

Vegas Venture 2001

Well, it's almost here, SarTec® Corporation's 2001 Vegas Venture. The dates are December 9th through the 12th. We're really excited to announce our special guest speaker, Professor Richard Zinn, from the University of California at El-Centro. We've also made sure that this year's trip will be just as informative as past trips, and of course we'll work hard to make sure you have lots of fun too. This is the time of year that we at SarTec® say thank you for your business. We want to sincerely thank all of our customers that are coming, and we're really excited to welcome our new customers as well. The next issue of SarFord™ News will have highlights from this year's trip. The breakfast seminar this year has a strong cast of speakers and some very interesting topics. We're getting excited to see you, and we're also very excited about this year's venture.



Sarford's corner

The Holidays are a very special time of year for us at SarTec®, and on behalf of everyone here, I want to say a special thanks to all our long time customers and to those who have recently joined us. Many of our customers have been with us over 15 years and that is especially gratifying. For those who have just recently joined us, we look forward to a long-term relationship. I want to take this opportunity to wish you and your loved ones a happy holiday season and the very best in the new year.

In our push to stay on the cutting edge of specialty products for cattle, our product line continues to grow. Currently we are featuring products that help new cattle coming into your lot, SarStart® Plus, Sar-

Charge™ and SarStart® DSC. Most often ideas for new products come from you, our customers, who tell us about problems you are experiencing. We consider it our job at SarTec® to look for solutions. We look forward to introducing you to these new products at the Las Vegas Seminar this December and during the NCBA Show in Denver, February 6-8. Look for us at Booth 2155. We look forward to seeing you or a representative from your company. Meanwhile, we are as close as 1-800-472-7832 or the on-line SarFord™ Super Store on the internet, (www.sartec.com).

Larry McNeff

President

SarTec® Corporation.

Cattle never get over a Great start (or a bad one!!) SarStart® plus - for the boost they need

SarStart® Plus is a complete and effective tool for giving your long haul cattle the boost they need, to help get them on feed fast and ease the effects of travel. Used as a drench upon arrival, we have seen and heard great stuff from our customers in the field. At Givens' Feed Yard in Nebraska, they have gone from 10 cc per animal on arrival to 50 cc. As Gordy Givens says, "I'd rather pay a couple bucks up front than ten times that two weeks down the road. It just makes sense. We're seeing a 25-30% decrease in pulls after we went to 50 cc and couldn't be more happy with a product. It's been a great replacement for some of those expensive vitamin drenches we've used in the past." With the extremely high costs of medical treatments today, SarStart® Plus is a cost efficient and *natural* way to help ease some of that burden. SarStart® Plus has some of those essential items added in to make the transition easier for your cattle. SarStart® Plus is also a very effective means to help ease the pressures the animals feel from eating too much too fast. If you combine SarStart® Plus with our SarCharge™ and/or our SarStart® DSC Bolus, what you get is a complete solution for getting your cattle up on feed fast. I mean a *complete* source for you to get those steers up fast, and stay there.



Start Fast with SarStart® Plus
Give them the high octane boost they need to get them up on feed fast.

SarTec® SarTec Corporation
1-800-472-7832
www.sartec.com

More Bolus reports from the field

The stories just keep coming about the SarStart® DSC Bolus. We've been handing out boluses for 6 months, and we're getting great reviews. We know we can't please everyone all the time, but the overall consensus is that the boluses are doing a fantastic job of letting down those puffed up cattle. Here at SarTec® we're in the process of making sure these boluses are more available to the public. By doing so we'll be hearing a lot more stories, and seeing a lot more happy cowboys in the very near future. One happy cowboy is at D&D Feeders in NE. When they see a

"See one a little puffed up we just give a bolus and send them back to the pen." Cowboy in Nebraska.

high-sided animal they just give the bolus and send it back to the pen. If you have any questions or would like to sample the SarStart® DSC Bolus for yourself, please call 1-800-4 SARTEC. We'd be more than happy to

send you some. SarStart® DSC can also be fed to the entire lot. All you have to do is contact your Lextron or Micro Beef Representative. Of course you can call us and we'll direct you to the correct source.

