PIPESTONE JOURNAL

SUMMER 2024

PRIORITIZING PEOPLE

PIPESTONE JOURNAL

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Scan me!

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PRESIDENT'S
Message

Hannah Walkes
President
Pipestone Services

Hannah Walkes hails from a traditional crop and livestock farm in southwest Minnesota. A graduate of South Dakota State University, she began her career with PIPESTONE in 2007 and today, serves as President of Pipestone Services.

The Heart of Our Business: Our People and Our Shared Mission

At the core of every successful business lies its people—dedicated individuals whose passion, expertise, and shared values drive the organization forward. At PIPESTONE, this truth is especially resonant. Our people are not just employees; they are the lifeblood of our mission, working tirelessly to help farmers every day.

This unified goal fosters a culture of collaboration and dedication that permeates every level of PIPESTONE. Whether it's through research, wean pig transport, on-the farm caretakers, or all other team members helping provide solutions for healthier pigs every day, our people are the driving force—a few of which you will see in the pages throughout this Journal.

We remain steadfast in our commitment to our people and are grateful for your trust in all of us. Thank you for allowing us all to live out our mission of Helping Farmers every day.

Hannah Walkes

Tools to minimize
HEMOLYTIC *E. COLI*

Emily McDowell, DVM
Pipestone Veterinary Services

Dr. Emily McDowell grew up on a grain and livestock farm near Primghar in northwest Iowa. She earned her DVM from Iowa State University in 2011. Emily joined PIPESTONE in 2013, where she continues to collaborate with independent family farmers and PIPESTONE-managed sow farms.

Warm, humid weather can bring on more intestinal issues in recently weaned pigs. The causes of looseness are many and include viruses (*rotavirus and PEDV* most commonly), bacteria (hemolytic *E. coli* and *salmonella*), parasites (*coccidia*), and environmental and nutritional factors.

Today we will focus on best practices to minimize the chances of hemolytic *E. coli* issues (which can be seen more often in the summer) and the associated death loss. There are several different kinds of hemolytic *E. coli*'s. Hemolytic *E. coli* can produce enterotoxins that induce secretory diarrhea and cause other toxic effects to the pig (sudden deaths). Thankfully, we have several tools in our toolbelt to control and prevent *E. coli*.

1 **Vaccination**. One common vaccination option is to utilize an *E. coli* receptor blocker. This is an oral vaccine that provides short-term protection (about 10 days). An injectable *E. coli* vaccine is an exciting emerging technology that we are also exploring.

2 **Antibiotic Therapy.** A combination of feed and/or water medications are helpful tools to reduce looseness. To reduce looseness and associated death loss with hemolytic *E. coli*, the bacteria need to be sensitive to the antibiotic used. It will be necessary to work with your veterinarian to put together a tailored antibiotic therapy plan for your operation.

3 **Environmental Control.** Environmental load reduction is an important piece to help break the cycle of repeated hemolytic *E. coli* breaks. Work with your veterinarian to help design the plan that fits best with your needs.

- Barn Cleaning: One important staple in an environmental reduction plan is to manage barns in an all-in, all-out fashion. Barns need to be cleaned, disinfected, and dry between groups. Utilizing a soap/degreaser after soaking but before washing can improve overall cleanliness and is recommended in barns with previous *E. coli* issues. Next, it is critical that we need to disinfect these barns after washing. Finally, white washing is the gold standard (and inexpensive) tool to help clean up barns after repeated *E. coli* challenges.

- Water testing and water line cleaning: An investigation into water source and quality, water availability, and water line cleanliness would be a good idea if consistent *E. coli* breaks are occurring on a site.

4 **Nutritional Modification.** Nutritional modifications can be made to make the pigs gut healthier or to make it more difficult for the *E. coli* to survive and attach. Common modifications are to add fiber sources or modify the protein source in certain diets where you are experiencing concerns. It may be helpful to work with your nutritionist to make some minor modifications.

5 **Management.** Reducing triggers for hemolytic *E. coli* is very important in preventing the clinical *E. coli* picture.

- **Prevent clinical hemolytic E. coli.** One of the keys to reducing looseness is to keep the bellies full by encouraging the pigs to keep "grazing." Thus, practices like walking pens often and mat feeding can be very beneficial. Diet changes can be one trigger to seeing hemolytic *E. coli*. Thus, keys to prevent this is to (A) utilize water acidifiers during phase changes and (B) to try to blend phase changes when feeding into the barn. Minimize any body temperature increases (fever) in pigs as the gut becomes more leaky when body temperature goes up. If you give any vaccinations, you could utilize some aspirin. Finally, be careful about how you handle left-over feed in bins. For example, are newly weaned pigs eating phase 4 feed or finisher feed?

