

# MUNSON LAKES nutrition

Q U A L I T Y

advisor  
advisor  
advisor

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## Local Dairy Wins National Award

Charles and Robyn Krause, Krause Holsteins, Buffalo, MN, received a major award in October at World Dairy Expo held in Madison, WI. The National Dairy Shrine named the Krauses as their 2011 Progressive Dairy Producers in the small herd size category (herds with 300 or fewer milking cows).

The award recognizes dairy producers 21-45 years of age who have introduced and applied effective management and business practices that helped to achieve a more profitable dairy business.

By creating awareness of successful producers, the National Dairy Shrine hopes to motivate and encourage other dairy producers to achieve similar goals.

"The Dairy Shrine is a unique organization that awards over \$30,000 in scholarships each year to encourage the future

leadership of this industry," says Charles, who has been dairying for 20 years. "It's an honor to have our names added to their museum and associated with pioneers who strive to build upon the science of the industry." The National Dairy Shrine Museum is located in Ft. Atkinson, WI, southeast of Madison.

Krause Holsteins was nominated for the award by Munson Lakes Nutrition dairy consultant Jeff Thorpe and veterinarian Dave Wright.

*NOTE: National Dairy Shrine brings together dairy producers, scientists, students, educators, marketers, and others who share a desire to preserve our dairy heritage and keep the dairy industry strong. Founded in 1949 by a small group of visionary dairy leaders, National Dairy Shrine now has over 18,000 members encompassing virtually every facet of the industry. ●*



Charles Krause (right) and his father Warren with the Progressive Dairy Producers award.

## Ritchie Waterers and Parts

The coldest part of the year is approaching and with it the prospect of your livestock watering fountains freezing. Fountain heaters break when the temperature drops to 30° below zero, forcing you to drive to town to get parts.



The Howard Lake Country Store has several models of Ritchie Watering Fountains and replacement parts.

Call 320-543-3517 or 800-663-9177 when it hits 30° below zero—or before. ●

## COUNTRY STORE HOURS

**WEEKDAYS: 8 A.M. – 6 P.M.**

**SATURDAY: 8 A.M. – 4 P.M.**

**SUNDAY: CLOSED**

### HOLIDAY HOURS

**CHRISTMAS EVE: 8 A.M. – NOON**

**CHRISTMAS DAY: CLOSED**

**NEW YEARS EVE: 8 A.M. – 4 P.M.**

**NEW YEARS DAY: CLOSED**

### MILL HOLIDAY HOURS

**MONDAY, DECEMBER 26: CLOSED**

**MONDAY, JANUARY 2: CLOSED**



**MANUFACTURERS OF QUALITY LIVESTOCK & POULTRY FEEDS**

# Growth Drives Corn Expansion

By John Zander, General Manager



The Munson Lakes Nutrition board of directors has approved construction of a new 135,000-bushel grain bin next to our existing corn storage at the Howard Lake mill. Corn usage at the mill has risen to 130,000 bushels per month, and the added bin will give us a total storage capacity of 250,000 bushels, which is about two months' worth of corn.

The extra storage adds an additional measure of comfort. There have been

many times when customers wanted to bring in corn and we have been full. Hopefully, we can be more flexible working with them on their schedule instead of ours.

The new bin should be up by the end of 2011, with plans to start using it next spring.

## Feed volume up

The Howard Lake mill is on pace to manufacture a record number of feed tons in 2011. The volume of dairy and all other categories of feed produced by Munson Lakes Nutrition is up significantly from the previous year.

Best wishes to Glen Berglund who retired from the manufacturing crew at the Howard Lake mill in October. Glen worked 42 years combined for Centra Sota and Munson Lakes Nutrition.

Finally, thank you for your trust and support throughout the year. Here's wishing everyone a Merry Christmas and a Happy New Year. ●



Excavation for 135,000-bushel grain bin at Howard Lake feed mill.

## His Dream: Judge at the National FFA Convention

Munson Lakes employee Trevor Gottschalk lived his dream—judging at the National FFA Convention this past October. “I’ve been in FFA since 10th grade, and I’ve done very well,” he states. Trevor’s parents, Scott and Astrid Gottschalk, have judged at the national convention for many years. This year, Trevor and his brother Travis were both judges at the national convention in Indianapolis.

