



## Work Sample

Website copy/Cargill Animal Nutrition – Dairy

### **Managing Nutrients Successfully**

Feed can easily represent up to 50% of your total cost of producing milk or raising heifers. Your animals produce milk from the amino acids, digestible NDF, starch, sugar, fat and minerals that come from their diet. It's those nutrients – and their availability and digestibility – that make the difference in both your production and profitability.

Cargill Animal Nutrition consultants make it their business to stay abreast of the latest research and information. Our systems incorporate this knowledge to ensure you have the information necessary for making rapid changes. We can offer you advice to help you make timely decisions, and customized solutions for the challenges you face in your operations.

#### **Nutrient Analysis System**

With our Nutrient Analysis System, you can begin managing this critical part of your operation. If you're already using or considering Cargill formulated diets, our nutrient profiles of your ration components will deliver these key benefits:

*Consistent and accurate results* – Using one analysis system means our consultants can give you meaningful results no matter where you live. Over time, you build a useable history of your animals' dietary needs and how you met challenges.

*Nutrition models in sync with lab results* – Cargill Animal Nutrition developed the MAX® ration formulation system in concert with our laboratory methods.

*Improved nutrient models* – The Cargill Animal Nutrition Innovation Center is our continuous nutrition research center. Models developed there are synchronized with laboratory procedures. Ultimately, the insights from this methodology lead to improved productivity and consistency from your animals.

#### **Nutrient Supply System**

In order to manage the supply of nutrients you must understand their quality and how they vary within your ingredients. With our [Optimum Value Supplier Database™](#) we can source the best cost feed ingredients without sacrificing high nutritional value. To ensure nutrients are supplied in a form that animals can readily digest, we measure individual physical characteristics with [Ingredient Evaluation Tools](#). We translate that evaluation into a nutritional analysis you can use with our [AutoCalc® system](#). The [MAX® system](#) offers you distinct advantages because it links to analysis results, ingredient information, and the latest research.

## **Improve Animal Health**

Good animal health is the cornerstone to profitable dairy production. Our consultants work with you and your veterinarian to identify and address related health issues, such as metabolic problems and sore feet. We can offer you nutrition-based solutions that strengthen overall immune function in your animals and consequently, your herd management program.

### **Metabolic Problems**

Metabolic health problems have a long lasting impact on milk production. Milk fever, ketosis and DAs tend to be prevalent around the time of calving. Cargill Animal Nutrition resources can have a tremendous positive impact on their severity. Our consultants will devise program recommendations that maximize dry matter intake, deliver needed amino acids for immune health and fetal growth, and minimize fat accumulation in the liver. They'll work with you on your transition cow issues and help you track progress toward fewer metabolic problems. Key aspects of the consultation include:

- [Production Management Audit](#) of transition groups
- Herd health records evaluation
- Rumen function evaluation using the [Cargill Digestion Analyzer](#)
- [MAX® system](#) analysis of current transition and high cow diets
- Ration recommendations developed with the MAX® system [Transition Cow Model](#)

### **Foot Health**

Many dairy operations underestimate the impact of foot problems. Cows with sore feet reduce their dry feed intake and that leads to capped milk production. Our consultants will help you design a program focused on animal health, foot health and cow comfort. The recommendations you'll devise together will enable you to track progress toward a healthier herd. This comprehensive consultation can include:

- [Production Management Audits](#) of your production groups
- Feeding management practice analysis using the [Penn State Particle Separator](#)
- Evaluation of feed sorting and other bunker management issues
- Rumen function evaluation using the [Cargill Digestion Analyzer](#)
- Rumen pH comparison with the [Rumen Health Index Model](#)
- [MAX® system](#) analysis of current transition and high cow diets
- Ration recommendations developed with the MAX® system [Transition Cow Model](#)