New Products.

We have several new products!

**Kinetic** is an excellent quality, palatable rumen by pass fat. This product is a small prill, very clean, and readily consumed. Feed Cattle 1 to 2 lbs., ewes and doe’s 1-2 ounces. Rumen By Pass Fat is far more effective than adding extra fat or soy oil to the diet. To achieve the increase in lactation performance and to reduce weight loss in lactation the fat source must by pass the rumen. Feedback from dairies is excellent. I have used both Megalac and Kinetic (rumen by pass fats) on our 300 ewe flock. Both products really help reduce the weight loss that you normally see in lactation. Controlling weight loss in lactating animals will reduce re-breeding interval, increase conception rates, and provide for longer more productive animal lives.

Kinetic is more palatable and has almost no odor compared to megalac.

**BGY 28** is made by the Emmert Co. and is ‘brewers grains and yeast’ – an excellent source of beneficial yeast cell wall components that aid in digestion and rumen health.

**SuperCharger II Fat** is a top quality, prilled, fair priced fat for monogastic livestock. This product is easy to handle and mix, it does not bridge or clog.

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**S&W Feeds**

Customer Profile: 3

Bernie & Mary Ann Cripe

We are looking to Expand!

A Word from Jeff: 4

Preparing for Winter

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**Beef Cow Winter Feeding**

When it comes to supplemental winter feeding of the cow herd; price, quality, and simplicity are often the primary concerns of the producer. Many producers like to use a pellet to supplement the cows with. Some mills catering to this business by blending processor produced soy hull and corn gluten pellets.. These products are a blend of two very large pellets which are full of fines, lack nutritional balance and fortification, and suffer from ingredient separation which causes lowered performance and off feed times. The mills offering feeds like this have good intentions, but they lack our capabilities. We have the ingredients, nutritional knowledge, and pellet mills, to make a well fortified, fair priced, uniform particle size, nutritionally balanced pellet that you can supplement with. Our ‘Beef Cow Pellet’ is available bagged, in bulk bags, and in bulk – picked up or delivered. Soy Hull and Commodity Pellet’s are also available for feeding growing cattle and the cow herd. These are available straight or in a blendbagged, bulk bags, and in bulk pellet form.

If you are farm mixing rations for the cow herd, we can help with forage sampling and ration balancing. Balancing rations prevents under and over feeding which affects cost and performance. No matter your forage (silage, hay, crop residue)- it is important to know your nutritional levels so you can properly supplement the cow herd. Correctly balanced rations improve calf birth weight & vigor, eliminate deficiencies, address metabolic disorders, maintain cow body condition, increase cow longevity and improve health.
Wrapping Up Show Season

Show season this year was AWESOME! A huge congrats to all of our showmen and women that rocked 2017. Hunter Nutrition was well represented this year; winning classes in 10 states that we know of!

For those of you that sent in forms for our Rewards Program, apparel orders are in and we hope you love your shirts, sweatshirts, hats, and jackets!

If you have photos that you have not yet sent please email photos with captions to Claire at office2@hunternutrition.com.

We will be adding these to our website and to our facebook page!

Thanks & Again...Congrats!

Acquisition of Merrick’s Milk Replacer by Milk Specialties Global Animal Nutrition & what this means for you

On October 3, 2017 Milk Specialties Global announced their acquisition of Merrick’s Animal Nutrition Inc., a company known for its milk replacers. Merrick’s has been known for supplying products of high quality since 1959. Merrick’s president, Johanna Kuehn stated “Merrick’s and its employees look forward to maintaining the long-time relationships and support of their valued customers.”

Production of Merrick’s product lines has shifted to Milk Specialties Global and with this acquisition, there will be some changes in the milk replacement products that we will be carrying.

As our customers know, we have been carrying Merrick’s Super Lamb Milk as our main milk replacer. We are happy to announce that we will still be able to offer this formulation to our customers with pricing that beats last year’s!

The main change that we will be seeing with product changes will be with our smaller quantities of Lamb Milk Replacer. The Merrick’s small pails of lamb milk are not going to be available once our current supply runs out. We are looking to see what products we can carry to fill this void.

With this new connection we have with Milk Specialties, we also have access to high quality calf milk replacers! We have brought some in and are planning to continue to stock some of these products for our cattlemen.

If you have any specific questions feel free to call. We are always able to reach out to our representative for more information.

25# LAMB MILK REPLACER PRICING PROGRAM

<table>
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<tr>
<th>RETAIL PRICE</th>
<th>10+ BAGS PRICE</th>
<th>80+ BAGS PRICE</th>
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<tr>
<td>$43.00</td>
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Shown here are a handful of our winners for 2017!
Dealer Profile: **S&W Feed Center**

S&W Feeds is located in town of Greencastle, Indiana. Call the store and your call will most likely be answered by the lovely Jessica or maybe Rick if you can catch him. We love interacting with both Jessica and Rick, they are hilarious.

