

# Sarford's News

Volume 2, Issue 4

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## Fecal Starch and its importance in today's economy

Using your yard's fecal starch numbers as an evaluation tool may be the thing of the future. Or it may be the thing for today! We've mentioned time and time again how we're able to help you determine your fecal starch number and how it directly affects your bottom line. Corn prices, the lack of high moisture corn and many other variables make it more important than ever to have a good handle on inventory and feeding efficiency. We recently performed a fecal starch analysis

before and after the installation of our equipment. We were able to drop the fecal starch number at that yard by 1.0 % practically overnight. We can't guarantee you'll see results like that immediately but you will likely see a drop

in your number. We can't stress to you enough the importance of fecal starch to your feeding program. The economic impact is substantial. Please refer to our web site for a fecal starch protocol to determine your fecal starch number. Use your fecal starch number as a tool in

judging your feed yard's performance. See the chart on page 3 in this newsletter and see where you would be! Thanks again and let us help. The herd at SarTec.



## Vitamins: How important are they when you're receiving cattle?

In reading the October 2002 issue of BEEF magazine, I came upon an article written by Norbert Chirase, a Texas A&M University researcher specializing in feedlot cattle health and nutrition. Dr. Chirase discusses the importance of vitamins when you're dealing with the stress levels and health of incoming cattle. He reports that most feedlot managers aren't aware of just how adversely cattle's vit-

min levels are affected by the various stresses they're subjected to: climate, dust and transportation, to mention a few. His research shows a relationship between lower antioxidant levels and lower ADG and feed intakes. As vitamin A and E fell, calf temperatures increased. Bovine Respiratory Disease increased as well, suggesting a possible link between low antioxidant levels and a suppressed immune

system. Using vitamins is critical in getting your cattle off to a good start. Check out our full line of SarStart oral drenches and our RSF program. It'll get your cattle the vitamins they need. SarFord.

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### Special Points of Interest:

- Fecal Starch Index
- SarGus's Weather
- Sarford's Recipe
- The RSF Program
- Consistency!
- Yard stories and comments
- Vitamins and drenches

## SarTec's RSF Program

### SarStart Plus followed with Sarstart Dsc, A Winning combo for youR entire feeding program

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's RSF Program consists of giving a 50cc drench of SarStart® Plus at receiving followed by 1 gram per head per day of SarStart® DSC or 2cc of SarStart® 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 up to an additional 44% increase in gain over the first 38 days. SarStart® Plus consists of: 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® Plus the only drench product on the market that offers your cattle these essential receiving elements. To make the program work, you will need:

1. SarStart® Plus, SarTec's Yucca based drench for cattle
2. SarStart® 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 RSF Program.



# SarStart® PRO

Sartec® Corporation has offered SarStart® Plus and our original SarStart® oral drenches for years. We added a new product to the SarStart® family, SarStart® PRO. It benefits getting cattle on feed. It contains yucca, probiotics and vitamins A, D and E. Used as a receiving drench or in the hospital, it helps all cattle coming into your yard. Give us a call if you would like a sample.

## What we're hearing from the yards

I like to use this article to share with you some of the new and exciting things that we hear about our company and products from customers in the field. One manager down in Kansas called and said that he'd treated 4000 head of some pretty tough calves. He gets cattle from the same place every year and usually expects about a 2-2½ percent death loss. He called and said that he's had less than ½ of 1 percent since he treated his cattle with our SarStart® Plus oral drench. We have a customer up in Nebraska that is adding our SarStart® DSC product to his



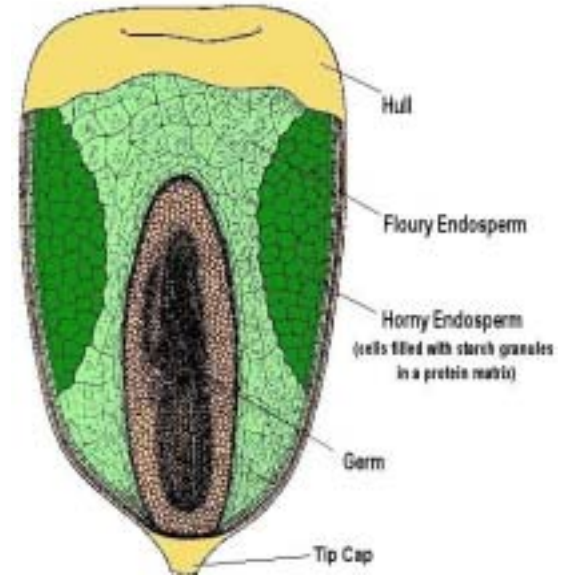
supplement. He feeds mainly 8 weights and up. He said he sure likes the looks of the cattle's droppings since he started using our product. "They're getting more out of what they eat," he said.

