



**PIPESTONE**  
**JOURNAL**

Summer 2021



ENHANCE  
PERFORMANCE





# PIPESTONE

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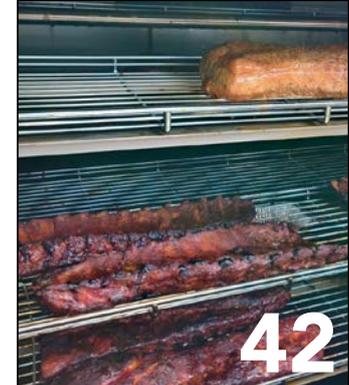
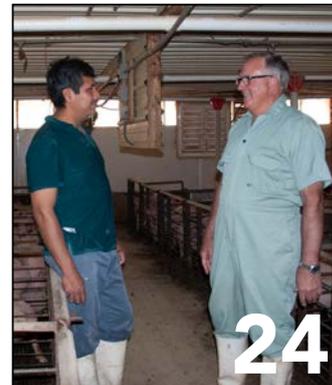
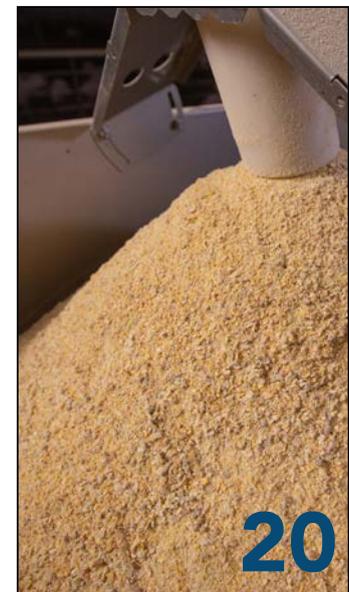
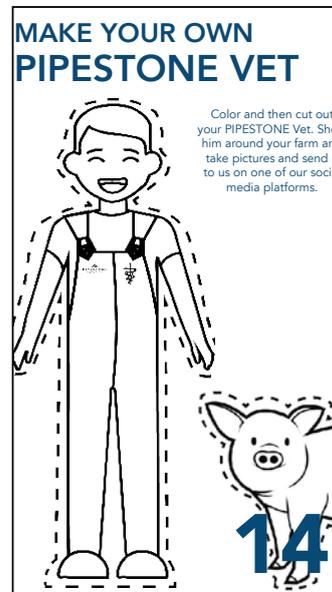
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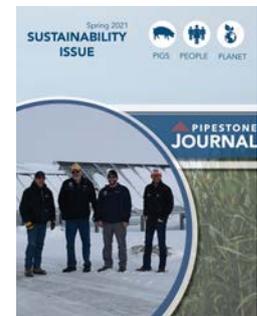
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# Editor's Note

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 and research in the areas of Health, Management, Nutrition, Marketing, Research, and Business. Please feel free to communicate with us, your input is appreciated.

## Editorial Comments



It is that time of year... summer! Where the bright sun is shining, and the corn is growing around us. Despite the heat of summer days, we as farmers put in long days both in the fields and in the barns to ensure we provide the best care we can for our animals and our environment.

In the July issue of the *PIPESTONE Journal*, we highlight the theme, Enhance Performance. To me, enhance performance means improving upon the way you currently perform and wnever settling for "good enough" and striving to create the farm of tomorrow.

From summer diet formulation hacks and reaching your target market weights, to using KPI's to undstand the impact of production decisions, this issue of the *Journal* has the tips and tricks from PIPESTONE expertise to help you enhance performance.

On behalf of the entire PIPESTONE team, we wish the best for you this summer!

- Abby Hopp

Summer 2021

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**JOURNAL**

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**On the cover:** Charlie Schelkopf is an owner of Prime Pork in Dekalb, Illinois. Schelkopf recieves weaned pigs from Morgan Hill, a PIPESTONE Managed Farm (pictured). Schelkopf is highlighted as a leader in performance.

# Stop the Spread.

## The Importance of Vaccinating for PRRS

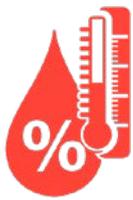


By: Dr. Evan Koep  
Veterinarian  
Pipestone Veterinary Services

### What enhances the spread of disease?



Cold Weather



High Humidity



Reduced Sunlight



Manure Application

PRRS, the 4-letter abbreviation that should make any hog producer shutter. The extensive disease pressure this year has likely caused this feeling more than once. Porcine Reproductive and Respiratory Syndrome (PRRS) is a viral disease resulting in complications with reproduction and respiratory disease in pigs of any age. Since last fall, there has been an increase in PRRS activity across, Minnesota, Iowa, South Dakota, and Nebraska. Additionally, PRRS activity amongst sow herds create many PRRS positive pigs weaned into nurseries or wean-to-finish barns over the course of 6+ months. While disease prevention is the overall goal, this may be difficult to achieve in hog dense areas. A tool that can be used to mitigate production impacts, mortality, and decrease transmission is PRRS vaccination.

### Impact of PRRS:

There is no doubt that a PRRS challenge can be costly at any phase in the grow-finish period. Losses from PRRS due to increased mortality, reduced average daily gain (ADG), reduced feed conversion (F/G), and other factors can be significant.

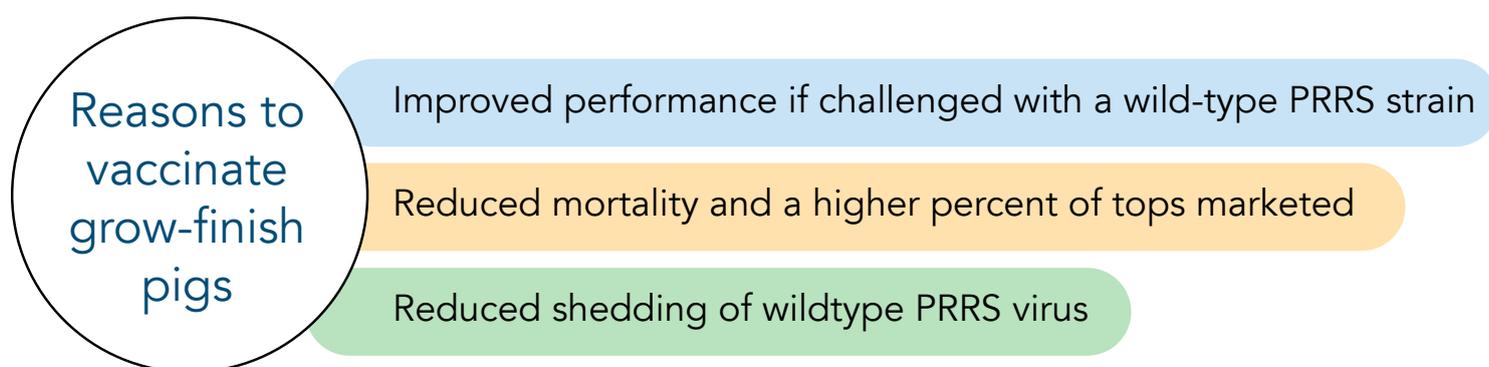
A 2013 study found:

Cost of PRRS in the United States = \$664 million  
with \$361.85 million accounted for in the grow-finish phase.

**\$4.32 per pig**

### Why Vaccinate?

If you own pigs in a pig dense area, vaccination is recommended. Numerous studies have been clear in showing the economic benefit of vaccinating with a modified-live vaccine prior to being challenged with PRRS. It is important to note that PRRS vaccine does not prevent PRRS infection; it reduces the negative impact. Due to frequent mutations, thousands of different strains exist. This means that complete protection is rare, but cross-protection allows for mitigating the impact of PRRS.



Emphasis should be made on the benefit of reduced shedding of wild-type PRRS. As PRRS has become prevalent in large geographic areas this year, vaccine can be a tool to decrease transmission to neighboring herds and stabilize the area.

### Vaccination Cost vs. Cost of PRRS

Past studies conducted by Pipestone Applied Research have shown a **\$4.35 per pig advantage** to vaccinating prior to a PRRS infection. This value is due to higher ADG, lower F/G, lower mortality, and reduced cull value pigs. If we take today's high feed cost into consideration, this benefit can easily be over **\$5 per pig**. Compared to the vaccine cost of roughly **\$0.90 per pig**, vaccination benefits are clearly worth it.

### When to vaccinate:

The sooner pigs can be vaccinated for PRRS, the better. Past trials have shown that the greater the time interval between vaccination and PRRS challenge, the better the performance outcome. Therefore, pigs should be vaccinated at weaning, or even at processing, as no one is able to predict if or when pigs will be challenged with PRRS.

### Summary:

Due to extensive PRRS pressure today, high hog prices, and high feed cost, PRRS vaccination should be considered to mitigate losses in the event of a PRRS challenge. Additionally, the reduction in viral shedding reduces the risk of transmission to neighboring herds, allows the area to recover faster, lower the chance of infection to future groups. Consult your veterinarian for a control plan to minimize further transmission.

# Health Matters

## Measure and Assess the Health of Your Pig Operation



By: Dr. Scott VanderPoel  
Veterinarian  
Pipestone Veterinary Services

Today more than ever, our industry can be severely impacted by diseases within or outside of our industry, from the threat of African Swine Fever entering North America, the severe impact of PRRS over the past 6 months, and the risk of COVID 19 interfering with supply chain again. For this article, I want to focus more on the area's health impact your operation through measuring and assessing the economic impact on biological performances, antibiotic usage, and the emotional impact.

### The Economics

You can find several studies that show the economic impact of Porcine Reproductive and Respiratory Syndrome (PRRS), Mycoplasma hyopneumoniae, and other diseases, but I want to give you some basic measurable biological performances in areas of % Mortality, Feed conversion (F/C), and Average Daily Gain (ADG). By measuring and understanding these basic numbers, it gives direction on areas you can focus on and the impact it may have on your operation.

1% Mortality = \$1.25 / pig additional net revenue

0.05 ADG = \$3.00 / pig of additional net revenue

0.1 F/C = \$3.00 / pig of feed cost reduction

\*\*\* These basic assumptions are based off more traditional markets/feed costs but please understand in the current market situation, of higher input costs and revenue potential, the economic impact may be higher for your operation.

### Responsible Antibiotic Use

It is no secret that healthy animals will use less antibiotics, but similar to the biological performances, it is difficult to truly know where you are if you do not measure your usage. Based off the PART database, a majority of the producers in the program fall into the intermediate/least use category with using <15mg per market animal. For a good portion of those producers, they have improved their antibiotic usage because of their focus on the health and tracking their progress. As we progress as an industry, there needs to be a continual focus on improving health and in doing so you will see more pigs being raised with little or no antibiotic use.

### Emotional Impact

The emotional impact from poor health can affect the moral of the person taking care of the pigs and in return the impact the biological performances mentioned above. I have unfortunately seen where caretakers will get discouraged because of the poor response of their efforts in poor health pigs. Overtime, this discouragement may become their standard and caretakers will get burned out. This area can sometimes get overlook and it is important for well being of the caretakers to continue looking for areas of improvement on the health and the training/education as it pertains to their job.

My challenge to you, is to measure your biological performances and antibiotic usage, identify areas that have opportunity for improvement and make an impactful plan that will improve results. When looking at areas to assess, I would look at all areas that impact health through the check list below. If you need assistance, work with your veterinarian to improve the health of your operation because high health matters.

