

# *Western Farm, Ranch & Dairy Magazine*

The vital resource of the Ag Industry

West/Southwest • spring/summer edition 2011

Arizona / California / Idaho / Nevada / New Mexico / Oregon / Utah / Washington

## **Tree Shear For Skid Steers**

## **Seva: Agriculture Series I Wine Benefit**

## **How to Begin Your Alpaca Business Successfully**

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Photos by Ian McAde - Art Work by Paul Ficca

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Thunderbird Irrigation of Idaho is a manufacturer of the Thunderbird Wheelines that are sold throughout the country. Thunderbird Wheelines are known for their End-Drive Wheel-line System. Thunderbird Irrigation has moved from it's California facility to a newly expanded facility in Idaho and is operating under the name Thunderbird Irrigation of Idaho.

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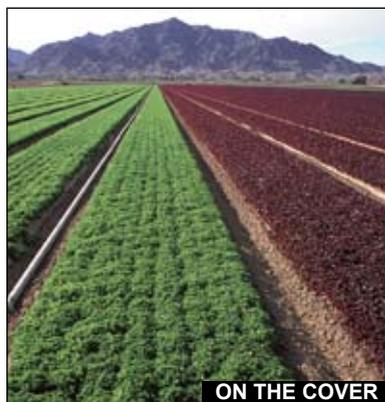
PAGE 6



PAGE 14



PAGE 26



ON THE COVER

Rows of leaf lettuce irrigated by handline sprinklers, Yuma, Az. Photo by Jeff Vanuga, courtesy of National Resources Conservation Service.

Have an article or photo submission? Give us a call at 1-800-330-3482 or e-mail: info@ritzfamilypublishing.com for image and file requirements. (All submissions subject to approval)

## Western Farm, Ranch & Dairy Magazine

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### Agriculture

Shur-Co's Total Tarping Solutions .....	6
"The Eliminator" Incinerator .....	7
Pressurized Exhaust Kills Burrowing Rodents .....	8
Tree Shear For Skid Steers .....	9
Crary Air Reel Fits New Case IH Header .....	10
Agricultural Diesel Solutions Modules: A Smart Investment, More or Less Modules that produce real results, a real solution –	
Agricultural Diesel Solutions .....	11
Seva: Agriculture Series I Wine Benefit .....	12
Stukenholtz Laboratory Inc. Celebrating 38 Years of Agricultural Testing .....	13
Let's All Conserve Hay .....	14
Look Ma - No Wires! Wireless Grain Temperature Monitoring .....	15

### Equipment

Delta-Tooth Harrow - The Shape Of The Future .....	16
Reman Balestacker The Farmer's Time Machine .....	16
Delmas Equipment Making Bale Forks For Over 13 Years .....	16
Phase-A-Matic - Phase Power Anywhere! .....	17
Buy Irrigation Motors and Controls Factory Direct! .....	18
New 2012 models unveiled at Featherlite: New dual flatbed/stock trailer, canoe/kayak trailer, 'Wow Mat' and more .....	20
Scorpion Truck Bed Linings .....	21

### Livestock

Powell Livestock Scale Buying scales factory direct means more money in your pocket .....	22
It's all about the fiber! .....	22
Our First Year in the Alpaca Business .....	23
How to Begin Your Alpaca Business Successfully .....	24
Are You Thinking About Lamas? .....	26
The Skinny on Fat Safely adding fat to your horse's diet .....	27

### Departments

Publisher Information .....	5
Marketplace .....	28
Advertisers Index .....	30

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## Shur-Co's Total Tarping Solutions

The Original Shur-Lok® roll tarp was invented by Shur-Co® over 30 years ago, and it revolutionized the tarping industry by allowing one person to operate the tarp quickly, easily and safely. Originally designed for farm bodies, the system has since been adapted for use on grain trailers, grain carts and wagons, fertilizer tenders and spreaders and end dumps. It remains the most recognized tarp system in the market today.

What makes Shur-Co® tarps a cut above the rest? Shur-Co® tarps are designed using 30+ years of experience. Precision cut to specific patterns for consistency, Shur-Co® quality shows even in the smallest details. Reinforced

stitching adds strength at known stress points, reducing the likelihood of tears. Heat-welded seams seal panels and provide rip-stopping characteristics, allowing for easy repair. Even the Shur-Lok's metal components have received years of scrutiny and continuous improvements. All steel parts are now either zinc plated or galvanized for superior corrosion protection. Aluminum and stainless options are also available.

While the Shur-Lok® fills most of the needs in the roll tarp market, Shur-Co's customers asked for a spool roll tarp but were looking for better quality than was available. In 2009, Shur-Co® added the Cable-Lok™ to its product line. Protection in windy conditions makes it the

choice for applications up to 24 feet long. Available in galvanized, aluminum or stainless configurations, the Cable-Lok™ offers a wide variety of solutions for your tarping needs.

Additional innovations from Shur-Co® include SMARTrailer™ accessories, a line of electric options designed to make farmers more productive and their jobs safer. The 3500 Series Electric Tarp, Pro-Trap® Electric Hopper Door Opener and five-channel SMARTransmitter® can be seen in action at many of this season's farm shows or on Shur-Co's website at [www.shurco.com](http://www.shurco.com). Online ordering of Genuine replacement parts and Shur-Co's SMARTrailer™ options is available at [www.shopshurco.com](http://www.shopshurco.com) 

## "The Eliminator" Incinerator

Exciting new times at Super Nova Mfg., Inc. we are currently in the process of setting up a dealer and distributor network. The company is also adding new items to its product line, which will help to serve the needs of our ever expanding customers.

Sammy Massey is the owner, inventor, designer, and patent holder of all six models of "The Eliminator" incinerator (SN250, SN500, SN1000, SN1500, SN2000, & SN3000). Any of these models can be setup with diesel, L.P. gas, or natural gas.

The Eliminator is the best incinerator on the market today. It's built out of quality materials and quality parts, which provide our customers with many years of high performance, low maintenance, and lower fuel consumption.

To customers and employees, Super Nova promises to abide by its new mis-

sion statement. "Super Nova Mfg., Inc. is committed to the design, manufacturing and service of the most efficient and highest quality incinerators in the world



that exceed the needs and expectations of our customers and government agencies. Further, Super Nova promises to engage in healthy and good business practices by adhering to a strict code of

ethics, honesty, integrity, and creations of everlasting relationships."

