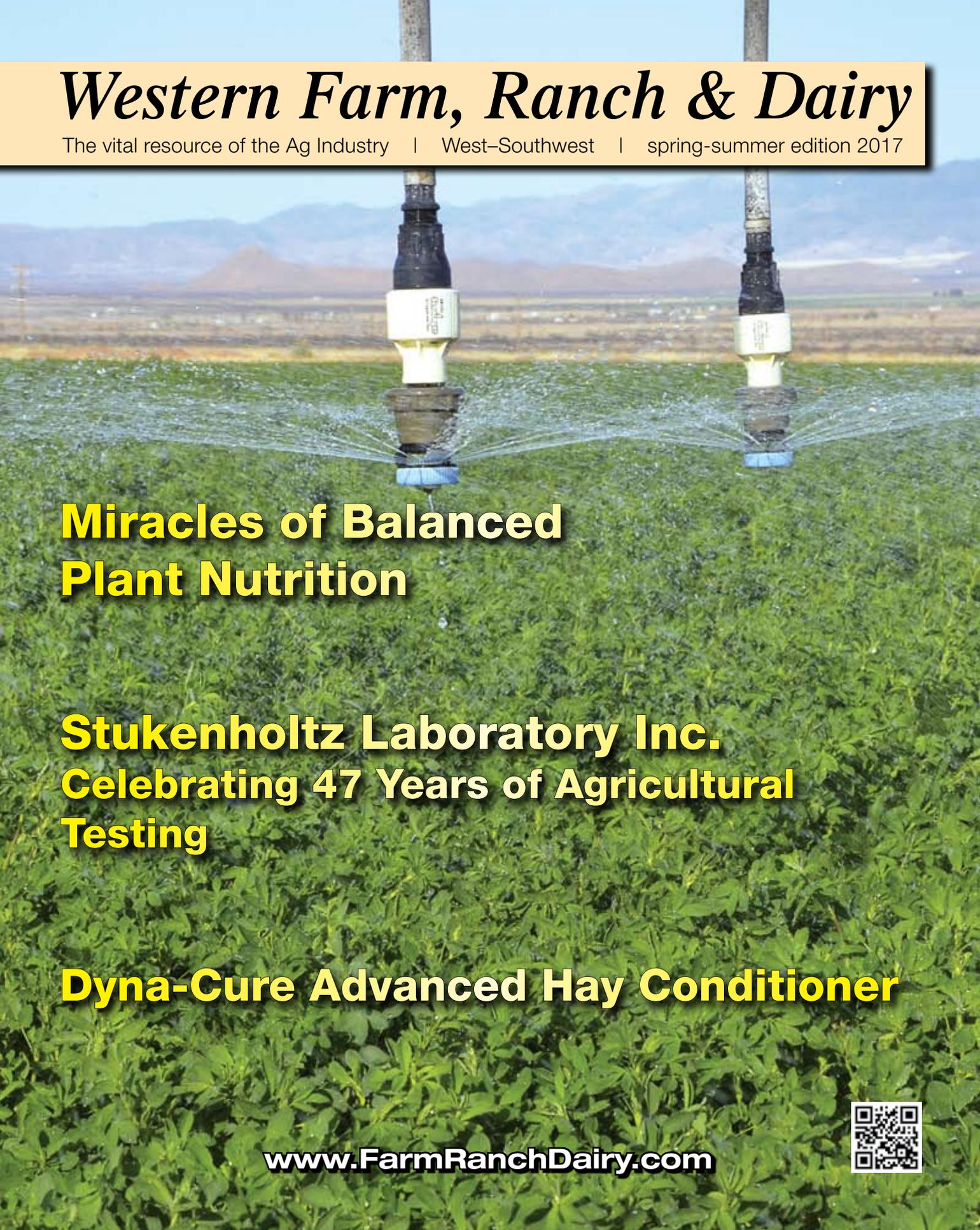


# *Western Farm, Ranch & Dairy*

The vital resource of the Ag Industry | West-Southwest | spring-summer edition 2017

A photograph of a center pivot irrigation system in operation over a lush green field. Two white and black irrigation wheels are visible, with water spraying out from their nozzles. The background shows a vast, flat landscape under a clear sky, with distant mountains on the horizon.

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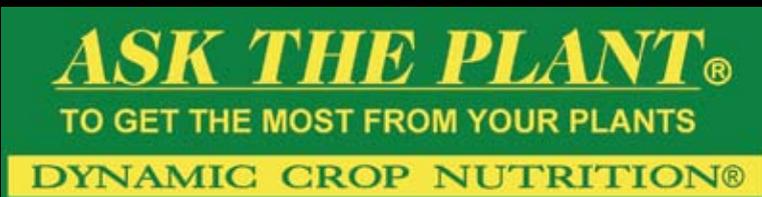


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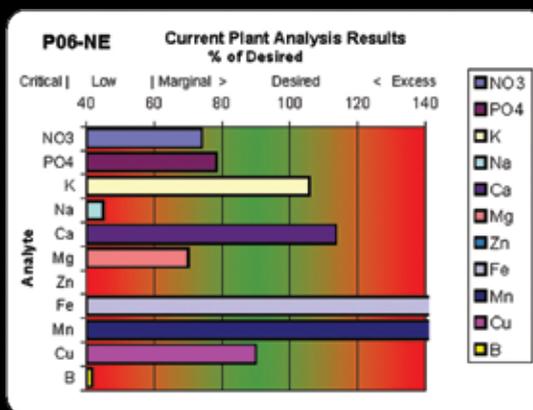


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West/Southwest • spring-summer edition 2017



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Front cover photo courtesy of USDA Natural Resources Conservation Service.

