



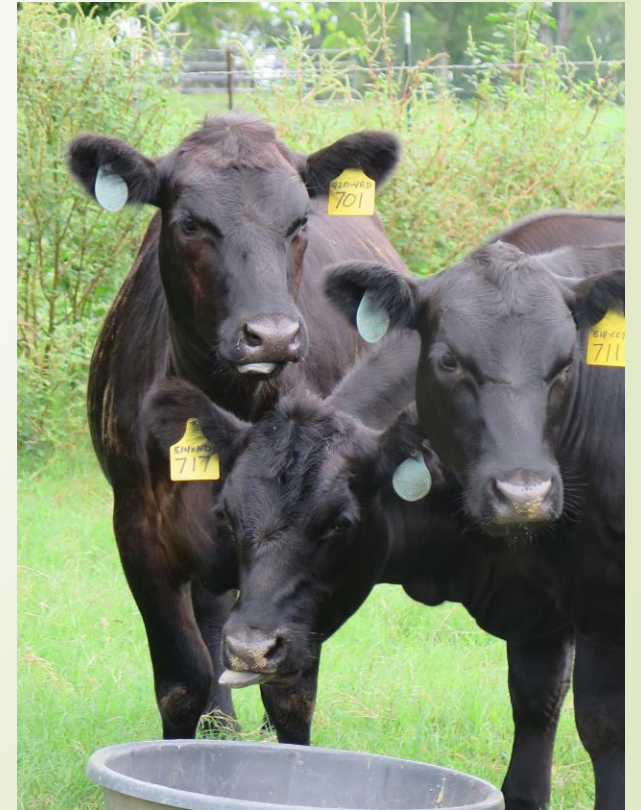
ABC Nutrition Service
The Foundation of Sound Nutrition . . .

Building a Complete Nutritional Program for the Cow Herd

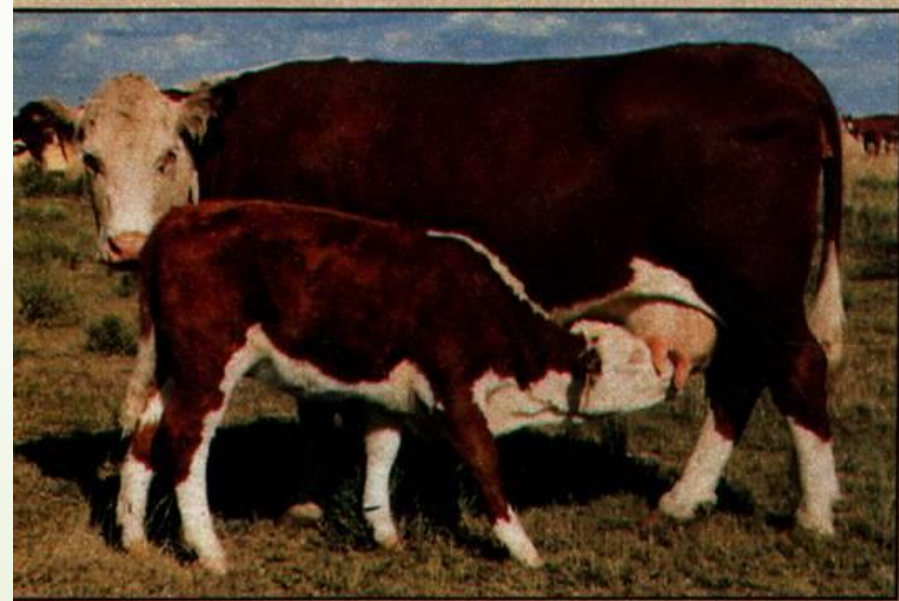
Stephen B. Blezinger, Ph.D., PAS

Reveille Livestock Concepts

ABC Nutrition Service, Inc.



- Animal performance is dependent on matching nutrients and nutrients sources to the animal given it's age, breed, environment, stress level, health status, etc.
- This is true for milk production, growth and development, health (immune response) and reproduction (fertility).



- Compromising any of the various components of your management program can severely reduce or even eliminate getting cattle bred, keeping animals healthy or showing productive gains. This becomes extremely expensive.
- The focus here is to give you an understanding of one of these very important components:

NUTRITION



Costs of a Compromised Nutritional Program

- Poor Reproduction
- Delayed Calving
- Depressed Growth and Development
- Reduced Health Performance
- Net effect – lower pounds of beef at a higher cost of production.



FERTILITY – THE NAME OF THE GAME!

- Fertility in the animal and nutrition are directly related
- For the cow-calf producer, fertility is **10** times more important in determining profitability than production traits, i. e.: size, growth rate and feed efficiency.
- Fertility is **20** times more important than carcass traits such as quality and yield grade.
- Similarly, dairy producers lose \$2 to \$5 per day per cow for every day a cow is open after 100 days post calving.



If you compromise on Nutrition. . .





Some Comments

A big issue many producers have with their nutrition programs is the cost. Inevitably we find many producers that are always looking to buy the cheapest thing they can find. Not a good strategy.

Feed and Grain Markets

- Feed and Grain Markets are historically somewhat volatile.
- Typically has been subject to some seasonality – not always the case.
- Unfortunately affected to a greater degree by the traders in Chicago than the producer would like.
- Can have a huge effect on your production costs AND overall operational performance.



What DOES Affect the Markets?

