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Volume XXVI Number 2

March 2018



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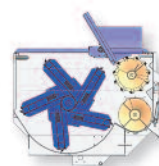
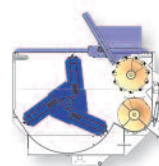


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Jill Dunkel
Editor
feedlot@st-tel.net



Annita Lorimor
General Manager
feedlot@st-tel.net



Amy Spillman
Digital/Circulation
Manager
circulation@feedlotmagazine.com



Greg Strong
Publisher
bigguy@st-tel.net
circulation@feedlotmagazine.com



Robert A. Strong
Editor Emeritus

FEATURES

For National Sales Contact: Bob Brunker, J.L. Farmakis, Inc., 48 Topfield Rd., Wilton, CT 06897
Email: bob@jlfarmakis.com / Sales Office: 203-834-8832

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Cover photo by Amy Spillman


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People with *Commitment*

Commitment. That's what it takes to be successful in the long term for almost any task or project. At the Cattle Industry Convention last month during the Best of Beef Breakfast, several were honored for their accomplishments in the industry, honored for their commitment.

One of those honored was the Jim O'Haco Cattle Company of Winslow, Arizona. Jim and his wife Jeanne were presented with the 2017 Environmental Stewardship Award for a lifetime of work on the Chevelon Butte Ranch. As the third generation on the ranch, the family is committed to improving the ranch through conservation planning, water systems and removing invasive juniper.

A notable property improvement was the installation of the High Point Well. The well features 42

miles of buried pipeline, supplying water to 60,000 acres of land. It was a ten-year project laying sections of pipeline each year that now supplies water from one end of the ranch to the other. With additional access to water, cattle weights improved and vegetation was more equally utilized. Wildlife has also benefitted from the project.

Commenting on his family's ongoing stewardship efforts, Jim O'Haco said, "Two things in life that I've always wanted to do and I think I have mostly accomplished them; have quality cattle and help the environment. The job's not done; we can always improve. We learn from our past and keep on improving."

Regional winners of the Environmental Stewardship awards included Blue Lake Farm, LLC, operated by Rusty and Jessie Thomson,

Sharon, S.C.; SFI, Inc., Seth and Etta Smith, Nemaha, Iowa; Sterling Cattle Company, Jimmy and Theresa Sterling, Coahoma, Texas; Flying Diamond Ranch, Scott and Jean Johnson, Kit Carson, Colo.; and Munson Angus Farms, LLC, Chuck and Deanna Munson, Junction City, Kan.

"The desire to leave the land better than they found it is a common trait among cattle raisers," says Dave Owens, beef marketing specialist with Dow AgroSciences, the company that sponsors the award.

"You certainly see that in action in the families that are being honored with this award. They're all making a real, on-the-ground difference in protecting and improving the environment."


These cattlemen have a high level of commitment to their businesses, their lifestyle, their ranches.

The Cattle Industry Convention was filled with people committed to improving their operation. Almost 1,000 individuals attended the 25th annual Cattlemen's College sponsored by Zoetis.

I attended many of these stimulating sessions. I've sat through many Cattlemen's Colleges and each year I have learned something new. During one session I ran into an old friend from college, and we listened to a session on clostridial disease. Clostridials have been around for centuries and blackleg is not an "exciting" hot topic, but we both learned something. I will be sharing some of the insights from that session and other Cattlemen's College sessions in future articles.

It was exciting to see so many committed to learning and improving their businesses through the learning opportunities and networking available at the convention.

Commitment. It's the backbone of the livestock industry. **FL**



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HOLD THE OIL



BY ROBERT JONES M.S. AND
JASON WARNER, PH.D. RUMINANT NUTRITIONISTS
GREAT PLAINS LIVESTOCK CONSULTING, INC

Oil Removal From Distillers Grains In An Evolving Ethanol Industry

One could make a very strong argument that the development of the bio-fuel industry and proliferation of dry-mill ethanol plants across the major grain production regions of the U.S. has had the single greatest impact on how we feed cattle over the last 25+ years. There certainly have been many other advances made in the field of cattle nutrition, but the increased production of an economical feedstuff such as distillers grains is arguably one of the greatest.

Distillers grains are not only nutrient dense but also provide many inherent feeding benefits such as ration conditioning and improved palatability. As with any business, the ethanol industry has changed over time. Extraction of oil from distillers grains is one of those changes that has understandably received much attention from the cattle industry. Nutritionally the oil represents an energy source containing 2.25 times the energy of a

carbohydrate. The recent development of the biodiesel industry has increased the demand for corn oil as a feedstock for biodiesel manufacturing. Many plants have invested in the technology needed to extract the oil to meet that demand. The oil now represents an additional income stream, currently priced at \$0.23/lb., and it has been estimated that at least 80% of ethanol plants nationally are extracting oil for sale to manufacturers of biodiesel.

The most common method used for extracting oil in dry-milling ethanol plants is through the liquid syrup or solubles stream. Grain is first ground through a hammer mill and then water, enzymes, and yeast are added for fermentation. Once the slurry or mash is fermented, it undergoes distillation to remove the ethanol and then it is centrifuged and separated into thin stillage and wet grains. The thin stillage is subsequently evaporated to remove excess moisture and

concentrated into syrup (called solubles). It is the syrup that is centrifuged yet again to separate the oil, and then the syrup or solubles is added back to the wet grains to form distillers grains plus solubles. Corn and milo are the two most common grains used for ethanol production in the U.S. Corn usually runs about 4% fat and milo closer to 3%, so distillers grains with no oil removed will typically be 11-12% fat depending on grain source. Centrifuging the syrup will remove approximately 1/3 of the oil which will reduce the fat content of the final product to 7.5-8%. There is variation due to many factors (grain source, plant operations, season of the year) both from plant to plant and also within a specific plant.

Much research has been conducted to better understand the impact that oil removal has on cattle performance, and in general results have been variable. In finishing rations, distillers grains are commonly fed as either an energy

or protein source dependent upon the inclusion level. In a study conducted at the University of Nebraska-Lincoln by Jolly et al. (2013), de-oiled wet distillers grains plus solubles (7.9% fat) was compared to normal distillers (12.4% fat) and fed in finishing rations to yearling steers at 35%, 50%, or 65% of the ration on a DM basis.

In this study, they reported that regardless of distillers grains inclusion level, oil removal had no significant effect on gain, feed conversion, or carcass characteristics. The same research group conducted an additional study with calf-fed steers comparing de-oiled (7.2% fat) to normal (12.0% fat) modified distillers grains plus solubles in finishing rations. As the inclusion level of de-oiled distillers grains increased from 0 to 60% of the ration on a DM basis, feed conversion improved as expected.

When distillers grains were fed

at 15% of the ration, no performance or carcass differences were observed between distillers grains fat levels. However, when fed at 30% of the ration, feed conversion was improved approximately 3.5% for cattle fed the full-fat distillers grains.

