

# Sarford's News

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## Economics of good moisture control - part 2 "Free water seepage"

Free water seepage is a very expensive problem. Whether it's in the summer down south, or in the winter up north, it's going to cause a lot of problems and cost you a lot of money. As we discussed in our last issue, SarTec's advanced processing equipment, with its ability to control your moisture levels, is an effective tool for controlling your water problems. A number of variables will affect the amount of seepage in your soak tanks. Poor mixing auger performance and an inconsistent flow of water are two of the most obvious. We can help you in both cases when you decide to

switch to SarTemp® to temper your grain. Not only do we monitor the moisture but we also monitor the flow rate of the incoming grain which allow us to accurately achieve your target moisture. During the installation pro-

cess our service specialists will actually take a good look at the performance of your auger and make suggestions to improve its performance to achieve the best possible mixing action. Taking these issues into account and having the superior wetting qualities of SarTemp®, are the most effective processes we know to help limit the amount of free water seepage. Call you local SarTec® Representative for information about this service and have a wonderful fall season. Thanks again. SarFord®.



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### Special Points of Interest:

- Economics of good moisture control
- The SarTec® RSF Program
- Cattle can't resist the taste of SarTemp®
- More billboards

## SASI: What's new? What's Improved?

One of the many items that makes a SarTec® System so useful to a feeding operation is the bi-monthly report they receive from SarTec®. This report offers a number of very valuable pieces of information which lets you know exactly what's going on in the mill. This report is called a SASI Report (SarTec's Automatic SarComputer Interrogator), provided exclusively by SarTec®. We've made a good

thing better. We listened to our customers and keyed on their suggestions. In addition to knowing exact grain flows and tonnage, incoming grain moisture and targeted moistures, we now have included inventory gain or loss numbers, whatever the case is. These numbers should be very helpful in the day to day running of the feed yard. We're always changing to meet the needs and requests of our customers. If you have a

suggestion or comments, please let us know. That's how we grow and get better in serving you. We listen to what you're saying or asking for and work hard to make it happen. You only get the SASI Report if you have a SarTec® Computerized system.

## The Sartec<sup>®</sup> receiving, Starting & Finishing Program “(RSF) Program” SarStart<sup>®</sup> Plus and Sarstart<sup>®</sup> dsc

Documented research supports using Yucca at receiving along with your processing program and throughout the feeding period. SarTec's Receiving Starting and Finishing Program is a nice addition to your Receiving, Starting and Finishing regimen. SarTec<sup>®</sup> RSF Program consists of giving a 50cc drench of SarStart<sup>®</sup> Plus at receiving followed by 1 gram per head per day of SarStart<sup>®</sup> DSC or 2cc of SarStart<sup>®</sup> LSC for the next 28 days in your starter ration and 0.5 gram or 1 cc per head per day for the remainder of the finishing program. The research indicates an additional 7.4 pounds of gain.

SarStart<sup>®</sup> Plus consists of 3 things: 1. Highly refined extracted Yucca saponins, 2. A good supply of Vitamins A, D and E, 3. A healthy dose of egg product (probiotics). These 3 components make SarStart<sup>®</sup> Plus the only drench product on the market that offers your cattle these essential receiving elements. This is a

great way to keep you ahead of the game. To make the program work, you will need:

1. SarStart<sup>®</sup> Plus, SarTec's Yucca based drench for cattle
2. SarStart<sup>®</sup> DSC, SarTec's Super Concentrated dry yucca powder
3. A drench gun
4. Some Cattle (of course!)
5. Some form of Micro application equipment

Early research conducted on the effects of using Yucca on incoming cattle shows that the animals fed only the initial amount at processing do well but not nearly as well as those fed throughout the entire feeding period. The quality of our Yucca is second to none in the industry and will deliver a higher than expected response. The vitamins at receiving are important to get the immune system up to speed. We are excited for you to try our new SarTec<sup>®</sup> RSF Program. For more information contact your local Sartec<sup>®</sup> Representative or call us directly at 1-800-472-7832.



