



Raising Beef, Milking 49 Years

When Harold Hinkemeyer and his son-in-law Kent Wesbur sold their dairy herd and expanded their beef cattle operation five years ago, they did so knowing they could be successful at it.

"We already fed several lots of steers while milking," says Harold. "We just expanded on that part of what we were doing."

Today, Hinkemeyer-Wesbur Farms feeds Holstein steers from 300 to 1,500 pounds. Harold and Kent stage these steers in seven feedlots, 60 head to a lot. The partners sell all their finished animals through Central Livestock in Albany.

They also raise 1,500 acres of corn and soybeans with the assistance of six center pivot irrigation systems. "All the beans go to CHS at Mankato and the corn we feed," says Harold, adding, "We don't sell any corn (during the year) in case of crop failure, but we usually have 30,000 bushel to haul out before we start combining."

Harold and Kent purchase their beef supplements (39% Beef, AS700 and salt) from Munson Lakes Nutrition (MLN). The farm has done business with Munson Lakes almost exclusively since the mid-1970s. "We tried other brands, but we always went back to Munson Lakes," states Harold. "Our cattle performed better on Munson Lakes."

Harold and Kent also appreciate the good service Munson Lakes Nutrition provides. They value the



advice they receive from their sales nutritionist Doug Sawatzke and from Lowell Schrupp before him.

"Doug has helped us a lot," says Harold. "If we have questions, he's really knowledgeable."

"I'm grateful for their loyalty," says Doug of Harold and Kent. "They've tried other feeds, but they do come back."

Kent consults with Doug more than most other beef producers. "If he has a concern, he calls me—there's no gray area," says the

Harold Hinkemeyer looks at a pen of dairy beef with Doug Sawatzke, his Munson Lakes sales nutritionist.

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**Harold and Luanne Hinkemeyer
and Kim and Kent Wesbur.**

Joseph founded it. Joseph's son, Alvin, continued the tradition and Alvin's son, Harold, began farming with his father in 1958 at age 16.

Harold and his wife, Luanne, milked cows for 49 years and raised five children on this farm: twin daughters Kim and Kelly, Tracy, Tina and Brian.

Kim married Kent Wesbur who worked as a service writer in a local tire shop

before joining his father-in-law 15 years ago.

When they built their barn and milking parlor in 1987, Harold and Luanne had remarkable foresight. "We thought, 'if there ever comes a day when we want to go all steers, we can do it'," recalls Harold. That day came in 2011 when Hinkemeyer-Wesbur Farms sold its milking herd.

"Now we can go to a wedding and not have to be home by 5 o'clock," says Harold, who also enjoys the extra time he's able to spend with his grandchildren.

Of their post-dairy business strategy, Harold says, "We knew we were going to have cattle. He adds with a smile, "We like to keep busy and cattle keep you out of the house." ●

Raising Beef after Milking

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sales nutritionist. "We have good communication and I appreciate that.

This farm south of Clearwater has been in the Hinkemeyer family since 1869 when Harold's grandfather

Mill Passes 3rd HACCP Audit

Starting Jan. 1, 2017, the Federal Food and Drug Administration (FDA) requires feed mills to follow what the federal government has determined as good manufacturing practices.

Munson Lakes Nutrition voluntarily started the process of demonstrating we have a safe feed plant three years ago with the hiring of Brian Yager as our feed safety coordinator and by working toward certification under the Hazardous Analysis Critical Control Point (HACCP) program.

What was expected to take two years took only 12 months, and on Aug. 25, 2014, MLN received HACCP certification—an important first step in meeting new regulations for the animal food industry set out by the Food Safety Modernization Act (FSMA) of 2010.

"The purpose of FSMA is to track food all the way from the farm through the production of feed to the plates on the family dinner table," explains Brian. "Our milling process is one segment in this process."

HACCP certification assures people eating meat from the animals this mill feeds that our feed is clean and safe. Plus, if there ever is a recall for any reason, the problem can be traced.

Now, less than two years later, MLN has passed its third HACCP audit with flying colors.

"We overwhelmingly passed all three years, including the year just completed at the end of July," says Brian. He goes on to explain, "We were audited by a globally recognized firm that visits feed mills around the world."

The audit consists of the paper trail of ingredients, sanitation procedures for bins and truck cleanouts, sanitation of the mill and maintenance procedures. The finished products are all lot traced from the time they



Howard Lake Mill

enter the mill as ingredients to the time the first animal eats that feed.

