

Approved: 3-14-94
Date

MINUTES OF THE SENATE COMMITTEE ON AGRICULTURE.

The meeting was called to order by Chairperson David Corbin at 10:00 a.m. on March 9, 1994 in Room 423-S of the Capitol.

All members were present except:

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

Conferees appearing before the committee:

Melvin D. Epp, President, Kansas Ostrich Breeders Association, Whitewater, Ks.
Joan Simoneau, Kansas Emu Association, Burrton, Ks.
Gary Royer, Emu Rancher, Newton, Ks.
Doug Palen, Glen Elder, Ks.
Larry Woodson, Director, Division of Inspections, Kansas Department of Agriculture

Others attending: See attached list

A motion was made by Senator Saltee to approve the minutes of March 8, 1994. The motion was seconded by Senator Morris. Motion carried.

Chairperson Corbin opened the hearing on HB 2811 - would classify creatures of the ratite family such as ostriches, emus and rheas as livestock, and would subject them to all appropriate laws and rules and regulations relating to livestock. He called on Melvin Epp.

Melvin Epp, President, Kansas Ostrich Breeders Association, testified in support of HB 2811. He said the bill is essential for the development of a stable ratite agribusiness in Kansas, and it is consistent with legislation already in place in several other states. He passed around some Ostrich feathers and a tanned Ostrich skin, and told what these products were used for (Attachment 1). Included with his testimony is a Kansas Breeder/Grower List and a pamphlet Diversified Farming in the Decade of the 90's, published by the Kansas Ostrich Breeders Association .

Joan Simoneau, Kansas Emu Rancher, supported the bill as she thought it would help new farmers obtain loans and help them purchase insurance on their flocks. Finally it would mean protection for their flocks, by being able to control what is brought in and out of the state (Attachment 2). Attached to her testimony is a copy of their newsletter KEA, Kansas Emu Association and a pamphlet on Emu's an alternative livestock.

Gary Royer, Emu rancher, from Newton, Kansas spoke in support of HB 2811. He said the three main by products of Emu's is a highly penetrating oil used in cosmetics and pharmaceutical products, meat which is low in cholesterol and calories, and the hide which is used in the fashion industry (Attachment 3).

Doug Palen, Glen Elder, supported the bill and stated he and his father raise Ostriches and this business had made it possible for him to get back on the farm after graduation from college. He said he had lot of good offers in other lines of business, but he wanted to remain on the farm.

Larry Woodson said his 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 (Attachment 4). Responding to a question Mr. Woodson said the fiscal note would be minimal, and the bill contained no user fees.

Written testimony from Gwen Allen, Horton, Kansas, supporting the bill was distributed (Attachment 5).

A motion was made by Senator Frahm to pass the bill. Motion was seconded by Senator Morris. Discussion followed and the motion carried.

The meeting adjourned.

The next meeting is scheduled for March 10, 1994.

GUEST LIST

COMMITTEE: Senate Agriculture

DATE: 3-9-94

NAME	ADDRESS	ORGANIZATION
Russ FREY	Topeka	KVMA
Arnold Reimer	Winnipeg	n/a
Marty Vanier	Manhattan	KAA
SAM GRAHAM	TOPEKA	Ks AN. HEALTH DEPT.
David Buller	LAWRENCE	KEA
Cory Royer	Lawrence	KEA
Todd Bemis	LeRoy	KEA
Mel Friesen	REL Newton	Ks Emu. Assoc
Jan Nixon	Topeka	KOBA
GARRY BOSTON	NEWTON	LEGISLATURE
Merilyn Stufflebean	Burton	KEA
Mary Lund	Wichita	KEA
Jan Simoneau	Burton KS	Ks Emu Assn
Harv Royer	Newton	K Emu assn
Melvin D. Epp	Whitewater	KOBA
Doug Palan	Glen Elder	KOBA
LARRY D. WOODSON	TOPEKA	KDA
Arlan Holmes	Topeka	Div of Budget

Speaking in favor of the passage of House Bill 2811.

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

R.R. 1, Box 164
Whitewater, Kansas 67154
316-799-2913

- I. Introduction
- II. Definition of ratite
- III. Countries of origin
- IV. History of ostrich farming
- V. General facts about ostrich
- VI. Ostrich products--leather
- VII. Ostrich products--meat
- VIII. Ostrich products--feathers
- IX. Ostrich products--egg shells
- X. The number of ostrich in Kansas
- XI. Who raises ostrich?
- XII. Economic impact of ostrich in Kansas
- XIII. Are ratites simply a fad?
- XIV. Start-up funds
- XV. Insurance
- XVI. Security and theft
- XVII. Control of movement of birds into the state
- XVIII. Conclusion

Senate Ag. Co.
3-9-94
attachment 1

Thank you, Chairman Corbin. Members of the Senate 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 indicates 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) here in Kansas. A family heirloom includes 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 hens 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 recently conducted a state-wide survey to ascertain the number of ratites in Kansas and the number of farms involved. 509 questionnaires were mailed. Response was rather typical and only 28 % of the surveys were returned.

However, using the KOBA membership list with 90 members, and the KOBA Newsletter mailing list with 502 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 500 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 had 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.

