

Sarford's news

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2001 fishing roundup

Well this year's fishing trip has come and gone. The 2001 SarTec fishing trip marks the 15th anniversary of this event. We traveled to Lake of the Woods in northern Minnesota with 37 fishermen. SarFord made his fishing debut this year as SarTec's new mascot. These trips are made possible in large part by the participation of a number of excellent outside sponsors (See SarFord's Helpers). This year the weather cooperated as well as the fish. The largest fish caught on the trip was reeled in by Don Taylor Jr. at around 10 pounds. As usual the staff at the Sportman's Lodge did a great job. The shore lunches were especially spectacular. There is nothing quite like eating a shore lunch with a backdrop like Lake of the Woods. Between fishing, golfing and talking with friends this

year's trip was one for the record books. I would like to give special thanks to Matt Wendorf who organized this year's trip. Past trips have included such remote locations as Canada, Alaska and Costa Rica. We at SarTec thank you for your continued business and we look forward to next year's trip for making new friends and catching up with old ones.

Dr Clayton McNeff – VP
Research



Sarford's corner:

In an effort to keep people more informed, and to provide you with industry news, interesting stories, and an overall look at what's going on at SarTec, we came up with Sarford's News. Here you will find a variety of things like new

products, activities and events, SarTec employee features, good news, weather talk and recipes. We at SarTec welcome any comments or suggestions. (www.sartec.com) Please feel free to participate with us in this newsletter. We

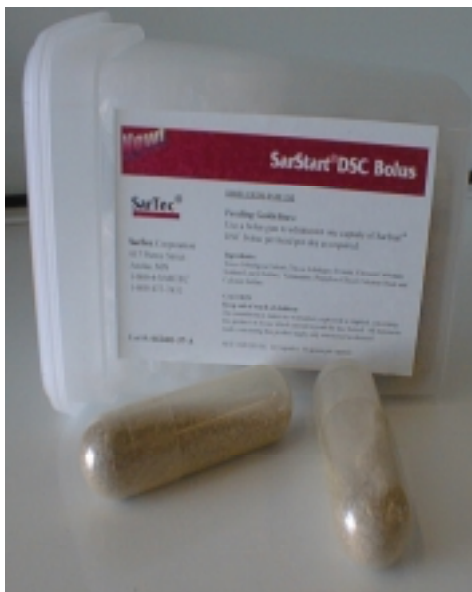
look forward to your input. Please join with us in celebrating the beginning of what we hope to be something fresh and new to the cattle feeding industry.

Sarford's helpers
on the fishing trip.

- Walco
- Fort Dodge Animal Health
- Bill's Volume Sales
- Merial

New product release: Sarstart[®] DSC bolus

The whole SarTec team has been handing out the SarStart[®] DSC Bolus to customers, nation-wide, in all sorts of different environments, using different feed rations and additives, we're getting some real positive feedback. With a simple plan of 1bolus for up to 900 pounds or 2 for 900 and over we're creating smiles on a lot of cattle peoples faces (not to mention the cattle's). With the fall season approaching fast, we at SarTec just hope the news gets out in time. So if your yard is feeling the "pressure" give your SarTec representative a call. SarStart[®] DSC is also available through Lextron[®] Inc, and Micro Beef[®] Inc. for use in their micro ingredient applicators.



Bolus reports from the field

Here is what customers are telling us about the new SarStart[®] DSC Bolus: One cowboy in central Kansas said, " I used only 1 bolus for each animal, and not one returned to the hospital. I really liked what I saw". This is only one of several grateful cowboys who sent us their thanks. In Nebraska we've been hearing great things too. Givens Feed yard has been using the boluses for some time now. They love what it does for the Holsteins, and wouldn't be caught without them. M&M Feeders simply uses the bolus and

"Used it on about 35 head, loved what we saw. Sure would like a way to give it to the whole yard"
Cowboy in Kansas

then sends them directly back to the pen. With an average cost of \$100.00 to pull an animal, this is a great way to help reduce hospital stays and costs.

