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FEEDER INFORMATION HIGHLIGHTS

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November 2015



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Is the glass half full?

Many of you recall how the livestock industry went to battle earlier this year after hearing lean meat was going to be removed from what defined a healthy diet in the 2015 Dietary Guidelines. Following that effort, it appeared much was for not when the Dietary Guidelines Advisory Committee released their report, sans meat and

encouraging sustainability as part of the conversation.

Then about a month ago, information was released that there would be a Congressional hearing on the 2015 Dietary Guidelines. Although this didn't get near the press attention of the debate earlier in the year, a few interesting items have surfaced. First, the day before the hearing, Secretaries Vilsak and Burwell announced the guidelines will not discuss sustainability. The secretaries said they will use other avenues to discuss sustainability.

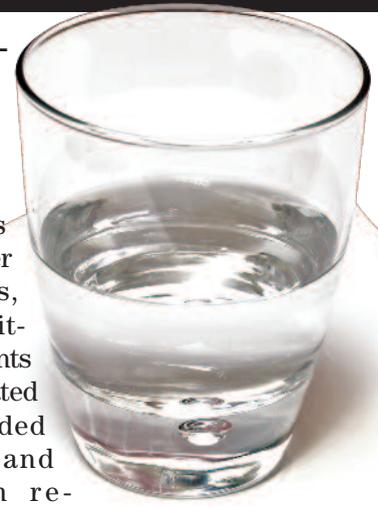
Second, the secretaries testified that the Dietary Guidelines Committee's report is only one part of what is considered for the final guidelines. They are also considering input from the public and federal agencies. Does that mean the secretaries are taking a stronger look at some of the meatless arguments?

Possibly so. On the USDA Blog, the secretaries wrote: This year, we will release the 2015 edition, and though the guidelines have yet to be finalized, we know they will be similar in many key respects to those of past years. Fruits and vegetables, low-fat dairy, whole grains

and lean meats and other proteins, and limited amounts of saturated fats, added sugars and sodium remain the building blocks of a healthy lifestyle.

Did you see those two key words? Lean meats... They were missing in the committee's report. So what does that mean? We don't know for sure until the secretaries release the final guidelines. But there is room for optimism.

Regardless what the final guidelines say, I suspect many will continue with their own version of a healthy diet. What defines a healthy diet is largely different from one person to another. My definition includes lean beef and lower fats. Unfortunately, the official guidelines will have a large bearing on federal nutrition policy. And we'll have to wait a while longer to see what direction this debate takes... **FL**



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Important Safety Information: DRAXXIN has a pre-slaughter withdrawal time of 18 days. Do not use in dairy cattle 20 months of age or older. Effects on reproductive performance, pregnancy and lactation have not been determined.

For more details, please see full prescribing information.

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Brief Summary for use in Cattle:
See Package Insert for full Prescribing Information



Antibiotic
100 mg of tulathromycin/mL

For use in beef cattle (including suckling calves), non-lactating dairy cattle (including dairy calves), veal calves, and swine. Not for use in female dairy cattle 20 months of age or older.

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

DESCRIPTION

DRAXXIN Injectable Solution is a ready-to-use sterile parenteral preparation containing tulathromycin, a semi-synthetic macrolide antibiotic of the subclass trimethyl. Each mL of DRAXXIN contains 100 mg of tulathromycin as the free base in a 50% propylene glycol vehicle, monoethyglycol (5 mg/mL), with citric and hydrochloric acids added to adjust pH.

DRAXXIN consists of an equilibrated mixture of two isomeric forms of tulathromycin in a 9:1 ratio.

The chemical names of the isomers are (2R,3S,4R,5R,8R,10R,11R,12S,13S,14R)-13-[[[2,6-dideoxy-3-C-methyl-3-O-methyl-4-C-[(propylamino)methyl]-α-L-ribo-hexopyranosyl]oxy]-2-ethyl-3,4,10-trihydroxy-3,5,8,10,12,14-hexamethyl-11-[[[3,4,6-trideoxy-3-(dimethylamino)-β-D-xyllo-hexopyranosyl]oxy]-1-oxa-6-azacyclotridecan-15-one and (2R,3R,6R,8R,9R,10S,11S,12R)-11-[[[2,6-dideoxy-3-C-methyl-3-D-methyl-4-C-[(propylamino)methyl]-α-L-ribo-hexopyranosyl]oxy]-2-[[[1R,2R]-1,2-dihydroxy-1-methylbutyl]-8-hydroxy-3,6,8,10,12-pentamethyl-9-[[[3,4,6-trideoxy-3-(dimethylamino)-β-D-xyllo-hexopyranosyl]oxy]-1-oxa-4-azacyclotridecan-13-one, respectively.

INDICATIONS

Beef and Non-Lactating Dairy Cattle

BRD – DRAXXIN Injectable Solution is indicated for the treatment of bovine respiratory disease (BRD) associated with *Mannheimia haemolytica*, *Pasteurella multocida*, *Histophilus somni*, and *Mycoplasma bovis*; and for the control of respiratory disease in cattle at high risk of developing BRD associated with *Mannheimia haemolytica*, *Pasteurella multocida*, *Histophilus somni*, and *Mycoplasma bovis*.

IBK – DRAXXIN Injectable Solution is indicated for the treatment of infectious bovine keratoconjunctivitis (IBK) associated with *Moraxella bovis*.

Foot Rot – DRAXXIN Injectable Solution is indicated for the treatment of bovine foot rot (interdigital necrobacillosis) associated with *Fusobacterium necrophorum* and *Porphyromonas levis*.

Suckling Calves, Dairy Calves, and Veal Calves

BRD – DRAXXIN Injectable Solution is indicated for the treatment of BRD associated with *M. haemolytica*, *P. multocida*, *H. somni*, and *M. bovis*.

DOSE AND ADMINISTRATION

Cattle

Inject subcutaneously as a single dose in the neck at a dosage of 2.5 mg/kg (1.1 mL/100 lb) body weight (BW). Do not inject more than 10 mL per injection site.

Table 1. DRAXXIN Cattle Dosing Guide

| Animal Weight (Pounds) | Dose Volume (mL) |
|------------------------|------------------|
| 100 | 1.1 |
| 200 | 2.3 |
| 300 | 3.4 |
| 400 | 4.5 |
| 500 | 5.7 |
| 600 | 6.8 |
| 700 | 8.0 |
| 800 | 9.1 |
| 900 | 10.2 |
| 1000 | 11.4 |

CONTRAINDICATIONS

The use of DRAXXIN Injectable Solution is contraindicated in animals previously found to be hypersensitive to the drug.

WARNINGS

FOR USE IN ANIMALS ONLY.

NOT FOR HUMAN USE.

KEEP OUT OF REACH OF CHILDREN.

NOT FOR USE IN CHICKENS OR TURKEYS.

RESIDUE WARNINGS

Cattle

Cattle intended for human consumption must not be slaughtered within 18 days from the last treatment. Do not use in female dairy cattle 20 months of age or older.

PRECAUTIONS

Cattle

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

ADVERSE REACTIONS

Cattle

In one BRD field study, two calves treated with DRAXXIN at 2.5 mg/kg BW exhibited transient hypersalivation. One of these calves also exhibited transient dyspnea, which may have been related to pneumonia.

