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Opportunity • Solution • Success

Nutritional Management of Cows

Zach McCracken
Sutherland Feeds, Inc.



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Who We Are

Second generation, family owned livestock nutrition company started in 1963

Business model

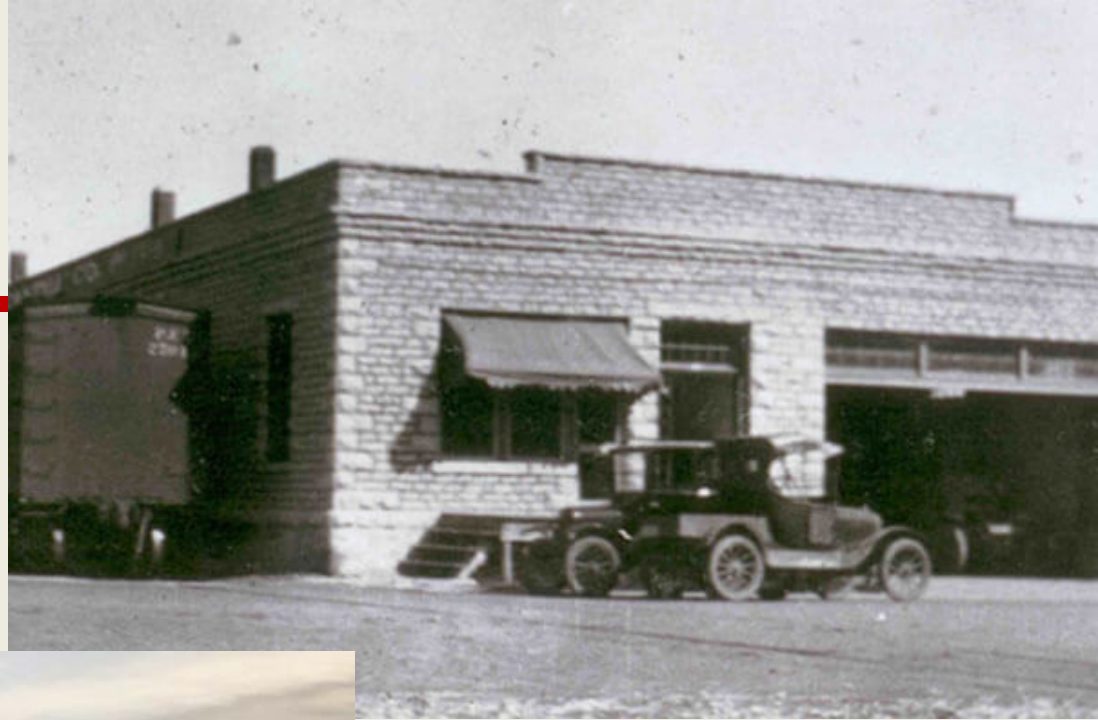
- ***Opportunities***: program diversity
- ***Solutions***: individualized problem-solving
- ***Success***: grow together

Manufacturing

- 6 states with feed manufacturing
- 18 locations including the primary facility in Frankfort, KS



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What's Your Opportunity?