On the lighter side, an office person from Kansas says she uses her SarFord and Sar-Rama dolls for "Cowboy Voodoo". She said all she has to do is poke a doll with a pin and within 10 minutes a cowboy will come in complaining about a pain or a headache. It depends on where she sticks the pin. We like to hear stories from you so if you have a story, please send it to me.

# The anatomy of a kernel: How does sarTemp improve your performance?

We know that most people understand what a kernel of corn is! However what makes corn an efficient food source is a another question. When you use corn as feed for cattle, you're able to improve the availability of the starch in the kernel by steam flaking it with a conditioning agent. What makes our SarTemp grain conditioner so effective is that it has superior penetrating characteristics. SarTemp also improves roller efficiency and roller life. The unavailable starch component of the kernel is called the Horny Endosperm; that is the part we're trying to free up by steam flaking. Only the most effective conditioning agent is able to quickly aid in this and that's SarTemp. Making this part more available for digestion improves the digestive efficiency of the kernel and has a direct economic

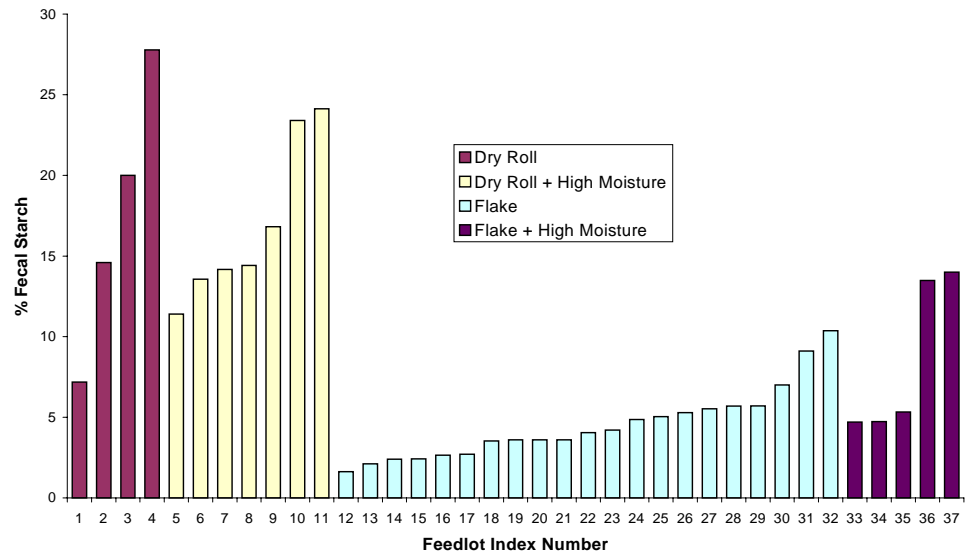
benefit to you. Most other grain conditioners in the market place are strictly a surfactant. Generally speaking, they have poor penetrating characteristics and are corrosive to your mill. SarTemp, a Yucca based product, is more than a good surfactant. It helps feed efficiency and improves gain, and it won't hurt your mill. To get the most out of your grain, consider using SarTemp. It's a yucca based conditioner that offers a lot more than just good surfactant characteristics. If you would like more information about SarTemp or any of the supportive research information, it is available on our website at [www.sartec.com](http://www.sartec.com). Thanks again.



SarTec Fecal Starch Profile

## Fecal Starch Table.

Knowing your fecal starch number is an important tool in knowing how efficient your system is working as we stated on page 1. We've compiled a fecal starch profile 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 look at the graph, it's not hard to see the differences. Knowing your number is a good tool for you to use. If you would like to find out where you stand, please call us at SarTec®. We would love to help. If you would like a copy, just ask.



## SarFord's kitchen

This editions winner is Kelly Johnson from Minneapolis, MN. She calls her recipe "Rosemary Garlic Flank Steak."

Prep Time: 5 minutes

Cook Time: 15 minutes

Ingredients:

-1 and 1/2 lb Flank Steak

-Leaves from 2-3 Stalks fresh Rosemary (approx 2-3 Tablespoons)

-4 Garlic cloves

-1/4 teaspoon pepper

Seasoning:

Place garlic, rosemary leaves and olive oil in food processor. Pulse until rosemary and garlic are finely chopped.

