

PIPESTONE JOURNAL

WINTER 2023



ECONOMIC SUSTAINABILITY

Resource Guide 2023

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Welcome to the *PIPESTONE Journal*, the premier pork journal featuring and serving farmers just like you. The challenges and speed of business that independent farmers 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.

At PIPESTONE, we are committed to providing you top-notch, timely information in the areas of Health, Management, Nutrition, Marketing, Research, and Business. Please feel free to communicate with us, your input is appreciated.

Editorial Comments



Economic sustainability is a crucial topic on the minds of pig farmers across the World, especially when faced with the dynamic changes in the market. The Winter 2023 edition of the PIPESTONE Journal provides a glimpse in economic sustainability in the areas of health, nutrition, marketing and business.

The Journal is kicked off by Dr. Joel Nerem, Chief Veterinary Officer, and Dr. Adam Schelkopf, Health Director, as they discuss what they believe to be the most high priority topic in swine health today, the cost of disease. But that is just the beginning. Dive deep into all things profitability with articles on risk management, ingredient purchase price, and feed mill ownership. On page 16, Damon Vander Maten, Director of FarmBooks, breaks down profitability and financial sustainability utilizing key financial report references.

On behalf of the team at PIPESTONE, I wish you and your family well this Winter.

- Abby Hopp

Winter 2023

 PIPESTONE
JOURNAL

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Chief Veterinary Comments

The Economics of a Pig



By: Dr. Joel Nerem
Chief Veterinary Officer
Pipestone Veterinary Services

Dr. Joel Nerem joined the PIPESTONE team in July 2006 and comes with vast swine health experience. Dr. Nerem is currently serving as Pipestone Veterinary Services Chief Veterinary Officer.

What does disease cost? It ultimately depends on what disease (or diseases) your pig farm is challenged with – but disease has a cost and it can be measured in dollars and cents. Dr. Adam Schelkopf described it another way when he talked about the “Health Tax”. Every pig farmer pays this “tax”. Some pay a little and some pay a lot. How much do you pay? What health “tax bracket” are you in?

The cost of PRRS virus to US farmers is probably the most well known/quantified of disease agents. A 2015 study estimated it at \$664 million dollars per year, or approximately \$4.67 per pig on average across the USA. That number is probably well above that now with the impact of the PRRS 1-4-4 L1c virus. Either way, that cost is not evenly distributed across all farms/pigs in the USA. If your sow farm source is PRRS positive and/or consistently gets new PRRS infections you are definitely in the higher health tax bracket = “paying more than your fair share”. PRRS status of pig source has one of the biggest impacts on wean to market performance of all diseases. Disease status for Mycoplasma hyopneumonia, influenza virus, and many bacterial diseases will also bump you into the next tax bracket.

So what should you do - where do you start? I recommend working with your Pipestone Veterinary Services veterinarian to determine what your farm’s specific challenges are and what options are available to reduce your disease burden. Depending on the specific disease challenges, your vet can help prioritize and recommend interventions that might include:

- Vaccination strategies
- Disease elimination projects
- New pig sources
- Pig flow/system design changes
- All in – All out production
- Depopulation/Repopulation

At the end of the day, we at PIPESTONE believe the highest health farms/systems will win the race on profitability. Contact your Pipestone Veterinary Services veterinarian today – let us help you reduce your “Health Tax”burden.



Cost of PRRS



By: Dr. Adam Schelkopf
Health Director, Veterinarian
Pipestone Management

Dr. Adam Schelkopf started his career with PIPESTONE in June of 2012, focusing in swine medicine and production. Today, Dr. Schelkopf serves as Health Director of Pipestone Management, working with the Veterinarian team to continue improving health in Pipestone Managed Sow Farms.

Time and time again as veterinarians we are asked what our highest priority need is in swine health today. The answer is simple and unfortunately has not changed for decades now. PRRS, or Porcine Reproductive and Respiratory Syndrome virus, continues to be the most detrimental and costly disease that swine producers face in the United States. Studies have estimated the economic impact of this disease to be \$664 million per year in the United States (Holtkamp et al., 2013).

PRRS has its origins back to the late 1980s and has dramatically influenced the way pigs are raised today. Many of the origins of modern biosecurity practices have their roots in methods of controlling the spread of PRRS virus. Veterinarians and researchers, such as our own Dr. Scott Dee, have dedicated a large amount of their careers to this specific disease and ways to reduce its devastating impact on swine farms and farmers.

At PIPESTONE, we focus research and control measures towards preventing viral entry and infection. Through implementation of new

strategies and technologies, we apply science to enhance measures aimed at preventing PRRS introduction. With measures such as locating sows in biosecure areas, implementing critical access point procedures, using air filtration and feed mitigation, PIPESTONE has been successful at reducing the incidence of this disease. We historically have measured this in terms of percentage of sow farms infected and are proud that last year we recorded our lowest PRRS infection rate ever. What is the significance of this to our farmers?