- Basic Supply and Demand
 - What is the grain crop?
 - What is our cattle, hog, poultry inventory?
- Weather
- Previous Markets
 - High prices for a given grain influence the plantings of that grain the following year
- Government
 - Farm Programs
 - Exports
 - Value of the Dollar
 - Energy Program



Building Your Nutrition Program – What are the options?

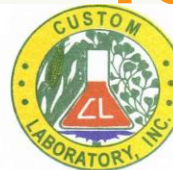


Forage Testing – Your Most Valuable Tool



Custom Laboratory Inc.

Monty Dade • customlb@keinet.net
P.O. Box 391 • 204 C Street
Golden City, MO 64748-9989 • 417-537-8337

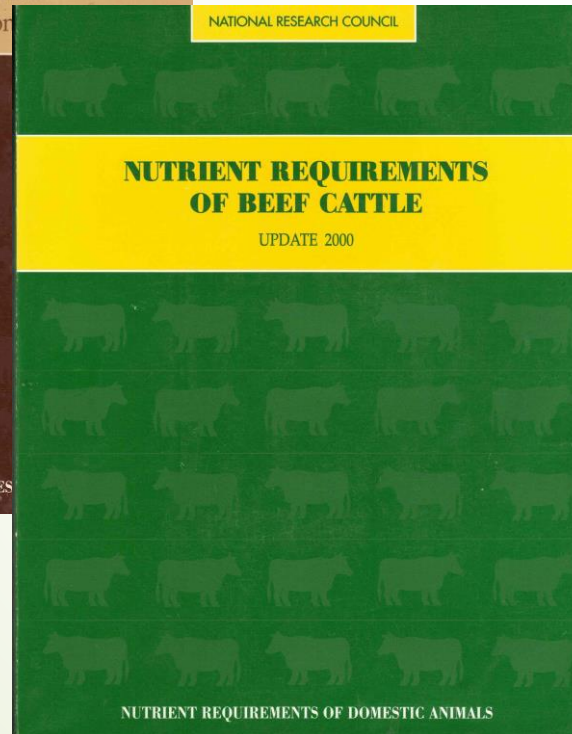
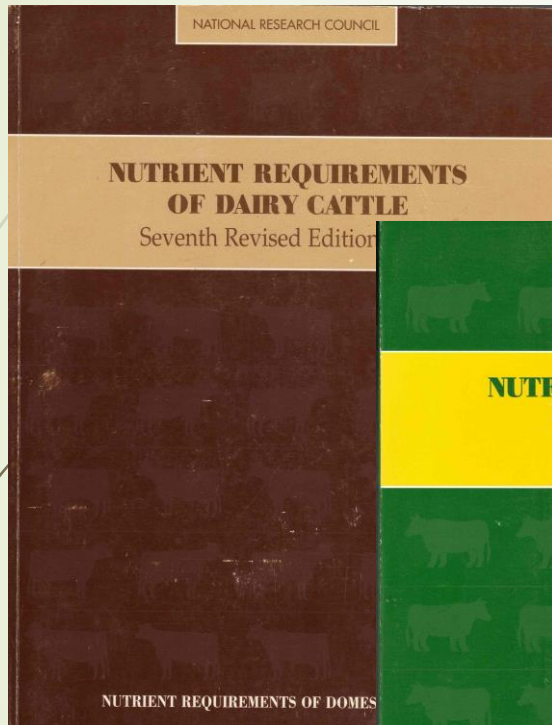


Sample Date + No	08/24/09-63	08/24/09-64		
Sample I.D.	GRASS HAY UNRUH	GRASS HAY BURT		
	As Is	Dry	As Is	Dry
Moisture%	8.248		8.499	
Dry Matter%	91.752	100.000	91.501	100.000
Crude Protein .%	8.218	8.957	5.763	6.298
Adj Cr Protein .%				
Avail Protein .%				
ADF-Nitrogen ..%				
Urea%				
A. D. Fiber ...%	44.151	48.120	42.383	46.320
N. D. Fiber ...%				
Crude Fiber ...%				
Lignin%				
T D N%	49.790	54.266	50.966	55.700
NE Lact MCAL/LB	.333	.363	.357	.390
NE Gain MCAL/LB	.232	.253	.250	.274
NE Maint MCAL/LB	.464	.506	.483	.528
Digst E MCAL/LB	2.996	1.085	1.019	1.114
Crude Fat%				
pH				
Ash.....%				
Salt%	.175	.191	.183	.200
Nitrogen%	1.315	1.433	.922	1.008
Calcium%	.358	.390	.375	.410
Phosphorus%	.179	.195	.128	.140
Magnesium%	.156	.170	.119	.130
Potassium%	.835	.910	.824	.900
Sodium%	.069	.075	.070	.077
Sulfur%				
IronPPM	504.633	550.000	183.002	200.000
CopperPPM	3.670	4.000	3.660	4.000
Manganese ...PPM	128.452	140.000	260.778	285.000
ZincPPM	18.350	20.000	15.555	17.000
AluminumPPM				
Molybdenum ..PPM				
Chlorine%				
Nitrate (NO3-) %	NEGATIVE		NEGATIVE	
Aflatoxin...PPB				
RFV/Qual Stand				