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# agriculture



Photo courtesy of USDA NRCS.

# FARM FOR UNDER 3%!

**B**argain interest rates may be the optimistic news for farmers this year, as both long and short term rates remain at historic lows. But while many lenders cling to old Prime Plus formulas for establishing loan rates, others prove they can do better. "Farmers can borrow substantially under 3%, and close to half of what Prime plus 1% formulas are," according to AGRIfinancial Services, a nationwide lender focusing exclusively on farm lending. Headquartered in Louisville, KY, the company provides an alternative way to borrowing for operating needs, as well as long term fixed rate mortgages.

"It's like a home equity loan, but for farmers," they say. AGRIfinancial Services works with California and western producers in all lines of the industry. Instead of crops or machinery for collateral, farmers use their real estate to back the loan. The resulting benefits pay off with customers.

Not only is the loan rate very low, but the product also offers a 10-year commitment where producers do not have to come in every year, or 3 years to renew the line. Additionally, the loan can be used for farm and business needs – not strictly operating expenses. The loan is priced based on a variable, LIBOR-indexed rate, but farmers can also choose to lock pieces of their debt to a fixed rate if they desire, he explained. All is done inside the loan, without the need for refinancing.

It's quite an amazing loan product and an example of what nontraditional lenders like AFS have been bringing to the market. The company is owned by CGB Enterprises, a major buyer and shipper of farm commodities.

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# Miracles of Balanced Plant Nutrition

## Rising Costs, Falling Commodity Prices and Reduced Availability of Farm Loans Demand Smarter Farming Practices With Higher and More Efficient Production Per Acre.

Noel Garcia, CCA Technical Director, Texas Plant & Soil Lab

Typically, most growers have post-harvest or early spring soil tests performed then apply pre-plant fertilizer based upon the recommendations of the soil report and assume that the one application will pretty much supply the crop's nutritional requirements for the remainder of the season with perhaps supplementing Nitrogen sometime mid-season.

There are several problems with this approach:

1. Much can happen to your fertilizer after it hits the ground to make it unavailable to the crop:

- A. Your native soil chemistry can rapidly tie-up fertilizer components into chemical compounds which the plant can't absorb.
- B. Irrigation water high in mineral salts not only changes your soil's chemistry and damages its structure, but it also neutralizes plant-absorbability of many fertilizers by changing their chemistries into plant-unavailable compounds. Water quality is really critical in spray mixes or fertigation.

**"What's In Your Water Becomes Part Of Your Soil."**<sup>TM</sup>

- C. Chemical interactions between the fertilizer components themselves can render them unavailable to the plant.
- D. Loss due to the weather – leaching due to heavy rain, high soil temperatures, etc.
- E. Volatilization of Nitrogen into the atmosphere – especially true when next year's N is applied in the Fall.

The pre-season soil test provides a starting point for determining what the soil needs to get the crop off to a good start. The soil may have several issues that need to be dealt with in a coordinated manner to ensure the critical early part of the growing season is managed for the best results. But after that...

2. Nutritional demands of many crops vary widely throughout the growing season. **The wrong fertilizer in the wrong form applied in the wrong place in the wrong amounts at the wrong time is simply wasted – along with your money** – often leaching into nearby waterways.

But worse – your crop ends up being malnourished resulting in yields and quality often far below your crop's potential.

And even worse, crop malnourishment results in a stressed crop, making it vulnerable to diseases and insects (requiring insecticides and fungicides) – and requiring more water, making it more susceptible to drought and heat – and to hail damage and to cold (late frosts). "Nature always eats the weakest with bugs and disease." **So, you end up spending a whole lot more to get a lot less.**

3. Popular soil testing methods used today (Mehlich III and others) by most labs extract nutrient compounds that are both plant-available and unavailable to be interpreted for subsequent recommendations to you.

(Sidebar: Reports on some soils often show Phosphorus, Potassium, Calcium or Magnesium as being consistently adequate or high, year-after-year. *How can that be?*)

Most of those soil nutrients that are not lost due to the weather are either absorbed by the crop or are converted to plant-unavailable compounds by native soil chemistry or chemical reactions between themselves. Calcareous soils, particularly, are very efficient in tying-up most nutrients, making them water-insoluble and not immediately available to the plant. Accordingly, these insoluble compounds can build up in the soil over time.

By including at least some of these plant-unavailable compounds in the laboratory analyses, the proportions of what is, and what is not, available to the plant cannot be measured with the popular extraction methods.

This means that the lab has to estimate (guess) what is actually available to your crop, based upon its experience with your soil and render fertilization recommendations often based upon crop nutrition standards published in the early 1950s.

Because interpreting the analysis numbers from the soil testing methods used by most labs is highly-dependent upon the many variations in soil types its clients may have, it is not generally practical for the lab to attempt to calibrate lab numbers against actual plant uptake as can be done using an extraction method that duplicates the way plant roots take up nutrients in any soil.

*And the problem* with relying on 60+ year-old standards is that they do not reflect new varieties, new discoveries in plant nutrition and deteriorated soil quality (especially high soil salts, low organic matter content and collapsed structure).

**All this explains why your soil test reports give you pretty much the same results and recommendations, year-after-year – even as your yields and quality stay flat or decline while your costs go up.**

**Balanced and Complete Plant Nutrition Goes Way Beyond N-P-K**

About 18 elements have been identified so far as being necessary to plants – the number of which depends upon the plant. It has been only fairly recently that the importance of micronutrients (Iron, Copper, Zinc and Manganese) to plant health and quality started being promoted – and a few trace elements have been known for a while to be necessary for certain crops or their consumers. With ongoing research,

discoveries are being made regularly about the importance of heretofore ignored trace elements – most recently, SILICON.

