



From the desk of Dr. Mark Fox
August 1st, 2016



Fall programs start August 1st with several suppliers. Take advantage of these saving opportunities whenever you can. Most seem unreachable until you really look at your purchase histories, and factor in your future needs.

Merck has a very handy program that is year long. They automatically send rebates to producers who purchase their product through drop ship. All you do is order!

Zoetis fall program looks pretty sweet this year. 8/1-10/31 purchases of Draxxin, Excede and Advocin exceeding \$10,000 receive a 5% rebate. Orders can be cumulated to reach this amount. You will need a copy of your invoice from us to complete the rebate form.

Boehringer Ingelheim (BI) also has a pretty sweet fall program. Their Cydectin is buy 10 get 1 free in all sizes (1, 2.5, 5 & 10 liter). Triangle vaccines are by the case purchase 11 get 1 **on** 2 case quantities (a case is 12 boxes of 50 ds, 24 boxes of 10ds). Orders are not cumulative so a large order needs to be placed to take advantage of the savings. Qualifying dates are 8/1-10/31 as well.

BI's herd health program ended on 7/31. Rebate forms are enclosed for those of you that qualified. You will have to submit these for yourself.

Dry Cow Management & Nutrition Key to Productive Herd Life

Finally a break, the crops are maturing nicely and you may have completed your wheat/hay/straw harvest. Take a moment, grab a cold refreshing glass of milk and ponder your dry cows. Are we providing them with the "six freedoms of pasture" (air, light, H₂O, feed, rest and space) in the barn needed to transition well into their next lactation? Included is a reprint specifically on the role of nutrition in preventing many calcium related fresh cow diseases. Proper attention in this area is very rewarding to observe and experience.

As always spend time with your advisors to "tweak" your dry cow nutrition and management as needed to lengthen productive herd life.

Happy cows....happy farmers!

Thanks to all of you for being such good stewards.... Take time with family and friends to enjoy the last of "summer 2016".

Time flies..... Dr. Mark



Take time to enjoy a refreshing treat to beat the heat!