

# Standard Nutrition Services

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## Tobin' Talk

Jason McNaughton



Throughout the difficult economic climate of the past 24 months, our business has been re-tooling so that we are poised and ready to meet the demands of our industry as strength begins to grow once again. As part of this process we set out to build and enhance our new and current locations, create new opportunities for existing consultants, and partner with new consultants to better assist producers of meat, milk, and eggs.

In 2009, we moved to a new facility in Great Falls, Montana which offers a bulk load out option for clients in this area. In Winnipeg, we improved our facility with a 30% increase in floor space for Standard Nutrition Services (SNS) and Innovative Veterinary Services (IVS) to better service our clients. SNS also added a feed supply warehouse to our Brandon, Manitoba facility, and now provides clients in this region with feed ingredients and SNS nutritional products. In South Dakota, SNS increased our product offering through our Bancroft distribution to include some specialty products to continually improve your nutrition program.

Early in 2010, SNS and IVS will open our newest location in Red Deer, Alberta. This is a region that neither business has ever had a location, although we have established a strong market share of swine business. While our poultry consulting business in Alberta has only just been established, our first two clients came from the Red Deer area. We have also provided swine veterinary consulting to clients in this region for many years through Dr. Kirkegaard and more recently Dr. Magrath (IVS). We are very excited about this location which will include an IVS store similar to our locations in Winnipeg, Brandon, and Lethbridge, and also a feed product warehouse with capabilities to load out bags, totes, or bulk to our clients who frequent Red Deer. As we speak the construction is well under way in Red Deer, with plans for completion by the third week in January. We will keep you posted on any Grand Opening plans once all projects have been completed.

## Craig's Corner

Craig Anderson



Happy New Year to you and your family! You might be tired of hearing this phrase by now, however, I do mean it! We all have been through quite a struggle in the livestock industry this past year, and I feel that 2010 will be a more profitable year, although probably just as challenging. As of this writing, December 10<sup>th</sup>, the August Lean Hog Futures contract as added about \$18.00/cwt during the past six weeks, to the price on the Board. Weaner pigs are priced this week, somewhere between \$45-\$50 per head, with the brokers expecting prices approaching \$60.00 per head soon. Eight weeks ago, weaners were selling for \$5.00 per head. Why is this happening?

We simply have a shortage of weaner pigs being produced. There is apparently more than meets the eye when it comes to the size of the sow herd shrinking? Weaner pigs are not rising in price just because the fat hog market is going in the right direction, although that helps. The dramatic rise in weaner pigs as quickly as it has come about, is due to the fact that the sow herd must be shrinking faster than the industry is anticipating? I have a real good explanation for this that I would be happy to share over a cup of coffee some time! I feel we are in for some very good butcher hog prices in 2010!

That being said, this is a good time of year to take a moment and reflect on what has been working in your operation, and what needs some attention or improvement. We must continually work on the aspect of improving efficiencies by lowering costs, and hopefully capitalizing on improved revenues. We need to examine all profit centers within our business and give each a yearly physical so to speak, so as to prepare ourselves for the opportunities ahead, examine everything!

Also, this time of year, each of us should examine ourselves, by looking in the mirror and using that reflection to establish where we are as far as our family, friends, and the human race in general is concerned. Are we the father, the son, the brother, or the business man we should be? Do we take the time to build relationships for the right reasons? Do we give the time to the people that really matter in our lives? When was the last time we actually said a kind word to someone just because it was the right thing to do, and our family or society was better off because of it! We all get caught up in the hustle of daily trials, but we all need to be considerate of other people as we move through life's journey, those reflections will last forever!



## **Evaluating Alternative Feed Ingredients for Poultry**

**Tracy Speirs, MS  
Poultry Nutritionist**

Approximately 60 to 70% of production costs in poultry are related to feed. Today's economic climate has producers looking for alternate ingredients to bring down feed costs. There are some important factors to consider when looking at using both traditional and nontraditional ingredients in poultry diets. An ingredient that appears inexpensive and a good deal on paper may not be and could result in poor performance from both production and financial aspects.

When looking at purchasing a new ingredient here is some information that needs to be considered.