A few years back, Silicon was acknowledged as being “beneficial” to mostly small grains, as it helps prevent lodging by hardening cell walls. However, ongoing research reveals that the benefits to very many crops and soils go far beyond that:

- Insects and disease are discouraged by hard cell walls.
- Research suggests that an extremely thin physical barrier forms on root hairs, thus discouraging nematodes and disease.
- Improves nutrient uptake.
- Improves drought resistance.
- Improves soil permeability.
- Many, many other benefits – and more to be discovered.

*But there's more:* A nutritionally-balanced crop is much better able to withstand stresses put upon it by adverse growing conditions (cold or hot, dark or bright, wet or dry, etc., weather). And – as we've experienced in the field, *maturation time can be shortened by as much as three weeks!*

**When we encounter a field with disease or insect problems, the first thing we want to know about is the complete nutritional status of the crop, especially the secondary nutrients, micronutrients and trace elements – as these problems are typically only symptoms of plant stress brought on by nutritional imbalances.**

But correcting nutritional problems alone won't necessarily fix a field already in distress – especially when there is disease or crop damage. Diseased or damaged plants require some

intensive care.

### A Lot More Than Just The Elements and Basic Chemistry

*Biological Inoculants (microbes)*, sugars, hormones, humates, organic acids and more are game-changers and need to be an integral part of your season fertility program – but especially, **biological inoculants** because the populations and diversity of the native biology in many of today's soils have been decimated.

#### **Biology** – both soil and plant – **does a lot:**

- Converts plant-unavailable soil nutrients into plant-available.
- Controls soil and plant pathogens.
- Conditions soil, regenerating structure.
- Helps remediate salty soil.
- Transforms raw organic matter into humus – a material with complex physical and nutritional qualities – and releases plant-available nutrients during the process. Good levels of humus are essential for thriving plants.
- And a whole lot more...

*Sugars* stimulate biological activity to reduce excessive vegetative growth of plants caused by excess Nitrogen.

*Hormones and Organic Acids* are essential components of accelerating plant development – and are especially effective when dealing with crop damage (due to hail, etc.) and to assist in establishing crops in inclement springs.

We see many times a year, that these other things, in addition to basic nutrition, can restore a hailed-out crop within two or three weeks and very rapidly (often, in one season) turn bad fields from disasters into successes!

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- **PENA\*TRON** enzymes and bacterial system, as an aid to detoxify the soils that have been damaged by over use of chemical can be detoxified. Time, temperature and types of soils are also factors which affect the detoxification by breaking the surface tension of the soil, allowing moisture, water, oxygen and energy to work together to balance the soil environment and produce healthy and high yielding plants.

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## Plant Tests

Plant tests provide you with “closed-loop feedback” about your crop’s nutritional condition – because you really don’t know about how much of your expensive fertilizer has been absorbed by the crop and you don’t know what its immediate needs are for eventual end-of-season success.

Plant tests are actually tissue tests from leaves, petioles (leaf stems - plant sap) or the whole plant. What leaves/petioles are taken, the stage of growth, when they are taken and the crop nutritional standards used are critical as to how lab results are interpreted and reported. The primary difference between labs is in how the lab analyses are interpreted and the recommendations rendered.

Leaf or Petiole? Very generally speaking, leaves contain the historic nutrient content of the plant. Petioles contain the nutrients flowing (plant sap) within the plant as of the moment the sample was taken. With some crops, there are only leaves.

**Many farmers act only after they see visual signs of crop nutritional problems in the field.**

*But the problem there is, by the time problems can be actually seen with the eye, yields and quality have already been lost for the season.* The best that can be done by then is damage control – to hopefully prevent further loss. And “*Hidden Hunger*” is, by definition, invisible...

Plant analysis allows you to correct nutritional problems seven to 21 days *before* they can be seen in the field. Testing is done at specific stages of crop development, ranging from every week or two for fast-growing or high-value

crops to two to five times a year for others. But it is critical that your lab reasonably knows what the nutrient content is supposed to be these days at the stage of growth when the samples are taken.

## More To It Than Nitrogen

We have a number of clients who are interested only in plant Nitrogen content. Even though N-compound tests are cheap and certainly N is very important, from our perspective N-only tests are still a waste of money and effort, as there are so many more critical nutrients to be accounted for. Consider “von Liebig’s Law of the Minimum”.

## Do Your Plant Test Reports Include Everything That Is Important To Your Crop?

We’ve already seen that there are a lot of nutrients required for proper and balanced plant nutrition – only a few of which have been mentioned here – much more than just N-P-K. Accordingly, for you to get a complete picture of your crop’s nutritional status, you need to know about the secondary nutrients, micronutrients and trace elements. Different crops have different nutritional needs and some crops have special nutritional requirements – especially for trace elements.

Does your lab include these in its reports? Does it have plant tests for your specific crop, including its special nutritional requirements? Does your lab have the capacity to interpret the data to provide you with good recommendations?

## Crop Loss: Prevention and Cure –

Very often, crop loss due to late frosts can be avoided or minimized with a correct (and inexpensive) foliar spray applied even within hours of the expected event. Hailed-out crops can also often be quickly recovered with foliar sprays of hormones, sugars, microbial inoculants, amino acids, micronutrients, trace elements and other things.