Visit Super Nova's website for updates on new products and announcements of dealers and distributors: [www.supernovamfg.com](http://www.supernovamfg.com)

Super Nova makes the following models: SN250 – for animal shelters, veterinarians, funeral homes, & law enforcement  
SN500 – for small poultry & turkey farmers, veterinarians, animal shelters, & funeral homes

SN1000 – for large poultry & turkey farmers

SN1500 & SN2000 – for meat processors & swine farmers

SN3000 – for large meat processors, swine, cattle, horse farmers, & landfills

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# Pressurized Exhaust Kills Burrowing Rodents

The H & M Gopher Control PERC system (Pressurized Exhaust Rodent Controller) uses carbon monoxide from pressurized engine exhaust to kill burrowing rodents such as gophers, ground squirrels, prairie dogs, moles & voles.

According to the company, exhaust gas has long been one of the most lethal and least expensive methods to kill burrowing rodents. But until now there hasn't been an economical, efficient delivery system.

Company owners, Allen Hurlburt and Virginia Massey, said that the PERC system involves a narrow steel wand that is used to probe the burrow and inject pressurized exhaust that fills the burrow in two minutes with lethal concentrations of carbon monoxide before the rodent has a chance to either escape or block the burrow.

An internal combustion engine generates the carbon monoxide and drives a compressor pump that pressurizes the exhaust gas to 115 psi in a stor-

age tank. An air hose and a hand held probe inject the gas directly into the burrow without any digging.

Brand new to the PERC lineup is the PERC 620, a trailer-mounted unit with a 20 hp motor and six reels - each with a 50' hose and hand probe. The 620 features a tandem axle with turf tires. It sells for \$12,950 plus S&H.

The PERC 412 is a trailer-mounted unit with a 13 hp motor and four reels each with a 50' hose and the hand probe. The 412 features turf tires and is designed to be pulled behind an ATV. It sells for \$7,249 plus S&H.



The PERC 206 is a skid-mounted unit with a 6.5 hp engine, two reels with 50' hoses and hand probes. It sells for \$4,595 plus S&H.

The PERC 206T is the skid unit mounted on its own special trailer. It sells for \$4,995 plus S&H.

The PERC system is simple to use and safe for the operator as well as wildlife since there is no poison bait or explosion involved. Crop stands are not damaged during treatment. No other control method is as effective, efficient and as inexpensive to operate as the PERC.

A PERC system can treat moderately infested alfalfa fields at about 3.5 acres an hour with a single operator. Each probed location requires only about 1 to 2 minutes injection time.

Units have been shipped to customers from Southern California to central Canada and as far east as Florida. Though most of the market has been with alfalfa growers, orchard and specialty crop growers have also purchased units. The PERC system is the best solution anywhere burrowing rodents are a problem.

For more information call (530) 667-5181 or visit the website [www.handmgophercontrol.com](http://www.handmgophercontrol.com)

# Tree Shear For Skid Steers

The Lyon Cub Tree Shear is a low-maintenance tree cutter for skid steer loaders that works fast to clear small trees.

Designer Jay Lyon and manufacturer Gene Schendt of G T Metal, LLC in Lawrence, Neb., have received rave reviews on the new tree shear.



Lyon says, "Everybody who's seen it work is amazed at how simple it is, how well it works, and how fast it is. It's perfect for removing small trees along fence lines or clearing second growth cedars out of pastures. Once you have the larger trees cleared out, it's a great maintenance tool for future growth."

The quick-tach tool works best on 3 to 4-inch diameter trees. The partners say they have successfully cut 6-inch diameter trees, but conditions have to be just right.

According to the pair, the unit consists of two 22"-diameter blades made of heavy, high carbon steel, well braced with 18" brace blades. To make them, they modified new rolling cutters off a V-plow and added a good bearing with a center support. You don't have to take the center support out to change the blades, as it's just there to protect the bearings and hub, they point out.

The blades can be easily removed using 5 lug bolts, and they are reinforced on both sides with mild steel discs that bolt to the hub to take the flex out of them.

The blades penetrate the surface of the

ground and cut a small V into the soil, but they don't create a big disruption. It leaves a smooth stump, either ground level or below, depending on operator's skill.

The blades never need to be sharpened. However they will eventually wear down and can become chipped from working in rocky areas, in which case

you just replace the blade.

Retail price for the unit is \$3,200 plus shipping, and the partners are currently accepting dealer applications.

For more information, contact: G T Metal, LLC, Box 187, Lawrence, Neb. 68957 (ph 402 756-7835 or 402 469-2157 (cell), 402 469-2085 (Jay); [gtmetal@gtmc.net](mailto:gtmetal@gtmc.net)). Patent pending.



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moving, increasing profits and reducing fuel expenses. The Air Reel fits most makes and models of combines and now the new 3020 header from Case IH. For more information on the Crary Air Reel or to find out other products Crary offers, please contact one of our harvest specialists by calling 800.247.7335 or by visiting our website [www.crary.com](http://www.crary.com)

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# Seva: Agriculture Series I Wine Benefit

The concept for the Washington FFA Foundation wine benefit resulted from a conversation between Dave Minick, owner of Willow Crest Wine Estates in Prosser and Stewart Padelford, Executive Director of the Washington FFA Foundation about a philanthropic project Dave had undertaken for the Cancer Society. Dave, a former student of Stewart's at Grandview High School and active FFA member accepted the challenge of creating a similar benefit for the Washington FFA Foundation. So began the project which evolved from a single winery, Willow Crest Wine Estates, to include four other Prosser area wineries. The first release will be hosted by Willow Crest Wine Estates. Following the initial release in 2010, McKinley Springs Winery, Pontin del Roza Winery, Mercer Wine Estates and Alexandria Nicole Cellars will host the 2011-2014 releases.

The families represented by the participating wineries include the Minicks, Pontins, Andrews, Rowells, Hogues, Mercers, and Boyles. All five winery owners were former members of the Prosser and Grandview FFA Chapters.

In developing a theme for the project, a common thought of the winery owners was not only to celebrate FFA but also the history of the agriculture industry. The theme of the wine series is Seva: "An Act of Love through Selfless Service" Agriculture Series I. The Washington FFA Foundation selected the name Seva for two distinct reasons. One is that it represents the mission of the Washington FFA Foundation to "provide financial support for scholarships, state leadership activities, career development events and state award programs that recognize excellence in agriculture and leadership." In addition,

it reflects the selfless efforts of former FFA members to give back to an organization that provided lifelong agriculture and leadership skills. A coordinated effort between the Washington FFA Foundation and Creative Marketing Consultants of Columbia Basin Community College in Pasco was used to develop the wine marketing plan.

The Seva Agriculture Heritage Series I is a five year, numbered, limited edition of premium red wine blends featuring a portrait of our agriculture heritage through a progressive series of label panels. Each label stands alone, but only standing together is the greater picture revealed. Five hundred fifty two 750 ml bottles will be produced. The project will also produce 60 magnum bottles. The magnums will be numbered and signed by the winemaker.

