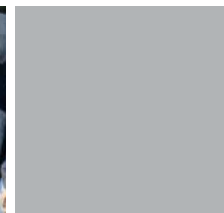
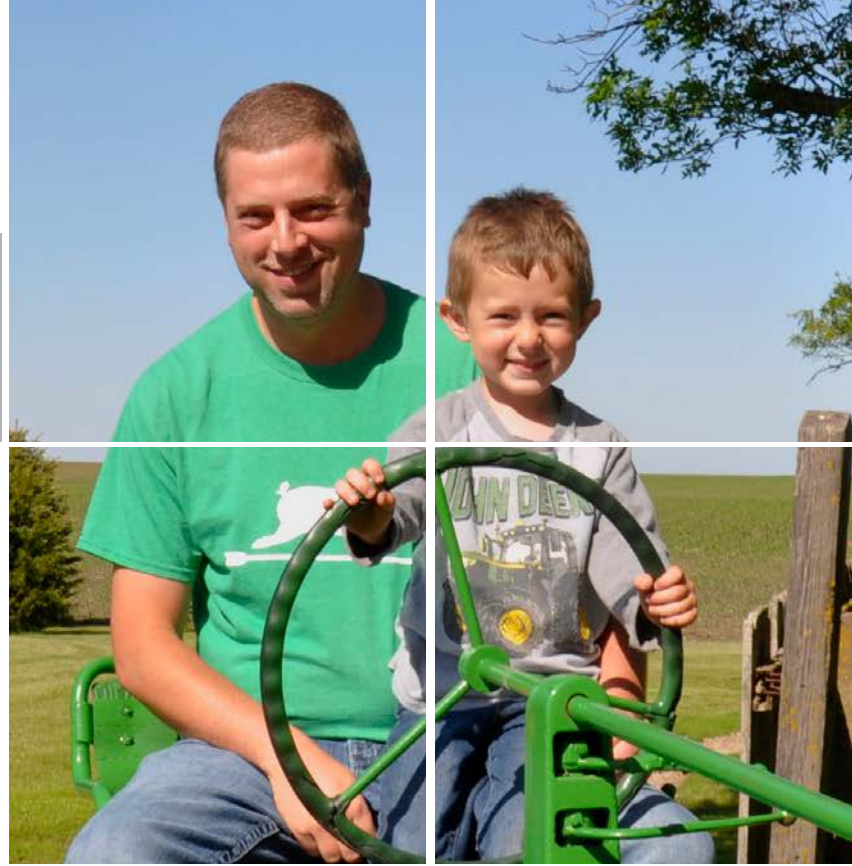
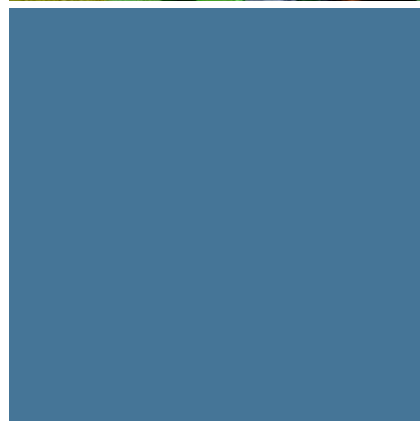


The Building Blocks of Pig Care

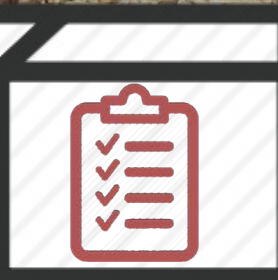
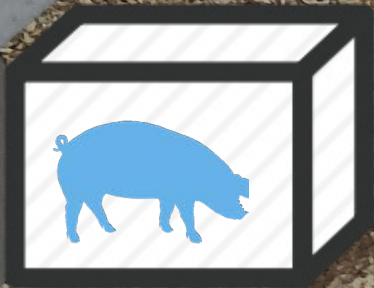
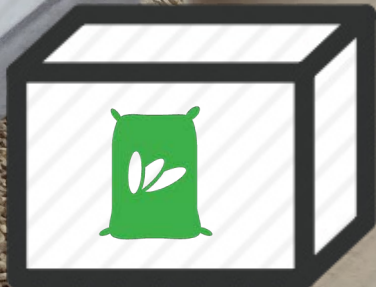


Summer
2022



 **PIPESTONE**
JOURNAL







PIPESTONE

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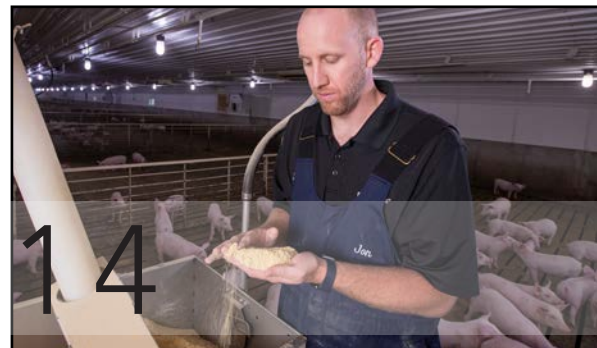
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Read our previous issues at
pipestone.com/pipestone-journal/



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.

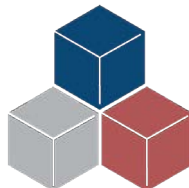
At PIPESTONE, we are committed to providing you top-notch, timely information in the areas of Health, Management, Nutrition, Marketing, Research, and Business. Please feel free to communicate with us, your input is appreciated.

Editorial Comments



The warm and sunny summer weather has arrived! We are excited to release the Summer 2022 issue of the PIPESTONE Journal!