Customer Goals

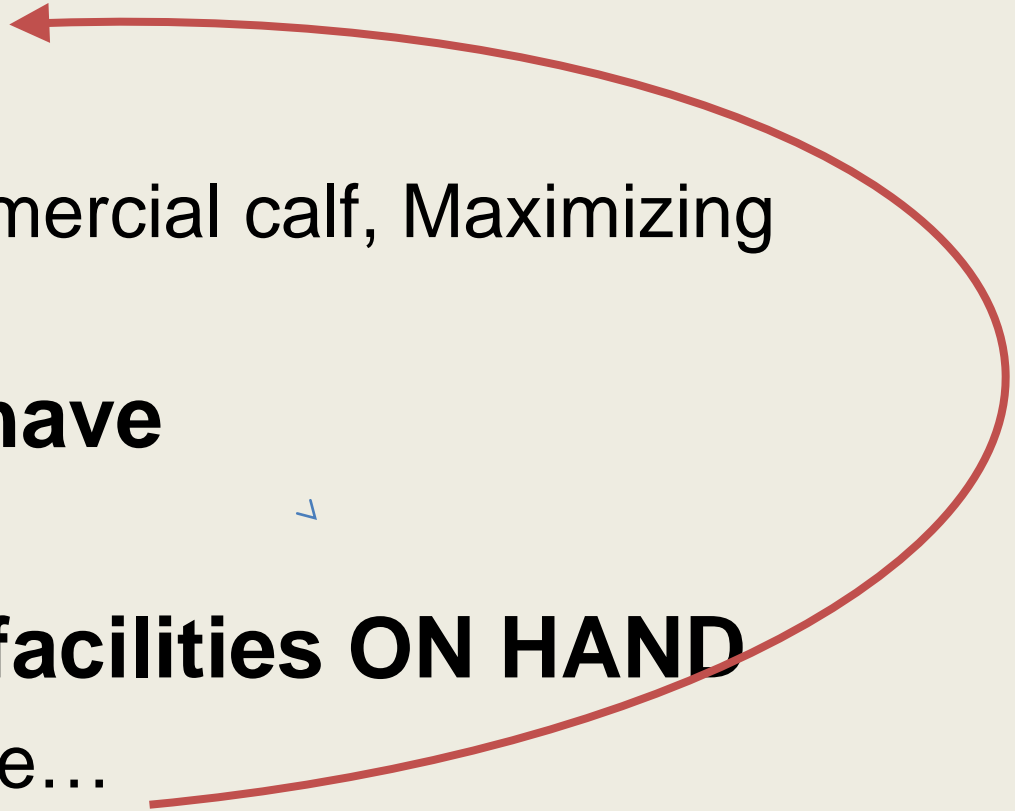
- Seed stock, Commercial calf, Maximizing production unit

What tools do we have

- Cow type and kind

Commodities and facilities **ON HAND**

- How do we achieve...





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What's Your Opportunity?

Under Roof vs. Grazing

- Control: pulling cattle, feeding rates, group feeding
- Nutrition Status: awareness of body condition and potential need
- Maximizing Timelines: return to estrus, tighter calving window

Ingredient Detail (As Fed)

Ingredient Name	1350 Lact.
	1-1-19
Corn Silage 35	9.00
Corn Stover	13.61
Mod Dist Grain	17.16
Sorghum Silage	6.00
Straw / Grass	2.00
McCracken	1.80
Total	49.57

Costs (\$/Ton)

Ingredient Cost (AsFed)	57.10
Ingredient Cost (DM)	101.10

Nutrient Analysis(DM %)

Item		1350 Lact.
		1-1-19
Ration DM	%	56.48
Moisture	%	43.52
Forage DM	%	60.36
Protein	%	13.73
NEg	Mcal/c wt	37.09
NEm	Mcal/c wt	63.63
TDN	%	58.00



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Diet Overview

Cow Requirements – 1300lb cow

- Dry Matter intake
 - 1.8-2.2% DM intake
- TDN Requirements
 - Lactation, Dry cow, Third Trimester
 - Milk Production will dictate total lbs. of TDN
 - 18.5 3 months post calving
 - 11.5 Dry cow month 8
 - **Positive** vs **Negative** energy flow



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Diet Overview

Cow Requirements – 1300lb cow

– Protein Requirements

- 3 months Post calving approx. 3.8 lbs.
- Month 8 of production approx. 1.6 lbs.



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Ionophores and Additives

Rumensin

- Increase feed efficiency by 7-10 %

NPN – Non Protein Nitrogen

- Depending on carbohydrate load in diet about 1% DM basis



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Ionophores and Additives

Suthers 454

- Vasodilation
- Increased water intake
- Increased frequency of meals
- **Bio Fix Plus**
 - Help counteract Mycotoxins in corn and by products



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-lbs. of DM:
27.99 or 2.0%

-lbs. of Protein:
3.84

-lbs. TDN:
17.81

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CHANGE IS HERE

and you're already on board

- Awareness of the opportunity
- Be progressive



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Going forward

**Surround yourself with hard working,
forward thinking individuals,
who are willing to step outside the box**