



Sarford's News

SPECIAL EDITION

Volume 5, Issue 2

April 1, 2005

Operation beef up our troops Rolls out

By Dr. Clayton McNeff

Don Taylor, Jr. was driving down the wide-open Kansas highway on his way to see a customer, whistling a tune and thinking about the troops who are defending our country. He had heard from some friends that the number one item that the troops request in their care packages from the USO is beef jerky, and it got him to thinking about how we can support our troops with the beef industry.

Don quickly came to the conclusion that we need to do something to get our troops what they want to make it clear that we support them in their defense of our country. So, with this mission in mind, he started thinking about how to make it happen. The first call he made was to Larry McNeff,

President of SarTec, to see if Larry had any ideas. From there, Larry McNeff talked to Stan Rogers, the SarTec representative in Colorado and who is well known in the Colorado Beef Council. Stan took the matter up with the Colorado Beef Council who quickly warmed to the idea and then the USO got involved. From there the notion took on a life of its own and **Operation Beef Up our Troops** took off.

To date, \$155,000 has been collected for this program by the USO. Butler's Smokehouse in Stephenville, TX responded to the call to make the beef jerky from 100% American Beef and now most importantly, the troops are getting more of what they like. In support of this program, SarTec has decided to publish this special edition of the SarFord News and enclose a sample of the

beef jerky that is being included in the USO care packages for our troops. We invite you to join us in supporting our troops and this program. Your donation can help support the beef industry and our troops. Full details of the program are listed in the back of this newsletter and can be found on the Colorado Beef Council web site: <http://www.cobeef.com>. Please pass along this information to others who are interested in supporting our troops.

We at SarTec are proud to be part of an industry who has responded so admirably to the support of our armed forces who protect the freedom and liberty that all Americans enjoy. This is a great example of how together we can make a difference. This is how great things usually start, with one person having a good idea one day on a lonely Kansas highway, and that idea sparking the good will of many others.

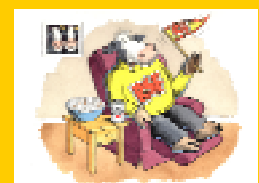


Until Every One Comes Home.

Every month, the USO sends 20,000 to 30,000 care packages to our troops overseas through "Operation USO Care Package."

Special Points of Interest:

- Operation Beef Up Our Troops.
- SarFord's Kitchen - Hot Beef on a Bun
- New Dairy Dat a Support Beef Trials of SarTec Products
- Employee Feature: Steve Rupp



SarFord's kitchen

This recipe was provided to us by Barb Benton who is our primary pilot for flying SarTec's airplanes. Thanks for the great recipe, Barb!

Day One Prep:

- Place a 5 lb rump roast or other type of beef roast in a pan with the following:
- 2 cups of soy sauce, 3 cups beef

- broth, pepper, sprigs of parsley, sprigs of celery, 3 garlic cloves, 2 chopped onions, and 3 bay leaves.
- Add enough water so that liquid goes up the roast about half way.
- Cover the pan and bake for 2 - 3 hours at 350° F.
- Remove roast and remove the juice by straining into a separate bowl.
- Chill both the juice and roast separately in the refrigerator overnight.

- Slice the beef thinly.
- Remove the fat from the juice.
- Bake meat & juice together for 2 hours.
- The dish can be kept warm in a crock pot for serving a big crowd

Serving:

Serve the beef on a Kaiser bun with just a little juice on top of the meat.

Hope you enjoy it.. We surely did!

Next day:

Sartec apt dairy program study corroborates past beef studies using Yucca-based products

A new study that was conducted at a large commercial dairy helps to corroborate the effects of SarTec products in ruminants that have been previously conducted on beef cattle. The new study shows an average 5.1 pound ($p < 0.01$) increase in milk production at the 99% confidence level (see Figure 1) over a 125 day trial where cows were first dosed with SarStart Plus drench product followed by a maintenance level of SarStart LSC fed in the ration. These results were obtained over and above the use of Rumensin and bovine somatotropin (bST). If you assume a \$0.14 per pound milk price, a return of 13 to 1 is suggested by the study. The truly remarkable thing that has come out of this new research is a better ability to say with statistical certainty that the effects we are observing are significant beyond a shadow of doubt. These new dairy results nicely corroborate our current state of the art understanding of the effect of saponins on beef animal production in terms of increased feed efficiency.