- **In the event of a hemolytic E. coli outbreak.** If you do see clinical *E. coli*, early recognition and treatment is key to swiftly getting this under control and minimizing death loss. Your veterinarian and PIPESTONE team members can help get a plan together to assist in getting back on track.

PIPESTONE
Veterinary Services

SUCCESSFUL TRANSPORT
FOR THE SEASON

Brad Smidt
Director
Pipestone Transport

A native of Pipestone, MN, Brad cultivated his appreciation for agriculture through experience working for local farmers. A graduate of St. Cloud State University, Brad joined the team at PIPESTONE in April 2022 and now serves as the Director of Transport.

PIPESTONE proudly collaborates with over 30 owner-operators across 11 different states, many of whom oversee additional drivers under their authority. This cohesive and dedicated team—from logistics coordinators to truckers and high bio-secure trailer washers—each played a crucial role in ensuring the safe and efficient transport of over 8 million wean pigs in 2023.

We compiled some best practices that prioritize animal welfare and operational efficiency to support other drivers in achieving optimal results during the challenging summer months.

Adapting to Weather Variations and Handling Unplanned Events

Operating across different states with diverse weather patterns and unexpected events has taught us the importance of being adaptable.

- Monitoring Weather Conditions: Stay updated on weather forecasts and be prepared for sudden changes to prevent unnecessary stress on the pigs.
- Adjusting Plans Accordingly: Be ready to modify routes or schedules in response to weather-related challenges such as severe storms or accidents.
- Having a Backup Plan: Always have an alternative route or plan in place in case of unforeseen delays.
- Keeping Moving if Necessary: If delays occur, consider keeping the trailer moving to maintain airflow until the original plan can be resumed.

Ensuring Adequate Ventilation and Efficiency During Loading and Unloading

Maintaining proper ventilation and efficiency during loading and unloading is crucial for animal welfare.

- Maximizing Ventilation: Ensure trailers provide ample airflow and adjust vents as needed to maintain a comfortable environment for the pigs.
- Monitoring Trailer Conditions: Regularly check the trailer environment, especially during long hauls, to ensure pigs remain comfortable.
- Loading Early: Start loading in the early morning when temperatures are cooler to reduce heat stress on the pigs.
- Being Prepared: Ensure all equipment is ready and barn employees are prepared to facilitate quick loading and unloading.

- Quick Turnaround: Aim to load and unload as swiftly as possible to minimize the time pigs spend in the trailer.

Vehicle Maintenance and Staying Informed

Proper maintenance of vehicles and equipment, combined with continuous learning, is essential for safe and efficient transport.

- Regularly Inspecting Trailers: Check for any issues with ventilation systems, fans, and other equipment before each trip.
- Maintaining Vehicles: Ensure trucks are in good working condition to prevent breakdowns during transport.
- Attending Training Sessions: Participate in training programs to stay informed about the latest best practices in livestock transport.
- Communicating Effectively: Maintain clear communication with logistics teams and barn employees to ensure smooth operations.

Successfully hauling pigs during the summer months involves a combination of vigilance, efficiency, and preparedness. By applying these lessons, drivers can ensure the highest standards of animal welfare and operational efficiency, regardless of the weather conditions they face. Safe travels!

PIPESTONE Management

FOCUS ON YOUR FEED ORDER

Shantel Vis
Feed Order Manager
Pipestone Nutrition

Shantel grew up on a farm in southwest Minnesota, raising Simmental cow/calf pairs and managing a feedlot and row crops. A South Dakota State University graduate, she joined PIPESTONE in 2013 and gained experience in various roles. She now serves as the Feed Order Manager for Pipestone Nutrition.

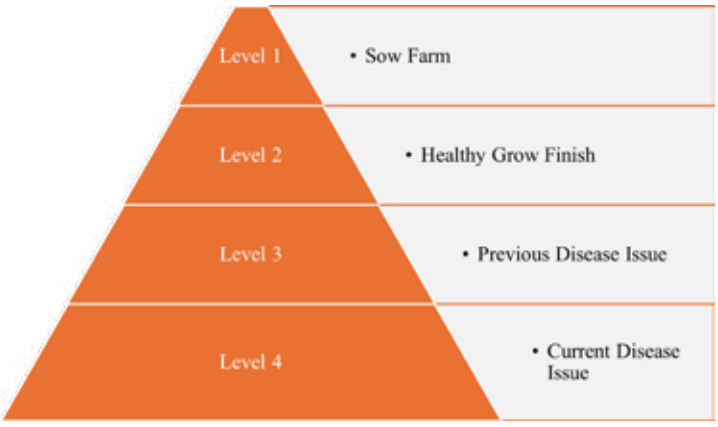
Ordering feed for your pigs is an essential responsibility on the farm. It may seem straightforward, but it plays a critical role in both the performance of your animals and their overall health. Incorrect feed orders can not only disrupt feeding schedules but also pose serious biosecurity risks. Here are a few tips and tricks to consider before placing your next feed order:

Proper Inventory Management

Reading bins is a tedious task, but crucial to planning an appropriate feed order. Proper bin readings reduce the chance of running out of feed, improve feed quality by ensuring the oldest feed is used first, and eliminate feed delivery errors. Reading feed bins and managing your inventory is an essential for proper feed ordering.

Logistics and Delivery

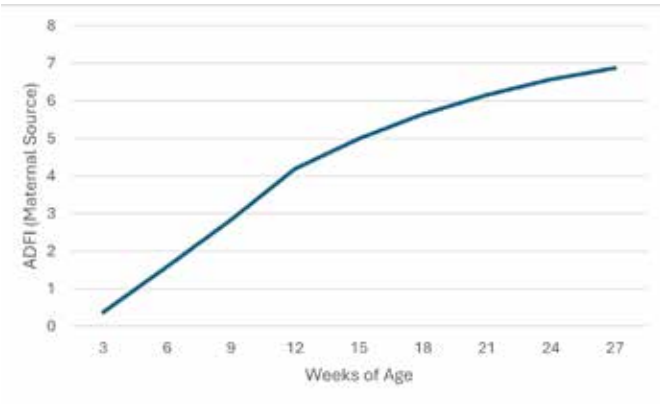
Establish a delivery schedule with your feed mill to maintain biosecurity standards. It will set you up for a regular schedule to read your bin, and provide your mill the opportunity to follow the biosecurity pyramid. Below is an example of a health biosecurity pyramid. The goal is to maintain a delivery schedule that allows high health sites, sow farms, to receive feed either at the beginning of the week or delivered by dedicated trucks. Level 2, healthy grow finish sites, should be after sow farms and before any diseased challenged sites to maintain health status. Level 3 and Level 4 are shown as either recovering from a previous disease issue or are currently experiencing a health challenge. This structured approach helps in maintaining the health status of your herd.



Record Keeping – Understanding Daily Consumption

Understanding daily consumption trends involves carefully monitoring and analyzing the feed intake patterns over time. By consistently tracking daily feed consumption, either manually or with automated systems, farmers can gather data that reveals important trends. These trends may vary according to different stages of production. For example, during lactation,

sows typically have higher feed intake to support milk production, while during gestation, their intake might be more regulated to prevent excessive weight gain. The ability to understand consumption trends provides insight into how much feed is needed on a weekly basis, and leads to improved feed ordering. Below is an example of an average daily intake chart for maternal gilt source. This information can be used to quickly calculate complete feed needs.



Advanced Feed Monitoring Technologies

There are currently many products in the marketplace to assist in the feed ordering process. These allow you to have bin inventory status at your fingertips versus climbing bins, and different versions of these products can also calculate daily consumption. Streamlining these functions creates efficiency for pig caretakers and can be used as a predictive tool for feed ordering.

Placing feed orders with a concentration on pig health, biosecurity, feed quality and understanding daily consumption can lead to improved pig performance. Advancements in technology can aid decision making on how to manage feed effectively.

PIPESTONE
Nutrition

Welcoming
WEAN PIGS

Megan Watts
FarmPro Production Consultant
Pipestone Business

Megan Watts grew up in Stillwater, MN, with a strong involvement in her local FFA chapter and 4-H. She graduated from the University of Minnesota, Crookston, and joined PIPESTONE in 2018 and now serves producers as a Production Consultant with FarmPro.

Preparing for the arrival of new wean pigs to your barn is an exciting but important process that requires careful planning. Here's a step-by-step checklist to ensure everything is ready:

PRE-ARRIVAL CHECKLIST:

Communication

- Confirm Arrival Details: Coordinate with the sow farm to confirm the arrival date and the number of pigs expected.
- Vaccination and Medication: Consult with your veterinarian to establish a vaccination and medication protocol. Ensure all necessary supplies are on hand.
- Team Coordination: Communicate with your team to ensure everyone is aware of the arrival schedule and their responsibilities. Verify that the barn is prepared and in good working condition.