NADA 141-244, Approved by FDA

To report a suspected adverse reaction or to request a safety data sheet call 1-888-963-8471. For additional information about adverse drug experience reporting for animal drugs, contact FDA at 1-888-FDA-VEIS or online at <http://www.fda.gov/AnimalVeterinary/SafetyHealth>.

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For additional DRAXXIN product information call: 1-888-DRAXXIN or go to www.DRAXXIN.com

TAKE TIME



OBSERVE LABEL DIRECTIONS

03290820
Revised: February 2014

Made in Brazil

BY JEREMY MARTIN, PH.D.

Winter Livestock Nutrition



Now is a good time to take advantage of the remaining nice fall weather to winterize your operation. From a nutritional standpoint, the following are some points to keep in mind regarding the effects of winter weather on cattle performance.

Lower critical temperature is the temperature at the lower end of the thermoneutral zone. At temperatures below this, cattle must compensate by increasing heat production, and thus they will have higher maintenance energy requirements.

Higher maintenance energy requirements mean one of two things: either cattle eat more to achieve the same amount of production (gain, lactation, etc.) or they eat the same and produce less. The lower critical temperature for cattle with dry, winter coats is generally considered to be about 30 degrees Fahrenheit (including wind chill). The lower critical temperature is dependent on body condition, coat thickness, wetness, and ability to find shelter from the wind. Below this temperature, energy requirements of cattle increase approximately 1% for each degree the wind chill is below 30 degrees. Therefore, if the wind chill is 0 degrees, maintenance energy requirements will increase by 30%.

Moisture has a tremendous effect on maintenance energy requirements of cattle during cold weather. The lower critical temperature for cattle with wet hair coats is generally considered to be 59 degrees Fahrenheit. Dry hair coats trap air and provide a layer of insulation to help cattle cope with cold stress.

As their coats become wet, the hair lays flat and the cattle are deprived of their layer of insulation.

Energy requirements of cattle with wet coats also increase much more rapidly than requirements of cattle with dry coats. For every degree the wind chill is below 59 degrees, cattle that are wet require 2% more energy to maintain body temperature and body weight.

As cold stress increases the maintenance energy requirements of cattle, nutrition must compensate for increased energy requirements in order to maintain performance or body condition score. The appropriate strategy depends greatly on the type of cattle and feeding situation.

Feedlot cattle on rations designed for maximum gain are consuming high levels of energy compared to their maintenance requirements. Dry matter intake of feedlot cattle increases during cold weather, compensating somewhat for the effects of temperature. However, wet pen surfaces contribute to wet cattle – and can potentially increase maintenance energy requirements by nearly double. We recommend removing snow from pens any time accumulation could lead to wet or muddy pens. The cost of doing so will be more than made up for in cattle health and performance. Likewise, with low quality roughage being inexpensive, bedding pens to keep cattle dry makes financial sense, especially when receiving calves.

Storm rations should be used

ANADA 200-495, Approved by FDA

Enroflox[®] 100 (enrofloxacin)

**100 mg/mL Antimicrobial
Injectable Solution**
For Subcutaneous Use in Beef Cattle, Non-Lactating Dairy Cattle and Swine Only.
Not for Use in Female Dairy Cattle 20 Months of Age or Older Or In Calves To Be Processed For Veal.
Brief Summary: Before using Enroflox[®] 100, consult the product insert, a summary of which follows.

CAUTION: Federal (U.S.A.) law restricts this drug to use by or on the order of a licensed veterinarian. Federal (U.S.A.) law prohibits the extra-label use of this drug in food-producing animals.

PRODUCT DESCRIPTION: Each mL of Enroflox 100 contains 100 mg of enrofloxacin. Excipients are L-arginine base 200 mg, n-butyl alcohol 30 mg, benzyl alcohol (as a preservative) 20 mg and water for injection q.s.

INDICATIONS:
Cattle - Single-Dose Therapy: Enroflox 100 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; and for the control of BRD in beef and non-lactating dairy cattle at high risk of developing BRD associated with *M. haemolytica*, *P. multocida*, *H. somni* and *M. bovis*.

Cattle - Multiple-Day Therapy: Enroflox 100 is indicated for the treatment of bovine respiratory disease (BRD) associated with *Mannheimia haemolytica*, *Pasteurella multocida* and *Histophilus somni* in beef and non-lactating dairy cattle.

Swine: Enroflox 100 is indicated for the treatment and control of swine respiratory disease (SRD) associated with *Actinobacillus pleuropneumoniae*, *Pasteurella multocida*, *Haemophilus parasuis* and *Streptococcus suis*.

RESIDUE WARNINGS:
Cattle: Animals intended for human consumption must not be slaughtered within 28 days from the last treatment. This product is not approved for 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.

A withdrawal period has not been established for this product in pre-ruminating calves. Do not use in calves to be processed for veal.

Swine: Animals intended for human consumption must not be slaughtered within 5 days of receiving a single-injection dose.

HUMAN WARNINGS: For use in animals only. Keep out of the reach of children. Avoid contact with eyes. In case of contact, immediately flush eyes with copious amounts of water for 15 minutes. In case of dermal contact, wash skin with soap and water. Consult a physician if irritation persists following ocular or dermal exposures. Individuals with a history of hypersensitivity to quinolones should avoid this product. In humans, there is a risk of user photosensitization within a few hours after excessive exposure to quinolones. If excessive accidental exposure occurs, avoid direct sunlight. For customer service, to obtain a copy of the Material Safety Data Sheet (MSDS) or to report adverse reactions, call Norbrook at 1-866-591-5777.

PRECAUTIONS:

The effects of enrofloxacin on cattle or swine reproductive performance, pregnancy and lactation have not been adequately determined.

The long-term effects on articular joint cartilage have not been determined in pigs above market weight.

Subcutaneous injection can cause a transient local tissue reaction that may result in trim loss of edible tissue at slaughter. Enrofloxacin 100 contains different excipients than other enrofloxacin products. The safety and efficacy of this formulation in species other than cattle and swine have not been determined.

Quinolone-class drugs should be used with caution in animals with known or suspected Central Nervous System (CNS) disorders. In such animals, quinolones have, in rare instances, been associated with CNS stimulation which may lead to convulsive seizures. Quinolone-class drugs have been shown to produce erosions of cartilage of weight-bearing joints and other signs of arthropathy in immature animals of various species. See Animal Safety section for additional information.

ADVERSE REACTIONS: No adverse reactions were observed during clinical trials.

ANIMAL SAFETY:

In cattle safety studies, clinical signs of depression, incoordination and muscle fasciculation were observed in calves when doses of 15 or 25 mg/kg were administered for 10 to 15 days. Clinical signs of depression, inappetence and incoordination were observed when a dose of 50 mg/kg was administered for 3 days. An injection site study conducted in feeder calves demonstrated that the formulation may induce a transient reaction in the subcutaneous tissue and underlying muscle. In swine safety studies, incidental lameness of short duration was observed in all groups, including the saline-treated controls. Musculoskeletal stiffness was observed following the 15 and 25 mg/kg treatments with clinical signs appearing during the second week of treatment. Clinical signs of lameness improved after treatment ceased and most animals were clinically normal at necropsy. An injection site study conducted in pigs demonstrated that the formulation may induce a transient reaction in the subcutaneous tissue.