The initial release of Seva was June 5,

2010. The cost of reserving a five year numbered series is a \$100.00 donation to the Washington FFA Foundation which can be paid on the FFA Foundation's secure PayPal site at: [www.washffafoundation.org](http://www.washffafoundation.org) or by mailing a check to the Washington FFA Foundation at: P.O. Box 14633 Tumwater, WA 98511-4633. After the donation process is complete, e-mail [unclebill@willowcrestwinery.com](mailto:unclebill@willowcrestwinery.com) or phone (509) 786-7999 and the staff will assign you a numbered series and take your order

for the 2010 release of Seva. Early reservations will likely allow you to select series number of your choosing. Individual bottles are also available for purchase. For a small shipping fee, the wine can be shipped directly to your door steps (if direct shipment laws allow).

All proceeds from reserving your numbered series will go directly to the Foundation to support Washington FFA Association programs. The cost of a bottle of Seva will be \$30.00 per bottle

for the 750 ml bottles and \$75.00 for the magnums. Ninety percent of the income generated from the sale of each bottle of wine will go directly to the Foundation.

Please contact the FFA Foundation at [info@washffafoundation.org](mailto:info@washffafoundation.org) for further information on this project or check out the Seva page of the FFA Foundation website. The Washington FFA Foundation encourages you to register on their website in order to get updated information regarding future FFA Foundation events. ☞

## Stukenholtz Laboratory Inc. Celebrating 38 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 form 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 Laboratory's webpage: [www.stukenholtz.com](http://www.stukenholtz.com). To improve their service, Joyce and Dale Stukenholtz expanded the laboratory 11 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 29 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.

Stukenholtz Laboratory continues with research and improvement. In conjunction with the Idaho Crop Production Association and University of Idaho CFEP research project, Stukenholtz Laboratory 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 37 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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Contact: Paul Stukenholtz, Consulting Agronomist  
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E-mail: [frontoffice@stukenholtz.com](mailto:frontoffice@stukenholtz.com) Website: [www.stukenholtz.com](http://www.stukenholtz.com)

# Let's All Conserve Hay

By Steve Hodgen

As the summer months wane, along with the pasture forage for your horses, it's time to start thinking about feeding hay again. Before you do, you need to ask yourself if you're going to go through the same old routine of seeing your hay go to waste or are you going to make a change. You know the story, put a bale of hay out and watch your horses pull it out and stomp it into the mud.

If you're like most people, (including me at one time), you're wasting anywhere from 40 to 50% of your hay every year. Here in the Midwest, we've had a pretty good year for growing hay. Prices have remained low and the quality is excellent. Ask someone in Texas how their year was and you'll get a different answer (maybe even a punch in the nose). The same goes for people in

the Northeast and the Northwest. Either too much rain or no rain at all has made buying hay a miserable experience. And don't think you're safe in the Mid-



west either. Those other people have to get their hay from somewhere and that means we have to ship it to them. This drives the price up for everyone. Here at Sunny Meadow Farms in Fountain-town, Indiana, we knew it was time for a change. We decided to invest our money in the "H-8" big bale feeder for horses from Klene Pipe Structures of Greensburg, Indiana. Not only has it

cut our hay waste to practically nothing, the safety and durability of this feeder is unparalleled. We bought our first "H-8" in the fall of '07 and were so pleased that we bought a second one in the fall of '08. Let's All Conserve Hay By Steve Hodgen To me, free choice is the best way to feed your horses and this feeder is perfect for that. You can leave your hay out 24/7 and because you can easily attach a roof and your hay sits on a deck 2' off the ground, you don't have to worry about your hay getting wet or moldy. You can also latch the grills up when you want to stop feeding for any reason. No mold, no stirring up hay dust and no waste, what more could you ask for? Made out of heavy gauge steel tubing and built on skids for portability, the "H-8" weighs over 1000 pounds; your horses aren't going to be abusing this feeder.

When I find a product I like, I want to let other people know about it. That's why I didn't hesitate when I had the opportunity to write this article. I just hope that this will help others who suffer from the same problem that I had.

You can find more information at Klene Pipe Structures, Inc. 800-876-9721 or [www.klenepipe.com](http://www.klenepipe.com)



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# Look Ma – No Wires! Wireless Grain Temperature Monitoring

Technology abounds in agriculture today – variable rate fertilizer applications, auto steering, precision planting, GPS spraying and harvesting to name a few. Managing your stored grain now offers some exciting new technology as well.



A producer can monitor stored grain without leaving the house or from any location that has Internet service. Tri-States Grain Conditioning, Inc., headquartered in Spirit Lake, Iowa, now offers two wireless systems that can make monitoring stored grain easier and faster than getting that second cup of coffee. Using TSGC temperature cables to give a complete temperature profile of their bins, producers will be able to monitor their grain more efficiently and with greater accuracy than ever before.

The SafeTrack Wireless Grain Temperature Monitoring System can be programmed to automatically take temperatures and save them for later viewing. Grain temperature history reports are also available to be printed out. Each individual bin can be set to specialized temperature parameters to accommodate various crops. Instead of taking 2 to 3 hours for a large operation, reading temperatures can now be done in minutes!

This wireless system utilizes line of sight (1 to 2 miles) radio communication between the bins and the base transmitter to monitor temperatures from TSGC temperature cables (as well as grain depth). It requires power at the transmitter location on the bin, and may be run either manually or automatically, locally or over the network/Internet, for anytime, anywhere monitoring.

Another option is the GrainTRAC remote bin monitoring system. This system utilizes a cell phone modem to transfer data from the TSGC temperature cables to an internet website, [www.wagnet.net](http://www.wagnet.net). The producer is given a user name and a password to ensure privacy. Once logged onto the website,

Continued on page 31

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## Delta-Tooth Harrow The Shape Of The Future

Invented in 1988 by a Colorado rancher, the Delta-Tooth Harrow brings new life to an old implement. Totally redesigned to eliminate the problems inherent in other flexible harrows, the Delta-Tooth consists of a series of cast triangles and connectors bolted together in a pattern. This unique design allows for very tight tine spacing, more weight per foot, and superior longevity, creating the most versatile

harrow ever built. A quick comparison between the Delta-Tooth harrow and others:

Will it tangle? No, regardless of how roughly it has been used or how old it is, it will never tangle. Is it easy to repair? Yes, if needed the harrow can be repaired right in the field with two small wrenches. Does it self clean? Yes, because it is heavier and travels with a shaking motion, trash will accumulate to a certain

point then the harrow will roll it out. Can it be pulled at high speeds? Yes, speeds up to 15mph are common.

