich breeders are engaged in conventional farming and are using ostrich to increase their cash flow. Normally, these are family operations with the labor force drawn from the family.

#### **XII. Economic impact of ostrich in Kansas:**

The current market for ostrich is a breeder's market, i.e., selling birds to be used for herd size increase and reproduction. The population needs to be increased to produce 200,000 yearling per year to make a product oriented market a reality. Two Kansas ostrich ranchers will have booths advertising their birds at the 3,000 member American Ostrich Association's Convention in San Diego, February 17 - 20.

Revenue is currently flowing into the state from the sale of breeding stock. Every farmer has also recently built new fences and loafing sheds and as his herd increases, every farmer will

perpetually build more chick facilities. Fencing companies, farm supply stores, incubator companies are all benefitting from the ratite industry.

Ostrich feed is basically, dehydrated alfalfa with supplements. Some of this feed is manufactured locally. Adult ostrich eat about 4 to 5 pounds of feed per day.

#### **XIII. Are ratites simply a fad?**

Since the ostrich industry has existed for nearly 150 year, I believe it is here to stay. Some product lines for leather and feather goods are well developed. Developing a market for ostrich meat in the US will require effort. However, I do not know what the structure of this business will be in twenty years. I do believe that House Bill 2811 will assist in creating a positive agribusiness climate in Kansas.

I would like to now address a few specific current problems.

#### **XIV. Start-up funds:**

It is currently very difficult for beginners to obtain funds to initiate the purchase of ostrich. Bankers look in their books and see the designation -- exotic -- and panic. They will not use ostrich as collateral for a loan because they have no record of risk in loans for exotics. Early on, I also was laughed out of a bank.

Small Business loans are predicated on bank loan applications and recommendations.

Presently, most ostrich are being purchased with personal savings, retirement money, loans from family or friends and bank loans collateralized with real estate or other existing farming or business operations.

With the development of a business in the buying and selling of birds, bankers are becoming involved in financing these new business opportunities. With the designation of livestock, obtaining the financial backing necessary for ostrich farming start-ups is expected to proceed more successfully.

#### **XV. Insurance:**

The insurance issues of the ostrich industry also take on a rather personal involvement. The insurance coverage on my farm house and buildings, and the farm liability coverage were canceled last November because I have ostrich. My ostrich were not insured with this farm policy. It had been in effect for three years. Farmers Insurance Group canceled my policy. The underwriters at State Farm would not insure my farm for the same reason, stating that ostrich were classified as exotics in Kansas. My State Farm agent considered the risks on my farm not unlike that on a typical dairy

farm. Fortunately, Farm Bureau was not intimidated by my ostrich and now provides insurance for my house and buildings and a farm liability policy.

There are insurance companies which specialize in insuring the birds themselves. This is not a problem.

House Bill 2811 is expected to stabilize the farm and liability insurance coverage for ostrich breeders.

#### **XVI. Security-theft:**

The Kansas ostrich industry has to date been spared acts of violence and theft. This is not true in many other states. House Bill 2811 extends the rights of protection of the livestock industry to ratites. This is a positive move.

Because of their value, most birds in Kansas are microchipped for unique identification. This is a standard requirement for insurance purposes and for entry into auction barns.

#### **XVII. Control of movement of birds into the state:**

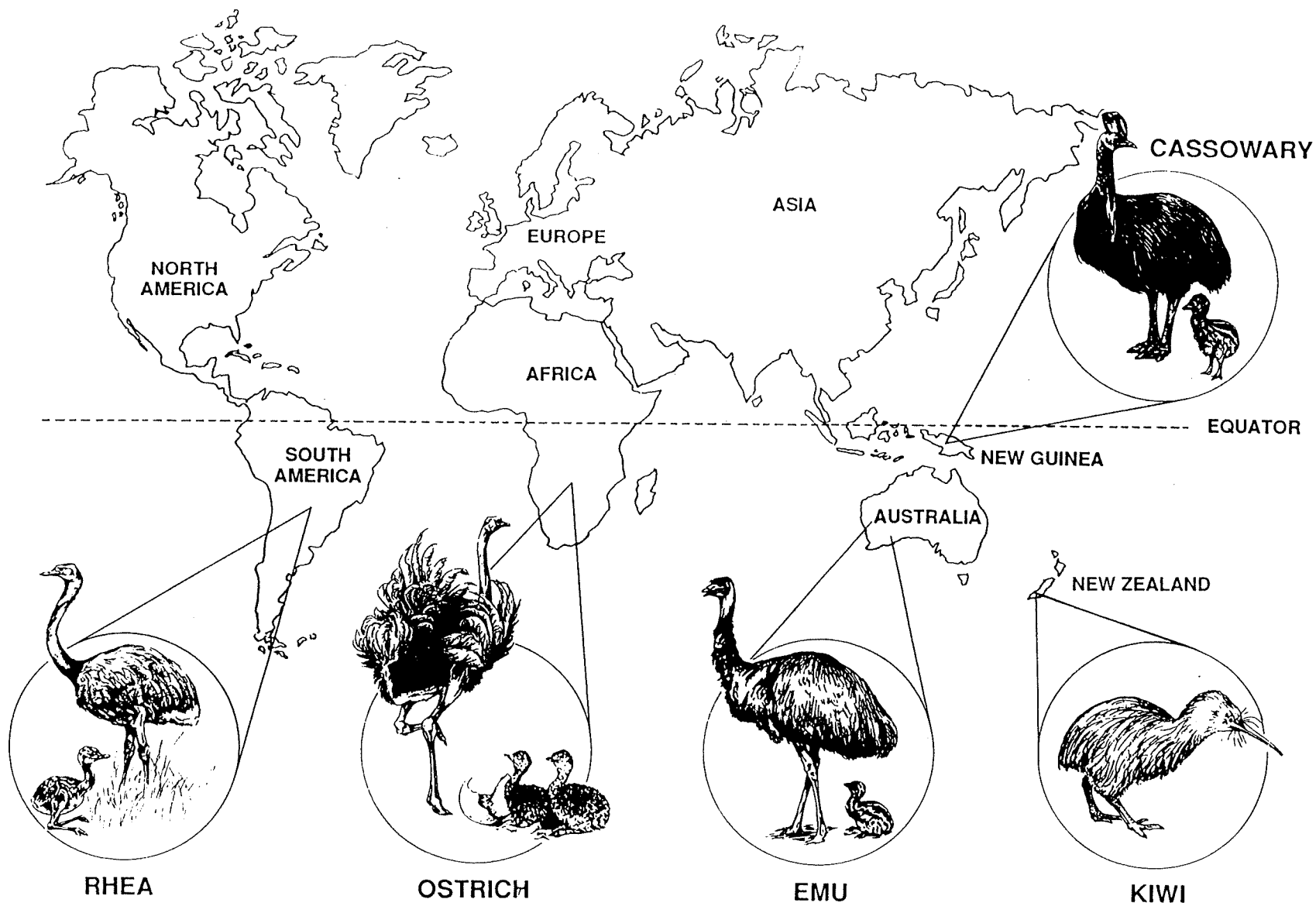
As the population of birds in Kansas increases, the movement of birds into the State will need to be regulated for disease control. Last year when there were two cases of Avian Influenza in Texas, there was no mechanism for the regulation of birds into the State, let alone a rapid response had the problem become severe. Fortunately, this disease was contained quickly and it did not become a problem for Kansas. House Bill 2811 provides the mechanism to handle situations like this.