#### Check the list for areas of improvement

- Records
  - Biological performances
  - Antibiotic usage
- Confirmed health challenges & Vaccination protocols
- Management practices:
  - All-in/All-out
  - Early and Daily Pig Care
  - Ventilation
- Caretaker Assessment:
  - Training/Education
  - Protocol compliance
  - Emotional status
- Biosecurity practices
- Pig source health
- Nutrition

# What You Say Matters



By: Alicia Place  
Communications Coordinator

Summer is a social season! Great opportunities arise to share your story! Only 2% of the population raises food for the entire world, and that is you! No one is more passionate, caring, or committed to the humane care of animals and safe food than you. Pig care is more than just bacon, it is your passion and career.

Here are a couple of things to keep in mind during these conversations.

## Be Prepared

Know your "Why". Have a conversation with yourself on why you love farming and taking care of pigs. Consumers can recognize someone who has a strong passion for what they do.

## What Do You Have in Common

People are interested in the values that you share. Shared values builds trust. Ask questions to find out what you have in common and base your conversation around this common interest.

## Less is More

Remember a glass of water, not the ocean. Be careful not to overshare information unless they are asking. Transparency and honesty are necessary to earn trust. Answer with a short shared value and continue with details if they are interested. Fun fact: The average consumer does not trust scientific studies or government agencies on topics related to agriculture. They trust farmers.

## Word Choice

Word choice stimulates emotion and emotion drives trust. Choose positive impactful words. Make your vocabulary a habit of using consumer-friendly words, not just talking to consumers, but also in your barn.

- Pigs instead of Hogs
- Stall instead of Crate
- Market instead of Slaughter

## Admitting You Do Not Know

It is okay to admit that we do not know everything! If you get asked a question that you do not know the answer to, don't be afraid to admit it. Take this opportunity to show them where they can find it, or better yet, look together.

## Keep Your Emotions in Check

Never argue. Respect their choices and ask that they respect yours. It is okay to agree to disagree.

These 6 tips are something to keep in the back of your mind and to use when you are having a conversation with a consumer not only at the fairs but also at the grocery store, your kids sporting events, family gatherings, and wherever else you get the opportunity to share your passion for farming.

To learn more about agriculture communications reach out to [alicia.place@pipestone.com](mailto:alicia.place@pipestone.com).



# 3 Ways to Maximize PSY



By: Sam DeHaas  
Production Director  
Pipestone Management



By: Alejandro Araya Diaz  
Production Director  
Pipestone Management

Over the years, PIPESTONE managed farms earned the reputation for high levels of fertility and the ability to exceed Shareholder expectations of product age, health, and volume.

PSY (Pigs / Sow / Year) is an industry-accepted metric that measures the efficiency of a sows performance over a specified period. This metric is used to rank sow farm performance across the globe and is a simple calculation of pigs weaned divided by sows on inventory.

Every farm has limitations, but through evaluation of a facilities capability beginning with replacement gilt entry through expectation of wean age produced can provide industry-leading efficiencies and expectations to evaluate many metrics including PSY. To achieve these performance metrics, three areas we can focus on are Genetics, Training, and Standard Operating Procedures.



## Genetics

Given the number of sows a producer is responsible for managing, effective genetic partnerships are essential in providing high performance expectations from both the sire and dam. As producers, you have options in genetic platforms to best fit the needs of specific risk profile and marketing expectations.

Pipestone Applied Research is dedicated to scientifically identifying the best strategies to benefit the Shareholders beginning with genetic options and throughout operational practices from farrow to market.

Capturing the genetic potential, genetic companies indicate we have improved pigs total born 0.2-0.3 per liter per year.



## Training

While the business is certainly about pigs, without adequate staffing quality and quantity, industry-leading PSY is not attainable. High-quality employees are obtained through proper training programs.

At PIPESTONE, all employees are trained to execute best production, health, and bio security practices to ensure PSY goals are achieved.

With facility goals, health, nutrition, staffing, and genetics, it is now down to daily operation and routine forecasting to reach the PSY expectations.



## SOP's

Standard Operating Procedures (SOPs) are based on many years of operational experience, growing animal care expectations, biological best practices, and research results. These protocols are designed to standardize major production influencers yet allow each manager to have the freedom to use their skills to

improve individual farm performance. Consistency of protocol application allows for the ease of moving employees to different farms without performance disruption. SOP execution is enhanced by easy to read, understand, and apply directions that have been translated to fit the specific audience.

A farm can only provide consistent production if accurate models of production predicting are completed. This includes creating accurate wean flows to minimize transport cost, maximize wean age, and create breeding forecasts to ensure targets are met and quality breeds are achieved.

To ensure SOP's are met here at PIPESTONE, we complete frequent audits to ensure adequate health, bio security, animal welfare, and production practices and complete monthly performance reviews to provide enhanced accountability, idea exchange, and rapid countermeasure response.

What can you do on your farm to ensure SOP's are met?

Overall, it takes a quality facility, fully staffed farm team, top genetics, customized protocols, strong animal health, and aligned support groups to maximize your PSY. We are proud and grateful to be "Helping over 1500 Farmers of Today Create the Farms of Tomorrow"!

# Old Assets: Retain, Replace or Remodel?



By: Justin Roelofs  
CFO, PIPESTONE

Facilities play a large role in the health of your pigs and profitability of your pig business. As assets age, it's important to evaluate your best facility strategy moving forward: retain, replace, or remodel.

Below are some considerations to take into account when making your decision:

<p style="text-align: center;"><b>Location</b></p> <p>Is your facility located in a pig dense location? High pig dense locations for sow farms have an increased risk for health breaks resulting in a higher cost/weaned pig.</p>	<p style="text-align: center;"><b>Age</b></p> <p>Is the facility effective age over 20 years (with no major remodels)? Aged facilities tend to have more repairs and maintenance expenses and less of the attributes that lead to best cost production or consumer preferences.</p>
<p style="text-align: center;"><b>Size</b></p> <p>Is the facility smaller than 3,000-5,000 sows? Sow farms under this size lose some of the size/scale advantages of the newer larger facilities. In addition, modern nursery/finish sites tend to be larger and the benefits of a larger sow farm and quicker fill times can be measured in dollars per pig.</p>	<p style="text-align: center;"><b>Break Rate</b></p> <p>Has the facility had 2 or more PRRS breaks in the last 5 years? (Farms that have been recently filtered or remodeled to combat break-rates should take that into consideration.)</p>

If your answer was No for the questions above, your best strategy may be to Retain your asset. If there were 2 or more you said "yes" to, you may need to consider Replacing or Remodeling.

## Replacing Assets

A new facility will cost between \$2,600-\$2,800 per sow space. This high-level cost analysis includes an all-in cost, including land expenses, engineering costs and all attributes producers are looking for today. These attributes include air filtration, pen gestation, and an older wean age. Although more expensive, nominally, farms with these attributes tend to have a better cost of production simply due to higher levels of throughput and the benefit of an older wean age can allow for an additional \$3-4 in wean pig value. Additional benefit may also be garnered from premiums related to pen gestation or market access afforded by a pen gestated sow herd.

In some instances a new facility is the best option, however, if you have the appropriately located older facility it can still hold value.

## Remodel Assets

If you have a smaller unit, on the edge of the corn belt, you may want to consider expansion of the asset to capture additional value associated with the scale of the farm while adding attributes to improve production. On the opposite side, if you have the same farm in a pig dense location, you may not want to add more sow capacity nor may it warrant continued operation as a sow farm long term. However, this does not mean the barn should be shut down. There may be an opportunity to retrofit the sow farm into a finishing barn for only \$100-150 an equivalent finishing space, depending on the barn.

For finishing barns, location matters. This is especially true in distance from a feed source, distance from where you can utilize nutrients on land, and distance from family. This may be a location that is not attractive for a sow farm, but it is for a finishing barn. We encourage you to look at older sow facilities differently and consider a different path to garner long term value for your operation.

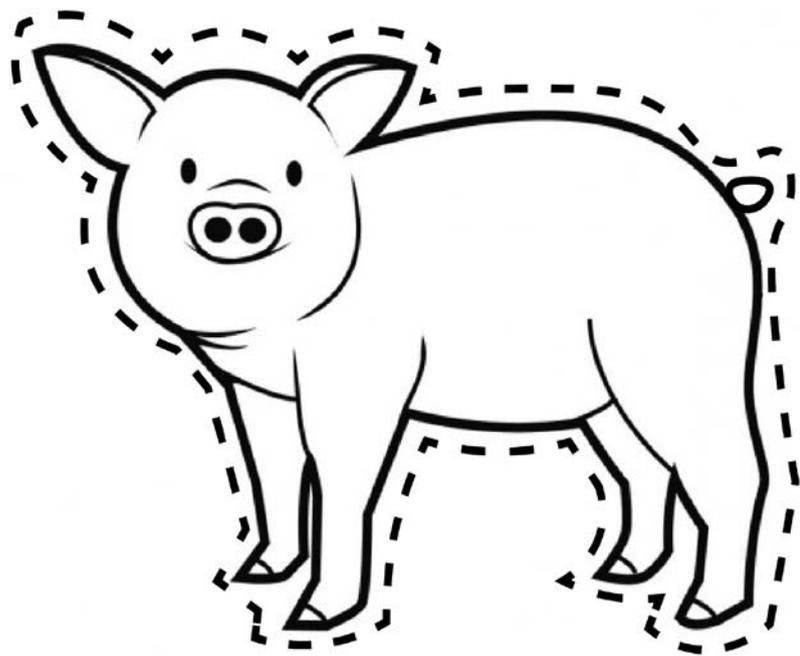
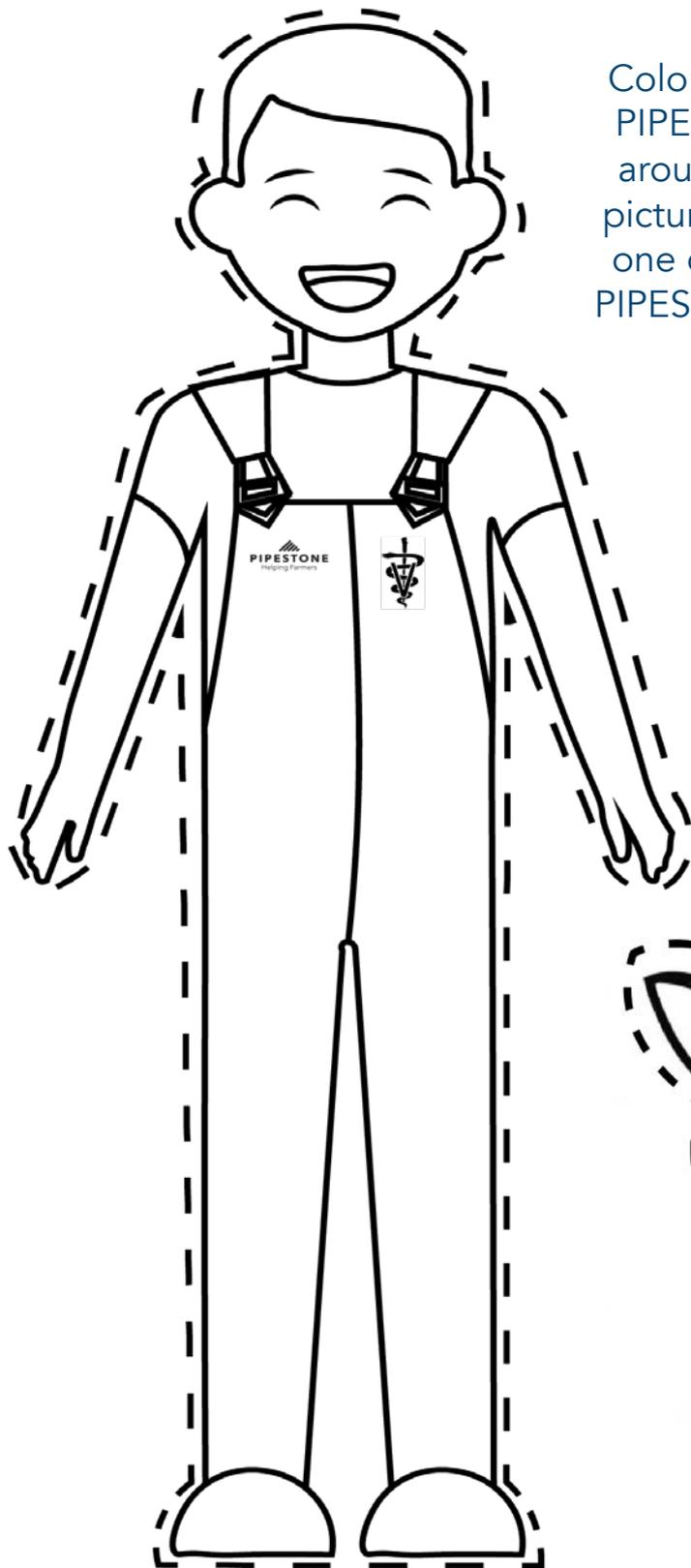
Every barn is different, especially when looking at the age of the facility or the design. In addition, older facilities have many attributes that may need remodeling. By re-purposing a facility, you now have an opportunity to update those attributes and increase production on-farm.