↓ 30%

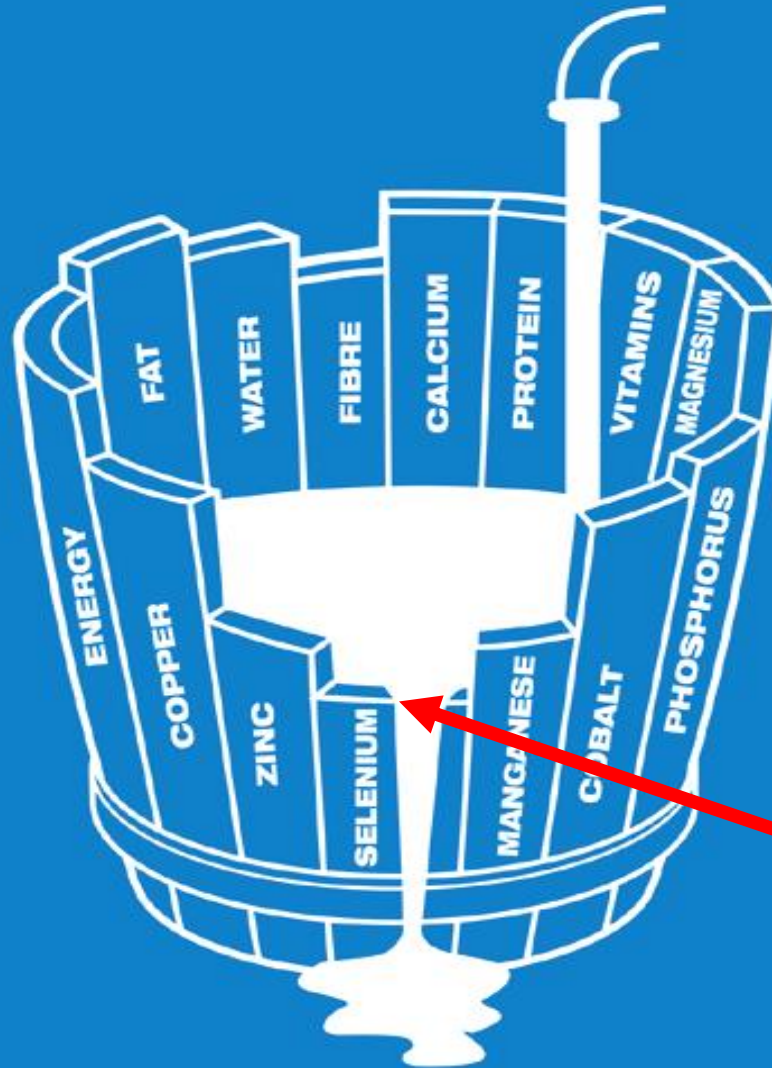


Where do we get nutritional information?



Universities, Industry, Trial and Error

THE KEY TO FERTILITY, OTHER PERFORMANCE



1st Limiting Nutrient –
a key concept to
developing a
BALANCED nutrition
Program



Determining your Feed and Supplement Program

- What do you have?
 - Forage base – information per forage test
- What are you doing?
 - Evaluate your herd
 - Cows
 - Calves
 - Heifers
 - Bulls



Evaluating Your Forage Base

➤ What are your forages?

➤ Pastures

- ❖ Composition – native, improved
- ❖ Seasonality (spring/summer, fall/winter)
- ❖ Stockpiled
- ❖ Management

➤ Hay meadows – production of stored forages

- ❖ Dry Hay
- ❖ Haylage
- ❖ Silage



Recognize that Forage Nutrients Change

Why do changes occur?

- Growing plants change as they mature
 - Pastures can change as different species become more prevalent over a growing season (native pastures).
 - Change from one feeding source to another. For instance:

Summer Pastures → Hay → Haylage → Ryegrass → Summer Pastures



Creating the Nutritional Plan

➤ Forage sampling and analysis



Creating the Nutritional Plan

► Forage sampling and analysis



Forage Analyses Submission Form

Date: _____

Producer: _____

Address: _____

City/State/Zip: _____

Phone: _____

Email: _____

Sample 1

ID: _____

Sample Type: Hay Fresh Pasture Feed Supplement (circle one)

Variety/Desc: _____

Cutting: 1st 2nd 3rd 4th (circle one)

Date of cutting: _____

Sample 2

ID: _____

Sample Type: Hay Fresh Pasture Feed Supplement

Variety/Desc: _____

Cutting: 1st 2nd 3rd 4th

Date of cutting: _____

Sample 3

ID: _____

Sample Type: Hay Fresh Pasture Feed Supplement

Variety/Desc: _____

Cutting: 1st 2nd 3rd 4th

Date of cutting: _____

To submit additional sample, please attach additional pages.

Total Samples: _____

Cost/Sample: \$38.00

Total Cost: _____

Amount submitted _____ (Checks payable to Custom Labs)

Mail Samples to: Custom Labs, P. O. Box 391, Golden City, MO 64748

The standard ABC Forage/Feed Report includes analyses of the following:

Please contact us for other options.

Moisture/Dry Matter, %

Crude Protein, %

Crude Fat (EE), %

Acid Detergent Fiber (ADF), %

Neutral Detergent Fiber (NDF), %

Total Digestible Nutrients (TDN), %

Net Energy Lactation (NEL), Mcal/lb.

Net Energy Maintenance (NEm), Mcal/lb.

Net Energy Gain (NEg), Mcal/lb

Calcium (Ca), %

Phosphorus (P), %

Magnesium (Mg), %

Potassium (K), %

Sodium (Na), %

Sulfur (S), %

Iron (Fe), ppm

Copper (Cu), ppm

Manganese (Mn), ppm

Zinc (Zn), ppm

Nitrates

ABC Nutrition Service, Inc.