Put flank steak in large shallow pan. Drizzle half of the rosemary mixture over steaks. Season to taste with pepper. Flip

and repeat. Marinate for at least 30 minutes turning occasionally.

Grill to desired taste. Cut the steaks into 1/2 to 1 inch slices diagonally to the grain of the meat for the tenderness.

You'll be pleased with the results. Thanks again to Kelly. Please send us your recipes and let us know if you enjoyed this one. Thanks again, SarFord®.

## SarGus takes another turn with the Weather: Winter 2002/2003

I don't know if anyone was paying attention, but SarGus did a darn good job on the weather last time, with the help of the Farmers Almanac, of course.

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

December starts out cool and storms develop across the plains, big snow around Christmas for CO and the plains. January starts out mild, then turns stormy. A thaw, then followed up by a frigid air mass. February comes in cold and big snow develops across the plains in the middle of the month with cold and more snow to follow.

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

December starts off clear and cold with frost down to the Gulf Coast. Dry and blustery cool and unsettled in southern plains. Stormy Christmas weather. January

starts out with unusually mild warm temps. Storms and cooler in the middle of the month, precipitation will be spotty. A thaw, then real cold in the end. February comes in cool, scattered precipitation, mixed with snow in southern plains with a nice warm up. Windy at the end of the month.

**North Western States: WA OR, ID**

December starts out dry and cold, storms developing in WA and points east. Settling down by Christmas, remaining mostly fair. January will be really unsettled. Stormy weather from the Pacific, then dry and pleasant. More storms expected from the Pacific. February will be cool and again mostly unsettled. Mild in the middle and a little wetter towards the end.

That's it. I hope it helps. Have a nice winter 2002/2003! SarGus.



## Consistency: What is it worth? Something to think about!

What is each percentage point of inventory gain worth in relation to the price of the grain being processed? Let's take a look at what a \$1.00 difference in the price of corn, for instance, would do to the inventory gain valuation.

If you were paying \$2.00 per bushel for corn, each point of inventory gain would amount to \$0.02. Using a pretty standard average gain of around 7.5%, this would make your bushel of corn worth \$2.15.

If, however, you were paying \$3.00 for the same corn, then each point of gain is worth \$0.03. This would give you a bushel of corn worth \$3.23, using the same 7.5% average gain. As you can tell, the value of the gain is directly proportional to the price of the incoming grain.

It would be nice to just add a fixed amount of standardizing moisture and conditioner to the grain as it is moved into the mill to be processed and always come out with perfect 7.5% inventory gain for the month. The only problem with this picture is that there are a couple

of variables that will not ever allow this to happen. Your incoming grain does not all come into the yard at 13.6% moisture, and your equipment that is used to move the grain into the mill does not always provide you with an exact flow-rate of 1,250 pounds per minute. Short of these two small items, it would probably work like a charm.

If you are searching for a way to overcome the variables that consistently cause you to be inconsistent, give us a call at 1-800-472-7832, and we'll gladly come by to visit with you about the possibilities.

## Holiday Gift Ideas?

If you really like our little friends (dolls), I mean SarFord, SarRama or any of our other promotional gifts, check our Website at [www.sartec.com](http://www.sartec.com) and go to our SarFord Superstore. You can pick up any of the dolls on-line. They'll be great for putting in someone's holiday stocking, or for someone special.

Thanks SarFord.



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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®**

## **SARTEC Employee Wade Sanders**

Wade joined SarTec Corporation in 1995. He resides in Kansas and services accounts in that area. Wade's experience and knowledge of the SarTec equipment and the SarTec products makes him a valuable resource for the cattle industry in the Kansas—Oklahoma area.

Wade's talents have been acquired through his experience in other areas also, some of which include: being a fireman, maintaining a fruit orchard, operating a road maintainer/grader, farming and last but not least, hunting and fishing.

Wade has a reputation of dependability and responsibility. If something can be fixed, you can depend on him to get it back in working order.

Even though his photo does not reveal it, he is not only a father, but also a grandfather. Youth is maintained when living in Kansas.

As far as we know, Wade has only one aversion and that is to snakes. He might tell you more if you ask him.

We appreciate Wade and the expertise that he brings to SarTec. Thanks, Wade. We look forward to many more years as together we serve the Cattle Industry.





**It's another newsletter. I  
hope you enjoy reading it.  
Check out my weather  
forecast. SarGus**

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