



MLN NEWS

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Pictured is Country Store staff Sarah Swart, Elise Quast, Leaha Lindsley, Arianna Davis and Chris Zander with Amberley Snyder.

Amberley Snyder Equine Event

On September 10, we hosted champion barrel racer, Amberley Snyder, as a guest speaker.

We had over 70 attendees sit in awe as she told her story. She talked about her family, her horses, giving up and finding her strength again, adjusting to a totally new life and reaching her goals to Walk (coming soon), Ride and Rodeo again!

We would like to thank all of the attendees who traveled from all over MN, the surrounding states and as far away as California for the event! Thank you for sharing your time with us. It was an inspirational day we won't soon forget!

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Thank you to Sarah Swart and the rest of our Country Store staff for making this event a great success!

EDUCATIONAL EVENTS

A big part of our job at Munson Lakes Nutrition and The Country Store is education. Not only for ourselves but our customers as well. I have been fortunate enough to attend two trainings at Purina. The main focus was Retail Performance and Building a Better Business. Munson Lakes' staff has many opportunities to expand their own knowledge about animal feed, care, farming practices, etc.

Did you know we offer opportunities to educate our customers? It is part of my responsibility as our Purina RPS (Retail Performance Specialist) to host educational events.

In April, I hosted a Chick Days event at the store with 40 attendants. Leaha Lindsley, Purina Lifestyle Product Specialist, spoke about chick care, housing needs, how to introduce them to your older birds and nutrition. We played chicken B-I-N-G-O, highlighting facts on 75 breeds of chickens and other fowl. We also played chicken poop B-I-N-G-O. There were a lot of questions asked by both adult and youth attendees and we were more than happy to share our knowledge.

In May, I had the pleasure of partnering with Wright County Extension (4-H) to host a 3-day cattle clinic. I wanted this clinic to be taught by one of the best in the beef show world so, I had Kirk Stierwalt from Stierwalt Cattle and Clinics from Leedey, OK, come to teach the 50 youth attendees.



Article By Sarah Swart
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Each attendee or family group brought their own show animal to learn with. Kirk talked about daily care, clippers and blades, nutrition and cattle management. He also demonstrated clipping techniques, how to set-up your cattle and showmanship. Kirk spent one-on-one time with each attendant and their animal to answer questions and help with clipping, if needed.

Munson Lakes' Calf & Heifer Specialist Lauren Tilus and Dairy Production Specialist Charlie Peterson spoke about animal nutrition. Kaitlyn Root from the Cattlemen's Association & Beef Checkoff also spoke about the Beef Industry.

It was 3 days of hard work, learning and laughter. The best part is that Kirk returned to MN in August to judge the MN State Fair Beef Show! He got to see some of the clinic attendees show off all of the skills they learned.

Please follow our Facebook page or subscribe to our newsletter to see when my next event will be happening. If you have a topic suggestion for an educational event, please reach out to me at sswart@munsonlakes.com. I would love to hear your ideas!

WRIGHT COUNTY FAIR

Munson Lakes Nutrition participated as a bidder for the 4-H Blue Ribbon Auction at The Wright County Fair this year and won 2 bids: a Dairy Basket from Tanner Glessing and a Goat Premium for Lillian Steinke! Congratulations to both Tanner and Lillian!



NUTRITION CONSULTANT SERVICES

Article By Ted Radintz
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In recent months, as I visit with dairy and livestock producers, a common concern discussed is how tight farm profitability and feed availability is this year. Amid a third consecutive dry growing season, getting creative to balance animal performance and feed inventory and cost is very challenging.

How is your operation dealing with these issues? Are you using alternative feedstuffs to stretch feed inventories? Have you looked into new feed technologies that boost performance? Are you considering contracting feed ingredient purchases and hedging future production? Who helps you evaluate feeding strategies, ingredients and opportunities?

A long-standing service that Munson Lakes Nutrition has provided our clients is knowledgeable and highly experienced nutrition consultants. Our consultants average over 24 years of nutrition and animal production experience and have assisted producers in drought or wet seasons, during disease outbreaks, through tight profitability and really good years. They have seen it all (or know someone who has)!

Our nutrition staff members routinely provide least cost ration formulation, evaluation of emerging feeding additives and concepts, creative strategies to production limitations, performance benchmarking, TMR and feeding audits and economic projections on feeding opportunities.