 Norbrook Laboratories Limited,
Newry, BT35 6PU, Co. Down, Northern Ireland

 101 March 2015
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Theories on Risk Management

Managing risk is more than looking into your crystal ball for feeder cattle and grain prices. There are many factors to consider and more than one way to do it. However without a risk management strategy, a venture into cattle feeding will likely be a brief one. Volatility has become the rule, not the exception.

Bank of America/Merrill Lynch in Amarillo, Texas, has a large cattle feeding customer base. W. Ashley Allen said part of his company's risk management strategy as a bank is to encourage risk management via commodity trading. "You look at how much money it takes to play this game, the volatility in the futures market with the funds and so forth, and it's spooky. We don't require it, but we encourage risk protection. Most all of our clients are either in a fully hedged program or a managed hedge program."

James Herring, CEO of Friona Industries, said part of his risk management strategy is controlling costs of inputs, buying at lows in the market.

"There are about 13 commodities that have a large impact on our bottom line. We've watched those commodities on a cyclical and seasonal basis to take advantage of the lows in those prices," he said. "We have a trade room and dashboard with commodity prices. We watch those on a minute-by-minute basis during trading hours. We want to be strategic. We want to be tactical, and we want to make good decisions on all so the end product is profit for the company."

Commodities that Friona monitors include all input variables, including feeder cattle, natural gas, diesel fuel, silage, sweet bran, distillers, etc.

As part of a risk management strategy, Allen said it's important for your bank to have a full understanding of hedging and margin

calls. "It can chew up enormous amounts of money when it goes against you. You want to make sure your banker understands that," Allen said. "One of the questions I get asked a lot is what if you are fully hedged and have to make margin calls." He said as long as his customers are hedged appropriately, he will back those calls.

Brent Manwarren handles risk management for Poky Feeders and their customers. He said making margin calls can get discouraging, and that's one reason that he offers to handle all risk management to Poky customers. "One of the biggest benefits to us doing the risk management for somebody else is how does it feel when you get those margin calls? When you are sending \$1,000 checks off to Chicago day after day, you eventually get tired of it and think you've entered a bad transaction. And inevitably when you make that decision to pull out, it seems to be the market top."

However, he encouraged cattle feeders to take the emotion out of sending money to Chicago and know if the cattle are bought appropriately and the feedyard does a good job feeding, there is a return on your capital.

It's also important to decide if hedging is the best option or if other risk management strategies are more beneficial.

"Our philosophy is you'll never go broke making a profit. You can go broke hedging a break even if you do it long enough and get a bad winter or something. What I'm seeing more of now is option-type strategies," Manwarren said.

Strategies vary, but with the volatility in markets and political climates, Herring said more attention must be paid to the aspects of the production process that, in the past, cattle feeders have not had to worry about. 

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enrofloxacin

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Norbrook[®]

STRONG U.S. Dollar Leads to Bearish Markets

If you don't believe the global factors affecting the U.S. cattle market are numerous and complicated, you probably haven't heard Dan Basse, president of Ag Resource Company, give an economic outlook. His vision of the global marketplace offered an interesting – and bearish perspective – for agriculture. Basse spoke to attendees at the Feeding Quality Forum in August.

He said that a U.S. Dollar rally is making waves in agriculture markets around the world.

"The Dollar has rallied some 23% since last October. It's had a tremendous impact on global agriculture," he said.

The big reason is that as we see production expanding around the world, the U.S. becomes less competitive and needs to cut back production. World demand for grain

and livestock is not growing at nearly the same level it's been in the last ten years.

Basse said there is no shortage of grain in the world, so U.S. users don't have much to worry about as far as supply. U.S. grain producers, however, need to concentrate on making margin.

Despite being down 9%, U.S. gross farm income is going to be the fourth largest on record this year, Basse said, but net farm income will see the biggest drop since 1932.

"Everything went higher as you made more money," he said. "The problem is now that the cycle has changed, they are slow to take their hands out of your pocket. Our balance sheets can't keep imploding at this rate without some readjustment in the cost side."

Land, labor, nitrogen and seed have all risen dramatically.

"These are the four factors that have to see readjustment if we are going to see \$3 corn prices translate back to profitability for the American farmer," Basse said.

The strength of the U.S. dollar does not bode well for exports.

"We are only at the beginning of year one-and-a-half of this dollar rally," the analyst said, noting the dollar typically rises in 6-year cycles. "That means we are fighting against others to export our goods into the world marketplace."

Argentina, Russia and Brazil have seen poor currency exchange rates by comparison.

"This is really important because never before has the world seen where the United States wasn't a predominant exporter ▶

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zinpro.com

ANADA 200-591, Approved by FDA

Norfenicol®

(florfenicol)
Injectable Solution
300 mg/mL

For intramuscular and subcutaneous use in beef and non-lactating dairy cattle only.

BRIEF SUMMARY (For full Prescribing Information, see package insert.)

INDICATIONS: Norfenicol is indicated for treatment of bovine respiratory disease (BRD) associated with *Mannheimia haemolytica*, *Pasteurella multocida*, and *Histophilus somni*, and for the treatment of foot rot. Also, it is indicated for control of respiratory disease in cattle at high risk of developing BRD associated with *M. haemolytica*, *P. multocida*, and *H. somni*.

CONTRAINDICATIONS: Do not use in animals that have shown hypersensitivity to florfenicol.

NOT FOR HUMAN USE. KEEP OUT OF REACH OF CHILDREN.

Can be irritating to skin and eyes. Avoid direct contact with skin, eyes, and clothing. In case of accidental eye exposure, flush with water for 15 minutes. In case of accidental skin exposure, wash with soap and water. Remove contaminated clothing. Consult physician if irritation persists. Accidental injection of this product may cause local irritation. Consult physician immediately. The risk information provided here is not comprehensive. To learn more, talk about Norfenicol with your veterinarian.

For customer service, adverse effects reporting, or to obtain a copy of the MSDS or FDA-approved package insert, call 1-866-591-5777.

PRECAUTIONS: Not for use in animals intended for breeding. Effects on bovine reproductive performance, pregnancy, and lactation have not been determined. Intramuscular injection may result in local tissue reaction which persists beyond 28 days. This may result in trim loss at slaughter. Tissue reaction at injection sites other than the neck is likely to be more severe.

RESIDUE WARNINGS: Animals intended for human consumption must not be slaughtered within 28 days of the last intramuscular treatment. Animals intended for human consumption must not be slaughtered within 33 days of subcutaneous treatment.

Not approved for use in female dairy cattle 20 months of age or older, including dry dairy cows as such use may cause drug residues in milk and/or in calves born to these cows. A withdrawal period has not been established in pre-ruminating calves. Do not use in calves to be processed for veal.

ADVERSE REACTIONS: Inappetence, decreased water consumption, or diarrhea may occur transiently.

Manufactured by:
Norbrook Laboratories Limited, Newry, BT35 6PU, Co. Down, Northern Ireland.

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Strong U.S. Dollar... from previous page of grains and meat," he said.

In 2000 the Black Sea region only exported 4% of all wheat and corn combined. Today that's 34% of the world's wheat alone. "They are the world's largest wheat exporter by a long shot. They determine the world's wheat prices," Basse said.

Although cattle markets stabilized after taking a tumble in early fall, Basse sees bearish trends on the horizon, especially considering how the World market fits in to play.

