



ALL FOR YOUR SUCCESS

› By Chris Nelson, General Manager



From 1994 to 2014, a lot of things have changed at Pharmco. In 1994, the newly formed company sold animal health products and did business from a top-floor room in the Platte sale barn. Fast forward 20 years, and we now have four locations offering a wide array of services and products—from hunting supplies to feed to grilling items. But over those years, one thing has remained the same: We focus on feeding your future.

What exactly does that mean? It means when you need expert advice, products, and services that help make your operation successful, you can look to Pharmco. As a company focused on your success, we're always looking for ways to improve—whether that means adding new products and services, advancing our operations, or pushing communication to the next level.

This newsletter is an example of improving the latter. We're committed to keeping you informed and the lines of communication open. That is the primary reason we'll be sending this newsletter on a regular basis going forward. We hope you find this publication useful and that it sparks a conversation. Let us know your opinions on our first issue and topics you would like covered in the future.

From feeding to grilling

Since our beginning in 1994, the products offered at Pharmco have expanded from animal health items to a large variety of products and services. For instance, we carry all the things you need for every livestock life stage—from calving items to the grilling necessities for sizzling up a nice, juicy steak.

That's right, we carry deep fat fryers and Traeger® wood-pellet grills. Other items we carry that you may not expect include guns, exotic pet foods, Tony Lama boots, Bogs® footwear, and we're able to order in Wranglers®. On the agronomy side, we carry corn, soybeans, sunflower, milo, and other small grain seed as well as fertilizer. For livestock, we have vaccines, pharmaceuticals, dry and liquid feeds, tubs, blocks, and various medications. We also carry odds and ends, such as fencing equipment, twine, and net wrap.

If you're interested in learning more about what we offer, I invite you to start a conversation with a Pharmco staff member or me today. And, don't forget, I would like to hear your opinion on this newsletter. Give me a call at 605-680-3374. 



YOU WANT IT, WE'VE GOT IT

› By Myron Veurink, Paragon Manager

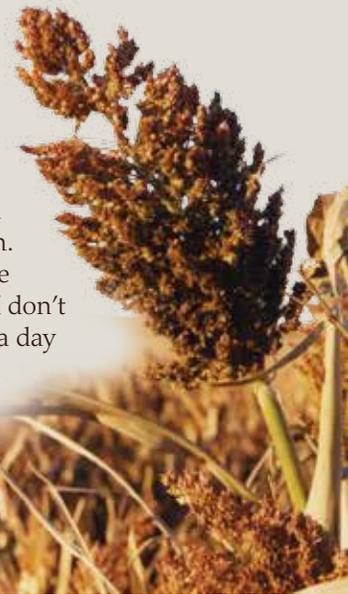


Looking for seed? Well, you're in luck. Pharmco carries your typical seed—corn, soybean, wheat, oats, milo, sorghum, alfalfa, and sunflowers. We also carry seed items for hunting land, lawn grass, pasture grass, and cover crops.

Read more about the oats we carry in Tresh's article on page 3. In the fall, we sell winter wheat, and the three main varieties are Wesley, Overland, and Ideal. If you need spring wheat, let us know and we will get it. Our wildlife products include Chick Magnet, wild game food, German hay millet, and white wonder millet. If you are interested in cover crops, we offer turnips, radishes, rapeseed, and canola—or we can do a specialty mix of your choice of any of these. We also offer an oats and pea mix, which is a popular spring forage crop. And don't forget about that delicious seed corn.

We also carry Gavilon fertilizers, which are stored at the Paragon location. We offer straight urea, map, map S, potash, zinc, or mixes.

If you're from the Kimball area, save some fuel and stop by to see me instead of traveling to another Pharmco location. The Paragon location carries many of the items I mentioned in this article, and if I don't have an item, I can get it to the store in a day or two. I hope to see you in the near future. If you have questions, I can be contacted by phone at 605-778-6579. 🌿



TELL THEM TO BUZZ OFF

› By Tony Donovan, Chamberlain Manager



Green pastures and pleasant temperatures will be here before we know it, but along with those delights comes a disadvantage—fly season. Flies are dreadful for any cattle producer, as these little nuisances rob cattle of weight gain and decrease pasture utilization. Getting a handle on the problem early is key for ensuring prosperous production.

Throughout Pharmco territory, face flies and horn flies are the primary culprits. Face flies feed around the eyes of cattle, causing irritation and transmitting the bacteria that causes pinkeye. Horn flies are the blood-sucking critters, each one feeding about 30 times/day.

We've got the tools for your arsenal

Prepare for battle against these pests with Pharmco. We carry an

effective control program for both horn and face flies: Altosid® IGR in both tub and mineral. The animal will digest the feed-through product, it travels through the digestive system, the Altosid in the manure breaks the normal life cycle, and prevents adult flies from forming.

Pharmco customers who've consistently used these products have had good luck. In fact, these producers had little to no pinkeye problems in their herds. However, this product is not a cure-all system. It should only be used as another tool in the toolbox. For an effective fly control program, you should also utilize back scratchers and insecticide ear tags.

Fly control products are available at any Pharmco location, so stop in and see us. Or, if you have any questions, feel free to stop in, email, or call. 🌿



COME AND VISIT US IN WINNER

► By Tresh Swedlund, Winner Manager



If you have yet to see Pharmco's newest building, I invite you to come and visit us today. Not to worry, we're definitely easy to find. You can find us right across from our old location on Highway 44 east of Winner. I'd be more than happy to show you around and explain how this new space is going to improve Pharmco for your benefit.

What was the main reason behind this build? Our Winner location has expanded operations to include two new seed lines, creating a need for more space. We're now carrying a variety of Hoegemeyer and Nuseed™ seed.