- Is this ingredient approved by the government for use in livestock feed?
- Quality of the Ingredient – this is one of the most important steps. If this is not done correctly and thoroughly, using the ingredient could result in a reduction in performance. Alternatively, the ingredient may not be used at all resulting in higher feed costs. Areas to look at include:

1. Mycotoxins and mold level – It is important to look at both and determine how the lab sample was taken as mold content is often in pockets within a bin rather than evenly dispersed through the ingredient.
2. Nutrient profile – it is important to have a thorough lab analysis done on the ingredient. This includes protein, fat, fibre (NDF and ADF), calcium, phosphorus, sodium, chloride, potassium, magnesium and if possible an amino acid profile. Some ingredients may also require trace mineral analysis. Hopefully the supplier of the ingredient will have done these tests on a number of samples to give a better picture of what the ingredient is composed of and the variability of nutrients from sample to sample.
3. Consistency of the ingredient – ingredients that vary greatly from load to load are less ideal as are hard to produce a consistent final feed particularly if the level in the

ration is high.

4. Antinutritive factors – ex. NSP (non starch polysaccharides) found in cereal grains. Will you need to feed an additional product to aid in the digestion of the product such as an enzyme?
5. How is the ingredient processed? – ex. Soybeans contain an antinutritive factor called trypsin inhibitor which decreases the animal/birds ability to digest protein. By heat treating the soybeans, the trypsin inhibitor is denatured allowing the bird to digest the protein. Under-heating of the soybeans will lead to less denaturing and poorer digestion while overheating soybeans results in amino acids such as lysine, binding with sugars in the soybeans that make the lysine unavailable to the bird.
6. Other effects on growth or egg production – ex. Feeding of fish oil can taint eggs resulting in a fishy taste.

- How much is the ingredient?
- Will formulation software pull the ingredient into a ration at its current price when compared to other ingredients available on farm? Are you valuing your other ingredients at a fair price? If the product needs to be forced in or you are overpricing other ingredients, it is not a deal? Always look at your overall feed cost when comparing.
- Is there a long term constant supply for the ingredient? Birds like consistency in there feed. If you are constantly putting in and then pulling out an ingredient, performance could suffer.
- Adjustment of supplements or premixes supplied by feed company. For example, peas are high in lysine but not methionine, use of pea based products will require reformulation of amino acids.

If you have a new ingredient that you would like to have evaluated to determine if it fits your production system, please contact your local Standard Nutrition Consultant. He/she can aid in helping you make the best and most profitable decision regarding such ingredients.



## PRRS Alert

Colin Kirkegaard DVM, MS

About this time every year there are reports of herds that have become

infected with PRRS virus. This is to be expected as the virus is very stable under freezing conditions. It has been reported that the virus can retain its infectivity for up to 4 months at -70 degrees C. We are all aware of the research documenting the recovery of PRRS virus from a snow ball placed under the fender of a livestock trailer. Now would be a good time to review how PRRS virus can enter a swine herd so we can reduce our risk of becoming infected.

The primary method of transmission is the infected pig. Infected pigs can shed the virus for up to 90 days while experimentally infected boars have been shown to shed the virus in semen for up to 93 days after infection. The proper isolation and testing of incoming breeding stock (including boars entering a stud) will go a long way towards reducing this risk.

Aerosol transmission can be a potential route of transmission under conditions of high humidity, low temperatures and low wind speeds. For this reason many commercial boar studs have gone to filters in their ventilation systems to eliminate incoming air as a source of infection.

PRRS virus can also be transmitted by fomites. Contaminated needles, boots, coveralls, transport vehicles, and shipping containers all represent potential sources of infection. At the point of delivery of market animals the assumption should be that the pigs unloaded just ahead of yours were infected and shedding virus. Changing boots and coveralls as well as washing and disinfecting trucks and trailers are all necessary biosecurity procedures to prevent introduction of virus into our herds. Less we forget, the establishment of "clean" and "dirty" unloading chutes at the point of sale were instrumental in the eradication of PRV (Pseudorabies Virus) from our industry and will be necessary in any efforts to eradicate PRRS. In the meantime we must be diligent in making sure we don't track the virus back home to our herds.

Migratory waterfowl have not been shown to transmit the virus under field conditions. On the other hand, house flies and mosquitoes have been shown to transmit the virus. Fortunately insects are not an issue during freezing conditions when the PRRS virus is the most stable.

It's always good management to follow sound biosecurity procedures to prevent the introduction of new diseases into our herds. Winter is the season to increase our biosecurity diligence as viruses such as TGE and PRRS find increased stability during freezing conditions.



## Corn Quality Concerns in 2010

Jim Quackenbush

LiManCo Swine Management Consultant

As I write this in early December the corn harvest here in north central South Dakota is approaching 65% completion. Nationally the harvest is around 80% complete, one of the latest harvests on record in the last 50 years. While this and other factors has caused the corn price to behave erratically, the topic I would like to address is the effect on grain quality.

