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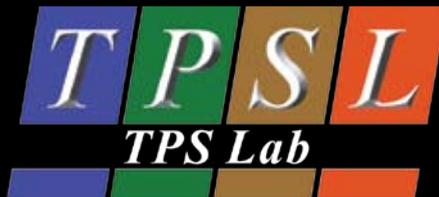


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contents

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Agriculture

Plant Stress and Proline – Avoiding Crop Performance Loss	8
One-Call of Wyoming	10
Frosty Berseem Clover: A Cold-Tolerant Cover Crop & Forage Option	11
Riders' Metal, LLP	12
Farm For Under 3%!	12
De Dell Seeds	12
LAFORGE – Technology for Active Implement Guidance	14
Kansas farmer goes nearly a decade without rained on alfalfa.	15
TSR Parts Inc.	16
The Durham Stalk Pusher	17
Pressurized Exhaust Kills Burrowing Rodents	18
Natural Insecto Products	19
The Mighty Giant Line by Jones Manufacturing Co.	20

Equipment

Look Ma – No Wires! Wireless Grain Temperature Monitoring	24
Walinga – Bulk Feed Bodies & Grain-Vacs	25
Economize on Equipment Costs with a New Kit from Fehr Cab Interiors Co.	26
Sunny D Mfg., Co. Inc – The Oregon Roadrunner	27

Livestock

PBI Parlor Systems Leading the Way in the Dairy Industry	30
“Catcher” Makes Calf Work Easier	32
Rawhide Portable Corral to blend the Old with the New	32
Beefmasters Excel in Feed Efficiency Evaluation	34
SweetPro Feeds of Walhalla, ND	38
The REVEAL 4-N-1 is the ultimate arena and ground prep tool.	40
Doda USA, Inc.	40
Gabel Belting, Inc. – “The Cow Carpet People”	42
Northern Livestock Video	43
Coburn introduces new dehorners	44

Departments

Marketplace	46
Advertiser Index	48

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President / CEO

Michael Ritz
mikeritz@ritzfamilypublishing.com

Executive V.P. Operations

Robert Davis
rdavis@ritzfamilypublishing.com

Office Manager

Angie Hawkins
angie@ritzfamilypublishing.com

Administrative Assistant

Brenda Stoner
brenda@ritzfamilypublishing.com

Sales

Kevin Davis
kevin@farmranchdairy.com
Pat Drury
pat@ritzfamilypublishing.com
Anna Short
anna@farmranchdairy.com

Ritz Family
Publishing, Inc.

Corporate Office

Ritz Family Publishing, Inc.
714 N Main St., Meridian, ID 83642
www.ritzfamilypublishing.com

Sales

For all sales inquiries, call toll free:
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Subscriptions

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Plant Stress and Proline

Avoiding Crop Performance Loss

Larry Zibilske, Ph.D.

Vice-President of Research, TPS Lab

In his 1995 State of the Union speech, President Bill Clinton highlighted a USDA program addressing plant stress as an example of wasteful “pet project” government spending. We knew then, and know even more now, that plant stress is a very significant yield-and-quality-robbing factor in agricultural crops to which little attention has been paid.

We try to optimize fertility, irrigation, weed and pest management practices to achieve the best production under the constraints of environment and economics. However, it has become clear that plant stress comes from everything we try to control; it is additive, and it can be cumulative—resulting in loss of yield and quality potential.



For the grower, visual detection of plant stress often comes too late to do anything more than damage control by preventing further loss of yields and quality for the season. One visually-obvious “too late” example is dropped squares and bolls in cotton. Another is shed flowers and pods or a pre-

dominance of two and three-bean pods in soybeans if stress is present early-on, or empty pods if stress occurs later.

In plant health, as in human health, there are signs, although they may not be obvious, that stress is present. The trick is in detecting and interpreting those signs – ideally, before they can be seen. This is evidenced by many of us having annual physical check-ups and blood (in the case of plants, sap) tests to detect “hidden” problems. Certain “biological signals” accumulate in the plant during periods of stress. They are produced in response to environmental stresses such as water, light, temperature and salinity. Their appearance are signals that something is hindering normal plant growth and development with consequent loss of yields and quality.

One of the common stress molecules in plants is Proline. Proline is an amino acid normally produced during protein production. In times of stress, plants over-produce this molecule which can be measured with whole leaf analysis. Elevated proline indicates stress responses have been initiated by the plant. The excess proline stimulates metabolic changes in the plant to cope with the stress.

However, proline is not only a signal but also directly helps maintain internal cell turgor, preventing electrolyte losses by supporting good osmotic balance. Proline also reduces the undesirable reactive oxygen species molecules (ROS) which, in times of stress, can overcome the natural ability of plants to dispose of these harmful molecules that are normally produced during metabolism.

Good crop nutrition is fundamental to warding-off harmful effects of environmental stresses. Therefore, proline is both a plant stress response and a signal. Increased proline production allows a plant to marshal its physiology to accommodate the stress. But generally, the internal changes the plant makes to manage stress reduces its productivity in favor of survival advantage.

In short, high proline values are simply symptoms of larger



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problems in the plant.

The primary use of the proline data is to formulate a plan to ameliorate or manage the stresses causing the proline response. With high proline, the plant is telling us that something is wrong.

We don't want to eliminate stress, but control it so that the plant can continue to grow and produce well during the season. Elimination of stress is not a goal because the plant uses certain stresses as timing functions for several important metabolic processes.

While the overall concern is in reducing chronic or unanticipated stresses, there are certain conditions during crop development under which induced and carefully-controlled plant stress can be of great financial benefit to the grower: Scheduled and managed stress can result in higher nutrient content of the crop (premium quality) or greater yields, or both. This is demonstrated by actual field results.

Accordingly, the goal is not to minimize stress across-the-board throughout the season, but to carefully time the induce-ment, control and manage it.

Regardless, carefully managing overall stress responses during growth promotes better total plant performance. Your lab's in-season recommendations will include steps to minimize destructive unplanned stresses and manage desired ones detected by increased proline production. As an example, for a low-moisture stress, the lab may recommend increasing potassium fertility to increase internal water use efficiency. Additionally, based on other plant tests, other nutrients may

be recommended to maintain canopy structure and function, and to reduce or eliminate disease and insect pressures.

The plant lab uses the proline test to monitor total stress in crop plants. If stress levels are high, the results, together with sap and tissue nutrient test results, guide the lab in prescribing changes to your management that will control those stresses. Remember, elevated proline levels indicate stresses that are most often caused by multiple factors. Your lab will consider those factors to formulate a complete remediation plan that addresses all stresses.



Proline may have other effects on plants as well. Collection of proline data has been going on for some time. Differences have been seen between reproductive tissues from stressed plants and those of those of low-stress plants. Therefore, if you hold seeds, tubers or bulbs over to plant yourself or sell them for planting, controlling stresses may influence future crops as well. These effects continue to be evaluated.

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owns/operates any underground facilities shall, by statute, register their location and contact information with the notification center, there are few exceptions to this requirement. If a person is involved in any activity in which earth,

rock or other materials on or below the ground is moved or otherwise displaced by means of hand or power tools, power equipment, explosives or other means, and includes grading, trenching, digging, ditching, auguring, tunneling, boring, plowing-in, pulling-in, ripping, scraping and pipe installing, EXCEPT TILLING OF SOIL AND GARDENING OR AGRICULTURAL PURPOSES. They must call the notification center (811) at least 2 full business days, and not more than 14 full business days, prior to beginning their excavation.

