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Northwest • summer edition 2004

Idaho / Oregon / Washington

Alpaca Ranching In The Northwest What To Do With All That Fiber!



Bully Dog Technologies Powers Up Tractors And Diesels

Elk • Growing In Popularity On The Farm... And On The Table

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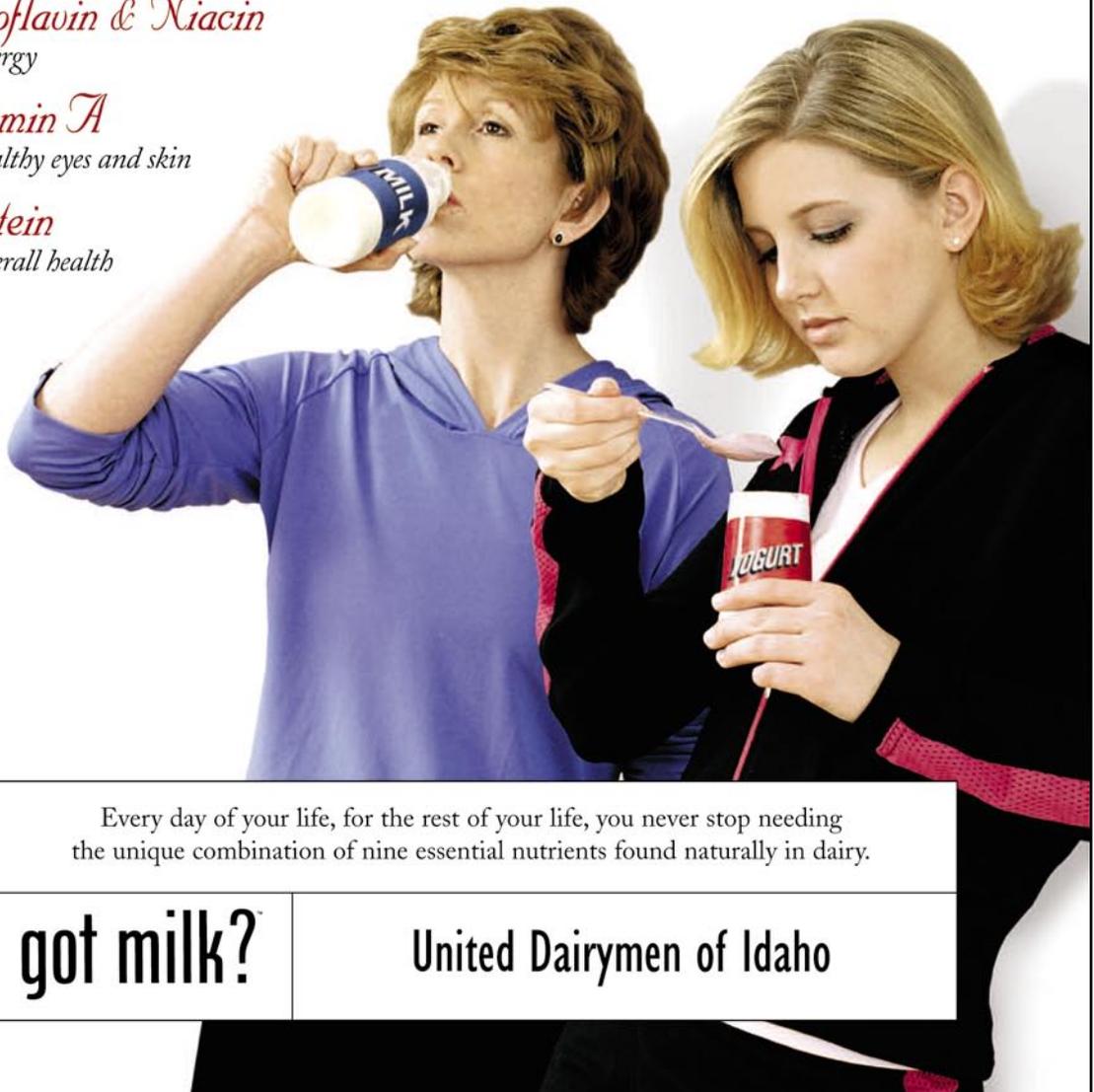
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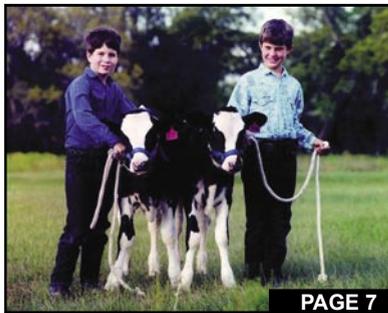


Every day of your life, for the rest of your life, you never stop needing the unique combination of nine essential nutrients found naturally in dairy.

got milk?

United Dairymen of Idaho

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On The Cover

Alpaca photo courtesy of AOPA. For more, see page 12. Elk photo courtesy of Rose Lake Elk Ranch. For more, see page 21. Inset photo courtesy of Bully Dog Technologies. For more, see page 36.

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Bringing together experience, research, performance and commitment.

Merrick's mission is to manufacture animal feed products and ingredients for a worldwide market, providing quality and service exceeding the expectations of our customers. Merrick's began selling dairy products to the feed industry in 1959. The experience and knowledge Merrick's brought to the industry helped establish the standards by which milk and fat products are judged today.

Innovative Product Development

After pioneering in the manufacture of 60% and 80% dry high fat products, we expanded this line to include 100% fat for both dairy cow and swine rations. Merrick's was the first to develop and introduce many innovative products that optimize the survival and health of baby animals. In 1982 Merrick's expanded



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Research and Product Formulations

At Merrick's, research is a basic belief and an ongoing process. Research into all aspects of animal nutrition results in the development of innovative products and in our ability to offer products with a wide range of protein and fat sources. The manufacture of these products allows us to fulfill a variety of needs to help guarantee the survival and health of valuable animals. Merrick's qualified nutritionists can help determine which product formulations will best meet producers needs. We also market a wide range of ingredients for swine and dairy rations, in addition to dry fat, including whey, lactose, animal blood cells and plasma.

Commitment

Merrick's is committed to develop, manufacture and market quality products. We maintain a high level of commitment to the individual needs and success of our customers and pro-

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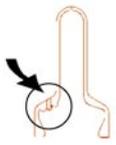
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Idaho Firm Recalls Hot Dogs for Undercooking

CLASS I RECALL HEALTH RISK: HIGH

Independent Meat Co., a Twin Falls, Idaho, firm, is voluntarily recalling approximately 12,000 pounds of hot dogs for undercooking, the U.S. Department of Agriculture's Food Safety and Inspection Service (FSIS) announced today.

The products being recalled are:

- One-pound packages of "Falls Brand Old Fashioned Recipe Beef Wieners." Each label bears the establishment code "226" inside the USDA mark of inspection. Each package bears a "sell by" date of July 4. The one pound packages are shipped 24 to a case bearing the code "64615."

- Two-pound packages of "Falls Brand Old Fashioned Recipe Beef

Wieners, TWIN PACK, 2 Sealed Inner Packages." Each label bears the establishment code "226" inside the USDA mark of inspection. Each package bears a "sell by" date of July 4. The two-pound packages are shipped 12 to a case bearing the code "64625."

The hot dogs were produced on April 20 and distributed to retail stores in Idaho, Nebraska, New Mexico, Utah, Nevada, Montana, Oregon, Washington, California and Wyoming.

The undercooking was discovered by the establishment, based upon results of a third-party laboratory. The establishment notified FSIS inspection program personnel upon receiving the results of the labora-

tory analyses. FSIS has received no reports of injury from consumption of the product.

Media with questions about the recall may contact Patrick Florence, company CEO, at 208-358-0980. Consumers with questions can call Jeanne Bjornn, company HACCP coordinator, at 208-733-0980.

Consumers with food safety questions can phone the toll-free USDA Meat and Poultry Hotline at 1-888-674-6854. The hotline is available in English and Spanish and can be reached from 10 a.m. to 4 p.m. (Eastern Time) Monday through Friday. Recorded food safety messages are available 24 hours a day.



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USDA Recall Classifications

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This is a health hazard situation where there is a reasonable probability that the use of the product will cause serious, adverse health consequences or death.

Class II

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Class III

This is a situation where the use of the product will not cause adverse health consequences.

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Buffalo Business Moving Toward Greener Economic Pastures

Emerging from a lengthy economic drought, the U.S. buffalo business today is leaner, healthier, and headed toward sustained growth, according to the Denver-based National Bison Association.

"Deliciously healthy buffalo meat is catching on in restaurants and retail outlets across the county. This growing demand, combined with current live animal prices, provides a great opportunity for producers to get into the business at the prime time," said Merle Maass, president of the National Bison Association.

Dedicated marketers, innovative association-sponsored promotion, and a newly approved source verified marketing program are all strengthening the buffalo marketplace, according to Maass.

The new source verified marketing program is only the latest development in an industry that is rapidly moving to meet consumer expectations in terms of meat quality and safety.

Under the program formally approved September 15, 2003, the National Bison Association will work with its individual producers and marketers to implement a USDA Process Verified Marketing seal assuring customers that source verified buffalo meat is produced without growth hormones or subtherapeutic antibiotics. Participants

in the program will utilize state-of-the-art electronic ear tags to track animals from the ranch to retail outlets.

"This new label demonstrates that America's buffalo ranchers are proud to stand behind the integrity of their products," Maass said.

Source verified marketing will support other marketing initiatives that are already expanding buffalo beyond the white tablecloth restaurants that provided the core business throughout much of the 1990's. Ted Turner has attracted significant visibility in launching the new chain of Ted's Montana Grills in partnership with noted restaurateur George McKerrow.

Other restaurants and retail stores across the nation also regularly stock buffalo products in meat cases and on menus.

The Denver Rocky Mountain News that year announced that buffalo burgers were in, while portabella mushroom burgers were out.

The National Bison Association has helped spur new demand with unique and innovative marketing programs. Through the assistance of a U.S. Department of Agriculture Value-Added grant, the association conducted a targeted Buffalo Stampede campaign in Nashville, TN this summer, with several

creative publicity events designed to convince customers to try buffalo meat.

Steve Wilson of Kentucky, National Bison Association Vice President, credits the Nashville Stampede with helping to build demand in an area that has not traditionally been considered a strong market for bison.

"Our association conducted extensive research and determined that Nashville was one of several cities across the country with strong potential demand for buffalo. By targeting our limited resources in that market, we were able to create some positive consumer pull," Wilson said.

Buffalo meat today is offered in a variety of restaurants, and can be found in the meat cases of nearly every Wild Oats, Whole Foods, and other natural food stores. Increasingly, consumers can also find buffalo in the meat case of conventional grocery outlets as well.