667 County Road 4711

Sulphur Springs, TX 75482

info@abcnutritiononline.com

903-352-3475



10/19/17-09

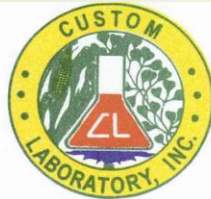
MIX GRASS HAY WALLACE FIELD
TRIPLE B/ ABC NUTRITION SERVICE INC
INDUSTRY, TX

WET

DRY

Moist / Dry Matter	%	14.96559	85.03441
Protein	%	7.625203	8.967198
Adj Cr Protein ...	%	6.749623	7.937519
Avail Protein	%	6.749623	7.937519
A.D.F. - N	%	.1400929	.1647485
A D Fiber	%	38.86073	45.7
N D Fiber(a)	%	58.35911	68.63
T D N	%	47.65926	56.04703
NE Lactation	MCAL/LB	.3786838	.44533
NE Gain	MCAL/LB	.2369522	.2786545
NE Maint ...	MCAL/LB	.4538206	.5336906
Digst Energy	MCAL/LB	.9529689	1.120686
Crude Fat (EE) ...	%	2.5	2.94
Nitrogen	%	1.220033	1.434752
Calcium	%	.4676892	.55
Phosphorus	%	5.952409E-02	.07
Magnesium	%	.212586	.25
Potassium	%	.8503441	1.0
Sodium	%	.0501703	.059
Sulfur	%	9.863991E-02	.116
Iron	PPM	144.5585	170.0
Copper	PPM	4.251721	5.0
Manganese	PPM	263.6067	310.0
Zinc	PPM	11.05447	13.0





Custom Laboratory Inc.

Monty Dade • customlb@keinet.net

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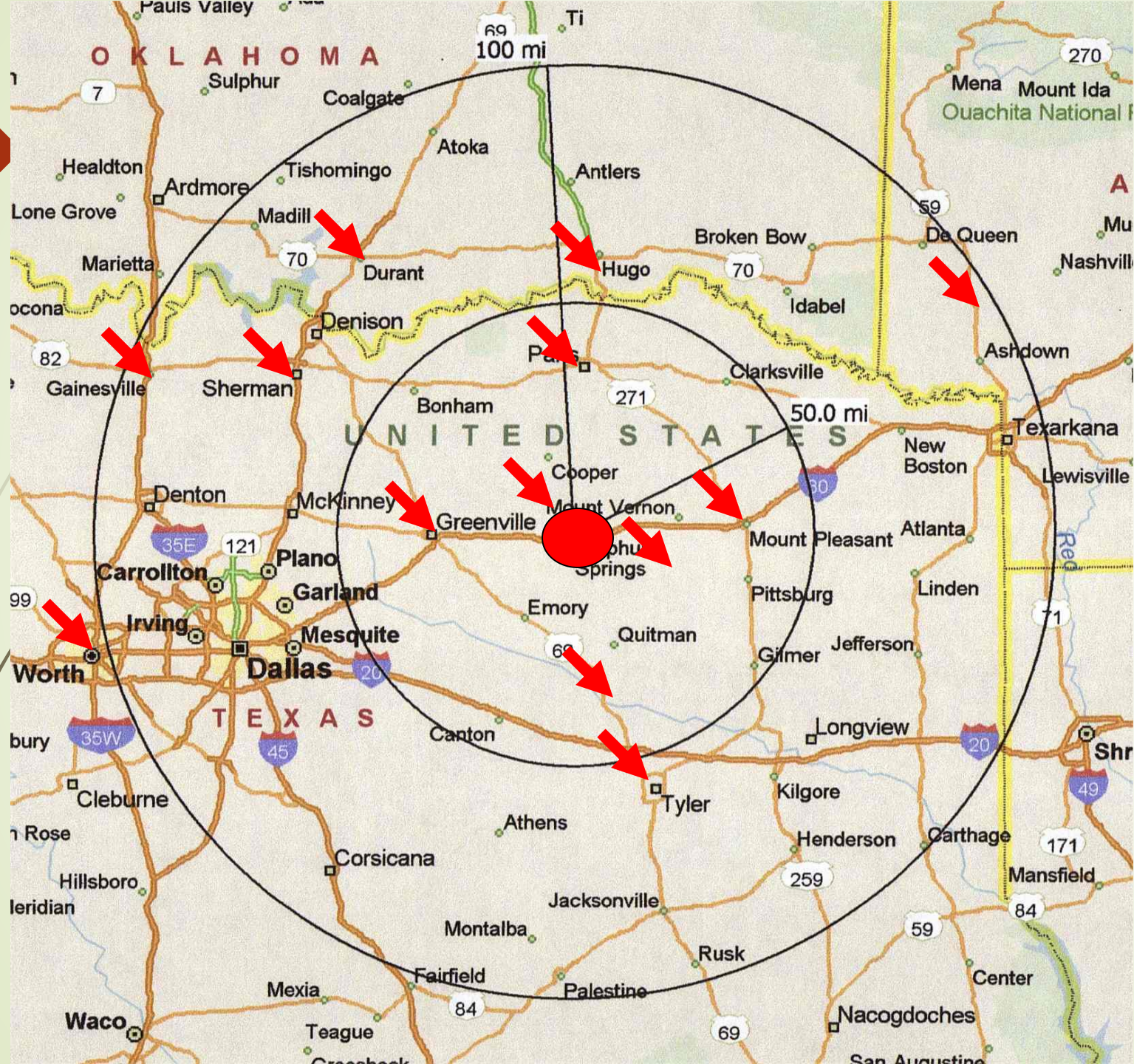
Determining your Feed and Supplement Program

- What are your resources?
 - Storage, Labor, Equipment, MONEY??
- Who are your suppliers or potential suppliers?

