



Why Amaferm[®] in your ration?

- 1** Improves rate and extent of fiber digestion. Producers benefit from reduced feed costs by increasing the use of forages without sacrificing herd productivity.
- 2** Increases microbial protein yield. Producers benefit by reducing the need to rely on expensive, and often lower-quality bypass protein.
- 3** Increases lactate uptake by rumen bacteria. Producers benefit from a reduction of the negative swings in rumen pH and their associated effects on forage digestion and health.
- 4** Increases volatile fatty acid (VFA) production. Producers benefit from increased energy through improvements measured in milk output and growth.

M I L K Y O U R F O R A G E F O R A L L I T ' S W O R T H



No Matter What Type or Quality

Extensive research, spanning 40 years, shows Amaferm[®] improves fiber digestion for more efficient milk production.

- **ALFALFA** 10.9% increase in 30-hour NDF digestion.
(In vitro Chen et al 2004)
- **CORN SILAGE** 15.2% increase in rate of NDF degradation.
(In situ Nocek 2009)
- **HAYLAGE** 16.6% increase in rate of NDF degradation.
(In situ Nocek 2009)
- **GRASS HAY** 39.5% increase in 12-hour NDF digestion rate.
(In vitro Varel et al 1993)





Enhancing Nutrient Preservation and Aerobic Stability of Fermented Feeds

Microbial inoculants are one of many best management practices (BMPs) for conserving forage and grain crops as high-quality fermented feeds with high availability of energy and protein components while minimizing yeasts, molds and their associated mycotoxins. The Promote® inoculant program from Provimi North America offers tools for a wide range of fermented feeds and management practices. The usage and benefits of the various Promote inoculants are described below.

Alfalfa, grass and small grain silages contain high protein and mineral levels which buffer the pH decline needed during fermentation to preserve nutrient content. In addition, these silages pose challenges of being too wet or too dry to foster appropriate fermentation. The Promote inoculant line includes the **Promote® HQ** and **Promote® VS-3** products for alfalfa, grass and small grain silages.

The **HQ inoculant** features 100,000 colony-forming units (CFU)/g forage consisting of five strains of lactic-acid producing bacteria (LAB) for use in average fermentation conditions to enhance nutrient preservation and digestibility. The **VS-3 inoculant** provides 300,000 CFU/g forage of LAB to foster nutrient preservation and digestibility under adverse fermentation conditions or feed-out management.

Inoculating corn or sorghum silages will enhance initial fermentation for nutrient preservation, and unique inoculants have been developed to encourage aerobic stability at feed-out and in the feed bunk. The **Promote® AP**, **Promote® EBL** and **Promote® BP** will meet producers' needs for nutrient preservation and aerobic stability over a range of fermentation conditions.

The **AP inoculant** offers 100,000 CFU LAB/g forage for producers with very good BMPs for corn and sorghum silage to preserve nutrient content. For producers desiring more aerobic stability at feed-out, the **EBL inoculant** features 200,000 CFU of LAB and *Propionibacterium freudenreichii*/g forage to enhance nutrient preservation during initial fermentation and provide moderate aerobic stability. The **BP** offers the maximum aerobic stability by uniquely providing 500,000 CFU (LAB, *P. freudenreichii* and *L. Buchneri*)/g forage.

HMC, snaplage and earlage usage is rapidly increasing; however, these feeds pose challenges due to yeast and mold growth, particularly if the feeds are drier than desired at ensiling. The **BP** inoculant is the product of choice for the HMC-type feeds, and is applied to provide 750,000 CFU/g crop.

The **HQ**, **VS-3**, **AP** and **EBL** products are available as water-soluble powders in 100- and 1,000-g jars to treat 100- and 1,000-treated tons, respectively. These four products are also available as dry granular products. The **BP inoculant** is only available as a water-soluble powder in 200- and 2,000-g jars to treat 100- and 1,000-treated tons, respectively.



The Importance of Fly Control

The fly season is already upon us in the southern states and will be here before we know it in our northern tier states; and it looks like it may start with a vengeance based on the mild winter many of us have experienced. We all know that flies are a nuisance – truly a pest, but don't always realize just how large of an economic drain they can be on our livestock if left uncontrolled.



Feed-Through Larvicide Programs



Vigortone® supplies feed-through products that can be used to help control flies in both confined cattle such as dairy and feedlots, as well as non-confined grazing cattle.



Altosid® IGR has been providing control of horn flies in grazing cattle for over 30 years. Vigortone® has a free choice mineral formulation containing Altosid® IGR that fits your forage and herd's needs.

ClariFly® provided by Vigortone® can be used to control flies in confinement situations such as dairies and feedlots. In a study conducted by Miner Institute, ClariFly® showed a statistically significant reduction in fly counts as compared to herds using normal practices of spraying and baiting.

Vigortone's® Altosid® IGR and ClariFly® are feed-through products that, when present in the manure of cattle, control the maturation process of the fly larvae thereby inhibiting its development into an adult fly. By using this unique technology, they represent no risk to the environment or other animals, additionally the flies do not develop resistance to these products.

