

Meet Leslie

Milk Quality
and Laboratory
Specialist



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Leslie joined ANIMART's Regulatory department in 2011 after working 14 years at a vet clinic Northwest of the Twin Cities. She graduated from the University of Minnesota with a Bachelor of Science degree in Animal Science with an emphasis in Animal Production.

In her new role as Milk Quality and Laboratory Specialist, Leslie is excited to meet producers, spend more time on-farm and help producers find solutions. Leslie will also assist ANIMART Veterinarians and Sales Teams by providing educational consults and complete on-farm wash-up analysis as well as conduct parlor evaluations.

To learn more about ANIMART Veterinary Services, call 866.986.9404 or visit animart.com/services

Improve Profit with Diagnostic Testing

The use of targeted diagnostic testing to monitor and manage herd health is now economically viable.

For the past few years, our industry has been getting smaller with average herd size getting larger. That fact, coupled with increasing operating costs and a decrease in dairy margins, points to the importance of detailed and efficient herd health management practices. The use of diagnostic tools as they relate to herd health has become a necessity when it comes to ensuring both a healthy bottom line and a healthy herd. The demand to monitor health, performance, quality and food safety while still trying to make a living and remain viable requires new, innovative products and services. Quite simply, incorporating diagnostic testing into a health management plan allows for a dairy's operation to be more efficient, and improve profitability.

Infectious Disease – Identification and Prevention

Infectious diseases, such as BVD, BLV, Mastitis, and Johne's disease continue to be the source of large losses on dairies. Over the last ten years, advances in technology along with educational outreach efforts have presented dairies with the unique opportunity to better manage these conditions and reduce associated losses. Often, in the case of BVD, by the time the disease is identified, the infected animals had been shedding virus for some time and the entire herd has been affected. The use of diagnostic testing gives producers an invaluable tool in their ability to circumvent losses as pathogens are identified before clinical signs can be identified. Within a day of testing, operators have results and can make decisions with regard to the removal of infected animals before the spread of disease overcomes the herd and the bottom line.



Preg Testing Made Easy

The last few years have brought exciting advancements in reproductive efficiencies involving the use of diagnostics to determine pregnancy in cattle. The first diagnostic preg test introduced to the market uses a small sample of blood sent to a lab for processing with timely results. Preg checking cows on any day that suits your operation's schedule is now another tool in your management "toolbox." Time and staffing allocations are benefits to this method of preg checking in addition to the direct financial considerations related to the reproductive efficiency. The recent introduction of a milk-based pregnancy test is the latest tool that will, without a doubt, alter and enhance reproductive management on dairies of all sizes and provide an excellent reconfirming test after 35 days.

Although the options technology presents may at times serve as a source of angst, the use of diagnostic testing will undoubtedly continue to emerge as one of the keys to protecting and strengthening the all-important efforts behind improving efficiencies and avoiding disease-related losses on our nation's dairies.

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LAB SUPPLIES

COLLECTION

Blood Tubes - 5ml Red Top
#302411 - 100/pack.....\$20.89

Vacutainer Needle (20x1)
#216017...\$0.33 ea
100/pack.....\$23.00

Vacutainer Holder
#5049.....\$0.29 ea

Ear Notcher
#8239132592 - small.....\$12.29

Milk Vials w/ Preservation Tablets

- 10 - 11ml sample vials
#304011P.....\$2.29
- 2- 30ml sample vials
#304030P.....\$0.95

PREPAID SHIPPING Kits
Pre-paid shipping packages include all shipping supplies used to ship **BVD, Johne's, Mastitis Profiling and Pregnancy tests to lab.** Lab fees not included.



Shipping Pack - Small

- Holds up to 12 - 5ml red top tubes **OR** 10 - 11ml milk vials **OR** 5 - 30ml milk vials

#SHIPSM.....\$8.95

Shipping Pack - Medium

- Holds up to 100 - 5ml red top tubes **OR** 100 - 11ml milk vials **OR** 50 - 30ml milk vials

#SHIPMED.....\$21.95

Shipping Pack - Large

- Holds up to 200 - 5ml Red top tubes **OR** 150 - 11ml milk vials

#SHIPLG.....\$26.95

Ear Notch Shipping Kit

- 30 - 5ml Red top tubes
- Medium Box w/ Postage
- 2 - 12 oz Ice Pack
- Instructions/submission form
- Insulated Pouch

#EAR30.....\$25.95

Lab Services Available from ANIMART

Visit www.animart.com/lab-services to learn more.