#### **XVIII. Conclusion:**

It is my conclusion that House Bill 2811 is essential for the development of a stable ratite agribusiness in Kansas. The Bill is consistent with legislation already in place in states like Arizona, Florida, New Mexico, South Carolina, Tennessee and Texas. The KOBA thanks you for your efforts on our behalf.

As Illustration 4, I have given you a copy of our seminar program on March 4 & 5, at the Holiday Inn West, Topeka. I extend an invitation to each of you to attend and if you identify yourself at the registration table, you will be my personal guest at the seminar.

As I leave, may I draw your attention to the KOBA brochure, "Diversified Farming in the Decade of the 90's." This is for your perusal. Inside the brochure is our current Kansas Breeder/Grower List. Perhaps you can find some of your constituents listed. Thank you.





# OSTRICH MEAT COMPARISON

	3 OZ. SERVING	CALORIES	PROTEIN GRAMS	FAT GRAMS	SAT. FAT GRAMS	MONO-UNSA FAT GRAMS	POLY-UNSAT FAT GRAMS	CHOLESTEROL mg	CARBOHY- DRATES GR.	CALCIUM mg
OSTRICH	3 OZ.	96.9	22	2.0	-	-	-	58.0	2.1	5.2
Chicken: (roasted, flesh only)	3 OZ.	140.0	27	3.0	.9	1.1	.7	73.0		13.0
Turkey: (roasted, light meat, flesh only)	3 OZ.	135.0	25	3.0	.9	0.5	.7	59.0		16.0
Beef: (lean, ground, broiled)	3 OZ.	230.0	21	16.0	6.2	6.9	.6	74.0		9.0
Beef: (lean, steak, broiled)	3 OZ.	240.0	23	15.0	6.4	6.9	.6	77.0		9.0
Lamb: (lean, leg, roasted)	3 OZ.	205.0	22	13.0	5.6	4.9	.8	78.0		8.0
Pork: (lean, loin, broiled)	3 OZ.	275.0	24	19.0	7.0	8.8	2.2	84.0		3.0

Information compiled from: "Nutritive Value of Foods", U.S.D.A., "Home and Garden Bulletin No. 72 and  
AMSI Quality Testing Laboratory Report No. C80-0100, for Dr. Kevin Owen, 1-27-89.

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# BREEZY HILL MEAT CO., INC.

## American Produced Products...

*Satisfaction  
Guaranteed*

Ostrich Steaks	per lb.	\$29.95
Tenderized Steaks	per lb.	\$24.95
Ground Ostrich	per lb.	\$19.95
Chili Meat	per lb.	\$19.95
Summer Sausage	per lb.	\$19.95
Smoked Ostrich	package	\$ 5.00



*5 lb. minimum order*

*All orders shipped on Tuesday & Thursday*

*Plus Overnight Shipping & Handling  
Prices are subject to change*

New Hours: Monday thru Thursday...8-6pm  
Friday...8-12 noon



### Tanned Ostrich Skins Available

Colors: Black, Peanut Brittle, Natural and Burgandy

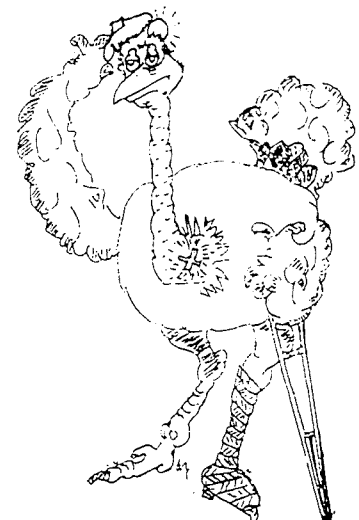
#### BREEZY HILL OSTRICH MEAT *appears on the menu at:*

- HUNTINGTON'S at the Westin Hotel Galleria in Dallas, TX
- HELEN'S RESTAURANT at 7 Springs Mountain Resort in Champion, PA
- BELLA ITALLIA WEST at 5139 Camp Bowie in Fort Worth, TX
- THE CUYAMA BUCKHORNE at New Cuyama, California

Call  
**(817) 872-5635**

P.O. Box 507  
Bowie, Texas 76230

Randy Reaves, President  
Jody Riley, Sales Director  
Gaylynn Burris, Marketing/Promotional Director



**WANTED:  
Birds For Slaughter**

# Kansas Ostrich Breeder's Association

## Special Meeting Announcement

## KOBA SPRING SEMINAR

**March 4 & 5, 1994 • Holiday Inn West 605 Fairlawn Road Topeka, KS 66606**

A block of rooms will be available for \$54.00 per room per night plus tax (1-4 adults). This special will be available until February 11, 1994. Make your reservations using the toll free number (1-800-822-0216) and mention the KOBA.

After February 11, reservations will be made on a space available basis and regular rates of \$54.00 single / \$60.00 double nondomes; \$60.00 single / \$66.00 double dome and king will apply.

A Trade Fair is being planned for all-day Saturday only. Booths with a table and chairs are available for \$40.00. Persons tending the booths need not be registered for the Seminar. A lunch ticket and continuous coffee will be available for \$12.00. For those registered for the seminar who tend booths, the lunch ticket will be included in the registration packet.

The KOBA encourages suppliers, ostrich craftspersons and individual farms to advertise during the Trade Fair. Extra lunch tickets for non-registered family members will be available at the registration-desk for \$12.00 each.

### PROGRAM

#### Friday, March 4, 1994

5:00 - 10:00 p.m.

7:00

7:20 - 8:00

8:00 - 8:45

Registration

Film "The incredible ostrich"  
The natural history of ostrich in Kenya

Lecture: "Overview of the AOA  
convention and ostrich nationwide."  
Jim Russell, King Ostrich Ranch,  
Gardner, KS

Lecture: "Some current parasite  
problems seen in my practice."  
John Thomas, D.V.M., Meade KS

11:00 - 12:00

12:00 - 1:00

1:00 - 2:00

2:00 - 2:30

2:30 - 3:30

3:30 - 4:30

Lecture: "Know your feed and  
nutritional quality control" Sheila  
Scheideler, D.V.M., University of  
Nebraska, Lincoln

Lunch provided for registered attendees

Lecture: "Incubators and incubating  
techniques." Rick Henrie, Pureflo  
Incubators & Hatchers, Catoosa, OK

Break

Lecture: "Trace elements and chick  
mortality." Sheila Scheideler, D.V.M.,  
UNL

Break-out groups for Q & A

#### Saturday, March 5, 1994

8:00 - 12:00 a.m.

