

Sarford's News

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June 1, 2002

Economics of good moisture control

In the cattle feeding business there are some things you can't control: cattle prices, grain prices, cattle numbers and even the weather. There are some things you can control like grain inventory, grain moisture content and moisture seepage. This first of a 2-part series will show how accurately determining your moisture affects your bottom line.

We've done studies using SarTemp® vs. some of our competitors' products. We found the average moisture variation for other systems to be about +/- 2%. When processing, let's say 100 tons of grain daily, with a 2% error in moisture, it can add up to tens of thousands of dollars annually! Using SarTec's superior, patented grain conditioning

equipment, you are able to largely eliminate this variation. How do we do it?

1. Our patented equipment automatically adjusts your incoming water to your grain flow. Our "smart" equipment adds the correct amount of water and conditioner, regardless of incoming grain flow or density variations.
2. The superior penetrating quality of SarTemp® helps keep the moisture where you want it, in the grain and not seeping to the bottom of your tank.
3. It helps eliminate freezing issues that are associated with poorer penetrating grain conditioners.

The effects of free water seepage in your soak tank is what we'll discuss in our next edition of the SarFord™ News. If you have a question or response to this or any of our articles, we invite you to contact us at www.sartec.com or feel free to call 800-472-7832.



I'll help you to help yourself!

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- Larry Franks and Stan Rogers
- Sun Kissed Tenderloins
- SarStart® Plus top 10 reasons to use it
- More billboards

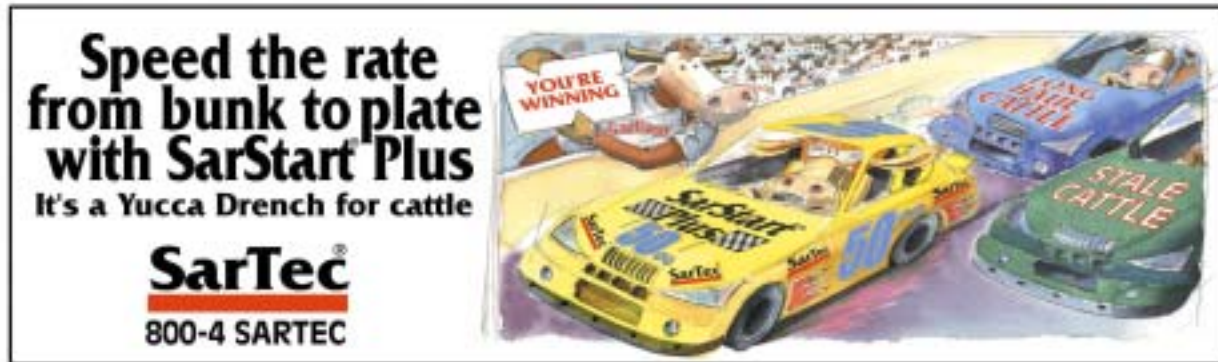
What you don't know can cost you: Grain Processing INFORMATION

What's important to you? What critical information do you want that you can't get today from your grain conditioning equipment? Inventory control? Moisture control? How about knowing exactly how much your grain conditioner costs? (see above article). We hear all these questions, from all over the country, that these are critical pieces of data you need

to run an efficient and profitable feed mill. SarTec's grain processing equipment provides you with all this information and more. We've seen energy costs in residence time reduced 5-fold, as well as the cost of grain conditioning reduced by half. **Information** is what you need to keep things going in the right direction. **Information** is what you get from SarTec® every 2 weeks or more often if

you want. We send out a report that gives you the critical information you need. Protect your profitability by calling your SarTec® Sales Representative or 1-800-472-7832.

SarStart® Plus and the Texas Billboard



We're at it again only this time we're doing it in a real big way! We've put another billboard up in Texas. That makes two in the panhandle of Texas. The first one, if you remember, is just outside Canyon, TX. along Hwy 60. We had some real fun feed back from the people in that area so we thought it couldn't hurt to put up another one. It just so happens that a big billboard became available. You'll see it just as you're heading south out of

Amarillo on Hwy 87 by Love's Truck Stop. We understand the one that's currently there isn't very popular with the cattle people in the area so our billboard will be a welcome change.

The product that we're presenting with this board is our SarStart® Plus Yucca drench. We've been working hard on capturing the right logo for the sign and I think we got it. "Speed the Rate From Bunk to Plate, SarStart Plus; a Yucca

Drench for Cattle"

We're really excited about our new image on the billboard so you folks in Amarillo, Hereford, Canyon, Dimmitt, Clovis and surrounding areas, keep your eyes open. If you like this one better than the previous poster that was up there, give us a call and let us know. When you call we'll send you a SarFord™ stuffed toy animal for your troubles.