Looking at the impact of last year's PRRS reduction relative to 2021,

Pipestone Management farms saved
278, 813 pigs and over
\$11 million for farmers!

Every team member at PIPESTONE shares tremendous pride and joy in this accomplishment, and looks forward to raising the bar even higher in the future.

Ingredient Purchase Price

How Strategic Partnerships Can Improve Producer Savings



By: Jake Geisler
Strategic Commodity Manager
Pipestone Nutrition

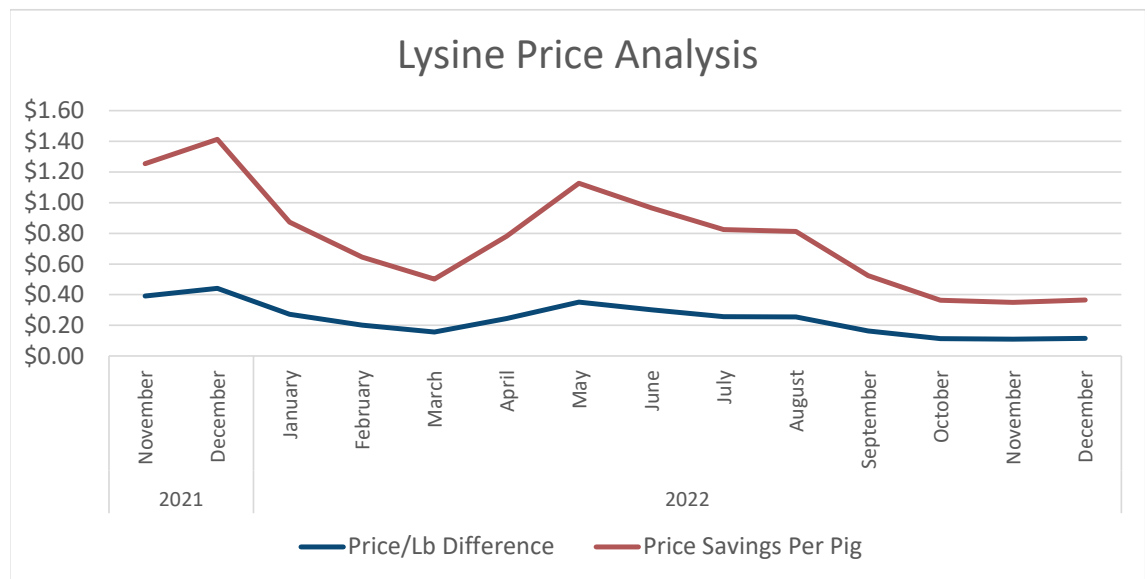


By: Amber Pugh
Director of Procurement
Pipestone Nutrition

Jake Geisler is the Commodity Manager within the Feed Partners Team. He brings over 15 years of experience in the feed business and is focused on assisting our customers lower the cost of their macro ingredients.

Amber Pugh has been the Director of Procurement for Pipestone Nutrition for the past 5 years. Amber oversees her groups activities around commodities, amino acids, micro ingredients and vtm's. She negotiates rebates to make sure the clients who purchase through Feed Partners get the absolute best value and service that Pipestone is known for.

You have all heard the term “volume buying”, and at Feed Partners this is essentially the core of what we do. It is a simple concept to understand. You buy more volume; you get a better price. This is easy if you are buying for one entity, however, this can be a hard concept to implement when there are several producers involved. Over the past five years we have worked to master volume buying of amino acids, vitamins, trace minerals and other micro ingredients. We have figured out the nuances of vendors, packaging types (bags, totes, bulk) and logistics for all our procurement partners. With ever changing dynamics in the world market, pooling volume can be challenging to have the best price 100% of the time for 100% of our partners. In addition to a better price, there are other benefits to volume buying that aren't typically talked about. These include a high-quality stable supply, forward contracting, and adjustable logistics to name a few.



To help visualize how volume buying amino acids results increased dollars in the producers pocket, the graph above looks at the price per pound difference of lysine between our purchase price and the spot market price over a 12-month period. Depending on the month, the difference in price ranged from \$0.44/lb at the high to \$0.11/lb at the low. On a per pig basis this can range from an added \$1.41 to \$0.36/pig in feed cost when purchasing lysine on the spot market. On average, Feed Partners is able to save the producer \$0.84/pig on just lysine from volume buying!

As we have looked to expand our volume pricing model to other areas, Feed Partners is now helping farmers with commodity purchasing of soybean meal and DDGS. Similar to our micro ingredient purchasing, we work to group individual producers purchasing activities together. When we can accumulate multiple small purchases across our producers into one large single transaction, this provides savings to all. These savings are realized by reducing transactions with suppliers, negotiating favorable terms, and most importantly providing consistent, reliable business to these processing groups.

