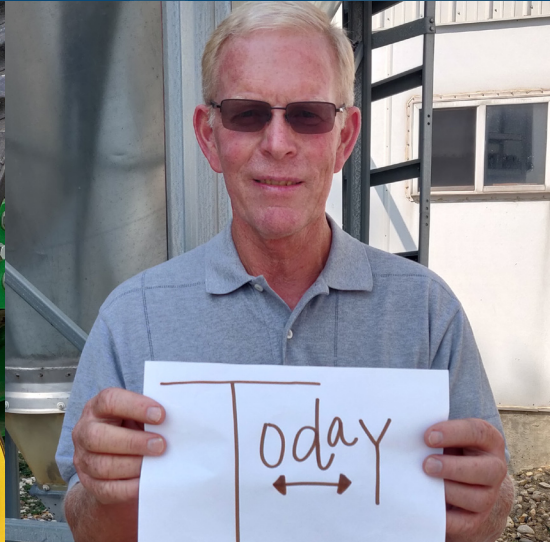
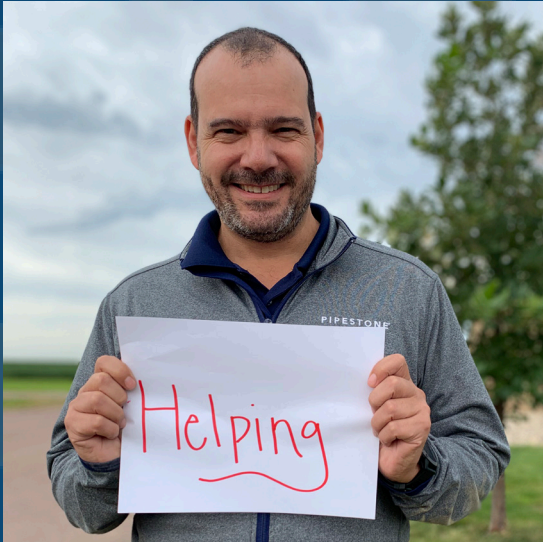


# PIPESTONE®

Fall 2020

# JOURNAL





# Operate at your **highest** profitability when...



all work together.

**PIPESTONE**<sup>®</sup>

## Veterinarians

### Pipestone, MN

Dr. Adam Schelkopf  
 Dr. Barry Kerkaert  
 Dr. Brent Pepin  
 Dr. Carissa Odland  
 Dr. Emily McDowell  
 Dr. Evan Koep  
 Dr. Gordon Spronk  
 Dr. Joel Nerem  
 Dr. Joseph Yaros  
 Dr. Luke Minion  
 Dr. Scott Dee  
 Dr. Scott VanderPoel  
 Dr. Spencer Wayne  
 Dr. Taylor Homann  
 Dr. Todd Williams

### Ottumwa, IA

Dr. Steve Menke  
**Independence, IA**  
 Dr. Bryan Myers  
 Dr. Cameron Schmitt  
 Dr. Cara Haden

### Sycamore, IL

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 Jon De Jong, Ph.D  
 Kiah Gourley, Ph.D

# PIPESTONE History

## TODAY

evolved to include production driven animal **health, management, nutrition, marketing** services, **research,** and **business** services all designed to support the individual family farmer.

2020

**Pipestone System** founded.

1990

**Pipestone Veterinary Clinic** founded as a large animal veterinary practice.

1942

Pipestone is helping pig farmers by providing resources and expertise in...

## PIPESTONE®

VETERINARY SERVICES

### Health

- Swine consulting and veterinary services
- Swine health products and supplies
- Antibiotic tracking

## PIPESTONE®

SYSTEM

### Management

- Sow management
- Wean to market management
- Wean pig facilitation

## PIPESTONE®

NUTRITION

### Nutrition

- Feed ingredient procurement
- Performance-based diet formulations



### Marketing

- Unsurpassed hog marketing services
- Improved pricing
- Easy scheduling
- Risk management

## PIPESTONE®

RESEARCH

### Research

- Contract Research
- Applied Research

## PIPESTONE®

BUSINESS SERVICES

### Business Services

- FarmBooks assistance
- FarmBiz consultation
- FarmTeam
- FarmStats

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Don't miss out on our monthly podcast, SwineTime! Available on [www.pipestone.com](http://www.pipestone.com), Spotify, Apple Podcasts, and more!



# Editor's Note

Welcome to the *Pipestone Journal*, the premier pork journal featuring and serving producers just like you. The challenges and speed of business that independent producers face today are different than the generations before them. By utilizing Pipestone's world-renowned resources and expertise, we can work together to create the farms of tomorrow.

We are committed to providing you top-notch, timely information and research in the areas of Health, Management, Nutrition, Business and Marketing.

## Editorial Comments



Tracing my family's roots across generations of American agriculture, I am blessed to be a member of the agriculture community. From riding shotgun in the tractor and wearing red rubber boots in the barn with my dad, to sharing the true farmer story here at Pipestone, I am embedded in agriculture, believe in the future, and have nothing but confidence in you.

Although times on the farm may be tough, we have seen generations of work, determination and sacrifice poured into the industry. American agriculture is passionate and motivated enough to push through the storm, and continue doing what we all love for generations to come.

On behalf of Pipestone, I am proud to say... we are here to support, encourage and guide you to meeting your goals. So without further ado, I welcome you to the first *Pipestone Journal*. I sincerely hope this Journal can be a token of inspiration, enlightenment and guidance in creating the future of your operation.

- Abby Hopp

## PIPESTONE JOURNAL

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**On the cover:** Together, Pipestone customers and employees are 'Helping Farmers Today Create the Farms of Tomorrow' (Pipestone Mission).

Pictured from left: **Dr. Gustavo Pizarro**, Tech Services Director Pipestone System; **Ellen Kohlnhofer** farmer from Lake City, MN; **Jim Veldkamp** farmer from Jasper, MN; **Hannah Walkes**, President of Pipestone Veterinary Services; **Matt Storm**, farmer from Ethan, SD; **Sylvia Wolters**, Public Relations Director, Pipestone; **Dr. Barry Kerkaert**, Vice President, Pipestone; **Jerry Lonneman**, farmer from Adrian, MN; **Sarah Johnson and Laurel Berg**, Human Relations, Pipestone.





# Are You a Responsible User of Antibiotics?

By: Dr. Cara Haden, Swine Veterinarian

As an industry, we have set guidelines for ourselves through the PQA program on what responsible antibiotic use looks like. If your interaction with those principals has been limited to passing the PQA quiz, today is a good day to think about how your antibiotic use fits into a responsible model.

## Do you work with a Veterinarian and do you follow their guidelines for antimicrobial use?

The bare minimum to meet this requirement is to have a Vet physically on site one time per year and to have written scripts for all prescription products on site. If this is the only interaction you are having with a Veterinarian, consider getting value for your operation with more veterinarian interaction.

Questions to ask yourself:

1. Does your Veterinarian come out only for sick calls, or do you talk outside of putting out individual health "fires"?
2. Have you recently had a "big picture" conversation with your Veterinarian about vaccines, pig flow, biosecurity, feed mitigation, ventilation, antimicrobial use? What you should STOP doing to reduce cost?
3. Do you know how you benchmark/compare with other producers when looking at antimicrobial use and cost?

If your answer is no to any of those questions, we can help! Pipestone provides tools such as PigVet and Pipestone Antibiotic Resistance Tracker (PART), both of which are aimed at REDUCING costs and increasing antimicrobial stewardship. Better yet, PigVet offers a money back guarantee to support. Ask your Pipestone vet to learn more.

## Do you assess the advantages and disadvantages of all uses of antibiotics?

We often choose antibiotics based on what is either cheap, what is convenient, or both. As an industry we need to think hard about the following questions:

1. Is a whole herd treatment necessary here, or should this be treated with individual injections?
2. Am I jumping to using antibiotics which are "critical" for human health, when antibiotics that are not "critical" may work? (*learn more on page 44*)
3. Is there a certain amount of morbidity or mortality that is ok to accept instead of widespread antibiotic use?

## Do you use antibiotics only when they provide measurable benefits?

As an industry (and I myself am guilty) we like to jump into treatment at the first sign of a problem. In the case of certain diseases (PRRS, Hemolytic e.coli, Salmonella, Actinobacillus suis, Erysipellas, etc..), treating is both wise and necessary. For other situations, the need to treat is not as clear cut.

1. Would pigs have recovered equally well without treating the whole herd?
2. Could that flu break have been managed with an anti-inflammatory? (*page 36*)
3. Would scours clear up on its own? Would a probiotic, acidifier or electrolyte have been adequate? (*page 37*)
4. Could that stiffness have been managed with a combination of an anti-inflammatory and getting pigs up multiple times in a day?

## Do you take appropriate steps to decrease the need for the application of antibiotics?

This question encompasses everything you do daily basis and can be overwhelming to tackle. Start with the list below, and assess your long term strategies for reducing the need for antibiotics.

1. Wean pig
  - a. Is my sow farm producing the right pig for my operation?
  - b. Do I need an older pig?
  - c. A healthier pig?
  - d. A more consistent pig?
  - e. A better genetic?
  - f. A more fully vaccinated pig?
  - g. Would a different source be better long term?
2. Facilities
  - a. Soffits, inlets, fans, stir fans, curtains, heaters, brooders, lamps, mats etc..
  - b. Do I have enough and are they functioning to provide the ideal environment for raising the pig I receive?
  - c. Is my water source/water lines providing potable water to my pigs?
  - d. Is my barn set up for success with biosecurity?
3. Flow
  - a. Am I maximizing my facilities while keeping in mind difficult health issues common with slow fills, multi-age production sites, co-mingled flows, overstocking, and continuous flow facilities?

As independent pork producers, you are uniquely equipped to tell a compelling story about the pork you produce. Responsible antibiotic use is going to be an integral part of that story. At Pipestone, we can help you reach your goals and tell your unique story. Working through the questions above and meeting with your Veterinarian is a great first step.

## Follow Dr. Haden

Follow along with Dr. Cara Haden as she shares how antibiotic resistance and antibiotic use plays a role in her life as both a veterinarian and a mom.



SCAN ME

 <https://www.pipestone.com/part/>

 Cara Haden Pig Vet

 @cara.haden

 cara.haden.pig.vet



## Antibiotic Resista-WHAT?

By: Dr. Carissa Odland, Swine Veterinarian

We all share a concern for Antimicrobial Resistance (AMR) and its impact on human medicine, veterinary medicine, and global society. As veterinarians, our first instinct is to correct the problem! As scientists, we want data to help craft the plan. As a mother (and as a human being in general), I (and others) want to do what is right. The best approach is often a combination of all three—quick action to do what is right-driven by data to support. The concern with AMR is no different.

