

PIPESTONE JOURNAL

Sustainability







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CONTENT

Fall 2022

- 05 Editorial
- 06 Sustainability
 - Sustainability Director Comments*
 - GreenStone Farms*
- 08 Recipes
- 09 Kids Activities
- 11 Discovery Barn 2022
- 12 Health
 - Biosecurity*
- 14 Management
 - Manure Management*
- 16 Nutrition
 - Why Rye*
- 18 Customer Highlight
 - Greenway Farms*
- 22 Marketing
 - Two Challenges Facing the Pork Industry*
- 24 Business
 - Join the Family Farm with Eyes Wide Open*
- 26 Products
- 31 Intern Highlight
- 33 Connect with PIPESTONE



Online Library

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Fall 2022

PIPESTONE JOURNAL

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On the cover:

Greenway Farms, located west of Mitchell, SD, is recognized for their efforts in sustainability. Greenway Farms is owned and operated by Brad and Peggy Greenway, their son, Brent, and business partner, Thomas Smith.

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

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

Editorial Comments



America's pig farmers stand out in today's culture for their ability to make decisions that impact the environment, pigs & people. Here at PIPESTONE, we work to match that passion and seek to continuously improve how we care for our pigs, people and planet.

In this issue of the PIPESTONE Journal, our team focused on content specifically geared toward sustainability. From the do's and don'ts of manure management (page 14), to the importance of biosecurity in wean-to-market barns (page 12), we are excited to provide you tools and resources on a variety of avenues. I encourage you to take a look at our customer feature, Greenway Farms, to hear from passionate pig farmers and how they care about sustainability in a multitude of avenues (page 18).

On behalf of PIPESTONE, I wish you and your family luck this October. I hope you have a safe and successful harvest.

My final note today: Here at PIPESTONE, we are committed to providing you resources and tools to have a profitable and sustainable operation. To the right is a short 2 minute survey. Please take a few minutes to leave us a review on the PIPESTONE Journal, so we can make changes to better assist you!

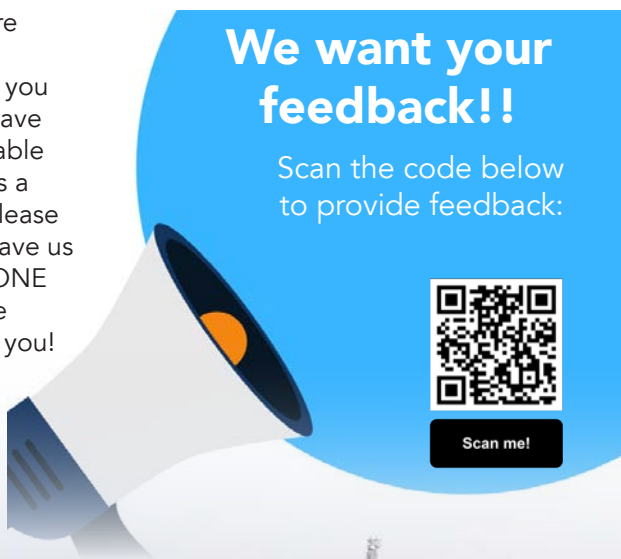
- Abby Hopp

We want your
feedback!!

Scan the code below
to provide feedback:



Scan me!



PIPESTONE Sustainability

Pigs | People | Planet



By: Molly Peterson
Marketing & Sustainability Director

I am proud to share our 2021 PIPESTONE Sustainability Report. This report is our effort to be transparent and seek continuous improvement with how we care for our Pigs, People, and the Planet. We have made great progress towards our sustainability goals in each of these pillars.

Pigs: Animal Care is at the core of what we do. In 2021, we started an animal welfare expert panel to advance our training and tracking programs. We focused on Foreign Animal Disease preparedness for both PIPESTONE farms and the farmers we serve.

People: We strive for PIPESTONE to be a fun and rewarding place to work. In 2021, we received the Great Place to Work award, with over 96% of our team being satisfied working at PIPESTONE. We formalized our Earned Education Days program to promote and encourage continual learning and training. PIPESTONE and team members gave back to the community more than ever before through our new GiVE program and multiple philanthropy efforts.

Planet: PIPESTONE and the farmers we serve have a responsibility to be stewards of the land and resources. 2021 was our first year to participate in renewable energy projects. We are proud to say our farms are run by 50.5% renewable energy. We implemented water meters on 75% of our sow farms to improve tracking and minimize waste. We were students of carbon sequestration and carbon credits, and are launching a farmer-owned carbon farming company in 2022. I want to say thank you to the 1,300 PIPESTONE team members that made all of these accomplishments and many more possible. Thank you to the family farmers that trust us as a service provider.

TOGETHER, WE CAN BE THE BEST FARMERS ON THE
PLANET, FOR THE PLANET.

Learn more from our
**2021 Pipestone
Sustainability Report**



www.pipestone.com/sustainability/



Targeting 3M acres
of land to make
meaningful differences
on climate change,
farming practices and
carbon markets for
farmers.

Your land produces food and fuel. Could carbon be a new economy for the farmer?

About **GreenStone Farms**

GreenStone is an ownership investment offering facilitated by PIPESTONE to create and capture value for farmers in the U.S. carbon market. As a farmer-owned company, GreenStone takes a common-sense approach to carbon farming, with a focus on positioning farmers for success in this new economic opportunity for their farms.

Interested in learning more or investing in GreenStone? Visit our website to find more information!

www.greenstonefarmers.com

Blanco Pork Chili

Ingredients:

4 cups Shredded Pork
3 Cloves Garlic
8 oz. Green Chilies
3 15 oz. cans Northern Beans
1 tsp. Oregano
1 cup Red Onion
1 15 oz. can Chicken Broth

1/4 tsp. Cayenne Pepper
1/2 tsp. Pepper
1/2 tsp. Salt
1 Tbsp. Olive Oil
1 tsp. Cumin
1/2 cup Half & Half
1 cup Sour Cream

Directions:

1. In a large pot, heat olive oil over medium heat. Add onion and garlic and saute 3-5 minutes.
2. Add shredded pork, beans, broth, green chilies and seasonings.
3. Bring to a boil; reduce heat and simmer 30 minutes.
4. Stir in sour cream and half & half.
5. Serve with toppings of your choice including shredded cheese, cilantro or sour cream.



