

***GENERAL SESSION II: THURSDAY EVENING SESSION***  
***A Conversation with a Kansas Producer***

**Rich Porter**

Richard Porter has operated a cattle ranch near Emporia for a third of a century. The ranch has expanded until it now receives about 8,000 high risk calves a year. He finished them at home until recently, when the price of feeders became too high to pass up. He also grows corn and soybeans on about 2,500 acres. Walter Porter, his father, taught him to first make business deals profitable for the other side, and if they are not bright enough to quickly start making the business deals profitable for me, then find different business partners. Walter also taught Rich to ruthlessly hold down overhead and to help KSU. Recently Rich has assisted with the Stanley Stout Livestock Marketing and Learning Center. From KSU he has a B.S. in Chemical Engineering and a Masters in Agribusiness. He also has a law degree.

Richard Porter did not have materials for his session. Other presentations are available on the AgManager.info website at:

[www.AgManager.info/events/Risk\\_Profit/2012/papers.asp](http://www.AgManager.info/events/Risk_Profit/2012/papers.asp)

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