Despite the rapid growth in consumer demand, the bison business is relatively small. Slightly more than 25,000 buffalo were processed under federal inspection in 2002. By comparison, the beef industry processes roughly 130,000 animals each day.

The bison business is also highly entrepreneurial, with roughly half of the product being sold through direct ranch-to-consumer channels such as farmers' markets, internet sales, and catalogs.

Maass noted, "We know that our main challenge is to get consumers to take their first bite of buffalo. Once they sample our products, they want to know where they can find more."

Buffalo have staged a major comeback since teetering on the brink of extinction around 1900. Although the animal population grew slowly through most of the 20th century, a commitment from a handful of ranchers to develop a viable commercial meat business in the 1980's launched a surge in the buffalo population. The industry experienced rapid growth in the 1990s with live animal prices soaring as new ranchers came into the business. As the influx of new producers slowed in the late 1990's, and as the industry was slow to develop the retail marketplace, live animal prices dropped sharply.

A USDA commitment to purchase up to \$10 million in buffalo meat for federal food distribution programs is credited with significantly culling the herds across the country. Meanwhile, the expanding retail and restaurant markets are helping to once again strengthen the live animal market.

NBA's Wilson said, "This is a great business, and this is a great time to get into this business."

Source: NBA



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American Angus Association Announces Realignment Of Staff Positions To Optimize Resources

In keeping with the core strategies of its long-range plan established in 2003, the American Angus Association announces a realignment of staff positions. These changes are effective immediately and will affect both the office and field staff.

Three vice-presidents have been named to assume leadership duties over the various Association departments. Bill Bowman has been named vice president, information & data programs. Richard Wilson will be the vice president of finance, and Jim Shirley has been appointed vice president, industry relations. All three men bring years of Association experience and leadership to their positions.

Instead of one large management team, there will be three smaller teams with a vice president to coordinate the efforts of each unit, which will provide for increased efficiency and focus, says John Crouch, American Angus Association executive vice president. Another primary advantage of the new structure will be the enhanced communication and in-

teraction with one of our most valuable resources, the regional managers.

Under the new structure, each vice president will work with a group of staff and departments to aid in optimizing resources and decrease duplication of efforts. Bowman, who also serves as director of performance programs, will work closely with the following departments: Member Services; Information Systems; Angus Information Management Software (AIMS); and Performance Programs. Wilson will oversee the Finance Department and Foundation Development. Shirley, who will also assume the director of commercial programs post, will work with Activities & Junior Activities; Industry & Member Communications; Commercial Programs; and Regional Managers.

Shirley, who has been a regional manager in Minnesota, Nebraska and South Dakota since 1985, will move to the office in early May. Other office staff changes include hiring Sara Moyer as the director of industry & member communications; hiring Milford Jenkins as

the director of Foundation development; and hiring Kenny Miller as assistant director of finance. Matt Printz has also been hired to work as a regional manager in Colorado and Nebraska.

In addition to changes in the office, some territories have been reassigned to ensure better customer service to the membership. The field staff will increase from 12 to 13 regional managers. Colorado and Nebraska will become a separate territory. Minnesota, North and South Dakota will also join together to form a new territory.

The changes that are taking place are evolving, Crouch says. We want to ensure that the changes improve service to our members and their commercial bull buyers.

The American Angus Association, with headquarters in St. Joseph, Mo., provides services to more than 35,000 members and thousands of commercial cattle producers nationwide. For more information about the Association, go to www.angus.org.

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ALPACAS PRODUCE WORLD-CLASS, LUXURIOUS FIBER



Note: The following is the second installment of a four-part series featuring alpacas. The first provided an overview of alpacas and the alpaca industry. The last two articles following this piece will concentrate on care/feed/nutrition and how to purchase an alpaca.

With the steady, twenty-year growth of the alpaca breeding industry in North America, the demand for alpaca fiber and garments steadily grows, too. The unique qualities of alpaca fiber make it both luxurious and practical.

Alpaca fiber is as soft as cashmere and stronger, warmer, and lighter than the finest sheep's wool. Making it even more desirable, alpaca contains no lanolin, thus making it hypoallergenic. People, whose skin is extra-sensitive to sheep's itchy and scratchy feel, often choose alpaca fiber instead. Unlike wool, alpaca fiber has unique scales on its shaft, making it lie down flat on each hair follicle. The itchy prickle, common to other natural fibers, is avoided. This unique design also prevents the fleece from holding animal dander, a major contributor to allergic reactions. Alpaca fiber is also naturally flame retardant, water repellent, and tremendously strong and resilient.

Two distinct alpaca breeds create two types of fiber. Huacaya (Wha-Ki'-ah) alpacas are fluffy, and grow soft, spongy fiber. Huacayas have a corrugated crimp that holds the finished yarn together. Once spun, this dense fleece makes a

very soft, yet durable, strand. Huacaya fiber is commonly used in knit and crochet applications, but can also be used to fashion felt or quilt batting. The Suri (surrey) has the same body structure as the huacaya but its fleece grows as long, silky locks. Suri fiber is smooth, shiny, and has no crimp. Suri grows to great lengths, creating majestic waves, swirling about the alpaca's body as it moves. When processed, Suri is commonly used in fabric or woven applications, utilizing the weft and warp of a loom to hold the fibers in place. The most prominent Italian suits are crafted from suri alpaca fleece.

Alpaca fiber is warm, soft, and one third the bulk of wool. The softness is a result of a fine fiber diameter, which can be measured on a micron scale. A human hair has a micron level of about 100 whereas alpaca can range from sixteen microns, in the form of Royal Baby Alpaca, through the twenties, for Superfine Alpaca. Micron levels determine the nature of the finished products. Baby Alpaca and low micron fibers are used to create finished goods worn next to the skin, for a sublimely soft and luxurious feel. Higher micron fibers create finished goods too, but typically produce outerwear and apparel that can be layered. The benefits of warmth and durability, however, remain. Course fibers, not suited for wear next to the body, have many applications. Course fibers can be felted, used as lining between other fabrics or can create the most exclusive rugs. "The uses of alpaca fiber are limitless!" Says Wini Labrecque, a long-standing fi-

ber artist and member of the Alpaca Owners and Breeders Association's (AOBA) Fiber Committee.

In today's marketplace, alpaca is used to create long-lasting fashions that are both useful and desirable. This year, at the Second Annual Fiber to Fashion Conference in Reno, Nevada alpaca enthusiasts discussed the many ways alpaca fleece can be enjoyed and profited from. The largest alpaca fashion show to date, which showcased a wide range of fashions from casual to high couture, was a conference highlight. "It was wonderful seeing alpaca's many uses. Every year, the products become more diverse," says Kim DeVos, conference coordinator. "We showcased casual items, from lightweight summer sweaters to rich embracing apparel for the coldest climates. We debuted everything from elegant dresses and evening wear to workplace attire for men and ladies, consisting of contemporary pantsuits and blazers. Even outerwear and accessories were fashioned with style for every age. There was something for everyone, regardless of age, status, or profession. Alpaca knows no bounds!"

Alpaca fashions are present in some of the most prominent stores and catalogs throughout the United States and elsewhere around the world. Furthermore, its use by prominent designers is increasing, as those designers recognize the many positive attributes of alpaca. Wholesale distributors featured at AOBA's Fiber to Fashion Conference provide convenient opportunity for retail buying agents to add the latest alpaca fashions to their store inventories.

Alpacas were first imported into the United States in 1984. Since then, the alpaca industry has grown steadily, on average 22% percent a year, this according to AOBA, the backbone of the alpaca industry. Current estimates total over 50,000 registered alpacas and 3,800 alpaca owners and breeders, who represent every state, including Alaska and Hawaii.

The reasons to raise alpacas are plenty. People choose to raise alpacas because they are beautiful, intelligent animals. They are relatively easy to raise and require minimal acreage. They offer a rewarding lifestyle and business opportunity. More people, who already own livestock such as cattle and horses, are discovering and capitalizing on alpacas' breadth of appeal.

Alert and curious, adult alpacas stand at approximately 36 inches at the withers

and generally weigh between 150 and 200 pounds. They do not have horns, hooves, claws, or incisors. Social animals that seek companionship, alpacas communicate most commonly by humming. Neck posturing, head tilt, and ear and tail positioning, are other communication methods.

Unlike some other livestock, alpacas are not killed to be profitable. Alpacas are shorn every year. Most breeders shear in the spring, but in cooler climates, breeders usually wait until summertime to shear their animals. Shorn with sharp, well-oiled, sheep's clippers, alpacas can stand upright or can be laid down and stretched out. One shearing, typically ten to fifteen minutes per animal, produces approximately five to ten pounds of fiber. Variables such as age, genetics, environment, and nutrition all influence fiber production.

After alpacas are shorn, there are several options to process the fiber. Both the United States and Canada process alpaca fiber in small and medium-sized lots. One advantage of sending fiber to these mills is that when the yarn is returned, the specific product of a specific alpaca can easily be identified. This is a strong selling point in the cottage industry. An alternative to this is to send the alpaca fiber to a regional or national co-op, such as the Alpaca Fiber



Cooperative of North America (AFCNA). Co-ops like AFCNA, pool fleeces and collectively manufacture sweaters, hats, scarves, gloves, socks, and other items for wholesale and retail distribution.

Alpaca owners and breeders continue to develop and improve their herds. They

genetically select the most productive animals to produce the best quality fiber. The best way to learn more about alpacas is to visit an alpaca farm or ranch. To find one near you, log onto: www.alpacainfo.com or call The Alpaca Owners and Breeders Association at: 1-800-213-9522.

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3 Hawk Ranch Alpacas

I was raised in the suburbs with pet cats and dogs; this was my only exposure to animals as a child. I then began my career in accounting. I spent 15 years doing this type of work. The last position I had was the comptroller of our 48 state trucking company. I was ready for a change.

My husband was at the Ford dealership waiting for the them to open when a man approached him with questions about the Ford diesel trucks performance. Neil answered his questions and then ask one of the man. He noticed the guy was pulling a very nice horse trailer with an air conditioning unit. Neil ask what was being hauled and was shown his first Alpaca. He received a brochure about the animals and brought this to the office for me to look at. Once I read the brochure and saw the pictures of the Alpacas, I wanted to see them up close. We went to the Alpaca farm and looked at the many available Alpacas. There was one little male, he was 9 months old; that I decided was going to be ours. We thanked the owner and told him we would be in touch. We immediately started searching for the right

property. This process took us from Pennsylvania to our ranch in Colorado. We contacted the Alpaca owner and made an appointment to return to his farm. While we were there we bought the little male I liked so much plus 3 females and another male. We were now on our way to beginning our new adventure. Neil went to Minnesota and bought a feather-lite trailer and came home to pick-up our little ones. I say our little ones because we purchased all juveniles. He took them to Colorado to our ranch and began setting up the area. We then found a buyer for our trucking company and headed west, this was in 1991. I have been caring for and learning about these fantastic creatures to date. You continue to learn new things all the time no matter how long you work with the Alpacas.