As a kid, colorful blocks are put together when building a tower or building. Each block is necessary to maintain the structure design and finalize the finished product. We may not be building a fun colorful tower anymore, but rather a successful business and healthy pig farm. Animal welfare, biosecurity, a secure feed source, a safe water source, well maintained ventilation, and I can go on -- all building blocks necessary to establishing pig care on farm. Separately we look at each aspect of pig care (or building block), but together, it builds upon effective pig care. Join us for this issue as we will dig deep into each "building block" of pig care, so that you too can build and maintain an effective pig farm!



The PIPESTONE Journal is designed to provide you with world-renowned resources and expertise to help you ensure your farm can play a valuable role in the future generation. In short, the PIPESTONE Journal is designed to help you! I would encourage you to provide feedback, so we too can continue to improve. The link below is a short (less than 2 minute) survey available for you to provide your thoughts and suggestions. Please consider taking the time to complete. In return, we will carefully review your comments and make changes as necessary.

- Abby Hopp



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On the cover:

Ryan Weinkauff is a pig farmer just outside of Pipestone, Minnesota. Ryan is highlighted for his efforts in overall pig care. Read more about Ryan and his farm on page 16.

Chief Veterinary Officer Comments

Animal Welfare – How does your farm stack up?



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

At the recent Pipestone Summit, we had an interesting exchange on pig farm biosecurity and the contrast between biosecurity measures employed at the sow farm and those effectively implemented in the wean to finish (W-F) farms. The takeaway for most was the striking gap found between sow farms and growing pig sites, with the breeding herds far outpacing the others. This sparked a recent discussion amongst our vet team as to whether this same disparity would be found with respect to animal welfare policies and the execution between sow farms and W-F sites. While we are reluctant to paint with too broad a brush, we suspect that there is room for improvement on many farms.

As an industry, pork producers are strongly committed to the well-being of the animals in their care – that's true at PIPESTONE and I'm sure it is for every pig farmer reading this. One thing we learned at PIPESTONE nearly 10 years ago is that this commitment must be more than words – it has to be clearly demonstrated and communicated in tangible ways each and every day. It needs to be evident in our barns through the mindset of our animal caretakers and ultimately in the daily experience of the pigs in our care.

Over the past 10+ years, PIPESTONE has sought to elevate and improve on its commitment to animal well-being. Some of the efforts/outcomes that demonstrate the prioritization of animal welfare in PIPESTONE managed farms include:

- Director of Animal Welfare position – Dr. Cara Haden currently fills this role and leads our animal welfare efforts.
- Established animal care and animal welfare protocols. All farm team members are trained and tested on these upon being hired.
- Clearly communicated zero tolerance policies for any animal abuse and an anonymous reporting mechanism for any animal welfare concerns.
- Regular (monthly) animal welfare training review sessions.
- Monthly unannounced animal welfare audits conducted by PIPESTONE Health Technicians
- Incentive bonuses for farm teams with perfect audit scores.
- Protocols and standards for timely euthanasia.
- Routine external audits on each farm through Validus for validation of our program.
- Formation of an Animal Welfare Expert Panel consisting of outside industry experts in the field of animal welfare standards and research.

- **What does your animal welfare training program consist of on your farm?**
- **When was your last animal welfare audit**
- **Do you have a timely euthanasia policy that would satisfy a Validus auditor?**

We recognize that many farms may need some assistance in these areas. PIPESTONE is ready to help. We are currently developing an enhanced set of W-F animal welfare standards. We also plan to offer additional support and animal welfare auditing services. Please contact your veterinarian if you want to know more.





KIDS ACTIVITIES

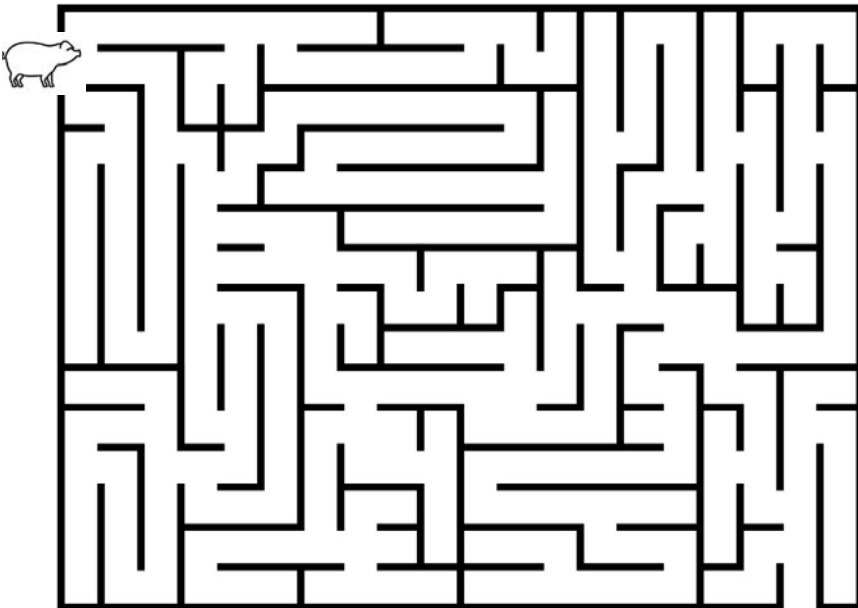
Using just the letters in the words below, can you make at least 10 new words?

Rules: You may only use a letter as many times as it is shown in the key. Each word must be at least 3 letters long.

Tenderloin

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Help the pig find his meal:



Pork Vocabulary

Match up the word to the correct definition.