9:00 - 10:00

10:00 - 10:30

10:30 - 11:00

Registration

Lecture: "Primary and specialized  
ratite health care in Kansas"  
Dave Anderson, D.V.M. K State  
College of Veterinary Medicine,  
Manhattan, KS

Break

KOBA Report & Membership Meeting

- I. Dr. Scheideler - Nutrition
  - II. Rick Henrie - Incubation
  - III. Dr. Anderson - Health Care
- KOBA Board Meeting

Please mail your registration form along with check payable to KOBA to: KOBA, Shirley Marihugh, Sec./Trea., 168 Sunflower Street, Esbon, KS 66941.

The registration forms need to be received by February 25, 1994. For more information contact KOBA Secretary Shirley Marihugh, 913-725-3991.

### REGISTRATION FORM

Name (s) \_\_\_\_\_  
Ranch \_\_\_\_\_  
Address \_\_\_\_\_  
City/State/Zip \_\_\_\_\_ Phone \_\_\_\_\_

#### Admission Fees:

Member & Spouse	Preregistered \$ 75	At door \$100
Non-member & Spouse	Preregistered \$100	At door \$125
Single Member	Preregistered \$ 50	At door \$ 65
Single Non-member	Preregistered \$ 75	At door \$ 90
Trade Booth \$40.00 Please check _____ if electrical service is required.		



# DIVERSIFIED FARMING

IN THE DECADE OF THE 90'S



**Kansas Ostrich Breeders Association**

HOUSE AGRICULTURE  
2-9-94  
Attachment #4



# OSTRICH

As the publicity surrounding the ostrich industry intensifies, and as the prices for ostrich brood stock and ostrich products (meat, leather and feathers) escalate, many people contemplating entry into this business ask, "Is this for real?" It's a common question. Most of us who are now breeders wondered at one time if we weren't just getting caught up in another fad.

The answer is no. This is different. It is different in that there is already a demand for ostrich, which has been supplied by an industry which is more than 100 years old. Yet the supply has never caught up with the demand! The budding ostrich industry is well on its way to becoming a healthy adjunct to the beef industry. Consider the following advantages that ostriches have over cattle:

- **Ostrich Meat vs. Beef.** Although a fowl, the ostrich possesses a meat that visually resembles beef in color—a ruby red. However, in testing for cholesterol, fat, calories, etc., it is very clear that it is a member of the fowl family. In a standard USDA serving of approximately 3 ounces, cholesterol is about 58 mg., fat is 2 percent, and calories at 114, all of which are equal to or less than chicken. These factors, coupled with taste, are the reasons why many Europeans place a premium on ostrich meat, particularly when contrasted with beef.

- **Numerical Differences in Offspring.** Perhaps the key reason of the intense interest exhibited by the U.S. ranchers/farmers. Whereas cattle have one offspring per year, the ostrich reproduces geometrically, with the hen laying 40 to 70 eggs per year when managed in a farm/ranch lay-out.

- **Amount of Land Needed Per Breeding Pair.** Whereas cattle typically need several acres to several hundred acres per "unit", ostrich pairs can be successfully farmed, bred, etc., on a tiny fraction of the land needed by cattle. For example, the number of birds per acre is as follows:

- One breeder pair of ostriches
- Or three breeder pairs of emus
- Or five breeder pairs of rheas

It doesn't take but a few acres to generate a really good yearly income. This isn't a get-rich-quick pro-

gram. It will take a lot of good planning, but is a tremendous opportunity for those with a little foresight.

- **Differences in Economic Components.** Whereas cattle offer basically meat and leather, the ostrich again wins this category as its feathers add yet another monetary level to the species overall economic viability. Moreover, the classification of feather—from "fashion" to body feathers used for dusters—results in strong demand in all areas. Thus, the compounding effect of the multiple components, coupled with the dozens of offspring per hen, results in a commercial dollar yield substantially greater than cattle, or for that matter, any other livestock that I am aware of.

- **Age Longevity.** The ostrich wins this one hands down. While a cow has virtually completed her reproductive years after 10 to 11 years of age, the ostrich is far from finished. Living up to 50, 60 and 70 years, she is reproductive through more than 40 years—four times as long as a cow!



- **Meat Production Per Female Unit.**

Again the ostrich easily wins. Annually, the hen, through the offspring she produces, yields three to four times the amount of meat produced by a single calf. The numbers are distorted even further by the fact that the calf, while undergo-

ing a nine-month gestation period cannot catch up with the chicks, which by virtue of a 42-day gestation period, are halfway grown by the time the calf is born.

Currently the ostrich breeder market (the stage of our industry immediately proceeding the commercial market) is anticipated to remain strong for more than five years and high returns to the ostrich farmer/breeder per year are well in excess of 100 percent and should continue until the ostrich populations begins to approach demand equivalents.

The ostrich industry is not fad, but a very real industry, generating intense demand worldwide for all of the products of the species. Those of us who have carefully researched this opportunity are aware of the potential and are working to take advantage of it. However, there will always be those who sit on the sidelines, not having done their research, who will continue to label our industry a fad, irrespective of the facts.

There are five types of Ratites: emu, kiwi, casso-



with a peacock and ostrich.

The ostrich is the largest bird in the world, and the largest of all Ratites. They grow to heights of over seven feet tall, weighing more than three hundred pounds at adult stage. Running is something they like with speeds of 40 to 50 miles an hour with strides of fifteen feet. The ostrich is one of the strongest birds packing a kick up to 500 pounds per square inch. Its wings are useless for flight or for moving through the water.

Ostriches have a life span of 30 to 70 years. As marriage partners, ostriches have an equitable relationship. Once the male has scratched out the dirt nest and the female has laid her eggs, the incubating duties are shared equally by the two parents. During the incubation period, the male ostrich is an aggressive creature that will fight to the death to defend his nesting area. There is in fact, photographic record of a male ostrich in east Africa that attacked a lioness when she approached his nesting mate. The lioness killed the male but the female ostrich and the eggs survived. One adult female ostrich can lay as much as 50 eggs per season, starting in the spring.



