

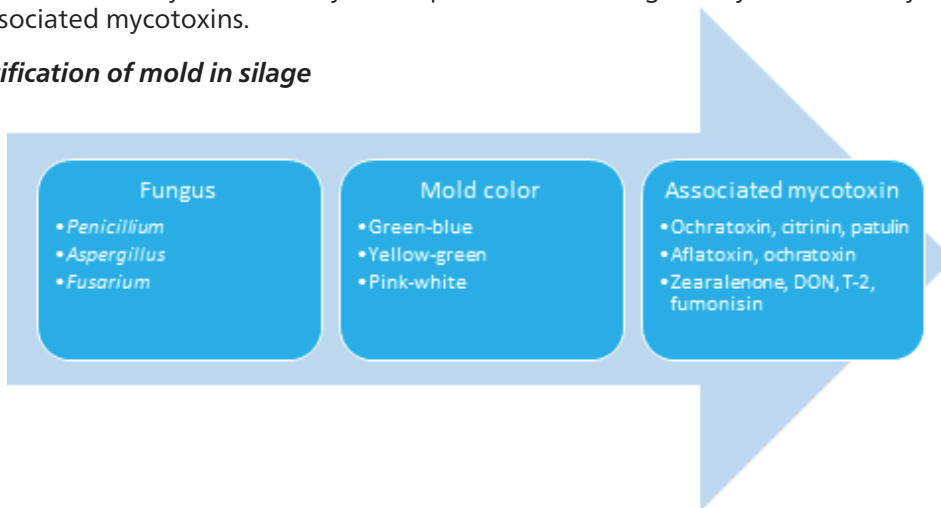


MANAGING MYCOTOXINS ON THE DAIRY

The wet fall we experienced this year presented many challenges in the Midwest, with heavy rains and flooding leading to harvest delays. Leaving corn in the field longer than anticipated caused fluctuations in plant and grain dry matter, presenting an opportunity for mycotoxin growth in the field and in storage. The Alltech 37+[®] mycotoxin analytics services lab has undertaken their largest harvest analysis to date, helping farmers identify and mitigate their mycotoxin risks. Using this information, we can put a strong mycotoxin management strategy in place to start the new year off right.

Mycotoxins can have a negative impact not only on milk production, but also on dry matter intake and reproduction. The rumen is unable to break down all mycotoxins, which can be especially dangerous to transition cows, who are already at an increased risk for health and metabolic issues. Because mycotoxins can be present in forages and concentrates, dairy cattle have a high risk of exposure to different types of mycotoxins. It is important to test for mycotoxins in silages, feedstuffs and TMRs that are currently being fed, as some fungi can begin to flourish in storage and may even be visible to the naked eye (Figure 1). The Alltech 37+ mycotoxin analysis test provides a thorough analysis for identifying contamination and the risk levels of the associated mycotoxins.

Figure 1. Identification of mold in silage



Mycotoxins are a threat present in many forms of feedstuffs. Proper testing and identification of mycotoxins, along with a mycotoxin management plan, are crucial for minimizing negative effects on milk production, dry matter intake, and reproduction. Work with your local Hubbard Feeds representative to find the mitigation strategy that is right for you in 2019.

SETTING UP YOUR COWHERD FOR SUCCESS IN 2019

It's time to set our resolutions for the new year again. As we create our yearly "to-do" lists, it's important that we make plans that will put our cowherds on the path to a successful year as well. Below are six management and nutritional "to do's" designed to help reduce costs, improve efficiency and increase profitability.

Monitor body condition

It's important to keep a close eye on the body condition of your cows. Thin cows have late breed-backs, lower-quality colostrum and lighter-weight calves. Fat cows have lower fertility, greater calving difficulty, less milk production and lower efficiency. In general, moderate body condition is an indication that cattle have aligned well with their environments and management plans.

Test your forages

The value of forage testing cannot be overstated. Nutritional profiles can be used to determine the value of feed and assist in making diets that are both least-cost and best-performing. Don't let your cows miss out on their daily requirements by including feedstuffs that miss the mark in their nutritional makeup.