KIDS ACTIVITIES

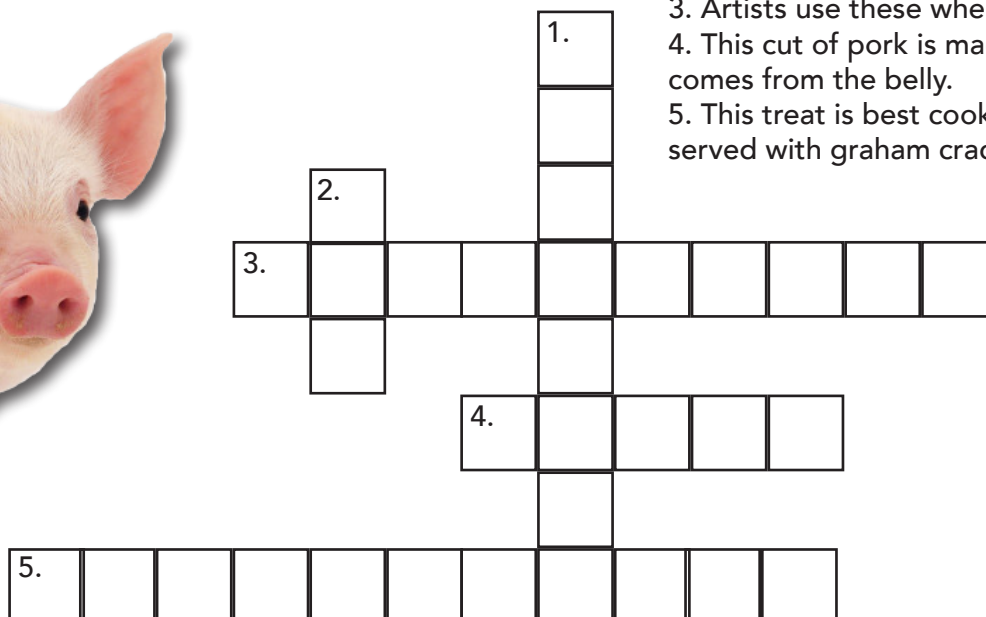
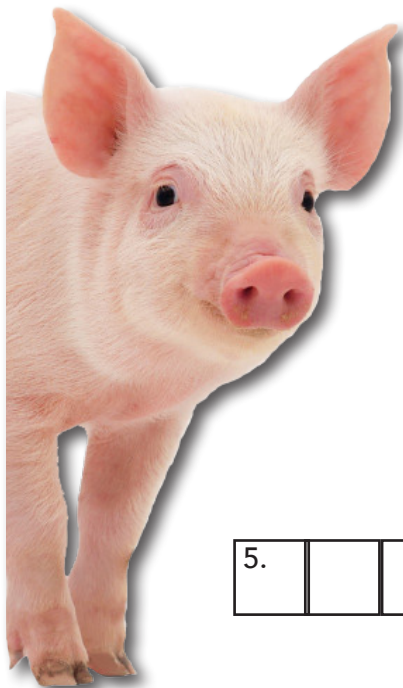
Bacon Bit

Can you draw the last picture of the pattern?



Pig Crossword

All the answers are made from parts of a pig!



DOWN

1. This sports ball is brown with a white grip-stripe.
2. This three letter pork cut is great with eggs and comes from the pig's butt!

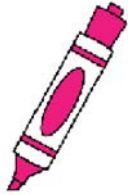
ACROSS

3. Artists use these when they paint.
4. This cut of pork is made into long strips and comes from the belly.
5. This treat is best cooked over a campfire and served with graham crackers and chocolate.

KIDS CRAFT

the life cycle of a pig

Materials Needed:



Assorted markers



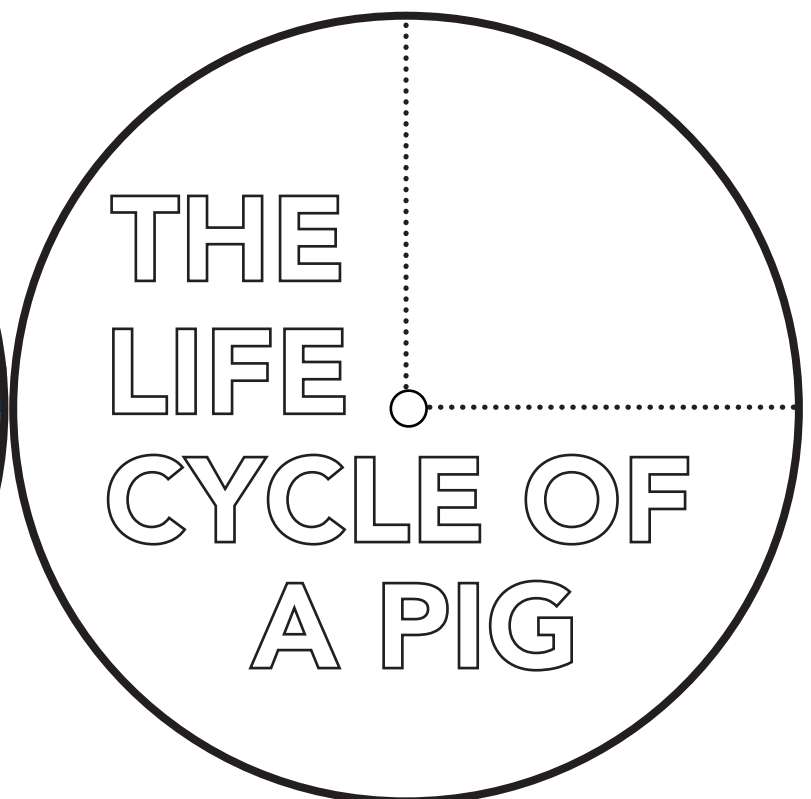
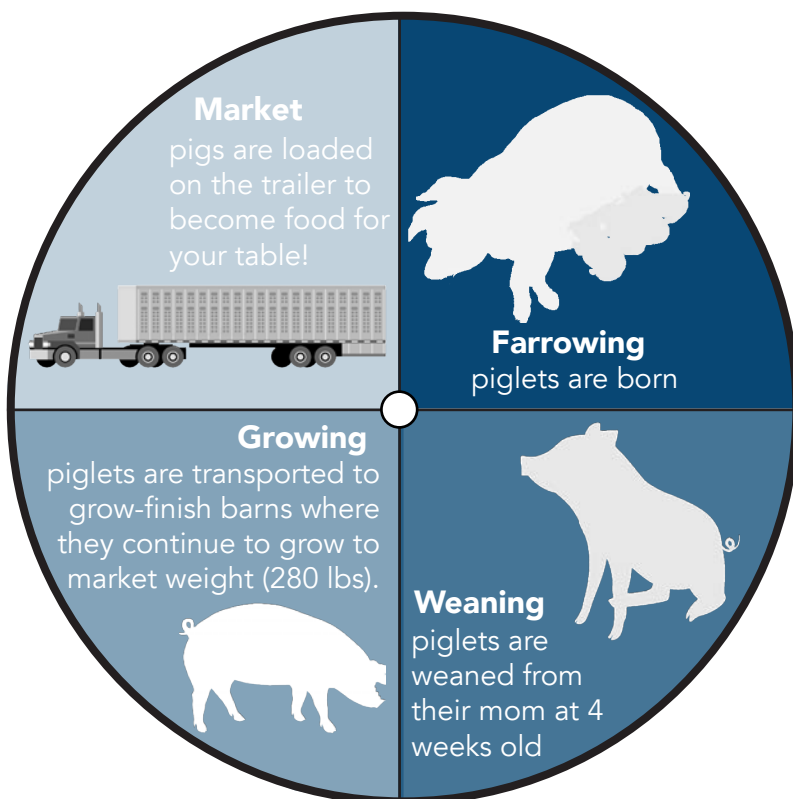
Scissors



Prong Pins

Instructions:

1. Tear out this page from your Journal. Cut across the dotted line below to remove the bottom half of the page.
2. Color the two circles with your markers however you would like.
3. Cut out the two circles on the outside black line. Cut a pie piece out of the circle on the right by cutting on the dotted lines.
4. Match up your circles on top of each other. The circle with the piece cut out should go on top.
5. Push your prong pin from the top through the two white circles in the center. Open the prongs to secure your circles together.
6. Rotate the top circle around to teach your friends about the life cycle of a pig! The cycle starts with farrowing and moves in a clockwise rotation.





