ARMOR
ANIMAL HEALTH

DETECT. DEFEND. DELIVER.

THE PRODUCER'S *EDGE*

January/February 2021

START YOUR CALVES RIGHT FOR A PRODUCTIVE LIFE



Prebiotics. Probiotics. Essential oils. Organic acids. You've probably seen one or all of these ingredients on packaging at the grocery store or in a food advertisement. All four ingredients fall into a category called eubiotics and can be found in livestock feed, too.

Eubiotics are a class of feed additives including prebiotics, probiotics, essential oils and organic acids. They help provide a healthy balance of microbiota in the animal's gastrointestinal (GI) tract, supporting normal digestive health and a healthy immune system.

Eubiotics derives from the Greek term eubiosis, which translates to "healthy life" and is associated with bacterial homeostasis.

How do eubiotics work?

Traditional livestock eubiotics work as follows:

- **Probiotics** help maintain a natural population balance of gut flora to support normal digestive health.
- **Prebiotics** provide a food source for natural probiotics in the gut to help maintain proper flora.
- **Organic acids** help provide nutritional support for the mucosal lining of the digestive tract, which is key to a healthy, active microbiome in the GI tract.
- **Essential oils** offer flavoring for appetite, while supporting normal gut health and digestive function.

When is the right time to use eubiotics?

The window to instill good health starts when a calf is born. Introducing eubiotics to calves early-on to help maintain normal GI health is also important to provide support for the developing immune system during the critical first few weeks of life.

Establishing good calf health on day one helps with immediate growth returns. And, it pays down the road in fast-maturing heifers who enter the milking herd early.

Ready to add eubiotics into your program?

First Arrival® with Encrypt®, when fed for 2-3 weeks starting after colostrum, is formulated to help maintain normal digestive health and support a healthy, functioning immune system in dairy calves when they need it most. It contains the broadest, most targeted range of eubiotics and other proven technologies in its class.

Healthy calves create a more profitable herd. Make First Arrival a core part of your digestive health support program for your calves during the critical early growth period!

Organic Producers: Ask your certifier for approval to use First Arrival too!

Visit our website for more information or get in touch with your Armor Animal Health or DBC Ag Products rep to learn more!

ARMOR HOOF REP



Did you know that Armor has a Hoof Representative? Meet Bear Hanson. Bear works with both our Hoof Trimmer and dairy producers, like you!

Prior to joining Armor, Bear worked as a herd manager at large dairies for 14 years, as well as a full-time hoof trimmer. Besides hoof trimming, he has worked with fresh cows, hospital cows and has also trained employees in proper calving delivery. Bear prides himself in making sure the best care of the animals is top priority.

When asked what his goals for his position are, he stated; "To utilize the skills I have gained in the field to better understand the needs of the dairy farmer and hoof trimmer in today's industry. I want to give customers the tools and resources to not only be successful, but to thrive in the future to come."

Contact Bear directly to discuss hoof products, brainstorm solutions or learn how he can help your dairy succeed!

Direct: 920.319.4351
Email: Bear.Hanson@armorah.com

Product Review: Master Mint

By Dr. Megan Tiffany, Armor Professional Services Veterinarian



Master Mint is a topical udder mint. It is made using high quality Mentha Arvensis (mint oil) as the active ingredient.

Master Mint is best used to reduce swelling and edema in the udder for better milk out post calving and in cows with mastitis or hot quarters. The spray-on product features a bright blue color which is useful in identifying a cow or a specific quarter that is having an issue with mastitis.

Product Sizes

Master Mint lotion is available in both 500 milliliter and 2.5 liter sizes. The blue-colored spray product is available in a 500 milliliter spray bottle as well as a 2.5 liter refill.



#14849	Master Mint Lotion	500 mL
#21158	Master Mint Lotion	2.5 L



#23259	Master Mint Spray	500 mL
#24186	Master Mint Spray	2.5 L

Product Quality

The full line of Master Mint products are made in Denmark. The European Union has more stringent quality standards for ingredients which equates to a more uniform, consistently high-quality product in every batch.

Spray vs. Lotion

The spray is convenient because it contains food-safe blue coloring for easy identification, and it can be quickly applied. The spray doesn't necessarily need to be rubbed into the udder, although many experts believe that massaging the product into the udder actually increases blood flow and helps further reduce edema. The lotion needs to be applied to the udder by hand. It does not leave any discoloration to the udder.

Storage Recommendations

It is important to store Master Mint according to label directions: 44-95°F as the product will come out of solution under freezing conditions. There may be loss of integrity of the product at temperatures greater than 95°F.

Tips for Cold Stress in Calves this Winter

Immediately following birth

- Allow the cow to lick and dry the calf.
- If the calf is placed in a stock tank, hang a heat lamp overhead so long as the cow can't reach the cord.
- Dip the navel with tincture of iodine to prevent bacterial migration from the navel to the bloodstream.
- Place a calf jacket on the dry calf to prevent heat loss.
- Long-stem straw is the ideal bedding and should be deep enough to enable a calf to nestle in for warmth. The calf's entire foot and at least part of the leg should be covered with bedding to provide proper insulation.
- Keep bedding clean and dry, as wet bedding robs more heat from the calf.



The importance of Colostrum

Colostrum is critical because it provides antibodies for the newborn calf, and it contains a high level of fat and other proteins for energy.

- Feed high-quality maternal colostrum to newborn calves within 2 to 6 hrs of birth (1 gal for larger breeds, 3 qts for smaller breeds).
- The full amount of colostrum should be fed at one time to maximize antibody absorption for best protection. Dividing colostrum into two feedings decreases the antibody absorption of the second feeding by at least 50%.
- The colostrum must be at least 105°F to prevent clostridial issues and provide instant heat.
- If colostrum isn't available, use a colostrum replacer containing 150-200 g of IgG.
- Colostrum can be given via a bottle or tube, but if the calf doesn't drink all of it by bottle the remainder must be tubed.