Once the notification center (811) has been contacted, the center will send out notifications to our member, operators/owners, to let them know of your intended excavation activity near their underground facilities within the next 2 to 14 business days. The members must respond to the excavator within the 2 full business days and either clear the described dig area or mark their facilities within the described dig area in some fashion within 2 feet of the actual facility location.

PLEASE, for your safety and for the safety of the general public, and the protection of our vital underground infrastructure. CALL 811 at least 2 full business days prior to beginning, ANY excavation activity.

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Frosty Berseem Clover: A Cold-Tolerant Cover Crop & Forage Option

You've probably heard about Frosty Berseem Clover (*Trifolium Alexandrinum*), the first cold-tolerant berseem clover. In early testing, Frosty withstood lows of 5° F without snow cover, thus earning its "frosty" claim to fame. It combines the best of berseem clover's Mediterranean genetics and adds a later maturity, cold tolerance, productivity, and nutritional forage value.



Frosty offers planting flexibility. Because of its quick establishment, Frosty can be incorporated into a cover cropping rotation to help suppress weeds. It can be underseeded in small grains in the spring because of its frost tolerance, and it can be used in a mixture for interseeding into standing row crops in summer or fall. Speaking of fall, Frosty will grow deeper into the fall than regular berseem.

With the potential for four tons of dry matter per acre in a two-cut system and a crude protein content of up to 21.5 percent, Frosty also is an excellent non-bloating option for direct grazing livestock. Another obvious appeal for a legume like Frosty is, of course, nitrogen fixation. Trials at Penn State showed that Frosty Berseem Clover fixed up to 150 pounds of nitrogen per acre.

Frosty is growing in popularity as an alfalfa-boosting companion. In fact, Frosty shares alfalfa's dry-down characteristics, remaining green for forage or hay. To make the most of Frosty's companionability with alfalfa, plant using a seed mixture ratio of 80 percent alfalfa to 20 percent Frosty; however, thanks to Frosty's cold tolerance, you can frost seed it directly on frozen ground before planting alfalfa. Frost seeding gives Frosty a headstart for rapid establishment in spots where alfalfa has winter killed.

Frosty prefers slightly alkaline loam alkaline, or "basic," soils, which is perfect for the western U.S., but really loves silty to medium-loam soils. It also produces more biomass than crimson clover on heavy soils. When planting with a drill, use a depth of ¼ inch at a rate of 15 pounds per acre for monoculture and about six pounds per acre in mixes.

As a berseem clover, Frosty has a low hard-seed count, which means you're not likely to get overrun by unwanted Frosty, and you would need to replant for future plantings.

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Bargain interest rates may be the optimistic news for farmers this year, as both long and short term rates remain at historic lows. But while many lenders cling to old Prime Plus formulas for establishing loan rates, others prove they can do better.

"Farmers can borrow substantially under 3%, and close to half of what Prime plus 1% formulas are," according to AGRIfinancial Services, a nationwide lender focusing exclusively on farm lending. Headquartered in Louisville, KY, the company provides an alternative way to borrowing for operating needs, as well as long term fixed rate mortgages.

"It's like a home equity loan, but for farmers," they say. AGRIfinancial Services works with California and western producers in all lines of the industry. Instead of crops or ma-

chinery for collateral, farmers use their real estate to back the loan. The resulting benefits pay off with customers.

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

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



De Dell Seeds

De Dell Seeds is a family-owned Canadian business that started in 1999 with a goal of providing healthy and sustainable alternatives to the creeping corporate control of seed technology. As a result, De Dell Seeds, which specializes in Non-GMO and Organic corn seed hybrids, has realized rapid growth in both volume and geography since its inception and has gained an extensive network of dealers across Canada, the US Northeast, and the Midwest.

The business continues to grow their hybrid portfolio as its breeding program develops better characteristics for the North American grower. In the last 3 years, they have added 14 new high-performing hybrids to their lineup and now have 37 Non-GMO hybrids in their upcoming 2019 catalog. Of these 37 hybrids, 7 are dedicated silage hybrids offering fantastic

feed value, and there are an astounding 10 organic hybrids. This level of alternative choice is unparalleled in the industry!

De Dell Seeds also offers growers a choice of seed treatment. Most of their conventional hybrids are offered as a choice of untreated seed, treated with a fungicide alone, or treated with a combination fungicide and insecticide that is effective, environmentally safer, and steers clear of the use of neonicotinoids. This allows our growers to limit their use of pesticides to what is necessary in the fields that need it.

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The **LAFORGE® Guided Hitch** allows a semi-mounted (2-point) planter and applicator to follow the RTK guidance line with a high level of accuracy in flat fields and on hillsides. The compact design allows for precision placement of seed and nutrients in separate passes. The hitch replaces the factory crossbar on John Deere's planters, and adapters for other implements and nutrient applicators are available. In addition, the **LAFORGE® Guided Hitch** has been awarded an AE50 Award for 2017 as one of the significant innovations in Farm Equipment Technology. The hitch has been well received by the customers either using it or considering it for

use with an Active Implement Guidance solution. Some of the positive feedback received has been:



"This unit is clean looking and not complex"

"I like the fact that the Hitch does not add length to my planter tongue and does not need the addition of extension hoses and harnesses"

"The accuracy is amazing"

"The unit is simple to install"

"It will work with the PTO generator"

In addition to the semi-mounted guided hitch LAFORGE has also developed an Implement adapter pivot and several implement attachments, allowing different types of drawbar pull implement to be adapted and guided with the **LAFORGE® Guided Hitch**.

About LAFORGE:

LAFORGE SYSTEMS INC., Concord, CA was established in 1991 as a first step in a carefully planned expansion to be able to support LAFORGE's growing number of dealers and customers throughout North America.

The LAFORGE group purchased a manufacturing facility in Cedar Falls, IA in 2007, and added a new factory in Waterloo, IA in 2010. These facilities now also house whole goods and spare parts warehouses and an installation shop.

LAFORGE branded front 3-point hitch systems have been available since 1979. The company quickly became a world leader in technology related to tractor-implement interaction, tractor ballasting and weight transfer. LAFORGE is the recipient of a multitude of patents and awards in these areas. Nine AE50 awards are just an example of this.

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Kansas farmer goes nearly a decade without rained on alfalfa.

In the commercial hay industry, producers have searched for years to find a way to put up high quality hay in large square bales. Larry Matlack of Burrton, Kansas knows all too well the trials of making quality hay, he and his sons have raised alfalfa in south central Kansas for 25 years.



“In all that time,” Matlack says. “We’ve seen a lot of producers leave the hay business in pursuit of other crops, the largest contributor to that is weather.”

In 1999, Matlack decided to find a way to beat mother nature. He had seen farmers in the eastern United States wrapping big round bales, and decided that he could do the same with his big squares.

In an agreement with Tube-Line Mfg. of Canada, the Stinger Cube-Line wrapper was born. Able to wrap bales eight feet long in a stack that’s up to nine feet high, this large commercial wrapper set a new standard for the haying industry.

“I started out using it as an insurance policy,” Matlack says. “If the rain was coming, I just baled it, and wrapped it.

It didn’t matter if the alfalfa was 20% or 60% moisture, the point was to save the quality, and get the irrigation system back on for the next cutting.”

The unexpected surprise came when Matlack discovered that dairymen preferred high moisture baleage over high quality dry hay.

“We decided we’d put up each cutting as baleage, and turn that 40% of our crop that used to go to grinding hay, into dairy hay.”

For eight years now, Matlack’s downed hay has not been rained on once. Not only that, but by getting

the water back on, most years he has gained a 6th cutting.