"Our customers can be sure that the feed they are getting has been inspected, samples have been taken, and that if there is a problem, we can look back and find the source of the problem," says Brian. "It's protecting the farmer in that he knows his animals will be fed a safe product."

He concludes, "I am very proud of our employees who work hard to maintain this credibility."

EDITOR'S NOTE: According to Feed Safety Coordinator Brian Yager, the HACCP inspector made the comment that Munson Lakes Nutrition employees are very cooperative and obviously pride themselves in keeping the mill clean. "The inspector, who comes from the food industry, said this is one of the cleanest mills she has ever been in," states Brian. ●

Deadline Approaching for Antibiotics in Feed

Beginning Jan. 1, 2017, the Federal Food and Drug Administration (FDA) will implement new regulations on how medications are to be fed to livestock. These new rules, called the Veterinary Feed Directive (VFD) will change how you obtain and use feed-grade medications on your farm.

Examples of medications regulated under the VFD include: AS-700, Neomycin, Oxytetracycline, Tylosin (Tylan), Chlortetracycline (Aureo 4g or 10g), NT, Sulfamethazine, and Virginiamycin.

Some important points:

- You, your mill and your veterinarian will need to keep records for two years relating to each load of feed containing these medications
- In these records, you must detail what animals the feed was fed to, how many, when you started feeding it, and when you quit feeding it.
- You will also need a close relationship with a licensed veterinarian, who will issue the VFD, and with your local feed mill. The veterinarian will write the prescription and forward a copy to us. Then we'll make the feed according to the VFD, and you will be responsible for

feeding it according to the directions in the VFD.

- If there is any feed left over after the prescription ends, that feed must be discarded.

The FDA has notified Munson Lakes Nutrition and other feed manufacturers that it will be checking mill records and making random stops at farms and veterinarians. Records at all three locations must match.

In August, MLN held meetings at Annandale, Watertown and Pine City to assist our customers in transitioning to the new regulations. If you were unable to attend those meetings, please contact your veterinarian or your MLN sales nutritionist for help in understanding and complying with the new rules. ●

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If you still have questions, please contact your veterinarian or your MLN sales nutritionist for help in understanding and complying with the new VFD rules.

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Something Different on Every Farm

Andrew Estrem prefers the quiet cab of a Munson Lakes Nutrition delivery truck to a bustling office. He's worked in both. "Personally, I like being on my own," he states. A lot of people don't like driving, but Andrew finds it relaxing—even peaceful. "I enjoy seeing the various dairy farms I deliver feed to and the different way people have of doing things."

Andrew knows where that entrepreneur spirit comes from. He grew up on a dairy farm in the countryside around Northfield.

In high school, Andrew played football, baseball and wrestled. Attending Augsburg College in Minneapolis, he played football for the Auggies and graduated there in 2006 with a bachelor of arts in finance. Augsburg is also where Andrew met his wife, Belinda.

For three years after college, Andrew worked as a financial advisor. That's when he discovered his preferences. He took a job driving a Schwan delivery truck for two years, then interviewed at MLN.

"I've worked here for four years," Andrew states. He started working nights in the mill. Meanwhile, he took classes toward his class A commercial driver's license.

In June 2013, Andrew started driving bag truck. By January 2014, he was jumping between MLN's tandem trucks and semis. "Ever since June 2014, I've mostly been driving semis, delivering turkey, dairy and chicken feed from five miles away to 250 miles," he states.

What does Andrew bring to his job with MLN? "I like being on time and getting the feed out," he states. "I like

working all hours—early or late. It's just one of those things I grew up with."

He adds, "I like getting the job done and making sure the feed gets in the right spot." Needless to say, Andrew is well-liked by his customers.

EDITOR'S NOTE: Andrew and Belinda Estrem have two children: Allison, age three, and Edward, age one. The family lives in Waverly. ●



Driver Andrew Estrem with his delivery truck.



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Amberley Snyder has ridden since age three, and competed in rodeo since age seven. In January 2010, Amberley was injured in a car accident. Paralyzed from the waist down, doctors said her rodeo days were over. A year and a half later, she figured out how to barrel race again, using a seatbelt, Velcro and a strap to hold her in place.

Amberley now travels the country telling her story and encouraging everyone to “Get back on the horse!”



OUR MISSION

Some things never change—even after 80 years.

THE VALUES THAT SHAPED OUR HERITAGE WILL REMAIN. MUNSON LAKES NUTRITION WILL CONTINUE TO:

- MANUFACTURE A GREAT PRODUCT AT A FAIR PRICE.
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