Kansas yard manager likes his sarstart® Plus

One manager in Kansas told us a story that we would like to pass on. "I had 185 calves come in from down south and they looked toUGH. I treated 92 with a 50cc drench of SarStart® Plus and processed the other 93 normally. Thirty days later I had pulled 16 animals from the untreated group and only 2 from the treated group. I then gave the 16 pulled animals a 50cc drench and have not had 1 re-pull. That was all I needed to see. I now treat every calf that comes into the

yard with a 50cc drench of SarStart® Plus." He also believes he increased feed intake of the cattle that were treated by approximately 50% for the first 10 days the cattle were in the yard. We hear that same story from yards all the way from Nebraska to New Mexico. Cowboys are using it in the hospital in combination with SarStart® DSC boluses. Call 1-800-472-7832 to place your order.



SarStart Plus
The Winning Finish
SarTec

Customer Appreciation Day Aurora, NEbraska — August 8, 2002

We're starting to get excited about August 8th, 2002. That's the date we've finalized for our Customer Appreciation and Beef Feeders get together in Aurora, Nebraska at the Aurora Municipal Airport. Guest speakers, to date, will include: Greg Ruehle, Executive Vice President of the Nebraska Cattlemen's Association and Dr. Darrell Mark, Agriculture Economist from the University of Nebraska. Dr. Mark's interests include vari-

ous agribusiness management and livestock economic issues. Other speakers will be announced at a later time. You will hear about the state of our industry today in Nebraska and the United States. SarTec® will be serving "BEEF," no surprise to anyone, we hope. Other food and beverages will also be available. If you have questions, please call John at 1-800-472-7832.

SarFord's Top Ten Reasons to Use SarStart® Plus



#10. Orally administering vitamins at processing eliminates one possible injection site lesion.

#9. Spilling SarStart® Plus on your bare hands will NOT require a visit to the nearest trauma center. It can be washed off without any ill effects.

#8. You don't have to calculate any weight dependent dosages, just a preset dosage as a hospital treatment or as a processing treatment.

#7. All cattle that are treated with antibiotics have a tendency to quit eating. Customers say that SarStart® Plus will help get them back to the bunk sooner.

#6. You get an unconditional money back guarantee. If you don't think Sar-

Start® Plus helped your operation, you get your money back. It won't cost you a dime to have tried it.

#5. We all spend a lot of time trying to determine what vendors we feel the most comfortable doing business with. You will love doing business with SarTec® Corporation.

#4. In feed yard demonstrations, cattle that received the equivalent of a 50cc dose at processing had an increased feed intake for the first 10 days of over 34%!

#3. Several current customers have noticed a dramatic reduction in the number of animals being pulled after having received a 50cc dose at processing.

#2. Studies indicate that animals that

were pulled more than once tend to perform at a level far inferior to healthy animals, or animals pulled just once.

And the **#1** reason for using SarStart® Plus is, because SarFord™ thinks it is a wise thing to do. He's sitting there on your desk, so just ask him for yourself!

Vitamins: Injections hurt profits

Should I inject or drench? This is a question that gets passed around a lot in the cowboy shack. It's convenient to give an injection and it's fast. It really helps speed up the processing time. However, in the National Beef Quality Audit of 2000, it was estimated that a total value lost for injection-site lesions was \$108,841,354. Why are blemishes a problem? Consumers demand aesthetically pleas-

ing and wholesome food products. People won't even buy beef that's a little darkened in the store. There are ways to reduce the damage done from injections, better restraint of the animal and better site selection with less meat loss. These techniques will require more time and still leave an injection site blemish or scar. All this being said leads one to think that maybe a vitamin fortified drench is a more efficient and economi-

cally sound method to administer vitamins. SarStart® Plus is so much more than just a good source of vitamins. Check out the stories about SarStart® Plus in this newsletter. It can speed up dry matter intake and ease stress from transporting, processing and handling. Our yucca based drench is a lot more than just a quick shot of vitamin A, D and E! Use a SarStart® Plus drench and increase your profitability.

The costs of trimming the lesions can be as much as \$40 per head. The cost get passed back to the feed yard.

SarFord's kitchen

This issue's recipe comes from a Mr. Carl Rausch of Champlin, MN. He calls it Sun Kissed Marinated Tenderloins. You're probably thinking that tenderloins are the only meat we like. Not true. Send us something different and we'll put it in the next issue. Of course, we do favor BEEF.

Sun Kissed Marinated Tenderloins

Prep: Overnight

Cook: Desired taste

Servings: 5

Ingredients: 4 beef tenderloin steaks, (cut 1-1/2 inches thick) soy sauce, lemon juice, canned mandarin oranges, sweet & sour sauce.