Cleaning & Disinfection

- Barn Preparation: Clean and disinfect the barn thoroughly at least 48 hours before the pigs arrive. This helps create a clean and safe environment for the new arrivals.
- Equipment Maintenance: Wash and disinfect all equipment that will come into contact with the pigs, such as coveralls, boots, and syringes. Ensure they are ready for immediate use.

Barn and Equipment Inspection

- Environmental Control: Check and calibrate the barn's environmental control system, including controllers, fans, inlets, heaters, and temperature probes.
- Facility Condition: Inspect curtains, generators (if applicable), gating, flooring, and feed/water equipment for any damage or malfunctions. Repair or replace as needed to ensure everything is operational.

POST-ARRIVAL PREPARATION

Once the pigs arrive, focus on the following:

- Acclimation: Allow the pigs time to settle into their new environment.
- Monitoring: Regularly monitor pig health and behavior, adjust environmental settings as necessary.
- Consultation and Support: Utilize the expertise of FarmPro production consultants, if available, for advice on ventilation setup, pig management, and market preparation.

Following these steps and leveraging expert advice as needed, you can ensure a smooth transition and optimal conditions for your new wean pigs. This approach not only promotes their health and well-being but also supports successful and efficient pig production on your farm.

Welcoming
NEW TEAM MEMBERS

Giovanna Penuelas
FarmTeam Coordinator
Pipestone Business

Giovanna grew up in San Luis Huexotla, a small rural community in Texcoco, State of Mexico, Mexico. She obtained a Doctorate in Veterinary from Murcia University in Spain in 2005 and brought her experience to PIPESTONE in August 2022. She is currently the FarmTeam Coordinator for Pipestone Business.

Running a family farm comes with unique challenges, especially when managing employee relationships. Whether your team consists of family members or outside hires, selecting the right person within your operation to manage employees is crucial. They do not need know every detail about the operation; in fact, they might not even have farm experience. What matters are their communication skills, attitude, and leadership qualities. A manager's ability to connect with and motivate team members often outweighs farm expertise.

Here are a few things to remember when welcoming new team members:

Make Introductions. Make time for introductions. Learn about them, introduce yourself and your team, and share your farm's values and culture. Establishing a personal connection from the start sets a positive tone. When employees feel acknowledged and valued from day one, they are more likely to integrate smoothly.

Create Clear Expectations. Clearly define farm goals. Understanding their personal goals can also help align their interests with farm objectives. When employees know what is expected of them, they can work more confidently and efficiently. Regularly review expectations to ensure everyone is on the same page.

Use Communication Tools. Effective communication is essential for everyone to understand important instructions and updates. Language barriers should not be an excuse for poor communication. Utilize tools like cell phones, translation apps, or visual aids to bridge the gap. Find the methods that work best for your team and implement them consistently.

Use an Organizational Chart. Define roles and responsibilities clearly and share with your team. Even with a hierarchy, ensure open lines of communication with all employees. Regular check-ins with team members at all levels can help address issues before they escalate.

Outline Clothing Guidelines. Provide clear guidelines on appropriate work attire. Don't assume they know what to wear for farm tasks. Specify the types of clothing and protective gear needed for different tasks to ensure safety and comfort.

Clarify Biosecurity Guidelines. Failing is not an option. Provide regular training sessions to keep everyone up-to-date on best practices and new health protocols. Be sure to inspect what you expect.

Provide a Farm Orientation. Give your new employee a guided tour of your farm. It may be helpful to hop in the truck and drive to the various barn sites that will be his/her responsibility. Outline the most efficient and/or biosecure routes to travel.

Define Work Schedules. Be explicit about work hours and ensure team members know how to log them accurately. Providing a structured schedule helps maintain a balance between productivity and rest, reducing burnout and increasing job satisfaction.

Outline Farm Vehicle Use. Set clear expectations for the use of farm vehicles, including fueling, parking, and required maintenance protocols. Proper training on vehicle use can prevent accidents and ensure that all equipment is well-maintained.

Teach Farm Safety. Take time to provide detailed training on how to operate and maintain farm and livestock equipment. Specific training might include approved methods for operating a skid loader, working with augers, troubleshooting heaters and electric motors, and safely climbing a feed bin. The safe way is the only way!

Remember, the most valuable resource on the farm is your human resources. Investing time in your employees not only boosts their morale but also enhances the overall productivity and success of your farming operation.