Will vary from year to year

Need to evaluate on an on-going basis





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Feeding and Supplementation Options

- Range Cubes – typically 20% Protein
- Commodities
- Other Feeds
 - Pellets
 - Loose or textured mixes
 - Meals
- Intake Limiting
 - Salt
 - Advanced intake limiting technologies



Feeding and Supplementation Options, continued

- Blocks and Tubs
- Liquid Feeds

Generally, products that save labor are more expensive.

Commodities - \$

Range cubes, other basic feed - \$\$

Liquids - \$\$

Blocks/Tubs - \$\$\$

Intake Limiting (depends on type) - \$\$\$\$



Supplement Options



What Affects the Cost of Feed/Supplements?

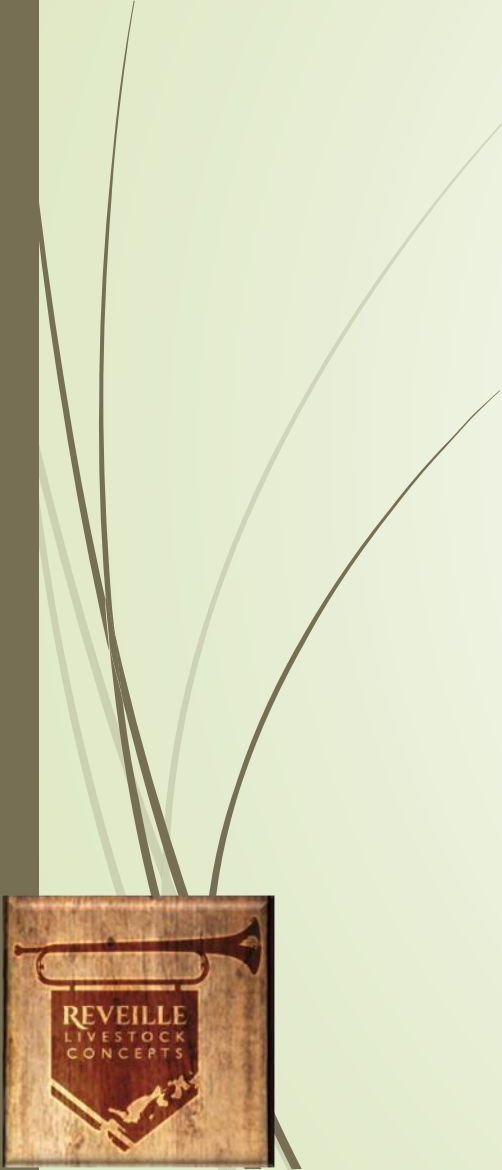
- Grain Markets
- Formulation
- Form/Type
- Bagged or Bulk - \$25-30
- Transportation
- Company/Supplier

Margins – required to cover their costs, profits

Grain/commodity buying/contracting

Technical staff or lack thereof

Facilities



Supplements Include. . . .

Protein

- Required in significant amounts in the animals diet (lbs.)
- Required for growth and development (muscle and bone).
- Largest component of enzymes (catalysts for all reactions in the body).



Supplements Include. . . .

Energy

- Energy is the fuel that runs the body – required for all life processes.
- Energy is measured in calories, kilo calories or mega calories.
- Also defined in terms of total digestible nutrients (TDN), Digestible Energy, Net Energy (maintenance, gain, lactation), etc.