Likewise, data from the University of Minnesota evaluating multiple finishing cattle trials with varying distillers grains inclusions and fat levels indicates that reducing oil from the distillers does reduce energy value dependent on level fed in the ration. Burhoop et al. (2017) conducted a trial evaluating 40% de-oiled distillers grains (8.9% fat), 40% full fat distillers grains (11.6% fat) and 38% de-oiled distillers grains with 2% added corn oil in a finishing ration. Dietary fat was formulated to be equal between the full-fat distillers grains and the de-oiled distillers grains with added corn oil; however, actual lab analysis showed that the

de-oiled distillers grains with added corn oil had 0.68% more dietary fat. When comparing the de-oiled distillers to the full-fat ▶

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PRODUCT INFORMATION

NADA #141-450, Approved by FDA

**Banamine[®]
Transdermal**
(flunixin transdermal solution)

Pour-On for Beef and Dairy Cattle 50 mg/mL

BRIEF SUMMARY: (For full prescribing information, see package insert)

Non-Steroidal Anti-inflammatory Drug

Only for topical use in beef and dairy cattle. Not for use in beef bulls intended for breeding; dairy bulls; female dairy cattle 20 months of age or older, including dry dairy cows; and suckling beef calves, dairy calves, and veal calves.

CAUTION: Federal law restricts this drug to use by or on the order of a licensed veterinarian.

DESCRIPTION: Each milliliter of Banamine Transdermal pour-on contains 50 mg flunixin (equivalent to 83 mg flunixin meglumine), 150 mg pyrrolidone, 50 mg L-menthol, 500 mg propylene glycol dicaprylate/dicaprate NF, 0.20 mg FD&C Red No. 40, and glycerol monocaprylate NF qs.

INDICATIONS: Banamine Transdermal pour-on is indicated for the control of pyrexia associated with bovine respiratory disease and the control of pain associated with foot rot in steers, beef heifers, beef cows, beef bulls intended for slaughter, and replacement dairy heifers under 20 months of age.

CONTRAINDICATIONS: NSAIDs inhibit production of prostaglandins which are important in signaling the initiation of parturition. The use of flunixin can delay parturition and prolong labor which may increase the risk of stillbirth. Do not use Banamine Transdermal pour-on within 48 hours of expected parturition. Do not use in animals showing hypersensitivity to flunixin meglumine.

USER SAFETY WARNINGS: Not for use in humans. Keep out of reach of children. Flunixin transdermal solution is a potent non-steroidal anti-inflammatory drug (NSAID), and ingestion may cause gastrointestinal irritation and bleeding, kidney, and central nervous system effects.

This product has been shown to cause severe and potentially irreversible eye damage (conjunctivitis, iritis, and corneal opacity) and irritation to skin in laboratory animals. Users should wear suitable eye protection (face shields, safety glasses, or goggles) to prevent eye contact; and chemical-resistant gloves and appropriate clothing (such as long-sleeve shirt and pants) to prevent skin contact and/or drug absorption. Wash hands after use.

In case of accidental eye contact, flush eyes immediately with water and seek medical attention. If wearing contact lenses, flush eyes immediately with water before removing lenses. **In case of accidental skin contact and/or clothing contamination, wash skin thoroughly with soap and water** and launder clothing with detergent. **In case of ingestion do not induce vomiting and seek medical attention immediately.** Probable mucosal damage may contraindicate the use of gastric lavage. Provide product label and/or package insert to medical personnel.

RESIDUE WARNINGS: Cattle must not be slaughtered for human consumption within 8 days of the last treatment. Not for use in female dairy cattle 20 months of age or older, including dry dairy cows, use in these cattle may cause drug residues in milk and/or in calves born to these cows or heifers. Not for use in suckling beef calves, dairy calves, and veal calves. A withdrawal period has not been established for this product in pre-ruminating calves.

PRECAUTIONS: As a class, cyclooxygenase inhibitory NSAIDs may be associated with gastrointestinal, renal, and hepatic toxicity. Sensitivity to drug-associated adverse events varies with the individual patient. Patients at greatest risk for adverse events are those that are dehydrated, on concomitant diuretic therapy, or those with renal, cardiovascular, and/or hepatic dysfunction. Banamine transdermal should be used with caution in animals with suspected pre-existing gastric erosions or ulcerations. Concurrent administration of other NSAIDs, corticosteroids, or potentially nephrotoxic drugs should be avoided or used only with careful monitoring because of the potential increase of adverse events.

NSAIDs are known to have potential effects on both parturition (see Contraindications) and the estrous cycle. There may be a delay in the onset of estrus if flunixin is administered during the prostaglandin phase of the estrous cycle. NSAIDs are known to have the potential to delay parturition through a tocolytic effect. The use of NSAIDs in the immediate post-partum period may interfere with uterine involution and expulsion of fetal membranes. Cows should be monitored carefully for placental retention and metritis if Banamine Transdermal pour-on is used within 24 hours after parturition.

Not for use in dairy or beef bulls intended for breeding because reproductive safety has not been evaluated.

HOW SUPPLIED: Banamine Transdermal pour-on, is available in 100-mL (NDC 0061-4363-01), 250-mL (NDC 0061-4363-02), and 1-L (NDC 0061-4363-03) bottles.

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Hold the Oil... from previous page

distillers the results agree with the previous studies; however, feed conversions were only improved 1.2% for cattle fed full-fat distillers grains. Steers fed de-oiled distillers grains with added corn oil had a numerical improvement in average daily gain by 2.5%, feed conversion by 3.7%, and hot carcass weight by 7 lbs. compared to steers fed full-fat distillers grains. In this study, it was determined that if corn oil is priced below \$0.25/lb., the improvement in feed efficiency provides an opportunity to economically add corn oil back to the ration.

Most of the available research would support that reducing the oil content from distillers in the ranges looked at in these studies does not appear to greatly reduce the feed value for finishing cattle, but the

response is inconsistent. As more oil is removed from distillers beyond the levels discussed, the impact it has on cattle performance may be greater. With technology advancements, ethanol plants will likely continue to find additional ways to capture value from the main components of distillers grains (protein, fat, fiber) which will likely change the feed even more. Currently, distillers grains remain an excellent feed and often times our least expensive source of protein and energy, but it is important that we remain mindful of the technologies in place by ethanol plants and how it may impact the value of the feed in the future.

*For more information on this topic or other nutrition-related questions, visit Great Plains Livestock Consulting at www.gplc-inc.com. **FL***

Drought Influences Cattle on Feed

BY DERRELL S. PEEL, OKLAHOMA STATE UNIVERSITY EXTENSION LIVESTOCK MARKETING SPECIALIST

Drought conditions in the Southern Plains likely contributed to larger than expected feedlot placements in the latest Cattle on Feed report. Total January placements were 104.4 percent of last year, with Texas up 11.1 percent year over year and Oklahoma up 30.6 percent from one year ago. Feedlots placed 8.6 percent more cattle in the September to January period compared to one year ago. Total feedlot marketings in January were 106.1 percent of one year ago. The February 1 on-feed total was 107.9 percent of last year.

Limited winter grazing numbers and early movement of wheat pasture cattle to feedlots means that little of the normal March run of wheat pasture cattle will be seen this year in the Southern Plains. Likewise few cattle remain

or are likely to be purchased for wheat grazeout. Early placement of feeders in the feedlots means that the short term supply of feeder cattle outside of feedlots is tighter, as reflected in the year over year decrease in the estimated January 1 feeder supply. However, many of the lightweight feeders placed late in 2017 will remain in feedlots until mid-2018. Feedlots are pretty full and will have reduced demand for feeders for some time yet this spring, thus the overall supply-demand balance may not have changed much. Larger feedlot placements in recent months represents a change in timing of feedlot production but not a change in the overall supply situation. In general, while feedlots will not maintain the placement rate of recent months going forward, feeder cattle numbers will be larger in 2018 supporting increased cattle slaughter and beef production. **FL**

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Transdermal
(flunixin transdermal solution)



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FDA-approved to control pain due to foot rot and fever due to BRD, Banamine Transdermal is the only non-steroidal anti-inflammatory (NSAID) cattle product available with a convenient pour-on route of administration. Visit BanamineTD.com to learn more.