It has been widely reported that molds are present in much of the upper Midwest corn crop. It will be very important to dry and store this crop correctly to avoid problems when feeding this grain to livestock. Corn needs to be dried to 14% moisture and monitored regularly to assure that moisture has not increased. Some molds and the toxins they produce can affect growth performance in pigs and can have an estrogenic effect in sows causing higher rates of returns to estrus and abortions. These symptoms can also be caused by infectious disease, so you need to work with your Veterinarian to rule disease out.

Send samples of corn to a lab for a mold ID and mold count. Molds to watch for are Aspergillus, Fusarium and Penicillium. If molds are present in concentrations higher than 5,000 colony forming units per gram, the next step is to identify the mycotoxins in the sample. The list of mycotoxins includes Aflatoxin, Zearalenone, T-2 toxin, Vomitoxin [DON], Fumonisin and Ochratoxin. It is important to remember that these mycotoxins can be present in DDGS [Distillers Dried Grains and Solubles]. The concentration will be about 3 times higher than that of the corn. Molds can also propagate in processed feed. Feed bin management will be very important. Make sure to empty bins on a regular basis.

The grain quality factors brought about by the growing season this year and the late harvest are going to require an increased level of monitoring than in the past. Call your Standard Nutrition Consultant for help in these areas as well as in diet formulation to reach the performance levels you desire.



Stillborn PRRS piglet



Mummified PRRS piglet

(Pictures adapted from the [www.ThePigSite.com](http://www.ThePigSite.com))



**Attention Duck and Geese Growers**  
**Barry Palka**  
 Standard Nutrition Poultry Consultant

Minus 25? The end of December? What in the world are we doing talking about ducks and geese you may say? Well although the growing season is a good 4-5 months off, those little ducklings and goslings don't just show up all fluffy, healthy and ready to "grow" without first of all giving their parents some "tender loving care" months before hand.

Hidden Valley Colony in Austin, Manitoba in conjunction with Standard Nutrition, have been preparing these birds for their next laying cycle the moment after they finished the last cycle back in July. How so? Well as soon as the real hot weather hits (June) and the laying season is over, the boys at Hidden Valley put the breeder flock out to pasture for a well deserved rest along with some good forage. As late fall approaches the birds are then brought into the main barns where they are sexed assuring proper female to male ratio. At this point they are de-wormed and vaccinated for Aero syphilis. Then the birds are place in the barns where they will be wintered.

Immediately at this point, the birds are put on a (diet) holding ration consisting of well balanced vitamins and amino acids designed by Standard Nutrition, in order to prepare them for the difficult laying season ahead where much stress is put on the flock. It is during this time that we carefully watch for proper body condition and challenges if any.

While the birds are in their holding pattern, the boys at Hidden Valley are "hard at it" getting the hatchery ready for the next season which demands the utmost in cleanliness and extreme attention to detail. Each and every incubator is cleaned with a fine tooth comb and far surpasses any of the requirements of the CFIA here in Canada.

Come late January the birds are now put on a custom made breeder ration that helps stimulate the birds along with lighting to aid in egg production. Late February eggs are collected from the barns and are kept, washed thoroughly and placed in the incubators. 28 days later (late March) the birds are beginning to be hatched and ready for shipment to the many customers in both Canada and the U.S ,shipped by both ground and air.

Hidden Valley Hatchery has become so popular that they are now considering to expand their breeder flocks in order to accommodate the growing commercial and non-commercial orders. If you are considering to raise some farm ducks or geese this coming year then don't delay. Place your orders now as quantities are limited and the demand is growing.

**To place your orders please contact:**

Jack Kleinsasser (Hidden Valley Hatchery)  
 (204) 637-2170 ext 246/Home ext 211/cell (204) 793-7474

Richard Kleinsasser Home ext 221



**Don't Let Rodents Nibble Away at Your Profits—Part 2**  
**Jim Plyler, MS**  
 Standard Nutrition Poultry Consultant

Prevent access to buildings by plugging holes, sealing doors and keeping doors closed. Carefully check the perimeter of all buildings for potential entryways and burrows. A common entry point for mice is the unprotected end of corrugated metal siding on buildings. Close openings around augers, pipes and wires with cement or metal collars. Burrows with signs of fresh dirt indicate new activity and should be addressed immediately. Don't leave rodent monitoring to chance. Develop a schedule for closely checking all facilities routinely. Addressing rodents when there are only tell tale signs such as droppings will be much more effective and less costly than waiting until you actually see rodents. It has been estimated that for every rodent, which is actually observed, there are 20 to 50 unseen. This is because of the rodent hierarchical structure. It is young and the old rat that are usually forced to scavenge for food during the day. Therefore seeing rodents during the day means the prime night feeding time is overrun. In addition to establishing a monitoring schedule, keep records. Knowing where farm rodent havens are and when activity is likely to increase can help a producer to develop an effective control program that prevents infestations.