“It gives you an upper hand.” Matlack explains, “With the Cube-Line wrapper we can bale in as little as 11 hours after swathing.”

The new 2014 Stinger Cube-Line wrapper lists for \$56,000.

“It’s really something to think about, Larry explains, we’re down to 350 acres of hay, and the wrapper makes us on average \$50,000 more profit each season.”

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- ✓ Uniform seed depth at seeding

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TSR Parts Inc. is a family owned/operated business located in Colgate, ND. The TSR Straw Chopper developed from a need for service parts for John Deere combines. TSR takes great pride in their work and do their best to have complete satisfaction from all their customers. All their products are Made in the USA. TSR product adds both value and increased productivity to every farm operation. TSR has a



complete line of replacement units and component parts that have evolved to now include the current line of John Deere STS combines. TSR expanded line also includes complete units and component parts to fit Case IH Axial Flow combines and hydraulic cylinder depth stops. These lines are now available to the worldwide markets. If residue management has been an issue in the past, the addition of a complete TSR fine chop straw chopper or updating your factory straw chopper with TSR component parts, is the solution. If you had to purchase a separate piece of equipment to deal with residue that pulled behind your tractor, there would be additional passes over the fields. The TSR fine chop straw chopper will minimize the need for additional tillage after harvest due to the chopper's ability to shred residue very fine, saving both time and money. Utilizing the fine chop straw chopper makes for an ideal planting bed for those farmers practicing no-till conservation planting methods. TSR works hard to make every part of their product top of the line in both function and workmanship. All TSR products carry a 1 year warranty on their parts against any defects. Take a look at their full line of products on-line at www.tsrparts.com

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The Durham Stalk Pusher

Strip Till farmers have long been considered some of the most progressive in the industry. Like most things, though, there have been challenges. One of those challenges has been tire and or trac damage caused by corn stalks left behind.

Seeing a need to mitigate tire damage, The Durham Stalk Pusher was invented in 2008 by Galan Durham of Burlington, Colorado.

The idea may not have been unique, but the roller design was the first of its kind. The concept is simple. Simply roll over the stalks to lay them down. There is no need for anything more aggressive or destructive to the corn stalk. After all, leaving the stalk in the field was the purpose behind strip till farming.



Durham Ag Tech has the best quality product among tire mitigation products and is able to boast that it is priced far more reasonably than some of the less user friendly designs currently being sold.

The top 4 reasons that the Durham Stalk Pusher should be your first choice when looking for a tire mitigation product are:

- **Cost Effectiveness**--An entire unit is priced at less than two tractor tires. This is BY FAR the most reasonably priced unit on the market.
- **Ease of Mounting**--No need to install multiple pieces to run over each row. That's just more parts that need maintenance. Our Generation III model hangs on the front weight bracket and works for most tractor models. We currently have units available for John Deere, Case and Caterpillar. Each Stalk Pusher arrives with complete mounting hardware and can be installed in under 2 hours.
- **Total Clearance**--Generation III models boast up to 25" of clearance! This is especially important to the folks that farm uneven terrain. With our oscillating bar, the roller truly follows the contour of the ground.
- **Ease of Use**--The roller system lays stalks flat, so in contrast to an individual skid system that may catch debris, this won't catch trash!

The Durham Stalk Pusher has branched out all over the Midwest and has units running in North Dakota, Nebraska, Kansas, Oklahoma, Texas, Ohio, Iowa and of course its home state of Colorado. Several customers have purchased multiple units so that they can have one on each of their tractors!

For more information on the Durham Stalk Pusher visit www.durhamagtech.com

The Durham Stalk Pusher

WHY A DURHAM STALK PUSHER IS YOUR BEST CHOICE IN AVAILABLE TIRE MITIGATION PRODUCTS

COST EFFECTIVENESS An entire unit is priced at less than two tractor tires. It is by far the most reasonably priced unit on the market.	EASE OF MOUNTING No need to install multiple pieces to run over each row. Each unit comes complete with all mounting hardware.
EASE OF USE Roller System lays stalks flat rather than an individual skid system that may catch debris. This won't catch trash!	TOTAL CLEARANCE Generation III models boast up to 25" of clearance!

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Pressurized Exhaust Kills Burrowing Rodents

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

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

Company owners, Allen Hurlburt and Virginia Massey, claim the PERC® system involves a narrow steel wand that is used to probe the burrow and inject pressurized exhaust. The burrow is consumed with lethal concentrations of carbon monoxide. The rodent has no chance to escape or block the burrow.

An internal combustion engine generates the carbon monoxide and drives a compressor pump that pressurizes the exhaust gas to 110 psi in a storage tank. An air hose and a hand held probe inject the gas directly into the burrow without any digging.

Brand new to the PERC® lineup is the PERC® 620, a trailer-mounted unit with a 20 hp Kohler motor and six reels. Each with a 50' hose and hand probe. The 620 features a tandem axle with turf tires. It sells for \$14900 plus S&H.



PERC® Model 620

The PERC® 412 is a trailer-mounted unit with a 14 hp Kohler motor and four reels. Each with a 50' hose and the hand probe. The 412 features turf tires and is designed to be pulled behind an ATV. It sells for \$8525 plus S&H.

The PERC® 206 is a skid-mounted unit with a 7 hp engine and two reels. Each with 50' hoses and hand probes.

It sells for \$5425 plus S&H.

The PERC® 206T is a skid unit mounted on its own special trailer. It sells for \$5850 plus S&H.

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

A PERC® system can treat moderately infested alfalfa fields at about 3.5 acres an hour with a single operator. Each probed location requires only about 2 to 3 minute injection times.

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

For more information call toll free (855) 667-5181 or visit the website www.hmgophercontrol.com

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Natural Insecto Products

INSECTO is an insecticide alternative to chemical poisons used for control of grain insects and house insects.

INSECTO has been registered with the USA Environmental Protection Agency since 1984 (EPA Reg. # 48598-1). INSECTO is a formulation of a very refined (Micron average size 7) saltwater Diatomaceous Earth (DE) blended with several protein food products which act as baits. DE is the skeletal remains of plankton which feels similar to talcum powder, however when viewed under a microscope, one can see the sharp jagged edges on the DE which basically cuts up and breaks down insects waxy protective coatings. Also, the saltwater DE absorbs up to 175% of its weight in fluids compared to only 150% for freshwater DE. DE is allowed by the Food and Drug Administration (FDA) in Human and Animal food products up to 2% of weight; it is used as an Anti-Caking agent in many food products.

INSECTO kills insects by cutting up the insects bodies, than absorbs their body fluids, which leads to their deaths by dehydration; a physical kill rather than a chemical kill. Insects don't build up a resistance to INSECTO, unlike chemical pesticides. INSECTO is labeled with the EPA "For Organic Production" and is listed with the Organic Material Review Institute (OMRI).



INSECTO has been and is being used by Bunge, Cargill, Consolidated Grain & Barge, ADM and other large companies for several decades, along with on farm storage by thousands for farmers

around the United States and Canada. INSECTO has been exported to Japan, UAE, Israel, Jamaica, Brazil, Nicaragua, and several other countries.

INSECTO is now being used in Poultry Housing for control of Mites, Darkling Beetles, Lesser Mealworms and other insects which plague this industry. Insects in poultry houses are destroying the insulations as well as adversely affecting the health of the birds. INSECTO should be blown in at a rate up to 4 pounds per 1,000 square feet of surface area.