AMR refers to a bacteria's ability to be killed by an antibiotic. The bacteria that survives an antibiotic regimen are considered resistant and can cause illnesses that can be difficult to treat. It seems so simple, but can be so complex. There still so much to be learned.

### What we DO Know:

1. AMR has been around for thousands of years, even before antibiotics were commercially available. Some antibiotics were developed from naturally occurring compounds in the environment (think Penicillin developed from mold). AMR developed initially as a defense mechanism to these naturally occurring compounds.
2. Once antibiotics became commercially available in the 1950's, the pressure on bacterial populations changed. This inadvertently creates AMR, even when used responsibly.
3. We can detect antibiotic resistance in bacteria from humans, animals, food and the environment (water, air, soil).
4. AMR within bacteria can be passed on to the next generation of bacteria. Additionally, AMR and genetic material can be shared with other bacteria. So generous, isn't it?
5. To better understand AMR and how it is changing in humans, animals, and the environment, most countries have started monitoring bacteria. In the United States, the National Antimicrobial Resistance Monitoring System (NARMS) monitors enteric bacteria (aka from the gut) of sick people, from meat at the grocery stores, and samples at the meatpacking plants. Significant amounts of data and fun interactive tools are available on the NARMS website if you want to check it out to learn more!

### What about the farm?

Even though agriculture is often considered a source of AMR in humans, we have not been able to find the data to know where or how to start impacting. Remember, NARMS focuses on grocery stores and packing plants, NOT animals on the farm. We immediately identified a gap and have developed a plan to take action to fill the missing void.

## What we are doing to fill the knowledge gap:

Pipestone is working on addressing this knowledge gap through a few unique and exciting projects:

- **Tracking Antibiotic Resistance Over Time from Diagnostics (graph to right):**

We took 17 years of diagnostic cases submitted by Pipestone veterinarians to the University of Minnesota, Iowa State University, and South Dakota State University and plotted the resistance over time. From this, we have learned that despite the use of antimicrobials over a prolonged period, the overall level of resistance has not changed. We continue to update and publish this graph monthly on [www.PipestonePART.com](http://www.PipestonePART.com).

- **Alternative Site Comparison Project:**

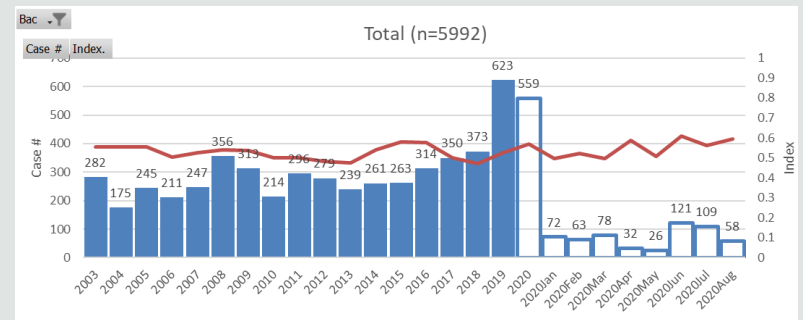
We collected monthly samples across four different environments – a pig barn, a wastewater treatment plant, a playground, and a companion animal facility to see how different, or similar, the AMR findings were from a pig farm. Metrics evaluated included frequency of bacteria recovered and percentage of AMR. Spoiler alert: We found AMR in all sampled environments, suggesting it IS naturally occurring and not necessarily indicative of antibiotic use.

- **IMAGINE Project:**

This year, we began collecting diagnostic samples at commercial pig farms from both sick and healthy animals. Resistance testing will be conducted and correlated with each farm's antibiotic use data. Because it's the first of its kind and we as scientists need accurate data to support action. We will do this over an extended period and in different geographies across the U.S. NARMS and the International Consortium for Antimicrobial Stewardship in Agriculture (ICASA) funded through the President's Advisory Council have provided match funds for this project. This project will serve as a model to advance the U.S. swine industry to the global forefront in areas of responsible antibiotic use and AMR surveillance.

The following graph depicts information regarding antibiotic resistance across 17 years. The red line represents the annual resistance index from 2003 to 2020. The resistance index ranges from 0 to 1 with 0 (no resistance) and 1 (all cases submitted were resistant). The blue bars represent the total number of cases submitted by the Pipestone Veterinary Services team each year.

### Total Antibiotic Resistance



## What will we do with the data?

1. Track and compare AMR for pathogens that are important to human and pig health.
2. Determine AMR patterns to actual antibiotic use.
3. Learn how we can impact and reduce AMR threat to our families and the pigs we care for.

IMAGINE living in a world where we know more and can use that knowledge to make a difference. Follow along on our journey to protect animal & human health and promote responsible antibiotic use on [PipestonePART.com](http://PipestonePART.com) or our YouTube channel - Doing our PART.



Doing our PART | Website

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# MEAT THE NEED: PORK DONATIONS

## 800 THOUSAND SERVINGS



As Covid-19 brought financial stress and uncertainty to many households, Pipestone launched into action for our farmers and communities. Pipestone's MEAT the Need campaign ran May through September and brought pork contributions to food pantry agencies in the Midwest. The combined inputs of Pipestone and contributing partners resulted in raising \$372,000 which our team turned into over 800,000 servings of pork donated.

Treasure was combined with talent as our team members also personally assisted in food distribution events at several locations. "Feeding South Dakota is so incredibly grateful for our partnership with PIPESTONE. So many families in our communities will benefit from this amazing gift of pork protein," said Matt Gassen, CEO, Feeding South Dakota.

### The campaign added pork to pantry menus in these communities:

- Sioux Falls, SD
- Fremont, NE
- Ottumwa, IA
- Rensselaer, IN
- Pipestone, MN
- Independence, IA
- Sycamore, IL
- Orange City, IA
- Pulaski County, MO



Thank you to our platinum sponsors: PIPESTONE, PIC, Boehringer-Ingelheim, AB Vista, Bill Barr, Alltech, First Bank & Trust, Merck, Zoetis and Spronk Brothers.

Other contributions provided by: ADM, Ani-Tek, Kemin, SAM Nutrition, Hamlet, DSM, Eide Bailey, First Choice, Chr. Hansen, KSI, Biomatrix, Kerry, CJ America, Pipestone employees and customers.

“Caring is one of our core values. Even though these are stressful times for pig farmers, we still feel a responsibility to help those in need where we can. Special thanks to all of the vendors, partners and employees of Pipestone, and pig farmers for their contributions to MEAT the Need.”

- Dr. Luke Minion, CEO Pipestone



Fall 2020

# Thank you!

By: Barry Kerkaert, President of Pipestone Systems

From the pandemic of Covid-19 and huge swine inventory numbers, to harvest disruption resulting in additional inventory compression, 2020 has been a year of challenge.

This year has generated tremendous anxiety as Covid-19 swept across the world, affecting nearly every country, business, and family.

Although these have been testing times, the Pipestone team would like to share our thanks for you. During this time, Pipestone leadership has communicated more than ever, and together we have grown to have tremendous appreciation for the partnership we share with many of you. Together, we can continue to press forward and make adjustments that will make us better in the end.

### What Has Covid-19 Done for Pipestone

Covid-19 pressed Pipestone to tackle challenges that we have never seen before, forcing a different form of thinking than most of us were accustomed to.

- How do we protect the people?
- How do we manage live animal inventories when the industry has a significant disruption in harvest?
- What improvements in process could we capture to improve efficiency and ultimately reduce cost, while not compromising values?

These, as well as many other unforeseen challenges, forced us to think outside the box and try new things.

### Protecting Our Team

The pandemic made us look at the safety of people at a new level, by protecting our team first and foremost. In hopes to mitigate cross-contamination within farms, we implemented a people protection practice. This includes using hand sanitizer, wearing masks each day, taking temperatures of employees and asking for self-reflection on an individual health basis. In addition, many managed sow farms implemented shift rotations when eating lunch and during meetings with many outside resources shared virtually.

### Changes for On-Farm Efficiency

Due to anticipated labor shortages, we accelerated the adoption of practices to become more efficient. Just to name a few:

- Implemented Post Cervical Artificial Insemination (PCAI).
- Incorporated on-farm mobile data entry.
- More aggressive Robotic power washing.
- Refocused manual washing to only critical pig contact areas.

The market challenges and labor restrictions allowed us to be more flexible and open-minded in making decisions on farm. From people production and inventory management practices, we learned we can do things better and differently in the future.

On behalf of the Pipestone team, we thank you for your leadership, support, and perseverance. As we move into the future, together we will adapt and become stronger as one united team.



# Manure Pumping and Agitation Guidelines

By: Nick Fitzgerald, Business Development of Pipestone System

As the harvest season approaches, fall field work and manure application will follow closely thereafter. During the manure removal process, our primary objective is to elevate the ventilation in your barns and keep you and your livestock safe and comfortable. If you have any questions please don't hesitate and reach out to a Pipestone System team member, we're here to help.

## **General Manure Pumping Guidelines:**

- People should NEVER enter the building during agitation or pumping.
- Agitation strategy
  - Do not agitate until manure is at least 1 ft. below the lintels.
  - Do not direct agitation nozzles towards walls or pillars.
  - Stop agitating when bottom agitation nozzle is 6" below the manure surface.
  - No or minimal agitation when pigs are less than 50 lbs.
  - Tarp around pump to reduce or minimize this as a fresh air inlet into the barn.
- Make sure all heaters/furnaces are OFF.
- Shut feedline breakers off.
- Manual open inlets to 100%.
- CFM requirements: A minimum of 30 CFM's/pig is needed.

## **Tunnel Barn Ventilation Set Up:**

- Power actuated inlets
  - Cold weather – 85%
  - Warm weather – 100%
- Tunnel curtain
  - Cold weather – Adjust curtain machine stops to allow a minimum of 6" open.
  - Leave tunnel curtain in AUTO
- To achieve a MINIMUM of 30 CFM's/pig this will require all pit fans ON & 36" wall fan.
- Warm weather
  - Run all pit fans & no less than 2 tunnel fans.
- Continue to ventilate at elevated levels for 1-2 hours after pumping.

## **Natural Barn Ventilation Set Up:**

- Power actuated inlets: 100% OPEN
- Run ALL exhaust fans ON.
- Stir fans ON.
  - Adjust so they are not in a downward directed.
- Cold weather
  - Curtains open a minimum of 6" and ALL exhaust fans ON.
- Warm weather
  - Open curtains. Run ALL exhaust fans.
- Continue ventilating at elevated levels for 1-2 hours after pumping.

