ARMOR ANIMAL HEALTH
DETECT. DEFEND. DELIVER.

THE PRODUCER'S *EDGE*

March/April 2021

Young calf vaccinations can be a positive for animal well-being and the bottom line

Preventing respiratory disease in young calves is not only best for overall animal health and productivity, but recent studies demonstrate there can be an economic benefit for the cow/calf operation.



Journal of the American Veterinary Medical Association (JAVMA) published a study based on a survey of cow/calf producers in multiple states. The study evaluated and compared the costs of vaccines and vaccine administration to calves for disease protection with the medication and labor costs of treating a calf with respiratory disease.[1]

The JAVMA study showed, in many cases, the costs associated with prevention were considerably less than the medication and labor costs to treat disease. Median vaccine cost per calf in the surveyed herds was $6.25, while labor costs were $5 for administering vaccine to calves. Medicine cost to treat a sick calf averaged $11, while treatment labor costs were $15 per calf.[1] This study reveals that the cost per calf to treat respiratory disease is more than twice the cost of preventing respiratory disease.

A proven approach to the young calf's immune system

A young calf's immune system is unique in how it responds to viral and bacterial challenges. Calfhood vaccinations can complement what the dam provides through colostrum and help give a calf every chance to be healthy. Timing and type of vaccine administration play key roles in managing the young calf's immune response.

A Montana study looked at the impact of timing and sequence of vaccination on the immune response in nursing calves. The study demonstrated that the intranasal vaccine works with the calf's immune system to prevent respiratory disease caused by bovine respiratory syncytial virus (BRSV) and helps prevent respiratory disease caused by infectious bovine rhinotracheitis (IBR) and parainfluenza 3 (PI3) virus.[2]

The Montana study helps support the recommendation from Zoetis to use INFORCE 3® at birth followed by a second dose of INFORCE 3 and One Shot® BVD before heading to pasture to help protect against BRSV, IBR, PI3, bovine viral diarrhea (BVD) Types 1 and 2 and Mannheimia haemolytica.[2]

To develop a vaccination protocol for your young nursing calves, visit with your local veterinarian, or visit with your representative to learn more about solutions from Zoetis.

1 Wang M, Schneider LG, Hubbard KJ, et al. Beef producer survey of the cost to prevent and treat bovine respiratory disease in preweaned calves. J Am Vet Med Assoc. 2018;253(5):617-623.
2 Data on file, Study Report No. 16CARGBIO01, Zoetis Inc.
3 Stokka GL, Neville B, Seeger JT, Stoltenow C, Dyer N, Gaspers JJ. Evaluation of the serologic effect of concurrent IBR, BRSV, PI3 and Mannheimia vaccination and time interval between the first and second dose on the subsequent serological response to the Mannheimia toxoid and BRSV fractions on spring-born beef calves in North Dakota. North Dakota Beef Report 2014;40-42.
4 Perino LJ, Hunsaker BD. A review of bovine respiratory disease field efficacy. Bov Pract. 1997;31:59-66.
5 Mosier DA, Confer AW, Panciera RJ. The evolution of vaccines for bovine pneumonic pasteurellosis. Res Vet Sci. 1989;47:1-10.

NEW WEBSITE

Features offered once your account has been linked:

- Quick Order list – A product list built from your previous 12 month purchases from Armor put together on an easy to order list.
- Real time product pricing specific to your account
- Check out quickly by using the payment terms we already have on file

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HOT OFF THE PRESS



Would you like to receive our 2021 Beef Catalog?

Call us for your copy today!

COLOSTRUM COMPARISON CHART

As you select a colostrum product for your calves, consider the following:

- Calves need at least 150-200 g IgG for protection from failure of passive transfer (FPT). Over 200 g IgG is ideal for minimizing calf diseases such as scours and pneumonia.
- Colostrum-based products provide the best protection from failure of passive transfer (FPT).
- Calves do not absorb as much IgG from serum-based products, so you need to use considerably more.