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Often imitated, innovation begins at Jones Manufacturing! Jones Manufacturing was the first with a hydraulic opening tub (we built our first unit in 1960), the first with an electronic governor, and the first with a hydrafork. From the single discharge auger, to the rubber lagged top-drive elevator no other grinder has the features, capacity and durability of the Jones Mighty Giant.

New products and new features can sometimes lead to new problems. At Jones Manufacturing, we maintain a relationship with local operators to be sure that all features and designs are field-tested in the same environment our customers face. This same relationship gives us important feedback so that new designs and innovations are the result of experience, not marketing hype.

All Jones Mighty Giant Hay and Wood Grinders are of commercial, heavy-duty quality, designed for the high capacity grinding at a low cost per ton. With a Mighty Giant, you not only get a host of operator friendly features, but also the security of years of durability. We're not the first tub grinder company in the world, but we're confident that we are the last one you'll need.

For more information on the Mighty Giant Line by Jones Manufacturing Co., please visit us online at www.mightygiant.com, or call us at 402-528-3861. If you're in the neighborhood, stop in and visit us at 1486 12th Road, Beemer, NE 68716.

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

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

The SafeTrack Wireless Grain Temperature Monitoring System can be programmed to automatically take temperatures and save them for later viewing. Grain depth, approximate bushels and automated exhaust fan operation functions

are also available. Grain temperature history reports are also available to be printed out. Each individual bin can be set to specialized temperature parameters to accommodate various crops. Instead of taking **2 to 3** hours for a large operation, reading temperatures can now be done in **minutes!**

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

Another option is the GrainTRAC remote bin monitoring system. This system utilizes a cell phone modem to transfer data from the TSGC temperature cables to an internet website, www.wagnet.net. The producer is given a user name and a password to ensure privacy. Once logged onto the website, the producer can view a graphical display of his temperatures or a numerical display. Temperature parameters (minimum and maximum) can be set for each bin, as well as rate of rise temperature over a designated time period. Temperature history reports are available for print out. Options include remote fan start/stop and a weather station with features such as temperature, relative humidity, wind speed and rain measurement. Alerts are sent via email or text message.

The requirements for the GrainTRAC system include temperature cables, cell phone coverage at the bin site and electrical power. An annual access fee to the internet website is charged (a low per year minimum). Convenience is the selling point of this system because a producer can monitor his grain temperatures from anywhere via the Internet.

Either of these wireless systems will save you time and money, while providing peace of mind about the true condition of your grain. Knowing your grain temperatures, while watching for changes, is the only safe way to monitor the condition of your grain.

TSGC, Inc. is one of the largest suppliers of grain temperature monitoring equipment in the world. Headquartered in America's Heartland, our administration, fabricating, sales and service divisions are located in Spirit Lake, Iowa. We have an extensive network of contractors representing our products and services nationwide and in over forty countries. **TSGC, Inc. is dedicated to serving you.** For more information or a free, no obligation quote, contact Tri-States Grain Conditioning, Inc. at 800.438.8367, TSGC@TSGCinc.com or www.TSGCinc.com

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

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

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

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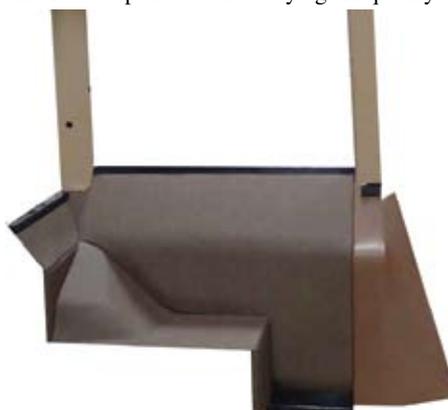
Economize on Equipment Costs with a New Kit from Fehr Cab Interiors Co.

As new tractors continue to be offered in the ag-market, the cost of new equipment has soared, and it can be hard to budget for upgrading to the latest and the greatest. By installing a new cab interior, it gives you the feeling of having an updated tractor for the next growing season while providing a higher resale value in the future when you do decide to update your equipment line. Trim your spending budget by making a low cost investment on a new cab interior to keep your equipment in the best of shape and looking like new. If the time does come to update or trade in, you want to get top dollar out of your trade in. By installing a **Fehr Cab Interiors** kit, it gives the purchaser the assurance that you cared about your tractor. By freshening up the cab, the value of the tractor can increase up to 15%.

If you have a tractor over 15 years old, the interior has started to show its age and is falling apart. The vinyl gets saggy, and the foam lining in the cab loses all acoustical properties and starts to harden and deteriorate. **Fehr Cab** has done testing to prove a significant difference in decibels when comparing new and old acoustical foam panels. By replacing the acoustical foam, it silences the high pitched sound decibels that cause damage to your hearing.

Fehr Cab is excited to introduce the "Anyone Can Install" cab

kits to their ever-expanding product line. The John Deere 2 wheel drive 30, 40, 50, 55/60 series Sound Guard cabs are available finished onto pre-formed plastic for much easier installation! Also, for the sound guard cabs, the replacement plastic fender fronts and air vent bezels are now available. The IH 86 & IH-88 headliners are also available as a pre-formed "Anyone Can Install" new kit. These new panels will save you up to 4 hours in installation time and you will no longer have the nuisance of having wrinkles develop and adhesive drying too quickly.



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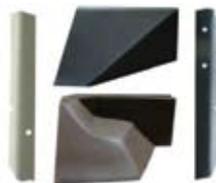
Most farmers can install these parts into his or her tractor, using **Fehr Cab** do-it-yourself kits for over 700 different model cabs. **Fehr Cab** kits are available with pre-cut, pre-sewn, pre-formed panels and complete instructions and whatever is necessary to install kits. **Fehr Cab** strives to replicate the original vinyl, foam thickness, quality custom fit and overall appearance in all interiors offered. The new interior kits make the cab atmosphere so much more pleasant, clean, and quiet. **Fehr Cab** installs these interior kits in local customers' cabs to insure that each part fits and every kit is easy to install. To see how easy our kits are to install, check out our "installation videos" at www.fehrcab.com. Quality materials and superior service is what makes a **Fehr Cab** kit the best value.

Currently, we are adding new items to our growing product line. Some of the newer items recently introduced are: Complete Seal Kits for Doors and Windows (pre-mitered and contoured to fit); Construction equipment interiors; Cat Challenger interior components, Case IH MX 100-270 interior components, John Deere 5200 srs, 6120-8530 model interiors and John Deere newer model S series Combine sound dampening kits. **Improvements are consistently introduced and customer comments are taken seriously.** Over the past 25 years, we have learned to listen to our customers' requests and concerns to contribute to continued quality and affordability to stay competitive. To make a difference in sound control in your cab, contact **Fehr Cab Interiors Co.** anytime for information or to order.

Fehr Cab Interiors Co. 10116 N. 1900 E. Rd. Fairbury, IL 61739 ph: 815-692-3355 or fax: 815-692-2574 sales@fehrcab.com www.fehrcab.com



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

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



Humble Beginnings

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

That machine is still being used today.