When it comes to purchasing commodities, there are a few key areas where value can be captured:

● Personnel

In the bulk commodity space, there is often high staff turnover in staff with merchandisers moving every 12-24 months. During their short tenure, developing relationships and understanding the needs of individual customers is challenging to grasp. At Pipestone, we plan to be the intermediary to these changes and ensure a transparent and consistent purchasing process for our producers.

● Quality Product

While most buyers of goods know the general specifications that they are looking for, quality control and review is often “lost” after the purchase and delivery, especially in commodities. We intend to routinely sample ingredients to ensure deliveries match our purchasing expectations. With an open line of communication to our nutritionists, we can customize soybean meal and distiller nutrient analysis by supplier, which will improve accuracy and economics of diet formulation.

● Delivery

In today’s transportation world, getting product shipped on time and as ordered is challenging to say the least. Lack of employees and ownership, and competing freight often put bulk commodities on the lower end of the priority list for delivery. By having a pooled, larger base of product, we can be moved higher up the priority list and ensure that transportation challenges are minimized, and producers receive product when expected.

Our efforts are proving that there are efficiencies to be had in bulk commodities. We are seeing incremental savings on product and verifying quality as we continue to develop this market. Our savings and improvements will continue to increase as we add additional producer volume. As you review your purchasing activity in the start of a new year, please reach out to our team to discuss how to participate in any of our “volume buying” opportunities.

Feed Mill Ownership



By: Jon DeJong
President
Pipestone Nutrition

Dr. Jon De Jong grew up in Orange City, Iowa where he spent a lot of his time on his family's farm. Jon graduated from South Dakota State University with his B.S. before going to Kansas State University to get his M.S. and PhD in Swine Nutrition. Dr. De Jong started with PIPESTONE in 2011 and is currently serving as the President of Pipestone Nutrition.

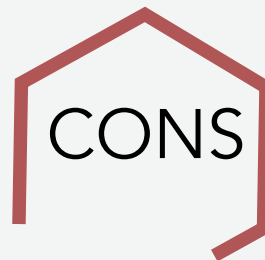
One distinct memory I have growing up was riding along with my Dad (before car seats) in the feed truck when he worked as a delivery driver and ultimately feed salesman for Wayne Feeds in Ireton, IA. He would stop at a gas station and let me pick out a jelly-filled long john or a king sized Snickers. Neither of which were on the "approved-by" list of my mother. Dad was delivering what I can only assume was "concentrate" to some of the local farmers who had vertical mixers not so different then the one we used at home to feed sows.

As with all things, the technology advanced and operations outgrew the vertical mixers. Basemixes followed and ultimately VTM based diets were made at the local elevator instead of at home. However, there were and are a few farmers and integrators alike that saw the opportunity to erect their own feedmills and utilize the corn they grew or could buy from local farmers. So, how can it be that today some farmers grind feed at their own feed mills while others purchase feed from local toll mills? Is one wrong and the other right? See below for a short and non-encompassing pros and cons list.

Own Your Feed Mill



- Ingredients sold at "cost" no margin
- Control of where ingredients come from (quality)
- Flexibility of design, delivery timing, etc



- Requires sold at "cost" no margin
- Requires expertise to operate/procure
- High labor and time required to operate

Ultimately the farmer has a choice to make on whether they can manage the asset and skillset required to own and operate a feed mill. When we look specifically at on farm mills compared to toll mills and what that means for Feed Cost/lb of gain we can piece some of that out from our benchmark data. In the below chart you can see that the majority of producers with the best Feed Cost/lb of Gain have on farm feed mills (highlighted). I think important to note that having an on-farm feed mill is not a guarantee of being a low cost producer and outside factors like pig health, nutrition, and management all can and at times do have superseding effects on the cost of gain.





By: Gawen Zomermaand
Veterinarian
Pipestone Veterinary Services

Dr. Gawen Zomermaand is graduate of Iowa State University's undergraduate and D.V.M. programs. He has over 33 years of experience. Before practicing as a veterinarian, Dr. Zomermaand grew up and worked on his family farm in addition to helping out at the National Animal Disease Center. He specializes in Risk Management currently.

A profitable pork enterprise is the goal of every pork producer. There are many considerations when thinking of profitability in the pork production sector. One of the most critical is that of Risk Management.

The main idea behind risk management is the desire to transfer the risk that a producer has in their hog inventory to a speculator who is willing to buy the hogs at a target price that the producer has the ability to determine. The willingness for a producer to sell their hogs through the avenue of Lean Hog Futures on the Chicago Mercantile Exchange makes them a hedger and takes risk off the table for his or her business. When a producer leaves pigs on the open market or on a packer contract that has a formula off the negotiated market all the way to harvest, it simply means they have decided to speculate on that percentage of their production.

Over the past few years it seems prices on both sides of the ledger have become extremely volatile. Since 2020, we have seen hog futures swing from lows in the upper \$30s to highs around \$130. During the same time frame, we have seen corn range in price from \$3-4 to \$7-8. With moves like this, predictability on the next market move becomes almost impossible. This is why it is becoming even more important to lock in a profit for your business when the opportunity presents itself.