Hoegemeyer is a completely new line for Pharmco, and we chose it for a couple of reasons:

- 1) Their seed lineup is geared towards the western Corn Belt.
- 2) They have an impressive lineup of milo, which has become a big choice in our area due to price advantages and less rainfall.

Try our new seed

Besides milo, the Hoegemeyer line also includes corn, soybeans, oats, and sorghum. Nuseed has an excellent variety of sunflowers—from confection to oil—as well as corn and soybeans. We're taking early bookings on both, and you can call us at 842-0703 to order. Choose Hoegemeyer corn, soybean, or milo and receive some free bags as an appreciation deal.



The new building in Winner includes a large warehouse for storing iced and the new seed lines Pharmco carries.

TO TREAT OR NOT TO TREAT

► By Nate Timmerman, Platte Manager

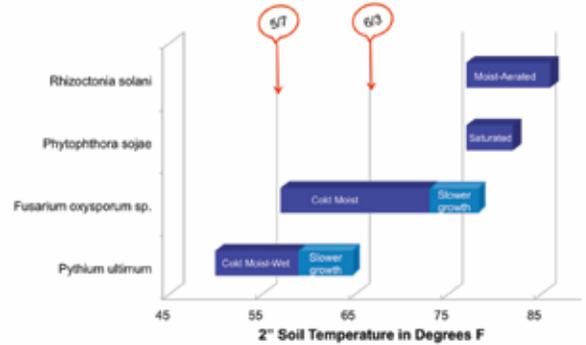


With planting season coming at us in a hurry, it's time to question how you can get the most value out of this year's seed investment. The answer to that question is treated seeds.

About 98% of the soybeans we sell will leave a Pharmco location treated. Why? Because the Pioneer® Premium Seed Treatment (PPST) package we offer provides an extra level of protection against early-season insects and diseases. You invested money in top genetics, so why not push those potential bushels to the max? Last year, we saw three- to seven-bushel increases from this treatment.

Pharmco also offers Jump Start® LCO, QuickRoots®, and Avipel® bird repellent for corn as well as treatments for wheat and small grain. If you're interested in receiving a seed treatment or have questions, contact any Pharmco location since we do the treatments at all locations. 

OPTIMAL SOIL TEMPERATURES FOR DEVELOPMENT OF SOYBEAN ROOT PATHOGENS



Dark-blue bars data source: Compendium of Soybean Diseases, 3rd Edition
Light-blue bars added by L. Osborne based on observations in SD, 2005-2011

Don't forget about the four oat varieties we offer. We have Jerry, Reeves, Shelby 427, and Goliath. Jerry and Reeves are multipurpose oats that can be grained or hayed, Shelby 427 is shorter in stature for grain production, and Goliath is a taller forage oat utilized for baling or chopping. It can also be combined. These are available in mini-bulk and can be arranged for delivery. Call today or stop in, as some varieties are running short. 





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PREPPING FOR A WIN

› **By Phil Johnson, Animal Nutritionist**



If you want to see a win for your cattle operation in the future, it's critical to focus on **What's Important Now**. And right now, you should be prepping for calving season and evaluating the needs of your feedlot steers.

Your calving season may have already started, but if not, are you ready? Now is a critical time for evaluating the health of your cow herd. I recommend taking a look at those expectant girls to make sure they're at an ideal body condition score (BCS) of a five or six. Typically, cows with a good BCS will have an easier time calving as well as successfully rebreeding.

Feeding for healthy cows

Ensure your cows have the ideal BCS with proper feed rations, supplements, Rumensin[®], and a mineral program fit for your area. Pharmco can help you with all of these products. First off, our expert staff can help you figure out the correct rations to feed your cow herd. Secondly, Pharmco has many supplement options—both free choice and force fed—including dry, liquid, mineral, cake, and tubs. We also have Rumensin available, which helps with scours and better utilization of feed—up to 10% saved. It's critical that you have a proper mineral program that is best suited for your area. Pharmco carries several minerals specifically designed for our trade area. I also recommend adding Chlortetracycline (CTC) or Aureomycin[®] to your feed rations. Prior to calving, CTC and Aureomycin protect your cows from bacteria. When fed after calving, they aid in fighting off infections.

Don't forget about the other calving necessities. From preparing your calving sheds to stocking up on the necessary calving supplies—Pharmco has what you need. We also can help with all of your vaccine and animal health needs. Not sure what shots

to do before calving or after? Come to us with questions, we're ready to answer.

Pack on the pounds

If you have feedlot cattle, it's time to plan your implant programs. When selecting a program, consider the type of implant, timing, and the management factors. While implanting, you should also do a pour-on for external parasites, C & D antitoxin, a viral booster vaccine, and other shots. Besides an implant, you may also want to consider feeding Optaflexx[™] to ensure added weight. Optaflexx is fed to finishing cattle the last 28-42 days for an added 15-20 lbs of weight gain. It may also increase dressing percentage. Come to Pharmco with any questions or needs, we'll make sure you see top performance.

Now is also the time to be thinking about the condition of your feedlot. Make sure your yards are kept in good shape during the spring thaw. A muddy lot can be a big factor in cattle performance, causing a loss of \$80-\$100 per head. And don't forget to keep an eye on distillers prices versus other protein and energy sources.

And while you may have just got your head wrapped around the fact that spring is already here, you should be taking the time to think forward to summer. Focus on summer feeding—a.m./p.m. feedings and extra water tanks—as well as ways to ensure that your cattle are comfortable. Cattle comfort includes a good fly program, so read up on Tony's fly control article on page 2 to learn how Pharmco can help you.

I hope your busy spring season goes as smoothly as possible. Remember, Pharmco is here to be of assistance with any questions or needs you have. 