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

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

Sunny D Today

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

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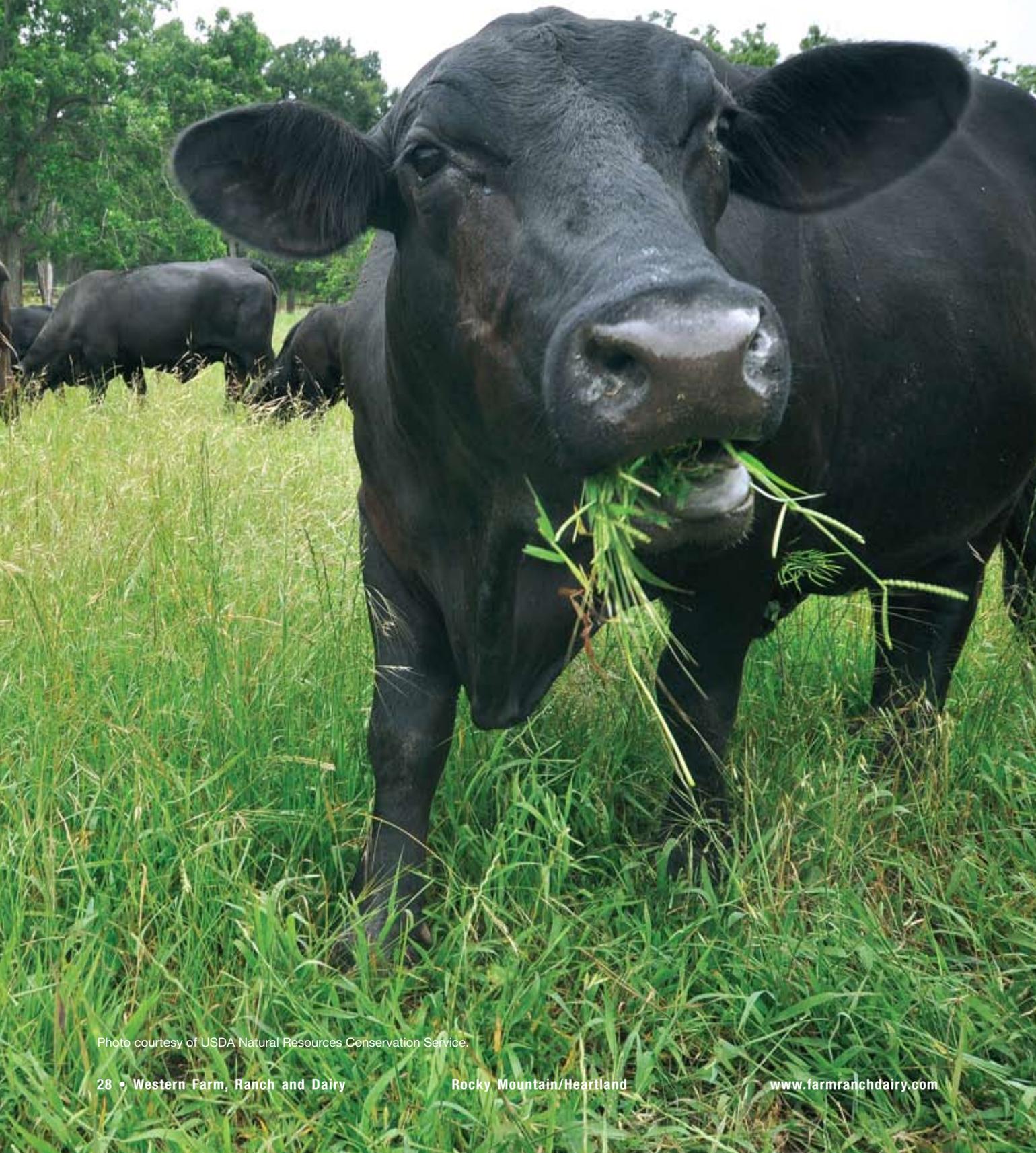


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PBI Parlor Systems Leading the Way in the Dairy Industry

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

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

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

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

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

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

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

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

Innovation is what started PBI. Their

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

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

For more information, call PBI Parlor Systems at 800-295-5677 or visit www.PBIParlorSystems.com



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Rawhide Portable Corral to blend the Old with the New

John McDonald knows a thing or two about livestock equipment after working with cattle and rodeo livestock most of his life. Knowing there had to be a better portable corral design out there; he came up with it himself.

In 2003 the public was introduced to his original Rawhide Portable Corral. It could be set up by one person without any lifting and it could be done quickly; yet it could also be pulled down the road at highway speeds, ensuring that no time would be wasted while catching cattle.

Fast forward to 2018 and now customers have two different corrals to choose from; the Rawhide Original, throwback to the first design, or the Rawhide Processor.

Even though the Processor's design is viewed as the superior portable corral on the market, John believes that there are still those who will want a smaller, more affordable system. Enter the Rawhide Original, which is a blend between the two designs he has offered throughout the years and has a bumper hitch with permanent transport wheels. The Original is only offered in the Standard and Large sizes.

The Processor is offered in three sizes for the convenience of ranchers and cattle producers throughout the world and the

main difference with this design is the ability to customize the corral upon ordering by including a hydraulic alley, head gate or loading chute. Whether you simply want to catch your cattle or process them on site and load them into a trailer from the pasture, you are able to do so with the Processor.



The design of the Processor continues to impress cattle producers with its versatility and ease of use. The permanent sheeted adjustable alley aids with working your livestock, whether it is done on site or in the field. The adjustable alley

Continued on page 45

“Catcher” Makes Calf Work Easier

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



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

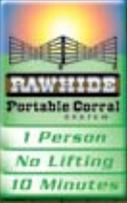
“Safety is the number one goal of our durably built and user-friendly catchers,” says Leo, president of Safety Zone Calf Catchers. “The traditional way to tag and process calves can be dangerous and often takes more than one person to do the

job. With our calf catcher it's easier on the producer, the cow and the calf. One person, who can operate an ATV or UTV, can safely work calves.”

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

“Traditionally, producers have to get to the calves early after birth otherwise it can be difficult to catch and even hang on to them, and then it can require two or more people depending on the protective behavior of the mother cow while the processing takes place,” Leo notes. “With our calf catcher unit, one person can catch calves, even if they are a week or older when they have plenty of run in them. Another benefit is the calf holder located at the back of the catcher. It not only secures the calf for processing, but works very well for pair-

Continued on page 45



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by John McDonald

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Jim Anderson DVM, MS – “I use my ATV version with scales almost every day to process newborn calves. It is as handy as a pocket on a shirt! Buying this product is a lot less painful than a trip to the hospital.”

Lynn Gravely, TX - “Occasionally the “Brahman” personality comes out in our ladies. The chore of tagging and weighing is very simple with the aid of your catcher. Dianne, my wife of 30 years points out that the cost of the calf catcher is much less than the hospital bill.”

Beefmasters Excel in Feed Efficiency Evaluation

The United States Department of Agriculture (USDA) Agricultural Research Service (ARS) conducted a feed efficiency evaluation at the U.S. Meat Animal Research Center (USMARC) in Clay Center, Neb., on 18 beef cattle breeds. The feed efficiency test results ranked the Beefmaster breed second for Average Daily Gain (ADG) and Dry Matter Intake (DMI) in both steers and heifers. Only one other breed ranked in the top five in ADG and DMI for both sexes in this study and they were below the mark set by Beefmasters.

Ranking	Breed	Steers ADG,DMI
1	Limousin	0.206
2	Beefmaster	0.203
3	Chiangus	0.13
3	Maine Anjou	0.13
4	Santa Gertrudis	0.119
5	Gelbvieh	0.107
6	Brahman	0.1
7	Hereford	0.099
8	Braunvieh	0.073
9	Charolais	0.07
9	Salers	0.07
9	Shorthorn	0.07
10	Tarentaise	0.05
11	Simmental	0.027
12	Angus	0
13	Brangus	-0.002
14	Red Angus	-0.014
15	South Devon	-0.041

Details about the evaluation:

The 18 breed USMARC study evaluated 5,606 head of cattle (composed of finishing steers and growing replacement heifers) for DMI, ADG and Post Weaning Gain (PWG). DMI and ADG data were recorded over 62 to 148 day periods for both steers and heifers. PWG was calculated by dividing gain from weaning to yearling weights by the number of days between the weights. Individual animal feed intake data was measured daily as a key component of the evaluation. All animals used were from the USMARC germplasm evaluation project.