2022 PIPESTONE DISCOVERY

13 County/State
Fairs & Events
03 States



Biosecurity

Why is it important in wean-to-market barns?



By: Dr. Rachel Stika Jensen
Veterinarian
Pipestone Veterinary Services

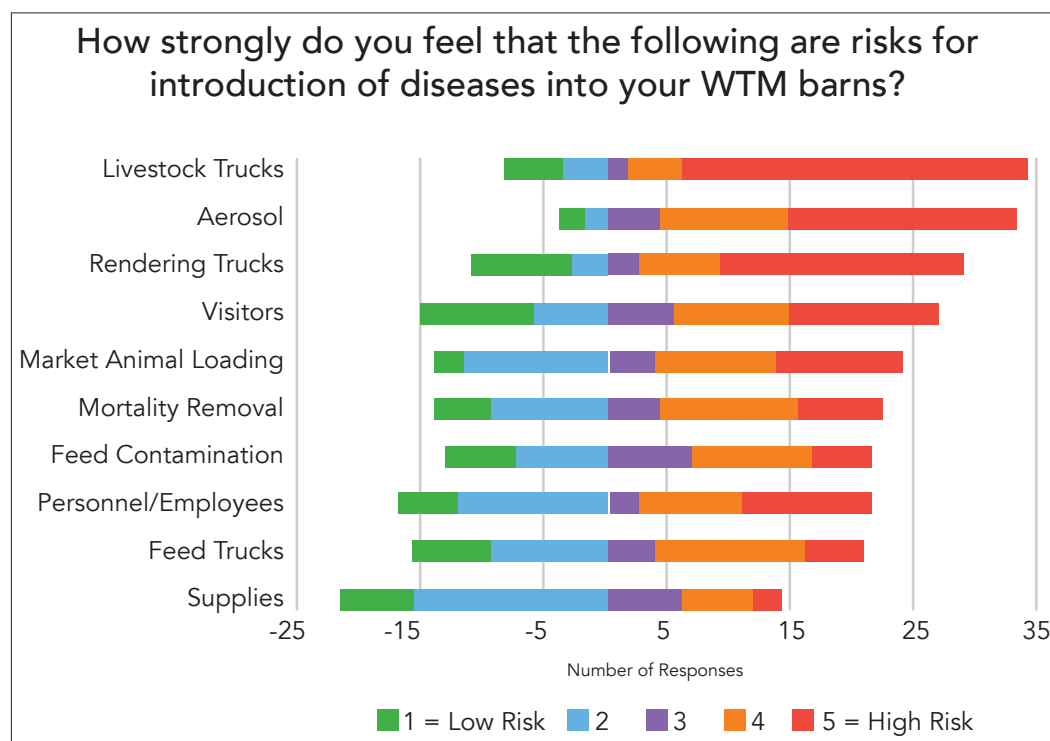
Biosecurity. It is a big bold word but has it revolutionized the swine industry over decades? We go to extraordinary lengths to enhance sow farm biosecurity, which has historically been rewarded well. This begs the question: why do we not have near the standards for biosecurity in wean-to-market barns? Disease does not stop at the sow farm; however, biosecurity in wean-to-market sites is severely lacking to nonexistent.

What is the true definition of biosecurity? Every veterinarian and farmer will most likely have a different definition. A simple way to look at biosecurity: procedures and protocols that are in place to protect our pigs from disease. Less disease equals healthier pigs, reduces waste of resources, and creates a more sustainable pork product. It has been proven with many research trials that good, well executed biosecurity practices can decrease risk of disease to swine herds. That is why protocols like filters, feed mitigates, downtime, showering in and out of sites, and all-in all-out practices are in place in the swine industry. Less disease results in better economic gain, thus biosecurity is a no brainer.

Forty-two producers were surveyed in the summer of 2022 to better understand their

perspectives on wean-to-market biosecurity. When asked the question, "How much do biosecurity practices have an impact on health and return on investment?" 95% of the producers thought that biosecurity has a high impact when it comes to the sow farm. When asked the same question in relation to wean-to-market biosecurity, only 48% thought it was of high impact. Why is there such a difference in ranking of impact?

The survey participants were asked to rank key areas of biosecurity in order of low risk to high risk. In the graph below, the largest ranked high-risk areas were livestock trucks, aerosol and rendering trucks. Remarkably, more easily controlled biosecurity measures like supplies, feed, personnel/employees and mortality removal were ranked as lower risk. These risk areas can be reduced with simple changes to the site and daily tasks.



How can you improve the biosecurity of your farm? A helpful strategy to understand wean-to-market biosecurity is the 5 P's: Pigs, People, Products, Property and Pests.

Pigs

- When it comes to the pigs and biosecurity, there are many moving parts. A few being: animal health, vaccination status, animal entry and exit of a site, animal transport and mortality removal.
- In the biosecurity survey, three producers mentioned challenges with trucking such as lack of quality truck washes or trucker training as a barrier.

People

- People can bring in disease just as easily as pigs can. When it comes to people, biosecurity elements are visitor regulations, people entry and biosecurity training.
- In the biosecurity survey, twelve producers mentioned communication and compliance with contract growers as a concern, and ten producers wanted training of growers, truckers and themselves on protocols and continued reminders.

Products

- Feed, supplies and equipment can act as fomites (disease carriers) and bring pathogens to your site.

Property

- The wean-to-market property plays an important role in swine health. The site location, animal age on site and site sanitation all can impact pig health.
- In the biosecurity survey, nine producers mentioned their location (specifically pig density) as a barrier. Additionally, eight producers mentioned facility issues such as multi-age sites and older sites as issues. Three producers discussed mapping disease outbreaks or developing health levels of areas to assist in risk mitigation.

Pests

- Pests like rodents, birds and other pests can carry pathogens that can cause disease in swine.

Better wean-to-market biosecurity standards are a must for producers to keep herds healthy and stay competitive. To control the diseases we have such as PRRS and PEDV, along with ongoing efforts to prepare ourselves for the worst scenario of a foreign animal disease such as ASF, we are nowhere near where we need to be with the lack of biosecurity standards in place. Work with your PIPESTONE veterinarian to assess the practices in your operation, benchmark your farm, and make a commitment to raise the bar on wean-to-market biosecurity standards.

Manure Management

The Do's and Don'ts



By: Marty Rost
Environmental Management

Manure Application

Manure is the constant byproduct of every producer operation. Continuing to be constantly aware of your manure disposal and application procedures can help to avoid last minute emergencies from popping up and leading to costly, short-term solutions. Developing a couple of steady habits can ensure the smooth operation of your facility:

1. Monitor pit levels and project pit full dates. Having a pit reach its capacity before plans have been made for pumping can lead to a lot of extra work that is costly and time-consuming at the last minute.
2. Monitor water use and limit waste. Excess water use can lead to premature pit full dates. Monitoring water use gives you an early warning that the pits may be filling more quickly than planned.