Distributed by Hi-Valley Manufacturing in Kremmling Colorado, the Delta-Tooth Harrow is custom assembled to each customer's exact need. We offer three bolt patterns, and custom widths to fit every budget. For more information please contact Dave or Chris Sammons 970-724-9488. 

## Reman Balestacker THE FARMER'S TIME MACHINE

The most efficient method of square bale picking and stacking available on the market today. Timing is everything especially when it comes to hay and straw cash cropping. There are so many variables like weather, temperature and time, so getting high quality forage off the field and into storage FAST means higher profits for your business. With the Reman Balestacker being one of the fastest machines on the market, reaching your highest profits is possible. No wonder farmers call it the

TIME MACHINE.

The Reman Balestacker picks up 3x3, 3x4 and 4x4 square bales effortlessly with no adjustments between different length of bales. The Reman Balestacker picks up and stacks into a tight free standing stack every time. On the strings or off the strings, the Reman Balestacker picks up following the paths of the baler avoiding cross tracking over bumpy terrain at up to 120 bales per hour with a 3 km drive from field to stacking site. The benefits and bales really stack up.

Each feature of the Reman Balestacker is designed with the end user in mind. From the easy to use ergonomic handheld controller to the durability and safety of the machine, the Reman Balestacker was designed and build for you. So whether you are trying to maintain the moisture of your forage or beat the rain to your hay, the Reman Balestacker is the answer for you.

For more information contact Reman sales and service, Listowel, Ontario, Canada 519-291-5025 or visit the website balestacker.com 

## Delmas Equipment Making Bale Forks For Over 13 Years

Have you ever needed to buy a bale fork for your tractor only to find out that they don't make one to fit your particular loader or purchased one only to find out that it is cheaply made and doesn't stand up to the weight or work you think it should? That is the problem I was faced with in 1998.

A friend of mine on a neighboring farm needed a bale fork for his tractor and couldn't find one that fit. Knowing I was

a welder he asked me if I could build him one that would fit. My brother, who works for an equipment company, saw the bale fork I made my neighbor and asked if I could make some for the tractors on his lot. With that Delmas Forks was created.

Now 100's of forks later we can make you a bale fork to fit your hay handling needs. We can make them to fit any loader, round or square bales, 36" or 48"

forks. They weigh less than grapples and are strong enough to lift more than one bale at a time.

There are many other options and can be adjusted to fit your specific tractor. All bale forks come with a 10 year warranty.

For more information call: Eric Wamsley 435-757-8238 or go to our website: Delmasequipmentservices.com or Delmasforks.com 

## PHASE-A-MATIC 3 Phase Power Anywhere!

Phase converters are used when three-phase lines are not available or are cost prohibitive. The phase converter will run virtually any 3-phase machine at any single-phase location. Advances in converter technology have resulted in low price, high performance and reliability closely resembling three-phase line power. This enables us to provide the required power for CNC and other voltage sensitive equipment.

### APPLICATION

Phase-A-Matic, Inc. Rotary Phase Converters run all common three-phase machine shop equipment, providing the power necessary to run all load types - including CNC/PLC, transmitters, lasers, welders, battery chargers, heating

elements, etc. Whatever the load type - motor restive, induction, or transformer load - our Rotary Converter will power it. Bring your request to us and we will supply the right conversion for your application.

### ABOUT US

Product lines began over 46 years ago with the well-known **STATIC CONVERTER**, the workhorse for tens of thousands of regular shop machines, such as mills, lathes, etc. The **ROTARY CONVERTER FULL POWER** line is a true phase converter jointly developed with Baldor Electric and built to our stringent specifications for high performance and proven long-term dependability. It's the quietest rotary converter on the market, and the best

quality available anywhere. It meets your concerns in delivering the critical uptime and reliability your operation requires.

### COMPANY REPUTATION & BENEFITS

Profession, available technical support for proper sizing and installation, consistent product reliability and immediate delivery from stock for most items are core components of the strength of the company and the esteemed reputation.

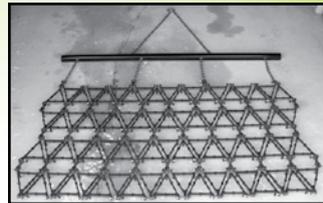
Phase-A-Matic, Inc. phase converters range from 1/3 to 500 HP or more. We have the right converter to meet your needs in delivering economical reliable and true 3-phase power of the highest quality, thus providing the dependability and uptime you must have. 

### Delta-Tooth Harrow

## THE SHAPE OF THE FUTURE

**Advantages of the Delta Tooth**

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# Buy Irrigation Motors and Controls Factory Direct!

Lubbock Electric Co. of Lubbock, TX and North American Electric have forged an alliance to market vertical hollow shaft irrigation motors. The press release states:

North American Electric, Inc. is proud to announce that it has entered into a strategic alliance with Lubbock Electric Company to market its Vertical Hollow Shaft Irrigation Motors as the first step in a larger relationship. Lubbock Electric Company has been appointed as the Master Distributor, Distribution Center and Sales Agent for North American Electric products. Per the agreement, Lubbock Electric will maintain a dedicated warehouse of North American motors in Lubbock, Texas. According

to David Hackman, President of North American Electric, Inc. "Aligning ourselves with the right partner is absolutely critical in order for us to enter the Lubbock market. Lubbock Electric Company has the product expertise and offers the after sales service and logistical support that we need."

Currently, inventory is in place from 50HP through 250HP in Lubbock, with additional ratings through 500HP available in the first quarter of 2011. With this alliance, Lubbock Electric Co. can offer factory-direct pricing, cost-effective freight rates, and factory authorized warranty or modifications.

Along with the motors, Square D pump panels are offered in across-the-line, soft-

start, or variable frequency drive configurations. Please call Tom White at 800-692-4474 for complete details and pricing.

Lubbock Electric Company was founded in 1944 with one service truck and five employees, repairing electric motors. Six decades later, LECO occupies more than 100,000 square feet of office, warehouse and shop space. Eighty-five diversely talented employees operating more than 50 service vehicles work to service an industrial clientele with the highest quality products from the industrial sector's finest manufacturers. Service departments include electric motor rewinding, cotton gin hydraulics, electrical control panel fabrication, and systems integration.

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# New 2012 models unveiled at Featherlite:

## New dual flatbed/stock trailer, canoe/kayak trailer, 'Wow Mat' and more

The new collection of 2012 Featherlite trailers was introduced to its dealer network Tuesday, Feb. 22, 2011, as part of the annual 2-day Featherlite Dealer Meeting. Emerging from the unveiling was an array of enhancements that feature a mix of versatility, safety, value and uniqueness and span across all product lines – horse, stock, car, recreational and utility/commercial.