Using the Angus breed as a base of zero (0), the other breeds were compared back to the Angus as a baseline for both steers and heifers, where they were evaluated for efficiency using ADG and PWG during feed intake data collection. Beefmasters ranked second for ADG in both steers and heifers.

Feed Efficiency Adds Value

Feed efficiency is important for all sectors of the industry. Cattlemen have known this for a long time. The challenge has always been finding a cost effective way to measure feed efficiency in individual animals. Over the past decade new technologies, such as GrowSafe Systems LLC, have emerged as a means to collect detailed individual animal feed intake data, from which individual animal feed conversions can be extracted. With the inclusion of this powerful new individual intake and conversion data, researchers are now

Ranking	Breed	Heifers ADG,DMI
1	South Devon	0.203
2	Beefmaster	0.096
3	Hereford	0.094
4	Maine Anjou	0.031
5	Charolais	0.03
6	Shorthorn	0.025
7	Limousin	0.017
8	Santa Gertrudis	0.012
9	Chiangus	0.008
10	Salers	0.002
11	Angus	0
12	Simmental	-0.004
12	Red Angus	-0.004
13	Brahman	-0.023
14	Gelbvieh	-0.027
15	Brangus	-0.049
16	Braunvieh	-0.078
17	Tarentaise	-0.081

conducting exciting new feed efficiency evaluations which are identifying more efficient animals. When one considers the impact of adding the power of genomics to the equation, the prospects of making rapid genetic improvements in the area of feed efficiency is exciting.

Feed Efficiency Impacts Cow-Calf Sector

Improved feed efficiency relates directly to the cow-calf operator. Annual cow maintenance costs are the largest expense in all cow-calf programs. Replacing large appetite and high maintenance cows with more feed efficient females impacts the bottom line by reducing annual cow costs. In operations where supplemental feeding is required for the cow herd, more feed efficient cows post cost savings to the bottom line.

While current research is focused on measuring feed efficiency, science is also unraveling the relationship between efficiency on feed vs. efficiency on pasture. Some limited research has shown

that the same cattle that are efficient on feed will also be more efficient on forage. That remains to be proven in large scale projects, but scientists are working to solve the pasture efficiency question.

Some efficiency researchers hypothesize that specific efficiency traits, such as Residual Feed Intake (RFI), is a maternal trait. If that is correct, the way ranchers make mating decisions in the future could be greatly impacted because selecting for feed efficiency would become as common as using birth weight EPDs.

Feed Efficiency in the Feedyard

The impact of feed efficiency on cattle feeders is obvious. Identifying genetics that gain more while eating less feed is a recipe for profitability. Over the past 10 years, the beef industry has focused almost exclusively on Quality Grade in our finished cattle. The push to improve marbling to earn the carcass premiums that come with it, coupled with relatively inexpensive corn, has distracted many cattle feeders away from the importance of feed conversion to total profitability. Do you remember when the ethanol subsidies pushed corn to record prices? That was the last time the industry was vocal about the need for more feed efficient cattle.

Cattle with better feed conversions have fewer days on feed and lower cost of gain, resulting in serious cost savings for their owners. These feed efficiency upgrades come with even more value in the case of Beefmasters when you factor in advantages for dressing percentage, which lead to more pounds to add to your grid pricing worksheet. It takes a historically large Choice/Select spread to override the value adding combination of cattle that convert on feed in the mid 5:1 range, post over 3.5 ADG, dress in the 64%-65% range and hang up predominantly Yield Grade 2 carcasses. Beefmaster steers are doing just that in feedyards across the country, while still Quality Grading at acceptable levels.

Beefmasters are gaining attention as the beef industry begins to seek out efficiency genetics to bridge the gap to optimal, cost effective production

Continued on page 36



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Beefmasters

Continued from page 34

practices. Beefmasters have been long regarded as a versatile maternal breed, but this feed efficiency study points out that Beefmasters bring significant value drivers to the cattle feeder as well.

This study, buoyed by individual animal feed intake technology, points out major feed efficiency differences between breeds. For years Beefmasters have been recognized as solid feedyard performers with superior health, lower cost of gain and superior feed conversion rates. Feed efficiency, coupled with higher yielding and improved dressing percentages, adds a new layer of added value over the top of today's grid pricing mechanisms.

Crossbreeding with Beefmasters

Efficiency doesn't stop at the feed bunk. Beefmasters add efficiency through a powerful heterosis kick that will improve fertility, longevity, health, improved pay weights and overall profitability. Thanks to the strong *Bos indicus* base, Beefmasters are truly unique among composite breeds. According to geneticists, Beefmaster post 63% retained heterosis which is a great advantage on the maternal side.

Beefmaster bulls used on high percentage Angus cows yield results that keep the cowman in business and the feedyard happy. This popular cross anchors the maternal equation with progeny being 75% British and 25% ear. Enough *Bos indicus* to ramp up maternal heterosis, while maintaining market and carcass acceptability of the Angus/Hereford/Shorthorn influence. Being predominantly black-hided and showing very little ear or navel, calves

of this cross consistently earn branded premiums that other black-hided calves earn. The biggest difference is the extra pounds of pay weight and replacement females that stay in the herd significantly longer than straight *Bos taurus* cows. All of this thanks to heterosis.

Adaptability

The versatility and adaptability of Beefmasters is eye opening. Many breeds talk about how adaptable they are, but Beefmasters prove it. Two of the largest markets for Beefmaster bulls are the high desert of the Northwest region and the Gulf Coast region, which stretches from Mexico all the way to Florida and the Atlantic coastline. Ranchers in these wildly different environments use Beefmasters to anchor the maternal needs for their commercial operations.

In the high desert ranchers are able to utilize more country simply because hardier Beefmaster cross cows will travel farther to water sources than high percentage British cows. The willingness to cover more country, utilizing native pasture and thrive in higher elevations creates efficiency and provides great value to ranchers.

Gulf Coast conditions provide a totally different set of challenges for ranchers. Hot, very humid conditions with lots of low quality forage, coupled with unprecedented insect and parasite loads makes ranching in this region very challenging. The challenges of maintaining body condition scores and getting cows bred back make Beefmasters a great choice in this region. The bonus of heavier calf pay weights due to Beefmaster performance is also a nice upgrade.

Beefmaster bull users in these two very different environments tend to

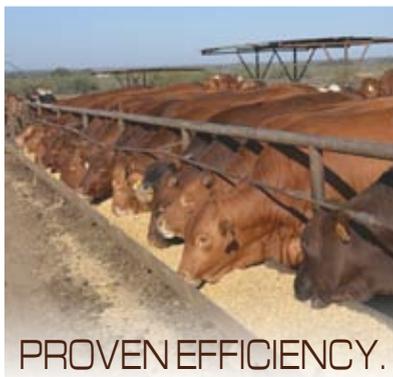
be large scale commercial herds. The feeder calves produced from these large herds go directly into some of the beef industry's best known branded beef programs. Beefmaster sired steers have earned a reputation for meeting the carcass specifications for these demanding programs and being the most profitable cattle in those supply chains.