# Goal:

Reduce static pressure, to draw air in through inlets rather than through the pump outs.



## 4 CARE TIPS FOR MENTAL HEALTH

COVID-19 added stress to many individuals lives. In fact, 1 in 4 people will have some mental health concern due to the changes and stress the pandemic brings. Below are some tips on how to care for your mental health, and signs to watch for concerns in others.

Over the course of the year, we have been faced with challenges, adding stress to many individuals lives. As we continue to push though the challenge, we encourage you to take care of yourself, as well as keep an eye on your friends and family.

Overcoming challenges require us to learn, embrace new things, and grow at home and work.

We can and will get through these unprecedented times, as long as we continue to work together!

- By Nicole Paulson, HR Director



### CREATE A NEW NORM

Create a new norm at work and home, and surround yourself with positive individuals and things you enjoy. There are many unknowns in the world, but establishing a new routine can help you feel more at ease.



### TAKE CARE OF YOURSELF

Take care of yourself, eat healthy, and exercise. Enjoy the season and take a walk.



### TAKE BREAKS FROM NEWS

Take breaks from the news as it can be depressing. Find a good movie to enjoy with your family. Hobbies are the best recipe for peace of mind, and to allieviate stress.



### EMBRACE TECHNOLOGY

Embrace technology to connect with close family and friends by using social media or scheduling a video chat.

**Coping with mental health problems is different for everyone and not everyone reacts or shows signs the same. However, keep an eye on your family and friends for the following common warning signs:**

1. Feeling helpless, sad, angry, irritable, hopeless, anxious or afraid.
2. Trouble concentrating on everyday tasks.
3. Nausea, elevated blood pressure, extreme fatigue, changes in sleep patterns and appetite disturbance.
4. Increase in alcohol or drug use.
5. Suicidal thoughts.

# Pipestone Discovery Barn

**Our Goal:** To showcase modern agriculture's commitment to land, water, and animals while producing healthy and safe food. With COVID cancellations, we were fortunate enough to have our Discovery Barn spaces open at the Sioux Empire Fair and South Dakota State Fair. The miracle of birth happens here! Five sows farrowed, 21 chicks hatched and three cows calved for all to watch. Visitors also experienced feeding piglets, egg laying, cow milking demonstrations and bottle calf feeding. They solved the cheese puzzle, played the squeal wheel, competed in pig trivia, experienced a virtual farm tour, and so much more! This is an opportunity for customers to meet a farmer, ask questions and learn about food!

## Top Questions from Consumers this Year:

### What happens to the sows after the Discovery Barn?

“We have an adopt a sow program. The sows and piglets are donated to a 4H/ FFA families for their projects.”

### How did COVID affect your farm?

“Drastically! Market access and feed ingredient availability caused major disruption to pig farmers, causing them to work even harder.”

### Why was there a meat shortage in the grocery stores?

“Consumers changed their purchasing habits instantly. More food was consumed at home rather than in schools or restaurants. The retail supply chain could not keep up with the rapid increase in demand.”

### How long until the piglets are ready to become bacon?

“The piglets will reach market weight about 6 months after they are born. They will gain around 1.5-2 lbs. a day!”

### Can the mom get up?

“Yes, she stands up, eats, drinks, and lays down to feed her babies. The pen is designed to assist the sow in laying down, and protect the piglets from being laid on by the mom.”



To learn more, follow us on Facebook @ Pipestone Discovery.



# Feed Mill and Ingredient Biosecurity

By: Roger Cochrane, Director of Feed Mills

Feed mills serve as a central location to use feed ingredients to create a complete rations. A recent research trial completed by Dr. Scott Dee and myself showed that ingredients and complete feed have the potential to carry and harbor detrimental bacteria and viruses. Ingredients and complete feed not only have the potential to introduce pathogens themselves, but also create a central hub for pathogens to enter a system via various types of traffic, including transportation trucks and foot traffic. It is important to understand and identify each potential risk, implement procedures to reduce the risk, train each employee on the risk and associated procedures, and revisit your biosecurity plan.

**UNDERSTAND** the risks that incoming ingredients and outgoing feed can carry. Do not hesitate to ask your suppliers about their biosecurity procedures today including protocols for the importation of feed ingredients from other countries. Many suppliers have moved to more secure procedures around following work completed by Pipestone Applied Research using a transboundary model showing that some viruses such as African Swine Fever require a quarantine time in order to reduce the viral load and we refer to this as responsible importation and risk.

A **Responsible Importer or Reseller** of vitamin and amino acids would follow the below recommendations:

- Facility decontamination in the country of concern.
- Empty transport vessels disinfected using a one-way driveway for dirty vehicles and containers.
- Once disinfected, transport vessels are loaded and sealed at the manufacturing plant prior to transport and export.
- Once loaded and sealed, a disinfected truck is used to haul to the port for export thru a "clean" driveway.
- Once loaded at the port, the estimated time on water is approx. 30 days. Once the product arrives at the United States port, unloading occurs on transport vehicles, rail, or trucks.
- Days from production and shipment of Chinese vitamins and amino acids range from 40 days to 100 days depending on what occurs after it hits the United States port.

- Responsible importers make sure that there is another 30 days or more before product is shipped to end users and can include:
  - Quarantine times in a heated warehouse.
  - Disinfecting of pallets.
  - Hazard Analysis Risk-Based Preventive Control Plans (HARPC)
- Continue to meet the requirements of the Food Safety Modernization Act and registered with the FDA as required by the Bioterrorism Act.
- Provide verification of holding and storage times for imported products to the end user.

**IDENTIFY** your biggest biosecurity concerns and risk areas within each ingredient, process, and transportation. This should include the scale at the feed mill as it is a step that is often overlooked. When creating biosecurity plans, most of the focus is placed on the receiving and load out areas. These areas are the two major areas in which pathogens can enter a feed mill through ingredients, vehicles, or foot traffic. Feed ordering is another major area to consider when identifying potential risk. If same day orders occur, it becomes very difficult for a mill to maintain a biosecurity pyramid for deliveries. Reducing the occurrence of same day orders can help to ensure feed trucks are sequenced and disinfected properly. It is also vital to include the mill manager and other employees who are involved in the everyday responsibilities at the feed mill to help identify any potential risk and or overlooked processes.



**IMPLEMENT** procedures to reduce the risk within the mill. Different strategies exist today and include prevention, thermal treatment, and residual mitigation. One key factor is to implement procedures based on science and not based on emotion.

**TRAIN** employees on each risk area for ingredients, processes, and transportation. Employees should be trained to ensure they are familiar with and understand the established procedures. Hands on training for drivers and visual diagrams work well. Most people learn using different styles which makes it important to know your employees and how they will best learn the risk and procedures. This could include a surprise walk-through of the mill to make sure no short cuts are in place. Make sure employees understand the economic impact if breaks were to occur at the farm. This makes it more realistic to the employee and helps to show them the overall importance.

**RE-VISIT** the biosecurity plan to include the introduction of any new feed ingredient to the mill. Self-audits or third parties can be utilized to help revisit your plan and make improvements. It is also important to re-visit any audits to make sure they are up to date with new information and risk associated with feed and ingredients.

For further information about feed mill and ingredient biosecurity, please feel free to contact Roger Cochrane at (507) 215-5879 or the Procurement Director, Amber Pugh at (319) 352-4162.

Feed Mill Biosecurity is an important step in disease prevention and complementary to responsible antibiotic use.

## The Newest Members to the Nutrition Team

### Kiah Gourley



Kiah grew up in Philomath, Oregon on a small farm with 20 seedstock sows. Her family raised and showed pigs throughout the Pacific Northwest. She was also very active in 4-H at both the county and state level showing pigs, cattle and livestock judging. After discovering her passion for the swine industry, Kiah knew she needed to be in a more pig-dense region, so she attended Kanas State University for her Bachelor's degree. While at K-State she competed on the livestock judging team, livestock and meat animal evaluation team, and was introduced to swine nutrition research through an undergraduate research project. After graduation in 2015, she pursued a M.S. and Ph.D. in Applied Swine Nutrition at K-State. Her new role at Pipestone is a blend of sow nutrition, helping to answer questions asked by the sow production team through research, and innovation projects for our system farms. The opportunity to use her background with sows, work with a wide variety of producers across many regions, and be part of a forward thinking team is why Kiah chose to come to Pipestone.

### Hayden Kerkaert



Hayden grew up in Southwest Minnesota on an acreage and has been around pigs his entire life. Before Hayden could walk, his dad was taking him into commercial pig barns and continued going throughout high school. Hayden became interested in swine nutrition when he was 12-years-old and started feeding his own pigs to show at the county fair. It was at this moment, he discovered how fast you can change a pig just by changing what it was fed. From that moment on, Hayden knew he wanted to be a swine nutritionist. Hayden graduated from South Dakota State University with a B.S. in Animal Science and completed Undergraduate research with Dr. Bob Thaler and Dr. Crystal Levesque. Hayden also held a two-year internship at New Fashion Pork under Dr. Chad Hastad and Dr. Kyle Coble. He then recieved his M.S. in Swine Nutrition at Kansas State University. Hayden started with Pipestone Nutrition in June as a Nutritionist and Account Manager. He is excited to serve the mission of Helping Pig Farmers Today Create the Farms of Tomorrow.

## Effects from slowing pigs growth due to Covid-19

By: Abby Hopp, Marketing Coordinator



SwineTime  
with PIPESTONE



The impacts of Covid-19 created a backlog of pigs, requiring producers to keep them onsite weeks longer than expected. However,

due to work with Nutritionists and Veterinarians, a change in diet was crucial to buying extra time for producers, while still keeping them under an ideal market weight.

In the August SwineTime podcast, Dr. Spencer Wayne, veterinarian with Pipestone Veterinary Services, converses with Pipestone Veterinarian, Dr. Brent Pepin and Nutritionist, Dr. Jon DeJong about the effect of slowing pigs down, as well as where we go from here.

### A change in diet

Dr. DeJong and the Pipestone Nutrition team took one particular approach to reduce pig growth. Feeding a low crude protein or a low lysine diet is designed to slow pigs down in weight. Although pigs ate about the same amount of feed, their daily rate of gain was cut in half—mostly due to the lack of muscle conversion. In some instances, Dr. DeJong believes systems saw weight reduced too much.

Dr. DeJong notes another option producers implemented was to add calcium chloride, a feed additive, to the diet. As a result, pigs reduced their average daily feed intake (ADFI) by ~50%. However, this method is not an option for all producers as it adds 20 to 30 dollars per ton to feed costs. In addition, feeding it for an extended period of time may lead to feet and leg issues.

