

Veterinary Feed Directive Producer Requirements

What is a VFD?

A VFD is a written statement issued by a licensed veterinarian in the course of the veterinarian's professional practice that authorizes the use of a VFD drug in or on an animal feed.

When do you need a VFD?

According to the FDA, you will need to obtain a VFD order starting **January 1, 2017**.

VFD drugs include:

Aureo 10 g crumbles
Aureo 4 g crumbles
Aureo 50 granular
Aureo S-700 35 gram granular
Calf Solutions Scours and
Pneumonia Treatment Concentrate
CLTC-100 MR
Neomed 325 Soluble Powder
Neomycin oral solution
PennChlor 50 GM
Pennox OTC-100 MR
Pulmotil 90
Sav-a-Caf Scours and Pneumonia
Treatment Milk Replacer
Scour-Ease Medicated Milk Replacer
Supercalf Med Pak

How does a producer obtain a VFD feed?

Producers must obtain a VFD order from their veterinarian, then send, or take, the VFD order to a feed manufacturer or supplier to get the VFD feed. ANIMART vets will send the VFD directly to the feed mill electronically.

ANIMART's Solution

Our Professional Service Vets can write VFDs for you. We are working on a VFD plan to manage your records for you and developing protocols for each drug. Contact your ANIMART vet for more information.

Managing Flies to Maximize Your Potential

By Dr. Larry Hawkins

Senior Technical Service Veterinarian, Bayer HealthCare, Animal Health

Whether your business is raising dairy calves or milking, no one wants to lose productivity to pests. Insects like flies pose a threat to dairy producers, as they can transmit disease, lower weight gain and milk production, and even put health inspections at risk. To control flies that become a problem, create a strategy to defend against them.

Protecting Your Operation

Defending your dairy cattle from flies can be done effectively by dividing your operation into four key treatment areas. These include:

- **On-Animal** – On-animal treatments focus on flies that want to take blood meals from your livestock such as horn flies, and include ear tags, pour-ons, on-animal sprays and dusts.
- **Facility** – Facility and pen premise treatments allow you to target flies in the areas where your cattle feed and rest. Treating your facilities with premise sprays, dusts and baits can help reduce the number of flies bothering your livestock.
- **Environment** – Environmental treatments help control flies in potential breeding areas that surround your livestock buildings and feed storage areas, and can include premise sprays and baits.
- **Feed-Through** – Several species of flies lay their eggs directly in manure. Feed-through insecticides kill fly larvae as the eggs hatch, before the larvae can mature and continue the cycle.



Rotation for Maintaining Effectiveness

When developing your insect control strategy, it is important to rotate insecticides over time to minimize development of resistance.

When rotating products, you should rotate to a product that uses a different mode of action (MOA) than the one you are currently using. Available modes of action include pyrethroids, organophosphates and neonicotinoids.

Limiting pests' exposure to any one insecticide MOA helps avoid the potential impact of cross-resistance and helps reduce selection pressure for resistance by any mechanism, minimizing the emergence of new resistant pest populations.

Keeping Safety in Mind

Be sure to read the label and know what personal protection equipment is required for the products being used. Also, be sure that the employees applying these products are trained as well.

To view our fly control products, visit animart.com/store/flycontrol

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ANIMART, Zoetis and You Partnering to Benefit FFA



For ALL Zoetis products purchased by ANIMART from February 1 to April 30, 2016, 1% will be donated to FFA.

ANIMART has donated over \$285,000 to FFA Foundations since 2008.



**FFA Sweatshirt Campaign
For every sweatshirt
sold, ANIMART will
donate \$5 to the FFA.**

Get Yours Today!
Adult sizes: Small to 4XL
Youth sizes: X-Small to Large



Offer Valid: 3/1/16-4/30/16

Think Spring - Think Hoof Care!

ANIMART is your one-stop-shop for all your hoof care needs!

ADHESIVES

HOOF-it QuickBlock+™

- Fast-setting block adhesive.
- Odorless and non-toxic.
- Mixing done in tip.
- Economical with higher quality ingredients for a longer shelf life.
- Available in 160, 200 and 400 mL.



HOOF-it™ Liquid & Powder

- Great in the cold weather - Fast Cure Powder for 70°F and below.
- One bottle of HOOF-it Liquid, used with two bottles of HOOF-it Powder is enough to apply 20 blocks.



Bovi-Bond™

- Used to bond wood or rubber blocks.
- Strong and quick-bonding, sets in 30 seconds, weight bearing in 2-3 min.
- No fumes or odors, safe application in enclosed areas.
- Available in "Soft" for thin-soled cows.



SureBond 2B™

- Designed for use in applying wooden or rubber blocks as an adjunct in the treatment of bovine lameness.
- Turns blue with proper application.



WRAPS

CoFlex™

- Durable, yet economical wrap.
- Superior cohesive flexible wrap that will not shred.
- Available in red, white, blue, purple, green, black, neon green, neon pink, orange and teal.



SyrFlex™ by Neogen

- Economical wrap designed for the hoof trimmer
- Provides solid adhesion during harsh winter weather



3M™ Vetrap™

- An effective aid in treating hoof problems by providing durable protection following treatment of hoof ailments
- Colors: black, blue, green, gold, hot pink, green, purple, red, white and gold



Cattle Wrap™

- 4" durable economic wrap.
- Available in purple, yellow, orange, neon green, pink, red, black, blue, green and color pack.

TREATMENTS

SuperBooster™

- Controls warts, rot, and improves hoof integrity.
- Significantly reduces copper sulfate usage.
- Decreases heavy metal soil loading.
- Lowers footbath pH.
- Energizes your footbath; ionizes 100% of zinc and copper.
- Makes every ounce of zinc or copper more aggressive.
- Available in 5, 15 and 55 gallons.