For cattlemen facing the challenges of fescue country, Brahman influenced genetics have been documented to handle the effects of fescue toxicity better than any other genetic combination. The efficiency advantage Beefmaster offers farmers in the fescue belt is impressive. Combining the breed complementarity crossbreeding effect of Beefmaster with the predominantly Angus herds of this region yields great value, all thanks to the proven attributes of heterosis.

A Systems Approach to Efficiency

The key to profitability is identifying the genetics and management scenarios that fit the marketing program or supply chain that your calves will eventually wind up in. In other words streamlining your product to fit the system. There are some basic steps every cattleman can take to increase efficiency. The industry has known about these tools for some time, but have not correctly capitalized on them.

Crossbreeding is the simplest way to implement efficiency and will yield the greatest return for commercial cattlemen. The benefits of direct and maternal heterosis have been documented time and time again. Implementing an organized, controlled crossbreeding program will make your entire operation more efficient. Including Beefmasters as a key ingredient will allow you to squeeze more profit out of your program. 🐾





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Historically many small farmers steeped barley before feeding it to their animals. While this practice faded due to various

influences such as economies of scale, elements relating to this fermentation of grain have been refined by SweetPro Feeds. SweetPro has overcome the historic mechanical limitations and taken the science to new levels with stabilization for open range feeding, organic complexed trace minerals, four classes of viable digestive enzymes and prebiotics to deliver maximum performance potential. Feed efficiency is improved by 25%.

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

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

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

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

When these protein and fiber oriented energy benefits are combined with SweetPro's strong vitamin and mineral package, ranchers have a solid tool to help reclaim the losses they'd otherwise absorb when forage is poor. Even poor quality forages can be fully utilized with pastures stretched or more animals run on the same ground.

SweetPro benefits the Rancher by improving feed efficiency 25% while promoting better herd health and fertility. Heavier "growthy" calves can be expected at weaning along with labor and fuel savings (blocks are only placed out every 10 days).

It also benefits the producer by providing new options for grass finishing and putting more "Pounds on Pasture" per day than older means of vitamin and mineral supplementation.

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

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

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



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Model 30TW Headgate

Height: Gate Opening 66" • Overall 85"
Width: Gate Opening Top 31.5" • Gate Opening Middle 29"
 Gate Bottom 26.25" • Overall width w/handle open 67"
 Overall width w/handle open 67"
Step Over: 5.5"
Closes To: 4"
Weight: 290 lbs.

- Parallel opening doors and a low step over help prevent a downed animal from choking.
- Gate closes down to 3" to hold small calves and latches up to 18". Model 30TW closes to 4" to 20" to hold your largest bulls.
- A unique hinging system and slides push dirt and manure to the outside with each opening eliminating build-up and door jams.
- Improved positive ratchet lock not affected by weather conditions.
- Fully opening doors provide a wide exit and prevent animals from stumbling or jumping when exiting.
- The model 30TW has 6 more inches of gate clearance height and 31.5" in width. Specify left or right handle control (from rear of chute) when ordering.



Model 34M Headgate

Height: Gate Opening 66" • Overall 87"
Width: Gate Opening 33.125" • Overall including handle 102"
Step Over: 1.5"
Closes To: Top - 4" • Bottom - 2.75"
Weight: 317 lbs.

- Parallel doors with a 1 1/2 step over.
- Gate closes from 4" and opens to stunning 34" in width.
- Friction latch designed by For-Most.
- Neck bars are an option that work with 34M.
- Doors do lock independently, but work together to maintain an even width.

Model 450 Chute



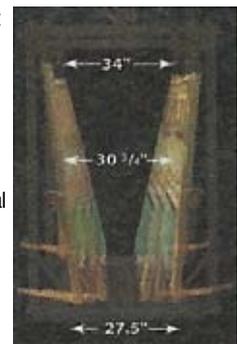
The Model 450 Squeeze Chute is the top of the For-Most manual chute line. Arguably the best manual squeeze chute on the market today. Every detail has been engineered to offer tremendous access to essential areas of any sized animal. This chute is easy to operate and provides safety to both the operator and the animal. Many options are available to customize this chute to fit your needs and your budget. There is not a better manual squeeze chute on the market today. Stout enough to handle any size operation for many, many years.

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Overhead Clearance Required: 8'5"
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Length: Inside 10'8" • Outside 11'
Door Opening: 31"
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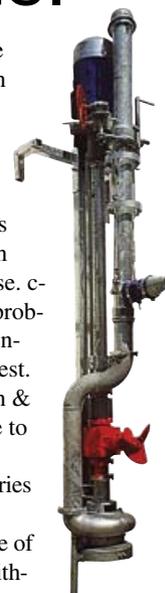
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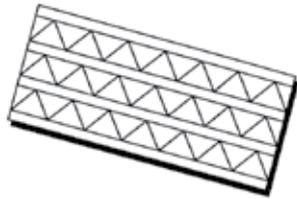
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The steel cables keep the rubber from stretching and buckling caused by constant livestock traffic and skidsteer scraper machines. The belt stays in place and will last indefinitely as compared to the shorter life of some new manufactured rubber products available today.

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Once the belt is reclaimed from the mine it is shipped to our processing yard in Chaffee, NY. In Chaffee we have machines which were developed by Bob Gabel. The machines process the belt and prepare it for a custom made fit once it arrives at the farm.

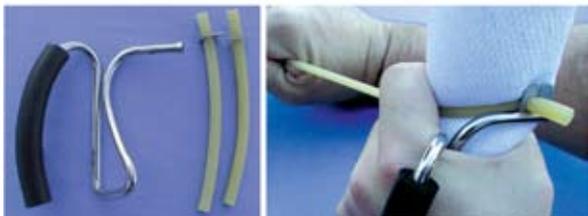
At the processing yard the belting is passed through a grooving machine. The grooves do much to improve footing once the belt is installed in the typically wet environment of free stall dairy operations – most importantly, the feeder alleys and milk parlor holding area.

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Northern Livestock Video, headquartered at Billings Livestock Commission, Billings, MT is engaged in the livestock auction business through Video Satellite & Internet Marketing and is produced by a capable Northern Livestock staff. Pat Goggins introduced the video concept of selling livestock to the industry years ago and conducted the first in the world sales during the mid-1970s. Video & Internet marketing has since become a viable, legitimate tool for merchandising feeder cattle and breeding cattle. The most important factor is to receive national competitive bidding on your livestock. The Northern Livestock Video Sales are broadcast on Satellite and Internet. In addition, the sales are aggressively promoted nationwide in the best read livestock publications around the country and nationally recognized auctioneers' will sell the sale. As a consignor, being involved in one of our Video events affords your herd more exposure than you could possibly gain on your own efforts. This is buying power.



Northern has on staff the best group of knowledgeable Representatives of any video sales company in America. They come with excellent qualifications and have firsthand knowledge of cattle breeding, feeding & carcass quality. You can work knowing they will personally represent you from the moment you sign the consignment form until the day your cattle are delivered. They are bonded, reputable, conscientious cattlemen with many years of experience in the industry. But most important they understand marketing at all levels. They will become your best friend! The sale is conducted just like an ordinary auction sale only the livestock are not on the premises. Most of the sales will be physically held at the Billings Livestock Commission in Billings, MT where television monitors will be set of for viewing, or you can view the sale in the comfort of your home or office. Buyers will be on the seats to bid and a bank of phones will be manned to take the call-in bids from the video broadcast. They are fast paced auctions with nationwide bidding. Keep in mind when you consign your livestock to a Northern Livestock Sale, it will be broadcast across the North America continent on Satellite as well as on the Internet. Anyone who has a "dish" or computer at home, in the office or feedlot can view the sale and bid on the livestock in "real time." Remember, we started the video way of selling livestock, the first in the world, back in the 1970s. We know what we are doing and we would like to prove it to you. When you make the important decision to consign to Northern, call us at 1-866-616-5035.