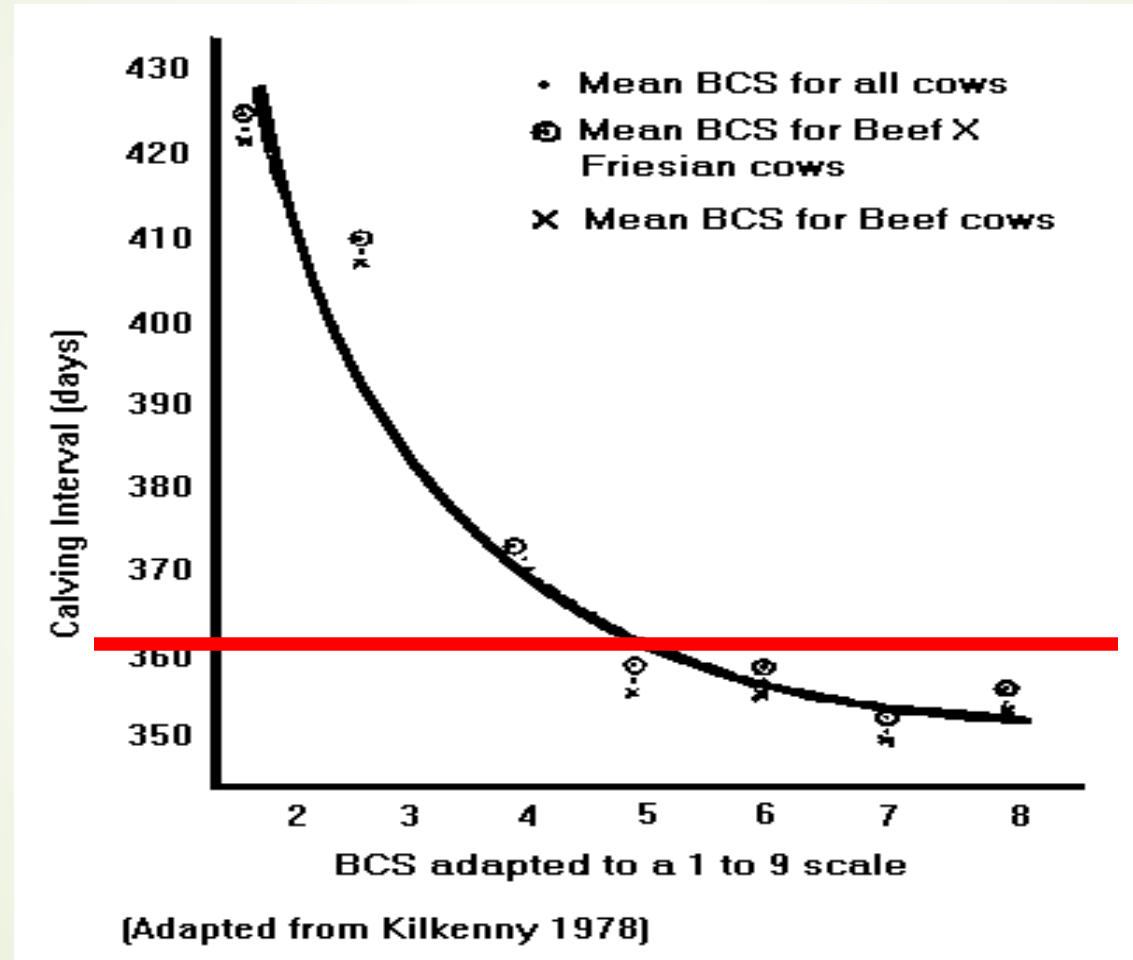


Energy Intake directly affects Body Condition Score (BCS)

- Proper body condition is critical to reproductive performance.
- Reflects fat stores on the body.
- Inadequate condition ($< \text{BCS } 4$) will depress reproduction
- Excessive condition ($> \text{BCS } 8$) will depress reproduction
- Proper BCS for Breeding (including AI) = 5 to 7



Relationship of Body Condition Score to Calving Interval



BCS 3



BCS 4



BCS 5





BCS 6



BCS 7



Suggested breed-specific birth weights and peak milk production.

Breed	Birth Weight	Peak Milk
	(lb)	(lb/d)
Angus	68.3	17.6
Braford	79.4	15.4
Brahman	68.3	17.6
Brangus	72.8	17.6
Braunvieh	86.0	26.5
Charolais	86.0	19.8
Chianina	90.4	13.2
Gelbvieh	86.0	25.4
Hereford	79.4	15.4
Holstein	94.8	33.1
Jersey	68.3	26.5
Limousin	81.6	19.8
Longhorn	72.8	11.0
Maine Anjou	88.2	19.8
Polled Hereford	72.8	15.4
Saler	77.2	19.8
Santa Gertrudis	72.8	17.6
Shorthorn	81.6	18.7
Simmental	86.0	26.5

Creating the Nutritional Plan

A Quick Example

Winter feeding program

- Feeding the hay from the analysis shown (DM)
- 1100 lb crossbred cows with 30 day old calves, average milk production
- Dry Matter Intake = 21.0 lbs, As Fed 24.25 lbs

	<u>HaySupply</u>	<u>Cow Requirements</u>	<u>Def/Excess</u>	<u>Suppl 2 lbs</u>	<u>Suppl 4 lbs</u>
Dry Matter	86.5	-.-	-.-		
Protein, %	8.62	-.-	-.-	39.5%	19.75%
Protein, lbs.	1.81	2.6	-.79	.395/lb	.1975/lb.
Suppl AF Levels%				44.88%	22.44%
TDN%	56.05	-.-		112.0%	55.8%
TDN, lbs	11.77	14.0	2.23	1.12	.558
Suppl AF Levels%				127.27%	63.4%



Why minerals are important?

Bone Development
Ca, P, Mg, Mn, Cu

Fertility
P, Cu, Zn, Se, Mn

Appetite
Mg, K, Zn, Co

Muscle development
P, S, Zn, Se

Nervous system
Mg, P, Cu

Milk production
Ca, P, Mg, Zn

Fetal development
Cu, Zn, Mn, Se

Skin & claw health
Zn, Cu and Mn

Hair coat
Cu, Zn, Se

Disease resistance
Cu, Zn, Mn, Se



Supplements Include. . . .

Minerals and Vitamins

- Critical nutrients required in the smallest dietary concentrations.
- Involved in virtually every tissue and reaction in the body.
- May be the most challenging of all the nutrients to provide accurately
- Can have significant effects on all stages of reproductive and immune response process.





FERTILITY – THE NAME OF THE GAME! CONTINUED

- Different minerals have been identified as playing key roles in fertility.
- Phosphorus has long been known to influence conception rates, estrus cycles, anestrus and ovarian activity.
- Other minerals likewise play an important role.



FERTILITY – THE NAME OF THE GAME!, CONTINUED

A 1988 study demonstrated that supplementing range cows with Zinc, Copper and Manganese can pay significant returns with small changes in fertility.