Markets in the United States for Ostriches are selling to other prospective breeders, zoos, wilderness areas, etc. Markets for the future are in three groups:

**1. Leather.** Most of have looked at the all impressive ostrich boots. Because of the easy fit and very comfortable feeling, the ostrich leather is one of the most highly sought after leathers. It has been said that ostrich boots are one boot that does not need to be worn to break it in. The smoothness and flexibility of the leather allows the foot many many miles of walking satisfaction. Don't be fooled by thinking that as soft as ostrich leather is it will not be tough and durable. Yes, this leather wears very well. Many leather accessories are found today including briefcases, wallets, belts, etc.

**2. Meat.** Red Meat. Ostrich meat is low in cholesterol and fat. Ostrich meat resembles beef so much that is has been said that one might not be able to see the difference when the two are compared.

**3. Feathers.** Feathers are used for different reasons, dusters seeming to be the highest market for the feathers. Back during the 1900s the European aristocrats popularized the fashion of sporting white plumes in dramatic hats or feather boas. Most recent was Princess Diana, which has stirred public opinion.



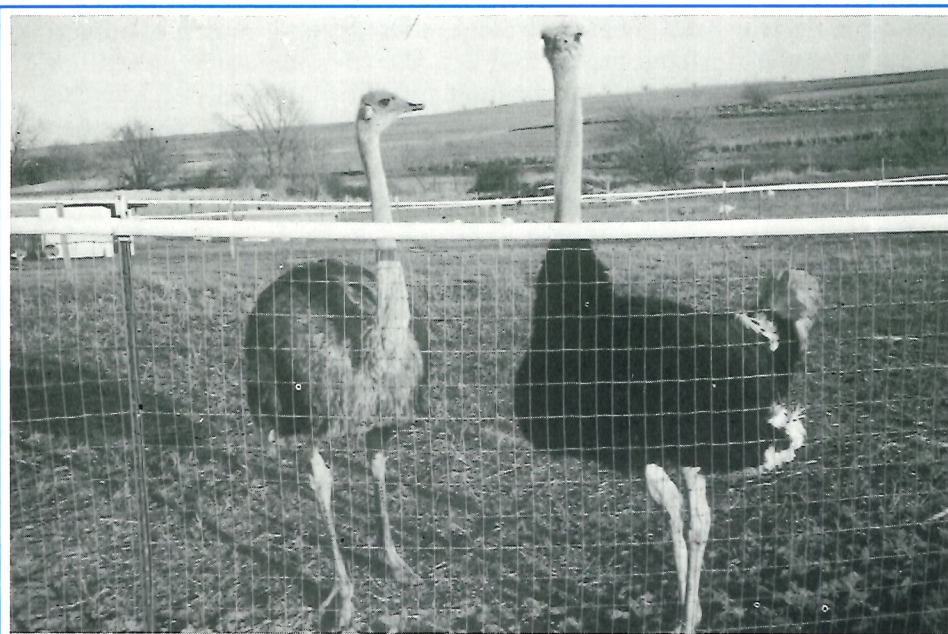
## FENCING

Many people ask what kind of fencing will it take for these birds. There is a lot of good fencing on the market today. We might recommend some ideas for fencing that we have found to work very well.

These birds do not fly, but can run very fast. We believe the fence needs to be highly visible. In the brochure, you can see some pictures of the fencing we recommend. On the market today, there is a high tensile wire with a 1" or 4" white plastic-coated ribbon. The ribbon wire can be placed above the horse fence or chain link and is highly visible to the livestock.

Some fencing is called horse fence, which is five feet high with a 2" x 4" mesh. This type of fencing works very well on level ground. If you have hilly or rolling ground, you will find that 6-foot chain link is very easy to work with. This chain link does not have to be the heavy industrial grade. Look for the chain link that **does not** have the sharp ends, but a factory finish on the top and bottom.

A good fencing system is a safety factor for you and your birds.



## WEATHER

You may wonder what kind of weather these birds can tolerate. All of these birds are very hardy. We have sold quite a few birds to people in Canada, and they are doing fine. If you have a well-drained area and a small barn for them to take shelter in during bad weather, you will get along fine. In hot weather, it would be good to have some shade for them. These birds are like any other farm livestock—they need a barn, a little shade, and feed with fresh water.

# Kansas Ostrich Breeders Association

## 1993 OFFICERS & DIRECTORS

President:	<b>Donald E. Horst</b>	3910 N. Spencer Newton, KS 67114	(316) 283-7886
Vice President:	<b>Melvin D. Epp, Ph.D.</b>	Whitewater, KS 67154	(316) 799-2913
Sec.-Treas.:	<b>Ruth Pieschl</b>	Hoxie, KS 67440	(913) 675-3973
Immediate Past President:	<b>Junior Gerstberger</b>	Leoti, KS 67861	(316) 375-2394
Directors:	<b>Darrell Keller</b>	Zurich, KS 67676	(913) 737-2800
	<b>James Korthanke</b>	Robinson, KS 66532	(913) 544-7779
	<b>Joe Straudt</b>	Coffeyville, KS 67337	(316) 251-0707
	<b>Tracey Tauber</b>	Colwich, KS 67030	(316) 722-4581
	<b>J. W. Vanderpool</b>	Meade, KS 67884	(316) 873-5200
	<b>Loretta K. Weidner</b>	Wichita, KS 67211	(316) 683-6950