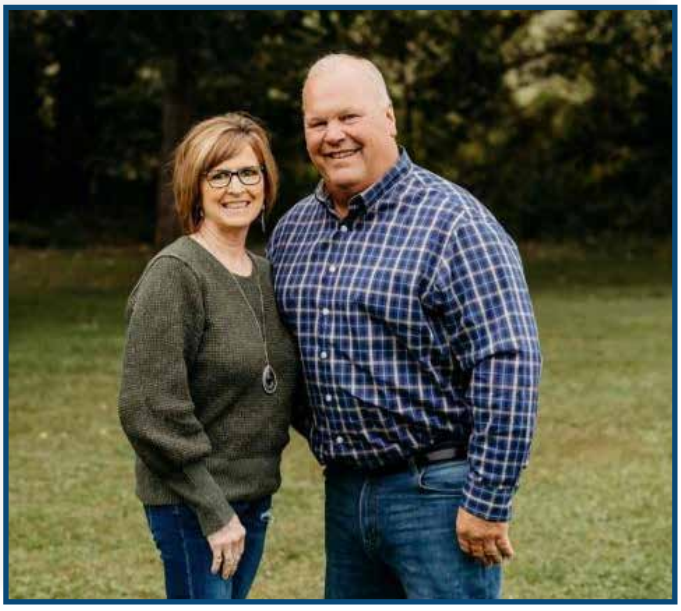
JEFF & NANCY LUCAS:
A Legacy of Collaboration, Partnership, and Excellence in Farming

For Jeff and Nancy Lucas, farming isn't just a job—it's a family tradition and a testament to their enduring partnership. As they celebrate their 40th wedding anniversary, they also mark four decades of working together. From their roots in Luxemburg, IA, their unwavering partnership has been a testament to the power of teamwork, effective communication, shared responsibilities, and mutual respect, enabling them to overcome obstacles and achieve milestones together.

Their farming journey began in 1982 on Jeff's parents' land, where they started with just 60 sows. Over time, their operation flourished, expanding to 400 sows before they partnered with a sow farm managed by PIPESTONE.

Partnering with PIPESTONE

Jeff and Nancy found invaluable support through their collaboration with PIPESTONE. Jeff reflects, "Working with PIPESTONE was the best decision we made in agriculture." Their partnership provided access to expert labor and a network of like-minded farmers. "It was a way of maximizing our labor, making our labor more efficient, and expanding without having to hire more help," Jeff said. "When you belong to a sow farm, you are hiring your labor by experts."



Nancy and Jeff Lucas of Luxemburg, Iowa

Dr. Cameron Schmidt, a Veterinarian with PIPESTONE, offered guidance that deeply resonated with the Lucas family. Jeff recalls Dr. Schmidt's advice: "Surround yourself with good people, and you will be successful." This philosophy guides them through challenges and toward success.

Beyond their partnership with PIPESTONE, Jeff and Nancy discovered the value of collaboration and shared ownership in sow farms. By aligning with partners who shared their vision for excellence in pork production, they fostered an environment where expertise, resources, and responsibilities were shared. Jeff emphasizes, "Us and our partners share a lot of common interests and have become great friends. I can learn a lot from them and at every meeting, I know there will be value." Nancy jokes, "you're talking the daily phone calls Jeff has [with other shareholders]?"

Jeff and Nancy also have partnered with farmers in their ownership of Wholestone Farms, producing high-quality pork products.

Lessons Learned

Through the highs and lows of their farming career, they have learned lessons that have shaped not only their operation but also their approach to life. Here are some key insights they've acquired along the way:

The Power of Effective Communication: Communication lies at the heart of Jeff and Nancy's successful partnership. They emphasize the importance of open and honest dialogue, enabling them to navigate challenges, resolve conflicts, and celebrate victories together. Jeff highlights, "Nancy and I have done it together for so long, we kind of know what each other are thinking and what our next move is." Nancy agrees, "Communication is the biggest thing. Being out there [on the farm] and learning things together is key."

"Communication is the biggest thing. Being out there [on the farm] and learning things together is key."

Nancy Lucas

- **The Importance of Shared Responsibilities:** In their partnership, Jeff and Nancy have always believed in the principle of shared responsibilities. By dividing tasks and leveraging each other's strengths, they have created a harmonious workflow that maximizes efficiency and productivity. "I would never be where I am today without Nancy," Jeff stated. "We work well together."

- **Resilience in the Face of Adversity:** Farming is inherently unpredictable, with weather events, market fluctuations, and unforeseen challenges posing constant threats. Jeff and Nancy have faced their fair share of setbacks but have always remained resilient in the face of adversity. "We are not ones to sit back and wait until tomorrow. We attack things head-on," Jeff said.