Did you know...

For calves less than 3 weeks of age, cold stress begins at 60°F. For every 1°F drop in temperature below 50°F, a calf requires 1% more energy just to stay alive. Even more energy is required for growth. Calves over 6 weeks of age don't begin to feel cold stress until temperatures fall below 42°F. Rain, snow and wind will further exacerbate cold stress if there is not adequate protection from the elements.

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No mix and match. Producers only.



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New Products



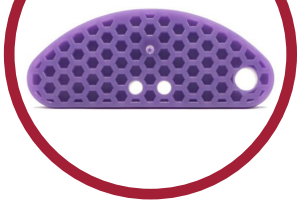
Clear Vinyl Gloves
Disposable glove that is dependable and economical, good fit and tactile sensitivity.
#24790 - med
#24791 - lg



Component TE-IS
Each dose contains 80 mg trenbolone acetate, 16 mg estradiol USP and 29 mg tylosin tartrate.
#20314 - 100 implants



Component TE-200
Each dose contains 200 mg trenbolone acetate, 20 mg estradiol USP and 29 mg tylosin tartrate.
#16210 - 100 implants



Bohning Block HB528
#24722



Bohning Block HB475
#24721

Stays put; honeycomb pattern creates an ultra-strong bond with the glue and prevents glue waste. No heating necessary. Lasts up to 3 mos in high-wear environments. Bi-directional use allows block to be used on either side of the hoof.

VET SERVICE SPOTLIGHT

Positive Pressure Ventilation

Improving air quality can dramatically reduce calves' respiratory health issues. We can help design a customized Positive Pressure Ventilation (PPV) system for your barn which includes:

- Measure barn dimensions
- Determine stocking density
- Provide a PPV system design for your facility
- List reputable distributors for fans and tubes

We can also evaluate an existing ventilation system

- Measure number of air changes per hour
- Ensure fresh air is reaching the calves without a draft
- Discover "dead zones"

A properly designed PPV system can realistically decrease pneumonia in calf barns by 5%. Given a farm with 300 calves and 20% pneumonia incidence, this can save a farm $270-$675 per year on drug costs alone.

Contact Armor to learn more or schedule your service!



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ARMOR ANIMAL HEALTH

Missed an episode? Check out the archive:
www.armoranimalhealth.com/haveyouherd

Product Updates

Due to Covid-19, manufactures 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.

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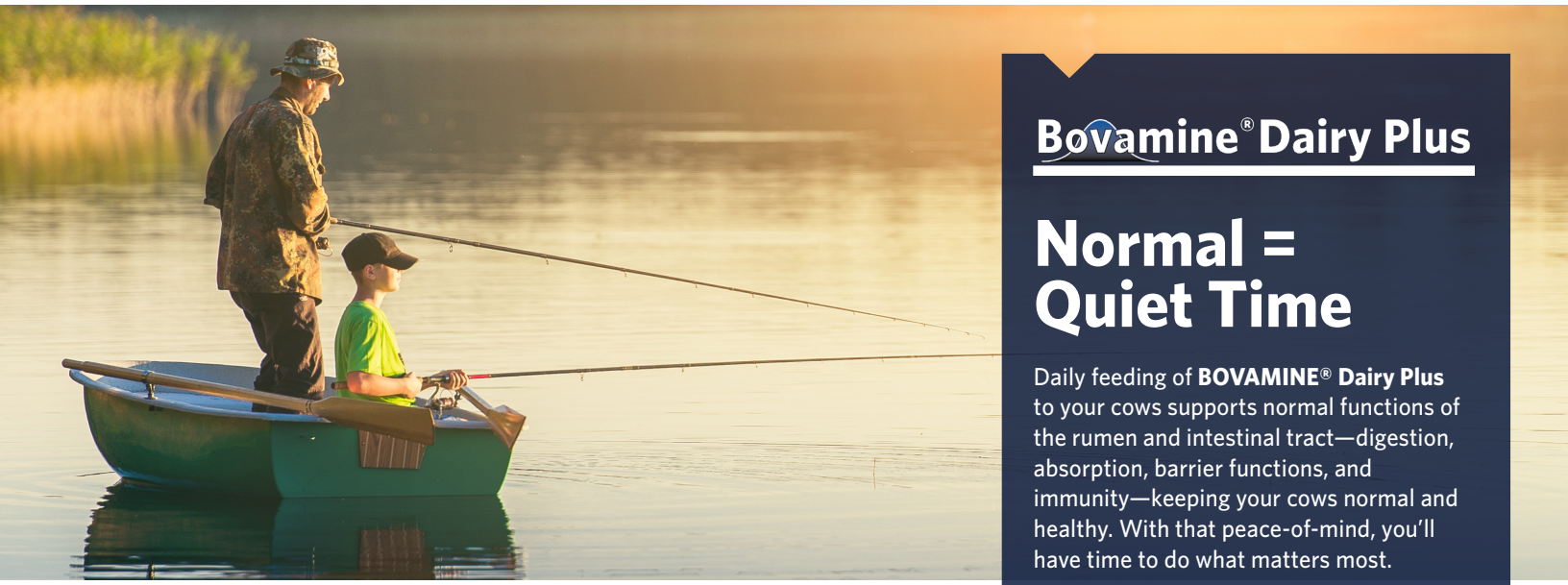
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ARMOR ANIMAL HEALTH



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