Make Vigortone's® Altosid® IGR and ClariFly® part of the integrated pest management protocol on your farm, feedlot, ranch or dairy to help assure both your cattle and banker are comfortable this summer.

Harmless Nuisance? Think again...

There are four different species or types of flies that represent not only the nuisance factor, but more importantly the economic factor in our cattle operations; whether those are non-confined grazing cattle or confined feedlot and dairy cattle. Understanding how to control the different flies in different environments is critical to implementing an integrated pest management program to greatly reduce the economic impact of these pests. My Dad always said "I think flies worry the weight off of cattle."



House Fly

House Fly – known to carry 65 disease organisms. In a confined cattle operation like dairy and feedlot, heavy housefly populations can cause serious economic problems. Virus diseases carried by flies include bovine virus diarrhea (BVD), the bovine herpesvirus (BHV-1) causing infectious bovine rhinitis (IBR), and parainfluenza 3 (PI3). Fly-borne bacterial diseases include pink eye, mastitis, bacterial scours, typhoid, anthrax, vibriosis and several clostridial diseases. Dr. Nickerson at the University of Georgia suspects that flies may be one of the causative agents of mastitis.



Face Fly

Face Flies – Face flies have been implicated in the transmission of *Moraxella bovis*, a bacterium that is the primary causative agent of infectious bovine keratoconjunctivitis (pinkeye). Annual economic losses due to face fly infestations are estimated to exceed \$250 million.



Stable Fly

Stable Flies - The economic impact of stable flies is estimated to be over \$432 million per year. Stable flies are blood feeders that inflict a painful bite to cows, heifers and calves. "Stable flies irritate cattle during resting, feeding and milking". Research shows that high populations of stable flies can lower milk production by 15 to 30 percent. In fact, as few as 4 stable flies per cow can reduce production by 3% per month (Stevenson and Cocke, 1997).



Horn Fly

Horn Flies – The horn fly costs the cattle industry over \$1 billion per year and is North America's most pervasive and costly external cattle parasite. These losses can be attributed to reduced weight gains, decreased feed efficiency and decreased milk yields. Based upon studies evaluating these production losses, the generally accepted economic threshold for infestations of horn flies is 200 flies per animal. Steelman (1990) reported a decrease of 17.8 pounds in calf weaning weights for every 100 horn flies present on the cow. Stocker cattle showed an advantage of 33.6 pounds of gain over the grazing season when horn flies were controlled compared to no control (Cocke et al., 1989; Haufe, 1982). Yearling beef heifers treated for horn flies had 14% greater weight gain than untreated heifers (DeRouen et al., 2008).

Research references available upon request



Vigortone "Top 50" Dealers 2012 Results

TOP 50 DEALERS - BY TOTAL TONS

Rank	Account Name	ASM	2012 TONS
1	S & S PREMIX COMPANY	Ronnie Spivey	1,165
2	HOOVER FEED SERVICE INC	Dennis Wood	930
3	WESTERN VIGORTONE OUTLET	Brett Heiting	810
4	FARNAM COMPANIES INC	Mike Bartenhagen	769
5	PLAINVIEW MILK PRODUCTS CO-OP	Greg Hartung	710
6	TEXAS RANGE MINERALS INC	Ahart/Smith	706
7	NEWBERRY FEED & FARM CENTER	Bill Faircloth	664
8	MARTINDALE FEED MILLS	Ahart/Smith	662
9	WEST END MILLING	Ronnie Spivey	644
10	STILLWATER MILLING COMPANY	Greg Tajchman	599
11	C & C FEED COMPANY	Ronnie Spivey	568
12	MARIA STEIN GRAIN COMPANY	Dennis Wood	527
13	TC MARKETING RESOURCE INC	Ahart/Smith	483
14	MUNSON FEED CO INC	Marlen Schmit	447
15	DOOR COUNTY COOPERATIVE	Russ Johnson	425
16	SCHMITT AG PRODUCTS	Dennis Wood	420
17	KAREN LEIBEE	Casey Dey	418
18	MID GA FARM SERVICES	Ronnie Spivey	368
19	NEW VISION ALLIANCE	Marlen Schmit	355
20	STEVE WILLBERG	Ahart/Smith	333
21	KIELER FEED & SEED	John Brickner	315
22	WALCO INTERNATIONAL INC	Dick Willis	312
23	J V PAPPENFUS ELEVATOR INC	Marlen Schmit	309
24	HEARTLAND COOPERATIVE SERVICES	Russ Johnson	283
25	LA JUNTA MILLING & ELEVATOR CO	Cindy Fiscus	280
26	REISDORF BROTHERS INC	Scott Benkelman	272
27	HAROLD J KOSEL	Dean Breuer	259
28	MULESHOE VET SUPPLY	Open Southern	249
29	GENERAL FARM SUPPLY INC	Russ Johnson	247
30	MCCARLSON FEEDS	Dean Breuer	233
31	LEHMAN'S FEED MILL INC	Phil Gauntt	233
32	HEIMSOTH BROTHERS	Landon Watkins	231
33	LES GORMAN	Dean Breuer	223
34	BREHM'S FEED CO INC	Ahart/Smith	222
35	FRONT RANGE SUPPLY	Casey Dey	217
36	BEHREND'S FEED & FERTILIZER LP	Ahart/Smith	213
37	GATLIN FEEDS	Doug Harber	195
38	ROWLEY FEEDS	John Brickner	185
39	GORDON V STEFFAN	Dean Breuer	180
40	SCHRAMM FEEDS	Joe Atwood	179
41	HEGG MILL LLC	Greg Hartung	173
42	POWELL FEED & MILLING CO INC	Doug Harber	168
43	WALCO INTERNATIONAL	Kevin Schroeder	163
44	ROGER TRANG	Casey Dey	159
45	MARC FELLER	Clayton Glause	156
46	DAMON FARM & RANCH	Ahart/Smith	154
47	TED DAHLSTROM DR	Landon Watkins	154
48	THE FEED COMPANY	Brett Heiting	152
49	PINE CREEK FARM & FEED	Larry Koerner	138
50	GARY D SEIBERT	Open SE	133