Ultimately, the goal in risk management is to lock in a fair profit or “crush” margin. A yearly average profit/pig over an entire year may be \$10 or \$15/pig. This means we need to be watching the lean hog futures prices and how they are comparing to corn and soybean meal prices on a daily/weekly basis. By paying attention to the profit margin

being offered on a weekly basis, a producer can feel less pressure to “hit the high” in the hog market. If we can lock in \$15/pig profit for an entire year, it really doesn’t matter if hogs are \$65 or \$90 average over the next 12 months.

Over the past 25+ years in the pork production business, there has been an opportunity to lock in a fair margin every year. This does require looking out over the next 12 months on a consistent basis. Of course, in taking this approach there will be years when we experience significant margin call as lean hog futures markets continue to move higher. The opposite occurs equally as often as the market moves lower after we sell the board.

The advantages to taking this disciplined approach:

- Taking emotions out of marketing decisions
- Removing the “roller coaster effect” from marketing
- Being prepared for the threat of African Swine Fever coming to the US swine herd.

Finally, never feel bad about not hitting the high market when you are able to lock in a targeted margin. Taking this base hit approach takes the stress off of marketing. Long term consistency reaps year over year profitability. I would advise all pork producers to be disciplined and consistent in their risk management strategy. Use a trusted advisor as you see necessary. 2023 has been and is currently offering some margin opportunities to take a look at.

BRENTWOOD CO

Focusing on Improvement

Brentwood Colony of Faulkton, South Dakota, has placed a specific focus on profitability in business. The pig entity of Brentwood Colony, ProPork, takes a community perspective, with a swine business mentality. This allows the team to track accurate financial information & remain a profitable business.

ProPork is a farrow-to-finish operation, raising 3,200 sows in two barns on-site. Pigs are finished off-site, finishing 80,000-85,000 per year.

The Hutterian Brethren is a community of family focused individuals who live and work on the Hutterite colony. The communal lifestyle finds its roots in the biblical teachings of Christ and the Apostles.

"In my mind, the value of a colony is the trust of others in an environment of those who care for each other," said Nathan, hog boss. "On the colony, we try to raise kids right. We have our own school, provide a roof over our head, and we have meals together."

In addition to ProPork, the pig business, Brentwood Colony operates a grain farming operation and on-site feed mill, and has a manufacturing business, building houses, closets, and cabinets.



Nathan started managing the East Sow barn in 2000 and took over management of the South Sow barn in 2011.

"I enjoy the business aspect of pig farming," Nathan said. "My mind is always going, constantly looking for opportunities to improve. If something doesn't work, then something is missing."

ProPork started working with the PIPESTONE team in 2017.

"PIPESTONE has made it possible for us to farm with the current model we have today," Nathan said. "This includes the need to take raising pigs seriously and using a science-first mindset."

The team at PIPESTONE assisted ProPork in raising pigs off-site, renting barns. "PIPESTONE is a boots-on-the-ground company that cares about my success, and they are always transparent and honest." Nathan added.

The team at ProPork has placed a primary focus on three areas: teamwork, increased communication, and data.

LONY



Nathan believes "a positive attitude, with trust in people and the Lord is key."

Dr. Scott VanderPoel, Pipestone Veterinarian working with ProPork, believes "Nathan has a teamwork mentality, focusing on young growth."

Noticing a disconnect between staff members, Nathan has been grounding his own coffee and hosting daily meetings over coffee.

"Hosting these meetings has helped build a team environment between the staff at both sow farms, as well as improve communication, Nathan said."



In addition to increased communication, Nathan and team have embraced improvement, constantly looking for ways to improve.

"I started looking at the numbers, learning how to improve," Nathan said. "Focusing on production and health, the team has focused their efforts on dollars per pound of gain, medication host per head, and margin over feed cost."

To track this, ProPork utilizes MetaFarms through Pipestone Business' FarmStats service offering, to capture accurate data on-farm and benchmarked across like-minded producers.

"The goal is never ending," Nathan said. "Always working on improving. In 10 years, I want to look back and see how successful we have been for the 20+ years before that."



Profitability and Financial Sustainability



By: Damon Vander Maten
 Director of FarmBooks
 Pipestone Business

Damon Vander Maten is the Director of FarmBooks and has helped to build this service offering over the last few years. Damon reviews the farmer's financials and oversees the procedures to ensure that the financials are standardized and can be included in our benchmark.

"Is my business producing enough profit to be financially sustainable in the future?" is a question that I often receive when visiting with producers. "Show me the numbers", kind of like "show me the money", is often my initial response. When I say "numbers" I am really referring to the financial reports. Profitability being a necessity to running your business may be obvious to you, but what are you doing to make sure that your business is profitable and will continue to be in the future? The following definitions and proceeding three steps will allow you to not only "show the numbers" but also allow you to use them in your decision-making.