There are multiple considerations and options when it comes to managing old assets. The end goal is to position your farm to be competitive long-term in the pig industry. For questions or consultation, reach out to Pipestone Management at 507-825-7032.

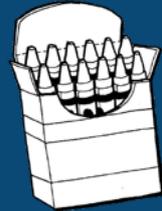


# MAKE YOUR OWN PIPESTONE VET

Color and then cut out your PIPESTONE Vet. Show him around your farm and take pictures and send it to us on one of our Facebook page: PIPESTONE-Helping Farmers



## SUPPLIES:



Crayons, Markers  
or Paint



\*Scissors

\*Ask adult for help

# Summer Diet Formulation Hacks



By: Hayden Kerkaert  
Nutritionist  
Pipestone Nutrition

It is that time of year again; the sun is shining, the days are longer, and the snow has melted away. Before we know it, the summer heat will also be here too but unfortunately, when it comes to raising pigs, the summer warmth means added heat stress and reduced growth performance when pigs are at their highest value. Reduced feed intakes is one of the main drivers of reduced growth performance in the summer months. From a nutrition perspective, the primary way to combat a pig's reduced feed intake and maintain or improve growth performance is to use more nutrient dense diets in the summer months by increasing the amino acid and energy levels in them.

1

## Usage of a Feed Additive

In certain situations, the usage of a feed additive may be warranted to help increase growth performance throughout the summer when heat stress occurs. As an example, the addition of tri-basic copper chloride throughout the finishing diets has consistently shown to result in higher hot carcass weights, average daily gain, and feed intake, which can be critical in the summer. Other feed additives, such as acidifiers have been shown to also improve growth performance by reducing the pH in the digestive system and improving nutrient utilization. With a multitude of feed additives on the market to choose from, it is crucial to understand the consistency of the expected growth response and the economic trade off from using the additive. To determine which feed additive works best for you, talk with your nutritionist.

2

## Increase Total Diet Energy Levels

A key component to summer diets is increasing total diet energy levels. By adding fat, we can make diets more energy dense. The purpose of increasing the energy levels in the summer is to encourage the pigs to eat the same or a higher number of calories per day even though they are eating less pounds of feed due to the heat. The increased energy will result in improved average daily gain and feed efficiency.

3

## Reduce Byproduct Levels

If your mill does not have the capability to add fat to the diet, don't sweat it. Ask your nutritionist about reducing the dried distillers' (DDGS) or byproduct levels of your diets for pigs targeted to market during the summer months. Although the use of DDGS or byproducts can help reduce diet costs, both are typically lower in energy and higher in fiber than corn. By increasing the corn in place of DDGS or byproducts in the diets, it will result in pigs having a higher average daily gain and higher feed intake as well.

The three tips above are a handful of strategies that a nutritionist can do to help summer performance.

As everyone's situation is different, the following needs to be considered when discussing your upcoming summer diet plans with your nutritionist: Are the summer markets strong? Will I be short on space in the summer if my pigs grow slower because of heat stress? Does the better performance from more expensive nutrient dense diets offset their cost?

Once you and your nutritionist have a summer diet plan in place; sit back and enjoy the summer heat.

# Enhance Nutrition Performance In Three Steps



By: Jenna Hauglid  
Nutrition and Procurement Supervisor  
Pipestone Nutrition



We all know that nutrition is a key component to successful pig performance. So, what takes nutrition from good to better to best? A combination of formulation, ingredient procurement, and nutrition partnerships will set your farm up for a successful nutrition program.

## 1 Formulation to Perform

Formulation is an art form and takes an innate understanding of how to combine pig performance with economic advantages. To understand a pig's nutritional needs, Pipestone Nutrition utilizes research, knowledge from industry allies, performance data, and most importantly having a "slat level" approach to nutrition.

Pipestone Nutrition continues to refine formulation by answering tough questions through our dedicated nutrition research and utilization of other facilities and in the field. We can now answer questions faster and enhance pig performance with more confidence.

### What should a producer look for when looking at formulation? What makes a good formulation?

- Let the pigs tell the story... Is performance meeting your expectations?
- Concerned about feed costs? Evaluate current ingredient pricing and ask questions about potential formulation options.

## 2 Procurement to Perform

The next opportunity with potentially greater financial benefit is feed ingredient procurement. In 2017, Pipestone Nutrition started a group called Feed Partners with the goal of enhancing performance with competitive ingredient procurement. What started as a small group of 4 producers, has now grown into a 70-plus pig owner procurement group called Feed Partners. The Feed Partners team works to provide the most value to you, by working with reputable suppliers to find a high-quality product at a competitive price. Our unique and transparent approach to value sharing enhances the financial performance for the pig owners we work with.

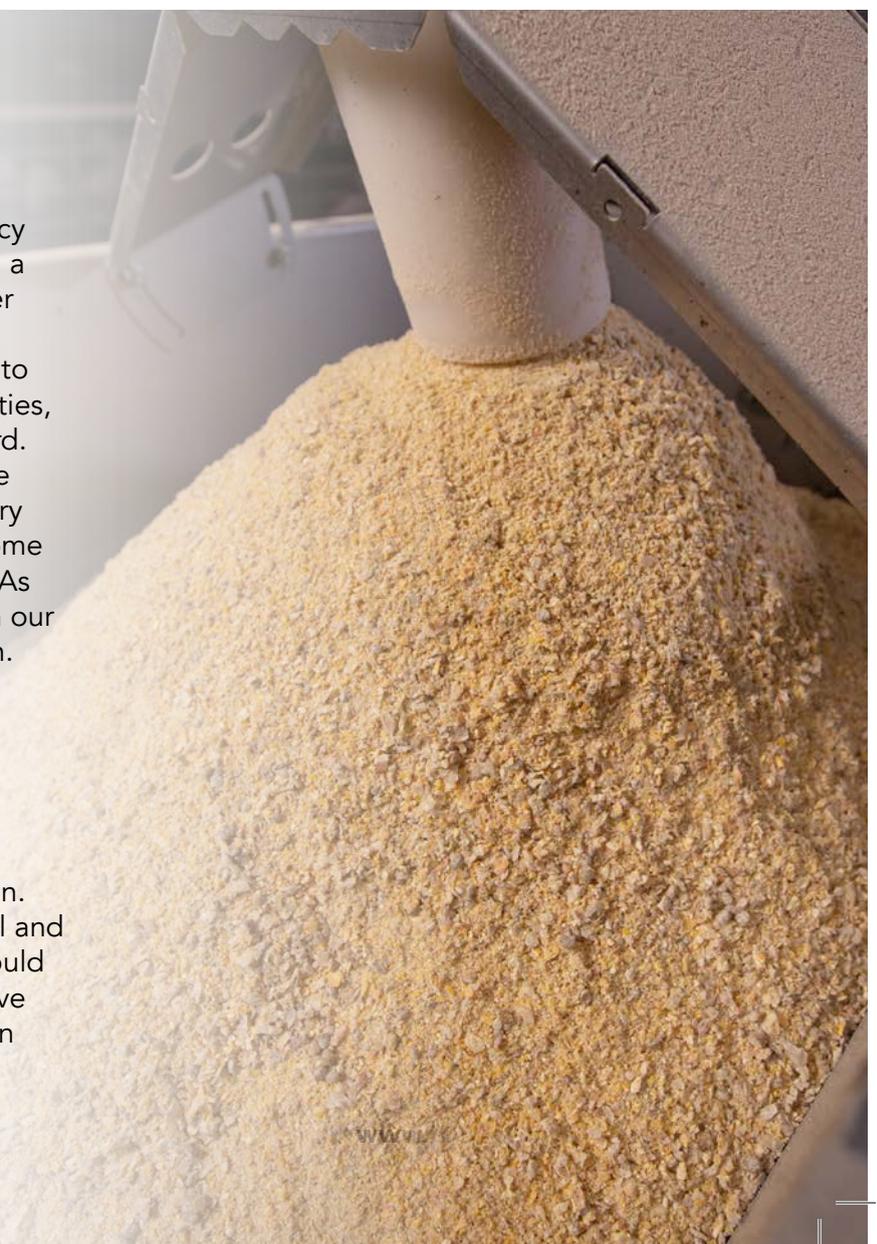
**Here are some things Pipestone Nutrition keeps in mind to procure the right products.**

- Conduct ingredient testing to make sure products meet nutrient specifications.
- Routine facility audits for ingredient manufacturers.
- Volume drives pricing. Feed Partners works to combine large volume to get the most competitive price.

## 3 Partnerships

Forming partnerships in the swine industry is more important than ever before. We feel that our consistency and transparency are two main attributes when forming a long-lasting partnership. You will often find that a larger nutrition company with multiple nutritionists will have different formulation philosophies. Our group's goal is to remain cohesive by identifying improvement opportunities, conducting research, and deciding how to move forward. Everyone on the Pipestone Nutrition team has the same consensus and a consistent message is shared with every client. Transparency is a powerful word, and it has become one of the strongest attributes of Pipestone Nutrition. As one of our clients you will understand the investment in our nutrition program and the dividends it rewards you with.

Pipestone Nutrition exists to improve the producer's profitability and performance in every aspect of nutrition. Enhancing performance is not only about the biological and financial performance of your swine business, but it should also include an understanding of the services you receive from a well-rounded, cohesive, and competitively driven nutrition team.



# What Should your Target Market Weights Be?

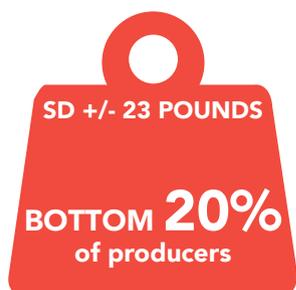


By: Brian Stevens  
President  
Big Stone Marketing

What should your target market weight be? This has always been a challenging question, especially since this can be a moving target based on your packer, genetics, feed prices, barn space, and pig delivery times. Big Stone Marketing has a tool called the “Optimizer” to assist with this decision, while considering all of the moving pieces. Let’s take a look at what to consider when determining your target market weight.

## Maximize Margin Over Feed Cost

The Optimizer uses current hog markets, feed prices, and each packer’s buying grid. This looks at any lean premiums and sort loss estimated in the model. The Optimizer calculates margin over feed cost (MOFC) in 1 lb. increments by packer to determine the exact weight where MOFC is maximized.



