

MUNSON LAKES nutrition

Q U A L I T Y

Breakfast for Me and a Few Hundred Friends

What would you think of inviting hundreds of people for breakfast and giving them free-access to all the buildings, equipment, and animals on your farm? That's what the Bakebergs of Goldview Farms near Waverly, MN decided to do three years ago. The event is called (very appropriately) Breakfast on the Farm, and in three years it has become hugely popular.

"One Saturday a year, we invite the whole community to our farm," explains Greg "Butch" Bakeberg, who got the idea while serving on his county American Dairy Association board. "Other counties had similar events to show townspeople where their food came from—why couldn't we?" With support from neighbors and local businesses, Butch, his wife Faye, and their son Pat extended an invitation in 2009 to the first Breakfast on the Farm. They thought they'd maybe draw 600-700 people. To their surprise, 1,500 came, necessitating a run to town for extra plates and utensils. Last year 2,000 showed up. Who knows how many they'll host at the 2011 event planned for Saturday, June 18.

From 7 a.m. to 1:00 p.m., their guests are served all the pancakes, sausage,

coffee, juice, or milk they can eat for \$2 per person. Other concessionaires like the Pork Producers and area creameries hand out samples of meat and string cheese and all the milk you can drink. "You could make a meal out of the sample tent," grins Butch.

After filling the guests' tummies, the Bakebergs aim to fill their minds with knowledge about farming. They bring in educational speakers like a hoof trimmer, a veterinarian, and a local milking supply company. They also offer fun stops for the children—like a mountain of sand to play in and a petting zoo staffed by FFAers.

"I love watching the kids and how excited they get," says Faye. Her husband loves it, too. "The first year," says Butch, "we had a combine sitting out there, and we let the little kids sit up in the combine, blowing the horn and turning the steering wheel while the mothers snapped pictures. They were having the time of their lives," he recalls. "That's why I'm involved," agrees Pat. "It's fun work because you know you're going to educate the public that their milk doesn't come from a grocery store, but from family farmers who take great care of their cows."

Continued on page 2

Last year 2,000 people showed up for Breakfast on the Farm.



Breakfast for Me and a Few Hundred Friends

Continued from page 1

Bakebergs value loyalty

At the annual breakfast, visitors learn that Goldview Farms was originally homesteaded in 1873 by Butch's great, great grandpa, Henry, who moved to Minnesota from Prussia. On the present day farm, Pat does most of the milking, Butch does the feeding, and Faye takes care of the calves. Besides their 120-cow milking herd, they farm about 700 acres and operate a custom hay and combining business.

Since the early '90s, Munson Lakes Nutrition (MLN) has provided the Bakebergs with valuable nutrition consulting and quality feed stuffs for their herd. "When I think of it, Munson's has done a lot for us," says Butch.

MLN sales nutritionist Joel Pettit is out to the farm regularly, testing forages



Left to right: Pat, Faye, and Butch welcome guests to Goldview Farms.

and tweaking the ration. "The bulk tank average is up 30 lbs. since 2004," says Pat. "It's all the result of Joel and me changing how we feed the cows and trying different things in the ration." Milk production improved noticeably, he says, when the family began feeding Rally® Dairy Feed & Rumensin.® Pat calls Joel "a good friend who helps out when needed and is only a phone call away."

Faye appreciates the Calf College MLN sent her to in Hutchinson. "It was good to be with others who are doing what I'm doing," she states. That's when she started her calves on milk replacer and starter feed with Land O'Lakes AMPLI-Calf™ Technology. "Now, even our veterinarian comments how healthy the calves are," she remarks.

Butch sums up the conversation. "It's all about loyalty. Loyalty means a lot on this farm. "Munsons are loyal to us and we are loyal to them."

Munson Lakes Nutrition is a proud sponsor of Breakfast on the Farm. For more information, visit www.breakfastonthefarm.org.

Editor's Note: Besides Pat, Butch and Faye Bakeberg have two other sons and two daughters who work off the farm and often return to help on the farm. The family also employs two part-time milkers and two seasonal part-time employees. ●



Visitors to Goldview Farms learn that farmers take good care of their animals.



Kids get to climb all over machinery they've only seen at a distance—if ever.

Loren weighs micro-ingredients on the night shift.



Welcome a New Employee

The night shift works late to ensure your feed gets delivered next day. "The feed we make tonight will be out the door tomorrow," says Loren Helmbrecht who joined the staff of our Howard Lake Mill in March. Loren and two others work from 3 p.m. until midnight to manufacture feed trucked to farms early each morning.

Part of Loren's job involves weighing micro-ingredients like poultry premix and dairy vitamins. He also flushes the mixer to make a clean switch between feed batches.

A Howard Lake native, Loren's hobbies include pan-fishing, four-wheeling, and entering demolition cars at the Wright County Fair.

"Everybody here is easy to get along with," remarks Loren, who notes that MLN mills everything from rabbit pellets and poultry feed to dairy, beef, and swine rations. He adds, "One night, the three of us mixed 220 tons of feed." ●

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.

Preparing Rations for Summer

By Dr. Andy Mueller, Field Dairy Nutritionist



After a long, cold winter and a cool spring, it is time to start talking with your nutritionist about getting your rations ready for summer, which brings with it the inevitable heat stress. It varies from year to year, but in Minnesota, heat stress can start to have an effect on the production and reproduction of your herd as early as May. Remember, a cow's heat stress can start as low as 70°F.