Model 2012 Featherlites will be available at Featherlite dealerships beginning in April. Orders for 2012s can be placed at Featherlite dealerships now.

Multi-functional designs and options One of the versatile new Featherlites is Model 8192, a dual flatbed and stock trailer that gives farmers two trailers in one. Built on a flatbed frame, the trailer features an enclosed livestock topper that is removable for using the trailer for hauling other types of cargo. "This is a great versatile option for haulers of smaller livestock or for those that haul less frequently, such as 4-H families," Featherlite National Sales Manager Randy Lewis said.

Featherlite's recreational/utility trailers serve multiple purposes and now a new optional kayak/canoe rack gives the trailer one more function. The optional rack is easily removable, allowing the trailer to remain versatile for hauling all types of other cargo like motorcycles, ATVs and lawn mowers.

A new 1-car "wedge" option is now available on Featherlite's 20-foot Model 3110 car hauler. This option adds a gradual slope to the trailer to accommodate wider vehicles, such as modified race cars or dually trucks.

Safety a standard fixture Keeping safety a focal point, Featherlite's enhancements to its horse trailers include new standard feed doors on select models, new standard rubber floor mats, optional 'WOW' rubber mats and

a thicker stall pad option.

Horse trailer Models 8533, 9409 and 9407 join the rest of Featherlite's line-up of horse trailers in having Featherlite's standard glass 'Light Flo' drop down feed doors. "This premium window allow up to 90 percent more airflow and light into the horse area, keeping horses calmer and more relaxed while traveling and during loading," Lewis said.

Featherlite horse trailers will now feature a new rubber floor mat that has a lifetime warranty from the mat manufacturer to the original purchaser. In addition to its long life and durability, these horse trailer mats do not absorb urine, making them healthier for horses and easier to clean. The mats provide superior traction, comfort and cushion the trailer's floor. A new optional rubber floor mat, the 'WOW Mat', is available in Featherlite horse trailers. In addition to the benefits of Featherlite's new standard floor mats, the new 'WOW Mat' includes knobs strategically located underneath the mats to give even more absorption and cushion. This means horses are calmer during travel and experience less fatigue.

Featherlite's optional stall pads are now 2" thick instead of 1". "This provides even more cushion, protection and safety for horses during travel," Lewis said.

### Distinctive appearance

A range of external innovations enhance the aesthetics of Featherlite trailers for 2012. Among the new options is a distinctive, bright back lit feather and silver aluminum wheels. Also unveiled at the Dealer Meeting is a Model 1610 with polished panels on the bottom of the trailer's exterior.

Another unique configuration highlighted was a bumper pull horse trailer with a front cooking area. The flip-up door in the front houses a cooktop stove,

microwave and sink for outdoor entertainment and cooking at horse shows. Inside the trailer is a .9 cubic foot refrigerator, 19" LCD TV/DVD, cabinets and radio/CD player. The trailer features an awning, exterior speakers, porch lights and more.

### More options for farmers

Giving more options to farmers was also a focus with this year's product revamp. Model 8270 semi stock trailer is now available in any length starting at 34 feet. This gives farmers and commercial haulers more choices when opting for a durable, all-aluminum trailer for hauling their livestock.

New optional flooring from Rumber® is now available in Featherlite livestock trailers. The Rumber floor, which comes with a 10-year warranty, serves as a cushioning surface for livestock, giving them firmer footing and minimizing the risk of injury and stress on joints. It's quieter for livestock when entering the trailer, will increase the value and life of the trailer due to its durability and is UV and water resistant.

### Rear camera and more

The introduction of a camera and rear motion sensor makes maneuvering a trailer and backing up easier and safer for the driver. Another convenient option is the keyless entry available on trailer doors.

Other options and enhancements for 2012 include a 5-horse "lite-priced" Model 8533, optional Nudo® flooring in car and recreational trailers, a new modular cabinet option in car haulers, a maximum length of 36 feet on Model 1585 and an easy-to-use cable assist rear ramp option on Model 1610, among others.

### Additional information

For more information, see a Featherlite dealer or call 800-800-1230 for a free brochure or go to the Featherlite website at [www.fthr.com/tnews](http://www.fthr.com/tnews).

# Scorpion Truck Bed Linings

Scorpion Truck Bed Linings ([www.ScorpionLinings.com](http://www.ScorpionLinings.com)) is proud to announce in 15 year anniversary on 2011. Scorpion started as a small Midwest-



ern coatings contractor in 1996 and through the years has grown to be one of the largest manufacturers and distributors of specialty polyurethane coatings ([www.ScorpionCoatings.com](http://www.ScorpionCoatings.com)) in the world. Scorpion currently exports to over 30 different countries in all parts of the world, and we have registered well over 2,000 applicators in the US alone over the last decade and a half.

Scorpion has been able to experience growth in such a competitive market because it is unique. The coatings we sell are all non-hazardous, and environmentally friendly. Our application methods are highly cost effective, with the spray units costing around \$100 as compared to the \$25,000 price tag that our competitors levy against their customers. Scorpion also does not charge and franchise fees to its dealers, feeling that they know how to better spend their money that the company does.

Starting in 2008, Scorpion launched its first retail brand, Al's Liner ([www.AlsLiner.com](http://www.AlsLiner.com)). The brand uses much of the same technology as its professional system – just designed to allow a person who would rather do it themselves the ability to do so. The brand has rapidly grown since its inception, increasing sales by over 200% every year.

Scorpion latest launch is Scorpion Window Film ([www.ScorpionWindowFilm.com](http://www.ScorpionWindowFilm.com)). With this line, Scorpion has used the connections it has gained over the last fifteen years to partner with some of the largest and best known window film manufacturers in the world. The highest quality and the lowest price is an ideal that Scorpion has always chased, and the window film is no exception.

[www.farmranchdairy.com](http://www.farmranchdairy.com)

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## It's all about the fiber!

Many fiber enthusiasts find that the alpaca business is ideal for them. Alpacas are shorn every year. Most breeders shear in the spring. Shorn with sharp, well-oiled sheep clippers, alpacas can stand upright or be laid down. 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. Co-ops pool fleeces and collectively manufacture sweaters, hats, scarves, gloves, socks, and other items for wholesale and retail distribution.

Two distinct alpaca breeds create two types of fiber. Huacaya (wa-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, string. Huacaya fiber is commonly used in knit and crochet applications, but can also be used to fashion felt or quilt batting. The Suri (SUR-ee) 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 fiber 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 sometimes crafted from suri alpaca fleece.

Making alpaca fiber even more desirable, it is organic and naturally flame retardant. Containing no lanolin, this fiber is also naturally hypo allergenic. Most people who are sensitive to wool find that they can wear alpaca without the itching or irritation they feel from wool because alpaca fiber is smooth. Alpaca fiber comes in 22 natural colors, yet can be dyed any desired shade.