## Consider Weight Variation

It then simulates 3 loads of hogs each with a different standard deviation (SD). This simply means that it looks at the spread of weights on a load from the lightest hog to the heaviest.

They are as follows:

- SD of 15 lbs. represents TOP 20% of producers
- SD of 19 lbs. represents AVERAGE of producers
- SD of 23 lbs. represents BOTTOM 20% of producers

The Optimizer uses one SD, which means it is looking at 2/3rds of the hogs on the load. For example, let’s use an average SD of 19 lbs. and say you sold a load of hogs with an average live weight of 280 lbs. This means that statistically 2/3rds of your hogs on the load should fall within a range of 261 lbs. up to 299 lbs. (i.e. 280 lbs. plus or minus 19 lbs.). If you had an SD of 0 that would mean that every hog on the load weighed 280 lbs., but we know that isn’t the real world when selecting from a group of animals.

In other words, the Optimizer calculates where you would make the best return on one hog and then uses SD to “convert” the answer to a load of hogs.



## Big Stone Team

**Brian Stevens**  
President

**Christine Colemer**  
Western Regional Manager

**Chris McCulloh**  
Eastern Regional Manager

**Bo Summerfield**  
Logistics Coordinator

**Angie DeGroot**  
Logistics Coordinator

**Tracie Skyberg**  
Data Management

**Ashley Jasper**  
Accountant

**Melisa Van Dyke**  
Part-time Accountant

## Plan for Sort Loss

The Optimizer will calculate the best return for one hog (usually at a very heavy weight say 300 lbs.) but at 301 lbs. the packer has a \$15.00 / cwt sort loss discount! You would make the most money if you could sell every hog on the load at 300 lbs. (a zero SD), but you don't want any heavier because of the discount! That isn't possible with variation, so the Optimizer applies standard deviations to account for natural weight variation in loads. This moves weights down to avoid those steep packer discounts. In this example, the Optimizer would tell you your target selling weight is 281 lbs. ( $300 - 19 \text{ SD} = 281$ ). If you could get your SD down to 15 lbs, your target weight would be 285 and you could capitalize on 4 more pounds!

As a service to Big Stone Marketing customers, we provide the Optimizer's target selling weight by packer each week. We hope this article helps to explain how it can benefit your bottom line.

## Big Stone Marketing Team Spotlight



### Ashley Jasper Accountant

Ashley Jasper, an accountant for Big Stone Marketing, started with PIPESTONE in 2007. She first started part-time in the lab at Pipestone Artificial Breeders (PAB) and later worked part-time as an accountant and records/data entry with Pipestone Natural Pork (PNP) before joining the Big Stone team in 2010.

Ashley grew up on a dairy and hog farm Northwest of Pipestone. Today, Ashley and her husband Mike have two daughters; Ava, 11, and Breely, 8, and live on a corn and soybean farm North of Pipestone. Together, they enjoy fishing and spending time with friends and family.



**Producer**  
Burke Farms  
Tom and Patti Burke

**Location**  
Janesville, MN

Burke Farms is a wean-to-finish swine operation, and a corn and soybean crop farm. The farm started with Tom Burke's father, but later grew, passing the farm to the future generation. Today, Tom and his brother, Larry, continue the family legacy of pig farming.

## Big Stone Marketing Producer Highlight

### **What does the statement "enhance performance" mean to the success of your operation?**

Enhance performance means efficiency in crop and swine production by utilizing sound data and working with consultants that help us achieve top performance. Having Dr. Gordon Spronk as a consulting veterinarian at our sow farm and grow-finish farm has brought top management decisions to our operation.

### **What is an example of how you have enhanced performance on your farm over the years?**

We have enhanced performance at our farm over the years by going from a 500-sow farrow-to-finish operation to purchasing shares in a sow farm managed by Pipestone Management.

### **What improvements or advancements have you made to your farm since you started?**

At the farm level, we have always tried to enhance performance and that started back when we were a farrow-to-finish operation and utilized "all-in, all-out" production. Our farm was the first farm that was used to develop the record keeping system, Pig Champ, by Dr. Tom Stein from the University of Minnesota. We tracked F/G, days to market, cost per pound gain, and harvest data to enhance performance. We also had shares in a Pipestone managed farm, to help bring top genetics to our sow farms.

Over the years, we have had the opportunity to work with some great consults including: Dr. Tom Wetzel and Dr. Tom Stein, and PIPESTONE employees, Dr. Gordon Spronk, Dr. Luke Minion, Dr. Bryan Myers, and Hannah Walkes. We have used their knowledge to make our business more efficient in all aspects of operations.

### **What are your future aspirations for your farm?**

We hope to continue to be more efficient, keep pig health a top priority in the industry, and grow when the opportunities arise.

### **What do you enjoy most about working with PIPESTONE and the Big Stone Marketing Team?**

We started working with PIPESTONE in 1996 and Big Stone in 2017. I knew Dr. Gordon Spronk from the mid-1980's and started working with Dr. Luke Minion soon after he joined PIPESTONE. Dr. Minion became the herd vet for our sow farm, Hawkeye 3. Then Hannah Walkes joined as a grow-finish consultant.

Working with Big Stone has been a big addition for our farm in the marketing area. They help to analyze our best marketing weights at specific packers. Ashley and Christine do a great job of placing all our positions on the board, making it a smoother process. Big Stone helps in targeting the top 20% of where to market when opportunities arise.

# Unintended Consequences of Well-Intentioned Employers

Business



By: Jim Marzolf  
Vice President  
Pipestone Business

While this is not an exhaustive list for employers, it is a sampling of the most common mis-steps well-intentioned employers make as they work through their day-to-day responsibilities of running a business and employing a team.

## Unrealistic Expectations

Employers often set their expectations of employees high to encourage workplace efficiency and set the tone for productivity. Examples of unrealistic expectations include expecting perfection, expecting job duties beyond compensation, and expecting the commitment of an owner.

However, when expectations become unrealistic, they can do more harm than good.

- Erodes self-confidence
- Creates workplace stress
- Exhausts employee morale

## Impossible to Fail

We learn some of our best lessons in life when things don't go as planned. Allowing employees the latitude to make mistakes without devastating effects is a key element of their skills development on the job.

If employers micromanage employee tasks and don't allow them the opportunity to learn from their mistakes, the workplace can experience these and other unintended consequences.

- Slows professional development
- Undermines trust
- Discourages autonomy

Your role as the employer is perhaps one of the most important hats you wear each day. Failure to recognize these unintended consequences can directly impact the morale of your team and the culture of your organization. Pay careful attention to how you manage workload and motivate your team. Your actions have a greater impact than you may think!



## Rewarding with Work

There's an old saying that goes like this. If you want something done, go ask the busiest person to do it! Putting more work on the plate of your superstars is a common tendency in an organization.

Many employers are guilty of this activity and should look for the following symptoms of this common behavior.

- Erodes teamwork
- Creates workplace stress as work piles
- Discourages taking PTO



## Motivating with Fear

Each employee is motivated differently. Some respond best to a firm, direct approach. Others respond best to a helpful, supportive approach. One size does not fit all. It's the employer's responsibility to figure out the most effective way to motivate each person in their organization. When motivation becomes instilling constant fear for the security of continued employment, fear can create the following outcomes.

- Encourages people to cover up problems or mistakes
- Exhausts employee morale
- Discourages learning and innovation



## Limited Feedback

We're all busy and often taking time to train, coach and provide feedback to employees is sacrificed by prioritizing other activities! Some of the best time spent by employers is to provide regular feedback and coaching on job performance. Doing so creates a culture of continuous improvement and open communication.

If an employee is surprised by your feedback, you likely are not providing feedback as frequently as needed and are creating the following unintended consequences in your workplace.

- Creates a culture of poor communication
- Blind sides people with feedback
- Discourages continuous improvement
- Recent events dominate discussion

# Using KPI's to Understand the Impact of Production Decisions



By: Kendra Burchett  
Information Supervisor  
Pipestone Business

Money. The driving factor at the end of the day to make sure bills are paid and food is on the table. Everything comes at a cost, especially change within your family farm operation. Suggested changes are often quickly dismissed because capital outlay is high. Utilizing Key Performance Indicators (KPI's) in your operation can help drive appropriate change. Clean and concise records are a valuable aid in projecting, defining, and validating the resulted savings of these improvements.

KPI's allow success to be measured both analytically and financially. They identify leading and lagging indicators when changes specific to your operation are implemented. Before changes are defined, articulated current performance must be analyzed. Understanding current performance will help guide your farm in the direction needed to achieve its long-term goals.

The following real examples represent measurable downstream improvements easily shown using Key Production Indicators. Please note: data set figures are producer specific.

## EXAMPLE 1: Sow Source Mycoplasma Hyopneumoniae Elimination

Mycoplasma elimination at a sow farm comes at a cost- between exposure, antimicrobial therapy, supplies, and labor, estimated cost in this example was approximately \$.69 per weaned pig. However, as seen in

Table 1 below, the data validates the decision. Mortality and ADG made 2.4% and 6.2% improvements respectively. These significant changes resulted in 3.6% more full value pigs sold and allowed this producer to hit their target market weight which was not being realized in 2017 before the elimination. Add an additional \$2/hd for the feed conversion bump and total ROI on this decision came to just over \$12 per wean pig placed.

Table 1

Assumptions used in calculations:

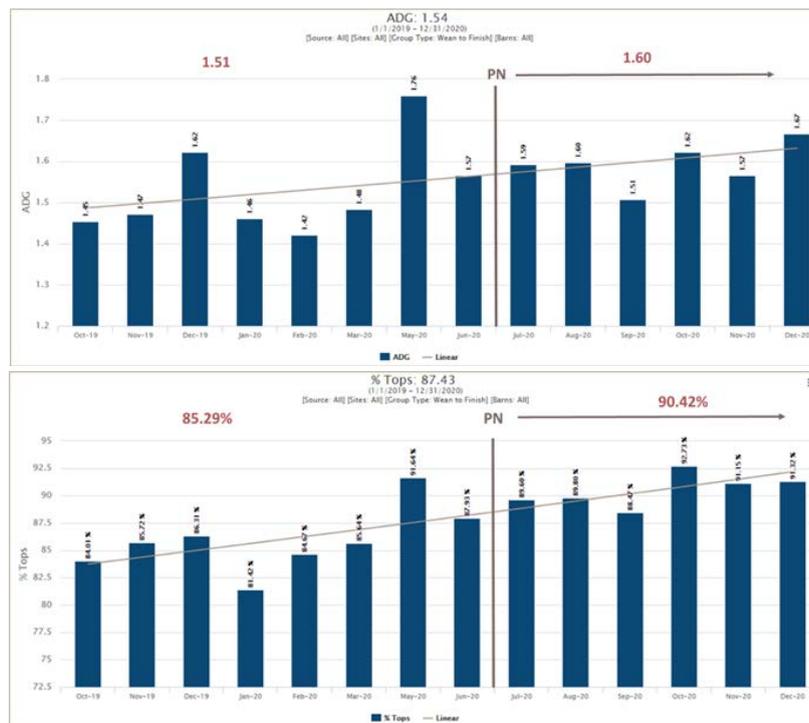
- \$.68cwt market price
- \$.10/lb feed cost

	2017	2018	Difference	
Mortality	6.6%	4.3%	-2.4%	
ADG (lbs)	1.59	1.69	0.1	
Culls	3.0%	1.76%	-1.2%	
				Increased Value/Pig
Full Value Pigs Sold	90.3%	93.8%	3.6%	\$4.17
Market Weight Opportunity (lbs)*	6.8	0.5	-6.3	\$6.57
Adj FC (lbs)	2.48	2.44	4	\$2.16
<b>TOTAL</b>				<b>\$12.90</b>

## EXAMPLE 2: Change in Nutrition Platform

It's no secret that feed is the single biggest expense to raising a market hog. Here a change in nutrition platform was a good economical choice while also returning an increase in performance. You see this denoted on the slides with a "break" between groups closed in June of 2020 versus groups closed in July of 2020 and on.