I liked my Alpacas because after the rush of the main stream life style, I now had time to enjoy life and the serenity of life with the Alpacas. I did not show my Alpacas for many years, but finally I started showing them in 2002. I have enjoyed every show I attended and when the Alpaca



wins a ribbon, I become so excited. I have many ribbons already and just starting my 3rd season of shows. I do my own shearing and then have the fleece processed commercially. I am learning to make many wonderful items from their fleece. I have attended a class for hat felting and plan to attend more classes. From the knowledge I have gained, I now can felt a hat, make a quilt, and pillows. I am even learning to crotchet.

I have been happier raising my Alpacas in the Mountains of Colorado then I would have every thought possible after working in the public most of my life.

3 Hawk Ranch Alpacas

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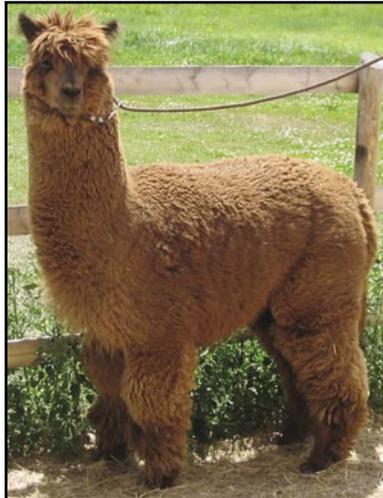
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That's just one reason for an established operation to consider adding alpacas. You've read about them, seen them on TV or looked them up on the Internet. Maybe you've thought to yourself: "I'm not getting involved with those platinum-card camels! They cost like a new car and they're bound to go down the drain just like llamas – exotics are good for nothing!"



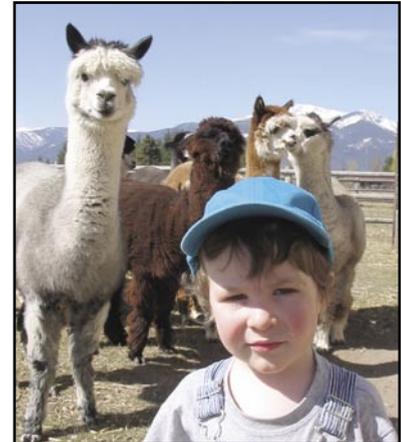
Not so, friend. Alpacas are not an exotic, hobby or pet; but a depreciable, insurable asset – not for slaughter, but fleece-bearing, registered, pedigreed livestock. Their fiber is warm as wool but one third the weight, hypoallergenic and handles like cashmere. With fewer than 50,000 animals in the US and Canada (and further importation

prohibited by the registry), the current market opportunity is in breeding. As the population increases, we expect a growing fiber market.



We started in this business with no farm: no pasture, hay ground, barn or fencing; no pickup, tractor, shop or tools – just two animals, a house in town, and a dream. After four years we've built a small operation and increased our herd. Along the way we've learned a lot about alpacas and a little about farming too. As an established farm or ranch, you've probably got shelter, equipment, and pasture already. About all you'd need is fencing appropriate for a small fleece animal (and

some shears!) so your indirect costs should be very low, allowing you reach profitability much faster.



A lot of folks are sold on alpacas because of the "lifestyle" – like us, they want to exchange their city ways for life in the country – but they don't have the experience or finances to start with cattle or sheep from scratch. As an established operation, you've already got the land and the experience. All you need to add is the livestock. With these advantages, you can start with larger herd of better quality breeding stock, giving you a jump on the lifestyle crowd – and that's not something that llamas (or even cattle) can do. Call us to learn more about how alpacas can work for you!

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Alpaca Ranching in the Northwest

By Bert Smith, Alpine Fiber Alpacas

Have you ever considered the possibility of alpaca ownership? We are very glad we did! We are Alpine Fiber Alpacas, a small Oregon ranch raising alpacas since 1995 on a 5-acre property north of Portland. Our philosophy has been to focus on fiber quality by breeding to the finest studs in the country. Working with folks who are considering owning alpacas, we have found that they have many good questions. Here are answers to some of them and references for more information.



"Spartacus: One of our award winning herdsires"

Are alpacas just another exotic livestock fad? No, Alpacas have an intrinsic economic value – luxury fiber that rivals cashmere. They are unlike exotic livestock which are merely intriguing curiosities. That curiosity combined with a dash of marketing generates demand when supply is low, so prices are high. However, soon the market collectively wonders

"What are these things good for?" Alpacas are the breeding stock for a developing luxury fiber industry and so do not face the problems of exotic livestock fads.

Are we too late to get in on this? No, alpacas do not follow the "exotic livestock fad" model where prices are drop when the intrigue evaporates. The economic foundation of the alpaca market is as solid as ever. Prices have been firm since the first major imports in the late 1980s – further evidence of a strong economic model. Here are some reasons the model will continue to be strong:

- Alpaca supply is relatively scarce. Currently, there are 57,000 ARI registered alpacas worldwide compared to over 7 million sheep in USA alone.
- Growth in supply is limited by one offspring/yr
- Growth in supply is limited by closure of registry to imports
- Selective breeding is continually improving fiber quality

Do alpacas require a large time commitment? No, alpacas are very hearty, easy on the land, and have relatively carefree birthing. Nancy and I both work full time away from home. We have a neighborhood kid who cleans fields for us requiring about 4 hours/week for 15 alpacas.

What are the economic benefits? Many, including:

- Tax deduction of purchase price up from \$24,000 to over \$100,000 each yr, with limitations (Schedule F, section 179)



"Characteristics of an outstanding fleece include uniform crimp, firmness and density"

- Diversification of assets
- Depreciation of assets (barns, fencing, equipment, etc.)
- Deduction of expenses (feed, vet care, etc.)

And there are additional benefits to an existing rancher such as:

- Greater income potential
- Deployment of existing farm infrastructure
- Knowledge of selective breeding concepts
- Knowledge of general herd management practices

I hope I have answered some of your questions. AOBA (Alpaca Owners & Breeders Association) and ARI (the Alpaca Registry, Inc.) are both excellent sources for more information. AOBA has an extensive library of materials they can loan you as well as information on the web. We would also be happy to talk with you. Contact information for us and links to these resources can be found at our web site at www.alpinefiber.com.



Alpine Fiber Alpacas

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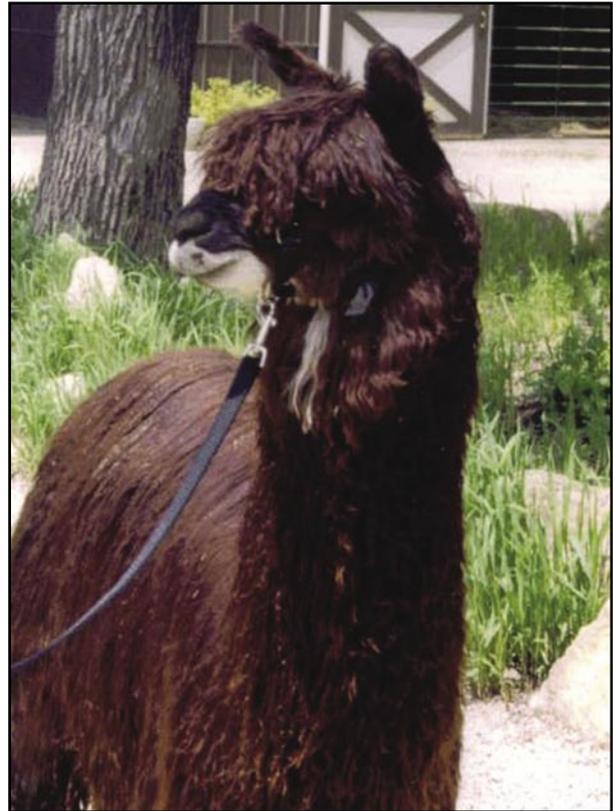
Relocating from St. Paul, Minnesota, husband and wife team Jim Leier and Michelle Henrich moved to Eagle Point, Oregon to follow their dream. They brought with them their six Suri alpacas purchased from Bluff Breeze Farm of Cannon Falls, Minnesota with champion bloodlines such as Angel’s Advocate, Black Chip, Renzo’s Dr. Pepper, BBFAI’s Iceman and Ameripaca’s Lady Godiva. In August they welcomed the new addition of a true black female cria increasing their herd number to a lucky seven! To date, four females are expecting crias, all sired by prized herdsire BBFAI Gunther.

BBFAI Gunther is now available for breedings. He is a handsome dark mahogany 3-year-old with excellent confirmation. His fiber micron count is 23 with a beautiful luster, full coverage and tight lock structure. Gunther’s sire is Pperuvian Elar and his Dam is Ameripaca’s Lady Godiva. Paco, son of Black Chip, will also be available for stud services later this year.

Pacos Valley Ranch is small but charming. Jim and Michelle spend much of their day at the barn or pastures working to improve the quality of life for their alpacas. “Because we

are small, every one of our Alpacas gets lots of attention and it shows in the easy way they respond to handling” says Jim. When you are ready to explore the possibility of raising your own alpacas, Jim and Michelle welcome you to visit their ranch and see the difference their special care actually makes! Whether you are thinking of beginning your herd now or in the future, they welcome the opportunity to spend time with you to share their stories about these amazing, magical creatures. This is the place to go if you are thinking of beginning a small herd of your very own! Call to schedule your visit.

While at the ranch, check out Jim’s custom furniture and cabinet designs he builds in his woodworking shop.



BBFAI Gunther

A lifelong musician, singer and songwriter, Jim will soon be releasing his latest CD ‘Paco Alpaca’. You may even get him to serenade you with one of his songs about his seven alpacas!

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What To Do With All Of That Fiber!

By Sheri Hewitt

We shear alpacas every spring. Woodland Meadows Alpacas will shear 45 this time. At an average of about 5 to 6 pounds each, that's 180 pounds of fiber that is stuffed into bags to await processing! Each year has presented the same problem – what will I do with all of that fiber?

I joined AFCNA in the very beginning (1997). I dutifully sent them my meager clip and because I knew absolutely nothing about cleaning and skirting, almost half of my clip was returned to me at my expense. It just sat there, for years! Since then I have not sent fiber to the coop. The reason for my lack of participation is simple: I just don't have (or take) the time to skirt it. It is a big job and frankly, I have been very intimidated.