Product	Manufacturer	Source	Fat Source	USDA Licensed	IgG Amount, g	Replacer/ Supplement	Additional Notes
Calf's Choice Total Colostrum Gold	Saskatoon Colostrum	Colostrum	Colostral	•	60	Supplement	Need 3 bags for replacer (total 180 g IgG).
Calf's Choice Total Colostrum HiCal	Saskatoon Colostrum	Colostrum	Colostral	•	100	Replacer	Has higher fat content for cold weather.
Calf's Choice Total Colostrum 200	Saskatoon Colostrum	Colostrum	Colostral	•	200	Replacer	
Colostrum Supplement	Manna Pro	Colostrum, Whey	Animal		25	Supplement	Multi-species supplement; made from whey; has probiotics.
Colostrx® CR	AgriLabs/La Belle	Colostrum	Animal, Vegetable	•	100	Replacer	Has added milk protein and specific antibodies to *E. coli.*
Colostrx® CS	AgriLabs/La Belle	Colostrum	Dairy	•	50	Supplement	Has added milk protein and specific antibodies to *E. coli.*
Lifeline® Protect	APC	Serum, Whey	Animal, Vegetable		50	Supplement	
Lifeline® Rescue	APC	Serum, Whey	Animal, Vegetable		150	Replacer	

Please note: This information was gathered from the manufacturer's product label. If you have further questions, please contact us.

Why is Colostrum Important?

When calves are born, their immune system is barely functional. In order to be protected from bacteria and viruses in the environment calves need to acquire antibodies, or immunoglobulins (IgG), from their mothers. Colostrum contains a very high level of antibodies.

- Calves can ONLY get IgGs from colostrum
- IgGs are absorbed by a calf straight through the gut into their bloodstream
- IgG provides almost immediate protection from pathogens
- Failure of passive transfer (FPT) is when a calf does not receive or absorb enough IgG from colostrum
    - These calves are much more likely to get sick and die, thus increasing treatment costs

Preventing FPT by providing adequate colostrum is significantly less expensive than treating sick calves or losing valuable replacements. All calves should receive 1 gal of high quality colostrum within 1 hr of birth.
Visit the Armor website or contact your Armor rep to learn more about what colostrum product would be best for your operation.

SPRING MINERAL PROGRAM

PRODUCER PRICING: FEBRUARY 1 - APRIL 23, 2021

Item #	Description ReproMune	Each	1 Pallet (each)	200 Bags* Ships Free
5042939	Repromune IGR	$34.68	$32.51	$29.39
5031885	Repromune Mineral YC	$30.55	$28.64	$25.89
5043426	Repromune No/Phos	$24.48	$22.95	$20.75
5035384	Repromune Rumensin	$34.87	$32.69	$29.55

50 lb Bags
50 Bags per Pallet

***Delivery Deadline May 21**

Free Bags on Drop Ship Only

- Drop ship orders that get diverted to the Armor Animal Health Mandan, ND location are subject to a $50/pallet handling fee.
- Ordered products should be shipped by next normal delivery date.
- All orders delivered by Armor Animal Health are subject to a $50/pallet delivery fee.
- Pricing subject to change due to commodity products.
- Orders received during the last two weeks of this promotion must ship by May 21, 2021.

BUY 9 Get 1 Free

This Group of Products ONLY (Can Mix-N-Match)

Item #	Description VIGORTONE®	Each	1 Ton (each)	4 Ton (each)	Net Price with free product
5039936	32 SG Safe-Guard®	$133.65	$125.30	$113.27	$101.94
5032745	3V2 SD Medicated	$57.64	$54.04	$48.85	$43.96

New Product

Bovilis Nasalgen 3-PMH • Merck



Protects beef and dairy cattle against five major causes of respiratory disease in one dose:

- Bovine respiratory syncytial virus (BRSV)
- Infectious bovine rhinotracheitis (IBR)
- Parainfluenza 3 (PI3)
- Pasturella multocida
- Mannheimia haemolytica

#24849 - tray/25 singles
#24850 - 20 mL, 10 ds
#24851 - 100 mL, 50 ds

Express 5 VL5



• Boehringer Ingelheim

IBR, BVD Types I and II, PI3, BRSV, Vibrio and 5 strains of Lepto including hardjo-bovis. Dosage: 2 ml SQ or IM. For primary vaccination, give about 4 wks prior to breeding and booster in 14-28 days. Safe for pregnant cows or calves nursing pregnant cows, providing they were vaccinated pre-breeding according to label directions. Calves vaccinated before 6 mos of age should be revaccinated at 6 mos. Annual booster is recommended. 21-day slaughter withhold.