### A Special Thank You For Dr. Peter Greuel

Pete celebrates his fifth year anniversary of joining SarTec<sup>®</sup> Corporation. The expertise that he brings in research and technology has helped us make great strides in increased service to you in the cattle industry. We look forward to the next 5 years and new ideas from Pete.



### What we're hearing from the yards

Feed intake and a healthy immune system are important to boost the effect of your receiving program on controlling problems with incoming cattle. A yard manager in Kansas called and spoke with Johnny Howard, our Specialty Products Manager in Great Bend, Kansas. He told Johnny a story about how every year he gets a load of cutting bulls from the south and how every year he has major problems in spite of his regular receiving program. This year he gave each one of them a 50cc drench of SarStart<sup>®</sup> Plus along with his regular receiving program. The whole pen got up on feed and



stayed there with no ensuing problems. He now treats all his incoming cattle with a 50cc drench and really likes what he sees. A cowboy in TX mentioned that he sure does see the animals get up on feed faster. We're getting testimonials from all over the country on this product and we're happy to help. One manager said he saw a 4 lb. increase in gain after 30 days. He was quite impressed, needless to say. Cowboys are using it in the hospital pens and in combination with SarStart<sup>®</sup> DSC boluses, the right idea for healthy animals.

# Cattle can't resist the taste of sarTemp®

Bill Choate is one of our service and delivery people working out of our new facility in Aurora, NE. He had a funny thing happen to him the other week when he was making his deliveries. We wanted to share it with you. He was on his route in the north central part of Nebraska. He had six 55 gallon drums of SarTemp® in the back of his pickup. He was heading south on State Highway 291 when he came over a hill and sure enough there were about 800 head of cattle being moved down the highway. Bill couldn't do anything but stop and wait for the cattle to clear. As he sat there waiting he noticed that cattle were surrounding his truck. They started licking the drums of SarTemp® in the back of his pickup where some of the SarTemp® had spilled. "The cattle actually surrounded the truck.

"It was one of those times in your life that you wish you had a camera," said Bill. So one thing you know for sure is that cattle sure do love the taste of SarTemp®. It's hard to argue with a story like that. Bill said that it took about 30 minutes to move on. Thanks, Bill. So contact your local SarTec® representative and get your cattle eating something they like. SarTemp® has been around for almost 20 years but the fact that cattle love the taste of Yucca

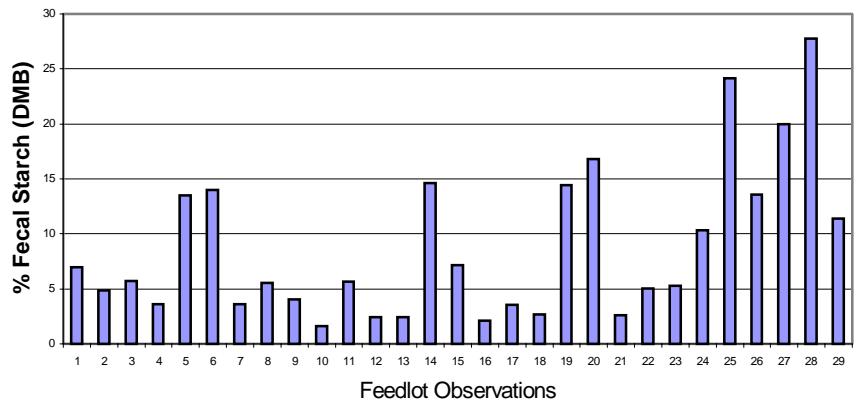


has been well known for the better part of a century.