### Swinging the pendulum

It's been a wild spring in general. In a 45-day window, Pipestone Nutrition sent 600 different diet sets out to our producers. Mostly due to the effects of Covid-19 on major industries, including ethanol and swine harvest facilities.

### Raising the setpoints

Raising temperature setpoints in the barn 10 to 15 degrees also helped restrict feed intake. Luckily, when it all started in March, the temperatures were cool outside

and producers were able to raise barn temperatures. By feeding a low crude protein diet and raising the set points, producers saw an additive effect of both the diet and barn interventions on growth rates.

### Behavior

Although pigs were challenged with higher setpoints in the barn and a poor-quality diet, Dr. Pepin and Dr. DeJong did not notice any fighting or vice behavior in most pig flows. One interesting observation was that pigs were generally more lethargic, potentially due to the increased temperatures in the barns.

### Net Effect

Pipestone Nutrition's approach of low crude protein diets was effective at reducing growth rates, but it did come with a cost. We estimate that between the additional 3-4 weeks pigs spent in barns and diet interventions, we added \$8 to \$12 per animal. However, in almost all instances we were about to avoid market hog euthanasia.

### Next: Prepare for the future

Many farmers are trying to be optimistic, but this is not over yet and we need to be prepared for the next 12-months. Although packing plants are opening back up, there are still pigs in barns and we are not back to full-market capacity especially in the East. Due to the backlog of hogs, farmers are forced to switch back to continuous-flow model barns, where weaned pigs and market hogs share barn space, something we have worked at getting away from in previous years. As we roll into fall and winter disease season, we need to prepare for the road ahead. This is especially true for producers in a compromised flow situation.

As a positive result, we have been able to accelerate the learning curve for both farmers and nutritionists. Though we do not want to implement extreme diet interventions similar in the future, we now have a better understanding of how to best do it, should the need arise.

Pipestone Nutrition appreciates all the flexibility of the farmers we work with, and we commend them for all they have done in the past year, given the challenges presented.

To hear more from Dr. DeJong and Dr. Pepin, tune into the SwineTime Podcast Episode 13. SwineTime podcast was created for the pork industry and individual pork producers around the country. Hosted by Dr. Spencer Wayne with Pipestone Veterinary Services, the podcast contains pork industry news, advancements in animal care and how to enhance your productivity. Monthly podcasts are available on Spotify, Google Music, iTunes, Anchor and on [www.pipestone.com](http://www.pipestone.com).



# Introducing the Big Stone Marketing Family

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As a Big Stone Marketing customer, you have the opportunity to attend a bi-weekly webinar featuring marketing industry trends, tips and issues.

## Bo Summerfield

Marketing Logistics Coordinator



Bo has been with Pipestone for three years, and a part of the Big Stone Marketing team for the past year and a half. Bo graduated from North Dakota State University in 2017 with a degree in Animal Science. After graduation, he accepted a gestation barn position at Big Sioux Barn near Milbank, South Dakota. Following Big Sioux, Bo was transferred to Kodiak, a sow farm in Elkton, South Dakota. He held this position until transferring to the Big Stone

Marketing team a year and a half ago.

Bo is newly engaged and spends time working with his dog they rescued from the shelter. Bo's fiancé recently graduated college with a degree in Nursing. She will begin work at Sanford in Sioux Falls. Bo recently moved to Brandon, South Dakota and enjoys spending time watching Netflix and eating food prepared by his fiancé.

**Big Stone**  
Marketing

## Customer Spotlight

### Shannon Klumb

Klumb Bros. Farm | Ethan, SD



Shannon Klumb started farming 300 sows with his dad after graduating from college. A few years ago, Shannon sold the sows, but continued raising pigs on their grow-finish operation though purchased shares in Pipestone.

Today, Shannon raises 4,500 acres of crops and 600 beef cows. He and his wife, Michelle, have two sons and a daughter. Shannon enjoys spending summers on the Missouri river and winters at his kids sporting events.

# Utilizing the Big Stone Marketing Website

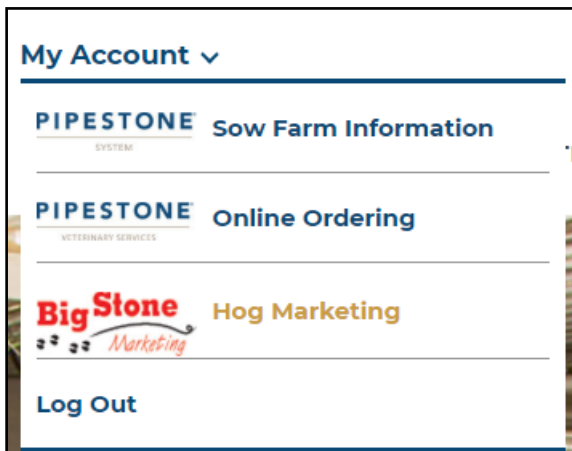
By: Christine Colemer, Western Regional Manager for Big Stone Marketing

Earlier this year, Big Stone Marketing launched its new website offering more information in a user-friendly format and more tools at your disposal online. You can request load bookings, easily view your scheduled loads, and compare your contract obligations to actual pigs delivered.

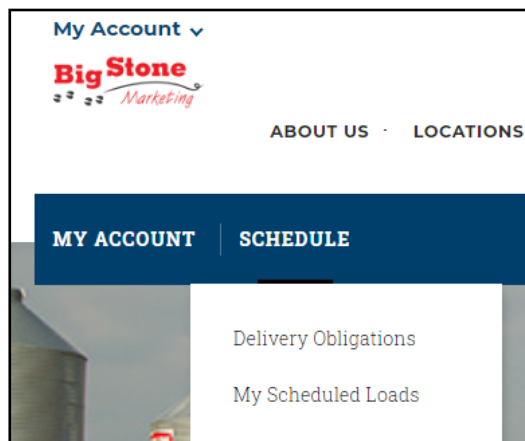
To make use of this great tool, contact any of your Big Stone Marketing representatives for your username and password.

Big Stone Marketing recently moved away from printing and distributing “blank” load delivery slips as soon as the new website launched. We ask that you begin printing your personal delivery slip(s) from the website moving forward and can do so by following the below steps:

1. Once you are logged in, look for My Account in the upper left-hand section of your screen. From there you will drop-down and select Big Stone Marketing: Hog Marketing.



2. Click on Schedule and select My Scheduled Loads.



3. Click view to see your load information. Here you will see ALL of your past, current and future load bookings that have been entered and under the Delivery Slips column. From there, you can review, as well as personally modify a few cells. This screen is shareable or printable, and can be sent with the trucker to better identify your load to the plant upon arrival.

Date	Hour	Head	Premise	Head Count	Group ID	Load ID	Plant	Contract #	Producer #	Notes	Delivery Slip
06/23/2020	1100	00		175			385 - Worthington...				View
06/23/2020	2100	00		155		213956	385 - Beardstown, IL				View

### Final load slip

Below is an example of what your load slip will look like.

**Big Stone Marketing**  
Hog Delivery Slip

Save

Ship Date: 06/23/2020  
 Producer #:   
 Packer: JBS - Worthington, MN  
 Dock Time: 11:00 am  
 Production Site: ()  
 Your Group ID#:   
 Trucking Company:   
 Number of Head:   
 Begin Loading Time:   
 Person in Charge of Loadout Signature: \_\_\_\_\_

Freight Deducted Yes  No  Rate/CWT  
 Driver's Signature \_\_\_\_\_  
 Plant Receiver's Signature: \_\_\_\_\_  
 Make payment payable to:  
 Big Stone Marketing  
 1300 South Hwy. 75 • P.O. Box 370  
 Pipestone, MN 56164

If you have any questions or run into any trouble please do not hesitate to give any of your Big Stone Marketing representatives a call! Big Stone contacts listed on page 17.

# Risk Management is Critical for Producers



Over the last several years we have seen unbelievable volatility in our hog and pork markets. Those producers who utilize disciplined risk management strategies definitely have had a more consistent revenue stream during these times. The impact of Covid-19 on our markets is just another example of the importance of having a risk management program for your hog production operation.

For those that want to get started with a risk management program my first recommendation would be to find a trusted advisor that can help you. Futures and options can be intimidating for those getting started so having someone to help you that you trust will go a long ways to learning and implementing an effective risk management strategy.

Big Stone Marketing can also help with risk management on your hogs as we offer a forward pricing program. This program can offer you the choice to leave the basis "open" where you stand the basis risk or we can offer you a "fixed" basis where you truly can lock in your base price and don't have to worry about basis and getting less than you thought you were locking in. Another nice feature is that Big Stone Marketing handles all of the margin calls on your forward contracts. These features allow you to lock in a margin for your operation when the futures markets present you with a profitable opportunity and we try to make it as hassle free as possible.

On Episode 14 of the SwineTime podcast, Dr. Spencer Wayne, speaks with Dr. Gawen Zomermaand, (both of Pipestone Veterinary Services) about market hedging and what it looks like in pig production, how to best educate yourself on risk management, and the benefit of finding a good partner for advice and service.

While the majority of pig farmers realize they should at least minimally manage risk, the main question is *'What percent do you need to manage risk on?'*

Throughout the most recent SwineTime podcast, Dr. Wayne and Dr. Zomermaand address three main steps:

## 1. If you get a good price, lock it in with at least 50% of your pigs.

In the end, you will still have an opportunity for a profit.

## 2. Develop a broad strategy because selling pigs is more than just contracts.

Educate yourself and constantly be learning and looking for options to diversify.

## 3. Align yourself with a good partner for advice and service.

Establish a relationship with someone to have on your road path.



For information regarding forward contracting and hedging, contact Brian Stevens at 507.215.5032.

To hear more from Dr. Zomermaand, tune into the SwineTime Podcast Episode 14. SwineTime podcast was created for the pork industry and individual pork producers around the country. Hosted by Dr. Spencer Wayne with Pipestone Veterinary Services, the podcast contains pork industry news, advancements in animal care and how to enhance your productivity. Monthly podcasts are available on Spotify, Google Music, iTunes, Anchor and on [www.pipestone.com](http://www.pipestone.com).



# Evaluating Business Strategies

By: Jim Marzolf, Vice President of Pipestone Business Services

In commodity production, high prices are the result of more demand than supply. The U.S. pork industry has been fortunate to maintain domestic demand while building strong export demand. Our high school economics teacher taught us that producers benefit from high prices when customer demand for a product exceeds supply. However, our econ lesson may not have included a discussion about how excess demand creates profitability that attracts financial capital. As capital rushes to the higher rates of return, pork producers inevitably increase productive capacity, which eventually increases supply and pressures market prices.