- **The Value of Continuous Learning:** Despite their decades of experience, Jeff and Nancy approach farming with a mindset of continuous learning. They stay updated on the latest industry trends, attend workshops and seminars, and seek advice from experts in the field. "You know what they say, 'The day you quit learning, is the day you die,'" Jeff said. "There is a lot of truth to that."

- **The Importance of Family and Community:** For Jeff and Nancy, farming is not just a profession, but a way of life deeply intertwined with family and community. They have instilled in their children and grandchildren a deep appreciation for the farm. "It's fun to have them interact because I feel every generation gets more and more removed from the farm," Jeff added. "We want our grandkids to know where their food comes from."

Celebrating Excellence

Their commitment to excellence in pork production was recognized by the Iowa Pork Producers Association, as they were named 2017 Master Pork Producer. "This is something I never ever thought we would receive. We were fortunate and it was a very nice honor" Jeff said humbly.

Family is Everything

At the core of their success is their family, including their children—Dustin (Katherine) and Jenna (Shawn)—and their grandchildren—Josie, Jack, Bennett, and Everly. Reflecting on the importance of family in farming, Nancy shares, "Having our children and grandchildren visit and help out on the farm has brought us so much joy." Jeff added, "the farm is a great place to raise a family."

Jeff and Nancy Lucas are proud to have raised their children in the pork industry.

Pictured (top left) Dustin and Katherine with children Josie and Jack; (top right) Shawn and Jenna with children Bennett and Everly.

Helping Farmers Today Create the Farms of Tomorrow

Health

Pipestone Veterinary Services is helping pig farmers make critical decisions about animal health, productivity and profitability.

- Veterinary Services and Consulting.
- Products: Biosecure animal health products and supplies.
- PART (Pipestone Antibiotic Resistance Tracker): Antibiotic tracking for responsible use of antibiotics.

Management

Pipestone Management focuses on providing a consistent, high health wean pig supply allowing the farmer to maintain ownership, but focus their time resources at home.

- Sow Management
- Wean Pig Facilitation

Nutrition

Pipestone Nutrition is helping pig farmers by providing economic-driven, feed ingredient procurement and performance-based diet formulations.

- Diet Formulation
- Feed Partners Transparent Procurement

Business

Pipestone Business is helping pig farmers by providing resources and expertise in the pig business.

- FarmBiz:
  Strategic Advisory and Business Planning
- FarmBooks & FarmCFO:
  Accounting and Financial Systems
- FarmStats:
  Production Records and Decision Optimization
- FarmTeam:
  Production Staffing
- FarmPro:
  Grow-Finish production consultation

www.pipestone.com

OUR PURPOSE
Investing in the Next Generation

Barry Kerkaert, DVM
Chairman of the Board
PIPESTONE

In 2023, we were privileged to support the next generation through:

33
FFA/4-H Organizations

44
Youth Organizations

At PIPESTONE, we believe that our success as a company depends on investing in our people. By fostering a culture of growth, development, and excellence, we are committed to our mission of Helping Farmers Today Create the Farms of Tomorrow. Through this commitment, we aim to shape the next generation of leaders who will drive innovation and progress in the agriculture industry.

Team Training: Commitment to Growth

We prioritize developing our team members to prepare and empower tomorrow's leaders. Our leadership development programs nurture talent at all levels:

- Pipestone Emerging Leaders: For individuals with leadership potential, providing essential professional skills for future advancement.
- Pipestone Growth & Advancement: For newly appointed managers, covering animal health, nutrition, financial management, maintenance, and employee management to ensure they lead confidently.
- Pipestone Next Gen: Launched in 2023, targeting individuals with senior management potential, offering leadership training, interactive activities, and continuous mentorship.

Scholarship Program: Investing in the Future

We support the agriculture industry through our Family Scholarship program, ensuring that promising individuals have the resources needed for higher education. By investing in these students, we foster their development and reinforce our commitment to integrity, commitment, and community engagement.

Internship Program: Cultivating New Talent

Our internship program cultivates future swine industry leaders by providing hands-on experience, mentorship, and exposure to various business facets. Interns also engage in public outreach through PIPESTONE Discovery Barn events at county fairs, educating consumers about agriculture and the food supply. These experiences aim to inspire and equip the next generation to drive innovation and excellence in agriculture.

Core Values: Guiding Our Success

PIPESTONE's success is built on Integrity, Caring, Commitment, Growth, and Teamwork. These values guide our decisions and shape our work environment, creating a supportive workplace where team members can thrive.

We are dedicated to fostering skills and growth opportunities in all phases of swine production, ensuring our continued leadership in the pork production industry. We look forward to serving our customers with excellence and integrity.