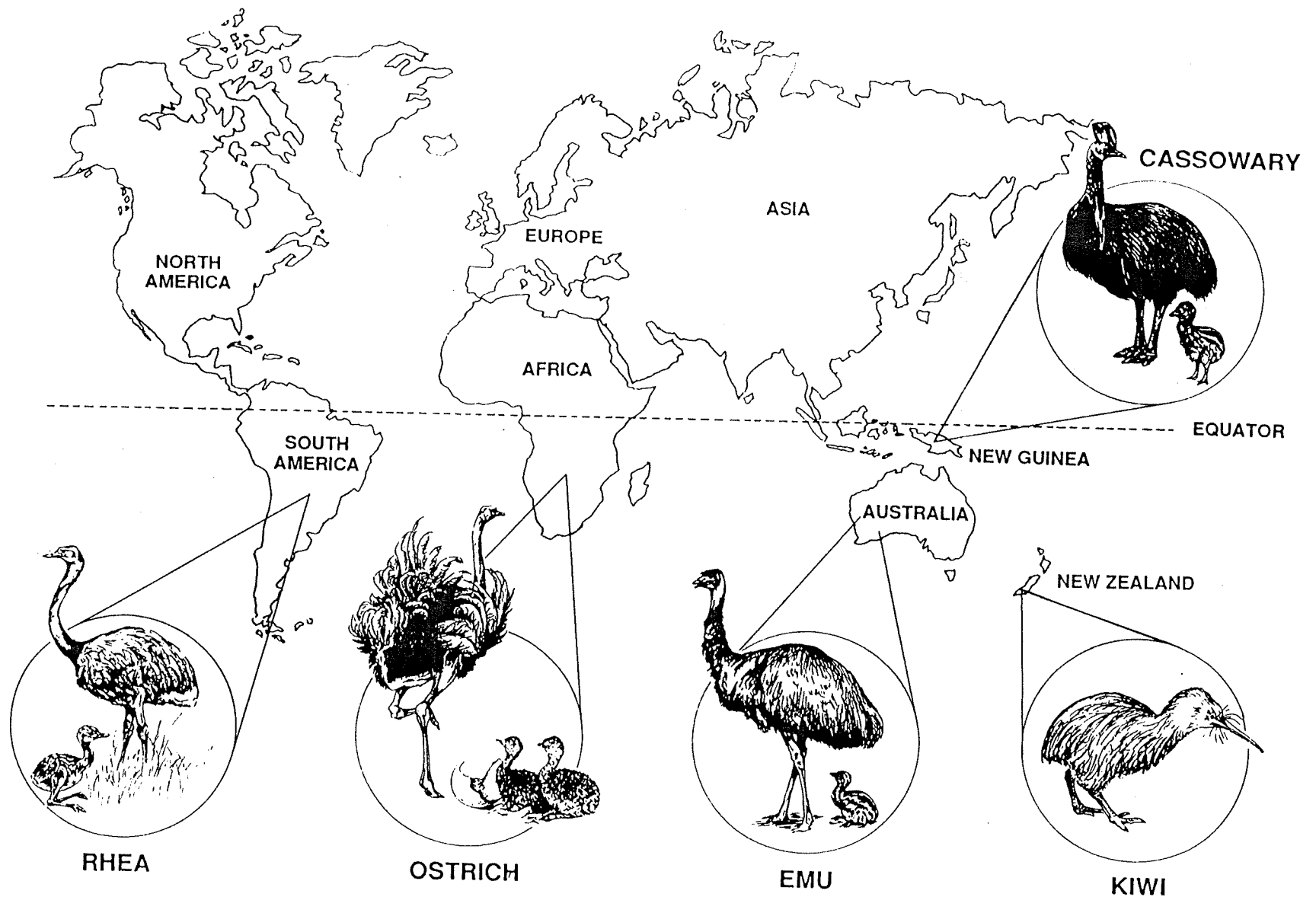
XVII. Control of movement of birds into the state:

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.





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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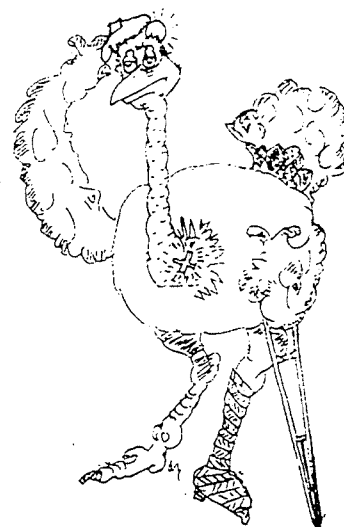
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Gaylynn Burris, Marketing/Promotional Director



WANTED:
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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 Carrodon Farms	El Dorado	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	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		
Deacon, Robert & Carolyn Opportunities Unlimited	Kismet	316-563-7700	x		
Decker, Timothy A. American Feather Ostrich Farm	Burlington	316-364-5668	x	x	x
Dills, Dan & Patsy Plume Loco	Hesston	316-327-2950	x	x	x
Dreier, Joe & Janette	Olpe	316-475-3713	x		
Ediger, Stan & Janise	Inman	316-585-2196	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	Plains	316-563-9345	x		
Gerstberger, Jr. & Phyllis Beaver Creek Ostrich Haven	Leoti	316-375-2394	x		
Gnad, Patrick & Cheryl	Wichita	316-684-8611		x	
Griffin, James	Hutchinson	316-663-1949	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
Jacob, Elmer E-J Ostrich	Goodland	913-899-3467	x		
Johanning, Gary	Nickerson	316-422-3868	x		
Johnson, Mike & Kay M-Bar-K Ranch	Hutchinson	316-663-4272	x		
Johnston, LeRoy & Linda Antrium 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		
Korthanke, Glenn & Bessie	Robinson	913-544-7774	x		