As supply and demand find equilibrium, low prices result. There's an old saying that "low prices are the cure for low prices," causing producers to slow expansion or even reduce supply. As we experience another period of oversupply in pork production, producers are again looking for strategies to survive and thrive through.

All businesses will generate their cash flow from either operating, investing or financing activities. During times of profitability, cash flow from operating is the lifeblood of the business, but during times of financial stress, new debt keeps the business funded.

Times of financial stress are good times to evaluate business strategies that could conserve working capital and preserve equity. The following strategies may help preserve working capital and weather the financial pressures of low prices.

### 1. Optimize Return over Feed Costs

During periods of low prices, it is a good time to evaluate all business practices. While your production system is designed to deliver a 290-pound market hog, economics are signaling producers to do otherwise. Producers should look to balance their benefits from the packer's payment matrix with an investment in additional feed costs that may not contribute to the bottom line. If economics are not providing margin over each additional pound of feed, careful balance of feed costs with market weights is prudent.

### 2. Defer Capital Purchases

Working capital includes the current assets to be sold and current liabilities to be paid in the next 12 months. By building working capital with profits, you are preparing to have the ability to sell short term assets like inventory or borrow short term debt to fund operations until profits return to fund operations. Unfortunately, if working capital hasn't been built during times of profitability, it is nearly impossible to build it while you are using it.

History reminds us that farms with strong balance sheets like to make capital purchases and expand operations during these periods of financial stress. For others less fortunate, these are times to defer capital purchases to conserve the working capital until profitability returns.

### 3. Reduce Equity Draws

It is human nature to improve lifestyle as disposable income increases. During times of prosperity, farm families (like the general population) often make lifestyle improvements. During times of low prices, it's time to take a careful look at discretionary spending.

### 4. Defer Debt Service

Also called forbearance, working closely with your lender to defer principal payments is another way to conserve cash during periods of low prices. If you are early in your loan amortizations where interest makes up a significant portion of the payment, the relief you experience from deferring principal payments will be reduced. Because principal payments (that are not financed by operating debt) are an immediate increase to your equity position, this option should be carefully considered as it delays contributing to your equity position.

### 5. Evaluate your Assets

During periods of oversupply, low prices pressure producers to reduce the supply of pigs. This leads producers to evaluate decisions about whether their production facilities should remain in service. While these decisions are complicated and emotional, they require careful analysis and objective decision making focused on preserving equity during times of equity erosion.



# Preparing for Periods of Low Prices

By: Jim Marzolf, Vice President Pipestone Business Services

For most pork producers, 2020 has not been a year of profitability. Without government program payments and a short-term spike in cut-out prices in May, the red ink has been steadily flowing. During these unfavorable economic times, your business uses the working capital you've created in the good times.

Working capital measures whether you have more current assets than current liabilities. Current assets are assets that will be converted to cash in the next 12-months. This includes accounts receivable, prepaid expenses and inventory. Current liabilities are liabilities due in the next 12-months including accounts payable, accrued expenses and the current portion of long-term debt.

Working capital is measured by subtracting current liabilities from current assets. It is easy to overstate your working capital if you don't take the time to include accrued interest and current portion of long-term debt; however, monthly financial statements allow you to see how quickly you are using or building working capital.

I am often asked, "How much working capital should I have?" Many lenders look for agriculture producers to have working capital equal to 30% of annual gross revenues. Others look for a similar percentage of annual operating expenses. While 30% working capital to gross revenue is an industry standard, it will take more working capital to fund an expansion or weather a black swan event such as a global pandemic or African Swine Fever in the United States.



“During periods of high commodity prices and profitability, farm business owners should be diligent to financially prepare for the next period of low prices. The following are strategies that could help you build working capital to be ready for the next cycle of low prices.”

- Improve operational efficiency
- Reduce interest rates
- Extend loan amortization periods
- Create operating debt capacity
- Catch up on maintenance
- Diversify customer risk
- Invest in integration and diversification

We understand that low hog prices are cyclic occurring every 3-4 years. It is important to use the tools available during periods of profitability to prepare for periods of low prices. Regular, timely and accurate financial statements are an essential tool for measuring your working capital and overall financial position. Annual financial statements may not provide you with the timely information you need to make proactive decisions. Additionally, an outside perspective from your lender, CPA, veterinarian or other business advisors is an important tool for remaining objective and understanding business strategies that have worked for other producers. Use these tools to get your business ready in the good times for the bad times.

@ Read more about preparing for low periods at [Pipestone.com](http://Pipestone.com).

# What are your Financial Statements Telling You?

By: Jim Marzolf, Vice President Pipestone Business Services



Can you imagine driving your car without a speedometer, tachometer and gas gauge? All three gauges provide you with information you need to operate your vehicle. Yes, you can do it without them; however, when it's time to plan a trip or navigate an unfamiliar city street, they become much more important.

Like the gauges on your vehicle's dashboard, your financial statements give you gauges to measure financial performance and effectively communicate with your business stakeholders. Your lender is a key stakeholder in your business and is trained to evaluate financial statements with an eye on the five main categories of financial performance measures listed below.

The following is a brief description of the purpose for each category as well as their common financial ratios or measures. Take this opportunity to familiarize yourself with each category to enhance your lender communication and use of your financial statements.

## Liquidity

- Measures the farm's ability to liquidate only current assets to pay current liabilities in the next 12 months.
- Common measures are current ratio and working capital used to determine a business' ability to weather short term financial stress.

## Solvency

- Measures the farm's ability to liquidate all assets to pay all liabilities.
- Common measures are debt to asset ratio, equity to asset ratio and debt to equity ratio used to determine a business' ability to meet its obligations upon liquidation.

## Profitability

- Measures the farm's ability to generate rates of return that are commensurate with the assets employed and the business risk.
- Common measures are return on assets, return on equity, net income, operating profit margin and EBITDA (earnings before interest, taxes, depreciation and amortization).

## Repayment Capacity

- Measures the farm's ability to pay its scheduled long-term debt service obligations.
- Common measures are capital debt repayment capacity and term debt coverage ratio used to determine a business' ability to generate cash sufficient to make its debt payments.

## Financial Efficiency

- Measures a farm's ability to generate gross revenue and net income relative to the assets it employs and the costs it incurs.
- Common measures are asset turnover, operating expense ratio, depreciation expense ratio, interest expense ratio and net farm income ratio.




To learn more about these financial performance measures and how to calculate them for your business and your lender, please contact [Pipestone Business Services](#) at 507.381.3110.



RECIPE

JUICY BAKED PORK CHOPS

 **Total Time:**  
Prep/Cook Time: 23 Min

 **Makes:**  
4 servings

**Ingredients:**

- 1 tablespoon paprika
- 2 teaspoons EACH: onion powder and garlic powder
- 1 teaspoon EACH: salt, pepper, and oregano
- 2 tablespoons olive oil, divided
- 4 – (1 1/4 inch thick) boneless pork chops




**Directions:**

1. Turn your oven to 400 degrees.
2. In a small bowl, mix together the paprika, onion powder, garlic powder, salt, pepper, and oregano.
3. Drizzle the 1 tablespoon of the olive oil over both sides of the pork chops. Sprinkle the spice mix evenly over both sides of the pork chops and place them in a baking dish. Drizzle them with the remaining tablespoon of olive oil.

RECIPE

GRILLED PORK KABOBS

 **Total Time:**  
Prep/Cook Time: 30 Min

 **Makes:**  
4 servings

**Ingredients:**

- 4 pounds pork (can use tenderloin, shoulder or sirloin), cut into 1-inch cubes
- 1/2 teaspoon seasoned salt or dried pork seasoning
- 2 small zucchini, cut into 12 (1-inch) pieces
- 8 medium mushrooms
- 1 medium red bell pepper, cut into 12 pieces
- 1/2 cup apricot preserves
- 1 tablespoon cider vinegar





**Directions:**

1. GRILL DIRECTIONS: Heat grill. Sprinkle both sides of each pork chop with seasoned salt; cut each chop into 4 pieces. Alternately thread pork pieces, zucchini, mushrooms and bell pepper evenly onto four 12 to 14-inch metal skewers. In small bowl, combine preserves and vinegar; blend well.
2. When ready to grill, place kabobs on gas grill over medium heat or on charcoal grill 4 to 6 inches from medium coals. Brush with preserves mixture. Cook 5 minutes. Turn kabobs; brush with remaining preserves mixture. Cook an additional 5 to 7 minutes or until pork is no longer pink. If desired, serve over hot cooked rice.

RECIPE

SPICY ASAIN GROUND PORK BURGER

 **Total Time:**  
Prep/Total Time: 25 Min

 **Makes:**  
4 servings

**Ingredients:**

- 1 pound ground pork
- 2 clove garlic or 2 tablespoon minced garlic
- 1 tablespoon fresh ginger root or 1 teaspoon ground ginger
- 2 tablespoons soy sauce
- 1 tablespoon ground pepper
- 1/2 teaspoon chili powder
- 1 tablespoon gresh mint (minced) - optional
- 4 sandwich buns



**Directions:**

Mix together all ingredients except buns; form into 4 patties. Grill over medium-hot coals 10-12 minutes, turning once, about 5-6 minutes per side, until an instant read thermometer reads 160 degrees F. Serve on buns.



# Deep Agriculture Roots Now and for Years to Come

By: Abby Hopp, Marketing Coordinator

## Lee and Ben Bader farm together as father and son

Tracing back six generations of farming, the Bader family continues the family tradition. Lee and Ben Bader, a father and son duo, farm together in Jesup, IA.

"Since the early years, our family has been on the farm," Lee (dad) Bader said. "Today, it is a blessing to watch as the generational farm continues."

Lee was raised on his family farm, the location his dad bought in 1958. In 1979, he started full-time farming, raising corn, soybeans, and pigs alongside his dad.

"In the early years, my family farm involved pasture farrowing and confinement farrowing until building a new barn in 1993," Lee said. "In 1998, we quit farrowing and started purchasing weaned pigs for our grow-finish operation."

As the years went on, the farm and family continued to grow. Lee and his wife, Deb, raised five children on the farm, hoping at least one would come back to farm someday. In 2008, Lee and Deb's dream came true.

After obtaining a degree in Agriculture Systems Technology at Iowa State University, Lee and Deb's son, Ben, returned to the family farm, with hopes to continue the operation another generation.