Barry Kerkaert

INTERNSHIP PROGRAM
Learning and Growing Together

PIPESTONE's 2024 Summer Internship Program is all about fostering growth and learning within the swine industry. This summer, we are excited to welcome fourteen interns who are eager to learn, grow, and contribute to our mission.

Goals and Objectives

Through practical exposure in areas such as veterinary care, nutrition, accounting, research, and marketing, our interns will develop a comprehensive understanding of the swine industry. Mallory Wilhelm, a veterinary intern, captures this idea, saying, "This summer I hope to integrate what I have learned from the classroom back into the barn. I would also like to learn more of the business side of production and how herd health plays a role in that." With a focus on applying theoretical knowledge to real-world scenarios, interns like Kate Schnabel, our FarmBooks intern, are eager to gain professional experience and contribute to team settings. Schnabel shares, "I aim to gain professional experience, apply critical thinking in accounting, and contribute to a team setting."

Additionally, our interns aspire to make meaningful contributions to the swine industry through research, professional development, and public outreach initiatives. Audrey Field, our research intern, expresses her excitement for the opportunity to improve the industry through research and continued education. Field states, "I am excited to learn more about PIPESTONE, improve the swine industry through research, and continue my education in the industry."

Program Highlights

Our internship program provides hands-on experience in all stages of swine production. Interns work closely with industry professionals and participate in public outreach events like PIPESTONE Discovery Barn, connecting with consumers to promote agriculture. Immersed in our professional environment, interns develop guided by our core values: Integrity, Caring, Commitment, Growth, and Teamwork. With exposure to different roles and facilities, interns are prepared for careers in the industry.

Welcome our 2024 interns as they embark on their journey at PIPESTONE!

For future internship opportunities, visit pipestone.com.

(l-r) Business Operations Intern Nathan Nekali, South Dakota State University; Accounting Intern Kassie Brands, Dordt University; Research Intern Audrey Field, South Dakota State University; FarmBooks Intern Kate Schnabel, South Dakota State University; Accounting Intern Tyenna Muller, South Dakota State University; Nutrition Intern Alex Hoffman, Iowa State University; and Production Interns: Rachel Retterath, University of Minnesota; Madison Swaggerty, University of Missouri-Columbia; Ella Cole, Iowa State University; and Abigail Morse, South Dakota State University; Marketing Intern Hannah Lahner, Iowa State University. Not pictured - Veterinary Interns: Mallory Wilhelm, Iowa State University; and Ben Rogers, University of Illinois College of Veterinary Medicine; and Production Intern Ainsley Stiles, Kansas State University.

Our Family Scholarship

PIPESTONE is proud to announce the recipients of the Our Family Scholarship for this year. This prestigious award is given to five outstanding college students who are either PIPESTONE team members or their immediate family members. The $2,500 scholarship is designed to support students pursuing degrees in agriculture or those actively involved in agricultural activities.

Applicants were required to submit an essay detailing how PIPESTONE's core values are reflected in their daily lives and how they plan to pay it forward in the future. After careful consideration of all submissions, we are thrilled to award this scholarship to the following students:

Alexia Vander Pol

Pursing Veterinary Technician at Southeast Technical College.

Employed with *Pipestone Research*

Braxton Thompson

Pursing Law Enforcement at Minnesota West.

Son of Jerry Thompson, Accounting

Cole Reese

Pursing Precision Machinist at Lake Area Technical College.

Son of Leslie Reese, Pipestone Transport

Ava Edler

Pursing Ag Business/ Finance at Iowa State University.

Daughter of Roy Edler, Pipestone Research

Jaden Weinkauf

Pursing Animal Science/ Ag Business at South Dakota State University.

Daughter of Shawn Weinkauf, Accounting

Pipestone Management FFA Scholarships

Pipestone County FFA Scholarships

Pipestone Management awarded four $2,000 scholarships through the Pipestone FFA program.

Dr. Barry Kerkaert, Chairman of the Board, and Nicole Paulsen, VP of Human Resources, had the privilege of presenting the awards to: (l-r) ***Cole Reese, Mabry McGunegill, and Chloe Olivier,*** *all graduates of Pipestone Area Schools, Pipestone, Minnesota.*

Tri-County High School FFA Scholarship

Pipestone Management awarded one $2,000 scholarship through the Tri-County FFA program.

Congratulations to ***Eric Zarse****, a graduate of Tri-County High School in Walcott, IN.*

Celebrating Cathy Bryan

A PILLAR OF TEAMWORK

Cathy Bryan is a key figure at PIPESTONE, exemplifying the core value of teamwork through her 26 years of dedicated service as Lab Manager. Her role is crucial in ensuring precision and reliability in the lab's operations, directly supporting the farmers that PIPESTONE serves.