Ranch	City	Phone	O	E	R
Korthanke, Jim & Charliss 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		
Maddy, Darrell & Linda Big "M" Ostrich Farm	Larned	316-285-3282	x		
Marihugh, Glen & Shirley Marihugh Ostrich Ranch	Esbon	913-725-3991	x		
Marihugh, Scott & Sherry Marihugh Ostrich Ranch	Esbon	913-725-3991	x		
Merry, Darrell	Olpe	316-475-3272	x		
Misak, Gary & Jeanette	Harper	316-896-7525	x		
Mohr, Dorothy & Gregg Rock Creek Ostrich Co.	Ottawa	913-242-5785	x		
Nixon, Jim & Janet Nio-A-Paw Ostrich Ranch & Research Center	Topeka	913-478-9504	x		
Palen, Bud & Diane B & P Farms, Inc.	Glen Elder	913-545-3291	x		
Papes, Dean & Sherry Nio-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		
Redder, Kevin & Carol	Montezuma	316-846-2831	x		x
Royer, Gary & Bonnie EMuseum, Royer West Emu	Newton	316-283-1130		x	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. Staudt, Joe & Sue	Denton	913-847-6763	x		
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		
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	
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		

Name _____
 Ranch Name _____
 City _____
 Phone _____

Please circle the pertinent information

Birds: Ostrich RN BN AB X Ages: E Ch Yr Ad
 Emu Ages: E Ch Yr Ad
 Rhea W Gr X Ages: E Ch Yr Ad

Brokering Services: Yes No

Breed Explanations: RN-- Redneck, BN-- Bluenek, AB --African Black,

X-- Crosses

Color Explanations: W-- White, Gr-- Grey

Age Explanations: E-- Eggs, Ch-- Chicks, Yr-- Yearlings, Ad-- Adults

An asterisk (*) will be placed next to the ranch name if he/she wishes to be recognized as a broker. Mail requests to the KOBA Editor.

BREEDER/GROWER LIST ENTRY

A privilege of KOBA membership is being listed on the Kansas Breeder/Grower List. This list was compiled from KOBA records. Please check the list carefully for accuracy and omissions. We regret and apologize for any errors. To help make corrections and changes, please complete the form below.

If you wish to update or expand your information, please also do so in writing. It will help avoid mistakes.

The Kansas Breeder/Grower list will be printed in each Newsletter.

The next deadline for new or changed entries will be October 1, 1993.

Renew your KOBA membership now for 1993.

Thanks.

DIVERSIFIED FARMING

IN THE DECADE OF THE 90'S



Kansas Ostrich Breeders Association

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 there 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-

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

My name is Joan Simoneau and I'm from rural Burrton, KS. My husband, family and I own twenty acres on which we are currently raising ostrich, Emu and rhea. I'm here this morning representing the Kansas Emu Association, which I serve as Secretary - Treasurer. The KEA has a membership of seventy plus members, and we are a chapter of the American Emu Association which has a nation wide membership of over 4,100 members.

I'm speaking this morning as a proponent of HB - 2811 which would classify Ostrich, emu and rhea as livestock, because of the benefits to the KEA membership and the benefits to agriculture in Kansas as well. But first, a little about emu...

The emu is a large flightless bird native to Australia. They stand about five to six feet tall and weigh about 150 pounds. They are very docile birds and have been a wonderful family project for my family. They need very limited space, their food is readily available, and vet care is easy to find and has been kept to a minimum on our ranch.

I'm often asked "Why do you raise emu?". Right now we are experiencing a booming breeders market, everything that is produced is being sold to people who want to get into the industry and breed these birds. However, the AEA and the KEA are currently working on developing the Emu market. Almost every part of the Emu can be harvested -

Senate Ag. Co
3-9-94
attachment 2

MEAT - Low in fat and cholesterol and very good to eat.

LEATHER - High quality, used in boots and accessories.

OIL - Currently used in cosmetics.

FEATHERS - Used inusters and fishing lures.

EGGS - Infertile eggs are used as decorative art.

As you can see, the Emu has an unlimited potential, and by classifying Emu as livestock you can help a fledging industry in it's wings.

A livestock classification would mean protection for our flocks by being able to control what is brought in and out of our state. It would also help the new farmer when applying for loans and insurance on these birds.

There are other states that already have livestock classifications such as Oklahoma, Texas and Mississippi. Last summer when there was an avian influenza scare, the states with livestock classifications were able to screen their borders against diseased birds and insure a clean bill of health on birds that were sold in public auction houses.

With the Emu industry growing in Kansas, the Kansas Emu Association hopes to be working with the State Dept. of Agriculture as we work toward inspections, slaughter regulations and in maintaining the health and integrity of the birds in Kansas.

With your help, HB - 2811 will help provide Kansas with an alternative livestock, one that we think has a bright future.



KEA

KANSAS EMU ASSOCIATION



Volume I

MARCH-APRIL 1994

Issue 2

NOMINATIONS NEEDED FOR UPCOMING ELECTIONS

We are actively searching for nominations for the Board of Directors' positions coming up in the June elections. We need to fill the President, Vice-President, Secretary/Treasurer and three Director positions. Below are the descriptions of these positions. If you know of someone that you feel would be good in any of these jobs, or if you are interested yourself, please notify Dan Dilts, phone 316-327-2950, as soon as possible.