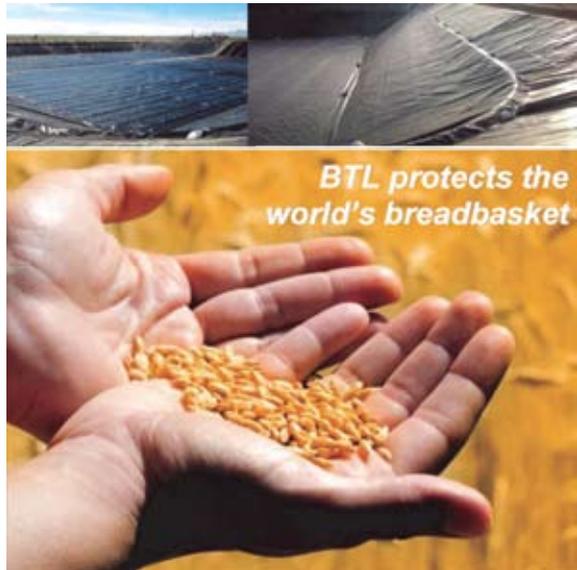
## Comprehensive Plant Tests Are The Cornerstone...

...for maximizing your crop’s potential under the prevailing growing conditions and solving serious crop problems – especially when there are diseases and insects. Your lab should be able to provide you with recommendations for each stage of plant development for a successful season-long crop nutrition program. Providing your crop with balanced nutrition throughout the season is the biggest factor in field performance – and your bottom-line!

## What To Take Away From This Article:

- If your lab’s soil reports and recommendations are pretty much the same, year-after-year, there’s something wrong, someplace.
- If you follow your lab’s plant test recommendations and things haven’t much improved, there’s something wrong, someplace.
- If your fields have disease or insect problems, there’s something wrong, someplace.
- If your yields and quality are flat, mediocre or are generally declining and you’re not doing very well, there’s something wrong, someplace.
- If the quality of your soil isn’t improving with each year, there’s something wrong, someplace.
- The Devil is always in the details – especially the smallest ones.s.

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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 20 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 38 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.



Analysis room at Stukenholtz Laboratory Inc.

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 46 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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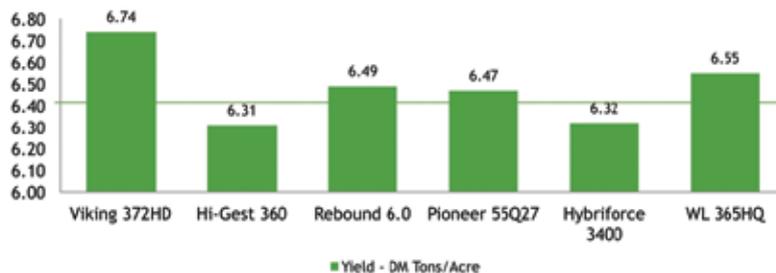
# Viking HD Alfalfas – High Quality for High Production

By Elia Romano, Viking Seed Product Development

For a dairy producer, there's one bottom-line reason to choose an alfalfa variety—milk production. And 2016 trial results indicate that Viking Seed HD alfalfas lead the field when it comes to pounds of milk per acre and pounds of milk per ton.

The HD on Albert Lea Seed's Viking Alfalfa varieties stands for high digestibility. With Viking HD varieties, cows get more nutrition out of every mouthful. Better yet, the producer doesn't have to sacrifice yield for digestibility. The Quality Over Time chart shows that when results of all the HD varieties were averaged, their milk-per-acre yields exceeded the competition. That competition consisted of alfalfa varieties generally considered to be among the best in the industry. So, when you see HD on a Viking alfalfa variety, it's going to be first-in-class for milk-per-acre production. Simply put, Viking HD alfalfa varieties are as good as it gets for a dairy producer.

## Viking 372HDBrand - Yield



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Big yields are great, but the total package gets even better when your alfalfa is available at an extremely attractive price—a very important factor in today's tight margin economic environment. That is the case for Viking 372HD.

Viking 372HD is the highest yielding

alfalfa in the Albert Lea Seed lineup. It has excellent forage quality, even in late harvest. With a very fast recovery time, 372HD is ideal for four- or five-cut systems.

For more information on Viking HD alfalfa, call Albert Lea Seed at 800-352-5247.



## Dyna-Cure Advanced Hay Conditioner

One of the challenges of today's baled hay producer is leaf retention. Leaf retention drives many of the factors that determine profitability. Today's agriculture society allows for many advanced tools for planting, growing, watering, fertilizing and harvesting to maximize gross receipts. The finer points of the harvest process are what "fine tunes" the bottom line.

One way to overcome leaf shatter during raking and baling was to bale at higher moisture levels. But, baling at higher moistures most often means baling stem moisture. Baling stem moisture puts you at risk of a

stack loss and also can put you into a compromising position with buyers. Today's buyers won't pay for water. They especially won't pay for a stack that has the risk of spoiling or burning.