"From the beginning, I loved the farm," Ben said. "Raising my kids on the farm was a motivating factor for me to return home."

Ben and his wife, Anna, have three daughters, Molly (4), Leah (3), and Maddie (1). Lee sold Ben the homestead, the site with the feed mill and hogs, to live and raise his family on.

“I had the opportunity to grow up on the farm, and it is great to be able to give my girls the same opportunity. I love to see my kids and wife in the yard multiple times a day.”

- Ben Bader

Although the girls are still young, Ben enjoys bringing the girls to the pig barn for daily chores.

"I still have to carry two of them, but as my oldest grew up, she has become more comfortable with the pigs and started walking through the barns herself," Ben said. "It is rewarding to know your kids have a good grasp of the importance of taking care of the land and animals. They know where their food comes from, and not many kids today are exposed to that."

Lee agreed.

"The girls have common sense of how the world works because of the farm. I cannot wait to watch them develop and grow into the people they will become."

### Establishing a Plan

"From day one, I had ownership and responsibility at the farm," Ben said. "There is an advantage of working with family. It was an easy transition and my dad has been a real supporter of me being a part of the operation."



After returning to the farm in 2008, Ben bought a portion of the hogs from Lee, with the intent to farm together.

“From the start, I was not just a ‘hired man’ to my dad,” Ben said. “I have always had responsibility, and together we are working to establish a transition for the future.”

As the operation continues to grow, Ben hopes to begin positioning the farm for the next generation, just as his dad, Lee, did for him.

## Moving Forward

Over the past 15 years, the Bader family has been active members of the Pipestone family.

“In 2004, I made one of the best decisions in my career investing in Pipestone,” Lee said. “As an independent hog producer, it was an excellent investment. Pipestone’s attitude, goals and direction is important, but most importantly, they are passionate about both animals and people.”

As technology continues to improve, Lee and Ben continue working with Pipestone to further improve their operation.

“As we continue to expand, we need to focus on becoming more efficient every day,” Lee said. “If you do the right things and improve throughout, opportunities will come your way. Be efficient and be ready to take on the next opportunity.”

The most recent advancement for the family involved purchasing ownership into Wholestone. Although this was a business decision, Lee and Ben feel this is one step closer to reaching the consumer.

“Whether we like it or not, the customer drives what we do,” Ben said. “Agriculture is no different. We need to share our family farmer story and tell individuals where their food comes from. Wholestone is one step closer to reaching our consumers.”

As each day goes on, Lee and Ben Bader continue to promote agriculture and share their family story. From bringing pigs and equipment to the elementary school and giving virtual and on-farm tours to individuals nearby and far away, to sharing skills, tips and challenges of farming to future farm kids at the



The Bader Family farms near Jessup, IA. Pictured is parents Lee and Deb, son Ben and Anna and their daughters Molly (4), Leah (3), and Maddie (1).

High School Career fair, Lee and Ben are committed to agriculture education and educating the next generation of farmers.

“My advice to those interested in farming is to be diversified through experiences,” Ben said. “Whether it’s an internship or job experience, the diversification will help back on the farm.”

Lee agreed.

“Be open to change and different ideas,” he said. “It is easy to get set into our own world of farming, but you have to keep improving and be open to begin the transition to the next generation early on.”



## A Proven Safe and Effective Cleaning Alternative



**Ag Forte Pro has been proven to improve sanitation and biosecurity of pig barns and livestock transport trucks while eliminating irritation to nose, eyes and skin and reducing time and water necessary.**

By: Dr. Scott Dee, Pipestone Director of Research

Covid-19 has brought biosecurity and disinfecting to the top of everyone's mind; a practice pork producers have been focused on for years.

Whether it's in the barn or trailer, a proper disinfecting protocol and product is essential to maintaining pig health.

We understand the important role disinfectants play; which is why when presented with a new option in the marketplace called Ag Forte, we wanted to see for ourselves how it stacked up to the competition.

### New Disinfectant Shows Promising Results

Studies were conducted by Pipestone Applied Research at South Dakota State University to evaluate the efficacy of a novel cleaning agent (Ag Forte) versus the current industry standard (Synergize) against three significant swine viral pathogens using a contaminated transport model. Following the marketing of a load of pigs, feces and wood shavings were mixed to simulate an empty trailer and Porcine Reproductive and Respiratory Syndrome (PRRS), Seneca Virus A (SVA), and Porcine Epidemic Diarrhea (PEDv) were added.

Ag Forte Pro was proven effective in breaking down contaminants without harsh chemicals. The product cleans, disinfects, and deodorizes all-in-one, while degreasing without harming most surfaces.

The results were not only promising, but surprising. Most importantly, it killed all three viruses equivocal to Synergize, but it was extremely easy to work with.

Providing less irritation to nose, eyes and skin, results show safety to humans and animals. Safety is something you cannot emphasize enough. Eye irritation has been reduced, and you cannot put a value on that.

Adding to the package, it was fast. Using less time and water, Ag Forte broke down organic matter quickly and effectively.

Additionally, with the recent Covid-19 outbreak, Atmosphere kills similar viruses to SARS-CoV-2, such as PEDV which is a coronavirus, when used in accordance with the directions on non-hard, non-porous surfaces.

### Biosecurity Recommendations

Disinfecting is just one piece to biosecurity on a pig farm. Below are some other areas to incorporate in your overall biosecurity plan:

1. Vaccination schedules
2. Consider air filtration
3. Establishing a clean/dirty line
4. Using booties when walking from your vehicle to the barn
5. Disinfect your farm, trailers, and vehicles with products like Ag Forte
6. Close the loop on pathogens entering the barn through feed transport, and consider adding an additive to your feed.

New technologies and products are coming out every year; which is why we recommend reviewing your biosecurity plan with your veterinarian annually. For questions on the Ag Forte product, call the Pipestone Swine Resource team at 507.562.PIGS (7447).

- Powerful heavy duty cleaner and disinfecting agent.
- pH neutral 8.15 at recommended dilution
- Replaces chlorinated and acid based chemicals.
- Environmental/user friendly
- Improves sanitation
- Decreases water use

- Non corrosive on equipment and hard surfaces.
- 100% biodegradable.
- ChemAlert registered
- World wise certified
- Safe for animals and people
- Proven to kill viruses similar to Covid-19
- Powerful cleaner

**Safe to skin | No fumes | Not sticky**

Order today: 507-562-PIGS(7447)

Concerns about COVID-19?

In an effort to keep safe, we are excited to share a new product...

Atmosphere Ag Forte Pro



Cleaner and Disinfectant

Proven effective in killing common diseases - Including similar viruses to SARS-CoV-2



55 Gallon



5 Gallon



Gallon

AG Forte Pro Cleaner is a water based environmentally safe pig barn and swine transport disinfectant. Functioning also as a degreaser solution, Ag Forte has been proven to improve both the sanitation and biosecurity of pig barns, livestock transport trucks and the overall health of herds.

Clearance Items



At These Prices Inventory Won't Last Long! When They're Gone... They're Gone!

Check the Clearance Page for Deals on www.pipestone.com



# Anti-inflammatories and Electrolytes

## AniPrin LQ-PM Aspirin

**OPTIONS**

**SKU:**

**3018 AniPrin LQ-PM**

**3043 AniPrin LQ-PM aspirin with caffeine**

AniPrin LQ-PM is a pre-mixed, concentrated liquid aspirin solution for livestock use. This oral solution can be mixed directly into livestock drinking water and is available with a caffeine included version.



## Blue 2 Liquid Solution for Pigs

**OPTIONS**

**SKU:**

**3338**

Blue2® is an important nutrient rich mixture providing energy components, electrolytes, amino acids and gut acidification. Because of its osmolality, it results in quick re-hydration.



## Oral Pro Aspirin 60%

**OPTIONS**

**SKU:**

**3580**

Oral Pro aspirin is a sodium salicylate concentrate 60% with Caffeine 5.7%. For use in the drinking water of swine and poultry with caffeine added at 9.6% of sodium salicylate content. Reduces fever caused by viral and bacterial infections and heat stress from transporting.



## Sky-Lytes Electrolyte Powder

**OPTIONS**

**SKU:**

**31152**

Sky-Lytes Buffered Swine Electrolyte Powder is a uniquely formulated pH buffered electrolyte powder providing the essential elements and energy for pigs of all stages. This electrolyte additive for enhanced pig health can be added to the drinking water or can be mixed with feed as a top dressing for 5-7 days before, during and after stress events.



## Oral-Pro™ 48.6%

**OPTIONS**

**SKU:**

**3583**

Oral-Pro™ Sodium Salicylate 48.6% Aspirin is an analgesic, antipyretic and anti-inflammatory oral solution for use in the drinking water of poultry and swine. This aids in reducing pain, fever and inflammation and unlike aspirin, sodium salicylate does not interfere with normal blood clotting and wound healing.



## BALANCE Stress/Dehydration

**OPTIONS**

**SKU:**

**21019**

BALANCE Stress & Dehydration Aid is a nutritional metabolic supplement formulated to balance systemic electrolytes needed to maintain hydration in cattle, pigs, horses and poultry.



Please note: Brands may vary and medication labels are subject to change!

To learn more about anti-inflammatories and electrolytes, read Dr. Cara Haden's article on page 6.

## Bluelite® Plus 2Bw

### OPTIONS

SKU:

1152

Swine BlueLite® 2Bw is a non-antibiotic, natural solution that has been shown to provide consistent and reliable benefits at weaning and for long-term intestinal health. This water soluble electrolyte provides three critical things...Acidification, energy, and probiotics which work together to generate long term performance action, help to increase the average daily gain and encourage increased feed intake. Swine BlueLite® 2Bw helps to minimize the challenges of weaning and intestinal disturbances with modes of action including competitive exclusion, lactic acid production, enzyme production, and production of antimicrobial agents.



Not all products are displayed! Check out [www.pipestone.com](http://www.pipestone.com) to view all products or call 507.562.PIGS (7447).

## Swine BlueLite® Hydration

### OPTIONS

SKU:

3648 (2 lb) & 3151 (6 lb)

Swine BlueLit® is an electrolyte water acidifier designed to combat body shrink, dehydration and hypoglycemia in swine any age when first noticed from stress events, scours or weaning management. While other formulations provide 2-3 electrolytes, the BlueLite® electrolyte supplement provides seven electrolytes to help maintain fluid within cells to combat body shrink and dehydration.