TOP 50 DEALERS - BY TOTAL CFE's

Rank	Account Name	ASM	2012 CFE
1	MARTINDALE FEED MILLS	Ahart/Smith	81,557
2	FARM SERVICE COOPERATIVE	Clayton Glause	71,061
3	AG CHOICE - EMPORIA GRAIN & FE	Joe Atwood	45,544
4	WESTERN VIGORTONE OUTLET	Brett Heiting	32,460
5	MID STATE MILLING	Clayton Glause	31,130
6	TEXAS RANGE MINERALS INC	Ahart/Smith	25,667
7	NEW VISION ALLIANCE	Marlen Schmitz	25,150
8	MUNSON FEED CO INC	Marlen Schmitz	23,750
9	MID GA FARM SERVICES	Ronnie Spivey	17,730
10	NEWBERRY FEED & FARM CENTER	Bill Faircloth	17,718
11	FARNAM COMPANIES INC	Mike Bartenhagen	17,059
12	S & S PREMIX COMPANY	Ronnie Spivey	16,437
13	COMPLETE FEED SERVICES	Mike Bartenhagen	15,195
14	CRYSTAL FARMS MILLS INC	Ed Meadows	14,200
15	MARIA STEIN GRAIN COMPANY	Dennis Wood	13,614
16	STILLWATER MILLING COMPANY	Greg Tajchman	12,249
17	PLAINVIEW MILK PRODUCTS CO-OP	Greg Hartung	11,579
18	TC MARKETING RESOURCE INC	Ahart/Smith	10,679
19	WEST END MILLING	Ronnie Spivey	10,651
20	STEVE WILLBERG	Ahart/Smith	9,680
21	HOOVER FEED SERVICE INC	Dennis Wood	9,640
22	C & C FEED COMPANY	Ronnie Spivey	9,416
23	KIELER FEED & SEED	John Brickner	8,943
24	KAREN LEIBEE	Casey Dey	8,751
25	TRIANGLE AGRI SERVICES CORP	John Brickner	8,750
26	DOOR COUNTY COOPERATIVE	Russ Johnson	8,452
27	J V PAPPENFUS ELEVATOR INC	Marlen Schmitz	8,098
28	LEHMAN'S FEED MILL INC	Phil Gauntt	7,973
29	SUWANNEE VALLEY FEEDS LLC	Ronnie Spivey	7,785
30	LA JUNTA MILLING & ELEVATOR CO	Cindy Fiscus	6,742
31	WALCO INTERNATIONAL INC	Dick Willis	6,449
32	SCHMITT AG PRODUCTS	Dennis Wood	6,401
33	POWELL FEED & MILLING CO INC	Doug Harber	6,393
34	REISDORF BROTHERS INC	Scott Benkelman	6,360
35	HEARTLAND COOPERATIVE SERVICES	Russ Johnson	6,089
36	HI PLAINS FEED LLC	Mike Bartenhagen	5,950
37	HEGG MILL LLC	Greg Hartung	5,933
38	HAROLD J KOSEL	Dean Breuer	5,883
39	GARY D SEIBERT	Open SE	5,393
40	COUNTRYSIDE FEED STORE LLC	Joe Atwood	5,283
41	HEIMSOTH BROTHERS	Landon Watkins	5,185
42	BEHREND'S FEED & FERTILIZER LP	Ahart/Smith	4,700
43	LES GORMAN	Dean Breuer	4,687
44	SPILLVILLE MILL	John Brickner	4,684
45	INNOVATIVE AG SERVICES	Clayton Glause	4,667
46	SUNRISE AG	Marlen Schmitz	4,299
47	GATLIN FEEDS	Doug Harber	4,156
48	MARC FELLER	Clayton Glause	4,112
49	FRONT RANGE SUPPLY	Casey Dey	3,996
50	SCHRAMM FEEDS	Joe Atwood	3,953