Work with a Knowledgeable Agronomist

Agronomists' advice can make a difference in getting the most value out of organic fertilizer application. Some effective ways to take advantage of this relationship are:

1. Follow your nutrient management plan. Plans are only useful when executed. This will provide a consistency that will make all other parts of your operation run more smoothly.
2. Be sure to maximize the number of acres covered with manure. Over application can lead to nutrient loss that is vital to yields where the manure is being applied.

the Do's

Work with a Reliable Manure Applicator

The applicators you work with reflect the responsibility of your operation. Making sure the applicators are consistent and reliable can eliminate headaches developing. If self-applying, make sure handling equipment is serviced, calibrated and ready before season.

Keep Records

While it may seem tedious, consistent record keeping is important to improve the performance of your operation. Not only for maintaining consistency when reporting data to the state, but it is also the best reference for finding efficiency issues that can be investigated to save your operation time and money.

Follow-up

Keeping a comparison of the yields of manure acres to commercially fertilized fields can give insight into how your nutrient management plan is working and help you develop ideas to modify your plan if necessary. Learn from each season and make the best decisions for your operation. While the process is generally similar from barn to barn, each site has nuances specific to that site alone.

Safety

Safety at every stage of the operation is one of the most crucial elements of the day-to-day work that can effect your ability to accomplish your development goals. Some areas that deserve particular attention are:

1. On roads - paying attention when operating on or near public roadways not only assures the safety of you and your employees, but also solidifies the community trust in your operation. It only takes one incident to develop mistrust and can take years to repair the reputational damage that an accident can cause.
2. While agitating pits - While agitation is necessary to produce the most homogenized crop fertilizer, the process can also be among the most dangerous an operation undertakes. The following procedures can minimize the health risks to both humans and animals.
 - Stay out of the room being agitated.
 - Make sure all employees and family members are removed from the area and do not enter during the process.
 - Use lock-out tags for communication.
 - Set ventilation at maximum levels.
 - Make sure the manure pit isn't foaming.
 - Always wear proper Personal Protective Equipment (PPE).
 - Near PTO's and handling equipment- Improper use of power take-off devices and other heavy equipment can lead to serious injury or death. Regular training of employees and a commitment to safe operation procedures can immensely reduce the risk of equipment hazards.

the Dont's

Make a Mess

Public perception is very important to how your operation fits into the community. Keeping roadways clear, having neat and tidy pump sites, and keeping fields clear of garbage and decaying supplies and equipment greatly improves that perception and can increase community participation and cooperation for the future of your operation. Also, be reactive and transparent about any spills. No industry is without incident, so making sure the public is aware there is no deception and that you are making every effort to clean up after any incident is essential.

Pollute

Environmental damage is the easiest way to develop mistrust within the communities that you operate. A couple of simple best management practices can ensure not only a minimization of negative environmental impact, but also shore up community confidence:

1. Have calculated rates and adhere to them. Make sure the due diligence you've already performed isn't considered as an after-thought and make following your calculated rates a priority.
2. Make sure manure is not "running down the hill" or into a waterway. Ensure the application acres have sufficient buffer zones adjacent to waterways to keep our vital water resources usable not only for the health of the humans that enjoy them, but also the aquatic life that make up the vital ecosystems that make your region unique.

Underestimate the Value of Manure

Organic fertilizer (Manure) is a natural, renewable source of nutrients vital to the productivity of the agricultural crop industry. All industry has waste by-products, but yours has the distinction that most of that waste is a commodity that adds value down the food production chain. A little bit goes a long way, and ensuring the maximum benefit of the organic fertilizer that you produce is used efficiently, respectfully, and responsibly will not only assure economic success, but also show the importance of your operation for the community and its members.

WHY RYE?

Capturing Farm to Fork Benefits through Feed

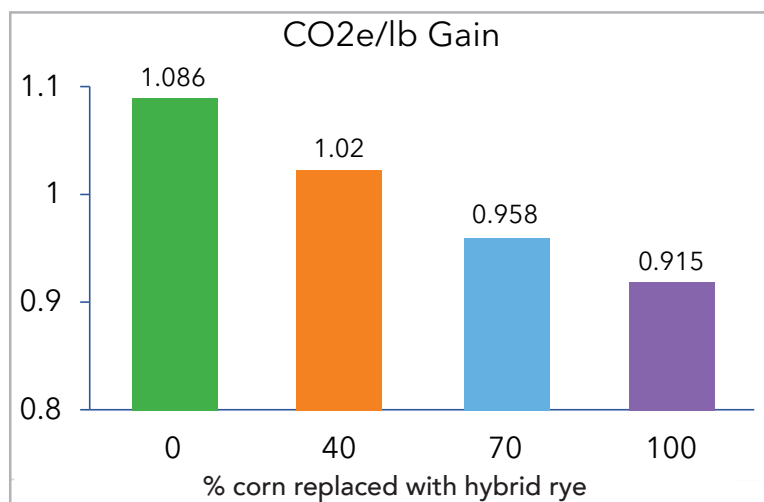
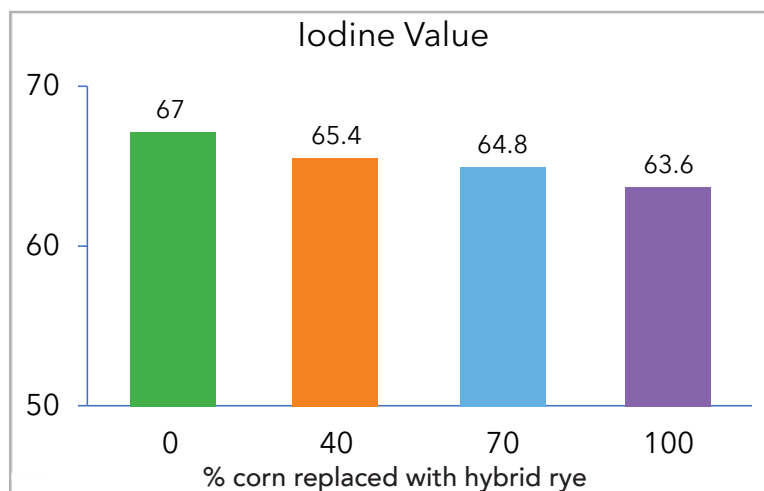
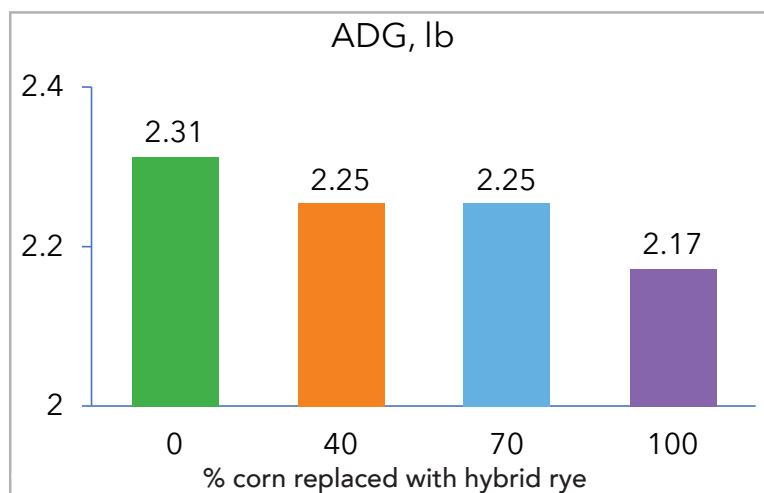