<u>Treatment</u>	<u>Avg Days to Conception</u>
No supplementation	42
2.2 lbs grain/urea mix	35
Grain mix + 15 grams P	29
Grain mix + P + Trace Minerals	22



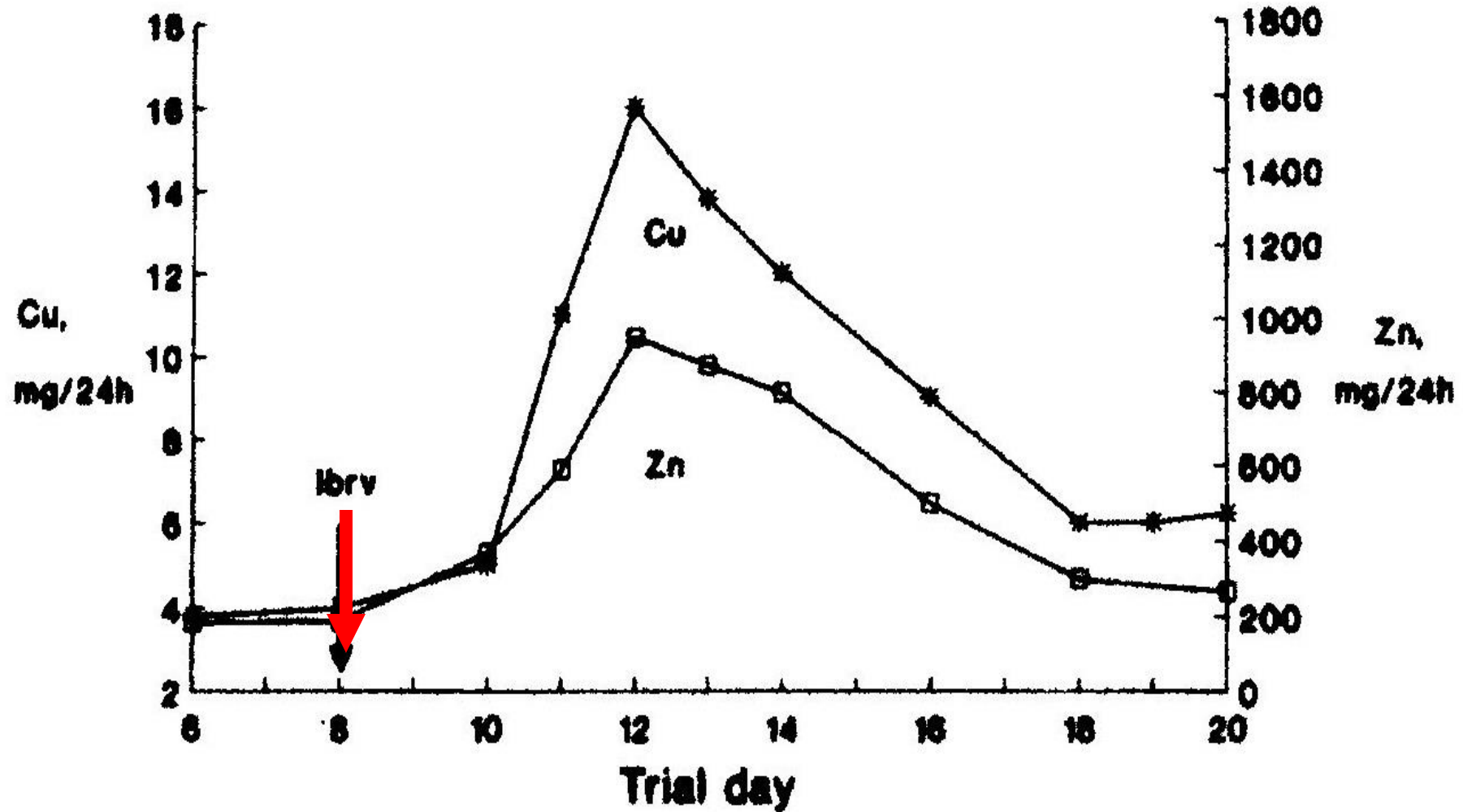
Interactions between Mo, S and Mo + S on Cu absorption

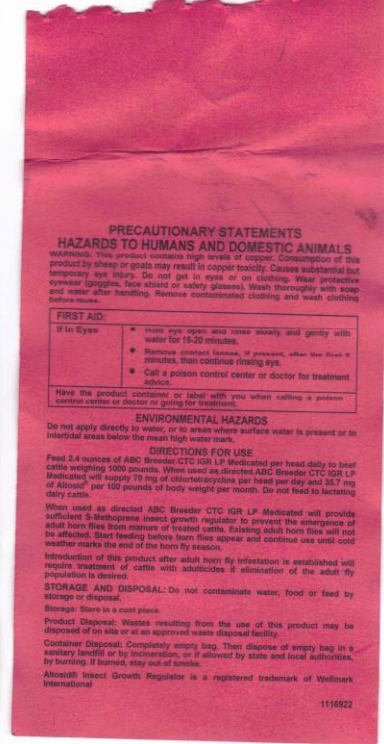
	% Reduction in Cu Absorption
Basal Diet (0.1% S, 0.5 ppm Mo	---
+ 4 ppm Mo	-0.5%
+ 0.3% S	-31%
+ 4 ppm Mo and 0.3% S	-62%

- 1) Cu and Mo – formation of cupric molybdate?
- 2) Cu and S – formation of CuS
- 3) Cu-S-Mo interaction – thiomolybdate formation (mono, di, tri and tetra)

Adapted from:
Gooneratne *et al.*, 1989.
Suttle, N. F. 1991.

Excretion of Copper and Zinc post-stress





Designing and Implementing a Quality Mineral Program

Why do producers fail to use a sound mineral program?