Because of its soft texture, alpaca fiber is

sometimes compared to cashmere. Alpaca is stronger, warmer and yet lighter than wool. This is because alpaca fiber has a hollow core that provides it great thermal properties within extremely lightweight garments. This characteristic also allows alpaca clothing to breathe and wear more comfortably during any season.

Additional performance characteristics include: stretch, water repellency, and odor reduction. For travelers, clothing made from alpaca is desirable because it is wrinkle-resistant.

In today's marketplace, alpaca is used to create long-lasting fashions that are both useful and desirable. Alpaca fashions are present in some of the most prominent stores and catalogs throughout the United States and elsewhere around the world. Its use by designers is increasing, as they recognize the many positive attributes of alpaca. Wholesale distributors provide convenient opportunities for retail buying agents to add the latest alpaca fashions to their store inventories.

An ever-growing American herd and source of fiber is on the horizon for this sustainable industry. To learn more about the alpaca industry or locate a farm near you, visit [www.alpacainfo.com](http://www.alpacainfo.com). 📞

## Our First Year in the Alpaca Business

By Beth & Zach Correa, Kama'aina Alpacas, Enumclaw, WA

How do you get started in the Alpaca Business? We thought we would share our first year to give you an idea. We started with a livestock background (Thoroughbred Race Horses), which gave us a jump-start!

What knowledge did we carryover from our horse business?

- Get a "good team" –financial planner, accountant, mentors, vet, insurance agent, etc.

- Keep separate checkbook, credit cards, expenses for the new alpaca business

- Start with good stock and breed to the best that you can – matching each dam to the appropriate stud

- Divide and Conquer. Beth focused on the animal health and Zach focused on the research side (pedigree, auction results, show results, registration info) What did we learn beyond what we knew from the horse business?

- Create a new brand / image and market that as much as possible!!!!

- One of the big marketing opportunities we used was the alpaca show system. We both have full time jobs so we had to make choices, we opted to only attend the highest level shows (Level IV and V)



–we wanted to compete with the best

- Found good farm, buying pregnant females with near term births (faster ROI)

- Differences in health management of the alpacas vs the horses by attending seminars and asking questions

- Learn all about the whole reason we raise these animals..... their fleece. We again read, attended seminars, asked questions and volunteered at shows! We learned we needed a farm store – you can sell alpaca socks to your friends/family but maybe not yet sell them an alpaca. We turned our first "clip" into products, but this did not create much inventory, so we bought more product wholesale.

We hope this helps those of you in the livestock business already on how easy the transition to raising alpacas can be! Kama'aina Alpacas is dedicated to assisting new clients in setting up their alpaca ranch. From education about the industry to helping make the right decisions when purchasing their foundation herd, it's all about helping clients get started raising alpacas. 📞

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# How to Begin Your Alpaca Business Successfully

Raising alpacas is a growing industry. It's easy to see why. The animals are gentle in nature, require minimal land, and can provide an exciting business opportunity. Educate yourself and take advantage of the many alpaca resources available.



Alpacas are beautiful, intelligent, and docile animals. Cousin to the llama, adult alpacas are smaller and stand about 36 inches at the withers; they weigh between 150 and 200 pounds.

Originally from South America, the United States first commercially imported alpacas in 1984, and today there are more than 150,000 registered in the United States and Canada. Once an Incan civilization treasure, alpacas provided clothing and transportation.

Although almost physically identi-

cal, the two types of alpacas are distinguished by their fiber. The Huacaya (wa-Ki'-ah), the more common, has a fluffy, extremely fine coat. The Suri (surrey), the rarer, has fiber that is very silky and resembles pencil-locks.

Shorn every twelve to eighteen months,

Neck posturing, ear and tail positioning, and head tilt are other communication methods.

The average lifespan of an alpaca is 20 years, with a gestation period of 11.5 months. Female alpacas normally give birth, without assistance, in the daylight hours. Single births are typical, but twins are possible. The most recent figure notes that 1 in 2000 is a twin.

## Getting Started

Begin your successful alpaca farm operation by educating yourself. Gather as much information from as many resources as possible.

First visit alpaca farms in your area. Local breeders will gladly answer all your questions and share helpful information about their start-up experience. To find an alpaca farm near you, visit [www.alpacainfo.com](http://www.alpacainfo.com) and click on the "Farm and Ranch Locator" link. You can also order an Alpaca Owners Guide by clicking the "Request Information" link or by calling (615) 834-4195.

The Alpaca Owners Guide (AOG) is a must for potential new breeders. This handy color catalog contains extensive information and a list of alpaca farms or ranches to visit near you. The Alpaca Owners Guide is a valuable tool for researching the alpaca industry. It includes articles about the history of the alpaca, frequently asked questions, how to get started in the alpaca business, the financial considerations, the alpaca industry today and alpaca farms listed by region and by state.

This material is made available by the Alpaca Owners and Breeders Association (AOBA). AOBA is the driving force of the alpaca livestock industry and is an excellent resource for information about the North American alpaca industry.

AOBA can provide the information necessary to help you understand what the alpaca community is all about; al-

paca breeders are a unique, dedicated group. For some, alpacas are a primary source of income. For others, they are a part-time business venture. Young couples with children can enjoy the benefits of owning and caring for alpacas as a rewarding family experience. People who have raised their kids and are seeking a business and lifestyle to enjoy



as they approach retirement are often owners. Whatever the personal reason, alpacas undeniably are pleasurable and can bring the potential for a rewarding lifestyle and business opportunity. And AOBA can help you get started.

Another great way to learn about alpacas and the alpaca industry is to attend AOBA certified shows and events. These shows are national, regional, and local. For a complete list of upcoming shows, visit [www.alpacashows.com](http://www.alpacashows.com) and click on "Upcoming Shows".

The biggest alpaca event of the year is the AOBA National Show showcasing over 1,000 alpacas. It will be held in Denver, Colorado on May 20, 21 and 22, 2011 at the Denver National Western Complex. Admission is FREE and open to the public. The National Show is the largest AOBA certified halter and fleece show. Breeders and guests witness the inner-workings of the alpaca industry and learning never ends. There is no better place to buy, sell, and learn about alpacas, apparel, and a variety of alpaca-related materials.

There are also several regional and local shows and events. To find a complete list of events, visit [www.alpacainfo.com](http://www.alpacainfo.com)

and click on "Event Calendar".

Once you have visited a local farm, read the Farm and Ranch Guide, attended a few alpaca shows, it's time to fully immerse yourself among the thousands of others who love and raise alpacas. Join the Alpaca Owners and Breeders Association (AOBA). Be amongst the warmest and welcoming community of



about 4,000 with members throughout Canada and in all 50 states, including Alaska and Hawaii.