Hog
Piglet
Sow
Litter
Farrow

_____ to give birth to piglets

_____ a family of newborn piglets

_____ a baby pig

_____ a mother pig

_____ another word for pig

Did you know?



Pigs live indoors. Climate controlled barns improve food safety and protect pigs from predators and weather.





KIDS ACTIVITIES

PIG SNOUT

Materials Needed:



Old Egg Carton



Pink Marker



Black Marker



Scissors



String



Instructions:

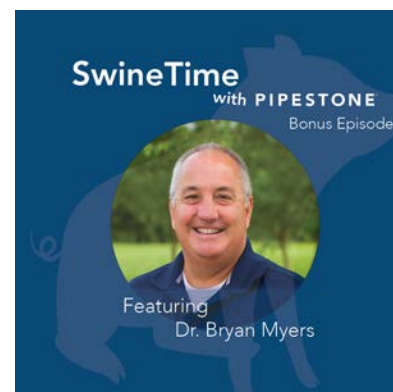
1. Cut your egg carton "snout" - there is 12 in a carton.
2. Color the snout pink.
3. Place two black dots on the end as nostrils.
4. Cut a hole one on each side of the mask and thread the string through.
5. Wear your new pig snout!



SwineTime Podcast: APP SeroType

Dr. Bryan Myers has gained quite the experience and wisdom from being a veterinarian for the last 34 years. In these years, he has seen the serious effects of various diseases that have infected the swine industry. He is now seeing APP, an old disease that has resurfaced after almost 20 years in some of the most hog-dense areas of the Midwest. SwineTime Podcast host, Dr. Spencer Wayne, discusses what APP is, how serious this disease is, how it can affect your farm, what your treatment options look like, and what steps you can take to prevent APP from infecting your farm.

APP, also known as Actinobacillus Pleuropneumonia, is a bacteria that can cause severe rapid onset of death loss and pneumonia type symptoms in pigs. This disease is not new to the industry and may be recognized by those who have been in the swine industry for some time now. It is



Symptoms

Severe dyspnea - Labored Breathing
Cyanosis - Purpling and blotching of skin
Open-mouthed and distressed breathing
Foamy and blood-tinged nasal discharge
Death

becoming more relevant now, due to recent resurgence mainly found in Iowa. This disease can have serious health effects on your entire operation.

APP is often spread from nose-to-nose contact between each pig. It is also known to spread from the people and equipment found on farms. With this recent discovery, it only reinforces the importance of proper biosecurity and following all health and safety protocols.

While treatment for APP is not necessarily difficult, it is not a quick or cheap treatment. If you have detected this disease within your barn, you will need to act quickly and aggressively if you want to have any chance of stopping it. You will need to treat each pig with antibiotics. Fortunately, APP does respond to commonly used antibiotics.

Since APP most commonly effects pigs closer to market weight and older in age, the economic impact to your operation is more prevalent. This is because pigs are considered to be more valuable, and in turn, result in a higher loss if they become infected. Treatment is also more expensive due to having to treat each individual pig with antibiotics, therefore costing your operation more time and money.

If a farmer suspects APP on their farm, they should immediately call a veterinarian to receive a preliminary diagnosis. The veterinarian will then send tissues to conduct a laboratory diagnosis. During this time, you will need to work quickly to treat each individual pig.

Check out this episode with host, Dr. Spencer Wayne, and Dr. Bryan Myers as they discuss how important it is to have an understanding of this disease and how you can prevent APP from entering your farm.

The SwineTime podcast is a monthly podcast 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.

www.pipestone.com/swinetime-podcast/



SCAN ME



3 Foundations of Proper Pig Care

The animal, environment and equipment

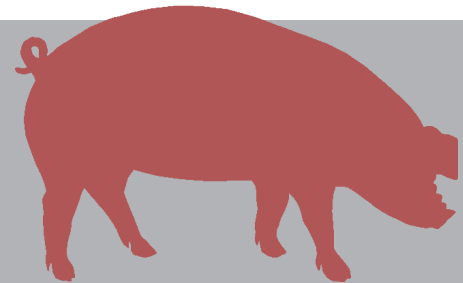


By: Dr. Cara Haden
Veterinarian & Animal Welfare Director
Pipestone Veterinary Services

Daily observations are not just a Pork Quality Assurance catch phrase, they are a foundational principal of proper pig care. Pig well-being and welfare starts with a daily evaluation of the animal, the environment, and the equipment

The Animal

There are the obvious items we should be checking every day. Does the pig have food and water? Have the pigs received appropriate medical care? Beyond those obvious items, there are a number of subtle items that if we pay attention, could help with early identification of problems.



- Pigs with visibly sunken eyes (indicating dehydration) are one of the first signs of a hemolytic e.coli break.
- Tail or side biting can be indicators of a number of issues.
 - This could indicate that something in the environment is not right. Feeders that are wide open or too tight could contribute. Issues with ventilation or reduced water pressure could also contribute.
 - This could also indicate a feed issue. Either inappropriate mycotoxin levels or a diet formulation issue could be contributing.
- Dirty pigs can indicate the barn is too humid. It can also indicate the pigs are starting to have inappropriately loose stools.
- Animals with a slight head tilt or slight in-coordination of movements can be early signs of a bacterial meningitis. If we catch this early, those pigs have a good chance of recovery.