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Coburn introduces new dehorner

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Whitewater, WI: Coburn introduces new Dehorner for 2018. Express Dehorner, distributed by The Coburn Company, Inc., provide easy, fast and economical ways to remove horn buds.

Express Dehorner are a great and convenient option for dehorning/debud-

ding calves and goats. Debudding at the youngest age possible greatly reduces stress on the calf, encouraging quicker gains. When dehorning/debudding it is important to follow pain management practices recommended by your veterinarian and it is also important to follow the instructions included with the Express Dehorner.

Express Dehorner are available in two styles, allowing producers to find the perfect dehorner for their operation.

Express Propane Dehorner are economical, lightweight and come with two different hose lengths – 5' and 15'. Each Express Propane Dehorner comes with a fuel regulator to help reduce fuel waste. Propane Gas Dehorner heat to 1,200oF, in less than three minutes. Units come with reversible brass 11/16" and 13/16" Express Dehorning Tip (14020), hose, regulator, hex key and flint striker. Additional Express 3/5" Goat Dehorning Tip (14015) is available.

- 114-005G Express Propane Gas Dehorner with 5' Hose - Works with 14 oz. propane cylinder (not included)
- 114-015G Express Propane Gas Dehorner with 15' Hose - Works with 20 lb. propane tank (not included)

Express Portable Dehorner are built to last and are constructed for easy use. Express Portable Dehorner operate using a Express High-Powered Fuel Cartridge (446) consisting of butane, propane and propene to ensure a hot, consistent fuel source. Express Portable Dehorner reach working temperature in three to five minutes. Units come with metal carrying case, one Express High-Powered Fuel Cartridge and a hex key.

- 134G Express Inline Dehorner - Comes with 3/4" Express Dehorning Tip - Two other tip sizes available – 5/8" tip (11115) and 1" tip (11125)
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“Catcher” Makes Calf Work Easier

Continued from page 32

ing out, as the cow can see and smell her baby and will then easily follow to another pasture or calving barn in inclement weather. Cows will follow the calf virtually anywhere!”

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

The company sells directly to cattlemen but welcomes dealership inquiries. “Built in both Nebraska and South

Dakota plants, the calf catcher will last for generations, Sales have stretched across the U.S. with exports to Canada, Australia and France.” Leo adds.

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

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



Rawhide Portable Corral

Continued from page 32

can be sized from thirty (30) inches down to sixteen (16) inches; either manually or hydraulically.

The most notable features of the Rawhide corrals are that they are easy to set up and they are easy to transport. We mean it when we say that one person can open up the corral without lifting a panel. This will continue to be the model as we move forward with our newer designs.

The key is one person can handle it all by themselves. Customers can manipulate the panels so it is not just one big pen, but two, three or even four pens for sorting, as one can never have enough pens when it comes to working cattle.

John’s design was the first portable corral on the market to offer the hydraulic lift option. This has been so popular that we now offer customers the option to buy the Hydraulic Lift Kit with or without the battery so that they may upgrade existing equipment of their own. A lift kit includes the jack, power unit, solar panel and of course the option of including a battery at time of purchase.

John and his wife Mary run the family business at their manufacturing plant in Abilene, Kansas, which is the only place where a Rawhide may be purchased outside of South Texas, where we now have a dealer in Hempstead.

Please check out our website for more information and to view our videos: www.rawhideportablecorral.com or find us on Facebook. Phone # 785-263-3436.



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Albert Lea Seed	www.alseed.com	11	Martin & Tope Real Estate Co.	www.martinandtope.com	13
Aquasource Drilling	www.aquasourcemt.com	10	Mike's Equipment Company	www.mikesequipment.com	47
Beefmaster Breeders United	beefmasters.org	36	Milk Specialties Global	milkspecialties.com	31
Best Western Plus Spokane	www.bestwestern.com	21	Natural Insecto Products	www.insecto.com	19
Biotic Industries, Inc.	www.biotic.com	37	Neeralta Manufacturing, Inc.	neeralta.com	25
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Common Sense Mfg., Inc.	www.commonensemfg.com	47	Rawhide Portable Corral, Inc.	rawhideportablecorral.com	33
Connie Dittmar		46	REVEAL 4-N-1	www.reveal4-n-1.com	40
CW Mill Equipment Co., Inc.	www.dynahog.com	46	Riders Metal LLP	www.ridersmetal.com	13
D & S Tire Inc	www.dstiresales.com	49	Rowse Rakes	www.rowserakes.com	23
Dakotah Toys, LTD	www.dakotahtoyparts.com	46	S & S Wood Products, Inc.		46
Davey Joans		46	Safety Zone Calf Catchers	safetyzonecalfcatchers.com	33
De Dell Seeds Incorporated	www.dedellseeds.com	13	Seed Inc.	www.seedinc.biz	47
Doda USA Inc	www.dodausa.com	40	Sloan Express	www.sloanex.com	52
Droge Farms		21	Smith & Co Auction & Realty, Inc.	www.smithcoauctions.com	19
Durham Ag Tech	www.durhamagtech.com	17	Spokane Ag Expo	www.agshow.org	50
Easy Way Cattle Care	www.easywaycattlecare.com	5	Stinger Inc.	www.stingerltd.com	15
ENS Cattle Company	www.enscattlecompany.com	41	Stray Voltage Consulting	strayvoltageconsulting.org	37
Fehr Cab Interiors	www.fehrcab.com	26	Sundby's Trailer Sales	www.sundbytrailers.com	25
Flynn Farms Clinton, LTD	flynnfarms.ca	46	Sunny D Mfg., Inc.	www.oregonroadrunner.com	27
For-Most Livestock Equipment	www.for-most.com	39	Sweet Pro	www.sweetpro.com	38
Gabel Belting	www.gabelbelting.com	42	Texas Plant & Soil Lab	TPSLab.com	2
H & M Gopher Control	www.hmgophercontrol.com	18	Thunderbird Irrigation of Idaho	thunderbirdirrigation.com	49
Hanson Silos	hansonssilo.com	46	Tigerco Distributing Co.		46
Herbruck's Poultry Ranch, Inc.	www.herbrucks.com	17	Titan Trailer Mfg	www.titantrailer.com	9
Hixwood Metal, Inc.	hixwoodmetalinc.com	47	T.J's Fencing Company	tjsfencingcompany.com	35
IMV Imaging	www.imv-imaging.com	33	Tri-States Grain Conditioning, Inc.	www.tsgcinc.com	24
Indiana Warm Floors	www.indianawarmfloors.com	46	TSR Parts, Inc.	www.tsrparts.com	16
InoSol Co., LLC	www.inosol.com	42	Udy Corp	www.udylene.com	47
Jones Manufacturing Co.	www.mightygiant.com	20	United Country Real Estate	www.nelsonsoldit.com	20
Kunafin - The Insectary	www.kunafin.com	35	Wagner Equipment Co.	www.wagnerequipment.com	8
L & H Branding Irons	www.lhbrandingirons.com	35	Waikato Milking Systems	waikatomilking.com/usa	29
LaForge Systems, Inc.	www.fronthitch.com	14	Walinga USA, Inc.	www.walinga.com	51
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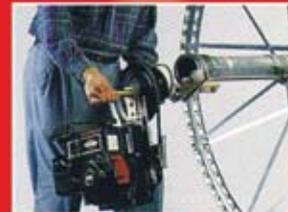
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