By: Kiah Berg
Nutritionist & Sow Technical Services
Pipestone Nutrition

Hybrid rye has been gaining traction as an alternative feed stuff in the upper Midwest. Compared to conventional rye, the hybrid varieties have shown to be better yielding, less susceptible to ergot (a grain fungus) and more drought tolerant. From the agronomic standpoint, hybrid rye can reduce the carbon footprint of the crop land due to lower water and pesticide use, and having lower drying requirements due to its harvest in mid-summer. As swine producers, it also allows for earlier spreading of manure compared to tillable land harvested in the fall.

From a feeding value, hybrid rye is categorized as an energy ingredient similar to corn, but has a higher fiber component like wheat or barley. With increasing interest from producers to plant hybrid rye, determining if hybrid rye can partially or fully replace corn in the diet was needed.

We conducted an experiment where we replaced 0, 40, 70 or 100% corn with hybrid rye to determine the energy value relative to corn, and evaluate impacts on growth and carcass fat quality. Increased hybrid rye in the diet decreased the energy content of the diet, which lowered average daily gain and hot carcass weight. This indicates that if feeding hybrid rye, fat will need to be added to the diet to achieve similar caloric intake as a corn-soybean meal-based diet, or the inclusion level will need to be at a lower concentration if the producer wants to maintain similar growth performance. This data demonstrated that hybrid rye can be valued at 93% the energy of corn.



Small grains (wheat, barley, rye) are known to create a hard, white fat on the carcass compared to corn and corn by-product diets. Iodine value is a measure of carcass fat firmness and quality, where a lower value equates to harder fat and firmer pork bellies. With the opportunity to evaluate fat quality at WholeStone Foods, we learned as hybrid rye increased in the diet, the lower the iodine value dropped. This is a great attribute for the carcass when feeding hybrid rye.

When evaluating a feed ingredient from a sustainability lens, we can calculate a Carbon

dioxide equivalent (CO₂e) value for each ingredient. As we look at the amount of CO₂e per diet, we can calculate the amount of CO₂e per pound of gain. In this trial, we show that even with the slower growth, each pig took less CO₂e per pound of gain, demonstrating the hybrid rye is a more carbon friendly feed ingredient.

As we look to the future and continue to improve the database of feed ingredient CO₂e factors, our goal is to help producers find the right combination of growth performance, carcass quality and sustainability that fits their operation.

Ground Corn Ground Hybrid Rye Hybrid Rye



GREENWAY FARMS

SUSTAINING THE PIG FARM OF TOMORROW

The term 'sustainability' wears multiple hats in the world of pig farming. Today, PIPESTONE covers pigs, people and planet under that hat. Greenway Farms, located west of Mitchell, SD, recognizes these aspects of pig farming, and actively works to increase efficiency in each.

Greenway Farms is owned and operated by Brad and Peggy Greenway, their son, Brent, and business partner, Thomas Smith. They have a diversified crop and livestock farm with corn, soybeans, wheat, alfalfa, beef cattle and pigs. Their dedication to farming can be found in their pigs' welfare, their community involvement, and their continuous improvement to the land they farm.

"Back when Peggy and I started farming, sustainability meant, how do we grow our operation and have enough income to raise a family. Sustainability going forward is going to be, how do we present ourselves and position our farm for the next generation," said Brad.

The Greenways have two wean-to-finish barns and lease one, all stocked from PIPESTONE managed sow farms. Having ownership at the sow farm level is one way they are able to make their operation more sustainable and integrated.

"We wanted to do something better for our animals and expand our operation. That's when we became involved with PIPESTONE and built our first 2,400 head wean to finish barn. Following that, we put up a feed mill so we can

use our own corn and feedstuffs. About 7 years ago, we built our second barn and we also lease one. We continue to grow and expand our pig farm; it's what we're truly passionate about and it's been a benefit to our farming operation," Brad said.

Their crop operation goes hand in hand with the sustainability efforts they have on the farm. They are able to integrate the crops they produce right back into their pig feed to help reduce inputs and have more control over the final product.

"The cool part about raising pigs is you see it come full circle," Thomas said. "The process can start anywhere from the pigs to the manure to the crops. We're using all the resources to produce either crops or pork in the end."

Using their pig manure as fertilizer has helped the Greenways take sustainability to the next level. Protecting and preserving the land that has been in their family for nearly 100 years is a big factor in sustaining the farm for the next generation.

"When people talk about the emissions from the animals, manure is a big factor in that. On our farm, whatever we're applying on land is exactly what the land



ARMS

needs,” said Brent. “We do soil testing, making sure we’re meeting the needs of the ground and the crops we put in it. We also apply at the correct rates, not exceeding, or it’s a waste of a good input and not good for the ground.”

The dynamic at Greenway Farms is a collaborative effort from everyone involved. Decisions are made as a team in order to sustain the farm and maintain transparency.

Hannah Walkes, President of Pipestone Veterinary Services, has been working with the Greenways for many years. She shares, “We focus mostly on land practices and resource use when we think and talk about sustainability. I think one less focused area, but equally important, is the ability for the farm to sustain the next generation... And the next, and so on. Having it last almost 100 years, as

“ A lot of people don’t understand that most farms are still run by families. Even though sizes of farms have changed over the years, we’re all still family farmers. ”

the Greenways have done, is a huge feat, but carries a responsibility to continue. In every discussion, it’s always discussed how things we are doing can improve the operation for Brent and Thomas, and their kids potentially someday. Brad and Peggy have been deliberate in transitioning decision making to those two early on to help empower and start the process. I think that level of thought for the next gen is unique.”

Success on the farm is only half of what

makes the Greenways great stewards. Informing consumers about the healthy, safe food supply chain is

something they have always taken great pride in. They do a lot to educate others about what they do on their pig farm.



“Food safety is a priority for us. I want other mothers to know that the pork they buy at the grocery store that farmers like us produce is safe because we follow the rules to make sure we provide a safe food supply,” Peggy explained.

Transparency into pig farms isn’t always easy, but an important way to show pork consumers how their food is raised and cared for. The connection between farmer and consumer can always grow stronger.

“There’s only 2% of the U.S. population that does what we do every day, so it’s our role to use different avenues and just talk about what we do, because people are interested,” Brad said. “Consumers want to connect with food. They want to know where it comes from, and they have every right to do that. It’s our job to let them know what we do on the farm every day.”