"What I'm troubled by when I look at U.S. beef, pork and poultry exports as a percent of the world total, everything is starting to turn down," he said, again blaming the dollar.

Mature economies like Europe, Japan and Russia see meat consumption decline in tandem with their population decreases. By 2040, he expects those three to drop by a combined nearly 100

million people.

For years, economists have pointed to countries like Pakistan, Bangladesh, Nigeria and India to help provide population growth, and growing markets for ag commodities, but Basse said it may take several more years for their economies to generate enough income to become leading buyers.

In the near-term, Ag Resource predicts "one final rally in the cattle market," sometime in the fall. Based on modeling historical first quarter cattle prices, Basse sees prices settling closer to \$134/cwt. in the first quarter of 2016.

Basse said the idea is to manage risk and margin.

"Commodities are cyclical. I'm talking bearish today in agriculture, but it's just part of the landscape we all live in," Basse said. "You've got to make sure you're around for when the good times are rolling again."



A Hot Item for Feedyards This Year

Add Fat or Molasses to the Ration

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Feedyard Accidents *and the Risks to Your* Bottom Line

Let's face it. Common sense isn't so common anymore. We used to hire kids off the farm who would clock in on day one already knowing how to run equipment, work cattle and stay out of the way when things got dicey. Now, we have to teach them everything under the sun and pray they can figure out the rest.

Unfortunately, in spite of all that, the industry still suffers its share of feedlot accidents. We hear about employees being run over by feed trucks, dragged by horses, thrown off ATVs or pinched while working cattle. Some accidents cause minor injuries and maybe a brief hospital stay, while others lead to devastating fatalities.

The cost of these accidents escalates along with the cost of medical care. By comparison, the average expense of a chainsaw accident in 1985 was about \$3,850. Today, it's around \$55,000—not counting lost wages, disability payments, increased insurance costs and lost productivity.

back through significant reductions in injuries, worker's comp premiums, lost labor and OSHA fines—while also gaining higher employee productivity.

Still other financial losses suffered through lack of safety training are also evident, but more difficult to measure.

For example, if a farm fatality occurs in a grain bin or other structure, that particular facility is often decommissioned. Companies that experience a pattern of serious-to-fatal injuries struggle to find new employees. And bankruptcy rates among businesses with serious injuries and fatalities are much higher than average.

Safety Pays

These astronomical costs directly and indirectly tied to feedlot accidents are why many operations are considering formal employee safety training. Granted, such training isn't cheap, but it pays better dividends than any other workplace instruction.

In fact, the Ag Safety and Health Council of America found that, for every \$1.00 spent on safety training, we get between \$4.00 and \$6.00

Is Ag Now on OSHA's Radar?

Feedlot operators in Nebraska and dairy operators in Wisconsin would say the issue is way beyond "radar." It's already happening, with OSHA having conducted specific inspection programs in those states, as part of an intent to take a closer look at agriculture—and understandably so.

Agriculture is part of an industry sector that has long ranked number one in the U.S. for injuries and

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fatalities per hour of work.

OSHA's website is full of citations for unsafe equipment, non-recorded injuries, inadequate training, lack of confined-space procedures and the list goes on.

And these are just the citations most often cited on feedlots—all bringing with them the potential for fines in the six- to seven-figure range. Worse yet, along with these violations comes an unwanted spotlight, as OSHA likes to make an example of habitual offenders.

Steps to Improving Safety

- Know what OSHA expects—especially under the General Duty Clause. But anticipate safety hazards according to your specific operation. Many larger companies write their own standards that exceed OSHA guidelines.

- Train your employees on all your feedlot's hazards — If nothing else, teach them according to the user's manual for every tool, piece of equipment and vehicle on your facility.

- Start regular training that meets OSHA's standards in key areas—OSHA has mandated several safety topics that must be taught to all employees. Get new hires trained on these right away and everyone else once a year.

- Keep records on file—Document and maintain the safety policies and procedures you've established on your feedlot, and keep records on your employee training. If OSHA inspectors come calling, they'll request this information.

Been There, Done That

In your endeavor to address safety on your feedlot, perhaps you've struggled to find training and compliance information that's specific to agriculture. It wouldn't be surprising. One of my clients and I were in your shoes two years ago, which inspired us to create Good Day's Work, LLC. It may not have the answer for everything you need, but I encourage you to check it out at www.gooddayswork.ag. 

If Your Calves Aren't Ready, You Must Be

New options to manage stress and get calves on feed

As a cattleman, you are very familiar with stress – both from the pressures of managing day-to-day activities, and the heightened risks with today's high-priced calves. Now is the time to consider new strategies to combat arrival stress head-on, get calves on feed and maximize your return on investment.

You need to move quickly

Things kick into high gear when new calves arrive. Today's cattle market means the risk and reward is greater than ever before. Record prices also mean more calves are arriving to your operation with little or no preconditioning or backgrounding. The clock is ticking to get your calves on feed and past the critical arrival stress period with as few pulls as possible.

Calves that don't eat have a higher tendency of getting sick. This results in higher pull rates – or worse, greater mortality — and translates to more days on feed and dollars lost.

The times are changing

Old habits die hard, but having a proactive arrival plan can help reduce costs for treating sick cattle. Don't wait until the trucks arrive this fall – planning ahead and trying something now can help get your calves on feed and reach their genetic potential sooner.

One way to help limit the impacts of shipping and arrival stress is by feeding a proven probiotic — also known as a direct-fed microbial. Probiotics are natural, proactive alternatives to help improve overall cattle performance. Probiotics are not used to treat disease, but some have been shown to naturally prompt positive effects to the calves' overall well-being

and immunity while limiting the negative effects of stress.

Develop a ProTernative arrival plan

ProTernative®, *Saccharomyces cerevisiae boulardii* strain CNCM I-1079, is an active dry yeast from Lallemand Animal Nutrition. It is an example of a probiotic that has scientifically been shown to improve feed uptake¹, lower morbidity¹, lower mortality¹ and improve average daily gain² among stressed calves. ProTernative helps to balance microbes in the intestinal tract to get calves on feed, even during arrival stress.

In recent university trials, ProTernative significantly improved feed uptake during the receiving period, reduced BRD morbidity rates by about 40 percent and improved gain.^{1,2}

ProTernative is leading the charge by advancing feeding practices for arrival calves as an additional management tool before treatment.

A responsible choice

Cattlemen are always pushed to get calves on feed and gaining weight with the fewest setbacks. When you add ProTernative to your arrival protocol, your starter ration is taking action against stress with an advanced alternative to get calves on feed and have fewer pulls.

It's time to try something different – be proactive, be ProTernative.



SCAN HERE

See how one cattleman uses ProTernative to help naturally combat the impacts of stress, or visit IAmProTernative.com/feedlot for more information.



ProTernative®

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¹ KEYSER SA, MCMENIMAN JP, SMITH DR, MACDONALD JC, GALYEAN ML. EFFECTS OF SACCHAROMYCES CEREVISIAE SUBSPECIES BOULARDII CNCM I-1079 ON FEED INTAKE BY HEALTHY BEEF CATTLE TREATED WITH FLORFENICOL AND ON HEALTH AND PERFORMANCE OF NEWLY RECEIVED BEEF HEIFERS. J ANIM SCI. 2007;(95):1264-1273.