The President shall be the executive officer of this Association and shall preside over all meetings of the Association, the Board of Directors and the Executive Committee.

The Vice-President, in the absence of the President, shall preside at all meetings. He shall cause to be prepared for the AEA Board of Directors a quarterly report on membership progress, meeting activities and other appropriate matters.

The Secretary/Treasurer shall be in charge of the Association's funds and records. He shall see that proper notice is made to members, that meetings and proceedings are appropriately recorded, carry into execution all orders, votes and resolutions not otherwise committed and serve as chairman of the Budget and Finance Committee.

Board of Directors. The governing body of this Association shall be the Board of Directors. They shall determine the policies and activities of the Association, advise and consent on its committees and task forces; coordinate its meetings and activities; actively prosecute its objectives and supervise its regulations and may, in the execution of the powers granted, delegate certain of its authority to others.

The Board of Directors shall consist of the officers: President, Vice-President, Secretary/Treasurer, The Immediate Past President and six directors. Directors shall serve staggered two year terms of office.

Dan Dilts

NEW KEA BROCHURE

Enclosed in this newsletter you will find a copy of the new KEA brochure. Members of the Kansas Emu Association may receive up to 50 brochures per year at no cost with each one after that costing just 10 cents each. Non-members must pay 10 cents for each brochure.

Besides being great to hand out on your farm, it might be a good idea to give some to your extension agent and feed dealers. Be creative, I'm sure you can think of some other excellent locations.

I would like to thank Johnny Sandusky and Dale Hase for their help in putting together this brochure.

CONTEST PLANS FINALIZED!!

The KEA Board of Directors has finalized plans for the contest to get a new name, logo and masthead for the newsletter. The logo will also be the official logo of the Kansas Emu Association and will be used on correspondence and promotional material.

The contest is open to anyone interested in entering, not just KEA members. If you know anyone who might be interested but does not get the newsletter, please tell them about the contest.

Deadline for entries is April 1, 1994. Entries must be done in black ink on white and must consist of a logo and name for the newsletter in a form that can be used by the printer as a masthead for the newsletter. Don't forget to include your name, address and phone number with your entry.

The Board of Directors will be in charge of judging. Entrants names will be concealed by the newsletter editor before being presented for judging.

It would be helpful if entrants would submit some small drawings that could be used as fillers in the newsletter, but this IS NOT a necessity and will not have any bearing on the judging of the entries.

The winner will be awarded a \$100.00 savings bond and recognition in the newsletter.

All entries become the property of the Kansas Emu Association and will not be returned to the entrant.

Mail entries to Ann Ratzlaff, R. R. 2, Box 92E, Halstead, KS 67056 to arrive not later than April 1, 1994. If you have any questions, call Ann at 316-835-3397.

GOOD LUCK!!

Todd Bemis, Chairman
Public Relations Committee

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This newsletter is an official publication of the Kansas Emu Association.

PRESIDENT

Gene Mosler . . . Altamont, KS 67330
316-784-5457

VICE-PRESIDENT

Melvin Epp . . . Whitewater, KS 67154
316-799-2913

SECRETARY/TREASURER

Joan Simoneau . . . Burrton, KS 67020
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The opinions expressed in this publication are those of the author(s) and do not necessarily reflect the opinions of the Kansas Emu Association, its officers, members or the editor.

Letters to the editor will be printed at the Editor's discretion. Letters must be signed with the full name of the writer to be considered for publication.

Articles submitted by the membership will be printed with credit given to the author.

EDITOR'S QUILL .

Putting out the first newsletter was a fun and exciting experience. We learned a lot and still have lots to learn. We saw immediately some places where we can improve. Our apologies to Gary Royer for leaving his name off the Board of Directors and also to those who had errors in their membership listing. Corrections are elsewhere in this newsletter. Of course, we are hoping to get some input from those who receive this newsletter also.

The March Talking Emu meeting to be held in Burlington, Kansas will be devoted to explaining zoning Kansas within the KEA. Apparently this has been done in Oklahoma and it has had a profound effect on their membership numbers. Burt Hall from Oklahoma will be the speaker. If this is adopted in Kansas, it will be a major step and difference for the Kansas Emu Association. There are many questions to be asked and answered and it is imperative that we all understand the pros and cons of this concept. This will be a very important Talking Emu meeting for all of us and every effort should be made to be there. Mark March 26th on your calendar and plan to attend this meeting.

It is time to think about the upcoming elections. If you would like to serve in an office or on the board, contact Dan Dilts. He needs your help in filling out a slate for the elections.

Keep in mind your news for the Booms and Grunts column. Chicks are hatching and everyone is interested in who has chicks. Get your news to Vicki, Mathilda or Ann no later than the 15th of the month prior to the newsletter coming out. That is the deadline for any articles or news that you would like to have put in the newsletter.

Ann Ratzlaff, Editor

PREZ PONDERINGS . . .

First, I'd like to thank Ann and her crew for a terrific first KEA newsletter. The newsletter is the all important link for all of the KEA members, especially since we are spread out so far. Ann gives us much of her time and labor in regards to our newsletter. We are very lucky she's so dedicated!