Profitability

The degree to which a business can consistently produce a profit in the future.



Financial Sustainability

The ability to remain profitable in the short-and long-term, and provide comfortable earnings for the employees and owners with the profits earned.

STEP 1: Switching to Accrual Financial Reports

I have often heard "I keep my cash balance low, and my line of credit balance is lower than last year end" or "my cash account balance is higher than last year end, so I know I had a profitable year". While this could be true from a cash or tax perspective, it may not be true from an accrual or managerial perspective. There are a lot of variables and changes in inventory that take place from year to year and your business may not have made a profit even though the cash account balance is telling you it did. If this is how you currently judge profitability for your business, you may need to switch from the cash method of reporting to the accrual method. This is not an overnight change but will be well worth the effort for the advantages received.

Advantages of Accrual (Managerial) Financial Reports:



Considers the timing of the revenue and expenses throughout the year and matches the expenses it took to produce that good or service with the revenue that is received when that good or service is sold.



Allows you to identify your accrual profit month over month by division and evaluate which division of your business is producing that profit.



Creates a cleaner and more accurate balance sheet where the business's assets can be seen in comparison to its liabilities.

STEP 2: Reading the Financial Reports

Once you have the financial reports, the next step is learning how to read them. Whether you are producing the reports, or you have hired a third party to produce the reports, you still need to know and understand how to read them so that understand how your decisions will affect them. Four of the main reports you will want to understand are the Balance Sheet, Income Statement, Cash Flow, and CBBE.

- **Balance Sheet**
Provides an overview of your company's assets, liabilities, and equity as of a certain date.
- **Income Statement**
Provides the revenue, expenses, and net income for the current month as well as for year-to-date. This can be broken into separate divisions (livestock, crops, etc.) to help you evaluate how much each division is contributing, if at all, to the net income.
- **Cash Flow**
Provides a summary of where the cash came from and where it went. The report looks closely at the operations, debt obligations, and funding to and from investments.
- **CBBE**
Cash Based Break Even is a report that looks at your cash outflows to measure your cash breakeven price. You start with your net income and back out any non-cash line items like depreciation and add back any cash outflow items that would not be included in the net income like principal payments on long-term debt.

STEP 3: Using the Financial Reports

There are a lot of moving parts when it comes to operating any business and a farm is no exception to that. Key business decisions can be stressful and are being made, sometimes daily, on the farm and the financial reports should help by giving you support for those decisions. Below are just a few decisions of many that should be made by using financials.

- **Succession Planning**
What value am I passing on or selling to the next owner and how does it affect those involved financially?
- **Expansion and Growth**
How much to expand and in what division of the business?
- **Risk Management**
What is my breakeven and how much profit am I locking in for next year?
- **Financing**
How can I get better financing?
- **Benchmarking**
How do my costs and revenue compare to my competitors?

In conclusion, the financials of your business can and should largely influence the decisions that are being made daily. Help reduce the stress and headaches of those decisions by having "the numbers" at your fingertips. Get the financial reports, learn how to read the reports, and then use the reports to manage your business and profitability.

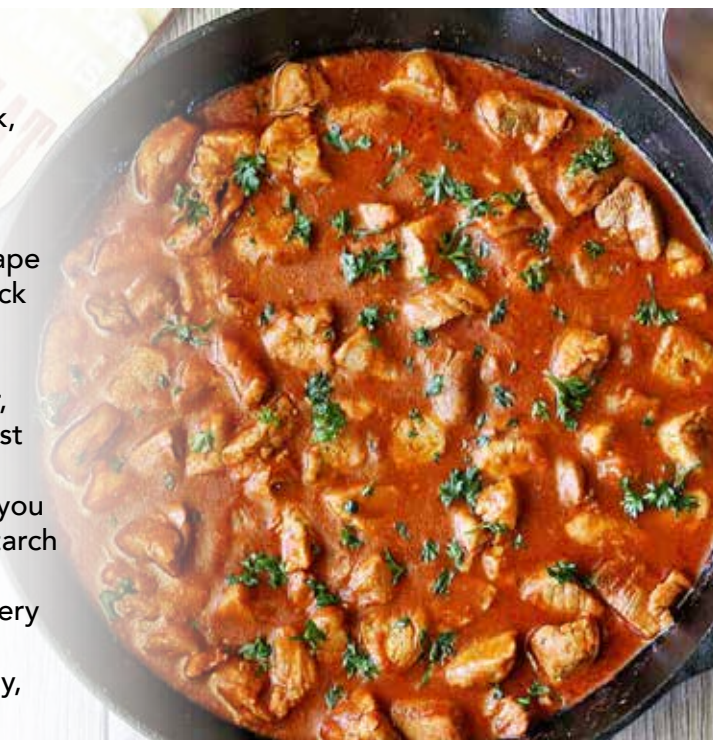
Pork Stew

Ingredients:

- 2 tablespoons olive oil
- 2 lb. pork tenderloin cubed into 1-inch pieces
- 1 teaspoon Diamond Crystal kosher salt
- ½ teaspoon black pepper
- 1 tablespoon minced fresh garlic
- 2 teaspoons paprika
- 1 teaspoon dried thyme
- ½ cup low-sodium chicken broth
- 1 cup canned tomato sauce
- 1 dried bay leaf
- 1 tablespoon cornstarch (optional, used to thicken the stew)*
- 2 tablespoons chopped parsley (optional, for garnish)

Directions:

1. In a large, heavy saucepan, add the oil. Heat over medium-high heat for about 2 minutes.
2. Add the pork, kosher salt, and black pepper. Cook, stirring frequently, until the meat is no longer raw, about 5 minutes.
3. Stir in the garlic, paprika, and dried thyme.
4. Add the broth and use it to deglaze the pan – scrape the bottom of the pan to loosen any tasty bits stuck to the bottom.
5. Stir in the tomato sauce and the bay leaf. Bring to a boil, then lower the heat to medium and simmer, uncovered, for 10 minutes, stirring occasionally, just until the pork is cooked through.
6. If the stew hasn't thickened enough at this point, you can mix in a cornstarch slurry (1 tablespoon cornstarch mixed with 1 ½ tablespoons of cold water). Or try mixing in 1 teaspoon of coconut flour, which is a very powerful thickener.
7. Remove the bay leaf, garnish with chopped parsley, and serve.



Interested in more pork recipes?

Pork makes a great meal for families, tailgating and special holidays. Visit www.cookpork.com for some meal suggestions. BONUS: there is a 360 sow farm tour available on the site.

KIDS ACTIVITIES

What do pigs eat?

Unscramble the words (all related to pigs or pig farming) at the top to solve the puzzle, then use all the letters in the circled boxes to solve the final phrase!

COBAN

OWS

TRAW E

PRKO NLIO

RPOK PSHOC

ORPK

ERCCYEL

OABR

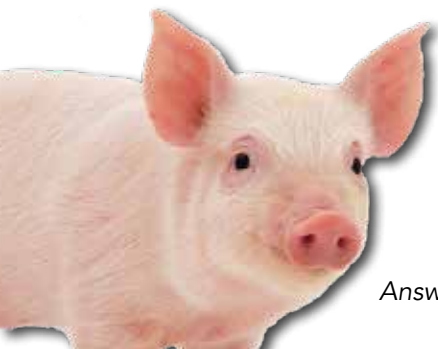
LEPITG

AMH

NAMRUE

SSGEAUG

&



Answers can be found on page 27.

Add or Subtract the first 4 questions to solve two facts about pigs at the end!

	-		=	<input type="text"/>
	+		=	<input type="text"/>
	-		=	<input type="text"/>
	+		=	<input type="text"/>

On average, how many lbs per day does a pig eat?

_A to _B Lbs of Feed

On average, a sow (mom pig) drinks how many gallons of water per day

_C to _D Gallons of Water

KIDS IN THE KITCHEN



Bacon Grilled Cheese

Ingredients

8 slices **sourdough bread**
1 stick **butter**
16 slices **bacon**
1 Tbsp. **bacon fat**
4 slices **cheddar cheese**
4 slices **pepper jack cheese**

Directions

Step 1:

Pre-heat oven to 350°F, lay bacon sheet pan in even layer and cook until crispy. Save the bacon grease and place cooked bacon on paper towel.

Step 2:

Spread butter or mayonnaise over the outside of each slice of bread.

Step 3:

Divide the cheese and bacon over 4 slices of bread and top with 4 remaining slices of bread.

Step 4:

Preheat a skillet or griddle over medium heat, add 1 tsp of bacon fat for each sandwich.

Step 5:

Grill sandwich until golden, about 4-5 minutes. Flip and grill the other side until golden.



Bacon-Wrapped Apple-Cheddar Rolls

Ingredients

1-2 **apples (cut into 16 (1/4-inch) slices)**
1 Tbsp. **brown sugar**
Dash **Salt**
1 can (8oz) **Pillsbury™ Original Crescent Rolls**
8 slices (1/4-inch) **extra-sharp cheddar cheese**
16 slices **precooked bacon**

Directions

Step 1:

Heat oven to 375°F. Line cookie sheet with nonstick foil, parchment paper or silicone baking mat. (Some cheese will melt out during baking so this will make cleanup easier.)

Step 2:

Toss apple slices with brown sugar; sprinkle with salt.

Step 3:

On cutting board, unroll dough; separate dough into 8 triangles. From center of longest side to opposite point, cut each triangle in half, making 16 triangles.

Step 4:

Place 1 cheese slice on shortest side of each dough triangle; top each with 1 apple slice. Fold sides of dough triangle up slightly; wrap dough around apple and cheese.

Step 5:

Wrap 1 bacon slice around outside of each dough roll-up, making sure ends of bacon are on bottom and slightly tucked in. Place on cookie sheet.