The Environment

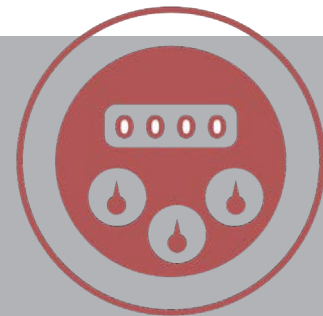
The air quality needs to be appropriate. We need to follow our temperature curves. But again, there are more subtle items that we should be watching.



- A change in the dunging area, or pigs defecating outside the dunging area could indicate ventilation concerns or be a sign pigs have been infected with a gut pathogen.
- Pigs piling in an adequately warm barn.
 - This could indicate the pigs have fevers, which can be one of the first signs of disease.
 - This could also indicate an issue with ventilation leading to drafting pigs.

The Equipment

We need to make sure there are no holes in flooring, broken gating, bent hog panels or anything else that could cause injury to a pig. These items need to be addressed, but we shouldn't stop there.



- Check the water meter. A sudden decrease in water intake could indicate an issue with the water lines or with the medicator. Drops in water are also a consistent and reliable early indicator of a coming disease challenge.
- Noticing inappropriate heater run time. This can help you identify ventilation issues before they become a trigger for disease.
- Feeders with excessive feed/water. This is an indication pigs are playing in the feeders and could indicate a feed issue such as a mixing error or a high level of mycotoxins in the feed. This could also be an early indicator of disease.

If we are deliberate and detailed in our daily observations, we can take them from an industry catch phrase to an incredibly useful tool.



Pig Care Management

Early, Middle & Late



By: Hannah Jasper
Production
Consultant



By: Brooke Ewoldt
Wean to Market
Supervisor

Early Pig Care Management

As hog producers, we strive to provide a safe and healthy environment to raise our animals. It is crucial to take the following steps to start your pigs to ensure you're providing a strong foundation for the rest of the group.

Before placing pigs, barn sanitation, feed, water, and environment are major key components for a successful start to a group of pigs.

- Thoroughly clean and disinfect your facility. The improper implementation of this task can leave a damaging effect on future turns of pigs. Look to ensure all surfaces in your facility have been thoroughly cleaned from manure and debris. In addition, all barn equipment is to be washed and disinfected.
- Consult with your veterinarian and nutritionist on a feed medication and feed budget plan. Feed should be ordered at least 48 hours in advance before pigs arrive to the farm. Feeders are to be clean and dry. Ration 1 should be evenly distributed throughout the entire barn and available to the pigs immediately upon arrival.
- Water should be turned on and nipple bars should be placed at shoulder height, if being utilized, to ensure the smallest pig in the pen has access to water. Water pressure should be checked and confirmed the pressure is between 12-15 Pound-force per square inch (PSI), along with the recommended 10-15 pigs per water space.
- Upon the arrival of pigs, the facility should be dry and warmed up at least 24 hours in advance.
- Fans should all be checked to ensure adequate air flow is entering the barn for proper ventilation.
- Brooders should be set at 5' high with 150 pigs per brooder. Optimal mat temperatures should be set to achieve a range of 85-95 degrees.

Now that pigs have arrived at your farms, feed, water, and environment should be re-evaluated daily.

- Feeders should be adjusted daily with a 50% pan coverage regardless of the feeder type you have in your barn. Plan to make these adjustments in small increments to avoid over adjusting. Clean out spoiled feed as necessary to keep fresh feed in the pans.
- Nipple bars should be raised alongside the growth of the pigs and continue to be adjusted to the shoulder height of the smallest pig in the pen. Begin to transition pigs from nipple bars to waters under the feeders as soon as possible to maximize gains and reduce water waste into the pits. This transition process should take place and be completed by 10-14 days post placement.
- Check pig comfortability and environment. Air quality should be assessed daily within the first 5 minutes of entering the pig space. Pens should be dry, and pigs should lay 1-1 ½ deep.





Middle/Late Pig Care Management

Now that pigs are established on the farm, let's not forget about some important production practices that should later be addressed.

Proper pen utilization should be considered. Ensure empty, sick pen, graduation, and general population spaces have been evened out. The failure of verifying adequate pen utilization could be a direct result in decreased performance of that group.

During hot weather season, when pigs weigh a minimum of 120 pounds, soaker and mister settings should be properly set.

- Start temperature between 80-85 degrees
- Leave on long enough for pigs to get wet (1-3 minutes)
- Turn off long enough for pigs and floors to dry (10-20 minutes)

Market planning should occur 3-4 weeks prior to topping the barn. Items to consider are current target weight for your packer, fill time, wean weight, and any health challenges that occur. On average, plan on pigs gaining 2lbs/day late finishing.

As a producer is marking loads, it is crucial that the biggest pigs in the barn are to be selected for the load they are currently marking. Always select the biggest pigs in the barn and not the biggest pigs in the pen.

While loading out pigs for market, it's important that a producer has proper and operational equipment and has established a clean/dirty line to protect the farm from future health challenges such as PEDv.

	Water Requirement (gal/pig/day)	Flow Rate (cups/minute)
Nursery	0.7	1-2
Growing	1-2	2-4
Finishing	2	4



Feed Management

How to Manage your Feeders



By: Jon De Jong
President
Pipestone Nutrition

In the midst of record feed prices paced by \$7-8/bu corn, in-barn feeder management should be a top priority for all producers. Spending over \$100/pig in feed cost is already painful enough and shouldn't be exacerbated by improper feeders or feeder settings.

I tend to break feeder management into 3 buckets:

- 1) Selecting the right feeder for your barn
- 2) Having proper pig:feeder utilization rates
- 3) Setting the feeder correctly to maximize feed efficiency and gain.