**Maintain Bait and Trapping Stations:**

Any drastic change to their habitat may cause rodents to abandon a facility. Therefore, when cleaning the exterior of facilities or removing litter, first plan to eliminate the rodent population. Disrupting a rodent nesting area will only encourage them to move to a new location until the changes are no longer threatening. Rodents are continuously exploring their environment and have a strong dislike for new objects. This makes it important to keep bait stations in the environment continuously. Rodents have poor eyesight and do not see color so adding color to bait is not helpful. In addition, rodents have a keen sense of smell and taste. They can detect even small amounts of toxic chemicals so overdosing bait may only discourage consumption. Rodents can learn to associate tastes with harmful effects of new foods and they can remember this for up to six months. Rodents also prefer fresh foods (baits). Therefore if a heavy rodent population is suspected, frequent baiting and changing the type of bait may be helpful. The common control methods for rodents are poisonous chemicals that are classified as anticoagulants. Anticoagulants cause rodents to slowly bleed to death. Most anticoagulant baits must be consumed over several days before enough anticoagulant is built up in the rodent's system to cause an effect. However, second generation anticoagulant baits can effectively kill rodents with one dose.

**Getting the Most from Rodent Baits:**

Since rodents must consume traditional baits for several days, it is critical that bait stations be kept stocked with fresh bait and that adequate numbers of bait stations are present to supply the whole population. Bait stations are important for presenting poison to rodents because they 1) provide a dark, enclosed environment that attracts rodents, 2) keeps bait clean and away from children, pets and livestock and 3) prevents unnecessary loss of bait. Bait stations can be purchased or they can be made in a T shape out of PVC pipe.



## News You Can Use

**Michelle Tjardes, Ph.D.**  
Director of Swine Nutrition

Even though “officially” the first day of winter is not until December 21<sup>st</sup> it sure seems like winter is upon us here in the Midwest. I have heard a number of stories over the past couple of months of pits foaming as producers are pumping their manure out. Just this week I received an email newsletter from the National Hog Farmer titled “Treat Foaming Pits Carefully to Avoid Explosions”. It has some valuable information so I thought I would include it as this month’s article. One comment I will make is that in our experience at Standard Nutrition, we generally do not see foaming in our customer’s pits, but a vast majority of these customers are using our enzyme products, such as Maxiplex and Release.