IMPORTANT SAFETY INFORMATION: NOT FOR HUMAN USE. KEEP OUT OF REACH OF CHILDREN. Only for topical use in beef and dairy cattle. Do not use Banamine Transdermal pour-on within 48 hours of expected parturition. Do not use in animals showing hypersensitivity to flunixin meglumine. Cattle must not be slaughtered for human consumption within 8 days of the last treatment. Not for use in female dairy cattle 20 months of age or older, including dry dairy cows; use in these cattle may cause drug residues in milk and/or in calves born to these cows or heifers. Not for use in suckling beef calves, dairy calves, and veal calves. A withdrawal period has not been established for this product in pre-ruminating calves. Not for use in dairy or beef bulls intended for breeding because reproductive safety has not been evaluated.

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SPRINGTIME REPAIRS

Winter Adds Stress to Cattle Feeding Facilities and Equipment

The additional moisture, freezing, and thawing of the winter season adds stress to most aspects of the cattle business. In central Idaho, the later part of January and early February brought abnormal day-time thawing, which resulted in more ice than we are accustomed to for that time of year. The additional ice brought problems ranging from poor footing on feed grounds/yards, poor traction for trucks and tractors, and excessive wear and tear on facilities and forage processors.

As winter gives up its grip and

the pens and yards dry out, many of us begin to go over our facilities and equipment to find and repair problems brought on by harsh winter and spring conditions. The warmer weather will allow us to remove built-up manure from feed bunks and pens, and make it possible to remove chaff, mud, and debris from hard to reach locations on forage processors, feed wagons, and trucks. As we clean up the facilities and equipment, we can locate and repair problems.

Arlan Tobyne, who trains employees for feedlots near Dodge

City, Kansas, said, “Once things thaw out we go over the pens, bunks, tub, snake, and chute. You want to make sure there is not any metal rusted out, and that there is not any sharp points sticking out that might cut a calf or cow above the hoof. These injuries get ugly real quick. Most of the time they’ll never get over it. In a feedlot they’re in manure. You can give them antibiotics, but you can’t keep them clean enough.”

It is important to check the chutes and facilities for cracks in the framework and grease or oil moving parts. This is not only to insure the safety of the cattle, but the operators as well.

A mud hole in the gate is dangerous to cattle and pen riders. It should be filled with materials that will withstand traffic when wet. *Photo by Arlan Tobyne.*





Checking hammer-mill flails for wear and proper function helps ensure feed is processed accurately.

Tobyne said, “If part of the system fails, people can get hurt. If the squeeze pops loose as you are stepping up to the chute, you can get hurt real bad. I’ve seen that happen before.”

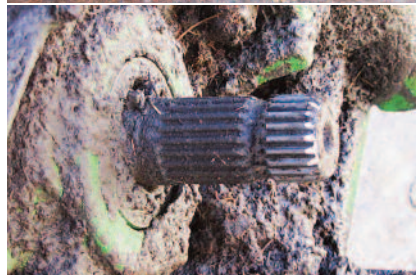
Remove manure and mud from bunk slabs. Fill voids behind the bunk slabs and gateways with dirt, and compact this material to help hold it in place. “If you don’t put dirt back in, pretty soon you’ll have a cliff to bale down off of everyday. This becomes a safety issue when it’s slick. A horse will want to jump off of this, but they can slip and fall,” said Tobyne.

Level the pens to eliminate holes created where cattle eat dirt. “In a feedlot they’re going to eat dirt. If they find a spot they like, they’ll eat a three foot hole in the pen floor. What most of us do is dump manure in the hole and they’ll quit eating the dirt at that spot,” said Tobyne.

In addition to the physical facilities of any feeding operation, it is productive to review and service the equipment, tractors, and trucks used to feed the cattle.

Gregory Eppich, who backgrounds calves and feeds cattle rations milled from lower quality grains raised on his farm near

Handel, Saskatchewan, said, “Because much of the equipment must function every day to feed cattle, a lot of maintenance has to be done as problems occur. That being said,



Cleaning equipment after winter use can reveal oil or hydraulic leaks or cracks in equipment.

we find it valuable to take time during the spring and summer – it can be challenging to work this in around planting and harvest – to go over the feeding equipment, and components of that equipment, to evaluate the general condition of the equipment.”

Eppich explained that cold weather brings on problems not as prevalent during warmer seasons. Metal and rubber become more brittle in the cold, and lubricants are not as viscous – causing more wear to moving parts.

Eppich said, “Due to the buildup of chaff and dirt freezing on the equipment, we have more trouble detecting structural problems with feeding equipment in the winter and spring. It is a real good idea to thoroughly clean these machines after the weather warms up and look for problems that have been covered up all winter. It’s not uncommon to find a crack in the frame of a feed truck or processor. Sometimes a small hydraulic leak will be revealed after the dirt and grime is stripped away. Locating and repairing these problems, before they get big, can save a lot of money and downtime.” **FL**



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Use Caution with Extra-Label Use

Administering products off-label can result in decreased efficacy and withdrawal concerns

Thanks to educational programs and information, as well as an industry-wide push for beef quality assurance, the eating experience for consumers has increased in both quality and consistency. Injection site education, following withdrawal times, pharmaceutical mode of application options, cattle handling and other improvements have helped the industry significantly since the early 1990s.

According to BQA educator Dr. Ron Gill, following beef quality assurance guidelines are not only good for the industry, but also for the cattle owner. Following label directions for route of administration ensures pharmaceutical products work like they are designed to and minimize tissue damage.

“If you’re going to take the effort and expense to give a product, administering it according to label directions will help ensure it’s going to work as intended. If you don’t deliver it correctly, you might not get the results you expect,” Gill said.

Once you go off label, you don’t know the absorption rate, withdrawal time and efficacy of the product, he said.

A similar issue occurs when too much of a product is injected in one place. Most products recommend no more than 10cc at a single injection site location. More than

10cc can lead to the product not being absorbed appropriately.

Improper injection techniques can also increase tissue damage resulting in more trim on the carcass and will affect the tenderness of meat in the area of an intra-muscular injection. “That’s why all IM injections should go in the neck,” Gill states.

A new product released in February hopes to make it easier for cattlemen to use and follow label directions, insuring an accurate withdrawal time and efficacy when administered correctly. Banamine Transdermal (flunixin transdermal solution) from Merck Animal Health offers a new pour-on route of administration, compared to traditional injectable flunixin meglumin.

Banamine Transdermal is the first and only non-steroidal, anti-inflammatory (NSAID) cattle product available as a pour-on, and the first product ever to be licensed with a pain indication for food animals

Flunixin meglumin injectable products are labeled for intravenous (IV) use in cattle, and have a four-day withdrawal. Because IV administration can be difficult, the injectable product has often been administered either IM or SQ, which can change the withdrawal to as much as 60 days, according to Scott Nordstrom, DVM, Assistant

Director of New Product Discovery and Development for Merck Animal Health

According to the FDA, extra-label use of drugs without written direction by a veterinarian in food-producing animals is a significant public health concern and a contributing factor in illegal residues in edible animal tissue. Such use of drugs is illegal under the Federal Food, Drug, and Cosmetic Act.

