

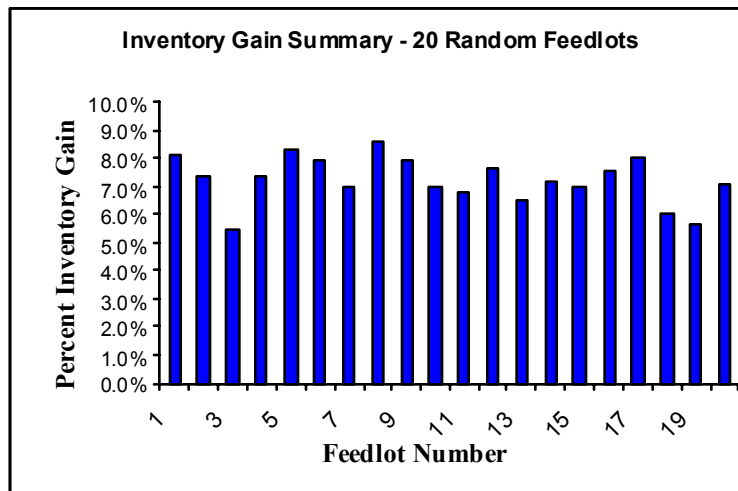
SARFORD'S NEWS

Volume 3, Issue 3

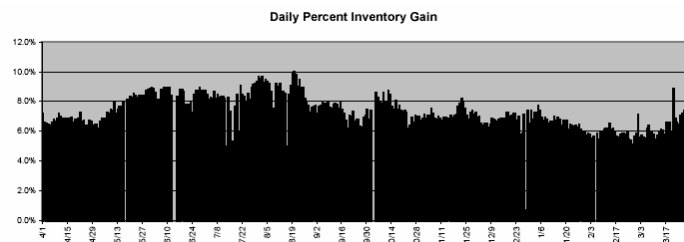
September 1, 2003

7% INVENTORY GAIN HELPS FEEDLOT PROFITABILITY

A powerful component of the SarTec grain conditioning system is the ability to track inventory gain on a daily basis using SarTec's Automated SarComputer Interrogation (SASI) report. These reports are generated twice per month and have specific information important to a feedlot's grain processing operation. An historical analysis of 20 random feedlots (see graphs) from the pool of SarTec customers shows an average inventory gain of 7% over a one year period. Three things immediately jump out from this graph: 1) *Keeping a keen eye on inventory gain directly affects a feedlot's profitability;* 2) The inventory gain target from feedlot to feedlot varies from 5% to 8% in this set of feedlots, and 3) You, the customer, are in control of what your target inventory gain is with the SarTec system. The tons of grain that the feedlots processed over the year was 61,313 tons. Assuming a grain price of \$2.50/bushel, the aggregate inventory gain of these 20 feedlots is over 7.8 million dollars, or over \$390,000 per feedlot on average! The SASI report allows the feedlot to keep a daily track of inventory gain as shown in graph #2, which



Graph #1 - Analysis of grain inventory gain due to moisturization for 20 random feedlots located in the midwestern states (USA).



Graph #2 - Inventory gain for a 1 year period for one feedlot listed in graph #1.

shows the inventory gain for one of the feedlots in graph #1. This is simply another good example where good information can help control the factors that affect profitability. On the other hand, not knowing one's grain

inventory can be very hazardous to the pocket book. Call a SarTec representative today for more information on how SarTec can help your operation monitor and control your grain inventory gain.

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Special Points of Interest:

- SarTec has shown an average of 7% inventory gain for a random selection of 20 customers.
- SarFord's kitchen - Flank Steak Marinade.
- The tale of the bad protozoa in beef cattle.
- Employee feature: Kim Trahan - Specialty Products Manager.

SARFORD'S KITCHEN

This edition's recipe is from Carl Rausch from Dayton, MN. He calls his recipe "Flank Steak Marinade." Carl comments that, "It can be prepared quickly and has excellent taste."

Ingredients:

Flank Steak

1/2 cup soy sauce

2 tbs. Worcestershire sauce

1 1/2 tsp. salt

- 1 cup wine vinegar
- 1 tbs. dry mustard
- 1 tsp. coarse ground pepper
- 1 tsp. parsley flakes
- 3 tbs. lemon juice
- 2 crushed garlic cloves
- 1/2 cup butter

Preparation:

First, make the marinade. Cover flank steak with marinade. Place in refrigerator for 12-24 hours.