A path to PIPESTONE

Cathy's career began with a degree in Administrative Assistant and Veterinary Office Management from Minnesota West Community & Technical College in Pipestone. She started at a small animal clinic in Sioux Falls, gaining valuable hands-on experience. Drawn by the desire to work closer to home and the relationships she already had at PIPESTONE, Cathy joined the company in 1998. "I knew PIPESTONE would be the place to be and a good place to work," Cathy recalls.

Cathy started in Accounts Receivable/Customer Service and quickly proved her versatility. Her background in veterinary work soon saw her assisting with small animal tasks and blood sample submissions during the pseudo-rabies outbreak. "I began by helping out where needed, and gradually, my role expanded," Cathy recalls. Her ability to multitask and adapt made her an invaluable asset, leading to her current role as Lab Manager.

The Essence of Teamwork

Cathy's approach to her work is rooted in the principle of teamwork, a quality that has earned her recognition as the Core Value recipient for teamwork at PIPESTONE. "In emergencies, maintaining strong relationships with South Dakota State University, Iowa State University, and our internal team is crucial," she explains. Her ability to communicate effectively ensures that samples are processed swiftly, and results are delivered promptly, a critical aspect for the farmers.

"I'm not one to say, 'that's not my job'," Cathy emphasizes. Whether it's picking up samples on weekends or covering for an absent colleague, she is always ready to step in and help. This proactive mindset ensures that the lab operates smoothly, even under pressure.

Supporting Farmers on the Front Line

Cathy's work directly impacts the health and productivity of sow farms managed by PIPESTONE and independently owned farms alike. She oversees routine testing, ensuring that each farm meets its monthly requirements. In times of health crises, Cathy prioritizes rapid processing of samples so veterinarians can quickly determine the next steps.

"I love the challenge of working for PIPESTONE. Every day is different, and I thrive on balancing routine tasks with new challenges."

Cathy Bryan

Cathy Bryan with her family.

Her commitment to early morning communication ensures that farmers receive timely updates, allowing them to make informed decisions.

A Lifelong Commitment to Agriculture

Living in Jasper with her husband Danny, Cathy's life revolves around farming. Her family crop farms and raises stock cows. Despite not growing up on a farm, Cathy's extensive time spent on her relatives' farms and her college work with cattle provided her with a solid foundation in agriculture.

"I love the challenge of working for PIPESTONE," Cathy admits. "Every day is different, and I thrive on balancing routine tasks with new challenges."

Cathy and Danny have two children: Megan, who is married to Jesse, and Cory, who is married to Nadalie. They also have a grandson named Dutton. Their family includes two dogs, Remi and Ripp.

Outside of work, Cathy enjoys spending time at their camping spot on the lake, where they love camping with family and friends, kayaking, and pontooning. In the winter, Cathy indulges her love for snowmobiling, stating with a grin, "I love snow."

Recognized and Valued

Cathy's dedication has not gone unnoticed. Dr. Natalee Judson praises her saying, "Cathy's contributions to PIPESTONE are exceptional. Her seamless collaboration with various teams and proactive problem-solving skills are invaluable."

Indeed, Cathy Bryan's role at PIPESTONE is a testament to the power of teamwork. Her dedication, adaptability, and proactive approach not only enhance the lab's efficiency but also ensure that farmers receive the best possible support. Cathy embodies the true spirit of teamwork.

One-Stop Shop

As a customer of PIPESTONE, you have access to a wide range of swine health products and supplies. Stock up for the summer.

Farm-Foam EVO is a phosphate-free, foaming, alkaline cleaner used for the removal of dirt, grime, protein, and oils.

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

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

Reliant Tabs is a broad spectrum disinfectant virucide and sanitizer.

As temperatures heats up, be sure to follow product labels for proper storage conditions.

Contact your vet or the Swine Resource Team with questions.

Supplies from the Start

Set new pigs up for success, stock your nursery before they arrive!

SWINE RESOURCE TEAM

www.pipestone.com
507-562-PIGS (7447)
pvsorders@pipestone.com

Did I get what I ordered?

You may notice some of the items in your order look different and have been replaced with a generic option! These generics offer a cost savings, but will act and mix the same! See below images for name brand products & the generic option!

Draxxin/Draxxin 25 (Tulathromycin)

Aspirin

Tylan (Tylovet)

Denagard (Tiamulin)

Baytril (Enrofloxacin)

R-Pen (Penicillin)

Pulmotil AC (Tilmicosin)

PIPESTONE
Veterinary Services

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