Munson Lakes Nutrition is here for you and your operation. Please use these resources if any challenges arise from the 2023 harvest season and as you prepare for 2024. To contact one of our Nutrition Consultants, please call our office at 320-543-2561.

LIVESTOCK WATERER REMINDER

As livestock owners, it's important to make sure your animals are getting the proper nutrition and care they need. However, one overlooked aspect of livestock management is water quality. Not only is it crucial to provide an adequate supply of water, but the quality of that water greatly impacts the health and well-being of all animals.

Besides the obvious health benefits of providing clean and fresh water to your animals, there are several reasons why adding an automatic waterer to your farm saves time, money and energy:

- No more filling water buckets or troughs several times a day
- No more frozen tanks or water hoses
- No more filling, lifting and carrying buckets
- The water stays cleaner with routine maintenance
- Water is cooler in summer and warmer in winter
- Less water is wasted

Here at The Country Store, we carry a full line of Ritchie Fountains and parts. For over 100 years, Ritchie Industries, Inc. has been proudly manufacturing their products in the United States. From hobby farms to large scale cattle operations, Ritchie automatic waterers continue to set the standard in quality.

So if you are thinking you'll need to add or replace a waterer to your farm, do it now instead of waiting until the ground is covered with snow and ice. We've got everything you need - or we can get it!



Article By Paul Schleif
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KEEPING OUR FLEET FRESH



Article By Dusten Wilking
Maintenance & Fleet Manager and
Fleet Mill Project Manager



At Munson Lakes, we are always striving to increase our quality and reduce costs. With this, we have added a new quad axle feed truck to the fleet. Keeping the fleet updated has a few key benefits:

- Less maintenance costs - With the rising costs of fleet maintenance going up 25% in the past two years, there is less time spent in the shop.
- New trucks are more reliable - We can run with fewer spare trucks as the main fleet is able to stay on the road.
- Standardization of the fleet - Buying the same make of trucks and trailers means less parts on our shelves. It also makes it easier for our drivers to learn the equipment.
- Eliminating auger floor - Using Ledwell's drag chain design has increased our pellet quality at unloading time.
- Fuel Efficiency - Going from 5 MPG to 7 MPG will yield a yearly savings of \$16k for this truck alone.

This is quite an investment for Munson Lakes. We hope it proves that we will be able to serve our customers more efficiently for the long haul. If you happen to see the new truck on the road, make sure you give Jim a wave!

NEW REWARDS PROGRAMS

Get rewarded for the products you already buy!

Purchase 3 qualifying Purina® Horse or and/or Flock Products and receive a \$10 Visa® e-gift card!

Plus, receive rewards the rewards pictured for purchasing Exclusive® Signature, Red Flannel® or Infinia® for your dog(s) and/or cat(s).

Stop by The Country Store for more to sign up for these Frequent Purchase Programs today!

Frequent Purchase Program

Offer Good Through Nov. 30, 2023

Get \$10 Back

Receive a \$10 Visa e-gift card with proof of purchase of 3 qualifying Purina® branded Horse and/or Flock products.

Exclusive RED FLANNEL

Buy 10, Get 1 FREE

Exclusive signature

Buy 8, Get 1 FREE

Exclusive infinia

Buy 8, Get 1 FREE

EQUINE NUTRITION

As a horse owner, I am lucky to have found a career that has allowed me to expand my education and knowledge regarding equine nutrition and maintenance. For the last few years, the gastric health of horses has been a huge topic in the equine world. Whether it's recreational riding or a life in the competition ring, all horses can be at risk of gastric ulcers. There are several contributing factors that can be associated with ulcer pain which include travel, lack of turnout, elevated or intense exercise and sometimes a horse with just a nervous personality can also be at risk for developing stomach ulcers. My personal example of a horse with a nervous disposition would be my husband's Quarter Horse mare who has a highly competitive drive and does not always mentally function without proper direction from her human handlers.

Although a majority of horses with gastric ulcers do not show clinical signs and may appear to be completely healthy, a handful of symptoms are poor appetite, weight loss, poor coat condition, chronic diarrhea and behavioral changes such as aggression or nervousness. The only way to definitively diagnose gastric ulcers is by gastroscopy. During a gastroscopy, a veterinarian passes a tiny camera through the horse's nostril into the stomach. Once the camera is in place, the stomach lining can be observed for lesions.