Pregnancy check

Identifying open cows enables you to make educated decisions. You have several options to choose from that can help you reduce costs or create a profit. Culling open females leads to a reduction in feed costs. You can group them together and manage to increase their value as late-bred females, or place them into a different calving group altogether.

Minimize feed waste

Utilizing proper equipment and management practices can help reduce waste. Losses of more than twenty percent can be the result of poor forage management and feed handling. There have been numerous trials exhibiting the value of feeding equipment that decreases waste without sacrificing convenience.

Reduce cold stress

Cold stress is costly: for each one degree below a cow's comfort temperature, TDN energy requirements increase by one percent. To avoid this stress, provide weather protection when possible and feed your cows more pounds of feed and/or a diet with greater energy density.

Control internal and external parasites

Parasites are free-loaders that rob profit from cattle, especially through the winter months. Application methods and a variety of products give producers choices that are effective. Timely application of parasite control should be a priority item in every management plan.





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WHY VIDEO LEARNING IS INCREASING IN POPULARITY WHETHER THAT'S IN YOUR BUSINESS OR ON FARM

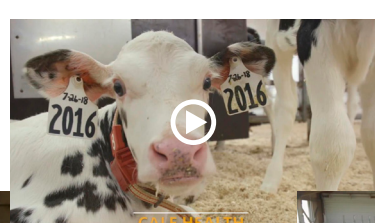
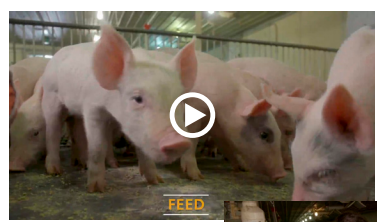
In the past if someone wanted to learn about a topic they would most likely use a printed source for reference. Today however, video is starting to overtake print as the preferred source of information.

YouTube has become a popular tool for learning, especially for younger individuals. However, it goes beyond generations. More people are turning to short videos to learn how to run equipment, tools or handle their DIY projects.

For this reason, Hubbard Feeds has created a series of training videos that feature our technical specialist discussing basic animal care and nutrition concepts. These short videos are ideal for new employees, whether that's in your business or on farm, who may not have much experience in animal agriculture.

Visual learning can help people understand concepts because they can see actual images of what's being discussed. It's one more way to improve the experience because you see what people are doing, not just reading about it.

Where can you find these videos? On the **Hubbard Feeds website under the About Us section, then click on videos:** www.hubbardfeeds.com/aboutus/videos. They can also be viewed on our YouTube channel, www.youtube.com/HubbardLife.



COME SEE US!

HUBBARD

January 9–10: South Dakota Pork Congress, Sioux Falls, SD

January 23–24: Iowa Pork Congress, Des Moines, IA

Jan. 25–Feb. 3: Black Hills Stock Show & Rodeo, Rapid City, SD

January 29–30: Illinois Pork Expo, Springfield, IL

February 2: Hubbard BHSS Dealer Meeting, Rapid City, SD

February 5–6: Minnesota Pork Congress, Minneapolis, MN

February 10–17: Iowa Beef Expo, Des Moines, IA

February 21–24: Illinois Beef Expo, Springfield, IL

March 26–28: Central Plains Dairy Expo, Sioux Falls, SD

KINETIC

February 22–24: Pheasant Fest, Schaumburg, IL

SHOW-RITE

January 8–27: National Western Stock Show, Denver, CO

Jan. 25–Feb. 3: Black Hills Stock Show & Rodeo, Rapid City, SD

March 13–22: Oklahoma Youth Expo, Oklahoma City, OK

CRYSTALYX

Jan. 25–Feb. 3: Black Hills Stock Show & Rodeo, Rapid City, SD

Jan. 30–Feb. 1: NCBA, New Orleans, LA

SAVE THE DATE: SATURDAY, FEBRUARY 2, 2019

New Opportunities New Technologies



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