“I judged proficiency and entrepreneurship in ag mechanics,” says Trevor, who had been to the National FFA Convention five or six times before as a competitor. During his first year in college, Trevor entered the same competition he is now judging. He and Travis formed a company called T&T Tractor Restoration, and Trevor was named national champion

that year. This year, he was one of seven judges that judged four national finalists, who had also started ag businesses. One contestant had a trailer manufacturing business in Georgia; another built grain bins in South Dakota.

“It was different being a judge,” says Trevor. “I wasn’t the one getting grilled.” Trevor says he enjoyed asking questions and finding out if the contestants really knew their business—or whether they had just put something down on paper that looked good but couldn’t talk knowledgeably about it. “It was neat to see the top of the line,” he stated. “These FFAers will become the business people and entrepreneurs running our country some day.

“It was good to give back,” said Trevor, of his experience judging this year. “The

small communities around here are very involved in FFA. It’s good to help others grow businesswise and socially.”

Will he judge again? “You bet I will,” says Trevor. The 2013 convention will be held in Louisville, KY. ●



Trevor Gottschalk at the National FFA Convention in Indianapolis.

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# New Lifestyle Specialist

By Jeff Berdan, Forage Harvest Specialist, Winfield Solutions

What's the difference between a race horse and a horse? "About 15,000 calories per day," says Katie Fleming, the new lifestyle production specialist (LPS) at the Howard Lake Country Store. Katie defines lifestyle animals as "animals not for consumption"—in other words, horses, 4-H projects, pets, and exotics.

Katie's expertise as an LPS is available to Country Store patrons who need help understanding and solving the nutrition needs of their animals or figuring out cost-effective options to fit your budget.

According to Katie, the geographical area served by the Howard Lake Country Store contains many performance animals with specific requirements—race horses, show horses, hunters/jumpers, or special-needs horses. "They travel throughout the country and need a certain look and muscle tone," says Katie. "I can help the owners of these horses address their special nutritional needs."

But she's just as dedicated to owners of all companion animals. "I love working with people and animals," she says, indicating her willingness to work with kids on their 4-H projects. She adds, "Whenever you get a chance to help the animal, you help the human as well."

Katie earned an animal science degree from Delaware Valley College, just north of Philadelphia, and ran her own equine facility with about 55 students. Moving to mid-America, she planned to earn her master's in education when she was offered a position with Land O'Lakes Purina. "I decided to give up the pursuit of a higher degree and do something I really love," she said of her current job helping animals and their owners.

People are bombarded these days with pet-care information on the web, in blogs, and on Twitter, says Katie, but it's not necessarily reliable information. "I chose to work with Land O'Lakes Purina because of the research they do," she explains. "I bring Purina's research and other research like university studies to bear on my customers' problems and goals.

"I can't suggest anything that I wouldn't suggest for my own pets," she concludes. "My animals are my kids—they're

precious to me and I want the best for them. I know my customers do, too."

You can reach Katie by calling the Howard Lake Country Store at 320-543-3517 or her cell phone at 952-356-9036. ●



Katie Fleming



**CONGRATS,  
GLEN**

*... on your  
42 years!*

## Our Mission

**Some things never change—  
even after 76 years.**

The values that shaped our heritage will remain. Munson Lakes Nutrition will continue to:

- Manufacture a great product at a fair price.
- Give great customer service.
- Base every decision on fairness and decency.

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MUNSON LAKES  
 NUTRITION DIRECTORY

Howard Lake

Office ..... 800-245-7717  
 320-543-2561

The Country Store ..... 800-663-9177  
 320-543-3517



# Merry Christmas & Happy New Year

**DARYL ADICKES**  
**TAMI BANGASSER**  
**KIRK BENGTSO**  
**TOM BOBROWSKE**  
**ELROY BOEHLKE**  
**MARK DAHLMAN**  
**GEORGE ELSENPETER**  
**KATIE FLEMING**  
**GERALD FISTMAN**  
**MIKE FOUST**  
**RON GILBERT**  
**TREVOR GOTTSCHALK**  
**NATHAN GRUENHAGEN**  
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**HARLAN ZANDER**  
**JOHN ZANDER**

Munson Lakes Nutrition & Pfizer Animal Health

## AUREO S 700® FALL JACKET PROGRAM

Purchase 1 ton of Aureo S 700® Crumbles and  
 receive a FREE Carhartt® jacket.

\*Offer good October 28, 2011, through December 15, 2011.