Having the proper feeder in your barn is a decision that may have been made 10-20 years previously. However, there may be compelling evidence that retrofitting a barn with an updated feeder may actually make economical sense. The three main types of feeders are tube, dry, and wet/dry (shelf) feeders.

Tube feeders were a common choice in barn builds back in the 90's and early 2000's. They are cheap, relatively durable and maximize Feed per unit of gain (FG) in finisher pigs. Unfortunately, they have little to no in-barn feed storage and can be difficult to manage for maximized Average Daily Gain (ADG).

Dry feeders were a nice improvement to maximize in-barn feed storage and minimize out of feed events. They also improved on how many pigs could be fed per feeder space. Below is a table showing how many pigs would be recommended per feeder space for the three types of feeders.

Lastly, wet/dry feeders improved even further allowing for 13-15 pigs per feeder space. In addition, they maintained the FG that was supported by dry feeders and improved on the ADG capacity of the feeder. In a recent set of trials conducted by Pipestone Applied Research, wet/dry feeders improved ADG while maintaining FG. In addition, they reduced water wastage by almost 0.5 gal/pig/

Feeder Type	Pigs to Feeder Hole
Tube	9-10
Dry	10-12
Wet/Dry (Shelf)	13-15



day. When considering all of this, retrofitting a wean-to-finish barn with wet/dry feeders still resulted in a positive Return on Investment (ROI) of less than 3 years. In addition, it reduced the carbon footprint by reducing water usage. It's important to note that wet/dry feeders can be more challenging to manage, especially for nursery pigs; and in my opinion, wouldn't be recommended for nursery barns, but would be appropriate for wean-to-finish or finisher barns.

Even with the correct feeder selection and proper feeder utilization rates, all could still be lost if the feeder isn't set correctly. Nursery pigs are much less likely to waste feed, and during the first 3-4 weeks I encourage producers to leave feeders relatively open to encourage feed intake. This might mean leaving feeders with 60-70% pan coverage. If pigs are utilizing a wet/dry feeder in the nursery period, having the feeder water turned on and supplemental nipple bar turned off around 15-21 days post placement is also important. This encourages water intake at the feeder which in turn should encourage feed intake. As pigs approach 50 lbs I believe it's important to start reducing pan coverage culminating in the finisher with ~30% pan coverage. This still allows for proper feed intake to maximize gain but also minimizes feed wastage and improves FG.

Though it can be frustrating to adjust feeders multiple times a week or even multiple times a day, it can easily pay for itself. A recent study from Kansas State University showed that going from 40% to 90% pan coverage worsened FG in the finisher by ~4%. This would mean those pigs roughly wasted an additional 22 lbs of feed per pig or close to \$4.00 in added feed cost. In a 2400 head barn that's \$9,600 which compared against the time required to adjust feeders is a relatively small investment.

As feeder technology advances and feed costs fluctuate, improving on feeder management is increasingly important and can have significant effects on a producer's profitability. Retrofitting barns with older feeders should continue even with the high cost of stainless steel. **Improving FG, maximizing pig growth, and minimizing feed and water wastage is critical to being a profitable and sustainable pig farmer, and it all starts with the feeder.**



"being a profitable and sustainable pig farm...it all starts with the feeder."





RYAN

WEINKAUF





Right outside of Pipestone, Minnesota, surrounded by fields and plenty of green tractors, you will find Weinkauff Farms. At the heart of this farm is third-generation farmer, Ryan Weinkauff, and his 5-year-old son, Jaxon. Starting his operation in high school, Ryan Weinkauff has been a pig farmer for over 20 years. He began his career by purchasing feeder pigs and moved into wean-to-finish after building his first barn in 2007.

Ryan owns all wean to finish barns and feeds 25,000 pigs each year. He also has two contract growers. Ryan is proud to say that since 2012, his farm has been completely integrated, with 100% of what he grows being fed to his operation. During this time, he has been able to grow his farm strategically and optimize pig care for individual pigs and his entire operation.

Ryan is no stranger to PIPESTONE and has been working with the company for over 15 years. He has maintained a strong connection with many veterinarians, including Dr. Barry Kerkaert and Dr. Scott VanderPoel, the current veterinarian for Weinkauff Farms. Ryan is currently utilizing multiple services PIPESTONE has to offer, including Pipestone Business FarmStats, a record-keeping service to look for opportunities for growth within his operation, Pipestone Nutrition to ensure his pigs are getting the proper nutrients for proper growth, Pipestone Management grow-finish supervisors come out to his farm to give advice on areas of improvement, and he has been using Big Stone Marketing to market his pigs from the beginning. "Without PIPESTONE's resources, I would not be where I am today. I believe they have made me a better producer," said Weinkauff.

Ryan and Dr. Scott VanderPoel's connection goes much farther than PIPESTONE. They began their friendship at Pipestone Area Schools, where they grew up and graduated in the same class. Their history together only strengthens their bond as producer and veterinarian. Dr. VanderPoel enjoys being able to see Ryan's operation grow and succeed. Dr. VanderPoel shares, "A big part of Ryan's success within the pork industry is his daily execution to individual pig care and the attention he gives to each pig's needs."



PIG CARE

Ryan Weinkauff is a pig farmer just outside of Pipestone, Minnesota. Ryan is highlighted for his efforts in overall pig care.

Feeding around 25,000 pigs annually, Weinkauff understands the importance of pig care and is constantly following various protocols and standards to ensure his pigs are in the highest health. When asked about three of the most important aspects of keeping his operation healthy, Ryan emphasizes the importance of biosecurity on farms. It is important to keep the operation clean and follow biosecurity protocols to protect the farm and surrounding farms from disease. He implements an all-in and all-out process for all his barns. This helps reduce the amount of animal traffic in and out to reduce the risk of disease spread.