# Kansas Breeder/Grower List

Ranch	City	Phone	O	E	R
Allen, Dennis & Gwen Mid Amer Exotic Bird & Animal Auction	Horton	913-873-3161	x	x	x
Anderson, Cheryl Bunny Farms & Exotics	Concordia	913-243-1387		x	
Atkinson, Ernest & Sandy B & A Ostrich Farm	Garden City	316-276-6274	x		
Baker, Don & Carol Carodon Farms	ElDorado	316-321-1865	x	x	
Bange, Sylvester & Rosemary	Rexford	913-855-2267	x		
Bauer, Kyle, Lisa & Mae North Central Kansas Ostrich	Morganville	913-926-4132	x		
Beightel, Jack K & J Ranch	Holton	913-364-3438	x		
Berg, Dwight & Debra Horizon Ratite Ranch	Montezuma	316-846-2688	x		
Birkholtz, Gordon & Marita Birkholtz Feeders	Goodland	913-899-2712	x		
Bitner, Brent	Pittsburgh	316-231-5803		x	x
Blair, Michael	Satana	316-649-2422	x		
Bohnenblust, Jay K. & Brenda Countryside Ostrich Farms	Clay Center	913-485-2327	x		
Bookless, Harry & Pat Midway Ostrich Ranch	Hays	913-625-4044	x		
Caldwell, Tony Caldwell's Exotic Longneck Farm	Sedgwick	316-772-0299	x	x	
Calef, La Verne D. & Morna 2-C Ostrich	Lawrence	913-843-0573	x		
Carlson, Randy	Clay Center	913-632-2174	x		
Coffman, Martin J. Sr.	El Dorado	316-775-1823		x	
Deacon, Robert & Carolyn Opportunities Unlimited	Kismet	316-563-7700	x		
Decker, Timothy A. American Feather Ostrich Farm	Burlington	316-364-5668	x	x	x
Dilts, Dan & Patsy Plume Loco	Hesston	316-327-2950	x	x	x
Dreier, Joe & Janette	Olpe	316-475-3713	x		
Ediger, Stan & Jenise	Inman	316-585-2196	x		
Eisenbart, Tom & Barbara	Goodland	913-899-5833	x		
Epp, Melvin & Sylvia Primrose Bird Farm	Whitewater	316-799-2913	x		
Ewy, Lester & Winfred W-L Emu's	Newton	316-283-2965		x	
Feely, Joe & Junele Winfield Ostrich Farm	Winfield	316-221-7595	x		
Fruechting, Duane	Plains	316-563-7706	x		
Fruechting, Vail & Pam Cornerstone Enterprises, Inc.	Plains	316-563-9345	x		
Gerstberger, Jr. & Phyllis Beaver Creek Ostrich Haven	Leoti	316-375-2394	x		
Gilbert, Marcy & Keith Enchanted Acres	Rexford	913-687-4956		x	x
Gnad, David & Carolyn Gnad's Exotic Oasis	Russell	913-483-6319		x	
Gnad, Patrick & Cheryl	Wichita	316-684-8611		x	
Goossen, Vern & Linda Golden Acres	Colby	913-462-2015	x		
Griffin, James	Hutchinson	316-663-1949	x		
Hammersmith, Gary Hillside Ostrich	Hays	913-628-1400	x		
Hixon, Larry & Boyce Arnett Boothill Ostrich Farm	Dodge City	316-225-7564	x		
Hoffman, Harold & Penny	Hays	913-625-9552	x		
Hoggard, Marvin K.C. Ostrich & Emu Ranch	Kansas City	913-281-3040	x	x	
Holzmeister, John Holzmeister Ostrich Ranch	Oakley	913-672-4662	x		
Horst, Donald & Rachael Naledi Ostrich Ranch	Newton	316-283-7769	x		
Howard, Rick & Misty Flint Hills Ostrich Ranch	Junction City	913-762-2060	x		
Huerter, Michael & Diane Elm Slough Ostrich Ranch	Wamego	913-456-8170	x		
Hunt, Dick Hunt Ostrich Ranch	Pittsburg	316-232-2677	x	x	x
Huston, Randy Jacobs, Elmer E-J Ostrich	Garden City	316-275-1551	x		
Johanning, Gary	Goodland	913-899-3467	x		
Johnson, Mike & Kay M-Bar-K Ranch	Nickerson	316-422-3868	x		
Johnston, LeRoy & Linda Antrium	Hutchinson	316-663-4272	x		
Ostrich - R - Us	Hays	913-628-8052	x		
Kapp, Dick Kapp Cattle Co.	Liberal	316-624-1410	x		
Keller, Darrell & Johni Heartland Ostrich Ranch	Zurich	913-737-2800	x		
Killoren, Gene D. Animal Tacker Int'l	Hiawatha	913-474-3539	x		
Kimball, Lynn & Marlene Kimball Ostrich Farm	Medicine Lodge	316-247-6267	x		
Klitzke, Rex & Cheryl	Arnold	913-731-2705	x		

Ranch	City	Phone	O	E	R
Korthanke, Glenn & Bessie	Robinson	913-544-7774	x		
Korthanke, Jim & Charliiss Kort Enterprises	Robinson	913-544-7779	x		x
Korthanke, Phillip & Annie	Hiawatha	913-742-7774	x		
Krallman, Jim T.J. Ostrich	Topeka	913-234-4622	x		x
Langdon, Craig & Rich Wolf Creek Ostrich Ranch	Lucas	913-525-6355	x		
Lewallen, Harold	Montezuma	316-846-2406	x		
Maddy, Darrell & Linda Big "M" Ostrich Farm	Larned	316-285-3282	x		x
Marihugh, Glenn & Shirley Marihugh Ostrich Ranch	Esbon	913-725-3991	x		x
Marihugh, Scott & Sherry Marihugh Ostrich Ranch	Esbon	913-725-3991	x		
Merry, Darrell	Olpe	316-475-3272	x		
Mersch, Dennis & Tammy	Hill City	913-674-3376	x		
Miller, Rex & Sharda	Ford	316-369-2840	x		
Misak, Gary & Jeanette	Harper	316-896-7525	x		
Mohr, Dorothy & Gregg Rock Creek Ostrich Co.	Ottawa	913-242-5785	x		
Naegele, Hubert & Jean Twin View Ranch	Gypsum	913-254-7315	x		
Nickelson, Steve & Sandra	Penokee	913-674-3640	x		
Nixon, Jim & Janet Nic-A-Paw Ostrich Ranch & Research Center	Topeka	913-478-9504	x		
Palen, Bud & Diane B & P Farms, Inc.	Glen Elder	913-545-3291	x	x	
Papes, Dean & Sherry Nic-A-Paw Ostrich Ranch & Research Center	WaKeeney	913-743-5484	x		
Parks, Scott & Shari Rocky Road Ranch	Emporia	316-279-4506		x	x
Pieschl, Bones & Ruth Bo-Ru Ostrich Farm	Hoxie	913-675-3973	x		
Pochop, Frank & Dorothy Pochop Ostrich Ranch	Atwood	913-626-3958	x		
Redger, Kevin & Carol	Montezuma	316-846-2831	x	x	
Roberts, Dwight & Sheryl RRA	Hill City	913-674-2681	x		
Roberts, Kenny & Karlene Wingover Ranch, Inc.	Pratt	316-656-4691	x		
Royer, Gary & Bonnie EMuseum, Royer West Emu	Newton	316-283-1130		x	
Russell, James King Ostrich Ranch	Gardner	913-884-5595	x		
Sanders, Tim & Deb Windmill Farms	Chapman	913-263-8755	x		
Schnieder, L A DMV & D Kats Sunflower Ostrich	Prairie View	913-689-7471	x		
Schritter, Herbert & Carolyn	Kanorado	913-399-2406	x		
Smith, Joseph R.	Denton	913-847-6763	x		
Staudt, Joe & Sue Sandy Ridge Ostrich Farm	Coffeyville	316-251-0707	x		
Sumner, Connie	Wichita	316-522-9429	x		
Suther, Ron & Micki	Blaine	913-457-3440		x	x
Tauber, Mike & Tracy	Colwich	316-722-4581	x		
Thomas, Gregory & Bobbie Richland Valley Ostrich	Fort Scott	316-547-2455	x		
Tyson, John A. & Sharon Tyson Livestock	Wichita	316-942-7152		x	x
Vanderpool, J.W. & Paulette Vanderpool Ostrich Ranch, Inc.	Meade	316-873-5200	x	x	x
Van Winkle, "Rip" & Marty Van Winkle Ostrich & Emu	Derby	316-788-1873	x	x	
Wagoner, Darrell Oak Ridge Ostrich Farm	Hays	913-625-5886	x		
Walker, Charlie Rolling Hills Ranch	Salina	913-827-9488	x		
Waymaster, Mike & Brenda Waymaster Exotics	Bunker Hill	913-483-6961	x	x	x
Wedman, Richard & T. Taton J & J Exotics, Inc.	Argonia	316-435-6741	x	x	
Weidner, Loretta & Danny Twin Wings Ostrich	Wichita	316-683-6950	x		
West, Gary & Bonnie Prairie Home Exotics	WaKeeney	913-674-2705		x	x
Westerman, Oma Jean & Art Bear Creek Ostrich Farm	Syracuse	316-372-2250	x		
Whisman, David & Mary Lou Thousand Oaks Ostrich Ranch	Elk Falls	316-329-4377	x		
White, Mike & Jeff J-Hawk Ostrich	Sublette	316-675-8443	x		
Wyman, Gerald & Janet	Brownell	913-481-2295	x		