SARFORD'S KITCHEN

This edition's recipe is a unique one from up in Minnesota, submitted by John Mylrea.

Northern Piney Woods Tenderloins

Prep: 15 minutes

Cook: 8 Minutes

Servings: Serves 4

Ingredients: 4 beef tenderloin steaks, (cut 1-1/2 inches thick) olive oil, 4 cloves garlic (minced), 2 Tbsp. rosemary (chopped fine), 2 Tbsp. green and red peppercorns (crushed), 1/3 cup whole pine nuts (chopped), 2 Tbsp. butter, 1/2 cup brandy, 1/3 cup mango chutney.

Procedure: Brush steaks lightly with olive oil. Combine garlic, rosemary, peppercorns, and pine nuts. Press mixture into both sides of steaks. Sauté

steaks in butter, medium heat, 3 minutes for rare. Add brandy and mango chutney to remaining pan juices, scraping browned bits off the skillet as you stir. Simmer 1 minute. Pour over steaks and serve.

If you would like to share a recipe with us please submit it to www.sartec.com. We'll send you a gift if your recipe is selected for publication.



The Missing Piece Puzzle: We at SarTec® are having fun with SarFord™ again. We've sent out hundreds of puzzles to feed yards around the country and we hope you're having fun with them, or possibly some of your children are having fun. Our intention is to pass along the great success we're having with our SarStart® DSC and our SarStart® DSC Bolus products to help feed yards deal with high-sided animals. The puzzles will be available on the web at . "SarFord's new Super Store " at www.sartec.com.

Yard News: High-sidedness!

Yard News is a place to mention things of curiosity or interest. This article is about an expensive situation that all yards endure, **High-Sidedness**. We know if we're not seeing it, we're not pushing them hard enough! In cases that we've seen, we're observing some-

thing that I'm sure everyone else is aware of, but the question is: Has anyone tried to put a cost to it? We attempted to do so. Here I will report some of our conclusions. Now remember this is not a statement of conclusive research we've done, only an attempt to quantify the costly effects of high-sided animals.



Our working hypothesis is: An animal, before "High-Side" development, will consume more dry matter than post "High-Side". Using those numbers printed in the footnotes, we're looking at **\$6.73** increase in cost of gain with High-Sided animals. Now we don't want to make any outlandish claims in support of our numbers, but we know we're

close.

We believe that SarTec® products can help ease some of those costs. If you do the math on a medium sized feed yard with even a minimal amount of "puffiness," this adds up to a lot of money.

Assuming 5.0 % DM intake reduction due to high-sidedness, 400 lb. gain/head and \$0.07 feed cost per ration pound.

Normal animal: DM Intake (lb.) 18, Lb maintenance 7.2, Lb Gain 10.8, ADG 3.50, Days on Feed 114, Cost of Gain \$185.14.

High-sided animal: DM Intake (lb.) 17.1, Lb Maintenance 7.2, LB Gain 9.9, ADG 3.21, Days on Feed 125, Cost of Gain \$191.88.

Calculation of the "cost" of high-sidedness = \$191.88—\$185.14 = \$6.73.

Introducing Sarford's on line super store!

Grand Opening—January 1, 2002. SarTec® Corporation will be opening an on-line shopping center for retail sales. We'll be putting all our marketing toys, puzzles, buttons, hats, sweaters, jackets, golf balls, and what ever else we can come up with, for sale, on line. We thought long and hard on how we would share all of these nice tokens with you. An on-line store just seemed to fit the bill. We'll also be putting all of our company's main-line products there as well. So we'll be opening the store by the first of the year. If you have any questions or thoughts on what else you would like to see in the store, please let us know. Keep a close look out for a new and special release from SarTec® in the very near future. Remember, it's www.sartec.com and a quick link to Sarford's Super Store.