In the graphs to the right, the change is marked with a solid line (numbers in red represent the wean to finish averages pre and post). Estimated return on selling over 5% more full value pigs is \$7.04/pig placed.



## EXAMPLE 3: Upgrade Sow Source

In this example we can see how a change from an unhealthy source to a healthy source can play a crucial role in grow finish performance. A healthy pig coming into your barn that is eager to eat, thrifty in body condition, and active will create a consistent and uniform group within your barn (it also boosts the morale of your caretaker!). A healthy pig in combination with the correct environment, nutrition, and caretaker, creates biological and financial improvements in productivity and profitability for the producer.

The chart below depicts one producer over the course of 5 years. We're able to easily identify when the source change was implemented. Source A encompasses 3 years of data (2016-2018) and includes health levels of PRRS Stable, PRRS Active, and PED+. Source B encompasses 2 years of data (2019-current) with a health level of PRRS Negative. The decision to invest in sow farm ownership moved this producer from a below average performer to a consistent top 20% producer.

	Source A	Source B	Difference	% Increase In Benchmark Percentile Rank
Mortality	8.3%	5.0%	-3.3%	64%
ADG (lbs)	1.60	1.69	0.09	58%
% Tops	90.0%	94.2%	4.2%	66%
Adj FC	2.55	2.52	-0.03	18%
AVG Out Weight	287.2	289.0	1.8	52%

Utilizing a KPI concept on your farm can provide quick and valuable validation to implemented changes within your operation. Adopting a KPI process can also serve as a strong communication tool to drive both improvement and recognize success.

If you are interested in learning more about the Pipestone FarmStats service, please contact Kendra Burchett or Angie Homann to discuss the best option for you.

Kendra Burchett  
 507-215-5036  
 Kendra.burchett@pipestone.com  
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# Stop Disease by Making a Change

## Charlie Schelkopf

By: Abby Hopp, Marketing Coordinator

"We have always been trying to achieve high health," Charlie Schelkopf said. "We watch day-in and day-out how poor health gets in the way of how profitable an operation is. It wasn't until we had been through several years of difficult production damaged by health issues, that we realized we needed to make a change."

Charles Schelkopf has been in pig production for 40 years. From Veterinary School in 1981, to building his first pig farm in 1985, Schelkopf is truly cultured in the pig industry. Additionally, pigs are a family thing as he is not the only Schelkopf invested in the pork industry. Schelkopf's brother, Michael Schelkopf and son, Adam Schelkopf, both raise pigs and work in the pig industry.

Schelkopf is a part-owner in Prime Pork, a pig operation in Dekalb, Illinois. After fighting years of difficult production that were damaged by a lot of health issues and realizing there was no visible way of getting out of this process, Schelkopf decided in 2018 they needed a better model.

"My partner and I decided to sell the sows in 2018 and invest in Morgan Hill, a new 9,600 sow farm built in Indiana," Schelkopf said. "When Morgan Hill was built as a PIPESTONE managed farm in 2018, we decided investing in Morgan Hill was a perfect way to eliminate the health problems we had, along with improving the efficiency of pig flows we had with this change of model."

At the time, Prime Pork was operating with 12 employees and the farm was getting 600 weaned pigs in a week's

production group.

"In my mind, it all boils down to one thing. How do we improve the health of the pigs, rather than try to fight disease along the way," Schelkopf said. "We certainly had an awakening when we discovered the success of Morgan Hill. It is a whole new paradigm of health, and it takes all the work out of raising pigs."

### Improve Pig Flow

Today, Prime Pork operates as a grow-finish operation and receives 5,000 weaned pigs in a group (one week's production at Morgan Hill) every 6.5 weeks.

"When we had sows on this farm, we moved virus from the sow farm to the nursery, to grower to finish. We knew with this model, we could not get out from underneath the virus," Schelkopf said. "By completely changing pig flow and receiving a new group of Mycoplasma and PRRS free pigs, it made all the difference in the world for us."

### Eliminate Disease

The main change that made a difference for Schelkopf was relocating their sows. Due to the high pig density in the area, step one was to move them to a biosecure, filtered farm in Indiana.

"The improvement came from eliminating the viral disease we were dealing with in the past," Schelkopf said. "By changing our location and changing our group size, we were able to break the disease cycle, and give the pigs a chance to grow as quickly and healthy as we knew they could. In our old ways, we just kept reinfecting ourselves and

couldn't do anything about it besides beat our heads on the wall."

### Improve Performance

"Before we sold the sows, our mortality wean-to-market was 10%, and now we are around 3%. For animal health, we used to spend \$10 per pig, and now we are around \$3 per pig. Plus, rate of gain and feed efficiency is significantly better in the new model."

### Long Term Investment

"This was not an easy decision for us, especially when you struggle in the business for a while, so you are not in the financial place for another investment," Schelkopf said. "It takes a lot of commitment and courage to realize that even though you are going to spend more money in the business that has been a struggle, it is going to be a good return long-term. That process of realizing the mathematical reason for changing comes easy, especially when you look at your existing performance and what you can

expect from the performance in the new investment."

As the ongoing cost of production and profitability improves, it becomes evident that Schelkopf's previous model was not a competitive one, and they could not continue to exist that way.

"Number 1 is we now have better production so we can have a sustainable farm," Schelkopf said. "Number 2 is the prior model did not have any resale value. It was a failing farm, with an old model, that does not make money. Now we have a very good system attached to Morgan Hill with high health. The value of our production system has gone up considerably from where we were."

Schelkopf notes, "For those of us that love to raise pigs without fighting disease, investing in a healthy pig source puts the fun back into it. The nice part about it, is it is a filtered farm, sitting in a better area. We have the confidence that we will continue to have healthy pigs moving forward."

>> Continued on page 26



## Our Customers

>>> continued from page 25

Since investing in Morgan Hill, Schelkopf feels it is off to an extremely successful start.

"The value in investing in one of PIPESTONE's managed farms is the confidence in being able to repeat performance," Schelkopf said.

"PIPESTONE's ability to have a model and repeat that model over and over, all while paying attention to details, makes it a farm you can count on. By letting a professional run our sow farm, knowing we will have a good cost of production and a good healthy process that is repeatable, it makes all the difference in the world."

In addition to raising pigs on his own, Schelkopf currently works as a Veterinarian for Pipestone Veterinary Services, providing veterinary consulting to customers across the Midwest.

"My son, Adam, started with PIPESTONE in 2012 after graduating from Veterinary school," Schelkopf said. "After Adam started, we realized how similar we both were in our services and mission of helping the family farmer. My brother, Mike and I

needed a transition, and in 2017 we took a logical step and Bethany Animal Hospital joined the PIPESTONE family."

Charlie, Mike and Adam continue to be veterinarians at Pipestone Veterinary Services today.

"We had a very loyal client base when we became in contact with PIPESTONE," Schelkopf said. "Since we started with PIPESTONE, the producers here have been able to see the resources PIPESTONE has to offer. PIPESTONE has a very sophisticated model with many talented team members and all the resources you can imagine."

As a veterinarian and a producer, himself, Schelkopf knows that by having this experience, he can more easily offer real-life advice to other producers.

"I spent the money, I made the changes on our farm, and I know what the results are," Schelkopf said. "I have had mathematical proof financially and from a performance aspect, investing in a new model is well worth it. Now I can truly say, 'do what I say and do what I do!'"



# RECIPES:

- |   |  |
|---|--|
| 1-1/4 teaspoons mustard seed              | 1/4 cup water                          |
| 1-1/4 teaspoons smoked paprika            | 1/4 cup ketchup                        |
| 1-1/4 teaspoons whole peppercorns         | 1 tablespoon Dijon mustard             |
| 1 teaspoon onion powder                   | 1 tablespoon molasses                  |
| 1 teaspoon garlic powder                  | 1-1/2 teaspoons packed brown sugar     |
| 1/2 teaspoon kosher salt                  | 1 teaspoon Worcestershire sauce        |
| 1/4 teaspoon cayenne pepper               | 1/4 teaspoon kosher salt               |
| 1-1/2 teaspoons brown sugar               | 1/4 teaspoon chipotle hot pepper sauce |
| 4 bone-in pork loin chops (7 ounces each) | 1/8 teaspoon pepper                    |

In a small saucepan, mix first nine ingredients; bring to a boil over medium heat. Reduce heat; simmer, uncovered, until slightly thickened, about 10 minutes, stirring occasionally. Reserve 1/4 cup sauce for serving. Using a mortar and pestle or spice grinder, crush seasonings with brown sugar. Rub mixture over chops.

Place chops on an oiled grill over medium heat. Grill, covered, until a thermometer reads 145°F, 5-6 minutes per side, brushing top with remaining sauce after turning. Let stand 5 minutes before serving. Serve with reserved sauce.

## Grilled Pork Chops with Smokin' Sauce



## Bacon - Wrapped Pork Tenderloin



- 1 pork tenderloin 1 to 1 1/4 pound
- 4 slices bacon hickory-smoked
- Wooden picks
- salt and pepper
- Garlic-Mustard Butter

Cut tenderloin in 8 slices (medallions) approximately 1 to 1 1/4-inch wide. Place two slices (medallions) together and wrap bacon slice around both pieces to hold together to make pork "mignons." Secure with wooden pick. Repeat with remaining pork medallions and bacon. Season both sides with salt and pepper and spray lightly with cooking spray. Broil or grill per directions below. Remove wooden pick; serve with Garlic Mustard Butter

- **Directions for Broiling:** Pre-heat broiler to 500°. Broil pork mignons about 4-inches from heat source for 4-5 minutes per side or until internal temperature reaches 145°F, followed by a 3-minute rest time.
- **Direction for Pan-broiling:** Heat skillet or grill pan over high heat; add pork mignons. Lower heat to medium-high; cook (uncovered) for 4 minutes or until nicely browned. Turn; cook an additional 4-5 minutes or until internal temperature reached 145°F, followed by a 3-minute rest time.
- **Directions for Grilling:** Pre-heat grill to 400°. Place pork mignons directly over high heat. Close grill lid; grill for 4-5 minutes per side or until internal temperature reaches 145°F, followed by a 3-minute rest time.

Check out [cookpork.com](http://cookpork.com) or the recipe tab on [pipestone.com](http://pipestone.com) for more pork recipes.

Research

# RESEARCH

PIPESTONE RESEARCH

Pipestone Research strives to make discoveries that not only immediately impacts farming practices, but also assists in the development of future practices to improve herd health, productivity, profitability, and sustainability.

Having a global presence in the swine industry positions us for the monitoring of disease and emerging technologies. Our extensive industry presence allows us to discover ways to advance science and production by improving welfare, health, and sustainability in a ONE health approach.

Our discoveries result in the generation of new proof of concept, pre-clinical, clinical, and applied trials using validated challenge models. These trials are sourced with the appropriate animals and facilities in the appropriate geographic region to answer the question at hand.

With the resources of 6 different research barns, over 70+ sow farms and multiple clients with various types of facilities across 8 states, we are able to test protocol across 3 geographic regions simultaneously. Our locations within the "Animal Health Corridor" and between 3 major Swine Diagnostic Laboratories and Universities allows for quick access to additional collaboration, diagnostics and challenge prep if needed.

The Pipestone Research team is scale-able to any size trial or study to accurately, quickly, efficiently and effectively conduct and conclude research relating to nearly every aspect of pig farming and swine management practices.