#26218 - 20 mL, 10 ds
#26217 - 100 mL, 50 ds

Contact your sales rep for more information on new products.

Calving Checklist

☐ Scours Prevention
- Calf Guard
- First Arrival w/Encrypt
- First Defense (Dual Force) Bolus or Gel
- First Defense Tri-Shield Gel
- Guardian
- Last Stand with ImmWave
- Scour Bos 4
- Scour Bos 9
- ScourGuard 4KC

☐ Vaccines
- Inforce 3
- Bovilis Nasalgen 3
- C & D Overeating
- C & D Antitoxin
- Tetanus (if banding)

☐ Supplies
- Balling Gun
- Bander
- Castrating Bands
- Calf Puller
- Calf Sled
- Calf Warmer
- Iodine
- Kalf Katch
- Latex Gloves
- Lubricants
- Needles
- OB Handles
- OB Sleeves
- OB Straps & Chains
- Suture Needles
- Syringes
- Umbilical Tape



☐ Calf Feeding
- Bottles & Nipples
- Electrolytes
- Feeding Tube or Oral Calf Feeder
- Milk Replacer
- Pails

☐ Colostrum Replacers/Supplements
- Colostrx CR
- Colostrx CS
- Dura-Start 50
- First Colostrum
- Immu-Start
- Lifeline Nourish
- Lifeline Rescue Replacer
- Lifeline Protect
- SCCL Calf's Choice Total HiCal
- SCCL Calf's Choice Total Gold

☐ Other Products
- Calf Claim or O-No-More
- Calf Scour Bolus
- Dehorning Paste
- ID Tags
  - Z Tag
  - Y-Tex
  - Tagger
  - Marking Pen
- Multimin 90
- Reed Glacier Boots



PRODUCT UPDATES

Due to Covid-19, manufacturers are experiencing a higher number of allocated products and backorders than normal. The whole Armor team is working diligently to avoid stockouts to make sure you and your animals have what they need. Please contact your Armor sales representative for product availability and best substitutes. We appreciate your patience as we work through any delays.

Manufacturer backorders/limited release:

- Ampicillin Rx.
- Bio-Mycin 200
- BoviShield Line of Products
- CattleMaster Line of Products
- Canine Spectra
- Cystorelin Rx.
- C&D Antitoxin
- Duramycin 72-200
- First Defense Products
- Inforce 3
- Ivomec Injectable
- Noromycin 300 LA
- One Shot
- Panacur C
- Penicillin
- Polyflex 25g Rx.
- PreGuard Gold FP 10
- Pyramid 5 + Presponse
- Revalor 200
- Revalor H
- Revalor XH
- Revalor S
- ScourGuard 4-KC
- Sulfamimethoxine
- Tetanus Antitoxin
- Titanium 5 PH-M
- Touch N Tuff Gloves
- Triangle 4 PH-K
- Triangle 5
- Triangle 10
- Tylan 200
- Wart Vaccine
- WormEze Liquid

Call us today for a copy of our 12-page Calving Mailer. We have everything you need for calving season!



NEW WAYS TO CONNECT!

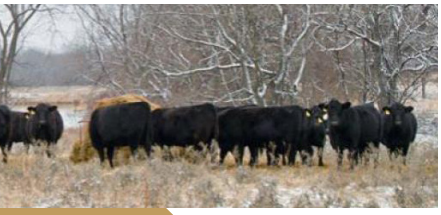
Armor Animal Health is on several social media platforms. Please like, follow, share and connect with us!

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