² LALLEMAND ANIMAL NUTRITION. UNPUBLISHED. UNITED STATES. 1996.

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The new Kuhn Knight VSL 200 Series single-auger vertical mixers, available in 420 and 500 cubic foot capacities, are designed for dairy and beef producers. They provide the ideal combination of efficiency, versatility and rugged durability to give you maximum return for your equipment dollars. The new VSL 200 Series mixers feature a low

profile design for quick and easy loading. Redesigned augers provide quicker mixing and processing with more complete cleanout.



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Micheline® Agricultural tires is launching four new tires for tractors, sprayers, harvesting equipment and large implements as well as a new mobile app that calculates the proper air pressure for tractor tires. The tires operate at up to 40 percent lower air pressure compared to standard radial tires, resulting in a larger footprint for reduced soil compaction.



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Micro-Cell probiotics are a small yet critical component and another tool to help you produce a top quality product that consumers want.

According to research trials, the strain *Lactobacillus acidophilus* BT-1386 found in Micro-Cell probiotics has been shown to:

- Decrease shedding of *E. coli* O157:H7¹
- Reduce re-infection of *Salmonella*²
- Increase average daily gain³
- Improve feed to gain⁴

Probiotic strain *Lactobacillus acidophilus* BT-1386, available exclusively from Lallemand Animal Nutrition, was added to the 2015 pre-harvest production best practice (PBP) document released by the Beef Industry Food Safety Council (BIFSCO).



For information on Micro-Cell probiotics, visit www.LallemandAnimalNutrition.com.

1 Production Best Practices (PBP) to Aid in the Control of Foodborne Pathogens in Groups of Cattle. Beef Industry Food Safety Council Subcommittee on Pre-Harvest. Spring 2015. Accessed March 19, 2015.
 2 Tabe ES, Oloya J, Doetkott DK, Bauer ML, Gibbs PS, Khaitsa ML. Comparative effect of direct-fed microbials on fecal shedding of *Escherichia coli* O157:H7 and *Salmonella* in naturally infected feedlot cattle. J. Food Prot. May 2008; 31(7): 539-544.
 3 Lallemand Animal Nutrition. Unpublished. United States, 1996.
 4 Hutchison D and Lallemand Animal Nutrition. Unpublished. United States, 1986.

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Market Ready Quality Feeder Calf Preconditioning Program

Boehringer Ingelheim Vetmedica, Inc. (BIVI) announces the introduction of the Market Ready® Quality Feeder Calf Preconditioning Program for beef producers. Formerly known as Range Ready®, the re-branded preconditioning program aligns with the needs of today's beef producers, and reflects what buyers are looking for. The goal of the program is to help beef producers deliver healthy, high-performing calves, while allowing management flexibility. Producers can receive a sale barn certificate from a BIVI representative for verification, which captures what products were used when and where.

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SUPPLEMENTING WINTER WHEAT PASTURES

What's Needed and What Isn't

Grazing stocker cattle on winter wheat during the fall and winter months can provide cost-effective gains. Wheat pasture is succulent, palatable and nutritious – high in protein, energy and minerals.

“There are few feeding options in the southwestern United States that come anywhere near wheat pasture for stocker gains,” says ADM Beef Nutritionist Brian Fieser, PhD. But good isn't perfect, and even winter wheat can benefit from supplementation.

Specific needs can vary by geographic location and weather. Trace minerals, in particular, will vary according to soil type, fertilizer application, and crop management.

In general, winter wheat will contain marginal to sufficient

magnesium (Mg) and phosphorous (P), excess potassium (K), and deficient levels of calcium (Ca). “Zinc and copper are two trace minerals that tend to be low in winter wheat pasture,” says Fieser. Sodium (salt) is important for wheat pasture cattle, as it can balance the excess potassium in the forage.

Unless animals are headed for an all-natural program, Fieser recommends supplements containing ionophores. ADM officially uses an 0.18-0.24 lb/hd/day figure, explaining the increased performance comes from a change in rumen fermentation; and the subsequent improved digestibility of protein and energy, as well as increased mineral absorption.

Even on lush forage like winter

wheat, cattle will likely benefit from additional energy and protein. That becomes a necessity when winter snows bury fields. During times of limited forage availability, the energy supplement should be fed at 1.25-1.5 percent of body weight. High quality hay makes a good option.

Added Energy

Supplemental feeds range from grains or grain by-products to silage and dry hay. Producer preference and herd management combined with availability are the deciding factors.

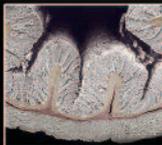
Studies have shown a grain or grain by-product energy supplement of 0.65-1 percent of body weight on a dry matter basis can increase gains up to 0.2-0.3 pounds per day. It can also increase stocking capacity by 25-30 percent, allowing for more animals per field. Typically, winter wheat forage without supplementation will support 250-500 pounds of animal per acre, or for the average 300-350 pound stocker calf, one to two acres per head.

Energy supplements are either high-starch (corn, sorghum, wheat, barley, oats) or high-fiber (wheat middlings, soybean hulls, corn gluten feed, distillers grains). Typically, by-product feeds will yield better conversions and fewer digestive disturbances than high-starch supplements in forage-based diets, because the rumen in a forage-fed animal is already adapted to a high-fiber diet.

A recent Oklahoma State study

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showed substantially lower conversion rates of corn-based high-starch supplement vs. a high-fiber supplement when fed at .75 percent of body weight. But when fed at lower rates, the difference was negligible, likely due to less disruption to the rumen microbial population and thus more efficient utilization.

Fieser says in his experience, cracked corn makes an ideal supplement, but some producers may find other options more economical.

There appears to be little difference in supplement form, as far as performance is concerned. Hand feeding has been shown to improve feed conversion by 33 percent over self-feeders, and feed increases should begin around two weeks prior to forage depletion to maintain performance and prevent over-grazing.

Is roughage needed?

Adding roughage in the form of low-quality forages may help counteract the richness of the wheat diet, but will not produce an increase in performance or intake. In fact, a Louisiana State University study showed cattle gained better without it.

“What an available bale of hay really shows us is how much wheat forage is out there,” explains Fieser. “If there is plenty of wheat, they won’t eat much of the hay. If they’re eating the hay, it says wheat forage is declining.”

Corn and sorghum silages can make excellent forage supplement, and several studies have shown their value in increasing stocker rates, reducing dry matter intake of wheat forage by up to 0.66 pounds for each dry matter pound of silage provided. Silage also has a positive effect on wheat forage digestibility.

“Be sure to consult your nutritionist to assess your operation’s specific needs,” says Fieser, “or you may end up giving cattle something they don’t need and don’t particularly want to eat. But when done right, and combined with good management practices, supplements can improve stocker performance and prediction accuracy.” **FL**

Table 1: Nutrient Content of Wheat Forage versus Animal Requirement

| Item | Protein (%) | Ca (%) | P (%) | Mg (%) | K (%) |
|---------------------------|-------------|--------|------------|--------|--------|
| Composition, % of DM | 25 to 31 | 0.35 | .25 to .40 | 0.15 | 3 to 5 |
| ANIMAL REQUIREMENT | | | | | |
| 300 lb calf ^a | 16.2 | 0.80 | 0.36 | 0.10 | 0.70 |
| 500 lb calf ^b | 12.9 | 0.53 | 0.26 | 0.10 | 0.70 |

a Based on 300 lb steer calf consuming 8.6 lb forage DM per day and gaining 2 lb/d, with mature BW of 1200 lb at 28% fat (NRC, 1996).
 b Based on 500 lb steer calf consuming 12.6 lb forage DM per day and gaining 2 lb/d, with mature BW of 1200 lb at 28% fat (NRC, 1996).