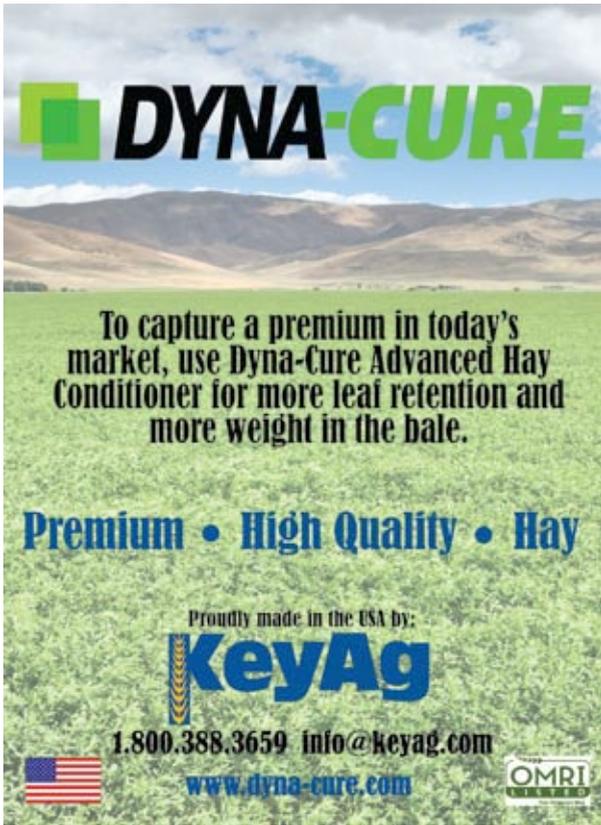
For the last 20 years, producers have utilized Dyna-Cure Advanced Hay Conditioner as a tool for managing their crop. Applied at the windrower, Dyna-Cure goes to work on the hay in the windrow. The product is absorbed systemically while the plant continues to respire in the row several hours after cutting.

Results have shown that the raking process can be extended due to the

reduction in leaf shatter so, less leaf dust behind the rakes. The baling window can be expanded due to softness of the plant product. Bale density can be largely affected by the amount of leaves captured. Without increasing the pressures on the bailer or the moisture level of the hay, you will realize higher bale densities due to the tighter compaction of dry matter in the bale. Baling valuable leaf material instead of leaving it in the field is one way for producers to help "fine-tune" their bottom line.

For complete details of the Dyna-Cure process please see our web-site, [www.keyag.com](http://www.keyag.com).





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# equipment



Photo courtesy of USDA NRCS.

# Sunny D Mfg., Co. Inc – *The Oregon Roadrunner*

The Oregon Roadrunner, manufactured by Sunny D Manufacturing Company, Inc., is the all purpose machine when it comes to loading and unloading blocks of hay, everything from a stack of bales in the field to a six-pack of 3x4 bales. What used to take several people hours to buck the hay, whether loading trucks, unloading trucks, or moving the hay from one truck to another, now takes one person just minutes to accomplish. There is no other machine that can match it.



## Humble Beginnings

In 1971, Art Davina – then a rancher in Bonanza Oregon – saw the need, designed and built the first Oregon Roadrunner.

That machine is still being used today.

While struggling through the hard times, redesigning to incorporate new ideas and improving on old ones, and building a strong customer base one customer at a time, Art managed to build his back-yard business to a point where he was able to open his first shop. By 1985 the business was large enough that he began the process of incorporating it. Later, needing more space to meet customer demand, he bought a larger property, and moved the business to its current location in Klamath Falls.

When health problems forced Art to take a step back and de-stress his life, he wanted to find the perfect person to take the reins. Ed Majors took over as GM in 1998 and in 2003, began the process of buying the company from Art. Today, Ed officially owns it.

## Sunny D Today

From those humble beginnings in 1971 to the 21st century, Sunny D Manufacturing Company Inc. has grown to a business totaling 15 employees. Welders, fabricators, mechanics, a painter, and various support personnel create from bare metal the machine that called “The Oregon Roadrunner.” What used to be only available in white with your choice of stripe, a customer can now choose their color and design. For more information, call 1-541-884-2361, or write 4343 Highway 39, Klamath Falls, OR 97603. 

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While maintaining the highest standard of quality, Uibly bean knives are still the best way to cut the tap roots and get a higher quality bean while producing fluffier windrows, reducing labor, reducing stones and dirt in windrows, and aiding in your combine's overall performance.

There has been some speculation about the acceptability of the direct harvest system due to the high losses of beans, therefore keep using the Uibly Bean Knife for the best possible cut and quality for your money. Do what hundreds have already done. Make Uibly Your Advant-EDGE.

### Peanut farmers rejoice!

Uibly Peanut Digger Blade Manufacturing, Inc., a subsidiary of Uibly Bean Knife Mfg., Inc., received a patent for the Uibly Lifting Fingers, stainless steel lifting fingers that are flat and curved upward to better guide peanuts up on to the top of the elevator during the digging process.

Used with their patented Uibly Digger blades, which have a thin, hard-faced edge to stay sharp and always cut the tap root, the lifting fingers and the smaller diameter Uibly 6-inch Bottom Elevator Idler Wheels raise the peanuts without turbulence and in a smooth, uniform ribbon to the top of the elevator.

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All of our chain trailers come standard with 50,000 lb. air ride suspensions, 1/2" UHMW plastic floors and WH78B floor chains - all of which are recognized as some of the heaviest in the industry.

So if you get the chance, check out the Aeroswint line of products on our website at [www.aeroswint.net](http://www.aeroswint.net) (or call 1-888-883-3269). We look forward to welcoming you into our family.

# Walinga

## Bulk Feed Bodies & Grain-Vacs

From concept, design and through production, Walinga meets the customer's needs at every step. Creating outstanding products that are innovative and durable, with some client's vehicles being passed from generation to generation.

Walinga is a leading North American manufacturer of transportation equipment and portable pneumatic conveying systems for grain, feed, seed... virtually any dry bulk material. Walinga is still a family owned and operated company. The total commitment to quality is not only our inheritance - it's our foundation for the future.