About a year ago I decided to do something that will change all of this. I decided to design, knit and felt 100% alpaca products to sell. I already owned one single bed knitting machine. One of the garments I will be making requires double knitting, so I have purchased two Passap double bed machines. They are computerized and can be programmed to run unassisted.

Designing alpaca, especially knitted alpaca, can be challenging. Alpaca is a very fine, soft fleece and does not have much body. Coming up with designs that allow the finished garment to hang well and flatter the figure is my greatest goal. The absence of body is one of the primary reasons alpaca is blended with other fibers. At this time, I plan to use natural colors, with no dyes.

JCS Alpacas

JCS Alpacas has been raising quality huacayas for a bit over 10 years now. We are a small farm with less than 20 animals. We strive for correct conformation and solid color fawn to dark brown animals. We can offer packages or individuals with low down payments and low interest rates. We specialize in American



So, I will use my alpaca's fiber and will send it to be spun into yarn at a U.S. mill. My adult children have requested that I make sweaters and skirts that they will be proud to wear. With that in mind, I have begun the design process. Finished products will sell on my website, at shows, and to others for resale on their websites or at shows.

My plans also include felting the less desirable fiber, such as the leg and neck, to make vests, hats, totes, fabric and whatever else I can come up with. This way, there will be no wasted fiber. I just hate to waste something as valuable as alpaca fiber.

Check out my website, www.woodlandmeadows.com and click on Country Store to see how the business is growing.

alpacas that are all 100% ARI registered or registerable. We were raised on farms and ranches and firmly believe in good common sense in raising these animals. We have a very simple system for caring for our animals that works and are more than happy to share our knowledge with anyone. Interested? Give us a call or email.



JCS ALPACAS

Jim & Carolyn Morton
Neva Camp

32640 Peoria Road
Albany, OR 97321
541-753-9191
jcsalpacas@aol.com
www.jcsalpacas.com



Solar T's Alpaca Ranch • Our Focus is Alpaca Fiber

By: Blair & Lee Anne Timmerman

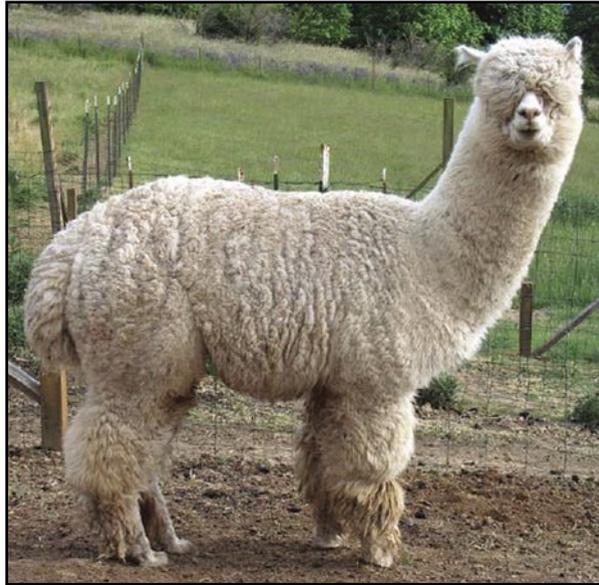
In 1998, the Timmermans met alpacas at a shearing at a ranch in Durango, Colorado. A bag full of silver-grey fleece, from an alpaca named Napoleon, could be considered the birth of Starry Nights Mill. That particular fleece was handspun by Lee Anne into a soft, lustrous two-ply bulky. And within months, Lizzie and Suzy Q came to live at Solar T's Alpaca Ranch in Pagosa Springs, Co. So began the herd that became 40+, with hundreds of pounds of alpaca fiber that could no longer be processed by hand.

The search began for a mill to process our own alpaca fiber into a 3/10 coned yarn, suitable for machine knitting. There were a few folks willing to blend our alpaca with wool, one or two with 12 month-turnaround-time that would spin 100% alpaca, and many who would combine our alpaca with that of other breeders. None of these options worked for us. So we made a foggy trip to Canada in November, 2000, to make a commitment to our alpaca industry. By Christmas, we had our mill up and running.

As we outgrew our ranch and our mill space, we searched for a new home. An energetic alpaca ambassador, Muriel Mendonca, convinced us Oregon was the closest place to heaven. In Fall 2001, we moved alpacas, mill, and family to the Pacific Northwest. In this beautiful place, we have found a community committed to agriculture.

Our mission has always been "Fiber to Fashion". We have made the decision to process camelid fiber, exclusively. We provide education and support to each breeder who comes to us with an open bag of fleece saying, "I've never done this before, can you help me?" We find we are able to assist in every aspect of the alpaca industry, from selecting fencing to preserve fleeces, to choosing herdsires for improvement in the quality of fiber. We provide marketing advice for setting up farm stores, uncovering retail opportunities within communities, finding artisans to create finished product from the yarn we produce for each breeder. We provide competitive, easy-to-understand pricing. We work diligently to fulfill special requests (with each fleece processed separately to customer specifications and with custom labeling), and to keep our turnaround times as efficient as possible in a family-run operation. We were very honored when our industry presented us with the "Mill of the Year" award at the first AOBA Fiber to Fashion Winter Conference.

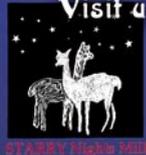
With an eye to always improving the fiber of our herd, we have chosen a son of Mr. President (one of the industry's high-



est selling males) to be our premier herdsire. My Accoyo Peruvian Dionysus (co-owned with Magical Farms) has the fine handle and exquisite crimp that we prefer for luxury garments. His first cria are on the ground, exhibiting the low micron, bundling crimp, that results in the best yarn to be worn next to the skin. As many visitors to our ranch have already discovered, we value the buttery softness of alpaca fiber. Even our pet boys have fiber fine enough to produce quality sweaters.

We are proud to be part of the alpaca industry, in which breeders large and small have contributed to making this a viable agribusiness. So when someone asks, "What exactly do you do with alpacas?" Send them our way for a visit. We can show them the true "fiber to fashion" experience. For more information, visit our website, www.alpacas-r-us.com, or call us at (503) 538-5673 or 1-888-317-9960.

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Idaho Elk Breeders Association Elk Meat - The Safe Heart Smart Meat

People are worried about Transmissible Spongiform Encephalopathies (TSE). This is the family of diseases known as Mad Cow Disease in cattle, Scrapie in sheep and Chronic Wasting Disease in elk and deer. You should eat farm raised Elk because every Elk that is butchered for retail sales is required by law to be tested. Clint Evans, manager of Elk Springs Ranch in Garden Valley, Idaho and Board Member of the Idaho Elk Breeders Association, explains that the Elk Industry is the only industry that tests every animal that is butchered for TSE. In addition to the TSE test, each Elk is inspected by USDA or Central District

Health guidelines for wholesomeness.

If you are worried about fat, calories and cholesterol, the USDA statistics report Elk meat as naturally lean meat. It is estimated that 20% of U.S. consumers are using some form of a low carbohydrate, high protein diet plan to achieve weight loss. Elk meat fits well in these diets because it is high protein (30g) low cholesterol (73g) low fat (1.9g) and only has 124 calories per serving.

The North American Elk Breeders Association is starting brand recognition for elk meat as a "Heart Smart Meat" because of its health benefits. The guidelines mandate that elk be raised in an environment that provides feed free from

harmful chemicals, growth hormones or other non-organic substances. There are over 3000 members of the Association who have licensed Elk Farms in most states across the country. These breeders produce high quality, lean meat that is available in ready to cook form without a hunting license.

In Idaho, many of the members of the Idaho Elk Breeders Association sell Elk Meat from their farm or on a web site. The retail Elk Meat is available at Meats Royale 6300 Overland in Boise, ID and at Elk Springs Ranch in Garden Valley, ID. For more information about the Elk Industry, contact the Idaho Elk Breeders Association at 208-462-3072.

Roswell Wool Dedicated To A Tradition Of Integrity

We would like to tell you about our company Roswell Wool and how we can be of service to you.

Each partner is actively producing and /or feeding lambs here in New Mexico. We purchased the Wool Warehouse in Roswell in 1992 and purchased a second warehouse in 1994, Roswell Wool and Mohair. We combined the two businesses and renamed it Roswell Wool.

In 1994, I began managing the business. At that time, 100% of the wool we handled was from New Mexico. Currently, with our growth, 50% of the wool we handle is from

out of state, even though the amount of New Mexico wool we handle has grown. We are now the largest wool warehouse by volume, under one roof, in the United States. Therefore, we attract wool buyers from all over the world. We offer our wool on consignments to all wool buyers at our regularly scheduled wool sales each year. We have sales in January, February, April, May, October and December. Wool buyers who come to our sales have core information/grab samples/sample bales from each lot of wool offered for sale to make their visual inspection of each lot.

Our sales are by seal bid offerings – meaning that each buyer who bids on

a lot of wool is by sealed bid. When the bids are all in, I announce the high bidder, but not until the end of the sale do I announce what the bid was. Therefore, keeping the speculation on what each buyer is willing to offer secret, thus adding a bit of excitement when several buyers are needing the same types of wool.

We look forward to earning your business, so you can see why when we say "Dedicated to a Tradition of Integrity", isn't just our motto, it's our reputation.

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ELK FARMING GROWS IN POPULARITY

An agricultural endeavor which involves the husbandry of some of the most magnificent animals on the planet. Sound appealing?

Elk farming, which has been practiced in North America since the turn of the last century, is growing in popularity. Raising Elk has become more appealing to many who want a live-stock operation that allows them to make wise use of their land. Ranchers



(Extra lean low cholesterol meat)

is possibly not suitable for other agricultural uses.

Although Elk have been reared for a variety of uses for more than a century, Elk breeding is somewhat a recent phenomenon. When the North American Elk Breeders Association (NAEBA) was founded in 1990, it was made up of just 35 members. At one point, membership surpassed 1,800 members from the United States, Canada, Mexico, Australia and New Zealand.

Currently domestic elk are raised in 41 U.S. states and 9 Canadian provinces. The industry generates an economic impact in North America alone in excess of \$1 billion annually.

In addition to the market for breeding stock, elk provide several valuable products:

Extra lean, low cholesterol meat is in high demand, and Elk breeders are establishing businesses to sell by internet, at local retail outlets, and 'white tablecloth' restaurants.

Market for velvet and hard antler makes use of a renewable resource. As evidence for velvet antlers effectiveness



(Elk at Rose Lake Elk Ranch)

and farmers may diversify their local agricultural economy, while bringing some of North America's most majestic animals into their area, and raise them on land that

as a dietary supplement for those suffering from joint pain grows, so does a good domestic market.