Early Preg 28 Blood Preg Test

Detect pregnancy as early as 28 days post-insemination
\$3.15 ea

Easy Preg Milk Preg Test

Confirm or detect pregnancy as early as 35 days post-insemination. Utilize as a confirmatory test at 150 Days Carrying Calf
\$3.45ea

Johne's Test

Detection of Mycobacterium paratuberculosis-specific antibodies using ELISA method.
Individual \$5.75ea
Bulk Tank \$66.50

Pre Dry-Off Program:

Easy Preg and Johne's Milk Test Combo
Check cows prior to dry off to verify pregnancy and to detect Johne's to ensure viable safe colostrum for the calf.
\$9.20ea



Please contact our **Lab Specialist, Leslie**, or your ANIMART Sales Representative for additional inquiries or visit animart.com/lab-services

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BVD Tests

PCR screening method is used and provides an exquisitely sensitive and specific tool for rapid detection. Follow up ELISA method is performed for all positive samples.
49 or less.....\$3.15ea
51-149.....\$3.00ea
150 or more.....\$2.90ea
BVD Bulk Tank.....\$50.00

Mastitis Profiling

PCR technology is used, which locates the organism's DNA and requires only a small amount of DNA pathogen, dead or alive, for identification. Multiple mastitis testing programs are available:

- Bulk Milk Surveillance
- Mycoplasma Screening
- SCC/Clinical Case Testing

\$34.29ea



Use the ANIMART discount code for \$100 OFF!

Attend the Dairy Calf & Heifer Association Conference | April 1-3 Hyatt on Main | Green Bay, WI

By using the code AN00114 will qualify you for the \$100 discount. Just write the code behind your name, or your farm name when you register. If they register online, you are not able to subtract out the \$100 discount but still list the AN00114 number, they can credit back your credit card.

NEW Products

To view new products, visit animart.com/newproducts

Once PMH IN™

- Dual protection from Mannheimia haemolytica and Pasteurella multocida, the leading causes of early-onset BRD.
- Easy to use with simple 2mL intranasal administration.
- Approved for healthy cattle of all ages starting as early as 1 week of age. 21 day meat withdrawal.
- Available in 10 or 50 dose bottles.



Effercept SG™

- The proven effective germicide for use as a pre- and post-teat dip or spray is **now aloe-enriched with additional cleaning power** to help protect, condition and soften teats and udders.
- Proven to kill in 15 seconds and control a broad spectrum of mastitis-causing organisms.
- Available in 110 tabs and 550 tabs.



UltraBlock™ - Finally, a boot that fits right and left!

- **Easy Mixing** - Mix your glue right in the toe. Easy to see measuring line.
- **Better Construction** - Perfect length. Higher and fuller coverage on top of claw.
- **Quality Adhesion** - Rigid surfaces at all points of contact.



Also Available:



Blue - Left



Red - Right

Enflox 100

- 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.



ChlorMax 50

- For treatment and control of bacterial pneumonia caused by pasteurella spp.
- For use in manufacturing medicated feed. Available in 50lb bag.

Feature Products

Milk Check Teat Wipes

- Made of a thick, soft material impregnated with food grade lactic acid, with glycerin and allantoin for teat cleaning and conditioning.
- Available in 175 Wipe Canister, 700 Wipe Pail or 700 Wipe Refill.



Extra Long Tunnel Foot Bath

- Longer foot bath and high end curb allowing for more dunks. High side walls for less product loss.
- With the proper set-up and location, this style of foot bath can minimize chemical use and reduce distractions allowing the animals to move quicker through the bath.



Dairy Tech Pasteurizers

- 10 Gallon, 30 Gallon and 60 Gallon Pasteurizers are available through **special order**. Ask your rep to learn more.



Beyond Products.

KISSavings

Keep It Simple Savings

To view programs, visit animart.com/kissavings or call 800.255.1181
We work for your reward!



KISSavings include:

- BIVI Tube Hoodie Special
- BIVI Cattle 5 & 10 Program
- Calf Jacket Promotion
- Ear Tag Closeouts
- Merck Producer Rebates
- Merial Spring Rebate
- Multimin 90 Special
- Novartis Producer Program
- Trash My Puller Program
- Zoetis FFA Performance Pays Special

ANIMART, Zoetis and You Partnering to Benefit FFA



For ALL Zoetis products purchased by ANIMART from February 1 to April 30, 2014, 1% will be donated to FFA.

Product Updates

On manufacturer backorder:

- Bovine Ecolizer +C
- Corid Powder -10oz
- Deliver 1.1k and 4.4k
- Furosemide 100ml
- Monoject 35 cc syringes
- Synovex Implants

Call for availability and best substitutes - 800.255.1181

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When you **earn** something for **FREE**, don't let it go **UNUSED** or **EXPIRED!**

Have you used your **FREE** Dairy Production Management Service (DPMS) Hours? *Hours Expire Every Year On Sept. 30th*

Annual Purchases

+\$10,000

+\$50,000

+\$100,000

**Additional time may be utilized at the rate of \$150 per hour.*

FREE Service Hours Provided

1 hour - Vet-Client-Patient Relationship Prescription Visit (\$150 value **FREE**)

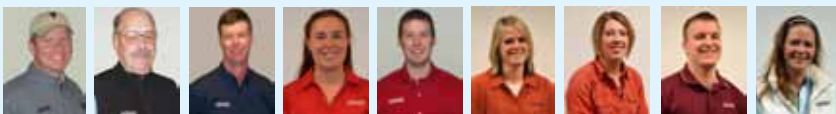
5 hours* (\$750 value **FREE**)

10 hours* (\$1500 value **FREE**)

Visit animart.com/dpms for a listing of all the services that can be done on your operation!

Talk to your rep today to find out how many hours you get for FREE!

ANIMART Veterinarians and the DPMS Team:



For more information contact:
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