He also touches on how important it is to be proactive about every detail and issue, no matter how small it may seem. It is important to keep after small issues and do what you can before they turn into something much larger than you are able to manage. The support of PIPESTONE is



Our Customers

something Ryan also believes contributes to proper pig care. The support Ryan receives from the company and veterinarians help him find areas of improvement for his operation and help him learn more about how he can ensure the highest health for his pigs.

"Ryan does a really good job with individual pig care. He knows that the main goal is to start the pigs well. He does the mat feeding, individual pig care, sick pens and all the basic needs you do to start the pigs well," said Dr. VanderPoel.

Pig care is vital from when the first pig steps into the barn to when they leave the farm. The first thing Ryan does when a load of weaned pigs comes is make sure they are comfortable. He then checks that their rooms are at the proper temperature, that they have adequate food and water, looks for the pigs that may have been injured on the trip, and will separate the injured

pigs to individual pens to assess their injuries and give them the proper care needed. As Ryan leaves the farm for the day, he will do one last check of the barns and then check the feed and water lines. He ensures that the pigs have everything they need until he comes in the next day. Ryan contributes a large part of his success within pig farming to his attention to individual and overall pig care.

"Working with Ryan through the years and seeing his progress in pig care, he does a great job, and it has been a big part of why he has been successful," said Dr. VanderPoel.

When Ryan is not busy on the farm, he enjoys being involved within the community and being able to give back to the people. "Not only is he a big part of the operation here, but his involvement in the community is tremendous as well. He helps teach within our company and allows employees to come out to his operation during PIPESTONE's Pig School," Dr. VanderPoel said. Pig School is one of Ryan's favorite ways to be involved with the company by allowing employees to tour his farm and educate them about being a producer and

the pork industry. He understands that being a pig farmer gives him a larger role within his community, and he is happy to devote his time to it. He enjoys being able to give back to his community and help where help is needed.

As Weinkauff Farms continues to grow, Ryan strives to create a memorable experience for his son just like his father did when he was his age. He hopes to keep his son involved and share with Jaxon the passion he has for being a pig farmer.



"I hope that he wants to take it over some day. That's the driving goal to keep going every day and get a little bigger and expand with the hopes that he will want to take it over," Weinkauff said.

Ryan loves the challenge that is associated with pig farming; he never knows what he is going to find each day and likes staying busy with all that is involved with farming. He wants to share with those unfamiliar with pig farming that pigs are great social animals that provide so much for the community. Producers work hard every day to care for and provide for the animals they care so much for.

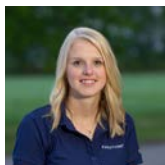


"Ryan is a family farmer that has grown tremendously in the last couple of years. It is just great to see his success, determination and desire to also lead to the next generation as we see his son be a part of his operation and his family as well," Dr. VanderPoel said.

Article by Hannah Jackson, Marketing Intern



Communicating Your Story to Consumers



By: Alicia Place
Communications Coordinator

Today, consumers are asking more questions than ever about where their food comes from and how animals are cared for. As a farmer and agriculturalist, it is our responsibility to share our story.

To earn trust, communicating shared values is 3-5x more important than just sharing information. Consumers want to find shared values, such as having access to safe and healthy food, caring for the environment, and caring for animals.

How do you gain their trust and find mutually shared values?

Listen

Listen without judgment. Listen to the person with the intent to understand their concerns, priorities, and values.



Ask

Ask questions to invite dialogue and clarify their perspective. Doing this will also help to understand more about that individual and why they are asking that question or have that concern. Asking questions will help to figure out what the shared values are.



Share

Share your value-based perspective. Target their values when answering questions. Facts alone do not drive trust. Feelings and beliefs do. People listen to your facts after you have established mutual values.



Following these 3 simple steps will help you build trust while telling your story. As people consider their food choices, make them think of you with positive confidence when they are at the grocery store. In summary, seek shared values, invite conversation and emphasize that you CARE for your animals.



5 Steps to Ensure Proper Handling and Transport of Pigs to Market



By: Chris McCulloh
Regional Manager East
Big Stone Marketing

Proper handling and transporting of pigs to market is the final step in raising pigs. Following these basic but necessary steps helps to ensure the farmer can capitalize on the significant dollars they have invested in and worked hard to produce.

1 Proper Choring: Throughout the pig's life, properly walk the pens while choring to ensure better handling and movement of pigs. This allows the pigs time to adjust and respond to our movements, while getting used to having people in the pen without getting scared. This is a simple but important task to ensure efficiency during pig transport.

2 Presorting pigs: Presorting, if possible prior to loading, is very important. This gives pigs the ability to rest prior to loading and in the summertime, will help keep the pigs cool. Also, removing access to feed will reduce feed cost and waste, and will encourage easier pig movement, especially during the hot summer months.

3 Proper load-out set-up: Every barn is different, but if you can understand what the pig's sense as they move to the truck and what could distract them, you will have better success and reduce stress during transportation. A few suggestions include: adding solid panels next to alleyway doors to help limit distractions, painting dark lines in the load-out room to resemble slats help limit balking at the door, and opening curtains to help reduce airflow backdraft and keep pigs moving.





4 Pig Movement: Moving a few pigs at a time limits stress and keeps pigs calm and cool as they are moved through the building and onto the truck. More trips with fewer pigs might seem more time consuming, but in the end, it will take less time and effort than fewer trips with more pigs.