Many love to hunt the majestic Elk and trophy animals for hunting ranches are a viable piece of the pie. The availability of high-quality trophies in the wild is increasingly limited, thus well-managed hunting preserves fill this void.

Artists and jewelers use hard antler and 'ivories' for crafting jewelry, knives, and home decor, and the leather is strong, yet buttery soft, and makes high-quality boots, gloves, and other apparel.

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CONNECTING WITH KINDERS!

By: Pat Showalter

Kinder goats and the Kinder Goat Breeders Association were first publicly introduced via a front page article, with photo, in the January, 1989 issue of United Caprine News. The article invited interested breeders to join in the development of the Kinder goat. Now, 15 years later, it is amazing to look back on the course that introduction has taken. When the first three does, later to be called "Kinders", were born in June and July of 1986, little did we know what an impact they would have on our lives. The two breedings that produced them, Pygmy buck to Nubian does, were made out of a necessity to freshen the does, but ended up taking us on an adventure of a lifetime!

We discovered that the invitation to participate in the development of the new breed was an intriguing project to people who had never seriously considered goats before. The idea appealed, as well, to those who had raised goats previously, but liked the idea of a smaller size with which to work. The new Kinder breeders soon began discovering many surprising advantages to this new little goat. They tend to be very intelligent, with laid-back and cooperative personalities. They eat far less than a standard size goat, yet their milk and meat production is quite impressive for their body size (average weight for mature does, 115-125 pounds, for bucks, 135-145 pounds). They take on the Pygmy Goat trait of a seasonal breeding so that a breeder can have kids being born any time of year without the hassle and expense of special lighting to "fool" them into cycling. That translates into a milk and meat supply that can extend right through those usually lean winter months.

Kinders have become known for having "litters" of kids. In 1997, Virginia State University did a study using eight years of kidding records from Zederkamm Farm in Snohomish, WA, where the first goats to be called "Kinders" were born. The study used 119 doe records for analysis, and found that the average litter size overall was 2.51. The range was from 1.94 with yearling does, to an astonishing 3.47 in four year old does. Triplet and quadruplet births are very common, quintuplet births are not uncommon, and there are four recorded births of sextuplets. The present

record-holding doe for the most live births in her career, gave birth to 28 kids in seven unassisted kiddings. There are a number of does that are coming close to challenging that record.

Kinder gestation length in that group of 119 does averaged 147.8. The average weight per kid is about 5.5 pounds, and of course, will vary some with litter size. The first quintuplet set reported so far this year, reported individual kid weights from 3.8 to 5.5 pounds. Weight gain in the first week was nearly doubled. A five pound kid (at birth) can, by age four months, weigh 45-50 pounds.

Milk production is where the Kinders are really stellar performers. In our earliest literature, the KGBA claimed that the Kinder does could average six pounds of milk daily, with a butterfat average of 6%, and a protein average of 4% or better. Not many people believed the claim ("any goat that looks like that could never be a dairy goat!"), but with 14 years of official DHIA testing, with 47 does having earned their production stars to date, the numbers have proven to be true. Kinder does are required to meet the same standards as set by the American Dairy Goat Association for the standard dairy breeds. Because of their high butterfat, Kinders usually earn their stars first on butterfat, and often, on the next lactation, qualify on milk volume as well. It is not unusual for a good Kinder doe to be able to produce a gallon or more of sweet milk daily for a good part of her lactation. By the way, cream can be scooped off the top of chilled Kinder goat milk, saved aside a little at a time in the freezer, then can be whipped for dessert use, or made into delicious butter. If you are wondering if Kinder does have adequate teat size for comfortable milking, the answer is yes, but that depends upon proper selection. Just like in any dairy goat breed, there is quite a variety of teat and orifice sizes. The trick is to learn to select the type you like, and build your milking herd with those does that are easy to milk, if that is important to you.

The milk production record-holders to date are as follows:

Standard/group test on 305 day lactation, milk production: 11*M Zederkamm

Floribunda, 2480# milk/138# butterfat/88# protein -- year 2000

Because Kinder goat milk is extremely rich, it is exceptional for use in cheesemaking. Cheese yield (drained curd) from five quarts of milk will be from 3 to 4.5 pounds, depending upon the time in their lactation. In Strasburg, Colorado, a growing goat dairy last year added a nucleus herd of registered Kinders to begin upgrading their milk quality. The Lucky 7 Ranch dairy sells their milk to a nearby cheesemaking plant. It is a little early to determine the financial difference the Kinders will make, but the higher the butterfat, the better the price the milk will bring. As a bonus, feedback from plant workers says that the milk flavor has improved noticeably with the input of Kinder goat milk.

Kinder goats have spread across the US, with new breeders beginning also in Canada. The largest concentrations of breeders are in the Pacific Northwest, California, and Missouri, but there are more and more developing areas. In 1997 a group of four bred does and an unrelated buck were shipped to Brazil, where they have acclimated very well. Within four months of their arrival, the five Kinders had become 16, and they have continued to increase from there.

Though Kinders are being tested in many different situations, their primary placement so far has been as "homestead" goats, supplying milk and meat for families. Often the children of the family are the "herdsmen", and the goats provide a wide variety of activities particularly useful for home schooling situations (basic animal husbandry, showing, cheesemaking, soap making, cart pulling among them). Many young people are using Kinders for 4-H projects, and there are reports of small business activities making cheese and goat milk soap products.

If you haven't met a Kinder, you have missed a special experience! If you would like to learn more, the Kinder Goat Breeders Association offers a free informational color brochure. The Association has a web site at: <http://members.aol.com/kgbassn>. The KGBA address is: P.O. Box 1575, Snohomish, WA 98291-1575. The phone number is: (360) 668-4559.

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Harleman Mfg. L.L.C. builds Ground Force Post Hole Diggers, Heavy Duty Rock Diggers and Augers to fit any application. Home of the most powerful Ground Force Post Hole Digger that has ever been built, Harleman Mfg designed this digger for years of trouble free service. It is built tough to last and will perform beyond your expectations. The Ground Force Post Hole Diggers were built to drill holes where you need them and will drill in solid rock, concrete, compacted and frozen soils.

This down pressure post hole digger diverts the weight of the tractor to the drilling surface of the bit, increasing drilling performance. The Ground Force is a complete down pressure post hole digger for a Category 2-Three-Point Hitch. It comes with an 88 HP Gear Box, N35 series PTO Shaft, and Carbide Bullet Tooth Rock Augers that will drill in rock conditions, including SOLID rock. Augers are available from 6 inch to 24 inch diameters.

The Ground Force Diggers Model F8C are designed to be used on 60 HP and larger tractors, and should not be attached to smaller tractors. This also applies to the Conversion Kit.

Mounting Digger to Tractor. The Ground Force Diggers come equipped with side adjusting links, used to lock the three-point hitch in a rigid position. The side adjusting links should be used to determine the height the digger will be carried on the tractor. Shortening the side arms will result in the digger being carried at a higher position. Lengthening the side arms will result in the digger being carried at a lower position. The higher position will increase ground clearance. The lower position will increase drilling depth.

Once the bolts are installed in the side adjusting links, the three-point hitch is locked from moving up or down. The three-point

hitch control lever on the tractor is to be placed in a lowered position and not used as long as the digger is attached to the tractor. The Remote hydraulic lever is used to operate the digger, not the three-point hitch.

A Down Pressure Conversion Kit comes with a New Frame, Lock Down, Hydraulic Cylinder and a Hose Kit. The only parts you use from your old digger is PTO Shaft, Gear Box and auger will convert all post hole diggers to a digger that will drill rock when fitted with a Rock Auger.

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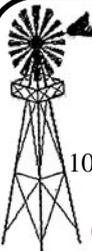
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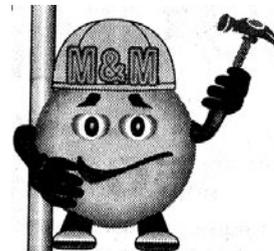
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OTECO MFG. sold its first track filler in March of 2000, in mid-January of 2004 they just delivered their #200th trackfiller to Arizona. OTECO is a family owned business, which came into existence because of a problem, and the grace of God.

Jim Stevenson was trying all sorts of things to try and keep from making bad ruts from his irrigation pivots. It seemed everything he tried damaged his crops in one degree or another. The different nozzles left dry spots in the fields, and he knew that tall tires just left deeper ruts and more strain on gearboxes and wide tires left wider ruts. In his mind the solution would be to put a road based material in the rut, the only question was how to do it.

He designed a small box with a funnel on the bottom, and began filling his ruts. The neighbors began to take notice and asked him to build them one. Jim goes to his fourth of five son's Otie, he catches him in his hay field, broke down.

Jim tells Otie, "I've got a job for you." Otie says, he remembers thinking, just what I need, another job. Looking from hind site now, Otie says, "I wish I'd thrown my tools down on the spot and went to the shop."

However, Otie didn't start designing the current trackfiller until fall. The trackfiller which sold in March of 2000 was much bigger, had a ten yard capacity, with an adjustable screed below the funnel to help knock in the sides and regulate the height of the mound.

It has a two-foot by four-foot opening to facilitate the gravity flow of material, with a hydraulic gate at the bottom to close during transport. The machine was patented and have since sold all over the mid and western United States. That year, when the first one sold to Australia, Jim and his wife, Dorothy dubbed the company, OTECO.

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Located in Kulm, North Dakota, Johnson Mfg. employees take pride in their work, and through employee teamwork, they build high quality products that meet and exceed our customer's expectations.

Johnson's operator-friendly HyGrade Graders are built rugged because tough

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There are four models to choose from. The models 1200RS and 1400RS have hydraulic rear steer that allows the operator to move the blade 4 to 5 feet more to the left or to the right side of the tractor hydraulically from the tractor seat. They require 4 hydraulic remotes. The Rear Steer feature allows the HyGrade Grader to clean along feedlot fences, buildings, trees, etc.

without having to drive the tractor too close to the objects that you are working near. The Rear Steer also gives the grader the capability to clean out irrigation and drainage ditches that are wet, while keeping the tractor on dry ground. The Rear Steer Models make road construction and rip rapping easier since the operator doesn't need to drive as close to the edge of the road banks.

Johnson Mfg., Inc. is continually improving its product line. Business hours are 8:00 a.m. to 6:00 p.m. Monday through Friday central standard time. For more information, please phone 1-800-874-5600 or visit our website at www.johnsonmfg-hygrade.com.