## Fecal Starch Profiles from across the country

Knowing your fecal starch number is an important tool in knowing how efficient your system is working. We've compiled a fecal starch availability chart using a broad cross section of cattle feeders from Texas to Idaho. We used both dry roll yards and yards that steam flake. As you can see on the graph it's not hard to see who's doing a good job and which ones need some help. Not all the high numbers to the left are dry roll yards and not all the lower fecal numbers are steam flaking yards. Knowing your number is good tool for you to use. If you would like to find out where you stand and how to improve your performance, please call us at SarTec®. We would love to help.

SarTec Feedlot Fecal Starch Profile ( DMB)



## SarFord's kitchen

This edition's Recipe comes from Texas.

Spicy Ribeyes With Grilled Sweet Onions

Prep Time: 5 minutes

Cook Time: 15 minutes

Ingredients:

-4 beef ribeye steaks, cut 1" thick (approximately 8 ounces each)

-2 large sweet onions

-2 tablespoons olive oil

-1/2 teaspoon salt

-1/4 teaspoon pepper

1 lime

Seasoning:

1 teaspoon garlic powder, 1/2 teaspoon ground cumin, 1/2 teaspoon dried oregano leaves crushed, 1/4 teaspoon ground red pepper and 1/2 teaspoon

salt.

Put seasonings into a small bowl and press evenly onto steaks. Brush onions with oil and place on grill, uncovered for 15-20 min. Grill steaks to your liking and season onions with salt and pepper. This is a real treat. Squeeze the limes over the steaks and onions and enjoy. Please send us your recipes and let us know if you enjoyed this one. Thanks again, SarFord®.

## SarGus takes a turn with the Weather: Fall 2002 September, October AND NOVEMBER.

### Northern Central States: MT, ND, SD, MN, IA, MS, KS, CO, WY

Starts out pleasant but gives way to storms and showers where it's needed most in eastern CO and KS. Looks like we're looking cooler and a little wetter then normal, mostly associated with storms in the plains states and much cooler in the northern plains with early snows likely in the Rockies and possibly in North and South Dakota. Late in November expect heavy snows in Nebraska and Dakotas, 6-12" amounts. Let's keep our fingers crossed for all this moisture. It's badly needed all over.

### South Central States: NM, TX, OK, AK, LA

A similar pattern seems to be happening here as well. Starting in September to be pleasant, then giving way to storms in the Rockies and moisture moving to points east, New Mexico and the pan-

handle of Texas. In October look for heavy storms in Texas and much cooler weather over the entire zone. It will be a little wetter and a lot cooler than normal. Looks like a blustery Thanksgiving for most of this region.

### North Western States: WA OR, ID

Staying with the pattern, starting out pleasant but giving way to showers and storms and chilly temperatures. Gale force winds in October and more of trick than a treat for Halloween. Wet and cool. November should be cool early but getting milder and dryer throughout the month with a nice Thanksgiving. Good Luck! SarGus.



## Billboard in Kansas; see it on your way to the games

We've had a lot of fun with the billboards we have down in Amarillo and Canyon TX. People have called and asked questions about our products and to compliment us on the ad. We think it's an effective way of getting the SarTec® name out there, so we've put one in Kansas. The billboard is along Interstate 70 as you head to a Football or Basketball game in Manhattan, KS. It's the Speed the Rate from Bunk to Plate board so keep your eyes open for it and let us know what you think of it.



*The billboards in Texas have been a lot of fun for us. We hope you like the one in Kansas. Keep an eye open for it on the way to the games.*

## SarStart® LSC: More options available to you!

Sartec® Corporation offers SarStart® DSC as an effective tool to get refined super concentrated Yucca into your feed. A way to administer the product is through a Micro-ingredient machine, available through Lextron, Micro Beef or Walco. If you are one of those yards that doesn't use a big micro-machine or doesn't have the capability to use one, we now have a way for you to use the product. SarStart® LSC is a liquid form of our DSC and

is easily put into your ration with a small metering system. All you need is a pump and a timer mechanism and you'll be able to get the same benefits as those yards adding the product through big micro-machines. Increased gain and feed efficiency are well researched and documented (research summaries available upon request). It also enables you to use the receiving program for incoming cattle of all sizes and conditions.