Our Customers

Sustainable farms are more important than ever. PIPESTONE is committed to working with farm families to track the metrics of their farm and improve every day. Starting to track data is the first and most important step to making a change.

"Tracking the first couple years isn't about getting to a certain number; it's saying, 'Hey, this is where we're at.' If you don't know where you're at, you don't know where you need to be and where you're going. Different lighting, different settings in ventilation, it all ties back to sustainability," said Brent.

The future of farming revolves around sustainability and bettering our pigs, people and planet.

"There's no doubt agriculture and food production have an impact on our environment. As farmers, we are committed to trying to reduce that impact every year," Peggy said. "I believe we are constantly

trying to reduce our environmental impact and I feel good about that. There's something about working cooperatively with other farms, and the leadership of PIPESTONE that gives us that competitive advantage."

If there is one thing to learn from the Greenways, it is how to dedicate everyday decisions to how they will impact the future sustainability of the farm. The choices farmers make every day contribute to our farming story and how we communicate that to the public.

Brent shares, "To me, the end goal of sustainability is to be better tomorrow than what you were today, and to do better today than you were yesterday. It's constant improvement to reduce the number of resources you're using to get the same amount of product."

Article by: Kyra Flom
Website and Digital Specialist, PIPESTONE



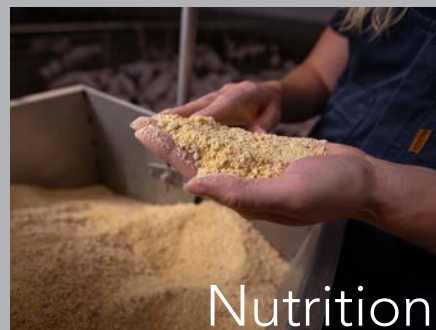


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all work together.

TWO Challenges Facing the Pork Market



By: Terry Wolters
Customer & Industry Relations
Pipestone Business

Demand for Pork has shown to be quite volatile for the first half of 2022. With many factors influencing profitability. The industry has been challenged with record high inputs from feed, energy, transportation and inflation to name a few.

Historically, the United States has been a low-cost producer of pork compared to others around the world. This, combined with the extremely high food standards, makes the United States a great choice for others around the world to purchase U.S. pork products.

Why is trade important?

- Trade promotes rural prosperity.
- Over 25% of U.S. pork production is exported (volume-based number).
- Trade with other countries allows us to market products that would not usually be consumed in the United States.
- 110,000 United States jobs are dependent on pork exports.
- In 2021, the United States made \$8.1 million on pork exports.
- Exports contribute on average \$63 of value per head.

1 Trade

In July 2022, U.S. pork export volumes were down 16.7% year over year, and down 14.7% in year over year value.

With a 48.7% decrease year over year in exports to China, overall pork exports took a hit. That said, strong exports to Mexico increased 16.6% year over year, Columbia increased 12.4% year over year, and the Dominican Republic increased 22% year over year.

Global pork prices have been in the spotlight to say the least. The higher cost of production and a decreased US supply over the past several months has encouraged trading partners to look for supply from other places.

USDA forecasts U.S. pork exports to decrease by 4.3% for 2022, which is still 6.7% higher than 2019 levels.

Where do we export pork?

The United States exports pork to over 100 countries around the globe.

2022 July YTD % Change

Region	Value	Volume
Mexico	12%	16.6%
China/HK	-42%	-48.7%
Japan	-9%	-8.6%
Canada	-11%	-15.0%
South Korea	6%	-2.9%
Colombia	12%	12.4%
Philippines	-59%	-61.4%
Australia	-42%	-47.5%
World	-14.7%	-16.7%

The United States Mexico Canada Agreement (USMCA) represents the largest U.S. Pork Exports. The USMCA is designed to replace the North American Free Trade Agreement. This agreement is expected to increase U.S. ag exports by \$2 billion, resulting in a \$65 billion increase in gross domestic product.

Products consumed in other countries may not be the primary products consumed in the United States. Particularly in Mexico, they consume ham muscle, which represents about 20% of the total carcass weight. These lower value cuts provide a great affordable protein to income challenged households. In many foreign countries, lower value organ meats are considered a delicacy. This provides an added value to the carcass which otherwise would have little value.

2 Massachusetts Question 3

Question 3 in Massachusetts is very similar to Proposition 12 in California. Question 3 in Massachusetts is a state law that will ban the sale of pork that comes from animals not housed according to the state's prescriptive housing standards. Question 3 was passed in 2016, late 2021 legislative amendments extended the effective date. On August 11, 2022 a court order was signed at the District of Massachusetts approving an agreement to delay enforcement of Question 3 until 30 days following the ruling of the United States Supreme Courts case for Proposition 12.

There are FOUR items that set Question 3 apart from Proposition 12. This includes:

1. Unlike Proposition 12, Question 3 did not set a minimum square footage requirement for sows. It did have the same language about the need for sows to be able to stand up and turn around other than during farrowing.
2. Only the state of Massachusetts can bring enforcement under Question 3, not activists like HSUS.

3. The Question 3 regulations include a trans-shipment clause regulating any product that passes through the state of Massachusetts, even if it is not consumed in the state. Massachusetts is 'the gateway' to the upper New England states. Unfortunately, these states had no say in what was being passed, impacting their food supply chain drastically.
4. Massachusetts believes Question 3 also applies to federal government facilities, like military bases and VA hospitals, as well as to food banks. Laws and regulations like Proposition 12 and Question 3 will have a major impact over time. Laws and regulations like these will not only raise the cost of producing pork, move us backward from a sustainability metric, and challenge the overall welfare for the animals and workers that take care of them, but it will set the stage for states to govern or regulate what and how things are done in other states and countries outside their authority.

Join the Family Farm with Eyes Wide Open



By: Jim Marzolf
Vice President
Pipestone Business

Family businesses are often complex and making the decision to join the family farm is no different. Most young adults are excited to come back to the farm to do the work they love. The following is a list of questions the next generation should consider answering about their family business, themselves and their family as they make the decision to pursue farm ownership.



About the Family Business

Is it a business you should own?

If the business wasn't your family's, would you be interested in or considering purchasing an ownership interest? Some family businesses are not organized and operated in a fashion that supports continued success.

What direction is the farm headed?

Is the business growing or in decline? The life cycle of a business is to grow, mature and decline. It is important to understand where this business is in the cycle. Opportunity may exist in each phase.

Does it have a history of profitability?

Past performance isn't a guarantee of future performance but it certainly is an indication of probable business success.

Does it control the right assets?

Employing strategic assets is important to business success. Those assets can include human resources, intellectual property or physical assets.

Can it provide cash flow for another family?

Most family businesses are sized to meet the financial needs of the principals in the business. Without proper planning to anticipate the cash flow needs of additional family members joining the business, the size of the business may not allow for succession.



About Yourself

Do you have a passion for the family business?

Does working with your family in a business fire you up? It takes passion for the family and the business to often work through the challenges associated with family dynamics.

Do you love the industry and work?

You will need a passion for the industry and the daily tasks to make owning a business a lifelong endeavor.

Do you love the risk?