We are very happy to hear the stories of what a great help our SarStart[®] DSC Bolus is having in the real world of feed yards. If you have a story of your own, please feel free to share it with us. (www.sartec.com) If we publish it you will receive some logo golf balls or a nice SarTec baseball cap. Yes, we are currently working on a new product, a drench form of our SarStart DSC Bolus. We should be testing the product soon and have it to market in the very near future. We want to thank the people mentioned above for their comments.

Sarford's kitchen

For our inaugural edition of Sarford's Kitchen we thought it would only be appropriate to feature Sarford's own special beef recipe. It's called **Sarford's Smoked Peppered Tenderloin**.

Ingredients/supplies:

- 5-7lb. aged tenderloin
- 1/4 cup Accent Salt
- 1/4 cup Lawry's Seasoned Salt

- 1/4 cup McCormick Black Pepper
- Olive Oil
- Mesquite wood chips (cherry, apple whatever you prefer)
- Smoker

Rub olive oil onto tenderloin. Mix Accent Salt, Lawry's Seasoned Salt and McCormick Black Pepper in equal parts together and rub onto tenderloin.

Completely cover meat and place directly on grill in smoker. Smoke on high for approximately 2.5 hours, or a temperature of 145° for rare to 165° for medium well. Remove and cut into 1" to 2" steaks and serve with meat sauce of your choice. Serves 4-6 people. If you have a beef recipe you would like to share, please e-mail it to johnmyrea@sartec.com . If we use it we'll send you a SarTec baseball cap.

Billboard in texas: Sarford's debut



There's a new steer in town and his name is Sarford. Sarford is the new SarTec Corporation logo. We're having such fun with him that we thought it would be a good idea to share him with the people in the pan handle of Texas. So Sarford is on a billboard approximately 20 miles north east of Hereford TX., right on highway 60. The billboard stands 10 feet high and 40 feet wide. We're hoping it will be hard to miss him.

Weird news from the field

While traveling across the country, in an attempt to visit every cattle feed yard in the country, I have seen some peculiar things. One that really sticks out in my memory is when I visited a yard in Idaho. When one thinks of Idaho, what does one think of? Potatoes. Yes they are feeding French Fries to cattle in Idaho. Kind of a weird irony if you ask me. While I was at this yard it was like I was in the Alfred Hitch-

"Seagulls are becoming a real problem for us here. They go back and forth between our feed yard and the slaughter house. The government allows us only 50 permits to harvest the gulls"

cock movie "The Birds". Literally thousands of seagulls were eating French Fries from the piles on the ground. I mentioned to the yard man, "Boy, these birds must eat a lot of French Fries! That has got to be expensive?" He agreed that it was, but the biggest problem wasn't the cost. He said the seagulls are becoming a real health problem for us here. They go back and forth between our feed yard and the slaughterhouse, where they

eat the slaughter waste over there, and our French Fries over here! The government allows us only 50 permits a year to harvest the gulls. Considering the global scare of transmittable diseases among cloven hoofed animals this lack of concern regarding the gulls behavior is alarming to me. Something should be done to assist the yard in curtailing their numbers; a humane and affordable solution has got to be out there. I know that seagulls are protected but this just seems kind of weird to me.

Cattle news to use!

I'm always looking for valuable information to pass along to our readers. Summaries of cattle on feed and pricing seems to be appropriate. Cattle and calves on feed for slaughter in the US market for feedlots with capacity of 1,000 or more head totaled 11.01 million head on July 1st. This is 6 percent above a year ago and 15 percent above July 99. These numbers match well with the numbers reported by the his-

toric 7 States numbers (again for feedlots with a 1,000 or more capacity). Their number on feed was 9.47 million, up 6 percent from the previous year and 16 percent above July 1,1999. As a market summary the fed cattle market was \$1 with the bulk of the cattle selling at \$70 on a dressed basis. Prices in the South were mainly \$110-111, while the North sold at \$111-113. Trade volumes were moderate. Boxed beef val-

ues traded lower on the week as demand stayed seasonally slow due to summer heat and disruptions. Feeder cattle and calves were a \$1-2 lower in a thin test. July 1st cattle inventories were down slightly from a year ago, 105.8 million from 106.3 million. The 2001 calf crop is expected to be 38.4 million which is 1 percent lower than in 2000. All source data for this article were taken from Beef Business Bulletin, Cattle-Fax and USDA.