Step 6:

Bake 12 minutes or until golden brown. Immediately remove from cookie sheet. Serve warm.

The SwineTime podcast was created for pig farmers and individual pork producers around the country. Hosted by Dr. Wayne, 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 Pipestone.com.



Episode 41: The Path to an Older Wean Age

In this episode of SwineTime, host, Dr. Spencer Wayne, sits down with PIPESTONE's Director of Records and Information, Angie Homann, and President of Nutrition, Jon De Jong. Recently, PIPESTONE has taken steps to explore the benefits and challenges of an older weaned pig. The health benefits are evident for grow-finish farmers. Older weaned pigs are healthier, stronger, and in most cases, require less antibiotics. What does this look like at the sow farm level? What does the data behind performance say? Tune into this episode as our guests dive into the logistics of those questions and where PIPESTONE is directing their efforts to meet the demand from grow-finish shareholders.



Episode 42: Feed Risk with Dr. Scott Dee

In this episode of SwineTime, host Dr. Spencer Wayne sits down with Dr. Scott Dee, who currently serves as the Director of Research for PIPESTONE Veterinary Services. Dive into the viral risks associated with feed, and how to alleviate the risks on your operation. According to Scott, this information is relatively new to the industry as is the use of feed mitigants to deal with the risk of introducing outside feed to the barn. Learn more about how disease spreads through feed, the three types of feed mitigants, and how we've come to understand their use. Scott also discusses his upcoming phased retirement, reflections on the growth of PIPESTONE and his growth in the veterinary profession, and plans for his well-deserved retirement.

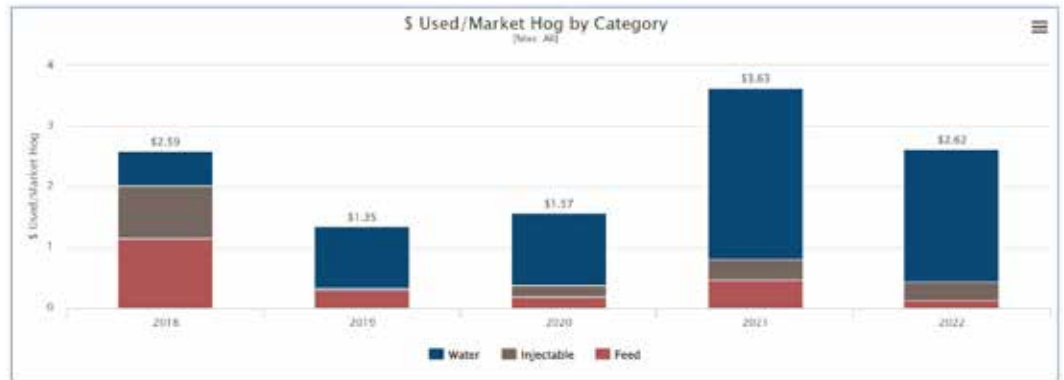
Budget Tracking Tools

Pipestone Veterinary Services offers two budget tracking tools, PART (Pipestone Antibiotic Resistance Tracking) and Animal Health Budgeting. Both services can be used at the sow farm and grow-finish level.

PART (Pipestone Antibiotic Resistance Tracker)

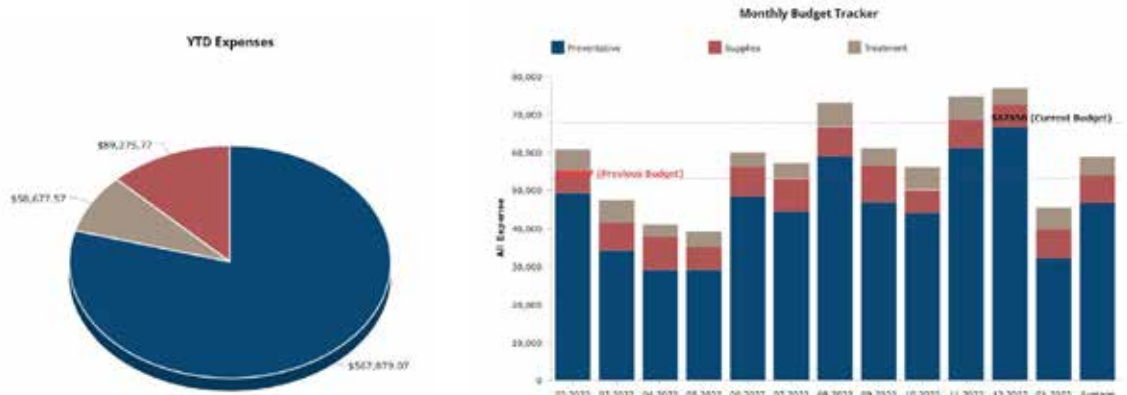
Antibiotic per pig budget tracking

PART (Pipestone Antibiotic Resistance Tracker) provides livestock farmers a web-based tool to do their PART in the fight against Antibiotic Resistance by exhibiting and monitoring responsible antibiotic use in accordance with their veterinarian.