As most of you may know, the AEA convention was originally to be held in July, but due to the need for more accommodations, the dates are now set for August 4-6. Recently, the 1,000 rooms saved for the convention were 80% booked, so an additional 200 rooms at the Opryland Hotel, along with several hundred rooms at other nearby hotels, were added. The attendance for the 1994 convention is expected to be well over 3,500. I suggest you make reservations now! With a terrific line-up of guest speakers, and a huge number of trade show booths, the "94" convention promises to be an invaluable experience. See you there!

"Tis the season to be jolly!" After all, this is the laying and hatching season—the time of year all your planning and hard work finally pay off.

I remember when Gail and I saw our emu actually doing the hokey-pokey! Wow, now we're excited! Then when that first egg was found, that was a "runnin', yellin', showin' off the green diamond" kind of excitement! Then when it actually moved on it's own, proving time was near, that was great! But, what we really remember most is that first emu chick sitting in the hatcher, all fresh and innocent, waiting for us to come see what he'd done during the night. Now that's excitement! And let me tell you, even after several seasons, it's still the same. It just doesn't get any better than this!

Well, I need to stop writing this and get back to the speech I'm writing to be given day after tomorrow before the House of Representatives Agriculture Committee. We see the need to get the ratites classified as livestock and not exotics. The livestock classification will help us all, especially with financial assistance and insurance issues.

HAPPY HATCHING

Gene Mosler

BOOMS AND GRUNTS

This column is for general items of interest pertaining to experiences of the people involved with emus.

- Have you attended any seminars or conferences relating to emus?
- Have you attended any public sales?
- Has anything happened on your ranch that is funny, happy or sad, unusual, etc.?
- Have you tried, or seen tried on another ranch you have visited, something new or different with pens, barns or handling birds?

These are just a few of the subjects that you might want to contact us about for this column. These are by no means the only subjects that might be of interest to our readers. Please let us know what is going on in your "emu life".

The Catfish Hole Restaurant East, 3700 E. Clifton Square (at the very back), Wichita has an 8 oz. emu fillet that is offered as a special at the dinner hour only for \$10.95. Owner/Manager Harold Burkholder said he ate the fillet before deciding to offer it in the restaurant and thought it was delicious. At present, they are shipping the meat in from Texas. If it proves to be popular, it will be placed on the permanent menu and offered at the west restaurant also. Here's a chance to help establish one of our products.

Joe and Joan Simoneau have a hen laying unusual eggs. They are double eggs and are about 8 inches long. In talking to other people, they found that this has happened before, but the hens involved usually only laid one of these in a season. Their hen has laid three so far this season. Joan said everything they can find out about this phenomena indicates that hatching chicks from these eggs is extremely difficult.

Teresa Taton, Doug and Stephanie Nolting brought some very interesting abnormal eggs for us to view at the Talking Emu meeting in January. Of particular interest was the soft-shelled egg that we could touch. Teresa said she had never had one of these before that stayed intact. I'm sure those of us getting eggs for the first time this year would have had a bad case of nerves, if we found one of the "chalky" or soft-shelled eggs in the nest, had we not seen these at the meeting. Thanks for sharing these with us.

Thanks to the Bemis' and VanWinkles' for donating the two items that were raffled off at the January Talking Emu meeting. Tickets were sold for \$1.00. Dan Dilts won the saw blade painted with an emu scene and donated for the raffle by Todd and Conni Bemis. Conni's aunt painted the saw blade. Nina Caldwell was the winner of the chrome-plated trailer hitch cover designed with an emu on it, which was donated by VanWinkle Ratites in Derby, KS.

Todd Bemis reports completion of his 6 new breeder pens. Right now he has 6 yearling pair in those pens but, after he sells a couple pair of the yearlings, he will move his older birds to the new facility.

Kevin and Carol Redger from Montezuma had 12 eggs as of January 23rd. They are expecting a February 12 hatch.

Gwen and Dennis Allen, Tom Angel, Todd Bemis, Melvin Epp, Earrell Keller, Jeff Foster, Gene Mosler, Ann Ratzlaff, Gary Royer, Joan Simoneau, and Marilyn Stufflebean attended the Agriculture Committee hearing on classifying ratites as livestock in Topeka on February 9th.

Melvin Epp, Gene Mosler, Joan Simoneau and Gwen Allen all spoke in favor of the bill changing the classification of ratites before the House Agriculture Committee in Topeka, February 9th.

Dan Dilts had a very sick ostrich chick, who was passing blood in the urine, and he felt sure he was going to lose it. The chick was being treated with antibiotics and IV saline. Dan's veterinarian thought perhaps also giving the chick a blood transfusion would help reverse the situation. Dan contacted Melvin Epp at Primrose Bird Farm, who, it turned out, had two chicks he could donate to the cause and generously did so. He told Dan if the chick survived it would, of course, be because of the superior blood from Primrose Bird Farm. The cause of the problem has not been solved, but the bird is better and has gone back to Dan's ranch with the "superior blood" in his veins.

The second phase of **Gary Royer's** Emudome is 90% complete and has increased the size to 1500 sq. ft. Gary reports 24 chicks on the ground and 191 eggs to date, with fertility getting better and better.

Send or call your news to Vicki Hase, 864 Road 240, Americus, KS 66835, Phone 316-443-5793. Of course, Ann and Mathilda are more than willing to accept your news items also.

Let us hear from you!

VET VIEWS . . .