# KANSAS EMU ASSOCIATION KEA

AN ALTERNATIVE LIVESTOCK



AN AFFILIATE CHAPTER  
OF THE  
AMERICAN EMU ASSOCIATION

## KANSAS CHAPTER OF THE AMERICAN EMU ASSOCIATION

The Kansas Chapter of the American Emu Association was established in October 1992 to help the growing numbers of Kansas farmers, breeders, investors and brokers who were becoming involved with the emu industry.

The Kansas Emu Association has several purposes:

To promote all facets of the emu industry in Kansas.

To work with Kansas veterinarians and veterinary colleges to establish and promote the science of emu husbandry and encourage emu research.

To provide continuing education for our members.

Thousands of people from all walks of life have discovered the benefits of raising these large, docile birds, not the least of which is the potential for substantial return on your investment.

JOIN THE KEA TODAY!

For more information  
Contact:

Gene Mosler  
316-784-5457  
316-784-5777

Name: \_\_\_\_\_ Date: \_\_\_\_\_

Business Name: \_\_\_\_\_ Office Phone: \_\_\_\_\_

Address: \_\_\_\_\_ Home Phone: \_\_\_\_\_

City: \_\_\_\_\_ County: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Active Membership ..... ☐ \$100 (includes affiliate dues)  
(One vote per membership, major interest in emus as a bird raiser.)  
Breeder List Membership ..... ☐ \$200 (includes affiliate dues)  
(Same as active member, plus name included on AEA Breeder's List of farms that have emus for sale; sent in response to inquiries.)  
Corporate Membership ..... ☐ \$500  
(Same as active member, plus full page ad in AEA Breeder's List of farms that have emus for sale AND full page ad in AEA Membership Directory.)  
Life Membership ..... ☐ \$1,000  
(Same as active member; one-time dues amount paid for a lifetime. Annual state dues still required.)

Junior Membership ..... ☐ \$10  
(Must be 12 years or younger and have an adult AEA member sponsor.)

American Emu Association, P.O. Box 8174, Dallas, Texas 75205  
Phone: 214-559-2321, Fax: 214-528-2359

The American Emu Association has state and regional affiliates to support breeders on a local level. To join the AEA, membership is required in your affiliate organization. Likewise, membership in your local affiliate is required to join the AEA.

The AEA and Affiliate Membership year runs June 1 to May 31 annually. New members joining in the months of March, April or May will be considered paid for the remainder of the current membership year and for the next year beginning in June.

New member applicants or renewing members may enclose one check made payable to the American Emu Association, and AEA will forward affiliate dues.

Own birds	Yes	<input type="checkbox"/>	No	<input type="checkbox"/>
Bred birds	Yes	<input type="checkbox"/>	No	<input type="checkbox"/>
Males #	Age			
Females #	Age			
Years in emu business				

AEA/Affiliate  
Membership Application

HOUSE AGRICULTURE

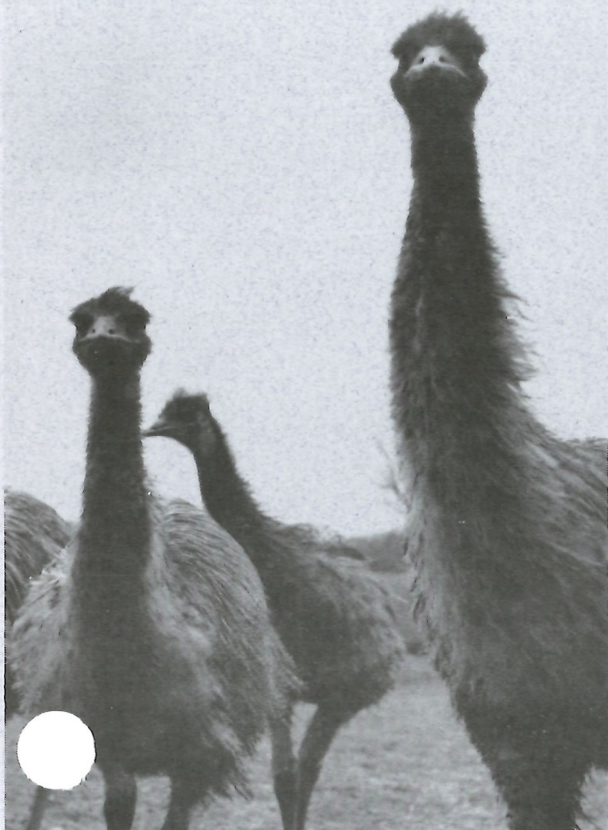
2-9-94

Attachment # 5



## WHAT IS AN EMU?

The emu is a large flightless bird native to Australia, and is the second largest bird in the world. They stand approximately five to six feet tall and weigh 120 to 150 pounds. Even though emus come from an isolated part of the world, they have readily adapted to nearly every climate in which they have been introduced. Their adaptability, minimal care requirements, and gentle disposition have been key to their successful introduction to the United States and Canada.



## WHY RAISE EMU?

The future of the emu commercially is unlimited. Nearly every part of the bird has value. As the emu industry builds toward a commercial market the emu will be harvested for their meat, leather, oil, and feathers.

**MEAT** - The alternative red meat, emu is lower in fat and calories than prime beef, but has a remarkably similar taste and texture. (See Chart)

**LEATHER** - Emu leather is soft and supple. It is in high demand by the garment industry, purse and wallet manufacturers, and can also be used to make briefcases and other accessories.

**OIL** - The oil is rendered from the heavy layer of fat covering the lower back of the emu. The emu produces five to six liters of oil that is hypo-allergenic and is currently being used in cosmetics. Aborigines have used the deep penetrating oil for arthritis relief for a thousand years.