AOBA membership has many benefits. You can join as either an Associate Member or a Farm Member. Every member receives a subscription to Alpaca Magazine. Established in 1990, this quarterly magazine is now 20 years old. Standard, in-depth articles often include topics of alpaca health, tax-related information, innovative ways to

market your animals and end-products, and more. Published three times a year (two semi-annual issues plus one special Herd Sire edition), Alpaca Magazine also has several advertising opportunities, which is a wonderful way to market your farm or ranch, while staying in-touch with financial trends. Alpaca Magazine has a strong reputation within

the alpaca industry and beyond.

The AOBA lending library is one of the largest alpaca-related libraries in the world. AOBA's Marketing Committee has produced several resources to purchase or to borrow. Topics include everything from care, feed, and nutrition to how to raise your alpaca in general.

Once again, the best way to learn more about alpacas is to visit a farm or ranch. Visit [www.alpacainfo.com](http://www.alpacainfo.com) to locate one near you. 

**Alpaca Owners and Breeders Association 2011 National Show**  
May 20 – 22, 2011 at the Denver National Western Complex in Denver, Colorado. This premiere alpaca event will feature over 1,000 alpacas from throughout North America and is FREE to the public!

Hours:

Friday 8:00 a.m. – 5:00 p.m.

Saturday 8:00 a.m. – 5:00 p.m.

Sunday 8:00 a.m. – 4:00 p.m.

The National alpaca auction will take place on Friday from 1:00 p.m. – 6:00 p.m. Admission is free and a cash bar will be available.

# Are You Thinking About Llamas?

By Cheryl Juntilla

Llamas and alpacas have been raised as livestock for hundreds of years in South America and over the past several decades have become quite common in the United States and Canada. Both llamas and alpacas are members of the camelid family and are collectively referred to as “llamas” with only one L. They have many similarities, but one of the questions most often asked of llama owners is “what is the difference between llamas and alpacas?”

The most important physical differences between llamas and alpacas relate directly to the purposes for which they are used. Alpacas are primarily raised for their fiber, which is as warm as wool, but much lighter and very soft. Llamas also produce fine fiber, but can also be used as pack animals so they are generally larger and have straighter backs than alpacas. A well-conditioned pack llama can carry a substantial amount of weight and several llamas can be led in a pack-string which allows one person to take a lot of supplies into the backcountry. Hiking with llamas enables campers to experience wilderness areas closed to motor vehicles without carrying all of their gear in heavy backpacks. Llamas

have soft pads on the bottoms of their feet and have little or no impact on trails. Because of their keen sight and hearing, llamas are also used as guard animals for other livestock. Some llamas can even be trained to pull carts. Both llamas and alpacas work well with children and are often used for 4-H projects.



While alpacas are typically smaller than llamas, it should be noted that there can be quite a bit of variation in the size of llamas. Some llama breeders seek to produce large, athletic animals for packing, while many others are now concentrating on fiber production. Both llamas and alpacas produce different types of

the fiber. Most llama fiber has crimp and loft, but there are also suri llamas and alpacas which have a slicker type of fiber that drapes elegantly like silk.

There is so much variety available now in the llama market that a potential buyer really needs to think about why they are purchasing llamas or alpacas and look for animals to suit that purpose. Llamas can live more than 20 years, so should be considered a long-term commitment and not be purchased on a whim. It is important to do some research and get as much information as possible before making a decision. Local and regional llama and alpaca associations are good sources for information and many have websites.

One excellent regional association is the Rocky Mountain Llama and Alpaca Association (“RMLA”). It was formed in 1982 for the purpose of educating its members and the public about llamas and is one of the oldest non-profit llama organizations in the country. RMLA sponsors or is involved with dozens of llama-related events and shows every year, including the National Western Stock Show, the Estes Park Wool Market and the Fairplay Llama Race. Its publications include a quarterly newsletter and the book *Caring for Llamas and Alpacas*, which is a valuable resource for both new and experienced llama owners and considered a standard in the industry. RMLA’s library has one of the most comprehensive collections of llama-related books, videos and other publications in the country, all of which are available to members. More information about RMLA and llamas can be found at [www.rmla.com](http://www.rmla.com).

So if you are thinking about getting involved with llamas, or alpacas, or both, please also consider getting involved with the local or regional llama association closest to you. Even if you have a lot of livestock experience, there is much about caring for llamas and alpacas that is unique to camelids and can be best learned from other llama owners. Joining an association also provides valuable networking opportunities and priceless social connections.

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# The Skinny on Fat

## Safely adding fat to your horse’s diet

by Dr. Rob McCoy and Carolyn Brady

The benefits of dietary fat in the equine diet are well documented. Horses on high-fat diets will perform longer without fatiguing, incur fewer injuries, and maintain body weight with less grain intake. Those that will benefit most from a high-fat diet are hard-working performance horses that are required to sustain higher levels of activity, pregnant or lactating broodmares, and horses with special needs, such as horses that need to avoid starch.

### Why Fat?

Adding fat to the diet is the preferred way of increasing energy or weight gain because it is a denser source of calories, which means you can feed less grain, but meet the same energy



level requirements. As a comparison, fat contains 2.25 times more energy than either carbohydrates or protein, making it the easiest and safest way to increase the energy density of the diet.

The low-down on lipids...

**Liquid Fat** - One way to add supplemental fat to the diet is with liquid fat, such as vegetable, corn, or soybean oil. Liquid fats are a pure, highly concentrated source of fat, and are very palatable to horses. Quality oils are also rich in essential fatty acids, which promote healthy skin and coat.

**Manna Pro's Equine Fat Supplement** is a blend of refined soybean, corn, and wheat germ oils. It contains vitamin E, an important antioxidant, which protects against tissue damage. Equine Fat Supplement is a great way to put weight on your horse without having to overload him with grain. In addition it is high in linoleic acid, adding sheen and luster to his coat. Horses love the butterscotch flavor and it can be top-dressed right on top of their grain.

**Rice Bran-Stabilized Rice Bran** is another palatable and convenient way to add fat to your horses diet. **Max-E-Glo** stabilized rice bran is manufactured in the same facility as human rice bran, so it is human grade. Rancidity is a concern when feeding rice bran but **Max-E-Glo** has a guaranteed 1 year shelf life. Plus, it contains natural anti-oxidants, Vitamin E and Gamma Oryzanol.