To help cows deal with heat stress, we recommend that you positively dietary cation-anion difference (DCAD) the ration. Research has shown that raising the DCAD level of the ration to 38-42 mEq/100 g can help maintain dry matter intake, production, and butterfat under heat stress conditions. To do this, you first need to check minerals in the forages using wet chemistry. This is a more accurate way to measure them than traditional near-infrared technology (NIR). Also, have both sodium and chloride levels checked. Chloride levels in forages can vary widely from farm to farm and chloride decreases the DCAD level of the ration.

Raising the DCAD level in the ration can be done by increasing the amount of buffer fed. If potassium levels are under 1.4%, the DCAD level can also be raised by adding potassium carbonate or DCAD Plus.™ We recommend

using DCAD Plus™ over potassium carbonate or potassium chloride. Potassium carbonate can cause the ration to heat in the presence of fat or excess moisture, and potassium chloride does not increase the DCAD of the ration.

To see the best response from DCADing a ration, increase it at least 10 mEq/100 g. Extra magnesium may be needed to maintain a 1 to 4-1 to 5 magnesium-to-potassium ratio. Another feed additive that can help in the summer is yeast culture. Yeast culture can increase fiber digestion along with supplying nutrients to maintain a normal healthy rumen population during heat stress.

Besides dealing with heat in the summer, cows have to combat flies and the discomfort that they cause. Last year, we introduced a new feed-thru larvicide called ClariFly.™ ClariFly™ is an insect growth regulator that can control house flies, stable flies, face flies, and horn flies from developing in the manure of treated cattle. It is approved and available for all stages of cattle growth and lactation. Land O'Lakes Animal Milk makes it available in both milk replacer and pasteurized milk balancers to help control flies in and around the calf growing area. It is the only feed-thru larvicide available for calves on milk or milk replacer.

Contact your local Munson Lakes nutritionists to get more information on summer feeding strategies for your herd and to purchase ClariFly.™ ●

Help Us Give Our Best to You

By John Zander, General Manager

The middle bullet point of Our Mission, which appears in every Advisor Newsletter and on www.munsonlakes.com, reads "Give great customer service." Serving you well is very important to us.

You play a very important role in helping us to "Give great customer service." That role is to tell us when something is wrong—when you're not seeing the results you want or when we're not doing something you think we should.

We'd like to be perfect, but we have to admit—we're not. Sometimes we neglect to ask you if you are happy with what Munson Lakes Nutrition (MLN) is doing for you now, or if we can do anything else for you.

That's where we need a word from you. Don't be shy. You won't hurt our feelings if you tell us, "I'm just not getting the butterfat I should be getting" or "I'd like to try the new technology you offered to my neighbor."

Your word will be our cue to address your concerns and focus on Our Mission to "Give great customer service."

Speak up

You may think, "I'm a long-time customer, and my MLN sales nutritionist should know when I'm not happy." But that

may be exactly why your nutritionist believes everything is all right. He may think, "John and Jane Doe are committed customers. They'd let me know if something was wrong."

Again, we're not perfect and there are times when we should ask more questions. Don't let our mistakes keep you from experiencing the kind of service other companies only dream about. Speak up when:

- You want to try a new technology.
- You're not getting the results you expect.
- We're not doing something you think we ought to.

Do you identify with any of the above? If so, call your sales nutritionists or call the MLN office direct at 1-800-245-7717. Give us an opportunity to fulfill Our Mission and "Give great customer service."

NOTE: By the same token, when we're doing what you want us to do and getting the results you want, let us know so we can do more of the same. ●



PO Box 549
 Howard Lake, MN 55349

**MUNSON LAKES
 NUTRITION DIRECTORY**

Howard Lake

Office 800-245-7717
 320-543-2561

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



**GARDEN MARKET OPENS
 AT THE COUNTRY STORE**

SPRING PLANTS HAVE ARRIVED AND MORE WILL ARRIVE WEEKLY.

- FLOWERS
- VEGETABLES
- VEGETABLE SEED
- POTTING SOIL
- LAWN FERTILIZERS
- WEED CONTROL
- SPREADERS/SPRAYERS
- DECORATIVE MULCH

10% LAKER DISCOUNT CARD APPLIES TO LAWN AND GARDEN PURCHASES.

NO LAKER CARD, BUT NEED PLANTS FOR A GRADUATION PARTY?
 SHOW US A PHOTO OF YOUR GRADUATE AND RECEIVE A 10% DISCOUNT.



**COUNTRY STORE/
 GARDEN MARKET HOURS**

MONDAY-FRIDAY 8 A.M.-6 P.M.
 SATURDAY 8 A.M.-4 P.M.
 SUNDAY CLOSED



**ORDER POULTRY AT
 THE COUNTRY STORE**

PURCHASE ASSORTED PULLETS FOR LAYING AND CORNISH CROSS FOR MEAT AT THE COUNTRY STORE, —DUCKS AND RABBITS, TOO.

WANT A SPECIAL BREED? OUR COUNTRY STORE PLACES WEEKLY ORDERS WITH HOOVERS HATCHERY IN RUDD, IA. BY ORDERING THROUGH THE COUNTRY STORE, YOU SAVE THE POSTAGE.

1. GET A CATALOG FROM THE COUNTRY STORE OR VISIT WWW.HOOVERSHATCHERY.COM.
2. CALL THE COUNTRY STORE AT 370-543-3517 TO ORDER.