The business of agriculture is filled with production and financial risks. The stress of these daily risks isn't for everyone. Some of the most successful businesses assume some of the business risk and manage the rest of it.

What role will you play?

Playing to your strengths is important. Understanding and communicating your strengths and weaknesses in the role you play in the business will help your team compensate.

Does it align with your goals?

Is continuing the legacy of the family farm integral to your personal goals? Or, are there other endeavors you are more passionate about pursuing?

This is by no means an exhaustive list of questions but it is intended to stimulate thoughts and drive answers. Your situation may inspire you to ask additional questions either of yourself or your future business partners. The important part of this process is to take time to understand and evaluate both the opportunities and challenges associated with business ownership. Let your heart and your mind have an equal vote in this important decision! If your family is looking for help with the business transition process, please contact Jim Marzolf at jim.marzolf@pipestone.com.

About Your Family

Does your family have a shared vision?

Is your family organized around the same vision of the future of the family farm? If asked individually, would each family member share a similar description of the future state of the family farm.

What are the family dynamics to consider?

Every family has personalities, relationships and historical events that create unique dynamics that impact the daily interactions of family members. Understanding those dynamics and how to navigate them is important.

What is the succession timeline?

When will we start? How fast will we go? When will it be completed? These are all questions to answer so family members can plan accordingly.

Does your family feel like succession is on schedule?

Some families get started early and give themselves time to be tax efficient in transition. Others get started late and feel like they have to hurry the process. It is good to understand your own situation and how much time you have to be thoughtful in your approach.

FALL IS OFFICIALLY HERE

Stay on top of pests with the help of these products.



Rat Bait Station

Both rat and mouse bait stations available online. Comes ready to fill.



Hawk Bait

Hawk Bait Chunx available in 8 or 18 lb tubs; pellets available in 8 lb tubs; soft bait in 16 lb tubs.



Revolver Soft Bait

Revolver Soft Bait is available in 8 lb tubs. For indoor and outdoor use.



FastDraw Soft Bait

Rodent control should be expected 4-5 days after feeding. Available in 8 lb tub.



Jaguar Chunx

Mold and moisture resistant. Available in both 9 lb and 18 pound tubs.



Hombre Mini Blocks

This 10 lb tub is weather resistant and tough on rats and mice.



Tom Cat Bait

Tom Cat Bait is proven to control severe infestations. Available in 9 lb tubs.



Rampage Chunx

Rampage Chunx is available in 4.2 lb or 9 lb tubs. Effective in 1-2 days after feeding.

RODENTS


PIPESTONE
Veterinary Services

See page 30 for a seasonal bait rotation recommendation



Neporex Fly Larve

Granular formulation larvicide suitable for scattering, dissolving & pouring or spraying.



Golden Malrin

Can be applied directly from the container or placed in a bait station. Only use where flies are actively feeding.



Tempo SC Ultra Spray

Control for up to 4 weeks against crawling, flying pests and wood infested bugs for indoor and outdoor surfaces.



QuickBayt

Ready to use dry scatter bait. One application controls for up to 6 weeks indoors and 2 weeks outdoors.



Aerosol Sprays

These aerosol sprays are highly effective against flies and other pests.



Quickstrike

This fly strip lures flies with attractant Z-9 tricosene and kills them quickly with Dinotefuran.



Agita 10

Dust-free, water soluble granular formulation. Use around the outside of animal housing as a spot-spray.



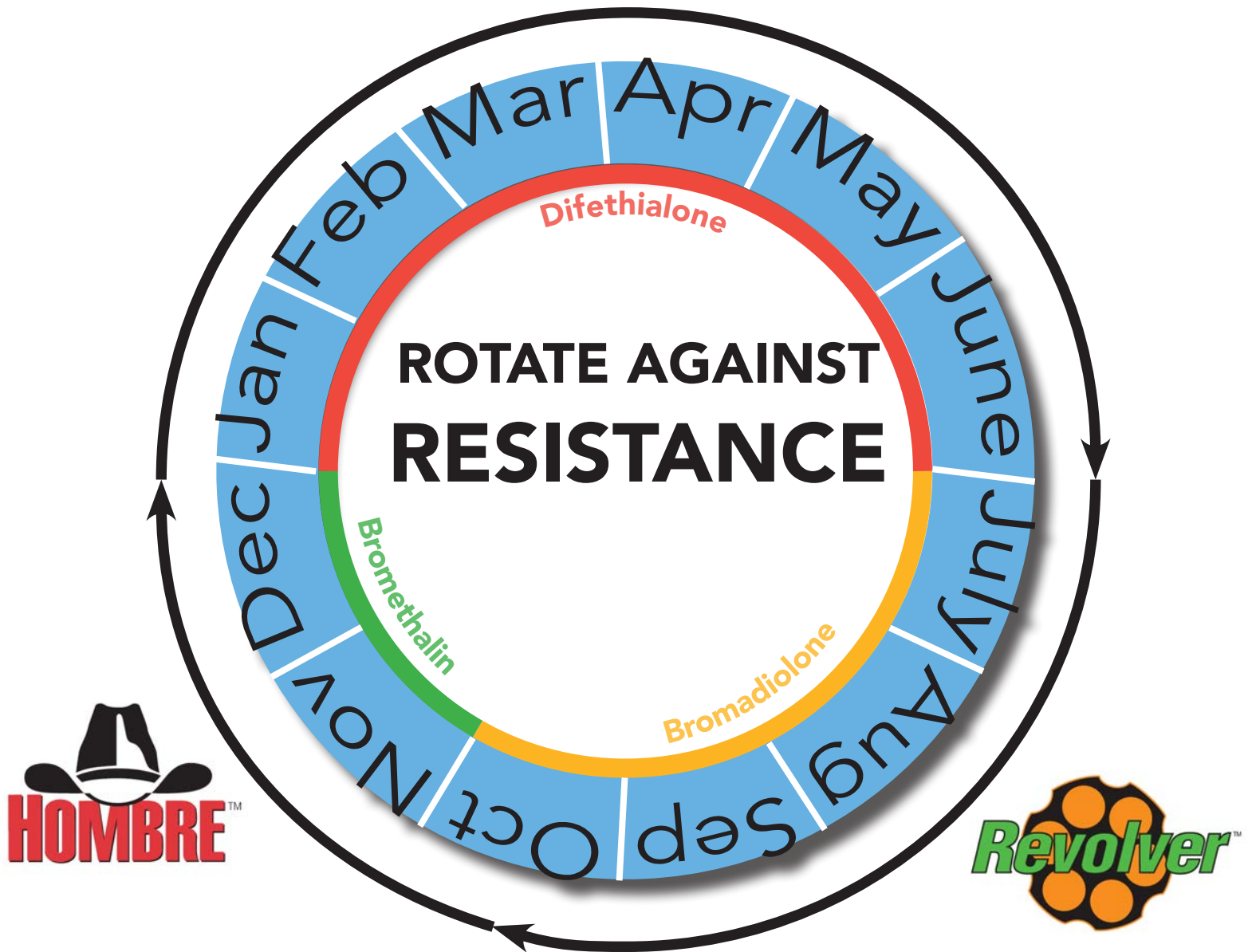
CV-80D Instant Knockdown

The Country Vet Instant Knockdown can be used as a premise spray or directly on animals.