**FEATHERS** - Feathers can be used in fashions, jewelry, feather dusters and fishing lures.

**EMU AS AN INVESTMENT** - At this time, experts estimate it will take five to seven years to raise enough birds to harvest annually. The demand for emu in the existing breeders market is extremely strong and continues to grow at a rapid pace.

## COMPARISON OF NUTRITIONAL INFORMATION

Serving Size: 100 grams (3.5 oz.)

ANALYSIS	EMU Thigh (Raw)	CATFISH Channel, (Raw)	CHICKEN Broilers or Fryers; Breast Meat Only (Raw)	TURKEY Fryer- Roaster, Flesh Only (Raw)	BEEF Round, Bottom Round, Separable; Lean & Fat All Grade (Raw)
Protein	23.3 grams	18.2 grams	23.1 grams	22.3 grams	19.9 grams
Calories	109	113	110	104	225
Sodium	71.6 mg.	63 mg.	65 mg.	61 mg.	55 mg.
Calcium	0.3 mg.	40 mg.	11 mg.	12 mg.	5 mg.
Iron	5 mg.	1 mg.	.7 mg.	1.4 mg.	2.1 mg.
Cholesterol	57.5 mg.	58 mg.	64 mg.	73 mg.	65 mg.
Fat	1.7 mg.	4.3 mg.	1.2 mg.	1.6 mg.	15.6 mg.
Saturated Fat	0.6 grams.	1.0 grams	0.3 grams	0.6 grams	6.5 grams
Monoun- saturated Fat	0.7 grams.	1.6 grams	0.3 grams	0.7 grams	7.2 grams
Polyun- saturated Fat	0.4 grams.	1.0 grams	0.3 grams	0.4 grams	0.6 grams

Data for catfish, chicken, turkey and beef is from USDA Handbook No. 8. Data for EMU is from Sillicker Laboratories of Texas, Inc., a food testing laboratory.

This information is made available by *Emu Ranchers Incorporated (ERI)*, America's first agricultural cooperative for the emu industry.



February 10, 1994

Mr. Chairman and members of the committee,

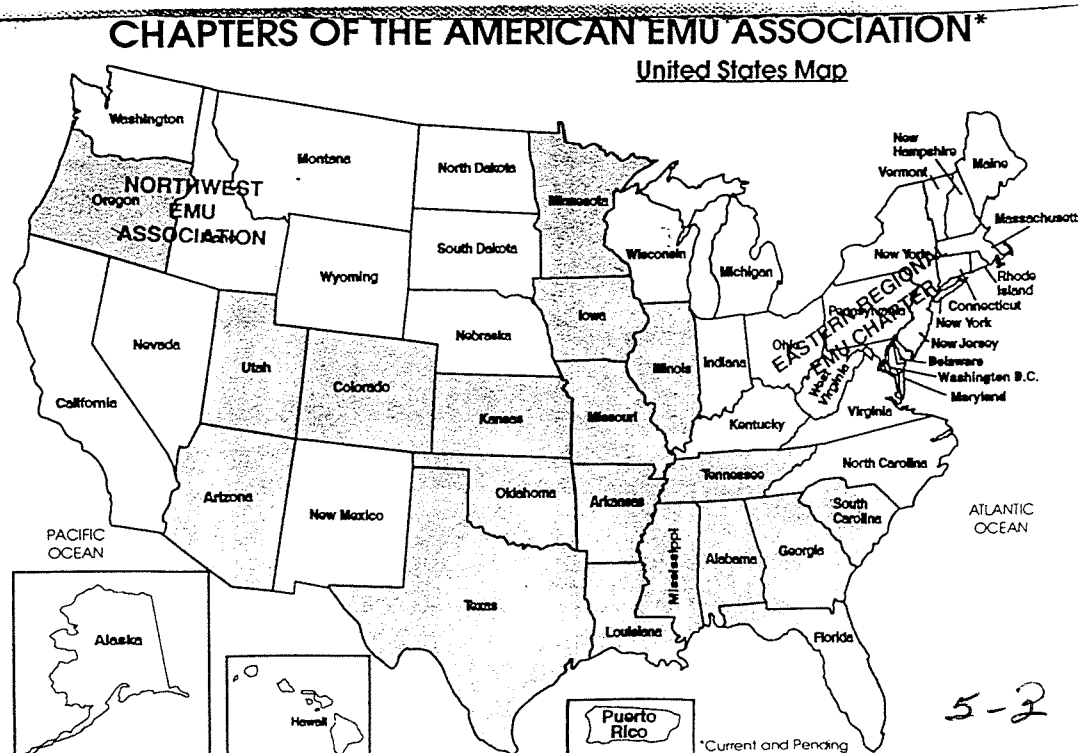
I am here to talk favorably of bill #2811, concerning Ratites. The ratite industry, pertaining to the ostrich, emu, and rhea, is not new. It is relatively new only to the United States. The industry itself is more than 130 years old.

With emu, the excitement in this very promising industry primarily revolves around the ratites as an alternative to and a complement to beef. Emu meat is lower in fat and cholesterol, high in protein, while both appearance and taste are very much like beef. Ratite meat is the health conscious alternative.

From a strict business stand-point, the ratite also produces much hides, feathers, and highly penetrating oil, which is currently being investigated for many medicinal purposes. There are also several skin care products currently being manufactured from American emu oil by American companies.

The Texas Department of Agriculture estimates that within 5 years, ratite farming could produce a total farm gate of \$56 million dollars, have an economic impact of \$178 million, and as many as 48,000 new jobs in that state alone. Jobs such as farming, transportation, processing, sales, financial services, feed milling, and many industries building all types of equipment, to name only a few.

Our numbers are strong. Just from an emu stand-point, there are currently over 4,500 members in the American Emu Association, representing 48 states and 4 foreign countries, ~~within the next year~~. As you can see by the map below, there are over 20 states that have state chapters of the American Emu Association, and more underway.





Our chapter, the Kansas Emu Association, currently has 71 members and well over 200 on our mailing list.

As president of the Kansas Emu Association, I can assure all of you, the overall impact the ratite industry has already had on the economy of Kansas is amazing and it just keeps getting better.

Realizing the need to change ratites to livestock, many states have now done so, and so should we.

Bill #2811 will support our efforts, and will help us help Kansas. I fully support this bill, and ask you to do the same.

Gene Mosler  
Kansas Emu Association, President  
P.O. Box 347  
Altamont, KS 67330

EMU OSTRICH RHEA  
AS DOMESTIC LIVESTOCK

Joan Simoneau  
9 February 1994

HOUSE AGRICULTURE  
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Attachment #6

The people of Kansas have always been known as pioneers, be it the people who first settled the great plains or the people who are breaking new ground in the aeronautical industry. The same is true for the Kansas farmer. The very center of life and growth of the pioneer spirit and of the great state of Kansas has been the Kansas farmer.