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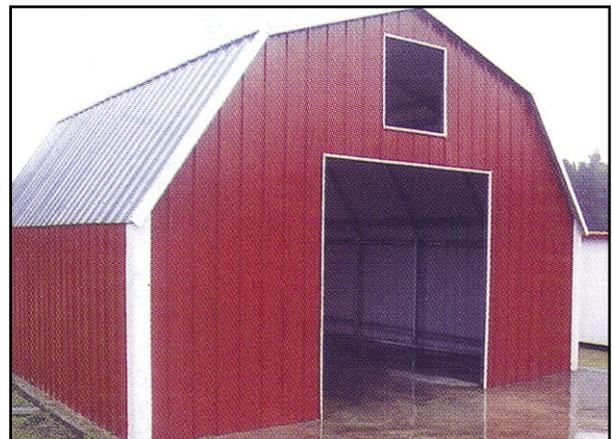
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Ram Company

Cost Effective Way To Pump Water Without Electricity

The Fleming Hydro-Ram is a tireless, energy saving water pump. The Ram Pump, which is powered by falling water, has been in existence for almost 200 years. The RAM pumped water to households, farms, industries, railroads and towns until the advent of rural electrification and the electric pump. With today's emphasis on alternative energy sources, the RAM pump has surfaced as a viable means to pump water when falling water is available.

In 1978, Richard Fleming developed and marketed the Fleming Hydro-Ram, a lightweight low friction pump made of PVC material and requiring little or no maintenance. The Fleming Ram will pump a portion of the falling water uphill as high

as ten times the "fall" or "drop" of water to the pump. Numerous variables, such as vertical lift, size of pump, rate of ram pulsation, length of drive pipe and discharge pipe will affect the amount of water a Ram will pump.

In addition to the efficient lightweight Fleming Hydro-Rams which are designed to handle falls of water to the pump of up to 20 feet and lift the delivery water up to 100 feet, the Ram Company also offers a high volume Hydro-Ram made of heavy cast aluminum with an input pipe diameter of 3 inches. The heavy-duty pump is designed to meet the needs of lift irrigation and other applications where either larger volumes of water are required or extremely high lifts of water are needed.

The only source of power necessary to run the pumps is the kinetic energy of falling water. Enough water must fall two feet or more through a pipe ten feet long or longer to the Hydro-Ram for it to operate. That's all that is needed. Working on a ten-to-one ratio, the higher the fall, the greater the height the water can be pumped. The smaller plastic pumps will pump up to three gallons per minute. The 3 inch PVC pump will pump over 5 gallons per minute and the 3 inch metal pump will pump over 10 gallons per minute with proper installation and the right natural conditions.

What can the Fleming Hydro-Ram do for you?

The Ram uses the force of falling
Continued On Page 42

Litchfield Analytical Services • Offering Complete Testing Services

Agricultural efficiency starts here. Efficient livestock nutrition requires reliable feed and forage analysis data. Litchfield Analytical Services offers testing for many varieties of samples. Feeds, Forages, and grain; soils, greenhouse media, fertilizer, manure and lime; water, plant tissue, and even lawn and garden testing. We do it all!

The major objective of soil analysis is to inventory the soil's nutrient reserves and chemical composition. Since insufficiencies of essential elements can limit crop yields, this information is essential to determine what, if any, additions of

fertilizer or lime are justified to produce maximum economic yields. Soil analysis is one the best management practices to insure that lime and fertilizer nutrients are applied in both an economically and environmentally responsible manner. Backed by chemistry and research, soil analysis should be part of every producer's arsenal to control costs, maximize returns and protect the environment.

We utilize the most modern laboratory methods available. Our staff is trained and experienced in soil analysis, which ensures you accurate and consistent results. Sample analysis will be completed

within 72 hours of receipt of samples. Results can be reported by email, phone or fax upon customer request.

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D. Stutzman Farms • Not All Chicken Manure Is Created Equal

For over 30 years D. Stutzman Farms (dba J&D Fertilizer) has had a history of turning “waste” products into useful and profitable ventures. At a time when many corporations are downsizing, the diversified organization is investing in the organic farming industry with a \$1 million expansion to their current fertilizer processing facility. Already supplying annually over 20,000 tons of processed poultry waste, the Canby, Oregon company, plans to add to that tonnage by manufacturing a unique pelleted and granular organic fertilizer derived from the by-products of poultry fryer and layer operations.

The company, owned and operated by Doug and Judy Stutzman, began in 1968 as an organic fertilizer business when the Stutzmans realized a need to dispose of the tons of waste generated by local area

chicken farms. At that time, the organic fertilizer market consisted mainly of steer manure. Over the years, the Stutzmans successfully marketed their Sup’R Green Chicken Manure through grocery and variety retailers, and a number of garden specialty distributors and retailers.

In 1986, the Stutzman’s began their second “recycling” venture after discovering a use for the tons of waste paper fiber generated by area paper mills. This waste fiber had previously been landfilled, costing the mills thousands in disposal fees. From the waste fiber, they created a useful, environmentally friendly, paper-based cat litter and animal bedding product. The products, Good Mews Cat Litter, Crown Animal Bedding, and Pet’s Preference, are sold through national pet chains, national and international pet product distributors, and every major grocery chain in the pacific northwest.

Recognizing the growing demand for organic and renewable resource farming techniques, the Stutzmans used the manufacturing experience and expertise from their cat litter operation to design a similar mill operation to process poultry waste and create a value added organic fertilizer. The operation will produce a pelleted and granular fertilizer that is not only organic, but will offer farmers and gardeners the benefits of a natural slow release of nutrients for optimum plant growth. In addition, the expansion will be able to accommodate custom blending and milling for customers with specific ingredient requirements. The expansion not only adds to the employment of the company and community, but brings to market competitively priced products that will add to the economic growth of organic farming both regionally and nationally.

Available for interview: Doug Stutzman, President; Shane Stutzman, General Manager; Bryce Purtzer, Sales Manager

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United Oil

United Oil has been a part of southern Idaho history since 1939 when it was founded in Twin Falls, Idaho. It began as a fuel service station with delivery service to farms in Magic Valley. In the 1940’s it expanded to include a tanker transport division complete with a truck sales and service and a parts department.

In 1949, R.L. Franklin, Sr. (“Pete”) and his son Bob established Franklin Oil Company in Caldwell, Idaho. Home heating oil delivery and farm delivery service were the original components to the business. In the 1960’s, the company began a period of growth which included retail service stations and sales to branded dealers. Franklin Oil was also a pioneer in commercial “cardlock” fueling ventures.

In 1975, the Franklin family purchased United Oil in Twin Falls to expand its base of operations into south central Idaho. In the 1990’s, United Oil grew again when it purchased Bob Nicholes Oil Company in Caldwell, Jerome Gas & Oil, Buhl Gas & Oil, Stevens Service and Glenns Ferry Oil.

United Oil purchased American Energy in September 2000 and grew to include new product lines and service areas.

Although it no longer includes truck sales and service, United Oil is known throughout the Northwest as a marketer of a wide variety of petroleum fuels and lubricants. The company is presently managed by third generation Franklin family members and directs its focus to retail locations, agriculture, warehouses, commercial fueling network, intrastate transport delivery and pipeline terminal services.

As we embark upon the 21st Century, United Oil continues to concentrate on its mission of serving southern Idaho with a diverse product line, competitively priced, with prompt and reliable service.

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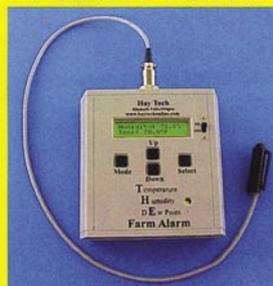
To operate, the farmer simply adjusts the unit to the setting desired and when it reaches the preset setting, the alarm will go off and the dial will light up.

This unit is not only used in the house and in the pick-up, place it in the baler (sensor outside) so you can see where the humidity or dew point is coming the fastest, and to keep an eye on the temperature to help make better baling decisions.

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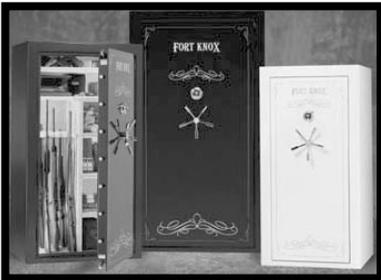
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For freestall cooling and tunnel ventilation systems, ACME fans are available in sizes from 20" up to 56", from 1/3 Hp. to 1 Hp. Fans are available in galvanized and in fiberglass. With the use of ACME control panels, fans can be turned on and off automatically at the temperature the dairyman prefers.



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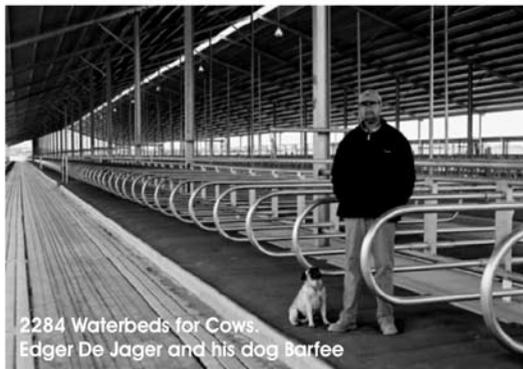
Up to 66" high and 48" wide tires.
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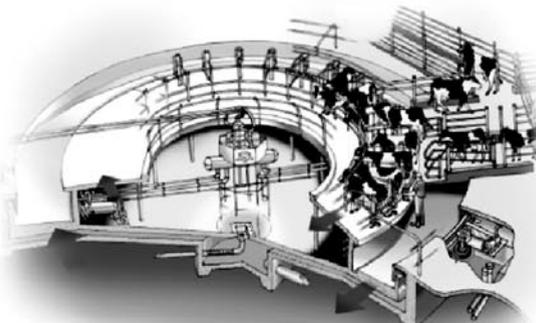
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Bully Dog Technologies

Bully Dog Powers Up Tractors And Deisel Trucks

Bully Dog Technologies, a leader in diesel performance products, makes performance modules for 1996 and newer 7.6L and 8.1L John Deere tractors with an electronic fuel pump. For tractor models in the 8000 or 8010 series, the module is called the Power Punch, and is advertised to increase horsepower 20 percent over stock.

We decided to put this module to the test and get a tractor that had never had any modifications done to it and see exactly what it would do before and after the module was installed.

We obtained a John Deere 8410 tractor equipped with a PowerTech 8.1L engine.

The spec on this tractor is advertised at 235 PTO horsepower. On the dyno, the stock 8410 produced 252 PTO horsepower. Philip Klassen from Bully Dog then installed the Power Punch module onto the tractor. The module plugs inline with the fuel injection pump. The installation took less than a minute, and in fact we had to ask Philip to review what he had done, since the installation was so quick.

We then tested the horsepower setting again. The 8410 with the module installed now produced 302 PTO horsepower. The gain of 50 horsepower was a 20 percent increase in horsepower over the stock setting, exactly as Bully Dog had advertised.