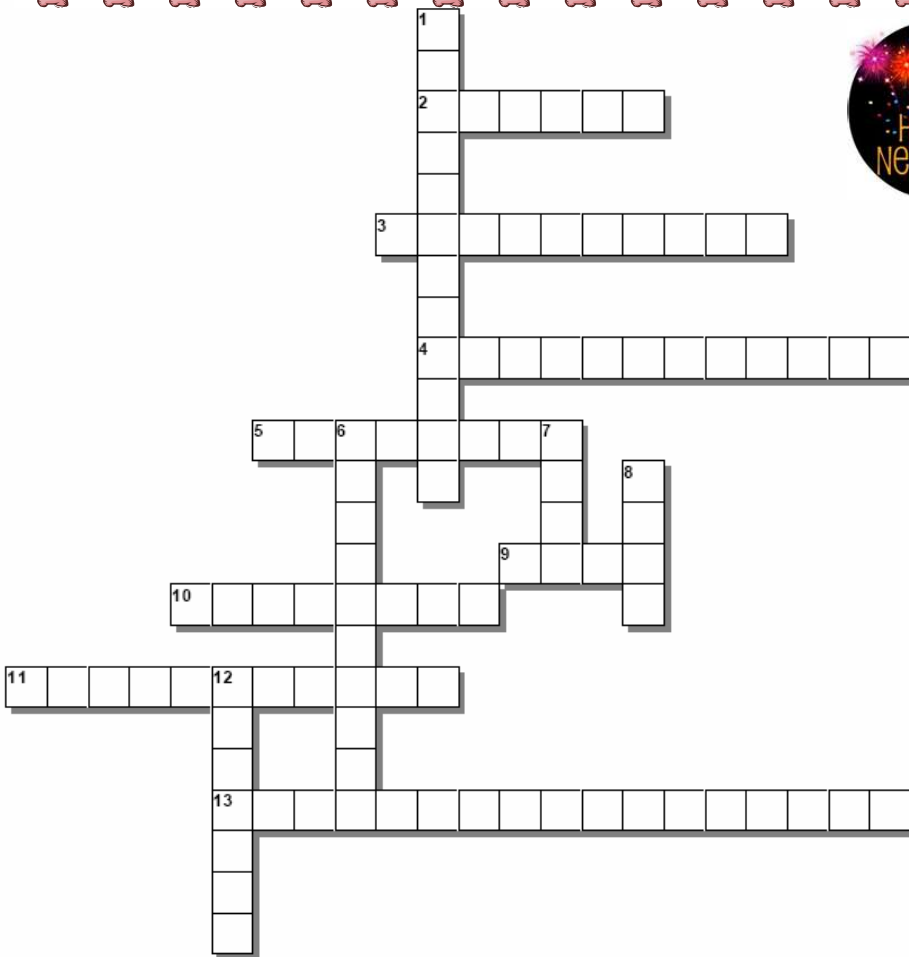
“While not all pits are experiencing foaming issues, several Midwestern livestock producers have reported their liquid manure pits developed a layer of foam from 1 to 5 ft. above the manure,” says Ted Funk, UI Extension agricultural engineer. “This layer of foam is full of gas bubbles, mostly methane and carbon dioxide -- the methane making the mixture flammable. These gases are created from the slow decomposition of manure in the pits.”

Agitating these manure pits without proper precautions can lead to flash fires and explosions in ventilated facilities. “When the manure is agitated during pumping, the rate of gas release

from the manure will be drastically increased. There is also a release of hydrogen sulfide, which is extremely toxic,” Funk explains. The generation of these gases from manure agitation is unavoidable, but the risks can be controlled. Adhering to strict safety protocols can minimize these risks when used with proper ventilation and agitation practices.

To minimize the risk of injuries and flash fires, UI Extension staff offers these recommendations to manure handlers:

- Review your emergency action plan with all workers and have emergency contact numbers available at the site.
- In particular, liquid manure pits with foam should be worked very cautiously and agitated slowly.
- Prior to agitation or pumping, turn off electrical power to any non-ventilation equipment and extinguish all pilot lights or other ignition sources in the building.
- Fully open all ventilation curtains or doors.
- Run ventilation fans at maximum speed.
- Ensure that all people are out of the building. Never enter a building or manure storage structure when liquid manure is being agitated or pumped. Put up signs or hang tags to keep people out.
- Always start the agitation process slowly and increase speed over time. Agitate the manure keeping the jet of pressurized manure below the liquid surface. Don't let the jet of manure strike walls or columns in the pit.
- Continue maximum ventilation for 30 minutes after pumping has ended before re-entering the building.



## New Year's Crossword

### Across:

- 2 - Where is one of the largest annual New Year's Eve celebrations?
- 3 - Mythical Personification of Time
- 4 - Times Gone By
- 5 - New Year's Day
- 9 - First New Year's Eve ball drop in Times Square
- 10 - Small Pieces of colored paper
- 11 - Intersection in New York City that is the sit of annual New Year's Eve celebrations
- 13 - Name the most popular New Year's Day parade.

### Down:

- 1 - Jewish New Year
- 6 - A horn or rattle used to make noise at a party
- 7 - When does the crystal ball begin lowering in Times Square?
- 8 - How many pounds does New York's Waterford crystal ball weigh?
- 12 - What city is a countdown done with an elevator?

# The Mystery Colony

This month's Mystery Colony is in Southern MB. If you can't figure it out, call your Standard Nutrition Consultant and have them give some hints. November's Mystery Colony was Willow Creek Colony.

Mitch DeSorcy	(204) 299-6424
Dave Johnson	(204) 479-7974
Sean Johnston	(204) 799-8822
Jason McNaughton	(204) 941-3370
Kenny Prychun	(204) 471-5678
Patrick Prychun	(204) 471-7287
Trevor Speirs	(204) 470-9772
Darren Ruchkall	(204) 793-7547
Cam Ives	(204) 792-0962
Barry Palka	(204) 792-5199



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**January 2010**