11 Team Members



152,650 pigs  
studied in PAR  
trial barns



113 completed  
research trials



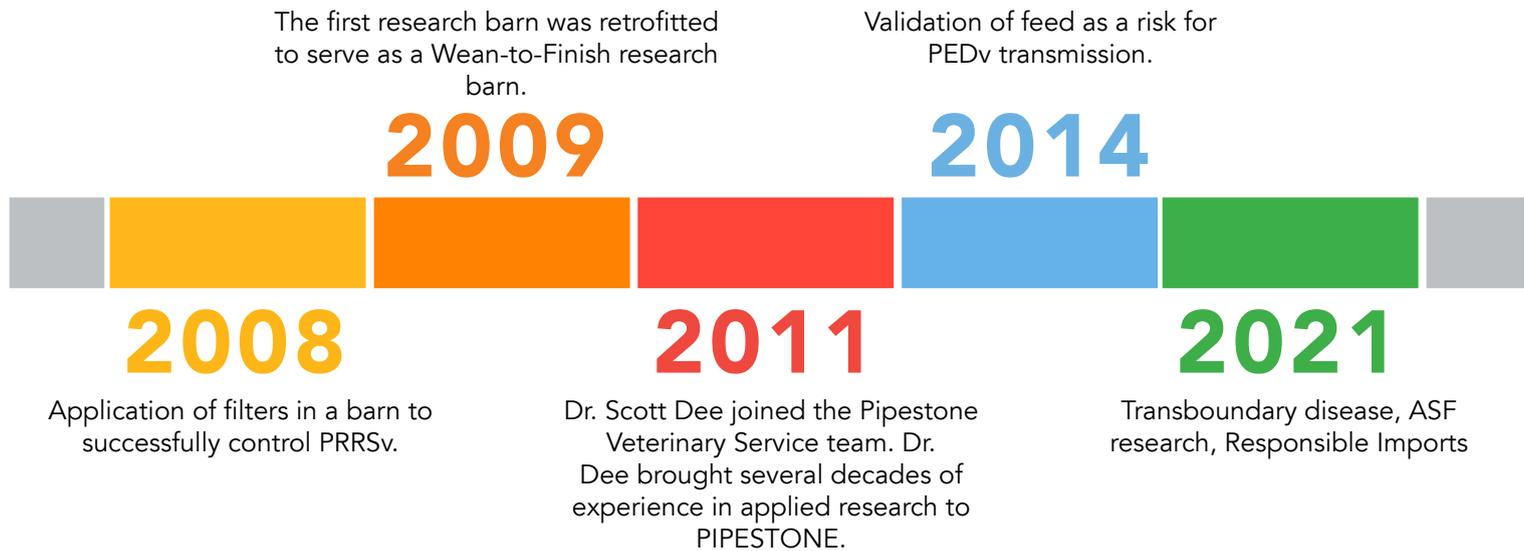
6 research barns



**Pipestone Applied Research works with 17 global companies in 6 countries, comprising approximately 2 million sows.**

## YEARS OF SUCCESS

A look at the milestones of research at PIPESTONE.



Research

# RESEARCH

PIPESTONE RESEARCH

In this issue you will find four research updates including:

- Evaluation of residual time of Armatrax™ applied to common swine and poultry surfaces.
- Sire Line Comparison: PIC® 337 vs PIC® 800 vs TN Tempo.
- Podcast: Disease Feed Risk.

Below is a research team member who works hard every day to advance innovation through science.



Francisco Cabezon

President, Pipestone Research

My name is Francisco Cabezon. I was born in Chile in 1985. In 2011, I received my bachelor's degree in Agricultural Engineering at the Universidad Catolica de Chile. In 2012 I worked for Agrosuper, the largest pork producer in Chile with 135,000 sows and approximately 4,000,000 pigs marketed per year. At Agrosuper, I served as the Regional Director of Sow Operations, managing 18,000 sows and 125 people. In August 2013, I started my PhD in Animal Science at Purdue University. My thesis was focused on boars and lactating sows heat stress alleviation by betaine supplementation and floor cooling. With the help of the Agricultural and Biological Engineering Department we designed a cooling pad to remove the excess of heat from the sows. I received the Young Scholar Award in the Midwest Meetings from the American Society of Animal Science (ASAS). Currently I have 18 papers published. After graduating in June, 2017, I started working at PIPESTONE as a Production Supervisor and Research Liaison, working together with the Sow Production and Technical Service Team. In October 2018, I started working at Agrosuper as Swine Research and Operational Excellence Director. In 2020, I was promoted to the Animal Production Research, Operational Excellence and Animal Well-being Director position, overseeing swine, chicken, turkey and feed mill operations. In March 2021, I started working at PIPESTONE as Research President.

My passion is to work closely with the production team to find ways to continually improve our operations, take data driven decisions, and strive to be the best pig farmers in the world.

# Evaluation of the residual time of Armatrex™ applied to common swine and poultry surfaces

Research

**Date:** May 2021

**Trial ID:** 2038-RB-21

**Location:** N/A

**Objective:** A pilot study to determine the residual binding time of Armatrex applied to common swine and poultry surfaces.

**Definition:** Armatrex is a spray-on antimicrobial solution for use in both livestock and companion animal environments. It creates an invisible barrier to slow the growth of odor-causing bacteria, fungi, mold, mildew, and algae.

**Design:** Three coupons were evaluated from each surface type for the presence of Armatrex every two weeks from day 0 to 98. Bromophenol blue (BPB) solution was applied to each surface to verify the presence of Armatrex and provided a visual score (0=no color, 1=some color, 2=dark color). A visual score of 1 or 2 confirmed the presence of Armatrex.



Surface Type	D0		D42		D98	
	Control	Armatrex	Control	Armatrex	Control	Armatrex
Aluminum (room temp)	0/3	3/3	0/3	3/3	0/3	3/3
Aluminum (30F)	0/3	3/3	0/3	2/3	0/3	0/3
Aluminum (0F)	0/3	3/3	0/3	3/3	0/3	2/3
Plastic Flooring	0/3	3/3	0/3	0/3	Discontinued Evaluation	
Plastic Panel	0/3	3/3	0/3	3/3	0/3	3/3
Concrete*	3/3	3/3	3/3	3/3	3/3	3/3
Tribar	0/3	3/3	0/3	3/3	0/3	3/3
Plastic Chick Trays-horizontal*	3/3	3/3	3/3	3/3	3/3	3/3
Stainless Steel	0/3	3/3	0/3	1/3	0/3	1/3
FRP Panel	0/3	3/3	0/3	3/3	0/3	3/3
Galvanized Metal*	3/3	3/3	3/3	3/3	3/3	3/3
Chick Boxes	0/3	3/3	0/3	3/3	1/3	3/3
Painted Metal	0/3	3/3	0/3	3/3	0/3	3/3
Rubbermaid Tote	0/3	3/3	0/3	3/3	0/3	3/3
Rubber Boots	0/3	3/3	0/3	3/3	0/3	3/3
Sort Board	0/3	3/3	0/3	3/3	0/3	2/3
Incubator Curtain (White)	0/3	3/3	0/3	3/3	0/3	3/3
Plastic Chick Tray-vertical*	3/3	3/3	3/3	3/3	3/3	3/3
Incubator Curtain (Clear)	0/3	3/3	0/3	3/3	0/3	3/3

Key:  
 Armatrex 2/3 or 3/3 = Green shading (BPB binding sufficient)  
 Armatrex 1/3 = Yellow shading (BPB binding questionable)  
 Armatrex 0/3 = Red shading (No BPB binding)  
 Controls 0/3 = Green shading (No BPB binding)  
 Controls 1/3 = Yellow shading (BPB binding questionable)  
 \*White Shading (Unable to evaluate surface type due to BPB binding on controls)

## Talking Points:

- Armatrex demonstrated residual binding out to day 98 post application for most common swine and poultry surfaces evaluated. This includes a wide variety of metals, plastic, and rubber materials found within our production systems.
- Three materials (plastic chick trays both horizontal and vertical, and galvanized metal) were previously used in a commercial production facilities and yielded positive BPB staining which may be due to bio film present on the surfaces.
- Concrete also yielded positive BPB staining. We suspect that, due to the porous nature of concrete, it traps the stain in the controls.

## Sire Line Comparison: PIC®337 vs. PIC®800 vs TN Tempo



**Date of Completion:** May 2021  
**Trial ID:** 1038-RB3-21  
**Location:** Research Barn 3  
**Objective:** Performance differences among progeny sired by PIC®337, PIC®800, and Topigs Norsvin Tempo all bred to a Camborough® sow.

### Least Squares Means

Period	Parameter	Sire Line			P-value
		PIC®337	PIC®800	TN Tempo	
Wean	Weaning weight, lbs	16.70	16.73	16.84	0.95
	Wean age, days	24.62	24.57	24.72	0.19
Wean - Finish	Average marketing weight, lbs	292.14	289.12	291.40	0.53
	Average days on feed, days	151	151	151	0.90
	Average daily gain, lbs/day	1.82	1.80	1.81	0.84
	Average daily feed intake, lbs/day	4.53	4.61	4.65	0.08
	Feed conversion	2.50 <sup>a</sup>	2.56 <sup>b</sup>	2.57 <sup>b</sup>	0.004
	Caloric Conversion (ME), Kcal	3818.22 <sup>a</sup>	3912.94 <sup>b</sup>	3938.07 <sup>b</sup>	0.003
Carcass	Yield (Pen), %	74.79 <sup>a</sup>	74.08 <sup>b</sup>	74.74 <sup>a</sup>	<0.0001
	Carcass feed conversion (Pen)	3.14 <sup>a</sup>	3.23 <sup>b</sup>	3.24 <sup>b</sup>	0.001
	Lifetime daily carcass gain, lbs/day	1.29 <sup>a</sup>	1.27 <sup>b</sup>	1.29 <sup>a</sup>	0.001
	Hot carcass weight, lbs	218.70 <sup>a</sup>	214.50 <sup>b</sup>	218.20 <sup>a</sup>	<0.0001
Final Outcomes	Full value, %	90.44	91.18	89.89	0.71
	Dead/Removal, %	6.70	5.60	6.80	0.59
	Cull defect, %	0.74	0.74	0.64	0.97
	Cull light, %	1.31	1.41	1.51	0.93
	DOA, %	0	0.10	0.29	0.99
	Subjects, %	0.43	0.29	0.29	0.97

### Talking Points:

All Sire Lines	PIC®337	TN Tempo
<ul style="list-style-type: none"> <li>No significant differences for average daily gain</li> <li>No significant differences for average daily feed intake</li> <li>No significant differences for final outcomes</li> </ul>	<ul style="list-style-type: none"> <li>Best feed and caloric conversion rate</li> <li>Greater yield</li> <li>Greater lifetime daily carcass gain</li> <li>Heavier hot carcass weights</li> </ul>	<ul style="list-style-type: none"> <li>Greater yield</li> <li>Greater lifetime daily carcass gain</li> <li>Heavier hot carcass weights</li> </ul>

## Podcast Disease Feed Risk with Dr. Scott Dee

Based on the current body of knowledge, it is evident that feed and feed ingredients are risk factors for the transboundary spread of viruses, including African Swine Fever virus, classical swine fever virus, pseudorabies virus, and porcine epidemic diarrhea virus.

Dr. Spencer Wayne, Host of SwineTime Podcast with Pipestone Veterinary Services visits with Dr. Scott Dee, Veterinarian and Director of Pipestone Applied Research, on a recent SwineTime podcast about the latest on disease feed risk. It is proven that all viruses can survive in feed and can be transmitted through consumption of feed. This pile of evidence is something we now can utilize and pay attention to.