Rick Woodall, the owner, has been involved in the feed industry since 2008. He purchased S&W in 2013 and has done a wonderful job taking over things. Rick is someone that really knows his feed customers, understands their needs, and goes the extra mile to ensure these needs are met.

S&W has been consistently moving high amounts of feed for us since becoming a dealer in February of 2014. This year alone they are already past their 200 ton mark!

When asked about their favorite qualities of Hunter Nutrition, they expressed how much they liked the textured feed we make. In their words; ‘The feed is always fresh, and each bag has the same appearance when opened.’

Customer Profile: **Bernie Cripe**

Bernie Cripe has been involved in the sheep industry on and off for over 50 years. He has been involved both in the commercial industry and 4-H. After coming across the Shetland breed at the Indiana State Fair, he and his wife, Mary-Ann, both say the rest is history. Currently he and Mary-Ann maintain a flock of approximately 50 Shetlands.

The Cripes first started purchasing feed from Jeff while he was operating out of his house. When Hunter Nutrition opened the current location in Brookston, Bernie was Hunter Nutrition’s first purchase. The dollar used was framed and can be seen hanging in our office lobby.

The Cripes have kept their flock on the our feeding program for the full extent that they have maintained their flock. They keep their Ewes on the Ewe 12-30 B Complete Ration and use Hay Saver as needed. Bernie and Mary-Ann are members of the Shetland Association. The sheep they raise produce ample wool and the Cripes are able to retail this wool. We are honored to have them as such loyal customers and look forward to keeping their flock happy and healthy!

**WE ARE LOOKING TO EXPAND!**

Tonnage for us is up with this previous September setting a record high since we have been in business! We have our loyal customers to thank for this, of course. Our catalog is being finalized and will be sent out very soon. During our “down” time this year we have been hard at work looking to see how we can get our feeds more evenly distributed throughout the areas surrounding us.

With freight rates going up we are wanting to grow our dealer base to make our products more available. This is where our customers come into help!

Our current dealers are outstanding and moving record tonnage of their own, however there are still large gaps in Indiana, and the states surrounding us that we wish to service! Some of our best dealers have been found through our customers! If there is a store that supplies animal feed in your area that you think would make a great dealer let us know! New dealers will have to still maintain a 30 mile radius from any of our preexisting dealers. We don’t want to be stealing anyone’s business.

As of right now we are looking for dealers in Illinois, Michigan, Kentucky, North East Indiana, Southern Indiana, North West Ohio, and North East Ohio!

*Claire Adams*
As we head into winter, good preparation is everything. Assuming you have adequate forage supplies then our attention goes to nutrition and health concerns. In our part of the country we will be out of grass and all of its benefits by December, most likely earlier. Without high quality grass, ruminant livestock become totally dependent upon the herdsman’s feeding skill. Nutritional supplementation of the winter forage supply becomes critical. We will be in a demanding winter environment and need to fulfill the demands of late gestation and lactation. Gone are the nice, simple days of summer, watching the cows or ewes graze and thrive without much effort on our part. Much of your winter forage (hay, silage) will likely be first cutting. Despite all of our efforts we are stuck with at least 50% of our forage being hay that we call (a) less than desirable quality, (b) okay, or (c) poor quality.

The annual reproduction of ruminants in winter and early spring in the Midwest can be demanding. Preventative health (vaccination programs), Nutrition and Stockmanship must be at a high level for successful winter and early spring production. A good vaccination program for cows, ewes, and does will lead to success at parturition and during the early life of calves, lambs, and kids. Nutrition is critical, as we are supplementing almost all of the needs of the cow, ewe, or doe due to the stage of production and the low quality of much of our forage.

Winter Feeding for Production is a double challenge of low nutritional quality of stored forages and feeding for the highest demanding production stages of late gestation and lactation. The fact that these production cycles coincide with low quality forage makes supplemental feeding critical for success. The probability of deficiencies of even a basic nutrient such as energy or protein and certainly selenium, magnesium, calcium, Vitamin E, etc.. is high! Critical feeding starts 6-8 weeks prior to parturition and continues through lactation. Without adequate energy newborns will be small and weak, stillborns and abortions will be at a higher level. Adult animals who are shorted on energy will lose weight, have low milk production, a shorten live span, and have a longer re-breeding interval. Protein will be needed to maximize milk production and for viability of newborns.

Calcium, Magnesium, and to some extent Potassium play a big role in metabolic disorders which can be disastrous. The sudden onset of hypocalcemia and hypo-magnesia frequently seen in otherwise healthy animals are results of those deficiencies. Feeding these nutrients as a preventive measure is more successful than treatment options. Iodine is very important in reducing stillborns and preventing goiter. Low Selenium and/or Vitamin E results in white muscle disease in newborns, weakness, low birth weight & viability, stillborns, more dystocia, delayed bred back, and lowered performance.

We can help you with programs that supplement important nutrients such as energy, protein, selenium, vitamin E, magnesium, iodine, etc.. The feed business is really about the animal health business and we take that responsibility seriously. We are not just here to sell you feed, we want you to be successful and profitable. Good feeding programs in gestation and lactation can really make or break you.