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WARNINGS: FOR USE IN ANIMALS ONLY. NOT FOR HUMAN USE. KEEP OUT OF REACH OF CHILDREN. TO AVOID ACCIDENTAL INJECTION, DO NOT USE IN AUTOMATICALLY POWERED SYRINGES WHICH HAVE NO ADDITIONAL PROTECTION SYSTEM. IN CASE OF HUMAN INJECTION, SEEK MEDICAL ADVICE IMMEDIATELY AND SHOW THE PACKAGE INSERT OR LABEL TO THE PHYSICIAN.

Avoid direct contact with skin and eyes. If accidental eye exposure occurs, rinse eyes with clean water. If accidental skin exposure occurs, wash the skin immediately with soap and water. Tildipirosin may cause sensitization by skin contact.

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Fatal adverse events have been reported following the use of tildipirosin in swine. NOT FOR USE IN CHICKENS OR TURKEYS.

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PRECAUTIONS: The effects of Zuprevo 18% on bovine reproductive performance, pregnancy and lactation have not been determined. Swelling and inflammation, which may be severe, may be seen at the injection site after administration. Subcutaneous injection may result in local tissue reactions which persist beyond the slaughter withdrawal period. This may result in trim loss of edible tissue at slaughter.

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FOCUS ON CATTLE HEALTH

Stocker cattle health has always been a challenge, but the challenge has increased over the years and producers may need to beef up their management plans, according to a Texas A&M AgriLife Extension Service specialist.

“We have some of the best vaccines and technology available to us, but the mortality number has continued to rise” said Dr. Ted McCollum, AgriLife Extension beef cattle specialist in Amarillo. “Health is the first management challenge faced by stocker cattle producers.”

“The restrictions on some of the tools, specifically antibiotics, we have to treat and manage these cattle with, are being tightened, so we need to know what we can do from a management standpoint to improve handling and reduce the stressors that lead to health problems.”

McCollum estimated that with current costs, every 1% increase in morbidity or incidence of disease in a set of calves reduces profit by \$1.43 for every calf in the group. Breaking it down further, 62% of the \$1.43 is attributed to mortality of the calves that became sick, another 21% to reduced performance of sick calves and finally 17% to costs of treating the sick calves.

“The inclination is to chisel on the treatments costs, which contribute the least amount to the overall cost of morbidity and is our primary tool to reduce severity of the disease and hopefully reduce death loss, the primary contributor to the cost of morbidity,” McCollum said.

He said weaning stress, exposure to pathogens, handling and management, marketing and transportation prior to purchase and arrival are things the stocker cattle owner has little control over. But, stressors associated with adapting to their new environment, co-mingling, nutrition, handling and processing can be addressed

post-arrival by the owner and others tending to the calves.

“Be smart about where you are purchasing your calves, evaluate your post-arrival program – people, place, process – and address those factors that can reduce the stress load on the calves,” McCollum said.

Once the calves are straightened out, settled and ready to turn out, the primary focus turns to managing for performance, and stocking pressure is a key drive to consider, he said.

Forage intake, and hence weight gain, is influenced by forage availability, McCollum said. And, stocking pressure or pounds of cattle per acre affect the forage allocation and how much each animal can consume.

“To demonstrate, a study over two winter wheat grazing periods in Bushland showed that for every 50 lbs. we increased our stocking pressure, the average daily gain declined by between a quarter and three-tenths of a pound per day,” he said. “What is the right stocking pressure on wheat? The answer varies depending on forage production, cost inputs and value of weight gain.”

In addition to managing forage availability, he said producers might also consider the nutrient sources for the cattle.

“Do not assume that cattle on wheat pasture don’t need a mineral supplement,” McCollum said. “Mineral supplements can easily pay for themselves with increased gain. Based on research, simply adding a mineral supplement can result in an additional quarter pound per day gain. And if you add in Rumensin, it can add another quarter pound of gain per day.”

At current values, a producer could spend as much as \$3,500 a ton for the mineral supplement and pay for it with these results, he said.





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20 months of age or older. A withdrawal period has not been established in pre-ruminating calves. Do not use in calves to be processed for veal. The effects of Zuprevo® 18% on bovine reproductive performance, pregnancy and lactation have not been determined. Swelling and inflammation, which may be severe, may be seen at the injection site after administration. Subcutaneous injection may result in local tissue reactions which persist beyond slaughter withdrawal period. This may result in trim loss of edible tissue at slaughter. Brief summary available on adjacent page.



Get It In Writing: Terms of a Bull Lease

Leasing a bull definitely has its advantages, however both sides of the lease must be careful that all legalities, terms and conditions of the lease are spelled out to protect both parties. A bull is an expensive and important investment for both parties. Here are a few tips on what should be covered in a bull lease.

1. Condition of the bull— Be clear on what bull is leased and the body condition score of the bull at the time of the agreement. Expectation of maintaining the bulls body condition is an important consideration.

2. Cows to breed -- In most cases, bull leases should be clear on which females the bull will be bred to. This will clear up any confusion on the number of cows, if they are virgin heifers or not, and that the bull will not be bred to unapproved cows. Where the bull will be located during the lease is also important.

3. Veterinary Care -- It is recommended that the breeder be required to call the bull owner immediately if a medical issue ensues. Items to be decided ahead of time include if there is an emergency,

can the breeder use any available veterinarian? Who is responsible for veterinarian bills?

4. Risk of Loss, Injury or Illness – Liability is always a big issue. Who is bearing the risk of loss, death, injury or illness to the bull, other animals caused by the bull, or people caused by the bull? Is there a penalty if the bull is injured (either with or without the fault of the

It is dangerous for cattle producers to pull a form off the Internet, fill in a few blanks, and hope that it's "good enough."

breeder) so as to make the bull unserviceable to other females (including but not limited to him being crippled, unsound, or injured sheath, penis or scrotum)?

5. Insurance – Depending on the value of the bull, it may be insured. Who is responsible for this insurance during the lease and what does it cover? If the bull is

injured or dies, what actions need to be taken to fulfill the insurance policy so payment can be made to the owner?

6. Warranty/Guarantee – If a warranty to the bull's fertility is made, then the bull owner should supply a veterinarian approved and signed "Bull Breeding Soundness Evaluation" as proof that the bull is a "Satisfactory Potential Breeder." On the other hand, the breeder may require a guarantee that the cows are healthy, vaccinated and free from disease.

7. Term – The length of the lease and options for extending the term should be clear before the bull ever changes hands.

8. Payment – Be specific. What is the lease rate, timing for payment, payment method and instructions and any penalty for late payment. Some bull leases require a security deposit to help insure the delivery of a healthy bull at the end of the term.

There is no "one-size fits" bull lease that is suitable for every transaction. That's why it is dangerous for cattle producers to pull a form off the Internet, fill in a few blanks, and hope that it's "good enough." Bull leases should be carefully tailored for the unique needs of your operation and the circumstances surrounding a particular transaction. It behooves cattle producers to hire an attorney to help craft a suitable bull lease.