*The SwineTime podcast was created for the pork industry 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.

**SwineTime** with  
PIPESTONE

With Host  
Dr. Spencer Wayne

Featuring  
Dr. Scott Dee

Listen Now!

## What's Next for Pipestone Research

### Genetics:

- Hypor sponsored sire evaluation comparing the Hypor Duroc and PIC 800.
- PIC 337 vs 800 vs TN Tempo.

### Production:

- Evaluating methods of euthanasia during large-scale depopulation events.
- Continued evaluation of the wet/dry feeders compared to the current dry feeders in the wean-to-finish research facilities.
- Evaluation of the Breezy ventilation system by PigEasy and its potential impact on air quality in a wean-to-finish facility.

### Health:

- "Imagine" is an on-going project that focuses on antimicrobial resistance surveillance and antibiotic usage tracking at the level of the pig farm.
- Use of a demonstration project (#2) to evaluate survival of viruses in representative tonnages of feed while undergoing a transcontinental tour of the US.
- Sampling of commercial feed mills to evaluate level of environmental viral contamination.
- BI Enterisol Salmonella in Gel.
- Zoetis Improvest in gilts.
- Determining the proper temperature to store feed over time to reduce viral contamination risk.



For Pipestone Research

Questions Contact:

**Robin Gilbertson**

robin.gilbertson@pipestone.com

507.825.7136

www.pipestone.com/research

# 06

## Products to **Enhance** Performance



### PRRS Swine Vaccine

PRRS swine vaccines treat both the respiratory and reproductive forms of porcine respiratory and reproductive syndrome (PRRS) and are most effective in reducing circulating PRRS field virus when used in a whole-herd protocol. The PRRS vaccine will reduce your mortality in the face of a break by 50%. There is an immense amount of virus circulating the countryside right now and you should keep your pigs vaccinated to have some protection. *For more information on PRRS Vaccines, see Dr. Evan Koep's article on page 6.*

Recommended by: Dr. Joseph Yaros



### Refresh

The nutrient supplement product, Refresh, has been an easy application and low cost product to help ease pigs in the nursery phase of production through a high stress level event.

Recommended by: Dr. Steven Feuerbach



### Peroxide

I recommend using peroxide or peraside to completely strip out water lines. Slow moving warm water or poor quality and high pH can cause a build-up of "sludge" in water lines and support bacterial growth in the water before pigs drink it (especially in a nursery). I've seen stripping out water lines help greatly.

Recommended by: Dr. Spencer Wayne



### Baby Pig Restart

Food, Water and Air are the most important things a pig needs to grow and thrive. At weaning, we sometimes provide just the right food, but the piglets don't want to eat it. Giving a shot is easy, but unfortunately antibiotics don't have any calories and sometimes calories are what the pig really needs. Using baby pig restart as a gruel or a powder is a great way to help both sick and healthy piglets transition onto feed.

Recommended by: Dr. Cara Haden



### Citric Acid

Citric Acid can be used to increase the solubility of tetracyclines when used in swine drinking water and can be used as a waterline cleaner and antimicrobial. Citric Acid is a very cost-effective, non-antibiotic alternative to improve gut health in the pig post-weaning.

Recommended by: Dr. Emily McDowell



### Agri-X-Pect Soluble

Agri-X-Pect increases the output of bronchial secretions, enhances the clearance of bronchial exudate, and promotes a productive cough. Use for uncomplicated influenza breaks in growing pigs as a non-antibiotic alternative. This product may be helpful particularly in late finishing and close to marketing a group.

Recommended by: Dr. Jeff Blythe

# Influenza

## History, Symptoms, and Eradication Protocols

Over the years, veterinarians and the pork industry have tackled eradication protocols for viruses like PRRS, PED, and Mycoplasma, yet influenza remains a common occurrence in the field.

In this Episode, host Dr. Spencer Wayne talks with Dr. Cameron Schmitt, Veterinarian with PIPESTONE, in the 20th episode of SwineTime about Swine Influenza and efforts to prove an eradication protocol.

Pig farmers and veterinarians in the U.S. are all too familiar with the warning signs of influenza in their herds. Sows off feed, minor abortion levels, mortality in GDU, and lower pig wean weights are seen in the sow farm, while pigs in the finisher will show a mild cough and off feed. Dr. Schmitt notes that since finishers have static populations, and will run its course; however, it is much more difficult to eliminate in a sow farm since new gilts and baby piglets are constantly being introduced.

With this challenge in mind, Dr. Schmitt is working with ten PIPESTONE managed sow farms to evaluate an influenza eradication protocol. "We continue to strive for better health. Influenza is one component we think we can make a big impact on. Our goal is to eliminate flu from a farm and make a flu negative sow unit," stated Dr. Schmitt. Dr. Schmitt discusses the three large components of their eradication strategy which include an extended quarantine period for gilts coming in, utilization of autogenous vaccines for the specific strain on that farm, and moving restrictions.



*SwineTime* podcast was created for the pork industry and individual pork producers around the country. Hosted by Dr. Spencer Wayne with Pipestone Veterinary Services, the podcast contains pork industry news, advancements in animal care and how to enhance your productivity. Monthly podcasts are available on Spotify, Google Music, iTunes, Anchor and on Pipestone.com.

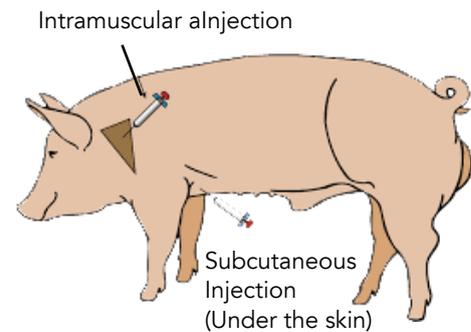
# Q & A

## What needle do I use?

### Subcutaneous vs. Intramuscular

Subcutaneous (SQ): Deposits the Drug Under the Skin

Intramuscular Injection (IM): Deposits the Drug into the Muscle



### Correct Injection Techniques

- Ensure proper restraint of the animal prior to injection
- Ensure proper dosage
- Ensure proper needle placement onto the syringe
- Prevent swelling and/or abscessation at the injection site by:
  - Using clean needles
  - Injecting only into clean and dry areas
  - Preventing contamination—don't use the same needle to inject pigs and remove product from multidose vials

### Needle Usage Guidelines

Correct needle use is not an option - it is a necessity. Change your needle regularly to minimize tissue damage and assist in delivering the product to the right site in the muscle or under the skin. Protect yourself and others by safely removing and disposing used needles.

Intramuscular Injection	Intramuscular		Subcutaneous	
	Gauge	Length	Gauge	Length
Baby Pigs	18 or 20	5/8" or 1/2"	18 or 20	5/8" or 1/2"
Nursery	16 or 18	3/4" or 5/8"	16 or 18	1/2"
Finisher	16	3/4" or 5/8"	16	3/4"
Breeding Stock	14 or 16	1" or 1-1/2"	14 or 16	1"

(Information from National Pork Board)

## Common Swine Industry Audit

According to the Common Swine Industry Audit, the proper size and length of needles needs to be used to ensure the medication is deposited in the correct tissue. Needles that are 16 gauge or larger (lower number) must be detectable.

How to prevent broken needles:

- Never straighten bent needles or reuse a bent needle
- Use the correct size and length for the pig you are injecting

Identification of pigs that are at risk of carrying a broken needle:

- Provide permanent identification
- Provide employee training
- Record all pertinent information

## Highly Detectable Needles



- Highly detectable needles have a thick stainless steel wall that are detectable in metal detection systems.
- The premium stainless steel meat needles offer great needle durability and are an exceptional needle option for livestock applications.
- These detectable needles are ultra-sharp with maximum precision ground tips for sharper cuts and easier penetration and may be used as sterile disposable or reusable needles.
- Recommended by PQA standards, these high detection needles have a strong connection at the hub and the thick needle wall reduces tip burring.

Highly Detectable Needle is available in:

14 gauge - 1", 1-1/2"  
 16 gauge - 1", 1-1/2", 3/4", 5/8"  
 18 gauge - 1", 1-1/2", 3/4", 5/8"  
 20 gauge - 1/2", 1"

## Disposable Needles



- Optimum combination between sharpness and durability.
- New refined sharper needle point for ease of penetration and advanced lubrication to reduce drag.
- Metal stabilizing insert for greater strength and rigidity and aluminum hub for strength.
- Heat-staked cap provides tamper evidence and assurance of sterility.
- May be used as sterile disposable or reusable needles.

Disposable Needle is available in:

14 gauge - 1", 1.5", 1"  
 16 gauge - 5/8", 3/4", 1", 1.5", 3", 4"  
 18 gauge - 5/8", 3/4", 1", 1.5"  
 20 gauge - 3/4", 1", 1.5"  
 22 gauge - 1", 1.5"

To learn more, visit [www.pipestone.com](http://www.pipestone.com) or call our Swine Resource Team at 507-562-PIGS(7447) today!

## Products

**Pipestone Veterinary Services is a...**

# One-Stop Shop for all you need!

As a customer of Pipestone Veterinary Services, you have access to a wide range of swine health products and supplies, including everything needed to run your operation. Inventory is stored in our bio-secure warehouse, assuring you of a consistent supply.

Easily order your animal health products online at [www.pipestone.com](http://www.pipestone.com) or by calling our Swine Resource Team at 507.562.PIGS (7447).

## Pipestone Veterinary Services of Orange City

Pipestone Veterinary Services has six locations: Independence, IA, Orange City, IA, Ottumwa, IA, Pipestone, MN, Rensselaer, IN & Sycamore, IL.

In this issue, we are featuring our Orange City location!



**Dr. Aj Smit**  
Swine Veterinarian



**Dr. Gawen Zommermand**  
Swine Veterinarian



**Dr. Jeff Blythe**  
Swine Veterinarian



**Dr. Emily McDowell**  
Swine Veterinarian



**Brandie Van't Hul**  
Practice Manager



**Holly Ajofotan**  
Customer Service



**Jenna Gradert**  
Customer Service



**Nicole Green**  
Customer Service



**Debora Vander Schaaf**  
Customer Service



**Paxton De Haan**  
Customer Service

**Our direct swine number: 712.737.4474**

**1601 8th Street SE  
Orange City, IA 51041**

## Don't forget to practice Biosecurity During Pig Show Season



Dr. Bryan Myers  
Veterinarian

In the summer, many of us look forward to county fairs, state fairs and many other livestock exhibitions. For many of us, this is a time to get off the farm and meet neighbors, friends and family. It is important to remember that the livestock we leave at home are actually the ones that pay our bills. It is critical that we don't do something to endanger the health or well being of these animals. With that being said, biosecurity needs to be considered when exhibiting or even going to livestock exhibitions. Biosecurity for these situations should begin before animals are loaded on the truck. This is critical to protect your farm as well as protecting all others in the swine industry. Do you practice good biosecurity on your farm 365 days a year?

### Biosecurity begins on your farm with the following protocols:

1. All trucks should be washed and disinfected before arriving at your farm.
2. A clean / dirty line should be present at every door into a barn.
3. Barn specific boots and coveralls should be available.

 **Preparation**

Preparations for exhibiting livestock should begin about a month prior to the exhibition.

1. Does the exhibition require any testing?
2. Supplies and equipment that you are taking to the show should be washed, disinfected and stored in a non-livestock area.
3. Are your animals that are going to be exhibited healthy? For the good of the industry, it is critical that unhealthy animals are not taken to a show.

 **During**

During the exhibition the following things are important.