Sarford's weather Outlook for winter 2001/02

If anyone noticed, the almanac was right on for the fall of 2001. So I referenced the Farmers Almanac again for a quick look ahead to the winter of 2001/2002.

The Rocky Mountain States: Temperatures will be below normal from November to late January but the coldest in mid-November, early December, and mid-to late January. There will be a few splashes of warmer than normal. Expect two or three snowstorms in mid to late January. Snow will fall also in Mid-November, late December as well as late February and March.

Texas, Oklahoma: Temperatures overall will be normal in the north and mild in the south. The second week of January will be the coldest. Look for a snowstorm in the pan handle in mid-March and for flurries in OK. Precipitation will be a little above normal.

Central Great Plains: With the excep-

tion of January, November through March will be mild. Snowfall will be above normal from Denver to the Tri-Cities but below normal elsewhere. Mid-January will be very cold, followed by a thaw; then a very cold week. Other cold spells will occur in mid-November, and mid-to late March. Watch for heavy, wet snows in the Colorado foothills in mid-May.

Northern Great Plains: November through March will be near normal overall. Colder in northern Minnesota and Wisconsin and milder than normal almost everywhere else. Snowfall is going to be above normal. January of course will be the coldest month. Expect snow in mid to late November, early December and mid-February.

The Prairie Provinces of Canada: November through March will have above normal precipitation with several dra-

matic temperature shifts. Very cold late November to mid-December. January very cold! February starts mild, then gets cold again. Most of March cold, warming towards the end. Expect snowfall from late November to early December and from mid-February into early March. All information about the weather is from the 2001/2002 Farmers' Almanac.

The 5 day Beef up Program!

Long haul calves coming in? Don't forget SarCharge™ for the 5 day beef up program. When used in conjunction with our SarStart® Plus, this is a phenomenal way of getting your new cattle up on feed, and getting them some vitamins at the same time. Great for use in transitions and back-grounding lots, or anywhere you have some rough tired looking cattle. One of the more demanding customers is the natural yard. SarCharge™ is a must for a drug-free feeding environment. So don't forget to beef up with SarCharge™ for 5 days and you won't be sorry, and neither will your cattle. Contact your local SarTec® representative or call us at 1-800-472-7832.



Beef up with SarCharge®

President's Corner

We've decided to continue highlighting an employee with the President's Corner. We can't say enough about the people who work with us, so it's our pleasure to introduce them to you. This issue we chose to highlight Don Taylor Jr, from St. Johns, KS. Don Taylor, Jr. has provided outstanding service to SarTec® since 1990. He has had broad experience in the cattle feeding industry. Prior to his working with SarTec®, Don served in many capacities in feed yards including the position of manager. Don's experience in the cattle industry has helped make him a valuable resource to SarTec® customers. Don has most ably related the benefits of our products, computerized equipment and

services to the customer needs. His intimate knowledge of grain processing and feeding has been most helpful in assisting our customers in their success. SarTec® deeply appreciates Don's contributions towards its growth and congratulates him for his outstanding service.

Don Taylor, Jr. is pictured (right) during the 2001 SarTec® fishing trip.



SarTec® contact information:

SarTec® Corporation
P.O. Box 665
617 Pierce Street
Anoka, MN 55303
www.sartec.com
1-800-472-7832
Fax: 763-421-2319

SarTec®

We are updating our mailing list and would like to hear from you. Please feel free to e-mail (SarTecCorp@aol.com) or fax us your information/request. Use the address or numbers listed above. We would also like to hear if you have an associate that would appreciate receiving our literature.

Yes, please continue to send me the SarFord™ News.

No thank you. Please take me off your mailing list.

Please send your newsletter to:

Thank you for your cooperation. We look forward to your response.

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.



Thanks and have
a great Holiday
Season.

SarTec Corporation
P.O. Box 665
Anoka, MN 55303

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