Broil meat on the grill or in the oven about 10 minutes. After meat is done, salt and pepper it. Slice meat diagonally across the grain into thin strips. Crush 2 garlic cloves and combine with 1/2 cup melted butter. Place strips of meat on a slice of toast and pour butter mixture over it.

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

THE TALE OF THE BAD PROTOZOA IN BEEF CATTLE - INTRODUCING SARBALDY



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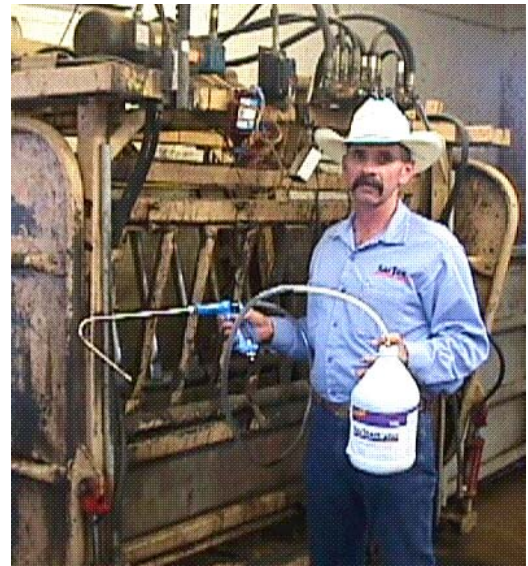
SarTec® is a family owned and operated corporation located in Anoka, MN. Established in 1983, our mission has been to provide high quality, natural products and service to the agricultural industry. From our equipment to our products, we have a number of ways to help you best reach your goals. Individually we can make a difference; together we can perform miracles.

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SARTEC EMPLOYEE HIGHLIGHT KIM TRAHAN

SarTec is extremely pleased to introduce Kim Trahan as one of the newest SarTec team members. He is a welcome addition to the team located in Kansas. Kim has, "been in the business all his life," and grew up on a ranch in Lake Charles, Louisiana. While in Louisiana he also worked for the Department of Agriculture as a livestock inspector for the state. He moved to Kansas in 1979 and since then has worked in the feedyard business. Kim has worn a number of hats in the industry and has a broad range of experience, including his tenure as a feedyard cowboy. Kim explains that, "he has been around animals all his life." He has a broad understanding of animal health products and for the last 14 years

he has worked, "on the pharmaceutical side." Kim currently resides in Great Bend, Kansas with his wife of 20 years, Ruth Lee, and two children, one boy and one girl, Jesse and Samuel. Kim joined SarTec at the end of March 2003 and brings a broad range of capabilities to his new position at SarTec as the Specialty Products Manager in Kansas. Kim takes a no-nonsense approach to his work and always tries to bring the right solution to the right situation in a feedyard. Customers appreciate his hard working trustworthy nature. In his off-time Kim says he enjoys hunting for birds, especially for pheasant and quail, as well as deer hunting. He also enjoys shooting sporting clays.



New SarTec Employee, Kim Trahan shown here with a drench of **SarStart® Plus**.

See inside:

**The Tale
of the
BAD
Protozoa**

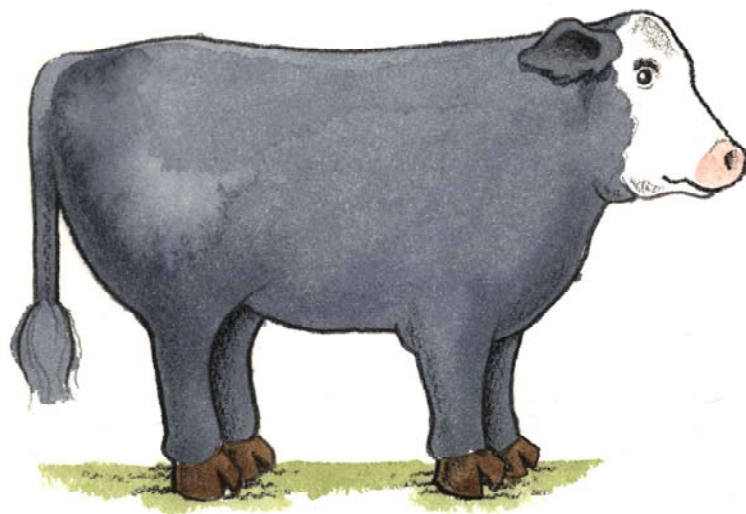
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SarTec Corporation

P.O. Box 665

Anoka, MN 55303

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