Flunixin meglumine has been one of the common causes of meat residue violations in cattle. According to Nordstrom, “Merck Animal Health understands the importance of flunixin meglumine’s use in treating cattle and worked to find an easier way to administer it. The pour-on application eliminates injection-site lesions within the carcass at marketing and reduces risk of residues, resulting in a significant improvement in food safety.”

Good record keeping is key to protecting yourself in the event of a residue violation, Gill said. “If it’s your first violation, they will often see what your records are, and if you’re trying to follow guidelines. Repeat offenders can be fined and habitual violators can ultimately be banned from owning livestock,” he said.

“Even if you are administering a product to stocker cattle that you think wouldn’t enter the food chain for several months, withdrawal times are important,” said Gill. “If you’re giving something off label, you can have a withdrawal issue. If one of those stocker calves had to be harvested early, then a residue could be in the meat. You can’t assume that calf would go to another rancher or stocker operator. Once they leave your property, you have no control whether they enter the food chain or not.” **FL**

New Product, New Application

Merck Animal Health’s introduction of Banamine Transdermal brings to the market the only FDA approved product for pain control in a food producing animal. It is approved for the control of pain associated with foot rot and fever associated with bovine respiratory disease.

“Banamine Transdermal aligns with industry initiatives to continuously improve animal care and mitigate pain” said Nordstrom. “There’s a lot of quality research behind this new product. Topical administration gets past any obstacles we have had in the past with the level of training and skill required to give flunixin on label. We now have the technologies to make this work for cattle, in an easy to administer product without any negative side effects.”

Banamine Transdermal is also the first non-parasiticide product for cattle that is administered as a pour-on.

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ACTIVE SUBSTANCES PER ML:

Zinc	60 mg/ml
Manganese	10 mg/ml
Selenium	5 mg/ml
Copper	15 mg/ml

OTHER SUBSTANCES:

Chlorocresol 0.1% w/v (as preservative).

DOSAGE RECOMMENDATIONS:

CALVES: Up to 1 year	1 mL/per 100 lbs. bodyweight
CATTLE: From 1-2 years	1 mL/per 150 lbs. bodyweight
CATTLE: Over 2 years	1 mL/per 200 lbs. bodyweight

PRECAUTION:

Selenium and copper are toxic if administered in excess.

Always follow recommended label dose.

Do not overdose.

It is recommended that accurate body weight is determined prior to treatment.

Do not use concurrently with other injectable selenium and copper products.

Do not use concurrently with selenium or copper boluses.

Do not use in emaciated cattle with a BCS of 1 in dairy or 1-3 in beef.

Consult your veterinarian.

CAUTION:

Slight local reaction may occur for about 30 seconds after injection. A slight swelling may be observed at injection site for a few days after administration. Use standard aseptic procedures during administration of injections to reduce the risk of injection site abscesses or lesions.

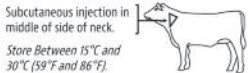
DIRECTIONS:

This product is only for use in cattle.

MULTIMIN® 90 is to be given subcutaneously (under the skin) ONLY.

It is recommended to administer the product in accordance with Beef Quality Assurance (BQA) guidelines. Minimum distance between injection sites for the MULTIMIN® 90 product and other injection sites should be at least 4 inches.

Inject under the loose skin of the middle of the side of the neck. Max volume per injection site is 7 ml.



Store Between 15°C and 30°C (59°F and 86°F).

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"We AI using MULTIMIN® 90 on customers' heifers to help synch their program and we're seeing a 10% to 15% increase (from 55% to 70%) with settling rates and that's a BIG DEAL. In our bull breed programs with first calf heifers, we're seeing 96% to 97% conception rates and second calf heifers a rate of 94%— again that's really good! Before MULTIMIN® 90 we were only seeing an 82% rate. On the herd health side we've seen some really impressive results on calf sickness, mortality and morbidity. And in our stocker cattle, we're using a lot less antibiotics."

Brock Kerr, DVM, Chad Kerr, DVM
Dodge City Veterinary Clinic, Dodge City, KS

“ FOR OUR PRACTICE, MULTIMIN® 90 IS AN IMPORTANT TOOL IN OUR TOOLBOX ”

Dr. Dustin Davis, DVM
Laurel Highlands Animal Health, Somerset, PA

“ Finding things that prevent problems is what I'm always looking for and that's what MULTIMIN® 90 does.”

Dr. Kirksey, DVM Notchey Creek Veterinary Clinic
Madisonville, TN

“ We implement MULTIMIN® 90 with timed AI programs. And when we are dealing with micronutrient issues we see a large difference in our MULTIMIN® 90 treated cows versus untreated cows in conception. In our embryo work, we give all our recipient cows and donor cows a treatment of MULTIMIN® 90 as well. ”

Dr. Dustin Davis, DVM & Levi Davis
Laurel Highlands Animal Health, Somerset, PA

SUPPLEMENTATION PROGRAM	
BULLS	3 times per year
BEEF COWS	4 weeks before breeding 4 weeks before calving
DAIRY COWS	4 weeks before calving 4 weeks before insemination at dry-off
CALVES	at birth at 3 months and/or weaning
HEIFERS	every 3 months – especially 4 weeks before breeding

(program gives planned dates that can be varied to suit management programs)

DOSAGE TABLE			
ANIMAL WEIGHT (lbs)	CALVES UP TO 1 YEAR 1 ml/100 lb BW	CATTLE 1-2 YEARS 1 ml/150 lb BW	CATTLE > 2 YEARS 1 ml/200 lb BW
50	0.5 ml	-	-
100	1 ml	-	-
150	1.5 ml	-	-
200	2 ml	-	-
300	3 ml	-	-
400	4 ml	-	-
500	5 ml	-	-
600	6 ml	-	-
700	7 ml	-	-
800	-	5.3 ml	-
900	-	6 ml	-
1000	-	6.6 ml	5 ml
1100	-	-	5.5 ml
1200	-	-	6 ml
1300	-	-	6.5 ml
1400	-	-	7 ml

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More Cows, Less Grass

For one Kansas cattleman, drylot system boasts multiple advantages

For Texas ranchers, 2011 won't soon be forgotten, due to the worst single-year drought since the 1800s. But the impacts were felt way beyond the borders of the Lone Star State. For Mark Diederich, a Greenleaf, Kan., cattleman, it was a turning point for his operation.

Thanks to the lack of rain, he'd been able to purchase some high-quality females out of Texas. The only problem? He couldn't secure long-term grazing land for them in Kansas, either. He would have to figure out an alternate plan.

Diederich started out in Iowa, looking at various types of confinement buildings, but soon realized each would be too cost-prohibitive. He knew there had to be another way to make confinement cows work without the overhead of a building.

Without any guidelines to follow, he embarked on an experiment on a quarter-section of land (of which 84 acres was farm ground). Diederich planted the farm ground with a Sorghum Sudangrass grazer, and built lots on the remaining land to hold cattle when they weren't grazing in the field.

Health is top priority

"I was concerned when you start putting cows in a group that some pathogen would have a favorable environment, and it would just blow up and basically eat our lunch, kind of like when people first started putting hogs in buildings," Diederich says. "I was also worried about something as benign as foot rot starting in those pens and escalating to the point where we would have issues and have to

spend a lot on treatment."

Another concern? His reputation for selling good, healthy calves at the auction market (for a premium) every year.

"I had a person who was very knowledgeable in the cattle industry in the area who had known me for years who really tried to discourage me from this," he says. "He said, 'Diederich, you run your cattle through this system and they won't be the same anymore. They'll go back to average.'"