WHEELS & INSERTS

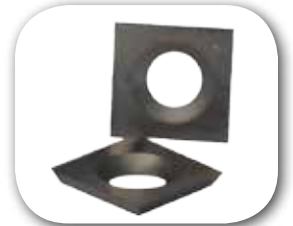
Roto-Clip™ Wheels

- For faster, easier, more economical hoof trimming.
- Steel disc with long wearing hardened cutting edges will effortlessly trim and shape a hoof with control and ease.



ANIMART Inserts™

- 2mm or 3mm.
- Box of 10.
- #1 insert is carbide 4-sided square insert
- 3mm: 13.5 x 13.5 x 3.



FOOTBATHS

Stainless Steel Footbath

10' x 9" x 31"

- Longer footbath for 2 or moreunks per hoof.
- Convenient drain for emptying.
- Constructed from one 1/8" stainless steel sheet with rolled edges.
- Resistant to chemicals and manure.
- Chemical resistant rubber mat bolted to the bottom of the footbath with stainless steel bolts for comfort, grip and longevity.



NEW Products

Bovilis J-5™

- Intended for use in healthy dairy cattle as an aid in the reduction of mastitis due to Escherichia coli.
- Low in endotoxin and the only brand with the endotoxin level printed on the bottle to assure you of the product's safety.
- To use, shake well and administer a 5 mL dose SQ.
- Three doses are recommended at four to six week intervals.
- Do not vaccinate within 2 weeks of parturition.



Rx. Epinephrine™ - New Size - 50 mL

- An emergency treatment for circulatory failure resulting from anaphylactic shock.
- It is a must item for emergency kits where bacterins, vaccines, serums or antibiotics are being used.



AG-102 Thermometer Kit™

- New state-of-the-art animal thermometer is smartphone-sized, fast, lightweight, water resistant and reliable in harsh environments; perfect for temperature acquisition of cattle, equine, swine and sheep.
- Temperature Accuracy: +/- 0.1°F in the range of typical animal body temperature
- Acquisition Time: as quickly as 7 seconds.
- With the powerful rechargeable lithium battery, the thermometer will give you 2-3 days of typical use on one charge.
- Recharging is fast, easy and convenient almost anywhere via USB-A port with a PC, 120 volt wall outlet or the included vehicle adapter.
- The revolutionary safety arm band / belt mount holster gives you the free hand you need while taking temperatures of restrained or unrestrained animals.



Cydectin Injectable™

- A ready-to-use, sterile solution containing one percent moxidectin.
- Offers a persistent kill of internal parasites at multiple stages, including the most economically damaging parasite, Ostertagia ostertagi (brown stomach worm).
- Cydectin injectable reduces performance losses caused by internal and external parasites.
- It is a second generation endectocide that expands the options available to cattle producers for applying effective, convenient and safe parasite control.
- Available in 500 mL.



GreyMAX™ Magnets

- A grey coated extra strong ferrite.
- One of the strongest cow magnets available on the market.
- Features a special "Armorcoate" coating, built to resist breakage.
- Size: 2-3/4" x 3/4" x 1/2"
- Available in 12 pk.



To view new products, visit animart.com/newproducts

KISSavings

Keep It Simple Savings

To view programs, visit animart.com/kissavings or call 800.255.1181.

We work for your reward!

- We **save** you **time** and **money** by managing manufacturer promotions & rebate programs for you!
- We track and monitor your purchases to **optimize** program **savings** for your profitability.
- We **simplify** programs through our direct links to manufacturers, processing your rebates for you.
- Automatic reporting ensures you **earn credit** for all of your qualifying program purchases from ANIMART.
- We **Keep It Simple, Saving YOU** Time and Money!



KISSavings include:

- Agrilabs Free Calf Care Rebate
- Agrilabs Free Calf Bottle Promo
- BI Herd Health Rebate Program
- CalviKick and Rumastart Special
- Ear Tag Closeouts
- FFA Sweatshirt Campaign
- Merial 2016 Producer Rebate
- 2016 One Merck Producer Rebate
- Zoetis FFA Performance Pays

Product Updates

On manufacturer backorder:

Alpha 7 - 50 ds
Bar Guard 99
BoviSera
Elite 9
Express FP 10
Hetacin-K
Piligrard Pinkeye Triview
Sulmet

Call for availability and best substitutes - 800.255.1181

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Helping to keep your herd healthy



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How Are We Doing?

Fill out a 5 question survey, and you will be entered to win an ANIMART cooler!
<http://animart.com/survey>



WE UNDERSTAND THE IMPACT THEIR BOTTOM LINES HAVE ON YOURS.

INTRODUCING A NEW WAY TO IMPROVE CALF HEALTH.



Available in 30 or 60 Count Bottles

IMPROVING CALF CARE AND HERD PROFITABILITY

Neonorm™ Calf supports optimal gut health in calves less than two weeks of age. Prompt and effective control of postnatal health issues leads to stronger calf populations and increased weaning weights.

PROTECTING YOUNG CALVES FROM DEHYDRATION

Neonorm Calf works by inhibiting water loss from the circulatory system to support normal health in the gut. Maintaining natural fluid balance protects your calf herd from the fatal effects of dehydration.

BLENDING SCIENCE AND NATURE

The natural plant derivative in Neonorm Calf, *Croton lechleri*, works at the cellular level to inhibit fluid loss and promote natural stool formation.

BACKED BY CLINICAL STUDIES AND EASY TO USE

Talk with your ANIMART representative about adding Neonorm Calf to the health regimen of your newborn calves. The bolus is given orally with or without the use of a balling gun.



Neonorm™
The New Norm in Animal Health.

Your ANIMART representative can explain how Neonorm Calf creates a healthier balance through improved care.

Beyond Products.

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