My coming-two-year-old pair of emu get 4 pounds of feed each day. On October 21 they ate only 3 1/2 lbs.; on Oct. 22 at 3 lbs.; on Oct. 23 ate 3 1/2 lbs., and on Oct. 24 ate 4 lbs. On Oct. 22 there was a lot of blue-green manure scattered around the pen. They now continue to eat 4 lbs. per day and have no colored stool. Was this their reproductive period for the year, or can I continue to look for eggs?

Melvin Epp

Mel:

The green stain observed in emu feces near the onset of laying season is an interesting phenomenon. The significance of the green colored manure is not really understood. It probably does not accurately suggest the progress of the egg-laying season.

I would expect that you could anticipate having fertile eggs during part of this laying season.

Cyril M. Brown, D.V.M.

I have had producers tell me they used electrolytes in the water for their emu on a daily basis. They indicate it has a calming effect on the birds, and when they don't use them the birds seem to be more nervous. How does this work, and is it safe and/or necessary to use electrolytes regularly?

Mathilda Sipult

Mathilda:

Electrolyte solutions are simply mineral in solution. There are many different formulations, each designed to meet a specific physiological need. Some formulas also include vitamins.

We have to assume that if a healthy bird is consuming a diet balanced for energy, vitamins, and minerals and is drinking adequate fresh water its electrolyte requirements would be met. After the metabolic needs of the animal are met any excess is simply excreted through the kidneys or feces.

Electrolyte solutions are especially useful when an animal is not eating or drinking correctly, or is vomiting or has diarrhea. An elevated temperature also increases the animal's need for water.

The observed calming effect of consumed electrolyte solutions in normal birds causes me to wonder what other factors are affecting behavior.

If the electrolyte solutions are not excessively concentrated they should be safe to use. Solutions that are highly concentrated cause a condition called "salt poisoning". I believe it is not necessary or beneficial to provide electrolytes for healthy birds that are eating and drinking properly. Electrolytes are very useful to support sick birds, provided the stress of handling for dosing does not outweigh the benefits of the electrolyte solutions.

Cyril M. Brown, D.V.M.

Town & Country Animal Clinic

504 N. Meridian Rd., Newton, KS 6714

Phone: 316-283-1650

NEW MEMBERS

"Welcome" to the following new members of our association. We are pleased to have you and hope to see you at our meetings.

John W. Bruce
S & B Ratites
Box 63
Opolis, KS 66760-0063
316-232-5940

Mike Gibson
Spring River Ranch
Rt. 1, Box 119A
Galena, KS 66739
316-783-5977

Mackie & Barbara Ross
Bar - Mac Emus
P. O. Box 161
Mullinville, KS 67109
316-548-2654

Michael & Stacie Gamelr
19845 Lone Elm
Spring Hill, KS 66083
913-686-2157

CORRECTIONS

Our apologies to the following members for the errors in their membership listing.

Omitted from listing—

Sheree Lewis &

Sherrie Schatz

Timberview Emu Ranch

Rt. 1, Box 116

Blackwell, OK 74631

405-628-3603

Address & phone

number error—

Todd & Conni Bemis

Down Under Wonders

590 Oxen Rd Se

LeRoy, KS 66857

316-364-8714

Name error—

Donald H. Koci, Sr.

(instead of Koli)

Hilltop EMU Ranch

7924 SW Auburn Rd.

Auburn, KS 66402

913-256-2321

Phone number error—

Gene & Gail Mosler

Windmill Bird Farm

Rt. 1, Box 182

Altamont, KS 67330

316-784-5457

AEA/Affiliate Membership Application

Name: _____ Date: _____

Business Name: _____ Office Phone: _____

Address: _____ Home Phone: _____

City: _____ County: _____ State: _____ Zone: _____ 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.

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

The American Emu Association has state and regional affiliates to support breeders on a local level. Membership in the AEA carries concurrent membership in your state or regional affiliate organization. Likewise, joining your local affiliate means you will become a member in 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 should enclose one check made payable to the American Emu Association, and AEA will forward affiliate dues.

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KANSAS EMU ASSOCIATION MEMBERSHIP FORM

Applicant's Name _____

Business Name _____

Address _____ Phone _____

City _____ State _____ Zip _____

Own Birds? _____ Yes _____ No Comments: _____

Breed Birds? _____ Yes _____ No _____

FRC HE BOARD ROOM ...

The KEA Board of Directors met January 22, 1994 at the Red Coach Inn. In the absence of President Gene Mosler, the meeting was conducted by Vice-President Melvin Epp.

Discussion was held concerning dividing the state into 6 zones. The dividing lines would run from east to west along Highway 96, from north to south along Highway 77 and Highway 183. Each zone would conduct their own Talking Emu meetings with help from the state organization. There would be 1 or 2 statewide meetings per year. Matter was given to Mel Friesen to study and make a recommendation at the February meeting.

Plans were finalized for the logo contest. Deadline will be April 1 and judging will be done by the board. Entries are to be sent to the newsletter and the editor will cover the names before presenting them for judging.

Todd Bemis presented the brochure that the public relations committee had developed. Each KEA member farm will be given 50 brochures free and they can purchase extra brochures for 10 cents each. A brochure will be included in the next newsletter.

Dan Dilts and the nominating committee will be putting together the slate of nominees for the upcoming elections. According to the by-laws, Gene must move on to Past President. Other officers can serve a maximum of three consecutive 1 year terms.