5 Truck Selection and Set-up: Working with a trucker you are comfortable with is important. This trucker should have a clean trailer, be punctual, and handle livestock appropriately. The trucker should also understand the importance of on-time plant arrival. Minimizing idle time on the truck is imperative to keep pigs cool, specifically in the hot summer weather. Everyone needs to do their part to help reduce wait lines and improve the overall process at the plants. Another important step is properly bedding and boarding the trailer to match the weather. This provides an ability to wet pigs down on hot days, while keeping air moving over the pigs during transport.

Although they may seem basic, these are necessary steps when handling and transporting pigs to market. You've worked hard to get to this point, make sure to do all the important little things and capitalize on your investment.





FarmTeam Value



By: Dan Hanson
Director of FarmTeam
PIPESTONE Business



RECRUIT



TRAIN



DEPLOY

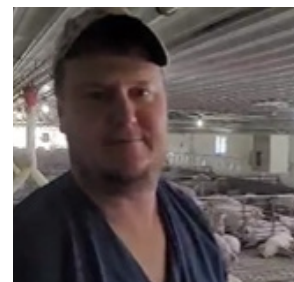
Today's modern pig farmers have to balance and put focus on countless areas of impact in order to maximize success. In the newly weaned and growing pigs, herd health, feeding strategies, marketing, and risk management are just the beginning to a long list of important details. One additional area of focus that cannot be forgotten is quality animal husbandry, but this comes with large challenges. How do you train people in animal husbandry? How do you find passionate animal caretakers for the family farm?

Quality animal care has always been a focus for PIPESTONE and pig farmers, and today's recent offering, FarmTeam, puts quality animal husbandry at the forefront. Through International recruiting via the TN-VISA program, FarmTeam recruits, trains, and deploys hard-working and motivated employees on the family farms that are desiring to maintain the quality animal husbandry that their family has long held or are looking to improve the focus on the individual pig. FarmTeam opens the door to being able to place employees that are supported by the traditional PIPESTONE benefits including 401k, paid-time-off, and health insurance. This brings value to the farmer by caring for the employee beyond what a traditional W-2 wage is capable of.

Today's FarmTeam employees are graduates with a degree in agriculture from Mexico. Their experiences and education in Mexico aid in their PIPESTONE training that can be in general pig care or tailored to nursery production or grow-finish production based on the area of focus that they will be a part of on the farm. The learning doesn't stop once FarmTeam members have completed their training in the training pod, but continues and even intensifies once they are placed on the client's farm.



Travis Dudley is a Grow Finish Supervisor in the Independence, Iowa area and oversees production for a group of growers in his local area with 100% of the day-to-day production and pig care being provided by FarmTeam. "FarmTeam employees push the envelope on animal care and husbandry because they are prepared to work every day with a focus on the pig. They are not distracted by planting beans or combining corn," says Dudley. **"Success comes from holding the same high standards every single day."**



Today, Dudley measures success through a review of the performance metrics that are an output from FarmStats. Weekly evaluation of mortality in every group and review of closeout performance allows him the visibility to where the team is being successful and where additional focus needs to be provided. Dudley explained that recent focus on CV% (Coefficient of Variation) in marketing has been reduced by 2% points where the FarmTeam employees are managing the production. He went on to describe how this reduction in CV has a value of over \$3 per pig.

Each FarmTeam success story is centered around the enfolding of the FarmTeam member into the operation. During a recent visit to a producer's farm in Southwest Minnesota, this was evermore evident. The improvement in performance on this farm is continually being documented through the reduction in nursery mortality. But, through my continued conversation, the farmer explained that the relationship with the FarmTeam employees is also a constant effort. "It doesn't just happen, you have to work at it." In many instances the bi-lingual support of PIPESTONE human resources can be very helpful. In other situations, it is the farmer themselves that creates the successful environment by assisting with housing for the employees and creating a welcoming workplace.

Regardless of the size of pig operation that you are responsible for, animal care is critical to the success. As you are reviewing the performance of your farm and making decisions on where to focus for the coming years, don't underestimate the importance of focused animal care and the long-term value that this can bring to your operation.

Why FarmTeam?

To provide independent pork producers access to high quality grow-finish labor solutions via new team members.



PRIORITIZE THE BASICS

Start with the correct needle size. The following are recommended needle sizes and lengths:

Intramuscular Injection	Gauge	Length
Baby Pigs	18 or 20	5/8" or 1/2"
Nursery	16 or 18	3/4" or 5/8"
Finisher	16	1"
Breeding Stock	14, 15 or 16	1" or 1 1/2"
Subcutaneous Injection	Gauge	Length
Nursery	16 or 18	1/2"
Finisher	16	3/4"
Breeding Stock	14 or 16	1"



D3 Needles

Neogen's D3 needle is a leader when it comes to meat industry safety. D3 needles have a detectable thick wall stainless steel cannula which is up to 100% detectable by detectors.

Recommended by PQA standards, these high detection needles have a strong connection at the hub and the thick needle wall reduces tip burring.





Swine BlueLite

is an electrolyte water acidifier designed to combat body shrink, dehydration and hypoglycemia in swine of any age.



Baby Pig Restart

is a palatable mixture of milk fat, milk sugar, animal fat, blood plasma and electrolytes designed to help prevent starve outs and stunting in young pigs.



Feed Mats

Available in early wean (38"x48") and wean to finish (48"x62") sizes. Feeding newly weaned pigs on feed mats helps maximize feed intake and early growth performance.