## ReFresh Swine Supplement

### OPTIONS

SKU:





5151 (1 lb packages, 25 packages/pail)

Refresh for Swine was designed to provide additional nutrient fortification to swine, helping to maintain body electrolyte balance, hydration, and support the natural intestinal health of pigs. Refresh is a water miscible supplement containing a blend of vitamins, minerals, electrolytes, amino acids and a direct fed microbial called Calsporin.



## Connect with PIPESTONE



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# Fall Biosecurity Preparation

## Keep Disease Out...

### Hawk Bait Chunx

**OPTIONS**

**SKU:**

- 1154** 9 lb
- 31276** 16 lb soft bait
- 8306** Hawk Pellets 86x1.5oz

High quality food-grade ingredients have been carefully selected to promote rodent acceptance. Made with bromadiolone, Hawk is a single-feed anticoagulant rodenticide - rats and mice can consume a lethal dose in a single night of feeding. A single-feed active ingredient combined with proven palatability and rodent acceptance has made Hawk an industry standard for years. Hawk is consistently reliable, single-feed bait choice for every day control of recurring rodent problems.



### Rampage Chunx

**OPTIONS**

**SKU:**

- 8105 & 8102**

Rampage Chunx Pest Control kills anti-coagulant resistant rodents including rats and mice. Rodents cease feeding after consuming a toxic dose. This Rampage Pest Control is a powerful bait that kills five times faster than other baits and is effective within one to two days. This bait is great for use in a bait rotation system and is mold and moisture-resistant.



### Jaguar Bait Chunx

**OPTIONS**

**SKU:**

- 8542 & 5022**

Jaguar Bait Chunx all-weather rat control that has multiple gnawing edges and a hole in the center for placing on bait station securing rods.



### Hombre Mini Blocks

**OPTIONS**

**SKU:**

- 8114**

Hombre Mini Blocks is an all-weather bait for wet or dry areas and indoor or outdoor use. This kills all kinds of rats and mice.



### FastDraw Soft Bait

**OPTIONS**

**SKU:**

- 6083**

FastDraw Soft Bait's unique formula is designed for maximum attraction to get infestations under control.



### Rat and Mouse Bait Stations

**OPTIONS**

**SKU:**

- 6082, 6066 & 6067**

Safe and effective way to control rats and mice. Keeps children and pets safely away from the bait! Product shipped may differ from photo(s) shown.



Please note: Not all biosecurity products listed. To see all products, visit [www.pipestone.com](http://www.pipestone.com) or call 507.562.PIGS (7447).

## Traffic C.O.P

### OPTIONS

SKU:  
9103

Traffic C.O.P is a dry foot bath comprised of a unique blend of chlorine, deodorizers, silicates, and acid impregnated zeolites designed for foot pans. No need to add water or dilute.



## Kestrel Wind Meter 300

### OPTIONS

SKU:  
10957

The Kestrel 3000 Pocket Weather Meter is a handheld weather-monitoring device. Measures current wind speed, average wind speed, maximum wind gust, temperature of air, water and snow, wind chill, relative humidity, heat stress index, dew point.



## Disposable Elastic Boots

### OPTIONS

SKU:  
5897 & 5896

Plastic shoe/boot covers come with an elastic band at the top for ease of use and optimal protection.



## Vi-Rid Spray

### Call for details!

Vi-Rid Spray is proven to effectively sanitize surfaces containing PRRSv and PEDv.



# Biosecurity Tips Going into the Fall

From Dr. Joel Nerem, Veterinarian & Kelly Kortleever, Health Tech Manager

1. Restrict farm access and do NOT let unnecessary visitors enter your farm.
2. Disinfect ALL materials going into the barn.
3. Work with your Veterinarian to develop a specific protocol for your farm. This includes a vaccination plan for your pigs.
4. Purchase animal health supplies from a high biosecurity location.
5. Ensure trucks and trailers are cleaned before coming to the farm.
6. Train your employees to ensure they know what the main diseases are, how they spread, and how they affect the farm.
7. Make sure that critical access areas (areas where product, animals, or people come in or go out of farms) are always very clean, dry, and warm.
8. Ensure exterior cleanliness of farms. Manage compost well, keep bin pads free from feed spills, mow lawns and spray weeds, keep rodent boxes full, and pick up all debris/garbage around farms.

## Biosecure Warehouse & Product Delivery!

Keeping your animal's healthy and diseases out of your farm is extremely important. Put your mind at ease ordering product from our biosecure warehouse.

# Handling and Administration Guide for Frozen Vaccines

## The day before vaccination



**Step 1:** Determine the required volume of vaccination stock solution.  
To do this: Measure the volume of tap water passing through the proportioner in a 6-hour period. Do this during the same time of day and in the same group of pigs as planned for vaccination.



**Step 2:** Place the entire package (cooler, frozen vaccine and dry ice) in the freezer.  
NOTE: If the entire package will not fit in the freezer, DO NOT remove the product. Leave the product in the package under the dry ice and store in a cool place.

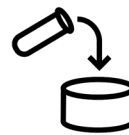


Assure pigs do not receive antibiotic-medicated feed or water for a minimum of 7 days (3 days pre-vaccination, 1 day at vaccination, 3 days post-vaccination).  
NOTE: A non-medicated week or longer post-vaccination is recommended.

## The day of vaccination



**Step 3:** Thaw the vaccine in a trickling cold water bath 45-60 minutes prior to planned vaccination.  
Turn off chlorinators, acidifiers and/or peroxide water treatment units.



**Step 4:** Place the pre-measured amount of water into the stock solution container.



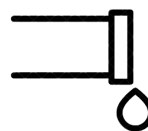
**Step 5:** Mix Reload Pack DT (sodium thiosulfate) and blue dye into the stock solution.  
NOTE: Use 1 Reload Pack DT for each gallon of solution.



**Step 6:** Mix the vaccine into the stock solution.



**Step 7:** Place proportioner draw tube so the end rests on the bottom of the stock solution container.



**Step 8:** Charge the main water distribution line with vaccine by bleeding water from pen drinkers at the end of the barn farthest away from the proportioner. Wait for the light blue water to appear.

For questions or to order frozen vaccinations please visit [www.pipestone.com](http://www.pipestone.com) or call 507.562.PIGS (7447).



# Vaccination Preperation

## Chem Medicator 55 Complete

**OPTIONS**

**SKU:**

**55**



This Chemilizer Injector comes in handy for dispensing medications, disinfectants, sanitizers and agricultural chemicals on the farm. Powered by the existing water supply, the Chemilizer 1:128 Fixed Ratio Injector is an industry-leading injector utilizing years of proven diaphragm technology. Its internal motor drives the chemical pump, injecting very precise amounts of chemicals. The speed of the water motor and pump are proportional to the water flow, ensuring the Chemilizer will inject consistent amounts of chemicals regardless of fluctuation in water pressure and flow.

## Chem Medicator 55 Complete

**OPTIONS**

**SKU:**

**8768**



The Dosatron Water Medicator assist in putting the right amount of medication into the water. Allows for effective heard treatment with water based medications.

## Reload Pack

**OPTIONS**

**SKU:**

**5606**



Reload Pack DT aids in the administration of oral vaccines to swine by water delivery. When applying attenuated live culture vaccines through a water system, chlorine must be neutralized to best maintain the viability of the products. Reload Pack® DT is a pre-measured, ready-to-use sodium thiosulfate solution that neutralizes chlorine and protects your vaccine investment.

## Little Giant Medication Pump

**OPTIONS**

**SKU:**

**549**



The Little Giant Medication Pump agitator assists in making sure treatment chemicals (especially powders) remain in suspension which provides a consistent stream of medicated water. The pump has an oil-filled motor housing that serves as a continuous self-contained lubricating system which results in longer pump life expectancy. Pump designed for submersible use only and a real work-horse for large-scale treatment.

## Oral Vaccine Stabilizer

**OPTIONS**

**SKU:**

**7775**



ARKO Oral Vaccine Stabilizer, is a waterline stabilizer with a blue dye to monitor the movement of vaccines through the waterline. ARKO's original stabilizer helps neutralize chlorine in the water, stabilizes vaccine membranes and provides nutrition for vaccines while in solution. The new Stable-DYE-zer provides all of those benefits as well as added stabilization plus the dye to track the movement of the vaccine.

## Plastic Pail Liners

**OPTIONS**

**SKU:**

**8987 (different sizes available)**



Pail liners are disposable and re-usable with a plastic construction. They are used to ensure a clean environment when mixing vaccines. This will prevent killing the vaccine during preparation.

Please note: Not all products are listed. To see all products, visit [www.pipestone.com](http://www.pipestone.com) or call 507.562.PIGS (7447).

## Safety is Our #1 Priority

### Hydrogen Sulfide Gas Detector

**OPTIONS**

**SKU:**

**8256**

The ToxiRAE 3 is a Hydrogen Sulfide gas detector with a rugged stainless steel housing for harsh environments. Equipped with alarms that activate bright red flashing LED lights, loud audible alarm, and a vibration alarm.



### Smoke Alarm

**OPTIONS**

**SKU:**

**1124**

Test button allows you to quickly check unit's circuitry, horn and battery status. Chirp-style low-battery indicator. Red power-status LED. Protective dust cover.



### Carbon Monoxide Detector

**OPTIONS**

**SKU:**

**1123**

Carbon monoxide detector with alarm has a battery backup and is easy to install. Provides reliable protection against the dangers of carbon monoxide. Small and sleek design suitable for all areas. Carbon monoxide detector plugs directly into wall outlet. AA battery backup for protection eventuating power outages. Alarm will sound when dangerous levels of CO are detected.



### Red Sharps Container

**OPTIONS**

**SKU:**

**6150, 6151, 6750 & 140483**

Sharps Containers aid to help safely dispose of all needles. Made of heavy duty plastic with a lid that securely closes when container is full.



### Animal Health Products

Easily order your animal health products online or calling our Swine Resource Team.

Website: [www.pipestone.com](http://www.pipestone.com)

Call: 507.562.PIGS (7447)

# Safety Update

By: Paul Ramsbey, Director of Safety, Ventilation and Air Filtration & Rich Stangle, Safety Compliance Coordinator

Safety at sow farms, wean to finish, and on the farm in general is unfortunately an afterthought. However, if you work hard daily, focus on the health of the animals, and work hard to keep your costs low, your farm will remain successful. Here at PIPESTONE we are working hard to show the value of a "Safe" working farm. "The Safe Way, The Only Way" is our moto on our farms.

**Safety can be efficient:** Despite many beliefs that safety will only slow you down, at PIPESTONE we believe Safety can be efficient, not only from how we effectively train our team on safe practices, but also the understanding that cutting corners will lead to injury and greatly affect productivity.