Still, Diederich thought it was worth trying on 100 cows. Now, he's up to 220 cows in the same cell and has not yet hit the wall. It's worth noting he only treated one animal with antibiotics between weaning and harvest time over the last two years.

"I've just been fine-tuning it, and have pushed to make it work," he says.

The cattleman credits his tight calving season with his herd's health.

"I start calving at the end of February and if they don't have a calf on the ground by April 1, they're gone," he says.

"They have about 40 days to calve and that's it. And it's really key to this working for me, because you must have your calves about the same age to effectively combat disease."

It's a concept based on the Sandhills Calving System, which segregates calves by age to minimize disease outbreaks, he says.

"They try to limit your exposure and have as much immunity to what bugs are present on your farm," he says. "So, with my own heifers, raised in my closed herd in



the same environment, they're kind of doubling down on their natural immunity to the bugs that are here."

He says genetics also play a role, and he uses Angus, Hereford, Simmental, Red Angus and Charolais cattle — all bred by AI — to maximize heterosis because "it's the only thing that's free."

And since he's fed his calves out, he knows they not only stay healthy through slaughter, but perform well, too. The last two years have seen his calves averaging 3.14 pounds per head per day for each day of life.

Cost-effectiveness key

"You know, everything has an opportunity cost," Diederich says. "The biggest problem with confined cattle is that they're in a pen. But the biggest plus with confined cattle is they're in a pen. Because they're in a pen, I can AI them without having to go through the hassles of gathering them. I can check 200 pairs in 30 minutes. I can implant them when I need to, vaccinate them when I want to, preg check them when I want to — because they're already caught."

But it's not all roses, he says. His set up makes him more like a dairyman or feeder than the average cow-calf man, because there isn't much flexibility when your cattle



are in pens and depending on you to eat.

Feed costs can be an issue, too, if you're not careful.

"To be competitive, you've got to be cost-effective," Diederich says. "And to be cost-effective, you

must watch what it costs to feed per head per day."

He says to be successful, a dry-lot operator must be able to buy bulk commodities and limit feed. Diederich feeds once per day, as little as 17 pounds to 50 pounds per cow, depending on the ration and using whatever commodities are most cost-effective at the time. He notes that, in his setup, calves can get under the hot wire to graze in the meadow and be supplemented away from the cows. This not only allows the calves a clean environment to go, but enables him to start introducing feed to them.

"That's where a system like this has a real advantage," Diederich says. "Because while weaning is usually a really stressful time, it isn't for my calves. They've been on the weaning ration and getting used to the idea for 30 to 40 days before I shut the gate."

He also grazes his Sundangrass

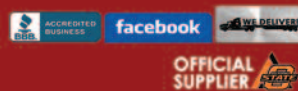
in paddocks or cells, to add to his efficiency. He has designed his cells to be the size where a group of cows can be in there for about three days. Any bigger, Diederich says, and they knock the stalks down and don't want to eat that stalk.

"But if it's on day three, it is fresh enough on the ground that they'll go ahead and pick it up and clean it off. And so then, we graze everything in the cell, and then we move on. Then, this plant already has a root system set up, and it will grow like crazy regenerating itself."

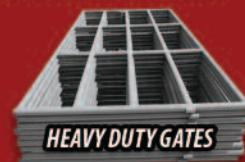
Diederich says a system like this is flexible, and you can continually tweak it to make sure it is best fitting your needs. There is one thing you can't change, though, and must consider before choosing a site. That's why his parting advice is selecting a well-draining area.

He says, "because the one thing you can't do is make water go uphill." **FL**

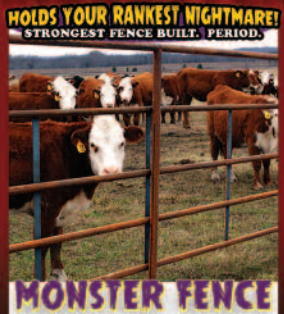
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STRENGTHENING TEAMWORK

Building teamwork is tough. It doesn't come naturally to work as a cohesive team where everyone looks out for each other, no one leaves until everyone is done for the day, the standards are high, and each person holds themselves and others accountable.

In his seminal book, *The 5 Dysfunctions of a Team*, Pat Lencioni covers the key areas of teamwork from a "dysfunctional" standpoint to emphasize the damage that occurs to teams when they are not managed properly or embraced by the team members. He structures the five dysfunctions into a pyramid to help understand the impact of each.

The base of the pyramid is the **Absence of Trust**. Without Trust, the pursuit of individual goals and status degrades the focus on group success. Trust is the foundation for teamwork because we must have it for transparency, honesty and the ability to say, "I screwed up."

The next tier of the pyramid working from the bottom is the **Fear of Conflict**. This is the inappropriate desire to preserve artificial harmony, which in turn stifles opportunities for productive exchange of ideas, strategies and philosophies. Conflict needs to be treated as a good, productive, open discussion of significant ideas and opportunities. When Conflict is feared, many great ideas are

never even thought of, let alone shared or implemented.

In the middle of the pyramid is **Lack of Commitment**. This prevents team members from making decisions they will stick to and diminishes the desire to follow through on decisions. Without Commitment, people might tend to agree to do certain things, but end up going their own direction. Goals are ineffective. Commitment needs clarity and buy-in to be effective.

The fourth level from the bottom of the pyramid is **Avoidance of Accountability**. This is defined as the need to avoid interpersonal discomfort, preventing team members from holding one another accountable. If Accountability is not a focus of our teamwork, then we can't reach our goals. Team members need to hold each other accountable for everyone to feel a sense of fairness, loyalty and equity. It is next to the top of the pyramid because it is one of the hardest to do. Your people probably don't feel comfortable telling a coworker, "I don't think you've been pulling your weight lately..." They may say this when they are fed up, but it isn't done in a tactful and frank manner intended to help that person get back on track and enhance the results of the entire team. More

they never tell that person directly, creating a toxic environment. Remember the need for Trust as the foundation of our pyramid? That's why it is so important at these higher, difficult levels.

The top tier of the dysfunctionality pyramid is **Inattention to Results**. This is the inappropriate pursuit of individual goals and personal status that erodes the focus on collective success. If we aren't focused on results our employees won't know what they are shooting for and become distracted by their day-to-day challenges, getting their own job done and immediately going home, avoiding opportunities to help others, and simply putting in their time. It's interesting that if we are good at the four lower levels of the pyramid—Trust, Conflict, Commitment and Accountability—Results happen almost automatically.

This is a very brief summary of Lencioni's great book. Because the book has been incredibly valuable to many businesses, a new tool has been developed to help teams understand how they score in each of these five areas. The tool is computerized, providing extensive reports for each individual as well as to the team as a whole, to facilitate the process they must go through to strengthen their team and maximize their full potential.

If you think this tool might be useful for your managers, employees, family or other groups, contact me and I can walk you through some options.



Don Tyler is founder of Tyler & Associates Management Coaching. He can be reached at dhtyler@frontiernet.net or by calling 765-490-0353.





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Ranchers offer tips for heifer development



BY HEATHER SMITH THOMAS

Hear what works for these particular operations

Successful development of good replacement heifers depends on age at puberty, herd health (biosecurity, vaccination program, parasite control, etc.), and nutrition. Fertility and age at puberty are heritable, but influenced by nutrition. Heifers need optimal nutrition for growth (proper amounts of energy, protein, trace minerals, etc.) but not overfed. A heifer genetically programmed for early puberty and fertility, on a moderate plane of nutrition, will cycle earlier and be more successful for a long life of production than a less fertile heifer that is overfed to reach “target weight” for breeding.