Brooder Guard

is an 18" high corrugated card board that can be used as a mat replacement to reduce chilled piglets. 200 foot length can be cut and individually made into guards.



Pre-Starter

is a feed supplement for pigs that have been weaned early. This can be used as a creep feed, or mix with water to make a gruel. Primarily used for piglets less than 20 days of age.



Phase 1 Pellet

Pipestone Nutrition's non-animal protein crumble. Complete pellet feed for pigs from 10-15 pounds. Sold in 50 pound bags.



Safety Products

Safety is our #1 priority in the workplace. Here are some of our top products to help keep you safe in the barn.

Sort Boards



Multiple sort panels in different sizes. Sturdy yet light weight to carry.

Sort Paddles



Sorting paddles are designed for use in sorting and moving livestock.

Sharps Containers



Sharps containers aid to help safely dispose of all needles.

Hydrogen Sulfide Detector



Equipped with alarms that activate bright red flashing LED lights, loud audible alarm, and a vibration alarm.



Interested in learning more about safety?

SwineTime
with PIPESTONE
Episode 37



Featuring
Josh Pawson

Tune into the latest episode of SwineTime Podcast to hear from PIPESTONE's Safety Director, Josh Pawson as he explains how PIPESTONE stays safe in the workplace.

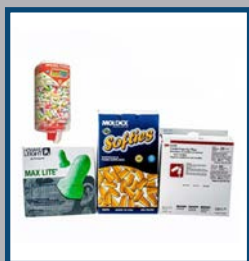


Safety Goggles



Dual injected rubber for perfect seal and poly-carbonate lens for impact resistance. All lenses provide 99.9% UV protection, are anti-fog, and anti-scratch.

Ear Plugs



Ear plug options without cords. Protect your ears from loud noise, dirt and dust particles.

Ear Muffs



For barn use to keep noise out and protect your ears and hearing. Soft cushions for comfort. Fits all head sizes.

Masks



A variety of dust mask options to use in hot, humid, dusty environments. Various levels of filtration.

Find these products and more on our website

www.pipestone.com


PIPESTONE
Veterinary Services



Kids in the Kitchen

Ham Pinwheels



Serves 4



5 Minutes

8 ounces of cream cheese softened
1 package of tortilla shells
1 package of sliced cheese

1 package of deli ham
1 package of lettuces

1. Spread the cream cheese over the tortilla shell.
2. Layer cheese, lettuce, and ham over the cream cheese.
3. Add any special dressings you would like.
4. Roll up and cut into small circles.
5. Repeat until desired amount.



Bacon Mac & Cheese



Serves 6



40 Minutes

1 3/4 cups elbow macaroni, uncooked
3 TBS. Butter or margarine
2 TBS. Flour

2 cups of milk
2 cups of shredded sharp cheddar cheese
3 slices of cooked bacon crumbled or
to your liking!

1. Heat oven to 350 degrees F.
2. Cook macaroni as directed. Meanwhile, melt butter in a large saucepan on low heat. Stir in flour; cook 2 min. or until bubbly. Gradually stir in milk; cook on medium heat until mixture comes to a boil, stirring constantly. Simmer on low heat 3 to 5 min. or until thickened. Add 1 1/2 cups cheese; cook and stir 5 min. or until melted.
3. Drain macaroni. Add to sauce with bacon; mix lightly. Spoon into casserole dish; top with remaining cheese.
4. Bake 20 min. or until heated through.



Grilled Summer Pork Chops



Serves 6



25 min

6 Pork loin chops
1 tsp. Chili powder
1/2 tsp. Dried oregano
1/8 tsp. Cayenne pepper
2 TBS. Lemon juice

4 tsp. Minced onion
1 Clove minced garlic
1/2 tsp. Paprika
1/2 cup of BBQ sauce

1. Preheat the grill. Combine onion, chili powder, garlic, oregano, paprika, and cayenne pepper, to both sides of the pork.
2. Combine the lemon juice and BBQ sauce. Place chops on preheated grill.
3. Mop cooked side with sauce as you turn. Cook to 140 degrees internal tempature. Remove, cover with foil and let rest for 10-15 minutes.



Connect with PIPESTONE



SwineTime Podcast

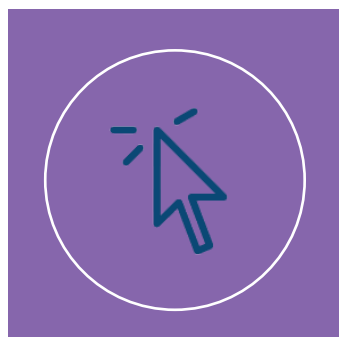
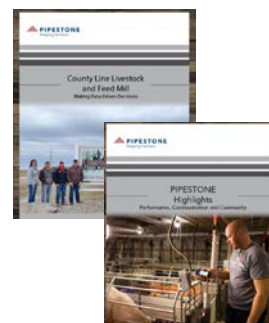
The SwineTime podcast is released monthly on the 2nd Tuesday. Find the podcast on www.pipestone.com or on your favorite podcast listening platform.



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.



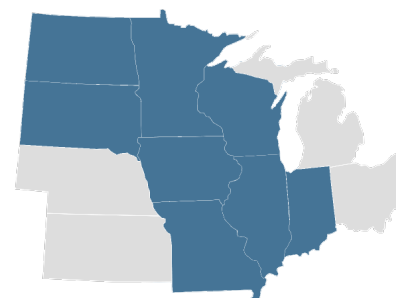
Social Media

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



Office Locations

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



Map represents managed sow farm locations



1300 So Hwy 75
Pipestone, MN 56164

