

SARFORD'S NEWS

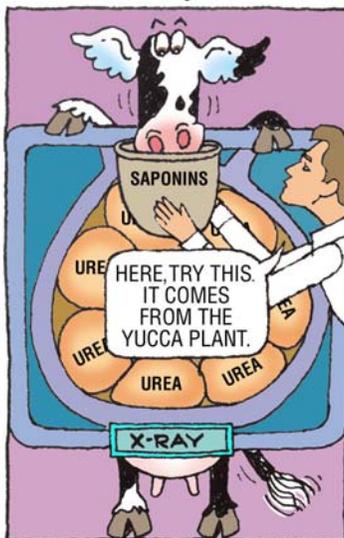
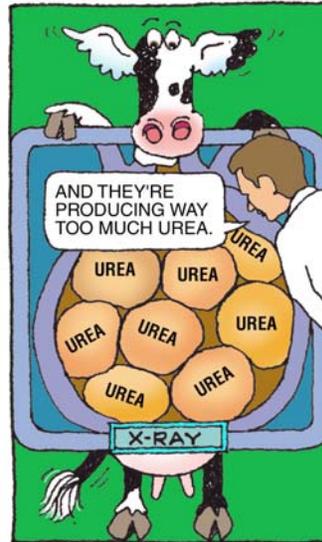
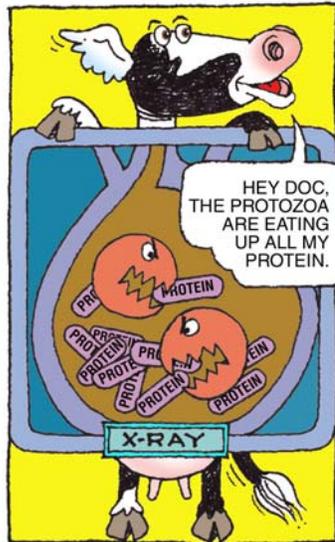
Volume 3, Issue 2

June 1, 2003

THE BIOLOGICAL MODE OF ACTION OF YUCCA-BASED PRODUCTS

The Tale of the Bad Protozoa

BY SarTec



Inside this issue:

Yucca Mode of Action	1
Grain Inventory	2
SarFord's Kitchen	2
Steve McLeish - Welcome!	2
Employee Highlight	3

Special Points of Interest:

- Bad protozoa in the rumen are attacked by yucca products
- The importance of good grain inventory control
- SarFord's kitchen
- Steve McLeish and Johnny Howard take over Eastern Nebraska Territory
- Employee feature: Jim Grossenbach from GMO Livestock

GRAIN INVENTORY CONTROL - WHAT'S LEFT IN YOUR WALLET?

Tight grain inventory management helps a feedyard control the proverbial economic bottom line. The SarTec computerized grain conditioning system helps a feedlot attain its inventory gain goals not only by measuring the grain moisture content but also by physically weighing the grain itself as it is processed. Many competitive systems simply do not do this and the buyer needs to be aware of this fact. Accurate measurement of grain flow rate is essential to good grain inventory management. Besides insuring the proper application of grain conditioner, accurate grain inventory management protects a feedlot against excessive shrink (or grain inventory) loss. It is our experience at SarTec that most feedlots desire a variation in as-fed grain moisture content of less than +/- 1.0%. With the SarTec system we have documented a consistency of +/- 0.5% (data available

upon request). Our customers report that the ability to accurately bill out processed grain inventories within 0.5% can mean up to a 50% difference in a feedlot's operating margin.

Other grain processing systems do not control as-fed grain moisture content very well. As a result, nutrient ratios change from feeding to feeding. Inconsistent nutrient ratios lead to variable total ration energy content and variable animal performance. Variations close to 30% in grain flow rates are commonplace, which mandates a system that can handle grain flow variations.

SarTec's multi-input computerized grain processing system is able to adjust for grain flow rate variation and thus consistently maintain a feedlot's as-fed grain moisture

content. The difference between a 0.5% variation using SarTec's multi-input system and a 2.0% variation with a competitor's system is 1.5%. On \$100 per ton grain, a 1.5% difference in shrink amounts to \$300 per day for a feed yard processing 200 tons per day. On a yearly basis this small deviation adds up to a total loss of \$109,500, which means a much lighter wallet.