Doug Nolting, Finance Chairman, will audit the books before they are sent to the accountant for tax purposes.

It was decided to have the March Talking Emu meeting at Burlington, KS. Todd Bemis will be in charge of getting the facility. Due to the lack of another suggestion, the April meeting will return to Newton.

Teresa Taton and Dan Dilts will conduct a search for a place to have a seminar in June.
Meeting adjourned.

LIVESTOCK CLASSIFICATION UNDERWAY

House Bill No. 2811, introduced by Representative Melvin Neufeld, Ingalls, would classify all ratites as livestock and put them under regulation of the State Department of Agriculture.

Hearings were held before the House of Representatives Agriculture Committee Wednesday, February 9th at 9:00 a.m.

Melvin Epp, President of the KOBA, gave the committee general information about the ostrich industry and discussed problems with banks and insurance companies due to the present exotic classification.

President Gene Mosler represented the KEA and presented information about the emu industry's growth and goals. He also discussed legislation passed by other states in support of the ratite industry.

Joan Simoneau spoke as an individual farmer who raises ostrich, emu and rhea. She spoke about the help this bill would provide in their "not so traditional" farming venture.

Gwen Allen spoke as an owner of ratites and of an auction business selling ratites. She explained how the ratite industry has grown and the prospects for future growth.

Larry Woodson from the Department of Agriculture discussed funding for inspections when the slaughter market begins. He agreed ratites should come under the Agriculture Department. They are communicating with Texas in an effort to educate themselves about the ratite industry.

The committee will "work" the bill and hopefully, since no one spoke in opposition, pass it out to the full House in two to three weeks. How fast it comes to the floor for a vote depends on the Speaker of the House. Contact your local representative and ask him/her to support HB 2811 and to encourage the Speaker to bring it to the floor for a vote soon. As with most situations, those that put on the most pressure get heard first.

COMING EVENTS

March 4-5, 1994. KOBA Spring Seminar, Holiday Inn West, Topeka, KS. For information call Shirley Marihugh, 913-725-3991.

March 12, 1994 at 7:30 p.m. KOBA Educational Discussion Group. "Getting eggs—handling, storage, incubation and hatching." Emuseum, Newton. 316-327-2950

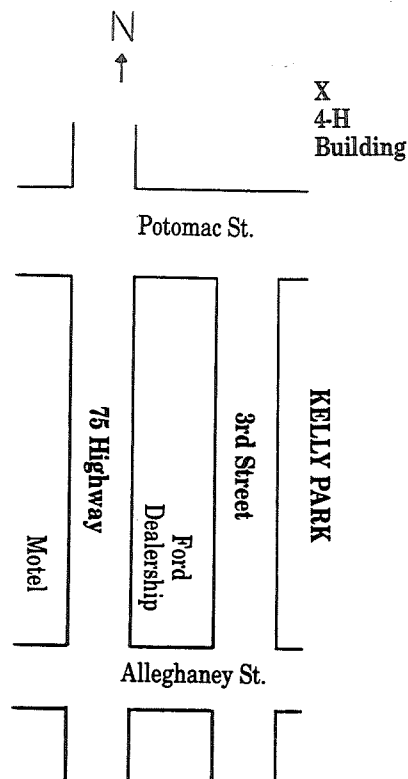
March 26, 1994 at 7:30 p.m. TALKING EMU. "Zoning Kansas within the KEA." Burlington, KS 4-H Building. 316-463-6471. Guest speaker Burt Hall, Oklahoma. KEA Board of Directors meeting immediately following Talking Emu meeting. (See map in next column for directions.)

April 9, 1994 at 7:30 p.m. KOBA Educational Discussion Group. "Getting chicks—chick care, day 1 to 1 year." Emuseum, Newton. 316-283-2950.

April 23, 1994 at 7:30 p.m. TALKING EMU. "Sexing, microchips—getting your birds ready to market." Best Western Red Coach Inn, Newton (Exit 31 West off I-135). 316-463-6471.

May 14, 1994 at 7:30 p.m. KOBA Educational Discussion Group. "Getting it all together." Emuseum, Newton. 316-283-2950.

August 4-6, 1994. American Emu Association Annual Convention, Opryland Hotel, Nashville, TN.