View our products or get in touch!

www.pipestone.com
507.562.PIGS(7447)

FLIES



Bait rotation is vital to successful, long-term rodent control. Above is a suggested rotation schedule. Brands can be swapped out as preferred.

The DOE has published the General Service Lamp (GSL) definitions

Production Date for U.S. Manufacture or Date of Entry for Imports	Period of Transition	Explanation
Beginning effective date of the backstop rule through August 31, 2022	Enforcement leniency period	Enforcement Discretion: Leniency to account for transition lead times*
September 1, 2022, through October 31, 2022	Progressive enforcement	Enforcement Discretion: Warning Notices in consideration of transition lead times*
November 1, 2022, through December 31, 2022	Progressive enforcement	Enforcement Discretion: Reduced penalties in consideration of transition lead times*
Beginning January 1, 2023	Enforcement flexibilities end	Full enforcement of the GSL backstop rule

Chart provided by Signify

*DOE will exercise its enforcement discretion to the fullest extent of the law for egregious violations, repeat violations, or as circumstances dictate.



Scan this QR code to learn more about the regulations

These bulbs will be hotter! Keep this in mind for farm safety

Tips for a more SUSTAINABLE product order

**Buy
bigger
quantities**

PIPESTONE offers a variety of product sizing to fit the needs of farms of all size.

Consider buying in bulk to reduce the amount of bottles needed throughout a year.



5 100ML bottles of Circumvent



1 500ML bottle of Circumvent

**Purchase
complete
orders**

Instead of placing 3 small orders a week, take inventory once a month and place orders for items you know you will need.

Fewer orders means less boxes, shipping materials, shipping costs and less fuel for delivery.

Other sustainable products to consider

Sustainable products can help improve feed efficiency, time savings and biosecurity.



Compost-A-Mat

They are designed to be used for one farrowing and then discarded to a composting pile. These mats can also be used as an excellent source of feedback material for your gilts and gestating sows.



Carbon Monoxide Detector

Carbon monoxide detector with alarm has a battery backup and is easy to install. Provides reliable protection against the dangers of carbon monoxide. Small and sleek design suitable for all areas.

**Ask about our manure
pit additives! Not
available on the website**

Email: pvsorders@pipestone.com
Phone: (507) 562-PIGS(7447)

Internship Highlight

Bacon Bit

Each summer, PIPESTONE provides the opportunity for college students from all over the nation to gain real-world experience within the swine industry. This year, PIPESTONE welcomed 14 interns from 12 different colleges to work within 7 departments. These departments included production, information technology, nutrition, research, public relations, marketing and veterinary services.

Throughout the summer, interns were able to learn more about PIPESTONE and the swine industry. They attended weekly round tables with industry professionals, attended the Young

Leaders in Agriculture Conference, toured various PIPESTONE facilities, volunteered at local fairs through PIPESTONE's Discovery Barns



and gained real-world experience throughout the different phases of swine production.

Our 2022 research intern, Hadley Steifvater, had the opportunity to work with Pipestone Research and furthered her experience in swine research. She was able to gain hands-on experience and in-depth teachings from industry professionals, like Dr. Scott Dee and Dr. Todd Williams, inside and outside the barns.

"This internship has opened many new doors of opportunity for me to continue growing and developing my skills to find new ways of improving today's livestock," Hadley said.

She continued to express how amazing her experience and mentors were during her summer with PIPESTONE and shares that she would highly recommend this internship to anyone, especially an individual who has a passion for science and the swine industry.



Continued on page 34

Internship Highlight Cont.

2022 Vet Intern, Hunter Everett, echoed Hadley's answers.

"I had a blast getting to know PIPESTONE Veterinarians and staff, as well as interacting with individual farmers," Hunter said. "One project I had the opportunity to help with is a wean-to-market biosecurity survey. During the project, I talked with farmers and learned more about their perception of grow-finish biosecurity."

Hunter spent his summer shadowing PIPESTONE Veterinarians, participating in research projects, and interacting with many pig farmers in the area.



"I would encourage anyone to apply for an internship at PIPESTONE because of the emphasis the PIPESTONE team had on teaching and encouraging learning," Hunter said. "I was able to develop new skills and participate in a diverse amount of opportunities throughout my experience."

Samantha Olson, a 2022 Public Relations Intern, also comments on her experiences.

"I enjoyed getting to know each opportunity PIPESTONE has to offer," Samantha said. "Everyone in the company wants to see you succeed."

Over the course of the summer, Samantha had the opportunity to participate in a variety of events, including the Sioux Empire Fair PIPESTONE Discovery Barn. "I loved spending time with people and getting to share my love for agriculture."

"I would encourage others to apply because of the welcoming atmosphere of PIPESTONE," Samantha said. "When you go to work everyday, you get to learn more about the company, the values, and about yourself."

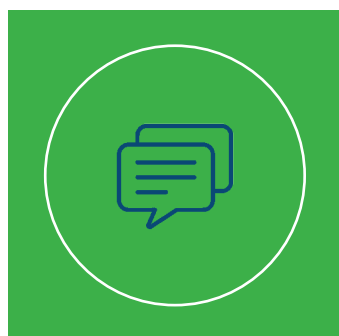
Interested in spending your summer learning more about pigs, gaining hands-on experience and learning more about the business units of PIPESTONE? Visit **www.pipestone.com/internships** to learn more about the opportunities offered!

Connect with PIPESTONE



SwineTime Podcast

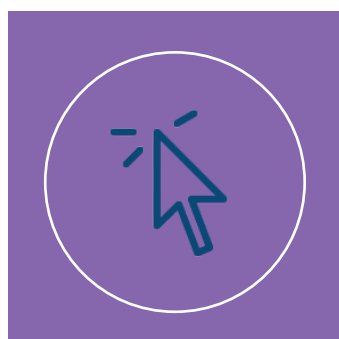
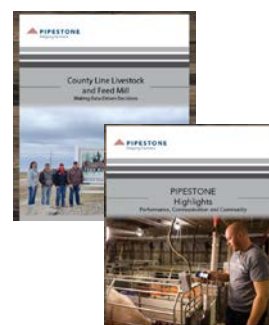
The SwineTime podcast is released monthly on the 2nd Tuesday. Find the podcast on www.pipestone.com or on your favorite podcast listening platform.



Swine Newsletter

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

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



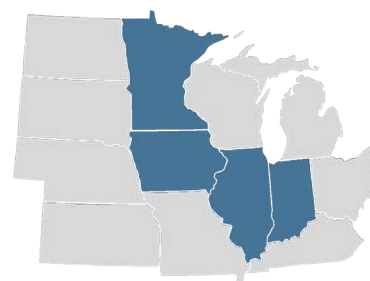
Social Media

- Pipestone_pigs
- Pipestone Discovery
- Pipestone - Helping Farmers
- PIPESTONE - Helping Farmers
- pipestone.com



Office Locations

- Pipestone, Minnesota
- Independence, Iowa
- Orange City, Iowa
- Sycamore, Illinois
- Rensselaer, Indiana





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