**High-Fat Diets**—Feeding mixes that already have the fat added is a convenient and reliable way to ensure your horse is getting the proper nutrient to calorie ratio and their essential vitamins and minerals. If you prefer to feed a diet high in fat, look for commercial feeds that have between a 6% to 10% fat content. Manna Pro’s **Super Horse** line of performance feeds offers sev-



eral different high fat formulations, including our **Performance Feeds** with a 6% fat level and our **Elite Feeds** with a 10% fat level. **Super Horse Feeds**, which are made with Calf-Manna, are very energy-dense, so less grain is required.

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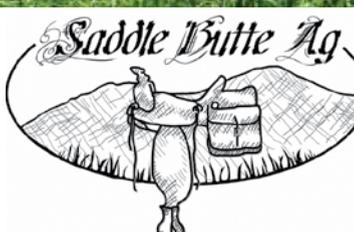
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## ADVERTISERS INDEX

ADVERTISER	WEBSITE	PAGE
Ag Supply Company	www.ag-supply.net	29
Agri - Lines Irrigation, Inc	www.agri-lines.com	14
American Wholesale Co	www.awrco.com	29
Area Diesel Service, Inc.	www.areadiesel.com	11
Art's Service Inc		28
Art's Way Manufacturing Co Inc	www.artsway-mfg.com	12
Bootsma Mfg	www.bootsma.com	3
Brews Brothers Pub	www.brewsbrothersonline.com	14
Colorado Hay Probe	www.udyone.com	29
Connell Grange Supply	www.connellgrange.com	30
Crystalyx	www.crystalyx.com/feedlimitfinder	26
D & S Tire Sales	www.dstiresales.com	10
Dairy Realty	www.dairyrealty.com	29
Davey - Joans		21
Delmas Equipment Services	www.delmasforks.com	21
Eaton Drilling & Pump Service	www.eatondrilling.net	29
Fairly Reliable Bob's	www.fairlys.com	31
Farm Bureau Mutual Insurance Company of Idaho	www.idfbins.com	28
Farmore of Idaho - Twin Falls	www.farmoreofidaho.com	9
Fehr Cab Interiors	www.fehrcab.com	11
G.J. Verti-Line Pumps Inc		29
GT Metal LLC		9
H & M Gopher Control	www.handmgophercontrol.com	8
HCL Machine Works	www.hclmachineworks.com	31
Hesperia Feed Bin	www.purinamills.com	29
Hi-Valley Manufacturing	www.deltaharrow.com	17
Huseby Custom Boots	www.husebycustomboots.com	28
Kahn Steel Co.	www.kahnsteel.com	28
Kama'aina Alpacas	www.kamaainaalpacas.com	23
Kanamak Hydraulics, Inc.	www.kanamak.com	31
Kern County Tractor Parts	www.kerncountytractor.com	32
Klene Pipe Structures	www.klenepipe.com	8
Lehman Brothers	www.lehmanfarms.net	8
Lubbock Electric Company	www.lubbockelectric.com	18
M & M Metals		28
Manna Pro Products, Inc.	www.mannapro.com	27
Mission Valley Power	www.missionvalleypower.org	15
Modern Printers	www.modernprinters.net	31
North American Electric, Inc	www.naemotors.com	18
Northwest Propane Sales, LLC	www.nwpropane.net	29
NorthWestern Energy	www.northwesternenergy.com	12
Oxarc	www.oxarc.com	28
Parsons Drilling, Inc		10
Performance Medical		15
Phase-A-Matic	www.phase-a-matic.com	17
Polyfabrics	www.polyfabrics.com	30
Pre-Owned Parts, Inc.	www.pre-ownedparts.com	28
Reman Bale Stacker/Weber Lane Mfg	www.balestacker.com	3
Rocky Mountain Genetics		29
Roeder Implement	www.roederimp.com	29
Saddle Butte Ag.	www.saddlebutte.com	28
Scales NW	www.scalesnw.com	23
Scorpion Protective Coating	www.scorpioncoatings.com	21
Shur-Co.	www.shurco.com	6
Sprayer Specialties Inc.	www.sprayers.com	18
Sprinkler Head Rebuilders LLC		30
Stock Auction Company	www.bigiron.com	30
Stukenholtz Laboratory Inc.	www.stukenholtz.com	13
Super Nova MFG	www.supernovamfg.com	7
Thunderbird Irrigation of Idaho	www.thunderbirdirrigation.com	2
Tire Town Inc	www.tiretown.com	29
Travelodge - Spokane at the Convention Center	www.spokanetravelodge.com	5
Udy Corp.	www.udyone.com	29
VP Buildings	www.vp.com	7
Walinga USA, Inc.	www.walinga.com	19
Washington FFA Foundation	www.washingtonffaoundation.org	2
Williams - Northwest Pipeline	www.northwest.williams.com	6
Windspur Discount Pipe & Irrigation		29

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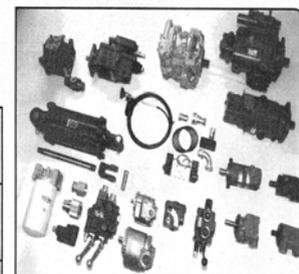


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Continued from page 15

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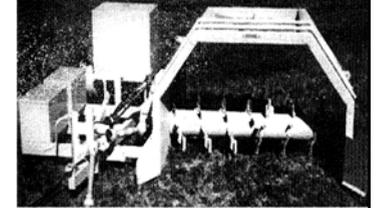
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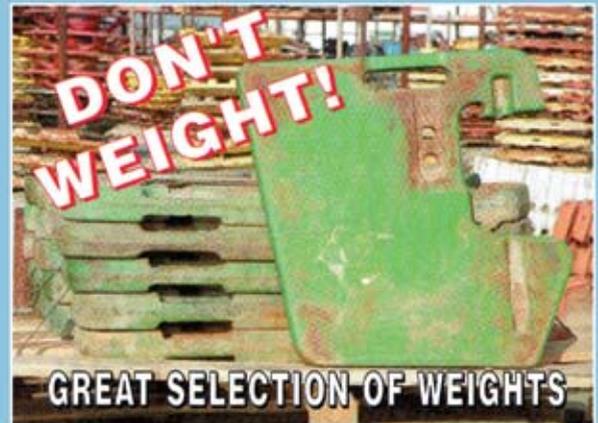
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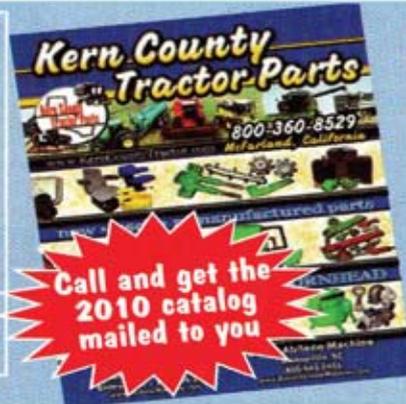


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