Animal Health Budgeting

Online animal health budgeting is available at no additional charge to you. Please contact the Swine Resource Team to get this set up.



Contact your Veterinarian or Swine Resource Team member for more information.

Meet the Swine Resource Team



Kari Hamann
Pipestone, MN



Kara VanderPoel
Pipestone, MN



Kim Stein
Pipestone, MN



Marah Lytle
Pipestone, MN



Morgan Busack
Orange City, IA
712-737-4474

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Beth Bakker
Rensselaer, IN
219-866-6465



Christa Gott
Rensselaer, IN
219-866-6465



Erin Kenny
Independence, IA



Lynne Schnepf
Independence, IA

Medication Care Tips: Water solubles and injectables

Medication

Label Storage Conditions



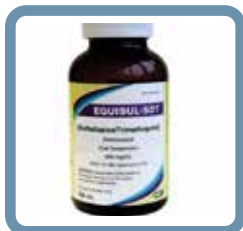
PULMOTIL AC
250MG/960ML

Store at or below 86° F (30° C).
Protect from direct sunlight.



ASPIRIN
LIQUID/ANIPRIN PM

Keep container securely closed when not in use. Store in a cool, dry place.



EQUISUL
SMZ/TMP CON

Store upright at 59°– 86° F (15°– 30° C). Brief periods up to 104° F (40° C) are permitted. Protect from freezing. EQUISUL-SDT in containers of 280 mL and 560 mL — discard 60 days after removing bottle seal.



**DENAGARD
TRIMULOX &
VETMULIN**

Protect from direct sunlight. Store at controlled room temperature, 59°-77°F (15°-25°C).



ASPIRIN
ORAL PRO 60%

Store at 20°–25° C (68°–77° F). Excursions permitted between 15°–30° C (59°–86° F).



EXCEDE
SWINE

Store at controlled room temperature 20° to 25°C (68° to 77°F). Shake well before using. Contents should be used within 12 weeks after the first dose is removed.

Medication

Label Storage Conditions



TILMOVET
AC 250MG/960ML

Store at or below 25° C (77° F). Excursions permitted to 40° C (104° F). Protect from direct sunlight.



RESPIRE
1 LITER

Keep containers tightly closed in a dry, cool, and well-ventilated place.



BLUE 2 TM
LIQ SOLUTION

Keep containers tightly closed in a dry, cool, and well-ventilated place. Protect from moisture. Protect from light.



AMPROLIUM
9.6% GALLON

Store container in an upright position. Store between 5C-25°C (41°F-77°F), with brief excursions to 40°C



ACTIVATE
WD 5GL HZ

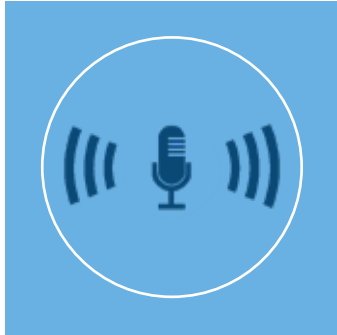
Keep container closed when not in use. Store locked up. Store in a well-ventilated place. Keep cool.



ENROFLOX

Store in a dry, cool and well-ventilated place. Store locked up. Keep container closed when not in use. Keep/Store away from direct sunlight, extremely high or low temperatures and incompatible materials.

Connect with PIPESTONE



SwineTime Podcast

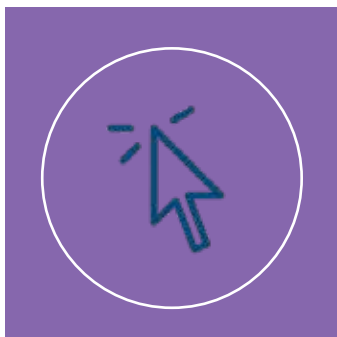
The SwineTime podcast is released monthly on the 2nd Tuesday. Find the podcast on www.pipestone.com or on your favorite podcast listening platform.



Swine Newsletter

Bi-monthly, PIPESTONE sends a newsletter containing timely, accurate and top notch information sent directly to your inbox each month.

Sign up on our website: www.pipestone.com.



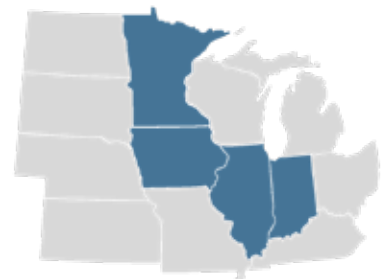
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**Thank you,
Farmers**



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Answers to the kids activity sheet

What do pigs eat?

COBAN B A C O N
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 TRAWE W A T E R
 PRKO NLIO P O R K L O I N
 RPOK PSHOC P O R K C H O P S
 ORPK P O R K
 ERCCYEL R E C Y C L E
 OABR B O A R
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