SARTEC® CORPORATION

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*Specializing in Saponin Technologies*



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.



## Employee spot light – Johnny Howard

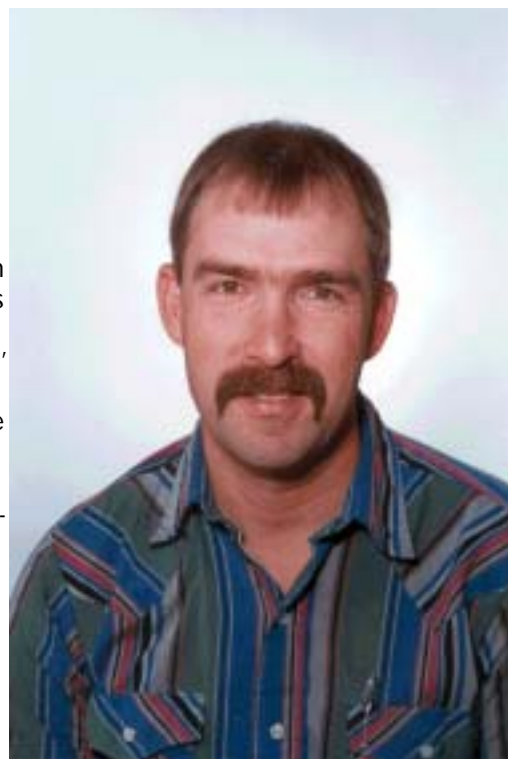
Johnny Howard joined SarTec® in 1997. Johnny's knowledge of feedlot and feed mill operations, computers and micro-ingredient machines makes him a very helpful source of information in solving problems that arise in our customers' operations. His background is also extremely important to SarTec's technical base of knowledge.

Currently he has a marketing position with the Corporation. His main focus is on our line of yucca-based animal health products, including, SarCharge®, SarStart®, SarStart® Plus and boluses, bringing them right to your lot. We know that his solid technical background will be a key to the success of these new products in your operation. Whether it's running a flaker or treating a sick animal, Johnny can help get the job done.

You know that he has lived in Texas, Kansas and Nebraska by his southern drawl. One of his favorite sayings is,

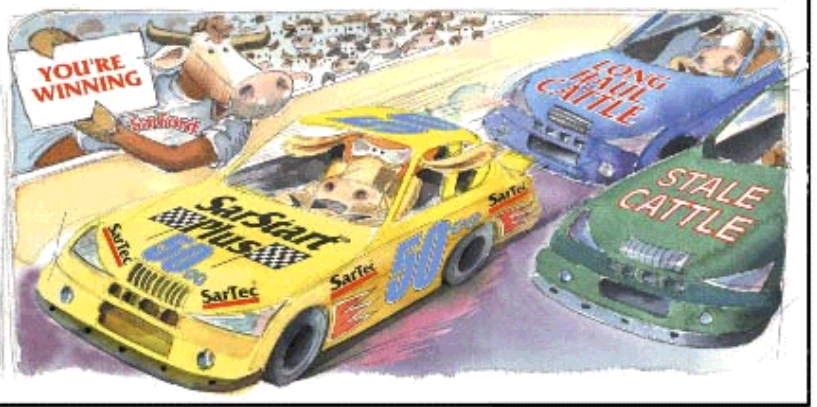
"I'm kickin' but not high."

That's his humble way of saying, "I'm doing fine." We appreciate Johnny's competency and versatility. Even though he may not think he is kickin' high, we think he is. He is a valued SarTec® employee and embodies the SarTec® mission: ... "to provide high quality, natural products and service to the agricultural industry. Individually we can make a difference; together we can perform miracles."



**Speed the rate  
from bunk to plate  
with SarStart Plus**  
It's a Yucca Drench for cattle

**SarTec®**  
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