Philip agreed to sit down with us and answer some additional questions. We asked him about exhaust temperatures, and he told us that the module will increase exhaust temperatures about 150 degrees over stock temperatures, and that Bully Dog highly recommends that a pyrometer gauge be installed along



with the module to monitor exhaust temperatures.

We also asked him if any farmers had reported any transmission problems after installing the module. Philip told us that they haven't had any problems, and he also mentioned that Bully Dog has been making the module for over two years, with excellent feedback from farmers and ranchers in all kinds of different applications. As a specific example, he mentioned one fanner in Soda Springs, Idaho, who was able to increase his speed when pulling a plow from 3.5 miles an hour to five miles an hour after installing the Power Punch, significantly reducing his infield time.

Truck power increases.

Bully Dog also makes performance modules for diesel pickups. Bully Dog was the first to develop a module for the 6.0L Powerstroke. The module is called the Power Hound and it has a three-position switch that adjusts power levels from stock, 60 and 115 additional hp.

The adjustable Torque Dog '03 is

designed especially for the new 2003 Dodge Cummins 24-valve common rail injection engine. It is programmed to switch between stock, 75 hp and 110 hp. The module increases horsepower by advancing fuel time and altering fuel delivery, which provides a more efficient burn of diesel.

Bully Dog Technologies also has adjustable chips for both the GMC and Chevy Duramax diesel engines. The Dyno Dominator installs under the hood and is an easy way to add horsepower. With an adjustable switch that mounts in the cab, this user-friendly chip provides three different horsepower settings — stock, 70, and 110 hp.

If you would like to learn more about the Power Punch or truck power enhancements, Bully Dog Technologies is located in Aberdeen, Idaho. As multi-generation fanners, they have had a long history of working with diesel engines. Bully Dog or one of its 800 nationwide dealers can be reached at 208-397-3200 or via the web at www.bullydog.com

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Today, Meyer Industries markets the only known chemical and poison-free system of its kind that is registered with the EPA providing efficient and effective burrowing rodent control. Farmers, ranchers, pest control companies, nurseries, golf courses, and water districts experiencing rodent destruction can eliminate the problem. City parks and recreation departments, schools, and public works, all of whom have a responsibility to monitor public safety, are using this system to eliminate rodent infestations in the U.S. and around the World.

The Rodenator Pro™ is a new aggressive approach to burrowing rodent control. It is an elimination system as well as a control system. Marketed exclusively in the U.S. in the past, the Rodenator Pro™ System has proven so effective that it is now marketed

worldwide. Waiting for animals to come to baits or traps is no longer necessary. The Rodenator Pest Elimination System is fast and efficient, allowing a user to go directly after a targeted pest.

The Rodenator Pro™ System comes complete, excluding propane and oxygen tanks, and uses the latest in solid-state electronic controls, circuitry, and check valves. The system is environmentally safe, completely non-toxic, and the cost of operation is only pennies per application. This device operates by squeezing a lever that ejects a calibrated mixture of propane and oxygen down through the rodent's tunnel system. A self-contained ignition system then allows the user to ignite the gas, creating an underground shockwave, instantly and humanely eliminating the animal without using poisons.

Customers who have used the device find it safe and effective:

- Jack Bailey, Reclamation District Manager says, "Our rodent control went from 5 to 6 weeks, to 5 to 8 days on the 54.4 miles of levees that we maintain in California, the Rodenator Pro works"!!!
- Monte Daniels, D&D Cattle Co. Wolfforth, TX "The Rodenator Pro™ is the only economical and environ-



Tomorrow's rodent-control device is here today.

mentally friendly device I have found for both control and eradication of prairie dogs in cropland and rangeland."

• Gino Favagrossa, Farm Manager at Fresno State University says, "The new Rodenator Pro has been very effective in the control of our squirrel infestation at Fresno State. The improvements of the new Rodenator Pro have increased the efficiency of our eradication efforts. We continue to use the Rodenator Pro throughout the campus farm for control of squirrels and gophers".

For further information or to order the Rodenator Pro™, call 800-750-4553 or visit our website: <http://www.rodenator.com> or email: info@rodenator.com

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Wheatheart Skid Steer Post Pounder

Wheatheart Manufacturing is pleased to announce the latest addition to its present line of 'High and Heavy Hitter Post Pounders'. The new Wheatheart High and Heavy Hitter Skid Steer Post Pounder will operate with ease on most conventional skid steer loaders. Wood and steel posts can be driven into place quickly and efficiently with Wheatheart's exclusive hydraulic post hugger and 660 lb. free fall hammer. A four way hydraulic tilt mast accommodates posts from 4'2" to 11'11" in length and up to 12" in diameter. The adjustable hydraulic hugger allows the operator to stand clear of the impact area while posts are being driven.

The new Skid Steer Post Pounder is operated with self-contained hydraulics or can utilize the skid steer/tractor hydraulics. On self contained hydraulics, a 10-gallon per minute motor drives the filtered and efficient high volume pump. The system is

self-contained and uses the pounder frame as an oil tank. This feature allows the pounder to be evenly balanced while the steel frame dissipates heat effectively. The pounder unit will stand self-supported during storage and operation for ease of operation, hookup and added safety.

Our new skid steer model is manufactured along side Wheatheart's traditional line of High and Heavy Hitter Post Pounders. Wheatheart Post Pounders are now available in trailer type, 3-point, skid steer, and high mast versions. All Wheatheart Post Pounders are shipped with the standard hydraulic post hugger installed.

All models are available for the 2004 season. Come and see our new Skid Steer Post Pounder at a Farm Show or Wheatheart Dealer near you. Wheatheart strives to make fencing jobs safe, fast and efficient. Allow us to make your work easier. Buy Wheatheart! Wheatheart Manufacturing Ltd.

A Division of Ag Growth Industries

Angus Foundation To Sponsor Golf Tournament

Beef industry leaders who are golf enthusiasts should mark their calendars for the fourth annual Angus Foundation Golf Tournament, set for July 13 at the Shiloh Springs Golf Club in Platte City, MO. The Angus Foundation hosts the tournament, held in conjunction with the 2004 National Junior Angus Show (NJAS).

Teams of four will compete for various prizes. Four-player teams can be formed before the tournament or players will be placed on a team that day. Registration fee is \$400 per team or \$100 per individual golfer. Junior golfers, National Junior Angus Association (NJAA) members under the age of 21 can play for \$75.

All proceeds raised from the event go to the Angus Foundation, which is a not-for-profit 501 (c) 3 organization that supports youth, education and research.

For more information about the tournament, go to www.angusfoundation.org or contact the junior activities department at the American Angus Association at 816-383-5100.



A Star is Born! The High & Heavy Hitter SKID STEER POST POUNDER

From Wheatheart Manufacturing Ltd.



FEATURES:

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Stukenholtz Laboratory Inc.

Celebrating 33 Years of Agricultural Testing

In 1970, there were no commercial soil and plant testing laboratories in Idaho. Farmers applied fertilizers based upon educated guesswork. Dr. Dale Stukenholtz and his wife Joyce saw an opportunity to build a business and started a soil and plant testing laboratory and field consulting service based in Twin Falls, Idaho. Dr. Stukenholtz had an unusually diverse background as an educator at the University of Nebraska, an agronomist in the fertilizer industry and a farmer, and he saw a need for more modern fertilizer recommendations to produce greater yields at less cost. His clients were the growers, so he could make unbiased recommendations that maximized economic

return to the farmer.

After extensive field research, he developed these improved fertilizer recommendations that quickly became popular with growers and formed the basis for nearly all fertilizer applications in the intermountain west area. Stukenholtz Laboratory clients include growers from all neighboring states and several foreign countries including Australia, Canada, Egypt, Russia, Mexico and New Zealand.

Stukenholtz Laboratory provides 1 to 2 day service, including picking up and delivery time, across Southern Idaho from St. Anthony and Grace to Parma and Homedale. Results can be delivered, mailed, faxed, or pulled from the Labo-

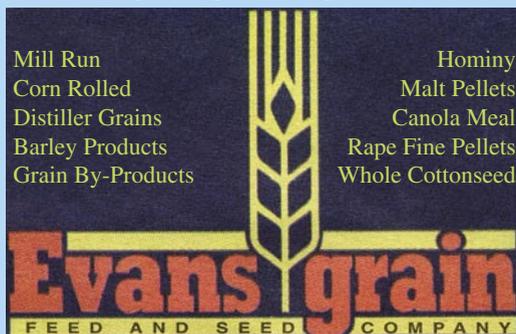
ratory's webpage: www.stukenholz.com. To improve their service, Joyce and Dale Stukenholtz expanded the laboratory six years ago, installed the latest in computerized instrumentation and quality control, and made it the most modern and well equipped agricultural laboratory in their market area.

Critical to the success of Idaho's most efficient laboratory and largest field consulting firm has been its personnel. Dr. Stukenholtz has had a PhD in Soil Fertility and Plant Nutrition since 1964 and his son and Laboratory Manager, Paul has nearly completed his own. Consulting agronomists include J.P. Kruckeberg of American Falls, a 25 year veteran of field consulting and the most successful single agronomist in the state, and Bart Kunz. The Laboratory and office staff are equally good.

Dr. Stukenholtz continues to research and improve his Laboratory. In conjunction with the Idaho Crop Production Association and University of Idaho CFEP research project, he has helped to ensure that fertilizer recommendations in Idaho are the most cost efficient possible and produce the maximum economic yield while protecting the environment. Stukenholtz Laboratory personnel have conducted field research on over 40 different products and continue to be the experts at "cutting edge" agricultural technology. As we end our first 33 years of business and begin our next, we would like to thank our current and former employees for their dedicated work and our customers and clients for their years of support.

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Influenza Vaccine Effectiveness Studies

The Centers for Disease Control and Prevention routinely conducts studies to estimate the effectiveness of vaccines for the diseases they are designed to protect against. The early onset of the 2003-2004 flu season and the presence of a new, or "drifted" influenza A strain caused CDC to pursue a series of studies to answer questions about how effective this year's influenza vaccine is against the circulating viruses. The first study in the series was designed to obtain a rapid estimate of the effectiveness of the vaccine against influenza like illness while the flu season was still underway. Assessing influenza vaccine effectiveness presents unique challenges because circulating influenza viruses and influenza vaccine vary from year to year.

Ideally, for flu vaccine effectiveness studies, researchers plan well in advance. Study participants are enrolled before the flu season begins; those who are going to be vaccinated receive their vaccinations before influenza arrives in the area; all suspected cases of influenza are confirmed by laboratory testing; and both vaccinated and unvaccinated persons are followed throughout the influenza season.