Procedure: Marinate steaks overnight in 3/4 cup soy sauce, 2 Tbsp. lemon juice, 1/2 cup crushed mandarin oranges, 2/3 cup juice from the can of oranges and 1/3 cup of sweet & sour sauce. Cook on

outside grill or in sauce pan to desired liking. Serve with a light salad with a berry vinaigrette dressing or a beef steak tomato and blue cheese side. Great for eating at a picnic or even on the deck. Good eating from SarFord™.

SarFord's Summer Weather Outlook

It's time again to take a look at summer forecasted weather, thanks to the Farmers Almanac. We hope this helps you with your plans.

Northern Great Plains:

Summer overall will be normal, with average temps and precipitation. June will be cool. July will be hotter than normal. Expect some hot days in early July, late July and into early August. Southern Minnesota, eastern Montana and North Dakota will have below normal precipitation, normal elsewhere.

Central Great Plains:

Summer will be hot, with near normal rainfall. Temperature will average 1-2 degrees above normal from June through August. It will be hottest in late June, most of July and early and late August.

Rocky Mountains:

Overall, June through August will be delightful, a little cooler than normal, with slightly lower rainfall. Hot spells will occur in late June, late July and mid-August.

Texas-Oklahoma:

It's back! Summer will be hot, with temps averaging a degree or two above normal. The hottest spell will be in late July, with other hot periods in late June, early July and mid August.

Normal in the north and hot in the south, sounds like last year. We'll see a great spring and early summer. That's all for now. SarFord.



Sheriff SarStein is Still hard at work

I just have to keep passing on all the wonderful stories we're hearing from customers out in the field. A yard manager in Oklahoma says, "Almost every animal that received a bolus has not returned to the sick pen." He always has them handy for his cowboys. A yard manager in California has had some real

"I really liked what I saw from the boluses. I think every feed yard hospital should have a box or two." Yard manager in California

good results and was very anxious to buy some more. He said, "I think every feed yard hospital should have a box or two." The stories keep coming and Sheriff SarStein is hard at work. Contact your local SarTec® Representative or call 1-800-472-7832.



Sheriff SarStein puts 'em back in the pen with a SarStart® DSC Bolus



We just keep getting better

SarTec® Corporation is pleased to announce the addition of two new, highly experienced, members to our team, Mr. Larry Franks of Guymon, OK. and Mr. Stan Rogers of Gill, CO.

Larry Franks will work in the panhandle of Texas and the good state of Oklahoma. Don't be surprised if Larry comes knocking on your door.

Stan Rogers will be working in Colorado,

Western Nebraska and Southern Wyoming along with Stan Shafer. You have double Stan's and double the service!

Stan Rogers, as well as Larry Franks, bring a considerable amount of cattle industry experience and knowledge that will add more value to our current customers, as well as our future customers. We welcome them with excitement and high hopes for their and SarTec's continued growth and success.

SARTEC® CORPORATION

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Were on the web at
www.sartec.com


God Bless America

SarTec® is a family owned and operated corporation located in Anoka, MN. Established in 1983, our mission has been to provide high quality, natural products and service to the agricultural industry. From our equipment to our products, we have a number of ways to help you best reach your goals. Individually we can make a difference; together we can perform miracles.

SarTec®

Employee spot light – Matt Wendorf

Our featured SarTec® employee is Matt Wendorf. Those who know Matt know him as a person with tremendous energy and a “can do” attitude. Matt is a graduate of the University of Minnesota where he studied Economics, Civil and Mechanical Engineering. No wonder he can fix any and every thing! He is SarTec's in-house expert regarding the SarComputer, a computerized grain conditioning system. Matt has been with SarTec® since 1995. During that time he has worked in many capacities – office manager, bookkeeper, purchasing agent, equipment installer, equipment fabricator and designer, promotion's organizer, receptionist – you name it, he has done it at SarTec®.

Many of you reading this newsletter know Matt through the SarTec® fishing trips and the Las Vegas Seminars. He is the person running around making sure that everything happens when it should. He attends to the creature comforts of the trips as well as the major logistics of

moving people from one place to another through the use of ground, water and air transportation.

In his spare time he ice-fishes (almost year round in Minnesota). In the dead of winter you will find Matt trudging through the snow with his little dog, Whimpy, tucked under his coat crossing a frozen lake in search of a good fishing hole that will yield 2 pound crappies for dinner. He also enjoys fixing people's cars, playing a little golf, remodeling houses, snow mobiling and landscaping – you name it, he does it.

We value Matt at SarTec® and his many talents and vigor. Matt, with the help of others,

makes SarTec® what it is today. He is a true ambassador of the SarTec® mission: to provide high quality products, equipment and service to the agricultural industry, working with you to help you best reach your goals.





**I'm going to catch
some big fish this
summer.**

SarFord

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