Cattle producers can help keep legal costs down by using this checklist and working through all the issues with the other party before consulting an attorney. Even if an attorney is not used, cattlemen should put the terms of the bull lease in writing. For additional considerations on leasing a bull, contact Cari Rincker at Rinckerlaw.com





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WINTERIZE YOUR OPE



In northern climates winter is a big deal. Neither your cow herd nor machinery should go into it unprepared. For cattle, make sure they head into winter with extra body fat. They need reserves of energy—a good store of back fat—to draw on to help maintain body heat on cold days. Also, the added insulation (layer of fat under hide and hair) is like a thicker winter coat; they won't need as many calories of feed to keep warm.

Russ Daly, Extension Veterinarian/Associate Professor, SDSU, says windbreaks and bedding are helpful, along with good nutrition. "The part of the diet we focus on is energy, during cold weather. Protein is really important, too, but energy, especially for weaning-age calves is crucial. Here in the northern plains we also recognize that these animals increase intake in response to cold," he says.

"We have to be sure we are providing the additional feed they need. For animals with a functional rumen—older calves, adult cattle—having adequate protein to utilize the energy is also important." Microbes in the rumen break down roughage into useable energy, but they need protein in order to do this.

"Prolonged cold makes it challenging to feed calves enough for weight gain. For mature animals, the best way we can help them respond to cold stress is to feed enough energy and protein—especially as cows get into later gestation—to make sure the unborn calf isn't shortchanged." If the cow is putting all her resources into keeping warm, something is shortchanged. Windbreaks and bedding are important for adult cattle (as well as calves), to prevent frostbitten ears or teats, or scrotal frostbite in bulls.

Make sure you can always supply feed and water when temperature drops. This means water sources that keep working, and water that doesn't freeze up. Where electricity is available this may mean heated water tanks. In extensive pasture situations, innovative water systems may be necessary.

Machinery

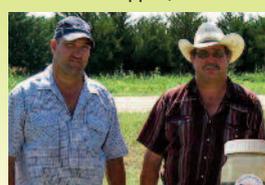
Winter preparedness includes being able to get feed to the cattle—with equipment (feed trucks, tractors, bale processors, etc.) that keeps working during winter. Crop harvesting equipment may sit during winter, but make sure it goes into winter in optimum condition.

Michael Thomas, ranching near Baker, Idaho, has done a lot of custom haying and work with heavy equipment. He recommends changing motor oil when winterizing equipment, to prevent particulate sedimentation. "Over winter the solids in motor oil tend to fall out of suspension and collect in the bottom of the oil pan. This sediment is not easily removed with subsequent oil changes, but may be dislodged under stressful operating conditions later—fouling filters and causing unnecessary wear," he explains.

"Check engine coolant level and concentration. Use a coolant concentration tester to make sure your engine is protected to the coldest temperature you anticipate. I recommend maintaining a 50/50 ratio of water to coolant year-round. This will protect your engine to -34 degrees F. and will also raise the boiling point and protect your engine under extreme hot temperature operation," he says.

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11/10/14 at Bluegrass Sale Barn, Lexington, KY, Jim Dinklage purchased 32 lots of 90 hd, bawling, steer calves averaging 580 lbs. Cattle were vaccinated and drenched with Natur's Way MSE probiotic by barn vet Dawn Crouch, DVM. Cattle were shipped, but returned due to truck problems. Then reloaded on a different truck and again left for Nebraska.



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Atkinson, NE

Temperature in Lexington was 65°. 1000 miles later cattle were received at J&D Feeders, Atkinson, NE in 0° weather. Cattle were given loose hay top dressed with MSE. Started on a grower ration containing MSE dry probiotic. As of 2/1/15 cattle have had exceptional gains and no health problems.

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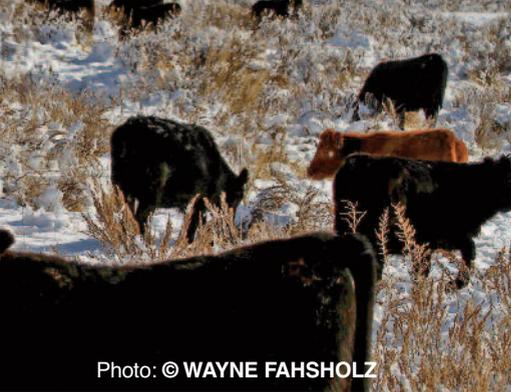


Photo: © WAYNE FAHSOLZ

In regions with extended periods of extreme subzero, a 70/30 coolant to water ratio is recommended. “But this ratio decreases the boiling point and is not recommended for conditions of extreme heat,” says Thomas.

For equipment and trucks that sit for long periods during winter, in addition to maintaining proper levels and mixtures, it is important to drain and replace coolant periodically. “As with engine oil, coolant particulates will precipitate out of solution over extended periods of non-use and can occur after new coolant has been added to the old coolant,” he explains.

“Use a high quality fleet coolant with an anti-electrolysis additive. For heavy trucks, change the coolant filter. Most tap water contains minerals, so whenever possible blend your coolant with distilled water to retard particulate formation and coolant breakdown,” suggests Thomas.

“Clean or replace air filters. Winter moisture can collect in solids within the air filter, causing dirt to solidify. Once dirt cakes, it’s difficult to effectively clean an air filter in the spring without damaging it,” he says.

“Check all belts and hoses for damage and wear. Get a jump on next season and replace the worn ones. After servicing the engine, use water or air to clean crop waste/chaff, dirt and oil/grease from the body and frame. This also gives opportunity to check for cracks/rust

and repair damage before next use,” says Thomas.

“Fully grease all fittings. This will push any water or dirt out of the component and fill the void so moisture can’t enter over winter. In areas of high humidity, fill fuel tanks to capacity to prevent excess condensation. Check air pressure in tires to make sure they are properly inflated. Extended under

inflation can damage tires, and in the least, cause added labor in spring when you find one flat.”

During inspection of equipment check for seal leaks. “Check wheel seals, transmission, differential, engine, gear boxes, hydraulic motors, etc.” says Thomas. Proper winter prep can prevent deterioration of equipment over winter, and it will be more ready to go next spring. **FL**



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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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WHY DO WHOLE POND SEEPAGE TESTS COST SO MUCH?

The original Whole Pond Seepage Test (WPT) was developed at Kansas State University nearly 20 years ago and was a real step forward in rapid, accurate lagoon seepage testing. Its advantages include rapid results that represent the liner underlying the entire water surface of the pond. Prior methods typically involved intrusive and often difficult sampling at spot locations that might represent only one millionth of the pond bottom. The WPT has thus become the Gold Standard for seepage testing and it is increasingly being required by regulators. Historically, the test often cost \$3,000 or more depending on the following parameters:

- The test requires the use of sensitive (expensive) electronic sensors, data collection, and communications equipment.
- The hydrostatic depth sensors must be regularly calibrated for accuracy.
- The equipment must be setup and retrieved by trained technicians whose travel time and costs can be quite significant.
- Only data recorded under specific limits in water and air temperatures and low wind speeds is usable in statistically valid seepage calculations. The system, therefore, may have to be deployed for

extended periods of time if weather conditions are outside of the accepted limits.