Vegas Venture 2001

The Vegas Venture is already set for December 9th thru the 12th 2001. Seems like a long way off, but it'll be here sooner than you think. Our sales staff is looking for some prospects to bring along this year! Last year's trip was a great time for everyone. Lodging this year is again at the fabulous Monte Carlo Club and Casino. Concerts, golf, and National Finals Rodeo are just some of the attractions that week. So don't let the time slip by! Begin your preparations for Sarford's Vegas Venture. You will hear about the newest SarTec products that can help you in your cattle operations.

A word of caution from Sarford, "Don't get carried away. Remember, they don't call it **Lost Wages** for nothing."



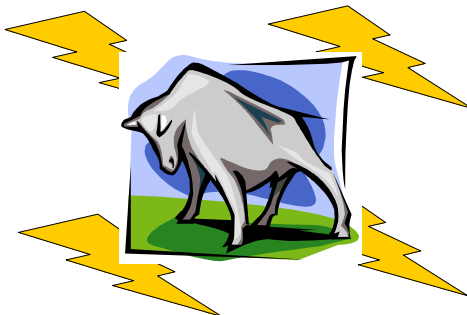
Sarford's weather Outlook

One thing that affects all of us including the cattle is the weather, so I referenced the Farmers Almanac for a quick look ahead to the fall of 2001. **The Rocky Mountain States:** With September warmer and October cooler than normal, precipitation about normal and the first significant snow in the later half. **TX,OK:** Hot and dry with warmer than normal for Sept. and Oct. **Central Great Plains:** Dry, warm weather will be the rule in September and October, though temperatures will trend rapidly down-

ward. **California:** September and October will see rainfall a bit above normal in most of the area, but the weather will be dry in the south. September will have hot spells, but October will be cool especially in the second half. **Southwest Desert:** September days will be hot, nights will be cooler. Expect little, if any, rain. October will be much cooler, with temps close to normal. Record cold is anticipated in the last full week of the month. **Southeast Region:** After a dry start in September the remains of a

storm from the Gulf will bring heavy rains. October will be pleasant, with more sunshine than normal for the month. **Pacific Northwest:** September will be relatively dry, but October will be wet! Rain everyday, heavier towards end of month. Next issue will take a look at the coming winter season. I know one thing for certain. I am looking forward to this year's ice fishing season. Have a great autumn. All information about the weather is from the 2001 Farmers' Almanac.

SarCharge™ and SarStart® plus! It's the season



New cattle coming in? Its time to consider **SarCharge™** for getting them up on feed fast. When used in conjunction with our **SarStart® Plus** this is a phenomenal way of getting your young cattle up on feed, and getting their vitamins at the same time. Great for use in transitions and back-grounding lots. Anytime you're getting some stressed younger animals, this is a great way of giving them a helping hand.



President's Corner

FROM THE PRESIDENT'S CORNER

I am pleased to be a member of a team launching the first edition of SarTec Corporation's SARFORD's NEWS. We anticipate this to be a quarterly newsletter, providing you with information about new products at SarTec and also news in the cattle industry.

Our mantra at SarTec has always been, "Listen to the customer and help him/her to solve problems." We want to hear from you as to how we can be of help to you in the important work that you do in the cattle industry.

SarTec is a family owned business. It was started in 1983 and has steadily gained a reputation of being the best in grain conditioners and the best in equipment. The best has been attained

through the talented people employed by SarTec. You will meet these people through this column. Besides the McNeff family, our longest term employee is Robert Bewley, who lives in Dodge City, Kansas. Robert has been with us for 17 years and joined SarTec in September of 1984. That dedication and loyalty to the company makes SarTec what it is today. Thanks, Robert.



Robert Bewley, King Salmon fishing in Alaska, Sartec fishing trip 1992.

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SarTec would like to thank Mr. Joe Greenwald Illustrator for all his work in the development of Sarford, our company mascot. His work can be seen at <http://homesprintmail.com/~joegreenwald/>



SarTec Corporation 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.

Please feel free to contact us:

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Anoka, MN 55303

1-800-4-SARTEC

C/O John Mylrea

Have you ever
ate a bolus?
I have.



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