Programs vary for heifer development. Here four ranchers detail what works for their operation.

Weaning

Jack Holden’s family (Valier, Montana) has raised Hereford seedstock more than 50 years. “We’ve always developed our heifers on grass, weaning the end of August at 7 months of age. We wean in a lot for a few days, on a corn-based pellet that’s 14% protein

and 4% fat, feeding between 2 and 3 pounds per day. We continue to feed them when they are back out on grass, mainly so we can walk through them daily—to check for health issues and get them used to people. This helps with disposition and gentles them. This is also a way to get Bovatec into them (in the pellet). I firmly believe that feeding ionophores to heifers aids in earlier puberty,” says Holden.

Joe Van Newkirk, whose family has raised Hereford seedstock cattle near Oshkosh, Nebraska, for several generations, says their calves are born February-March and weaned the end of September or first of October. “We don’t fence-line wean but the cows are right outside the corral. The calves get a commercial pellet (complete feed) the first 3 weeks and big bales of native hay to eat free choice,” he says.

After that, replacement heifers are put on a ration of ground alfalfa hay, sorghum silage, and 5 pounds of wet corn. “We provide a supplement pellet that contains mainly

minerals/vitamins and a little protein, to balance the diet,” Joe says. The heifers are in a large pen and fed in bunks.

“We keep them on that ration until early December to get a little bark on them before winter, then remove the grain. We don’t want them fat,” he explains.

Keith Elkington breeds Polled Herefords near Idaho Falls, Idaho since the 1960’s. “We don’t baby replacements. We wean them at the upper ranch and bring them to the valley where we put them on round bales. We don’t feed any grain,” he says. They grow up a little more slowly but this shows which ones are efficient and able to perform on natural feeds, and they last longer as cows.

Mark and Della Ehlke raise registered Herefords and Angus near Townsend, Montana. “We wean the heifers like we do our bull calves, giving a pre-weaning round of vaccinations. When we take them off the cows we put them on a weaning pellet (fed 1.5 to 2 pounds per day) and free-choice hay, then they

go on irrigated grass. They are born early and weaned while there is still green grass,” Mark says.

Winter Feed Programs

Ehlke’s heifers are on grass and pellets for 60 days after weaning. Holden’s heifers are on grass after weaning but he keeps feeding them a little through winter. “When we have to add hay to their diet we use a chopped hay mix that contains good alfalfa and barley straw. We add a forage crop bale (either wheat forage or a hay/barley or pea type forage). We can also utilize new seeding hay, or rained-on hay as a quarter of that mix, to add roughage,” he says.

“Our target is 1.5 pound daily gain though they generally hit about 1.7 due to our genetics; they are efficient cattle and gain well. The pellets containing Bovatec are fed in bunks and the chopped hay in free-choice feeders,” Holden says.

“We quit feeding pellets in February when we take yearling weights, and keep them on chopped hay—and an ionophore tub supplement to aid feed efficiency and early puberty. We continue this supplement through breeding, which starts the first of April. They breed up nicely even though we don’t have any green grass yet,”

says Holden.

Breeding Program

VanNewkirk heifers are kept on a ground hay/sorghum silage ration until early April. “We then add a couple pounds of grain back into the ration when we start them on MGA for the AI protocol. We also add a comprehensive mineral to their feed (equal parts calcium and phosphorus) rather than free choice. It’s chelated, which is supposed to make it more bioavailable,” Joe says.

Holden’s heifers weigh about 900 pounds when they go out with bulls, and are well developed and cycling. “We usually have 94 to 95% conception rate in a 50-day breeding season with natural service. Our heifers are in large pastures (40 to 80 acres) all winter with lots of exercise. I prefer this method as opposed to confinement for feeding and breeding,” Holden says.

The Ehlke heifers, by contrast,

Different programs — whether in a pasture setting or in a pen with bunks — can all achieve the same goal of raising healthy, productive cows.



are in a confinement heifer development program. “About 30 to 40 days prior to breeding we increase their feed and give a Multimin shot. We’ve had very good luck with that, regarding number of heifers that conceive at first cycle AI breeding,” Mark says.



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Tax Cuts and Jobs Act: Writing Off Costs

Need new equipment? Unlike in past years when feedlots and other businesses were required to claim depreciation deductions, spreading the recovery of their equipment costs over several years, thanks to the Tax Cuts and Jobs Act (TCJA), operators will be able to fully and immediately deduct the cost of certain equipment. While the faster write-off of equipment costs is only temporary, the write-off has been made retroactive to September 27, 2017.

Specifically, the current write-off is at the 100-percent level for equipment expenditures made between September 27, 2017 and January 1, 2023. After 2023 and before 2025, the amount deductible drops to 60-percent with a further decrease to 40-percent after 2025 and to 20-percent after 2026.

Despite the differences between bonus depreciation and the tax law's Section 179, first-year expensing, the TCJA has narrowed those differences with both now offering 100-percent write-offs for new and used property. Thus, Section 179 remains an improved option.

Section 179 allows up to \$1 million (up from \$500,000 in 2017) of expenditures for business equipment and property to be treated as an expense and immediately deducted. The ceiling after which the Section 179 expensing allowance must be reduced dollar-for-dollar has also been increased from \$2 million to \$2.5 million.

The immediate write-off, or

"expensing" of capital assets is appealing because, unlike so-called "bonus" depreciation, the use of equipment doesn't have to begin with the feedlot operation. And now, improvements including roofs, heating, ventilation, air conditioning systems, fire prevention, alarms and security systems qualify under the new Section 179 rules, providing another opportunity for feedlots and other businesses that actually need equipment.

When business property and equipment is disposed of, the tax law's Section 1031 governing like-kind exchanges provides an option. Section 1031, the like-kind exchange rules, currently allows feedlots to defer the tax bill on the built-in gains in property by exchanging it for similar property. Although more a strategy for deferring a tax bill when business assets are lost, sold, abandoned or otherwise disposed of, with multiple exchanges, gains can be deferred for decades and ultimately escape taxation entirely.

Under the TCJA, like-kind exchanges will be limited to so-called "real" property (but not for real property held primarily for sale). This ensures real estate investors will maintain the benefit allowing deferral of capital gains realized on the sale of property.

In the past, our tax laws have protected the ability of small businesses to write-off the interest on loans. Now, however, paying for that new equipment or business property might be impacted by the TCJA.

In an attempt to "level the playing field" between businesses that capitalize through equity and those that borrow, the TCJA caps the

interest deduction to 30-percent of the adjusted taxable income of a feedlot business. Exceptions exist for small businesses to protect their ability to write off the interest on loans that help them start or expand a business, hire workers and increase paychecks.

Simplifying the method of accounting required for a feedlot is a nice option to have. Under the TCJA the current \$5 million threshold for corporations and those partnerships with a corporate partner to use the easier cash basis method of accounting has been increased to \$25 million. Plus, the requirement that such businesses satisfy the \$25 million requirement for all prior years has been repealed.

The increased \$25 million threshold has also been extended to farm corporations and farm partnerships with a corporate partner, as well as family farm corporations. Also under the provision, the average gross receipts test would be indexed to inflation.