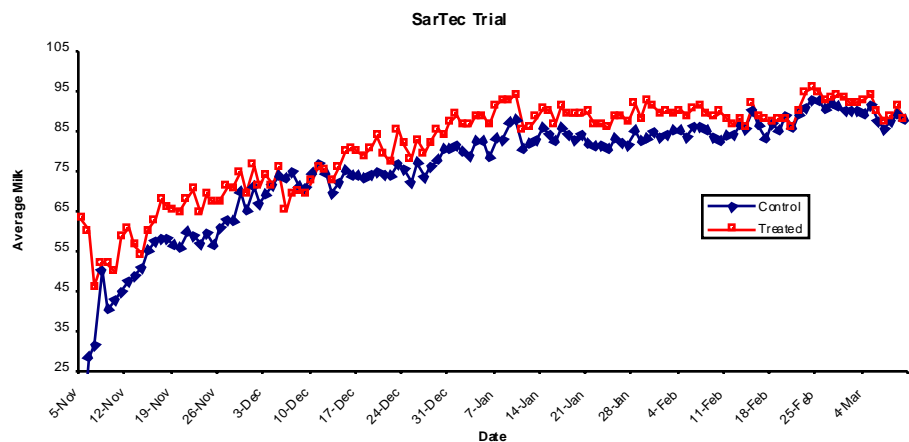


Figure 1. SarTec APT Program Dairy Trial.

Researchers are often faced with the mathematical problem of “proving” the efficacy of some variable they are studying. For instance one might be studying the effect a particular feed ingredient has on the growth performance of beef steers. In reality researchers never “prove” anything with 100% certainty, but instead rely on the use of statistics to measure the degree of certainty that an observed result is not just due to random chance or luck. For instance, the first thing you learn in quantum chemistry class is that there is a very low, but still calculable chance that all the atoms in your coffee cup will randomly decide to “move” in the exact same direction at the exact same moment in time and

your cup will levitate off your desk. However, when you apply statistical probability analysis of such an event it is almost zero and to this day I have never seen it happen.

One common statistical method that is used to decide if a research trial has produced a statistically significant result is the use of a “T-test.” The T-test uses a number of procedures concerned with comparing two averages to see if they are statistically different or not. The T-test gives the probability that the difference between the two averages is caused by chance. Thus the new dairy study has a T-test result of 0.001 which means that the data is statistically significant at the 99.9% confidence level!

SARTEC® CORPORATION

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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.

SarTec®

SARTEC Employee highlight: Steven rupp

This issue's employee highlight is Steven Rupp. Steve was born in Connecticut and then moved to Georgia for a few years until finally moving to Minnetonka, Minnesota in 1975 where he has lived ever since. Steve has been the SarTec controller for the past 7 years, but has worked at SarTec for more than 12 years with a short 2-year hiatus when he obtained an advanced degree. Steve has a B.A. degree (major in mathematics and economics) from Bowdoin College in Maine and an M.B.A. degree from the Kellogg School of Business at Northwestern University in Illinois. Steve has been married to his wife Catherine for almost 10 years and

they have 3 beautiful children including Anna (8), David (6) and Jonathan (3). In his free time Steve enjoys playing basketball, tennis and golf as well as an occasional game of Texas hold-em. He is also on the finance committee for the church he and his family attend.

Most recently at SarTec, Steve has worked to support the sales and service activities in TX, NM and OK with SarTec representatives including Jerry Johnson, Chris Christy, Larry Franks, Rick Williams and Ike Cunningham. Thanks Steve, for making SarTec such a great place to work and for helping us develop into the stable, strong company that we are today!



Picture: The Rupps and McNeffs enjoy a SarTec-sponsored employee appreciation Disney Cruise in 2004.

Operation **BEEF UP Our Troops**

Beef jerky is one of the most requested items by American troops serving overseas. Help support the purchase of beef jerky for USO Care Packages through your donations to
"Operation BEEF UP Our Troops."

For more information on **"Operation BEEF UP Our Troops"** go to www.cobeef.com. For more information on the USO Care Package program, please visit www.uso.org.

Security requirements prohibit donations of products from the general public for placement in USO Care Packages.

Donation Address: **Operation USO Care Package**
P.O. Box 8069
Topeka, KS 66608

Check Memo: **Beef Jerky**
Please make checks payable to the USO

Donation Number: **1-800-USO-SHOW**
Specify Operation BEEF UP Our Troops



Until Every One Comes Home.



NEW! SarTec introduces SarGreen™, the new at-home automatic fertilizer system. Check out our website for more information on the SarGreen™ system at:

www.sartec.com

See my new friend, SarGecko, and how the new SarGreen system can help you have a beautiful lawn, automatically!

- SarFord