SarTec's Multi-Input Computerized Grain Processing System Insures Steady Profits.

SARFORD'S KITCHEN

This edition's recipe is from Rita Taylor from St. Johns, KS. She calls her recipe "Beef Brisket." Rita comments that, "It can be prepared ahead of time and that leaves everyone free to visit instead of spending all their time in the kitchen."

Cook Time: 5-5 1/2 hours

Ingredients:

2 T. liquid smoke

- 1/2 tsp. salt
- 2 T. soy sauce
- 1 tsp. garlic salt
- 2 tsp. celery salt
- 1 tsp. onion salt
- 2 tsp. pepper
- 4 lbs. brisket
- 2 tsp. Worchester shire sauce

Preparation:

Put all ingredients (except meat) into a

shaker. Shake until well mixed. Line a 9" x 13" x 2" pan with foil so there are no seams on the bottom. Lay meat in pan fat side up. Pour mixture over tag side of the meat. Fold foil over and refrigerate overnight. Bake at 300 °F for 5-5 1/2 hours.

You'll be pleased with the results! Please send us your recipes and let us know if you enjoyed this one.

Thanks again, SarFord.

SARTEC WELCOMES STEVE MCLEISH TO THE RANKS

SarTec is proud to announce the addition of Steve McLeish to the SarTec herd. Steve hails from Braddock, North Dakota where he has run a family-owned feedlot for more than 20 years. As a customer of SarTec's, Steve was able to see first-hand the effects that SarTec products have had on his feeding operation. Steve was such a believer in SarTec products that when the opportunity arose, he jumped at the chance to represent SarTec in Eastern Nebraska. Steve and Johnny Howard's base of operations in Nebraska will be out of Aurora at SarTec's new state-of-the-art production and distribution center. Steve brings a wealth of knowledge and experience that our customers will



Pilots Steve McLeish, Marie McNeff and Mike Aune in front of the new Skylane TC at the Anoka airport, MN.

benefit from in their operations.

Besides being an extremely hard worker and experienced cattle feeder and farmer, Steve is also a VFR twin engine rated pilot with more than two thousand total hours of flying experience under his belt. This capability allows Steve to travel around the state quickly and augments SarTec's long standing tradition of providing the best and quickest sales and technical service in the industry. Steve also spent 4 years in Costa Rica managing a farm and flying a Cessna 206 around the area. You may soon see Steve fly over your operation in his brand new SarTec Cessna Turbo Charged Skylane plane! Give him a wave and see if he rocks his wings back at you!

SARTEC® CORPORATION

617 Pierce Street
Anoka, MN.

1-800-472-7832
763-421-1072

Specializing in Saponin Technologies

**We're on the web
at www.sartec.com**



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 HIGHLIGHT JIM GROSSENBACH

Jim Grossenbach has been associated with SarTec since 1984 through GMO Livestock. He represents SarTec in the western section of the United States, serving Montana, northern Wyoming, Idaho, California, Oregon and Washington. The first thing you notice when you meet Jim is his genuine character and "can-do" attitude. He always has a smile on his face and a good word to share with others.

Jim is a graduate of the University of California, Davis in Animal Science. He knows both the theory and the practice of animal science because he is a cattle feeder. He is a recent recipient of a SarTec Outstanding Service Award because with Jim the customer always comes first. Over the years we have heard

a lot of excellent feedback from Jim's customers and we congratulate him on his excellent work in keeping his business growing over the years.

Jim is a life long learner as we say in the educational world. He continues to increase his competence in the use of the Spanish language. The next time you see him, try your Spanish with him. He is also a skilled roper and is often found in roping competitions. He enjoys reading. If you have read a good book, mention it to him. To sum it all up he enjoys challenges and lives life to its fullest.

Jim currently lives in Wilder, Idaho which is located 46 miles West from Boise. He has a wife, Vicki, and two daughters and a son, Lisa, Holly and David.



Jim Grossenbach accepts an "Outstanding Service Award" from Larry McNeff.

See inside:

**The Tale
of the
BAD
Protozoa**

- SarFord

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

PRSRT STD
U.S. POSTAGE
PAID
ANOKA, MN
PERMIT NO. 232



**Don't forget to take a look
at our website at
www.sartec.com
It's full of information and
of course I am there too!
- SarFord**