1. Lack of proper understanding of need/value
2. Resistance to change
3. Concern over cost
4. Negative experience based on past efforts or recommendations.



Issues/Misconceptions with Minerals

- A **white** salt block and a **yellow** salt block is NOT a mineral program.
- If you have a well balanced mineral you do not need to keep out salt separately.
- One of the primary problems – consistent or adequate intake.
- Free-choice feeding lends itself to huge intake variation.
 - From 0 to excessive – often depends on the animal.
 - Targeting low intakes to begin with (ounces/head/day).
 - Intake variation based on forage quality/quantity, availability of other feeds/supplements, management.
- Consistent effective development and formulation is critical.
- Misconception of appropriate intake levels – many companies sold low intake (1-2 oz/hd/day) because customers resisted the cost.



Developing a Quality Mineral Program

- Evaluate forage base (Pasture, Hay, Silage, other). Forage and soil test.
- Evaluate other supplements (cubes, blocks, liquids, range meals, grain, etc.). Tag or detailed nutrient analysis.
- Compare to what the cow needs.



Developing a Quality Mineral, Cont.

- The various minerals in question can be derived from a variety of sources.
- Availabilities of the macro minerals is related to a large degree to the digestibility of the base forage/feed it is found in.
- “**Bioavailability**” is a significant concern when developing or evaluating a mineral product
- Bioavailability is the percent of the actual mineral in question that is absorbed from a given source.



Developing a Quality Mineral, Cont.

- A wide range exists in the bioavailability of different sources of minerals as we have seen.
- Inorganic sources are by-and-large less available than organic sources.

Comparative Bioavailabilities

Inorganic Sources

Organic Sources

Oxides < Carbonates < Sulfates < Protienates < Amino Acid Complexes



Trace Mineral Absorption in Mature Cattle

Copper	1 to 5 %
Manganese	0.5 to 1%
Selenium	up to 35%
Zinc	5 to 15%



Organic or chelated sources have shown improved levels of absorption. Varies from 100 to 200%+. Responses have been variable.

(Dairy NRC 2001)



ABC BREEDER MINERAL LP

For Beef Cattle on Pasture

GUARANTEED ANALYSIS

Calcium (Ca), minimum	14.30%
Calcium (Ca), maximum	17.10%
Phosphorus (P), minimum	6.00%
Salt (NaCl), minimum	10.90%
Salt (NaCl), maximum	13.00%
Magnesium (Mg), minimum	2.40%
Potassium (K), minimum	1.50%
Cobalt (Co), minimum	ppm 50
Copper (Cu), minimum	ppm 3,850
Iodine (I), minimum	ppm 70
Manganese (Mn), minimum	ppm 2,700
Selenium (Se), minimum	ppm 44.00
Zinc (Zn), minimum	ppm 5,325
Vitamin A, minimum	IU per lb 150,000
Vitamin D ₃ , minimum	IU per lb 15,500
Vitamin E, minimum	IU per lb 200

INGREDIENTS

Monocalcium Phosphate, Dicalcium Phosphate, Calcium Carbonate, Salt, Potassium Chloride, Magnesium Oxide, Molasses Product, Yeast Culture, Corn Distillers Dried Grains with Solubles, Vitamin A Palmitate, Vitamin D₃ Supplement, Vitamin E Supplement, Zinc Methionine Complex, Manganese Methionine Complex, Copper Lysine Complex, Cobalt Glucoheptamate, Cobalt Carbonate, Copper Sulfate, Ethylenediamine Dihydriodide, Manganese Sulfate, Sodium Selenite, Zinc Sulfate, Natural and Artificial Flavors, Mineral Oil

FEEDING DIRECTIONS

Self-feed ABC Breeder Mineral LP to beef cattle on pasture.

Average consumption should not exceed 2.4 oz per head per day so that the intake of selenium does not exceed the legal maximum of 0.1 mg per head per day.

Manufactured For:
ABC NUTRITION SERVICE, INC.
264 Hanging Moss Trail
Shreveport, LA 71106

Prtd. 6/08

1116900

Net Weight 50 lb (22.68 kg)

Ivory

Organic,
chelated,
complexed, etc.

Sulfate sources



Issues/Misconceptions with Minerals

- Cattle are NOT capable of balancing their own mineral requirements.
- Mineral intake must be evaluated on an ongoing basis, over a period of time.
- Active management is required – movement of feeders, keeping mineral in feeders
- Gimmicks, bells and whistles are not always useful and may only add cost.





FACTORS TO CONSIDER WHEN SELECTING A QUALITY MINERAL

- **Mineral Sources**
- **Other Ingredients – carriers, tag dressing**
- **Manufacturing Parameters**
- **Ingredient Turn-Over**
- **Other Services – delivery, packaging, nutritional assistance, financing, etc.**



Completing the Mineral Program



- In many cases, simple oral mineral supplementation is not adequate to meet the cows needs.
- Trace minerals are poorly absorbed to begin with.
- Status varies greatly with nutritional plane, time of year, stress level.
- Injectable trace mineral technologies have found new acceptance with more recent developments and can be a part of a complete program.





SUMMARY – TOOLS FOR BUILDING A SOUND NUTRITIONAL PROGRAM

- Planning
- Body Condition – Cows must be in proper condition prior to initiating program
- Balance – Make sure all nutrients are provided
- Forage Test – know what is in forage base
- Supplement accordingly

No More
Bull !

Thanks for
coming!



Questions???????