When a horse has been diagnosed with gastric ulcers, it's important to work closely with your veterinarian and follow a treatment plan. Most horses will be prescribed Omeprazole or GastroGard®. This is considered the most effective treatment for gastric ulcers. It works by inhibiting the proton pumps in the lining of the stomach that produce gastric acid. The stomach contents become less acidic, preventing the formation of new ulcers while also allowing any current ulcers to heal.



While treatment is always important, I am a firm believer in prevention. There are several ways to manage a horse's lifestyle and diet in order to aid in the prevention of stomach ulcers. My number one rule in my pasture is no fasting. A horse that goes without adequate (quality is just as important as quantity) forage can easily develop gastric discomfort from the varying pH levels of inconsistent feeding and grazing. It is also crucial to provide hay while traveling longer distances to help buffer stomach acid.

I also believe in providing as much outdoor turnout as possible. When a horse is kept in a stall, even on stall rest due to an injury, this can cause stress and depression which can then lead to that gastric pH level being thrown off. If a horse does need to be stalled, providing a boredom buster like a Jolly Ball or other enrichment toys might be the answer.

Another way to help prevent gastric upset is Purina® Outlast®. It is formulated for horses of all ages and disciplines to support gut health and assist in keeping a proper pH level of stomach acid. Outlast® contains minerals including calcium and magnesium (which is extremely beneficial for those naturally nervous nellies!) and is designed to be top-dressed with daily feedings. It can also be fed as a snack when a horse is in a new or stressful environment such as trailering, weaning or showing.

Outlast® comes in two different forms for easy feeding options. It is available as a pelleted supplement and also as a treat. There are a handful of Purina horse feeds that provide a daily dose of Outlast® built right into the feed. These include Strategy GX®, Strategy Healthy Edge®, Equine Senior®, Senior Active®, Senior Enrich®, all three Ultium® formulas and the Omolene® feeds.

I like to top dress all my horses' meals with Outlast® during weather or seasonal changes, training, travel and camping trips. My husband's flighty mare is the perfect candidate for Outlast® at every meal. Since we have started including it in her daily diet, she has gained an obvious sense of calm (for her) and confidence. I truly believe that if an animal does not feel physically well, their way of communicating that pain is often looked at as bad behavior. I am grateful that Purina has created a product to help ease or prevent any discomfort my horses might experience and with something as simple as adding Outlast® to a daily meal.

EMPLOYEE ANNIVERSARIES

Kyle Adams
Mill Operator
5 Years



Dean Lachermeier
Mill Warehouse
1 Year



Cody Witthus
Grain Handling/Mill Warehouse
1 Year



MUNSON LAKES NUTRITION DIRECTORY

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GOOD NEIGHBOR DAYS

Thank you to everyone that celebrated Good Neighbor Days with us at The Country Store in June! It was a great success with the help of Ellie and Denny Swart, who provided the animals for the petting zoo, Sarah Swart and The Country Store Associates who hosted the event, Howard Lake Junior Royalty, Miss Howard Lake Coral Scwinn and Wright County Dairy Ambassador Katherine Hill! Everyone had a great time!



Brian Yager, General Manager

A MESSAGE FROM OUR GENERAL MANAGER

Good day everyone.

Here we are in fall and creeping towards winter and year-end.

We continue to invest in our company with the rotation of new vehicles and upgrades to our mill.

With strategic planning, we focus on our present customers while looking to see what the needs of our customers will be 3-5 years from now.

In the past few years, we have had several retirements and in the next few years we will have more. One goal is to look internally and locally for prime employees to fill these roles.

In this process, we will engage retired employees to help train in certain areas with work protocols pertaining to FSMA, HACCP rulings and on-the-farm training. As we know, each farm is an independent producer with their own system on how they want deliveries made to their likeness.

"THANK YOU FOR YOUR BUSINESS, AND BE ASSURED: AT MUNSON LAKES NUTRITION, WE WILL ALWAYS TREAT YOU AND YOUR NEIGHBORS WITH THE UTMOST RESPECT."

This includes manufacturing great products at a fair price, offering dedicated customer service and basing every decision we make on fairness and decency. Some things never change.