Walinga products represent the best in manufacturing excellence. Our in-house engineering and design teams utilize the most current computer technology available. State of the art equipment, combined with over 60 years of experience, ensures that our customers receive unsurpassed quality.

Comprehensive engineering capabilities allow us to offer sizes, capacities, features and options that are specifically job-matched according to individual requirements. The services of our Engineering Department are available to our customers to assist in the selection of the properly specified chassis. Every Walinga vehicle is designed and produced to best fulfill its designated function.

Custom-built aluminum feed bodies and trailers, pneumatic conveying systems, recycling trucks and bodies, aluminum and steel dump bodies... each built according to exact standards. Every stage of the manufacturing process from design to completion is performed by Walinga. The result - a cost effective, durable product line that responds to any challenge with premium.

### Walinga Agri-Vac

The only system you'll ever need. Gives one-person total grain-handling capability! Do it all with the Walinga Agri-Vac. Fill or empty storage facility being used. The Walinga Agri-Vac puts an end to legs, augers, sweeps and shovels. Grain handling has never been simpler, safer or healthier.

Just couple the Agri-Vac to your tractor and drive into position. Lightweight vacuum/pressure hoses attach in seconds and flex easily. Suddenly even tight spots and awkward angles are no problem!

### Bulk Feed Trailers and Bodies

Walinga Inc. has been manufacturing bulk feed transportation equipment for more than 60 years. In this time we have become committed to an ongoing program of research and development. In response to the increasingly diverse needs of our customers Walinga is and will continue to be on the forefront of technological evolution.

The options and features of the Walinga Bulk Feed Delivery Units are numerous. Walinga Bulk Feed Delivery Units can help you in your quest to increase production, performance, and efficiency.



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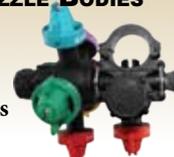
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\*\* US patent # 7950726  
Other patents pending



# livestock



Photo courtesy of USDA NRCS.

# SweetPro Feeds of Walhalla, ND

**S**weetPro Feeds of Walhalla, ND produces Vitamin, Mineral and Digestive Aid supplements for livestock and has pioneered the use of Distillers Grains (DDGS) on rangeland.

Dried Distillers Grains (from ethanol production) as a carrier for supplementation provides significant benefits to the Rancher, the Feeder, the Consumer and the Land itself.



Although used in feedlot and dairy settings, until SweetPro's patented non-molasses DDG block became available for rangeland applications, the benefits of feeding Distillers Grains were unavailable to these non-bunk fed livestock.

Historically many small farmers steeped barley before feeding it to their animals. While this practice faded due to various influences such as economies of scale, elements relating to this fermentation of grain have been refined by SweetPro Feeds. SweetPro has overcome the historic mechanical limitations and taken the science to new levels with stabilization for open range feeding, organic complexed trace minerals, four classes of viable digestive enzymes and prebiotics to deliver maximum performance potential. Feed efficiency is improved by 25%.

Additionally, a blend of cereal grains (wheat, oats, and barley malt) plus flax are used in the proprietary fermented blend additive, "ProBiotin." This assures that the most complementary amino acid profile is available.

SweetPro complements a forage based diet by NOT using starch or sugar (which can create a rumen Negative Associative Effect) as the main ingredient.

SweetPro blocks also produce a unique dynamic which both influences the total protein and the type of protein available to the animal. Total protein is improved, not just from the protein in the supplement, but also from the rumen microbes (single cell protein). SweetPro blocks contain three classes of prebiotics to feed and keep robust these rumen microbial populations. The better the microbes perform, the more single-cell protein is available to the cow when the microbe's short life-cycle ends.

The other protein dynamic in SweetPro is high bypass protein. This is protein not used in the rumen but available directly by the animal. This is most important during the two key times when the cow's protein demands are greatest, late stage pregnancy and peak milking demand.

When these protein and fiber oriented energy benefits are combined with SweetPro's strong vitamin and mineral pack-

age, ranchers have a solid tool to help reclaim the losses they'd otherwise absorb when forage is poor. Even poor quality forages can be fully utilized with pastures stretched or more animals run on the same ground.

SweetPro benefits the Rancher by improving feed efficiency 25% while promoting better herd health and fertility. Heavier "growthy" calves can be expected at weaning along with labor and fuel savings (blocks are only placed out every 10 days). It also benefits the producer by providing new options for grass finishing and putting more "Pounds on Pasture" per day than older means of vitamin and mineral supplementation.

SweetPro products also help the Feeder by allowing them to bring in healthier and heavier calves. These calves need only half the time to finish as in years past. With 25% improved feed efficiency, 400 to 800 pounds less corn is needed in the finishing process.

The Consumer benefits through a healthier meat that has much better mineral deposition and a better taste. The Land itself also gains advantages. With 25% improved feed efficiency, stress on pastures is reduced while the more efficient digestion allows for an even spread of softer stools that are much easier for dung beetles to work into the soils. Soil fertility is increased markedly over only a few years time.

SweetPro Feeds' combination of a healthy and cost-efficient vitamin and mineral delivery system along with a 25% improvement in forage feed efficiency has impacted ranching, feeding and the nation positively. [www.sweetpro.com](http://www.sweetpro.com)

**4 Classes of Enzymes & PreBiotics**  
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**25% BETTER FEED EFFICIENCY**  
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**PROBIOTEIN**

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# “Catcher” Makes Calf Work Easier

If you own an ATV or UTV and have cattle, Dan Leo has an attachment to make working with young calves safer and easier.



One person can now easily and safely process calves with Leo's Safety Zone Calf Catcher.