- Any equipment malfunction will require traveling to the site for evaluation and often retrieval, repair, and redeployment.
- Cellular and internet services are required for remote monitoring and data download.
- Qualified engineers or technicians are required to screen the data, calculate the resulting seepage rate, and write a seepage report to regulatory agency standards.

There is good news however! The WPT system has been routinely improved by the same people that collaborated with KSU in developing the original research system. Advances in electronics accuracy and dependability now allow much higher accuracy, in less time, with more rugged dependability and fewer operational challenges. Additionally, the use of remote communications allows potential of simultaneously testing several ponds co-located at one feedlot with no more travel time and expense than required to test one pond. These recent investments in system improvement with geographically distributed staffing have allowed us to reduce WPT cost by 30% to 60%. **FL**



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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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¹ Sifferman RL, Wolff WA, Holste JE, et al. Field efficacy evaluation of gamithromycin for treatment of bovine respiratory disease in cattle at feedlots. *Intern J Appl Res Vet Med.* 2011;9(2):171-180.

² Lechtenberg K, Daniels CS, Royer GC, et al. Field efficacy study of gamithromycin for the control of bovine respiratory disease in cattle at high risk of developing the disease. *Intern J Appl Res Vet Med.* 2011;9(2):189-197.

³ ZACTRAN product label.

⁴ Kahn, CM. *Merck Veterinary Manual*. 10th edition. 2010:1319.

⁵ Van Donkersgoed J, Merrill JK. A comparison of tilmosin to gamithromycin for on-arrival treatment of bovine respiratory disease in feeder steers. *Bovine Practitioner.* 2012;46(1):46-51.



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Good Day's Work Safety Training

Farm and other agribusiness operations looking for convenient, cost-effective ways to improve workplace safety and meet compliance requirements under the Occupational Safety & Health Administration (OSHA) have a dynamic new option available online.

Good Day's Work (gooddayswork.ag) is a web-based business—built by ag professionals for ag professionals—that combines an expanding library of employee

safety-training videos (in English and Spanish) with a records-keeping and reporting tool any agribusiness can use to maintain a sound workplace-safety program, with or without a safety specialist on staff.

Good Day's Work isn't only for agribusinesses struggling to cost-justify a safety investment. The robust program also adds value for agribusinesses with safety programs and personnel already in place. The compliance features lighten the paperwork burden. **FL**

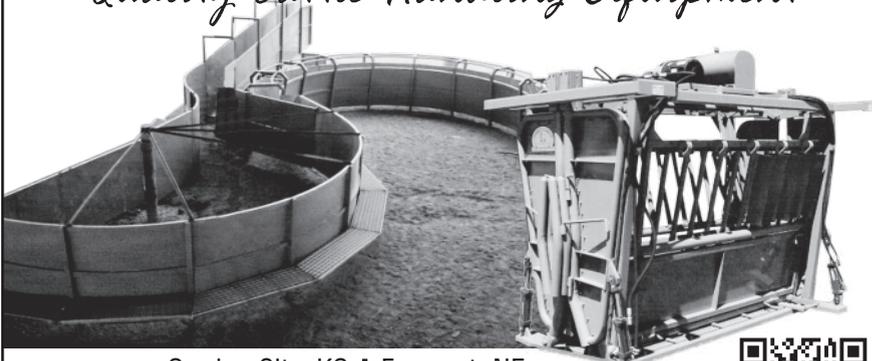
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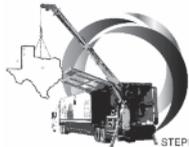
Farmers of small grain crops as well as farmers harvesting row crops and specialist seed growers will appreciate the CX8 Series' conventional threshing and separation. **FL**

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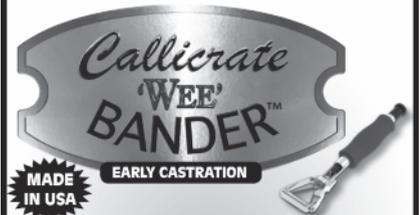
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Cleanfix hydraulic cooling fans

CLEANFIX® North America Ltd. announced the launch of its intelligent new hydraulic cooling fans used in a wide range of agricultural, forestry, construction, waste and recycling equipment to prevent problems associated with overheating and inefficiency of the engine. The key benefits to customers are more power on the PTO shaft and on the wheels, fuel savings, and noise reduction as engine speed can be reduced. The complete range of reversible fans (from 320mm to 1300mm) is now available as a hydraulic version. **FL**

Pneu-Dart TV program

Pneu-Dart will be sponsoring a one-hour prime time program on the application of remote drug delivery for free range cattle which will air on RFD-TV December 14, 2015. The broadcast will consist of a roundtable discussion on the use of remote drug delivery with one of the many topics focusing on the importance of a Veterinarian-Client-Patient-Relationship (VCPR) when administering medication.

As with any team effort, success cannot be achieved without your support. We invite you to submit questions to our panelists by sending an e-mail to team@pneudart.com. Realizing not all questions can be addressed on air; we encourage and thank you in advance for your participation. **FL**

W.D.Farr Scholars announced

Graduate students Whitney Crossland of Texas A&M University and Greta Krafzur of Colorado State University have been awarded W.D. Farr Scholarships for the 2015-16 school year from the National Cattlemen’s Foundation. Each \$12,000 scholarship recognizes outstanding students who plan to pursue careers in meat science and animal agriculture. **FL**

NCBA convention registration open

Registration and housing for the 2016 Cattle Industry Convention and National Cattlemen’s Beef Association Trade Show is open. The 118th Annual Convention will be held in San Diego, Calif., Jan. 27-29, 2016. Advanced registration is open until Jan. 4, 2016. Convention participants will hear from industry leaders, gather insight on industry trends, enjoy an evening of stars and stripes on the USS Midway and this year’s Cowboy Concert Series will feature Martina McBride.

NCBA President Philip Ellis said this convention is a must for everyone involved in the cattle industry. Once again, NCBA will have one of the largest trade shows in agriculture, with 350 companies exhibiting on nearly 6 acres. In addition to access to all of the 2016 convention events, registrants for the full convention will receive a 50 percent off coupon for Roper and Stetson apparel and footwear at the NCBA Trade Show.

To register and secure housing for the 2016 Cattle Industry Convention and NCBA Trade Show, visit www.beefusa.org or e-mail meetings@beef.org. **FL**

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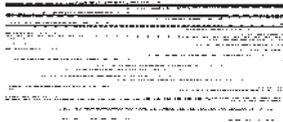
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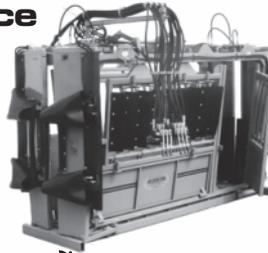


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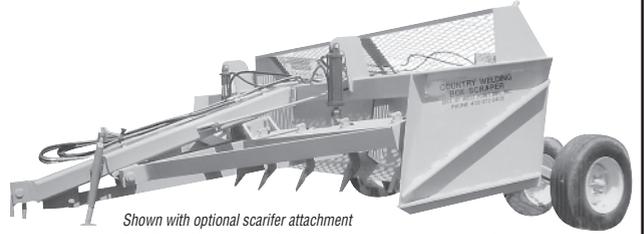


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