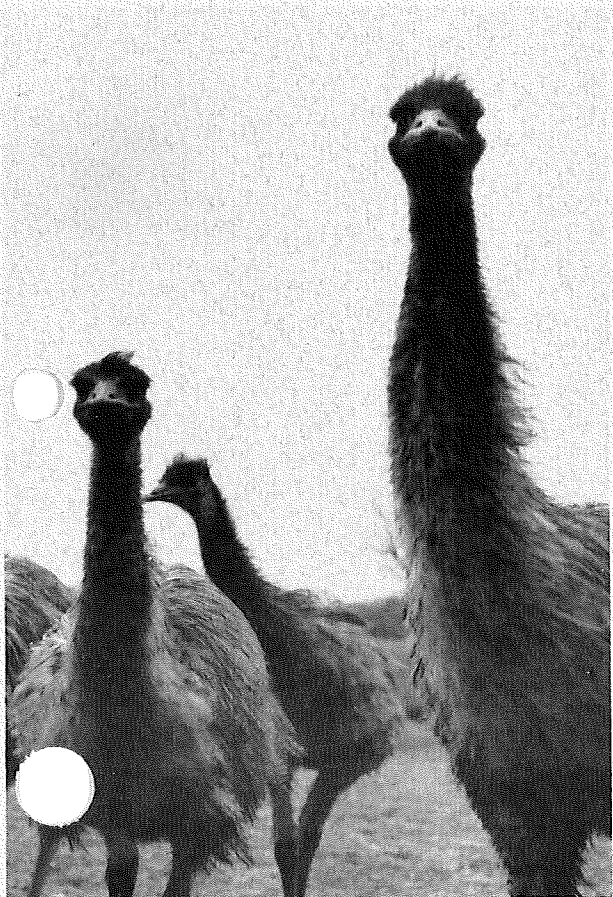


The March Talking Emu Meeting will be held at the 4-H building in Burlington on March 26, 1994. Meeting starts at 7:30 p.m.

KEA Newsletter
R.R. 2 Box 92E
Halstead, Kansas 67056

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, minimum 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 Silliker 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.

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:

Joan Simoneau
(316) 463-6471

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.

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	_____	

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.

AEA/Affiliate
Membership Application

2-12

2-12

Members of the Senate

March 9, 1994

Mr. Chairman, members of the committee, my name is Gary Royer, an Emu rancher from Newton, Kansas. I would like to speak in favor of supporting bill 2811 to enhance the future of the Ratite industry in Kansas.

Emus are an alternative livestock of the future. A number of other states have recently reclassified ratites (flightless birds) from exotic animals to livestock. This is a positive step towards an ultimate slaughter market, when emus will be worth only what the oil, meat, hide, feathers and other by-products will bring at market.

By having our ratite industry under the jurisdiction of the Department of Agriculture, this will set the stage for slaughter regulations, disease control and assistance with meat grading and inspection.

The three main by-products are: oil - (5-6 liters) which is rendered from a thick layer of fat on the back is a highly penetrating oil used in cosmetics and pharmaceutical products. Meat - about 40 lbs. of red, low cholesterol and calories, high in protein meat comes from an adult bird of 13-15 months at slaughter. Hide - The fashion industry currently uses about 100,000 ratite hides a year for items such as; boots, belts, luggage, tanned leather for apparel and personal items.

There are approximately 5,000 members in the American Emu Association, which is the flagship of the industry, and close to 100 members in the Kansas chapter.

I have raised Emus for 12 years, for the first four to five years people would ask why do you have Emus? and the only answer was "just cause" because I think they are truly a magnificent, docile creature. Today for me they are now a serious business.

The past three years the prices have tripled, the number of ranches has tripled and the demand for these birds has gone up ten times.

Every year I conduct many tours through my ranch, Emuseum and Education center located $\frac{1}{2}$ mile west of Newton on Highway 50. Groups are usually people wanting to get in the business, loan officers, from lending institutions, college business classes and schools from all the surrounding areas.

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3-1

I recall one bright young lady about 10 years old ask, Mr. Royer, why do you raise Emus instead of Ostrich? For lack of a better answer my reply was Emu is easier to spell.

I raise Emus because I find it to be a very exciting new industry and am proud to be in on the ground floor of the livestock of the 1990's. I wish to thank you for your support and assistance for the industry.

Thank You,

Gary Royer

Are there any questions?

TEXAS EXOTIC LIVESTOCK

EMUS



Long-legged emus are related to ostriches, which they resemble. Originally imported from Australia, they are flightless birds standing five to six feet tall and weigh in excess of 100 pounds when fully grown. Emu production is an emerging livestock industry in Texas with exciting economic potential to yield a variety of products in the commercial market:

- Emu Meat — Low in fat, calories and cholesterol and high in protein and iron with a texture and appearance similar to beef. Because of its low fat content, emu meat does not shrink during cooking.
- Leather — High quality leather with sales potential in the high-fashion industry. A market already exists for emu leather in Europe.
- Oil — A highly penetrating oil extracted from a layer of fat that surrounds the emu's body. The oil can be almost totally absorbed by the skin and has excellent market potential for cosmetics and pharmaceuticals.
- Feathers and Nails — Potential for jewelry, fashions and other applications.

A Texas emu ranchers' cooperative is working to develop a commercial market for emu products, which will take a few years to establish. The following yields and projections of future income are estimates based on a bird weighing 90 pounds at slaughter.

	<u>Yield</u>	<u>Value</u>	<u>Total Value</u>
Bone-in carcass	50 lb	\$ 7.00 per lb.	\$ 350
Oil	6 liters	75.00 per liter	450
Hide (salted)	10 sq. ft.	14.00 per sq. ft.	140
Leggings	2	20.00 per legging	40
Feathers	2 lb.	17.50 per lb.	35
			<hr/> \$1015



Based on prices given the cooperative, sales of year-old birds at \$500 each could result in sizeable profits. For example, if ten breeding pairs of emus produced 30 eggs a year with an 85 percent survival rate, 255 chicks would result. In 12 months these chicks would be worth \$127,500.

Fewer than five acres are needed for emu ranching. Will investing in emus pay off? Texas breeders say, you bet it will!



TEXAS DEPARTMENT OF AGRICULTURE



SENATE AGRICULTURAL COMMITTEE

March 9, 1994
House Bill 2811

Mr. Chairman, Members of the Senate 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

Senate Ag. Co
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attachment 4
4-1

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....

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attachment 4
4-2

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 5
5-1