**STOP for Safety:** Getting work done efficiently on the farm is a big key to making a farm successful. At PIPESTONE we pride ourselves in our ability to do this. However, we want our team to put their safety before any work gets done. We train our team to make an investment of time called the "Stop Safety Cycle". It is a systematic method that helps all employees identify and commit to the "Safe Way" to complete a task. It is also used to identify hazards in the work that someone is about to do and take time to plan for safe success considering those hazards. Having our team Stop for Safety before they start a task in the farm greatly increases their chances of going home safe at the end of the day. We believe Safety is all about mental focus, similar to how mental focus towards work leads to successful results in Pork.

## Flared Sort Panel

OPTIONS

SKU:  
50023

This Flared Sorting Panel has a one piece-molded construction so there are no weak seams to split. It is made out of tough polyethylene, but is still lightweight and easy to handle.



## Personal Protection

<b>SKU:</b>	<b>Item:</b>
70913	Knee Pads
70914	Shin Guards
5504	Animal Grabber



**Eye Protection**

6263	DeWalt Safety Glasses
6264	Mesh Safety Glasses

**Ear Protection**

3900	FaceShield w/ mesh hearing protection
2207	Quiet Band Ear Plugs
6290	Max LITE Ear Plugs w/ Cord
2205	Softies Ear Plugs
2206	Max LITE Ear Plugs w/o Cord
2208	Ear Plugs Dispenser



## Miscellaneous

OPTIONS

SKU:

<b>SKU:</b>	<b>Item:</b>
6116	Eyewash station
6117	Eyewash solution
6124	First Aid Kit
10016	Band-aids
10071	Small Band-aids
10072	XL LG Band-aids
1007	Antibiotic Ointment

Please note: Brands may vary and medication labels are subject to change!

# Did you know:

We have vaccinations to reduce the need for antibiotics and to prevent common diseases including:

- Porcine Epidemic Diarrhea Virus (PEDv)
- Porcine Respiratory and Reproductive Syndrome (PRRS)
- Lawsonia intracellularis (Ileitis)
- Salmonella choleraesuis/ Salmonella typhimurium
- Erysipelothrix rhusiopathiae (Erysipelas)
- Escherichia coli (F18, K88, K99, F41 and 987P)
- Leptospira canicola
- Leptospira grippotyphosa
- Leptospira hardjo
- Leptospira icterohaemorrhagiae
- Leptospira Pomona
- Porcine Parvovirus (PPV)
- Porcine Circovirus Associated Disease (PCVAD) (Types 1 & 2)
- Mycoplasma hyopneumoniae
- Mycoplasma hyorhinis (Mhr)
- Pasteurella multocida (Types A & D)
- Bordetella bronchiseptica
- Clostridium perfringens (Type C)
- Porcine Rotavirus
- Swine Influenza Virus (H1N1, H1N2 and H3N2)
- Haemophilus parasuis
- Strep Suis

## FDA List of Drug Importance:

The following are antibiotics (treatments) referred to by Dr. Cara Haden and Dr. Carissa Odland. Responsible Antibiotic Use starts with proper drug selection. Can you limit the use of critically important treatments on your farm?

Critically Important
<ul style="list-style-type: none"> <li>• Aivlosin</li> <li>• Baytril/Enroflox</li> <li>• Draxxin</li> <li>• Excede</li> <li>• Excenel</li> <li>• Equisol</li> <li>• Pulmotil/Tilmovet</li> <li>• Tylan</li> </ul>
Highly Important
<ul style="list-style-type: none"> <li>• Amoxicillin</li> <li>• Ampicillin</li> <li>• Chlortetracycline (CTC)/Chloronex/Pennchlor</li> <li>• Florcon/Nuflor</li> <li>• Gentamicin/Gentamed/Gen-Gard</li> <li>• NeoMed/Neo Sol</li> <li>• Oxytetracycline (OTC)/Oxytet/Noromycin/Aureo</li> <li>• Penicillin/PenAqua/R-Pen</li> <li>• SpectoGard/Spectam</li> </ul>
Not Important
<ul style="list-style-type: none"> <li>• Triamulox/Denagw</li> </ul>
Not on FDA List
<ul style="list-style-type: none"> <li>• Mecadox</li> <li>• Linco</li> <li>• SMZ Med 454</li> <li>• Sulmet</li> <li>• Sulfadimethoxine</li> </ul>

To learn more about limiting antibiotic use on farms, read Dr. Cara Haden's article, 'Are you a Responsible User of Antibiotics?' on page. 6.



# Get stocked up for harvest!

Don't have time to order during harvest? Get your supplies now!

## Spray Marker

OPTIONS

SKU:

**1008, 4397, 4389, 1094,  
4392, 1254, 4393 & 4388**

Prima Tech Spray-On Marking Dye- 12 oz. for Livestock. Color options: Blue, Florescent Pink, Black, Green, Orange, Red, Purple or Florescent Green. Prima Tech animal marking spray colors are durable and stable with reliable spraying in all temperatures. Will even spray when upside down. Use to mark pigs, sheep, cows and other livestock when vaccinating, sorting or selling.



## Sprayolo Livestock Marker

OPTIONS

SKU:

**6088, 6970, 6089, 6098, 6971,  
6093, 6969, 6090 & 6108**

Sprayolo Long-Lasting Livestock Marker is the economical choice for marking livestock. One pint will mark 300 to 500 animals. Available in pre-mixed or concentrate. Pink lasts up to 10 days while blue, green and orange last 5 days. The marker makes it easy to mark animals from 3 to 5 feet away.



## All Weather Paintstik & All Weather Paint Twist-Stik

OPTIONS

SKU Paintstik:

**6531, 6533, 6529, 6528, 6527,  
6536, 6534 & 6535**

SKU Twist-Stik:

**6458, 6453, 6450, 6469, 6454,  
6451, 6457 & 6452**



Twist up all weather paint stick works excellent for long time marking of livestock. Non-scourable and available in a variety of colors, this paintstick is great for jobs like sorting, breeding general animal health management. Paint stick will mark wet or dry animals and resists both weathering and fading making it easier to visually sort.

The All-Weather Twist-Stik livestock marker provides the convenience of a twist-up holder to keep hands and clothing cleaner and allow the entire use of the paintstick from each marker. The special paint formula is a proven economical way to temporarily identify livestock for sorting, inoculations, breeding and healthcare procedures. The non-toxic paint is water and weather resistant and the twist-up holder keeps hands clean. Available in a wide range of colors for all your marking needs.



# Pipestone Extra

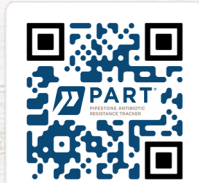
Don't miss out on our monthly podcast, **SwineTime!** Available on [www.pipestone.com](http://www.pipestone.com), Spotify, Apple Podcasts, and more!



Subscribe to our monthly e-newsletter! Did you know that here at Pipestone we publish a monthly swine-focused e-newsletter, containing expert advice, research and information in health, management, business, marketing and nutrition? Upholding our mission, **Helping Farmers of Today Create the Farms of Tomorrow**, we work to provide timely, accurate and top notch information sent directly to your inbox each month. Sign up on our website: [www.pipestone.com](http://www.pipestone.com).



Follow Dr. Cara Haden and Pipestone Antibiotic Resistance Tracker (PART)



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## Get to Know Us

# PIPESTONE

A successful pig business is most profitable when Health, Management, Nutrition, Marketing, Research and Business Services are working together correctly.





The challenges and speed of business that independent producers face today are different than the generations before them.

By utilizing Pipestone's world-renowned resources and expertise we can work together to create the farms of tomorrow.

## Connect with

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**WINNER!**

# #SWINESNAPSHOT PHOTO CONTEST



**JAMES FARNSWORTH**



**JERRY BECK**



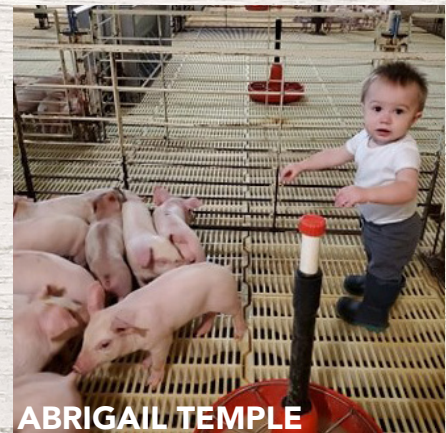
**LISA VELDKAMP**



**ALI THOMA**



**LINDSEY JUNGERS**



**ABRIGAIL TEMPLE**



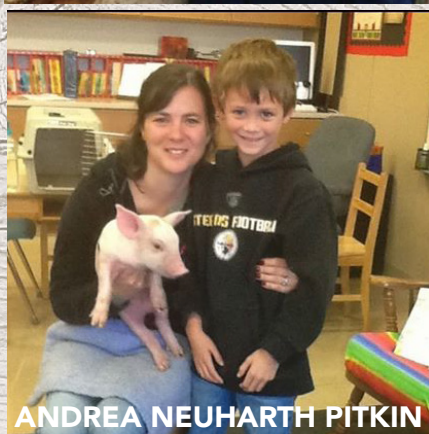
**FERNANDA HERNANDEZ**



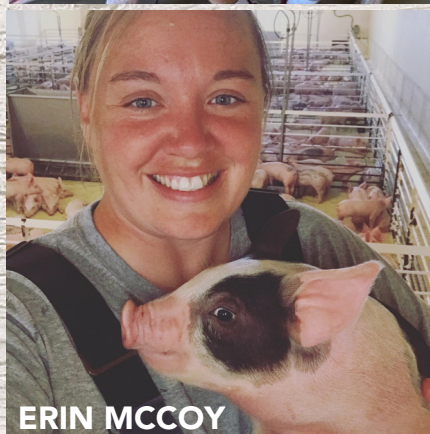
**SARAH JOHNSON**



**ERIN MOHRFELD-KENNY**



**ANDREA NEUHARTH PITKIN**



**ERIN MCCOY**



**CASEY PARIS**

A picture is worth a thousand words. On this page, we highlight farmer stories through special moments and sights on the farm. Please email your best photos to [abby.hopp@pipestone.com](mailto:abby.hopp@pipestone.com) or on Facebook messenger at Pipestone - Pigs. Top photos voted on Facebook will be placed in the next issue of the Pipestone Journal.

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1300 So Hwy 75  
Pipestone, MN 56164

**You already know us as as swine veterinary clinic**

But did you know...

**Pipestone is proudly helping over 1,500 pig farmers by providing expertise in the areas you see below.**



**PIPESTONE®**