With the cash method of accounting, a stocker operation or feedlot may account for inventory as non-incidentals materials and supplies. Or, as an alternative, a business with inventories using the cash method of accounting would be able to account for its inventories using the method of accounting reflected on its financial statements or its books and records.

Tax Reform begins in earnest with the 2018 tax year. Partially retroactive to September 27, 2017, the Tax Cuts and Jobs Act, will require professional assistance in reaping its many benefits — and avoiding its pitfalls. **FL**

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New Records for U.S. Beef Export Value



2017 was a record-breaking year for U.S. red meat exports, with beef export value exceeding \$7 billion for only the second time and pork exports easily surpassing the previous year's volume record, according to data released by USDA and compiled by the U.S. Meat Export Federation (USMEF).

Beef exports totaled 1.26 million metric tons (mt), up 6 percent from 2016. This was the fourth-largest volume on record and the second-largest of the post-BSE era. Beef export value reached \$7.27 billion, up 15 percent year-over-year and 2 percent above the previous high achieved in 2014 (\$7.13 billion).

"This was a remarkable year for beef exports, in our mainstay markets in northern Asia as well as emerging destinations in South America, Southeast Asia and Africa," said USMEF President and CEO Dan Halstrom. "The U.S. beef industry gained significant market share in Japan despite considerable obstacles, and posted a record-breaking performance in South Korea and Taiwan. These markets are especially critical for chilled beef exports, which were up about

25 percent year-over-year. This had a tremendous impact on carcass value."

For December only, beef export value was up 9 percent from a year ago to \$672.9 million – the second-highest of 2017 and the third-highest on record. December volume was down 3 percent from a year ago to 113,269 mt.

Beef exports accounted for 12.9 percent of total production in 2017 and 10.4 percent for muscle cuts only, down from 13.7 percent and 10.5 percent, respectively, in 2016. Beef export value averaged \$286.38 per head of fed slaughter, up 9 percent from 2016 and the second-highest on record, trailing only the \$300.36 average posted in 2014.

Japan leads beef export growth; value records fall in several key markets

Japan solidified its position as the leading market for U.S. beef in 2017, with volume climbing 19 percent year-over-year to 307,559 mt and value up 25 percent to \$1.89 billion – new post-BSE records. Chilled exports to Japan expanded even more rapidly, reaching 148,688 mt (up 32 percent) valued at \$1.102 billion (up 37 percent) as U.S. beef captured more than half of Japan's imported chilled beef market – a new high for U.S. market share. Japan accounts for nearly \$75 in export value per head of fed slaughter and delivers critical premiums for certain cuts. For example, Japan's imports of U.S. beef tongue averaged \$12.13 per head and imports of short plate averaged \$26.44.

The U.S. industry is marketing a wide range of beef cuts in Japan and the market holds potential for additional growth. But market access is a concern, with imports of Australian and Mexican beef subject to significantly lower duties and beef from Australia, Canada, New Zealand and Mexico all poised to gain further tariff relief through the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP).

Other 2017 beef export highlights include:

- Beef exports to South Korea increased 3 percent in volume (184,152 mt) and climbed 15 percent in value to \$1.22 billion, easily outpacing the previous year's record. Chilled U.S. beef achieved tremendous growth, increasing 73 percent in volume (45,153 mt) and 78 percent in value (\$405.8 million).

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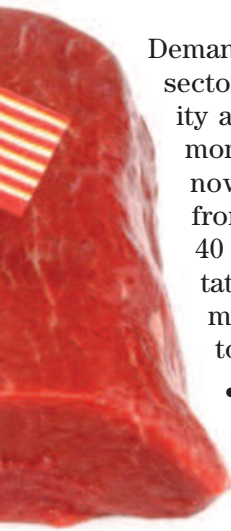
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Demand is especially strong in the Korean retail sector, where consumer confidence in the quality and safety of U.S. beef continues to gain momentum. Korea's imports of U.S. beef are now subject to a 21.3 percent tariff, down from 24 percent in 2017 and well below the 40 percent rate in effect prior to implementation of the Korea-U.S. Free Trade Agreement (KORUS). The tariff rate is scheduled to decline to zero by 2026.

- Mexico remained the second-largest volume market (237,972 mt, down 2 percent from 2016) and third-largest in value (\$979.7 million, up slightly). It is an especially important market for U.S. beef shoulder clods, rounds and variety meat.
- Exports to Taiwan set a new value record, increasing 13 percent from a year ago to \$409.7 million. Volume was up 2 percent to 44,800 mt. U.S. beef holds 72 percent of Taiwan's chilled beef market, the highest share of any Asian destination. Taiwan is a key market for secondary beef cuts such as the clod heart, petite tender and top sirloin cap.
- Demand in Hong Kong rebounded from a slow start to post a strong performance in 2017, increasing 16

percent in volume (130,726 mt) and 29 percent in value (\$884.1 million). After China's mid-year lifting of its ban on U.S. beef, exports to China totaled 3,020 mt valued at \$31 million. While eligible supplies remain limited due to China's import restrictions, the market holds significant growth potential and is already one of the highest value markets for U.S. beef on a per-pound basis.

- Record exports to the Philippines and Singapore and strong growth in Indonesia and Vietnam pushed export volume to the ASEAN region up 37 percent to 40,954 mt, while value climbed 34 percent to \$210.9 million.
- Strong performances in Chile, Peru and Colombia led the way for U.S. beef in South America, where export volume increased 24 percent to 28,383 mt and value was up 23 percent to \$114.8 million. Shipments to Brazil, which resumed in April after a 13-year absence, totaled 2,035 mt valued at \$7.4 million.
- Led by strong beef liver demand in South Africa, exports to Africa increased 78 percent in volume (22,001 mt) and 74 percent in value (\$22 million). Since reopening to U.S. beef in 2016, South Africa has emerged as the sixth-largest destination for U.S. beef variety meat and second-largest for livers. **FL**



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NADA 141-328, Approved by FDA

For subcutaneous injection in beef and non-lactating dairy cattle only. Not for use in female dairy cattle 20 months of age or older or in calves to be processed for veal.

Caution: Federal (USA) law restricts this drug to use by or on the order of a licensed veterinarian.

READ ENTIRE BROCHURE CAREFULLY BEFORE USING THIS PRODUCT.

INDICATIONS

ZACTRAN is indicated for the treatment of bovine respiratory disease (BRD) associated with *Mannheimia haemolytica*, *Pasteurella multocida*, *Histophilus somni* and *Mycoplasma bovis* in beef and non-lactating dairy cattle. ZACTRAN is also indicated for the control of respiratory disease in beef and non-lactating dairy cattle at high risk of developing BRD associated with *Mannheimia haemolytica* and *Pasteurella multocida*.

CONTRAINDICATIONS

As with all drugs, the use of ZACTRAN is contraindicated in animals previously found to be hypersensitive to this drug.

WARNING: FOR USE IN CATTLE ONLY. NOT FOR USE IN HUMANS. KEEP THIS AND ALL DRUGS OUT OF REACH OF CHILDREN. NOT FOR USE IN CHICKENS OR TURKEYS.

The material safety data sheet (MSDS) contains more detailed occupational safety information. To report adverse effects, obtain an MSDS or for assistance, contact Merial at 1-888-637-4251.

RESIDUE WARNINGS: Do not treat cattle within 35 days of slaughter. Because a discard time in milk has not been established, do not use in female dairy cattle 20 months of age or older. A withdrawal period has not been established for this product in pre-ruminating calves. Do not use in calves to be processed for veal.