The Kansas farmer has truly kept the pioneer spirit alive, from taming the prairie, to finding new ways to produce better and more productive crops. Alternative ways of doing things, different crops to try, new breeds of livestock to introduce are all things the pioneering Kansan has tried.

I stand before you this morning, a proponent of this bill, because it will help me keep a part of the pioneering spirit alive. By introducing emu, ostrich, and rhea on my farm, I hope to be able to help support my family with this new found revenue. I am able to raise these birds on a small area of land, use feeds that are readily available, and keep my birds healthy using nearby veterinary services.

In raising these birds, I hope in the next few years to help introduce new products into the state and national markets. Everything from high quality meat and leather goods, cosmetics and pharmaceuticals, to engine lubricant made from the oil of these birds. Through our national organizations, American Emu Assn., American Ostrich Assn., and the North American Rhea Assn., research and development have already begun.

Passage of this bill would help me as an independent Kansan

bird farmer. It would first help lend credibility to my farm operation, which is crucial to me when dealing with bankers, insurance agents and prospective buyers. It would also help protect my flock against disease that might be transported into the state, and will also help keep prospective buyers safe from buying unhealthy birds thus insuring a thriving industry.

When you walk on to my farm in rural Burrton Kansas you will see some of the traditional, wheat fields, horses and chickens, you will also see the non-traditional, twelve foot birds peering over their fences, the sound of booming and grunting, and mating rituals virtually unseen in this part of the world. And yet, through the wind and cold of this winter, thriving and making their home on the Kansas plain.

The pioneer spirit is alive and well in Kansas. If you happen to drive by a Kansas farm this summer and chance to see a beautiful twelve foot bird dancing in the sun, or hear the boom of an unknown mating song and you find yourself curious but not surprised, you'll know that the pioneering spirit is alive and well in you too.

HOUSE BILL 2811 - GWEN ALLEN HORTON, KS 66439

I would like to give you an overview of the Ratite industry in Kansas from 1989 to 1994. The numbers of birds and their respective values have increased greatly over the past 5 years. There are support products being developed and sold bringing new money to our state.

In 1989, the Ratite auction in Macon, Mo (World's Largest Exotic Auction) lasted just 2-3 hrs. Today, the auction lasts a full day exclusively selling Ratites.

In Brown County in 1989 there were 20 birds on 3 farms. Today there are 196 birds on 6 farms. One family has given up conventional farming and lives solely on the income generated by birds and bird feed.

As the number of birds in the state continues to increase we are coming closer to a slaughter market. Ostrich meat contains less fat grams, cholesterol and calories than turkey, chicken or beef. Yet it is a moist, tender, red meat that could not be distinguished from beef in taste tests. We need the Department of Agriculture to work with the USDA in regulatory guidance for processing plants.

Feathers used in feather dusters and decorations, leather for boots and shoes, and oil for cosmetics are additional products produced by slaughter.

The ratite industry in Kansas has generated a number of support products - feed, vet supplies, a tannery, and a market for boots & leather goods are but a few.

If Ratites were considered as domesticated livestock, I feel it would create more interest and knowledge in their care and treatment by our Vet. College. While these creatures are seldom ill; they look like a bird, they weigh like a cow yet possess many features unique to Ratites. The transportation and health regulations needed would solely affect Ratites.

Capital outlay for birds / per bird			
		1989	1994
OSTRICH	adult	\$ 25,000	\$ 15,000
	chick	\$ 1,500	\$ 2,000
EMU	adult	\$ 2,000	\$ 20,000
	chick	\$ 200	\$ 3,000
RHEA	adult	\$ 800	\$ 6,000
	chick	\$ 50	\$ 2,000

Cash requirements for starting a Ratite business can be extensive. I feel that if Ratites were considered livestock, then bankers would be more likely to seriously consider loans for start-up and expansion capital.

Insurance agents would be more likely to consider us a legitimate business and not an attractive nuisance.

I believe the numbers I have shown you indicate an industry coming of age. We are not a fad or a hobby, but a legitimate agricultural product that needs the involvement and support of the Kansas Department of Agriculture.

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Attachment #7

House Agricultural Committee  
February 9, 1994  
House Bill 2811

Mr. Chairman, Members of the House Committee on Agriculture, my name is Larry D. Woodson, Director of the Division of Inspections, Kansas Department of Agriculture, and I appear today regarding House Bill # 2811.

My testimony is directed at K.S.A. 65-6a18 relative to the Kansas Meat and Poultry Inspection Act.

The authority for the Kansas Meat and Poultry Inspection Act was established by the Federal Wholesome Meat Act of 1967. Title III, Section 301 addresses Federal State Cooperation and provides 50:50 funding to states that operate inspection programs "equal to federal".

My objective in citing the Federal Wholesome Meat Act of 1967 is to call your attention to the provisions of Section 301 that address the amenable species i.e. cattle, sheep, swine, goats, or equine and the processing for intrastate commerce. Species not addressed in this section fall under 7 U.S.C. 1622, 1624; 7 CFR 2.17, 2.55 or Voluntary Inspection and Certification.

The significance of Voluntary Inspection for non-amenable species is that inspection is provided by USDA/FSIS on a user fee basis. Non-amenable species slaughtered under a state inspection program such as Kansas do not qualify for 50:50 funding.

To date Kansas has passed mandatory inspection for bison, rabbits, and commercially raised deer and elk. The cost of inspection of these animals is paid for by State General Funds which are not matched by federal funds under the Federal Wholesome Meat Act.

There are two options available for Kansas: 1) continue the existing program of mandating the inspection of certain species and providing inspection at state cost for those animals entering intra state commerce; or 2) establish a voluntary

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inspection section of the Kansas Meat and Poultry Inspection Act and charge inspection fees or user fees for non-amenable species.

To date Kansas has chosen to mandate inspection of these species believing that an inspection fee places an additional burden on those animals or products. By providing state inspection of these species, it tends to encourage and promote this type of business in Kansas. It allows these species equal and fair access to the slaughter facilities and the markets of Kansas. It also requires these species to be inspected and passed and thus continues our food safety program on all products marketed in Kansas.

In calendar year 1993, we inspected 463 bison, 383 rabbits, 15 fallow deer, 1 African deer and 1 yak.

While the interest in exotics is keen and the number of ratites are increasing in Kansas, the market is primarily in breeding animals. It is not envisioned that the slaughter and processing of the ratites or other exotics will increase greatly in the immediate future.

At some future date, it is likely that the llamas and alpacas will need to be addressed.

In conclusion, my testimony is intended to alert the committee as to the fiscal ramifications of including ratites or other exotics under the Kansas Meat and Poultry Inspection Act.

I will attempt to answer any questions that the committee may have....