“Safety is the number one goal of our durably built and user-friendly catchers,” says Leo, president of Safety Zone Calf Catchers. “The traditional way to tag and process calves can be dangerous and often takes more than one person to do the job. With our calf catcher it’s easier on the producer, the cow

and the calf. One person, who can operate an ATV or UTV, can safely work calves.”

The calf catcher is a durably constructed steel cage that mounts with ball hitches on the front and back. It works well in all types of terrains and conditions. With the front gate locked open, the driver approaches the calf and captures it in the cage by shutting the spring-loaded gate. The producer enters the pen through the open side by stepping from the ATV or UTV and moves the calf to the rear holding area where he can tag, vaccinate, weigh and even band the babies while protected from the mother cow. When finished the producer releases the calf out the back to its mother.

“Traditionally, producers have to get to the calves early after birth otherwise it can be difficult to catch and even hang on to them, and then it can require two or more people depending on the protective behavior of the mother cow while the processing takes place,” Leo notes. “With our calf catcher unit, one person can catch calves, even if they are a week or older when they have plenty of run in them. Another benefit is the calf holder located at the back of the catcher. It not only secures the calf for processing, but works very well for pairing out, as the cow can see and smell her baby and will then easily follow to another pasture or calving barn in inclement weather. Cows will follow the calf virtually anywhere!”

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for additional information visit [www.feedtrain.com](http://www.feedtrain.com)

Bulk Bins ■ Creep Feeders ■ Seed Tenders ■ Feed Bunks

The ATV catchers sell for \$2,095 plus freight shipping. Catchers designed for UTVs are an additional \$450. Other options available include a waterproof, digital scale - especially beneficial to seedstock producers and a tow hitch that aids long distance moving.



The company sells directly to cattlemen but welcomes dealership inquiries.

"Built in both Nebraska and South Dakota plants, the calf catcher will last for generations, Sales have stretched across the U.S. with exports to Canada, Australia and France." Leo adds.

To see it in action, check out the video on the company's website.

Contact: Safety Zone Calf Catchers, LLC, 1146 7th Ave, Dannebrog, Neb. 68831 Phone: (877)505-0914; [www.safetyzonecalfcatchers.com](http://www.safetyzonecalfcatchers.com)

"I didn't even think we had stray voltage!"



Roger Lange milks 100 head on his family dairy at Crofton, Nebraska. Until recently he was often forced to sell his fresh heifers because they wouldn't let down their milk.

"We called Stray Voltage Consulting, and Jerry found the problem within half an hour." Roger said. "I was very impressed with Jerry. He's a former REA guy, so he understands both the farmer and the electric company. Being able to work with both sides is a key component to his success."

I haven't had a single problem with our fresh heifers since Jerry corrected our stray voltage problem. I would highly recommend Stray Voltage Consulting to anyone who thinks they might have stray voltage."



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**Jim Strand, CA**

"We really like our catcher extremely well. It will cover any type of ground, and I especially like the wide, front gate as it makes it very easy to catch the older calves. The calf holder platform is a really good feature."

**Craig Oceanek, WY**

"Our catcher is AWESOME! We have lots of wild range cattle, and we calve on rough ground. It is very valuable for a one person outfit, and it is a tool that I would not be without."

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## Celebrating 128 Years In The Hereford Cattle Business

Chandler Herefords has been in the cattle business for well over a century. Six generations of great cattlemen have been involved in managing the operation.



Our conservative approach to raising breeding stock has been very successful over time. We believe that profitable

cattle must “do more with less” especially in these times of ever increasing cost of production. Our mature cows consume grass or grass hay for nutritional input while raising powerful calves and maintaining the ability to get pregnant. Unlike many of our competitors, we know which of our animals are efficient because we are managed with this in mind. We are using several new and popular sires to enhance our gene pool and we can trace our cow family lines back for over a century. Our website: [www.chandlerherefords.com](http://www.chandlerherefords.com) highlights our program and the sires we are using in detail so feel free to visit and sign our guest book.

With all this past performance history from thousands of registered calves raised here, we know what our cattle are capable of. We have sold cattle to customers in nearly every state in the union. Their feed efficiency and fertility is really evident when they are asked to perform in less than ideal forage or environmental conditions. If you are looking for no compromise Hereford cattle with a history dating back for over a century then look no further. It is what we are all about. We have stood the test of time and we are here to stay.



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# PBI Parlor Systems Leading the Way in the Dairy Industry

Operating from their office in Portales, New Mexico, PBI Parlor Systems is a leading manufacturer of milking stalls and equipment for dairies around the world.

The owner, Steve Peacock, has a strong dairy business background, and an even stronger pride in his company's products. His commitment to improving dairy profits and delivering excellent customer service is unmistakable. And each of the company's employees shares his dedication.

Of course it all starts with an efficient stall design - their stalls are engineered to be the best solution for maintaining cow safety and dairy efficiency. In fact the company came into existence in the late 80's after designing a parallel stall at the request of a local dairyman.

His stall design was a winner! Good news travels fast, and word of this design spread quickly from person to person, which led to more parlor business.

Building on his design and engineering experience, the entire PBI crew

continues to produce and install innovative parlor stalls all over the world. To ensure the quality of the final product, they control every stage of production. Dairies of all sizes, from small family-dairies to large mega-dairies have been fitted with PBI stalls.

Because PBI designs and builds the stalls, they are custom fitted to your unique requirements. They use heavy duty galvanized and stainless steels to provide a durable yet sleek stall with no rough edges to hurt cows and profits. Performance excellence is ensured by their expert project installer and crew, which they make available for every installation. You will assuredly receive a quality, hassle-free installation, and on-going support.