PRECAUTIONS

The effects of ZACTRAN on bovine reproductive performance, pregnancy, and lactation have not been determined. Subcutaneous injection of ZACTRAN may cause a transient local tissue reaction in some cattle that may result in trim loss of edible tissues at slaughter.

ADVERSE REACTIONS

Transient animal discomfort and mild to moderate injection site swelling may be seen in cattle treated with ZACTRAN.

EFFECTIVENESS

The effectiveness of ZACTRAN for the treatment of BRD associated with *Mannheimia haemolytica*, *Pasteurella multocida* and *Histophilus somni* was demonstrated in a field study conducted at four geographic locations in the United States. A total of 497 cattle exhibiting clinical signs of BRD were enrolled in the study. Cattle were administered ZACTRAN (6 mg/kg BW) or an equivalent volume of sterile saline as a subcutaneous injection once on Day 0. Cattle were observed daily for clinical signs of BRD and were evaluated for clinical success on Day 10. The percentage of successes in cattle treated with ZACTRAN (58%) was statistically significantly higher ($p < 0.05$) than the percentage of successes in the cattle treated with saline (19%).

The effectiveness of ZACTRAN for the treatment of BRD associated with *M. bovis* was demonstrated independently at two U.S. study sites. A total of 502 cattle exhibiting clinical signs of BRD were enrolled in the studies. Cattle were administered ZACTRAN (6 mg/kg BW) or an equivalent volume of sterile saline as a subcutaneous injection once on Day 0. At each site, the percentage of successes in cattle treated with ZACTRAN on Day 10 was statistically significantly higher than the percentage of successes in the cattle treated with saline (74.4% vs. 24% [$p < 0.001$], and 67.4% vs. 46.2% [$p = 0.002$]). In addition, in the group of calves treated with gamithromycin that were confirmed positive for *M. bovis* (pre-treatment nasopharyngeal swabs), there were more calves at each site (45 of 57 calves, and 5 of 6 calves) classified as successes than as failures.

The effectiveness of ZACTRAN for the control of respiratory disease in cattle at high risk of developing BRD associated with *Mannheimia haemolytica* and *Pasteurella multocida* was demonstrated in two independent studies conducted in the United States. A total of 467 crossbred beef cattle at high risk of developing BRD were enrolled in the study. ZACTRAN (6 mg/kg BW) or an equivalent volume of sterile saline was administered as a single subcutaneous injection within one day after arrival. Cattle were observed daily for clinical signs of BRD and were evaluated for clinical success on Day 10 post-treatment. In each of the two studies, the percentage of successes in the cattle treated with ZACTRAN (86% and 78%) was statistically significantly higher ($p = 0.0019$ and $p = 0.0016$) than the percentage of successes in the cattle treated with saline (36% and 58%).

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CattleFax Predicts Large Supply and Strong Demand in 2018

CattleFax Senior Analyst Kevin Good highlighted the industry's profitability during 2017 and said the trend looks to continue into 2018 during the popular CattleFax Outlook Session at the 2018 Cattle Industry Convention.

He told the audience U.S. beef cow inventory increased 2.8 million head in four years, and an additional 200,000-400,000 head are expected to be added to the herd over the next few years. Good said there are growing supplies of protein coming to market during the year ahead, including large supplies of competing proteins, which will weigh on all beef prices.

"We have a bigger supply of all proteins ahead in 2018. For the past year we were very fortunate to have solid export volume," said Good. "We are forecasting trade to increase year-over-year in 2018, but still, the rate of production is outpacing the rate of exports."

Although beef production is expected to increase to 27.5 billion pounds during 2018, Good said current consumer demand is expected to remain good and potentially increase as retail prices moderate. He said CattleFax is predicting beef to remain a strong competitor against other proteins.

"Demand is robust on all fronts. Domestically, retail demand is increasing and beef is being featured more in the consumer markets," he said. "The retail and foodservice industries are doing very well and the solid economy in the United States is one of the main drivers as unemployment rates continue to decline and per capita income rises."

Good said even though beef demand is high, leverage will continue to be a challenge for the feedlot and packing segments as shackle space becomes increasingly constrained by rising slaughter rates. With the growth in production, Good said he anticipates lower, but still profitable price levels for the

cow-calf segment, while feeders and backgrounders will see their margins narrow.

Input costs are expected to remain manageable, with grain prices expected to remain steady. According to CattleFax, yields will drive corn prices in 2018-19 marketing year with no significant changes anticipated in acreage or demand. Futures corn prices are projected to range from \$3.25 to \$3.95 per bushel as supplies remain adequate. With more livestock to feed in 2018 and the smallest acreage on record in 2017, CattleFax predicts hay prices will increase \$10-\$15 per ton with additional weather-related price risks.

Drought conditions have been spreading across the U.S. since last winter. Art Douglas, professor emeritus, Creighton University, predicts a possible transition from La Niña conditions to a weaker El Niño by summer. U.S. weather patterns over the next three months will be dictated by La Niña. However, equatorial warming could shift drought patterns across North America by late spring and summer.

CattleFax analysts predicted fed cattle prices lower than prior year levels, averaging \$115 per hundredweight (cwt.). Good said fed cattle prices are likely to face resistance near the \$130 level, with downside risk in the upper \$90 range. He predicted bargaining position will continue to favor cattle processors and retailers, with profit margins at or above 2017 levels.

CattleFax projected 750-pound steers will average \$1 lower than 2017 levels at \$145/cwt., with a range from the upper \$120s to \$160/cwt. Meanwhile, U.S. average 550-pound steer calves will see a trading range from \$170/cwt. at the spring high to an average price in the upper \$130s, during the fall marketing season. For the full year, calf prices are expected to average \$158/cwt.



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IMPORTANT SAFETY INFORMATION: For use in cattle only. Do not treat cattle within 35 days of slaughter. Because a discard time in milk has not been established, do not use in female dairy cattle 20 months of age or older, or in calves to be processed for veal. The effects of ZACTRAN on bovine reproductive performance, pregnancy and lactation have not been determined.

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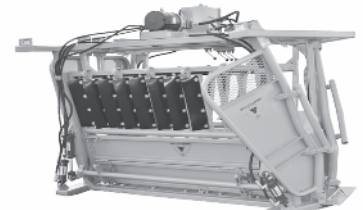
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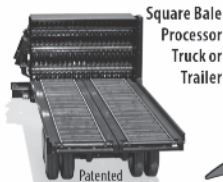
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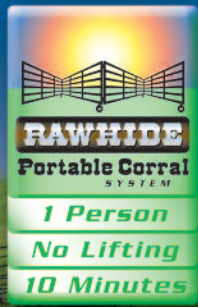
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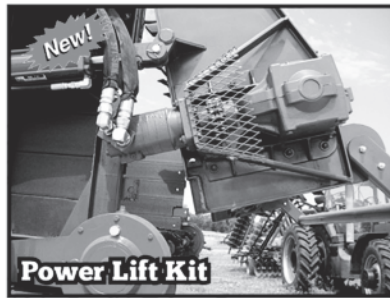
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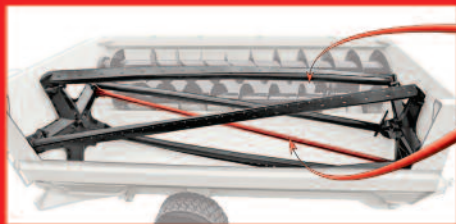
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