1. Do not share supplies or equipment with other exhibitors.
2. All clothes, shoes etc. worn at the exhibition should not be worn at home until they have been washed.
3. The truck and trailer used to haul livestock needs to be washed and disinfected before backing up to your barn at home.

 **Following**

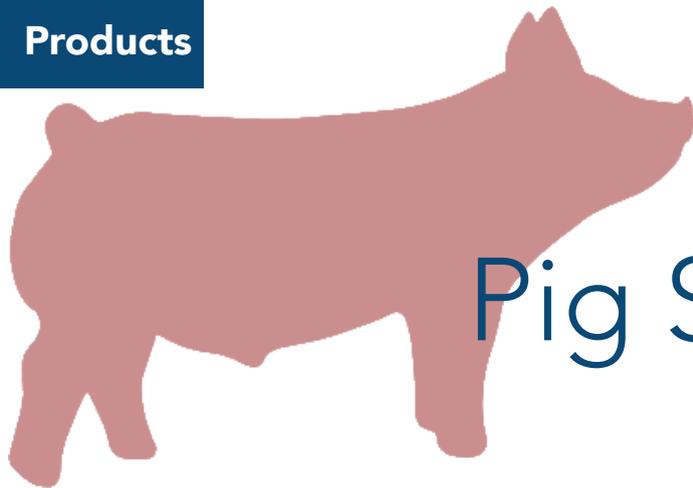
Following the exhibition the following things are important.

1. Any animals returning home need to be isolated from your animals at home
2. All supplies and equipment should be washed and disinfected before going into any of your facilities at home.

### Visitors with livestock should take the following precautions:

1. If possible, wear clothes and shoes that you would not normally wear into your barns at home. If you do wear the same clothes, they need to be washed prior to going into any barns at home. Shoes or boots need to be disinfected as soon as you arrive at home.
2. After leaving the show and before going into any barns at home, a shower, followed by putting on clean clothes and shoes is highly recommended.

In summary, take the time to enjoy fairs, livestock shows, and exhibitions. It is a great way to spend time with your family, friends and neighbors. But, do your part in protecting the pork industry by practicing good biosecurity before, during and after your visits. Have a wonderful summer! In my opinion, it is the best time of year!



# Pig Show Supplies



## Swine BlueLite®

During times of weaning stress, it is important to ensure that pigs receive critical nutrients and maintain proper hydration. Swine BlueLite® 2Bw is a non-antibiotic, natural solution that has been shown to provide consistent and reliable benefits at weaning and for long-term intestinal health.

This water soluble electrolyte provides three critical things...Acidification, energy, and probiotics which work together to generate long term performance action, help to increase the average daily gain and encourage increased feed intake.



## BALANCE Stress & Dehydration Aid

BALANCE Stress & Dehydration Aid is a nutritional metabolic supplement formulated to balance systemic electrolytes needed to maintain hydration in pigs. It acts as a buffering agent to correct blood pH when stress challenges occur due to environmental heat or handling.

BALANCE Stress & Dehydration Aid is formulated using electrolytes and buffering agents and does not use sugar as filler.



## Traffic C.O.P.

Traffic C.O.P is a dry foot bath containing a unique blend of chlorine, deodorizers, silicates, and acid impregnated zeolites designed for foot pans.

---

## Last Minute Essentials



Feed Scoop



Feed Cart



Feed Pan



## AG Forte Pro Cleaner & Disinfectant

AG Forte Pro Cleaner is a water based environmentally safe pig barn and swine transport disinfectant.

Functioning also as a degreaser solution, Ag Forte has been proven to improve both the sanitation and biosecurity of pig barns, livestock transport trucks and the overall health of herds.



## Hydro Foamer

An essential to your biosecurity program, Hydro Foamers are a convenient way to clean and sanitize work surfaces, vehicles and farm equipment.

With hydrofoamers, you can increase your productivity and safety by reducing your exposure to concentrates. On/off controlled by finger-tip trigger on spray nozzle provides maximum cleaning performance with enhanced safety.



## Boots

A rubber boot that works as hard as you do is nearly impossible to find - but your search is over! Pipestone Veterinary Services offer a wide variety of boots and boot covers.

- Black Servus Boots
- Servus PVC 15" Steel Toe Boots
- Biosecure Tingley Boots
- Green Northern Max Boots
- White Northern Boot
- Bogs Classic Boot
- Bogs Tillamook Boot
- Epic Non-Skid Shoe Covers
- Disposable Elastic Boots



## Coveralls

- Colored Coveralls
- 5 Rock Coveralls
- Bibs Coveralls
- Disposable Coveralls



Duct Tape



Broom



Sort Panel



Shovel



Nozzle

# The GRILL GUIDE

## 1. DIGITAL THERMOMETER

Hands down the biggest key to great quality is cooking to the right temperature! Personal favorite is the ThermoPen.

### Internal Meat Temps:

Pork butts for pulled pork = 199°

Pork chops, loins, tenderloins = 140°\*

Beef Tri Tip = 140°\*

Beef Brisket = 199°\*

\*See below for additional tricks to get the best flavor for these products.

\*Pork chops official internal cook temperature is 145



## 2. COOKING TIPS

When cooking whole muscle products (chops, loins or tenderloins) – remove from heat at 5-7 degrees less than recommended “cook to” temp. (\* in tip #1). Let meat rest for 10 minutes prior to serving. During rest, it will continue to cook and raise to the optimum temp.

Cooking loose meat (pulled pork or brisket) – the internal temperature needs to reach 199° to pull apart or shred easily. Tip: If you want to pull it hot, put cotton gloves on under your latex gloves.

## 3. MEAT QUALITY

Where you source your meat doesn't influence your outcome as much as you think! ALL retail meat in the USA is safe, nutritious, and good quality. All meat for public consumption must be inspected by the United States Department of Agriculture (USDA). Specialty meats by grade and breed are available, but selecting the right cut and preparation have greater influence on your experience.

Talk with your local grocer, meat market or go to a big box store - - select your product, cook it correctly, and you will have a great BBQ event!



# SWINE SNAPSHOT PHOTO CONTEST

**NEW** **RECOMMENDED**  
pork cooking temperatures

**Medium-Rare**

145-150°F

**Medium**

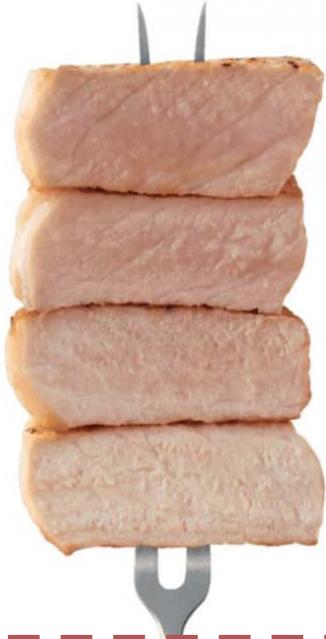
150-155°F

**Medium-Well**

155-160°F

**Well**

160°F



By: Sylvia Wolters  
Public Relations Director



Jaden Maas



Lori Osenga



Sylvia Wolters



Suzanne Andrew



Suzanne Andrew



Sylvia Wolters

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

## Our Family Scholarship Recipient Winners

The PIPESTONE "Our Family Scholarship" recently awarded 5 college student recipients \$2,500. This scholarship was open to PIPESTONE team members and immediate family members of PIPESTONE team members. The applicants had to be attending college pursuing an agriculture degree or related field of study. Applicants had to submit a video explaining how the PIPESTONE core values are portrayed in their lives as well as how they would pay it back someday. All PIPESTONE team members voted on who they thought best received the scholarship. Congratulations to the below recipients!



### **Abby Hopp**

#### ***Texas Tech University - Masters in Mass Communications***

Abigail grew up on a dairy farm and now works for PIPESTONE as the Marketing Coordinator. She is currently in the works to get her master's degree to help strengthen her expertise and continue learning so that she can help better the future of agriculture through marketing and communications.



### **Britney Hershey**

#### ***Hawkeye Community College - Animal Science***

Britney grew up on her family's diverse animal farm. She was very involved with FFA and 4H with showing livestock at different county fairs and helping out in the community. While in high school, Britney worked part-time at a PIPESTONE managed farm. After school, Britney would like to stay in the agriculture industry and continue to learn more about how to better livestock with their feed diets.



### **Hannah Berg**

#### ***South Dakota State University - Dairy Manufacturing with minors in Food Safety, Meat Science, and Management***

Hannah grew up on her family's farm outside of Pipestone, MN. After graduation, Hannah plans to work in the quality insurance department at a food company while still being very active in the community around her. She plans to continue to be an advocate for the food industry and farmers since she understands the whole farm to fork process firsthand.



**Jaden Wolf**

***South Dakota State University - Business Economics with an Entrepreneurship minor***

Jayden is currently a part-time employee at Pipestone Management while also attending school. After school, Jayden would like to use his degree as a Sales Manager or Operations Manager.



**Trustyn Wolf**

***South Dakota State University - Operations Management with an Engineering Management minor***

After graduation, Trustyn plans to jump into the workforce in manufacturing and production. He is committed to teamwork not only at school but also in the workplace.



## Nationally Recognized Great Place to Work

PIPESTONE is proud to be reconized as a Great Place to Work. To be considered, our team members participated in an employee survey. Thanks to the positive feedback of our team members, we are certified as a great place to work.

# Connect with PIPESTONE

A successful pig business operates at its highest profitability when health, management, nutrition, marketing, research, and business are working together correctly. The challenges and speed of business that independent producers face today are different than the generations before them.

It's our passion for animal care and drive to create the farms of tomorrow has led us to create new service offerings throughout the years for pork producers.

What started as a small town veterinary clinic in 1942, is now the largest swine veterinary clinic in the United States. The world-class sow management company, Pipestone Management, was formed in 1990 and today proudly manages over 70 sow farms for 450 family farmers across the Midwest. Production-driven research, nutrition, record keeping, and marketing services were all molded to support the independent family farmer and our mission of Helping Farmers Today Create the Farms of Tomorrow.

Today, PIPESTONE is proudly helping over 1,500 pig farmers by providing resources and expertise in health, management, nutrition, marketing, research and business.

## Listen in: SwineTime Podcast

The SwineTime podcast is a monthly podcast created for the pork industry and individual pork producers around the country. The podcast provides world-renowned resources and expertise on Swine health, management, nutrition, marketing, research, business and more. Hosted by Dr. Spencer Wayne with Pipestone Veterinary Services, the podcast contains pork industry news, advancements in animal care and how to enhance your productivity. New podcasts are released monthly on the 2nd Tuesday.



SUBSCRIBE TO SWINETIME ON YOUR FAVORITE LISTENING PLATFORM:



## Read: Swine News e-newsletter

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



# What is PART?

Antibiotic Resistance is a growing topic of concern among us all. We recognize that human health and animal health must work together understand and combat antibiotic resistance. PART 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. PART allows producers to Record, Review, and Respond for the Responsible Use of Antibiotics.

## Learn more:

Go online at [pipestone.com/part/](http://pipestone.com/part/)

### Follow us: Social Media

-  [pipestone.com](http://pipestone.com)
-  Pipestone Discovery
-  Pipestone - Helping Farmers
-  [Pipestone\\_pigs](https://www.instagram.com/pipestone_pigs)
-  PIPESTONE - Helping Farmers



### Meet with us: Our Locations

In an effort to best reach you, PIPESTONE is available in six locations across the Midwest. While our headquarters remain in Pipestone, Minnesota, team members are available to assist you in Independence, Iowa; Orange City, Iowa; Ottumwa, Iowa; Sycamore, Illinois; and Rensselaer, Indiana.





1300 So Hwy 75  
Pipestone, MN 56164