Value is built into every PBI stall design. Low installation and maintenance costs make PBI stalls a valuable investment for dairies of all sizes. Plus their durable construction, smooth operation and labor saving design provide ongoing increased profits.

Innovation is what started PBI. Their

stall designs are adaptable to suit the needs of dairies of all sizes, no matter the environment. They are compatible with all brands of milking equipment. And though innovation started PBI, service is what maintains and grows the company. PBI Parlor Systems takes pride in its continued commitment to meet and exceed their customers' needs. From the free quote they give you, through the completed installation, they maintain a hands-on approach that delivers unrivaled customer service.

But their customer support doesn't end with the sale. PBI's on-going personal contact with their clients and easy accessibility cater to meeting your needs now and later. They choose to maintain close relationships with their clients. Client feedback about stall performance is essential to PBI's commitment to developing and refining products that satisfy the needs of dairy farmers all over the globe.

For more information, call PBI Parlor Systems at 800-295-5677 or visit [www.PBIParlorSystems.com](http://www.PBIParlorSystems.com)



## PBI PARLOR SYSTEMS Elite Stalls

The Elite Parallel Stall is our signature stall

- A powerful hydraulic cylinder operates an entire row raising the headstalls to a full 62" clearance. High enough for even your largest cow.
- Lowering of headstalls can be adjusted to your specifications.
- Rapid exit allows cows to leave at the same time.
- Counter weights are used on our patented divider gates. Nothing is spring loaded.
- This stall is offered on 26" centers for Jersey cows only, 27" centers for mixed herds or holsteins, or 28" centers for holsteins.

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# marketplace

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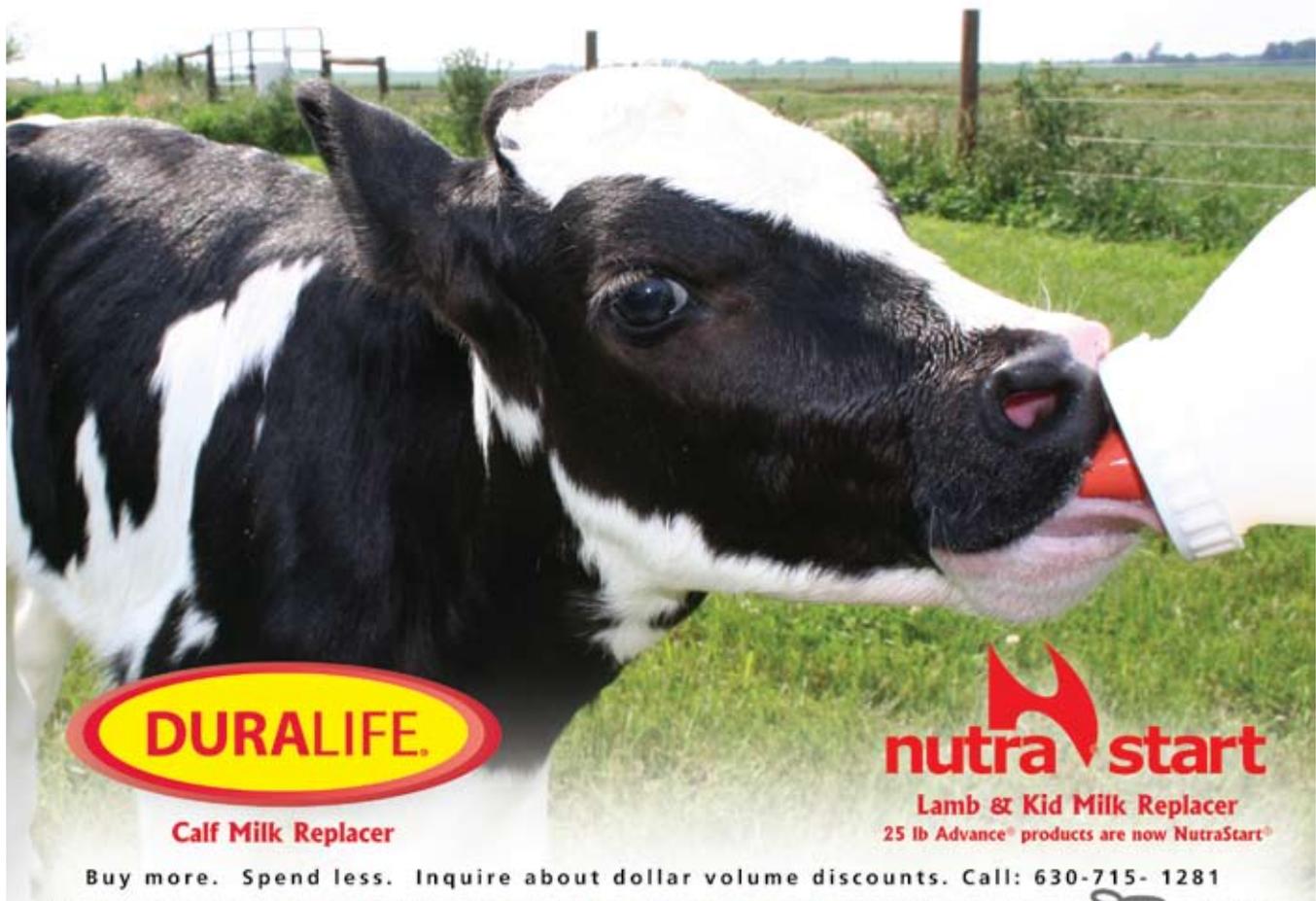
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