This is the first time CDC has conducted such a study in the midst of a flu season. CDC decided to undertake this rapid study to see if it would reveal any information that would help the public, physicians and public health officials make decisions about the use of influenza vaccine, antiviral medications, or other preventive measures.

Results of the study

This initial study showed that the 2003-2004 influenza vaccine was not effective or had very low effectiveness against "influenza-like illness" in a group of health-care workers in Colorado. However, the study does not provide sufficient information to conclude that the vaccine is not effective at all against the dominant circulating influenza strain.

"Influenza-like illness" is a broad definition that includes people with influenza, but it may also include people with colds and people who are suffering from respiratory illness not caused by influenza.

This study provides us some limited information about the effectiveness of this year's influenza vaccine. The tradeoff for immediate information is the inability to

obtain complete information. Results from additional studies, now underway, will be necessary to further gauge the effectiveness of this season's vaccine. Additional studies to determine the effectiveness of the vaccine against laboratory-confirmed influenza and influenza-related hospitalization are underway. In previous years with drifted influenza virus strains, such studies have demonstrated the effectiveness of the vaccine against laboratory confirmed influenza and influenza-related complications, even when no effectiveness is demonstrated against influenza-like-illness. Results from other studies are expected in late spring or early summer 2004.

CDC Vaccine Recommendation

CDC continues to recommend that people, particularly those who are at highest risk of complications from influenza, and their contacts, get vaccinated if they have not yet done so because:

1. The study was limited
2. The vaccine likely still offers protection against lab-confirmed influenza and flu-related complications
3. The influenza A (H1N1) and influenza B strains may cause illness later in the flu season.



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Continued From Page 31

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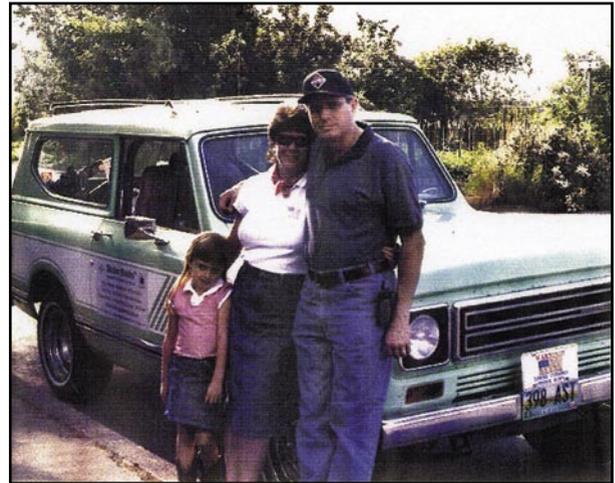
In the Winter of 1997, the garage air was cold, the cement floor even colder, but the Xerox Document Center that Cyndi Satterlund stood over was warm from printing copy after copy of a popular Farmall H operators manual. Inside the house, the Satterlund's daughter, Jessalyn, was deep in infant slumber. "Time to catch up on orders," thought Cyndi. She carefully examines the manual she just produced. The photos were clear, the text crisp, and the cover an exacting facsimile of the factory manual. Once Scott returned home from work, he would join Cyndi attending to their "other job," Binder Books, until late in the evening.

Binder books began in the mind's eye of Scott Satterlund, a passionate International Harvester collector since childhood and grandson to an International Harvester dealer in Cumberland, Wisconsin. Beginning in 1991, Scott and Cyndi would travel the country acquiring book collections from closing dealerships, auctions, and other collectors. Then they would sell these books to hungry truck and tractor restorers across the United States. Still, the demand for these original IH repair and operators' manuals quickly outstripped the Satterlund's ability to obtain them. Scott, someone who

made friends everywhere he went, negotiated the rights from International/Navistar and Case/IH to reproduce the library of technical material produced by International Harvester. A clever and humorous wit instilled in him by his father, Victor, probably helped in those negotiations.

Cyndi was able to quit her banking job in 1996 and juggled the responsibilities of home, Binder Books publishing business, and soon, the Satterlund's first child. On spring and summer weekends, they would pack the home business into a trailer to attend trade shows and enthusiast events. "Those were difficult years," said Cyndi.

As their reputation for excellent products and superior service spread, the Satterlund's were able to move their publishing enterprise from a crowded garage to a showroom and warehouse, just south of Portland, Oregon. What



Willy Wonka is for candy, Binder Books is for rural life with collector books, restoration parts, farm toys, and all manner of memorabilia.

Scott Satterlund passed away after a short illness in June of 2003, but his vision of preserving the history and products of a great American company continues with a dedicated and knowledgeable staff. Binder Books manuals and merchandise can be ordered through their website at www.binderbooks.com or enjoy their amply stocked showroom at 8196 SW Durham Rd in Tigard, Oregon.



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USDA Announces \$190 Million In Loans To Support Rural Access To High-Speed Internet Technology

Rural Residents In 19 States To Benefit From Improved Telecommunication Technology

Agriculture Secretary Ann M. Veneman today announced, as part of the Bush Administration's effort to expand the availability of broadband technology in rural areas, the approval of 20 rural broadband and telecommunication loans totaling \$190 million to expand access to advanced technology in 19 states.

"President Bush is committed to ensuring that every household in America has access to broadband by the year 2007," said Veneman. "This technology is important for families and businesses to succeed in a global environment."

Veneman announced in January 2003 that USDA would expand efforts to bring farmers, rural residents and businesses greater access to improved telecommunication technology through loans and loan guarantees to rural telecommunications providers. Funds for the program were authorized through the 2002 Farm Bill. To date, over \$206 million in broadband loans have been approved in this program.

The rural broadband access program provides loans and loan guarantees for the construction, improvement, and acquisition of facilities and

equipment for broadband service in eligible rural communities. Priority is given to applications that are proposing to serve areas where no residential broadband service currently exists.

Telecommunication companies like Nex-Tech, Inc. of Lenora, Kansas are improving the capability for rural businesses and farmers and ranchers to compete globally through better access to the Internet. One of their customers, Osborne Industries, shared with Veneman in January 2003, how their local agricultural services manufacturing company is utilizing high-speed connection to better manage and market their products in domestic and international markets. Nex-Tech will receive a \$5.4 million loan to further expand broadband access to 1,400 new subscribers.

Of the \$190 million announced today, \$150 million resulted from funding available through the 2002 Farm Bill. The remaining \$40 million in loans announced came from Rural Development's traditional telecommunications program. Borrowers are required under the traditional telecommunication loan program to ensure that all infrastructure built include broadband capability. Since

the beginning of the Bush Administration, the traditional program has provided \$2.0 billion in funding, providing over 771,000 rural homes and businesses with access to high speed broadband connections.

USDA provides a number of other important tools to advance broadband service in rural America. Included is the Distance Learning and Telemedicine grant program, with funding levels of \$25 million a year during the Bush Administration. USDA has also used a broadband grant program called Community Connect as well as community facilities programs to build connectivity for rural homes and businesses.

USDA Rural Development's mission is to deliver programs in a way that will support increasing economic opportunity and improve the quality of life of rural residents. Rural Development provides investment and technical assistance to finance and foster growth in homeownership, business development, and critical community and technology infrastructure. Further information on rural programs is available at a local USDA Rural Development office or by visiting USDA's web site at <http://www.rurdev.usda.gov>.

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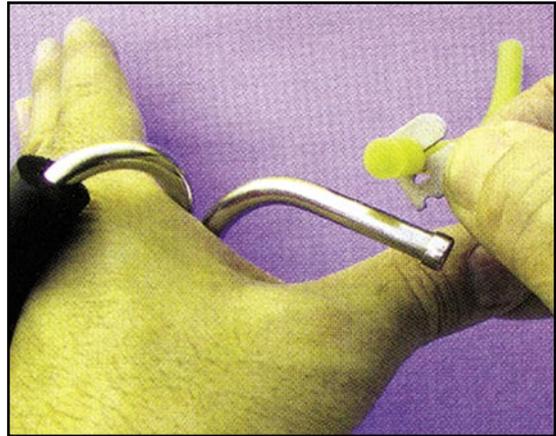
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Memorial Pet Care was established in 1984 to provide Idaho families a caring way to say goodbye to a faithful friend. In 1995 we added a state of the art large animal cremation chamber. This has allowed us to cremate horses and other large animals up to 1650 pounds. We also offer a pick up service anywhere in the United States. We also have the ability to euthanize horses at our facility located in Meridian, Idaho so if the owners would like to bring the horse directly to us in their trailer, they can.

The owner of the horse has the option of having the remains returned to them. We have a large variety of horse urns available. The owner can choose from our basic wooden urn to our highly popular hand painted likeness of their horse on an urn of their choice. If the owner chooses

not to keep the remains, they can send them to our tree farm located in Donnelly, Idaho. This option is one that many owners have chosen to do. They are welcome to visit this site anytime of the year. Our farm consists largely of blue spruce and Scotch pine trees, so regardless of the time of year it is very pretty. The cost to cremate a horse starts at \$595.00 and goes up from there.

The owners of the horse also have the option of burying the remains in our cemetery, located at our cremation facility. The burial includes a headstone with the plot. The cost for burial of the remains starts at \$735.00 and goes up from there. We would also like for owners to know that our memorial wall is nearing completion. This will provide all animal owners a place to remember their friend and companion forever.

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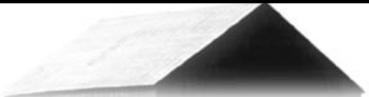
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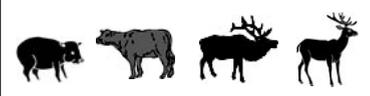
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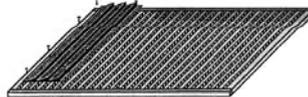
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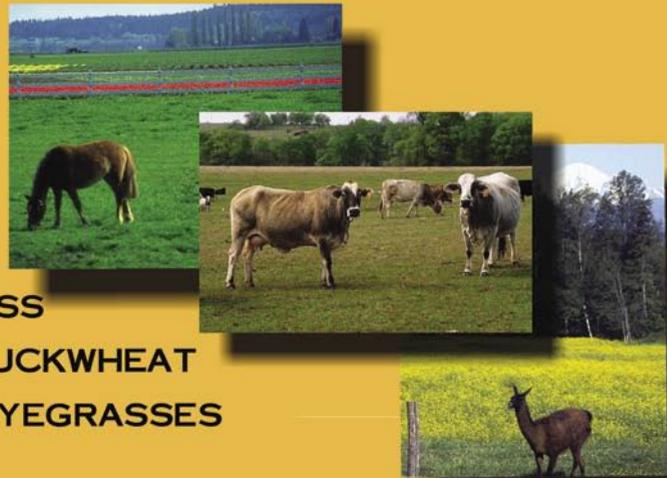
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