

# PRODUCTS & SERVICES

**A directory to suppliers providing products, services**

compiled by Angus Media

**ANIMAL HEALTH**



**CYDECTIN** by Elanco is the only cattle dewormer with the active ingredient moxidectin, which has a unique molecular structure. This allows for wide distribution in the fat, which enables extended activity to kill key parasites and protects from reinfection including brown stomach worm, lungworm, nodular worm and barber pole worm. Cydectin® provides broad-spectrum control, which has been shown to result in increased weight gain<sup>1</sup> and reduced pasture contamination. Cydectin is available in convenient injectable and pour-on formulations. The easy-to-use pour-on contains a weatherproof formula with a purple dye to show which animals have been treated. See display advertisement on page 46.

<sup>1</sup>J.C. Williams, A.F. Loyacano, A. DeRosa, J. Gurie, B.C. Clymer and F. Guerino (v0.1) p. 1. A comparison of persistent anthelmintic efficacy of topical formulations of doramectin, ivermectin, eprinomectin and moxidectin against naturally acquired nematode infections of beef calves. *Vet Parasitol.* 85(4):277-288. Accessed Oct. 1, 2019.



**HUVEPHARMA** 877-994-4883; [www.huvepharma.us](http://www.huvepharma.us). With solutions for nutrition, disease prevention and

disease treatment, Huvepharma continues to deliver innovative products and management practices to the production animal health space.

Huvepharma is focused on offering quality product choices and technical expertise to livestock producers and feeders to aid the industry in enhancing production and efficiency.

Throughout the United States, Huvepharma is focused on building partnerships with industry customers by offering high-quality products and unparalleled customer service.

Huvepharma is a global pharmaceutical company with a focus on developing, manufacturing and marketing human and animal health products. A privately owned company headquartered in Sofia, Bulgaria, Huvepharma's U.S. headquarters are located in Peachtree City, Ga.

For more information, please contact your Huvepharma sales representative and/or Huvepharma's Customer Service team at 877-994-4883, or visit [www.huvepharma.us](http://www.huvepharma.us). See display advertisement on page 69.



**NUPLURA® PH+** New NUPLURA® PH+ builds on the proven performance of NUPLURA PH against *Mannheimia haemolytica*, while adding protection against common viral causes of BRD,

including BVD Types 1 and 2 and IBR.

NUPLURA PH+ provides protective immunity against *M. haemolytica* in as little as 10 days, which is the fastest immunity claim on the market. *M. haemolytica* is the primary bacterial cause of pneumonia in cattle.<sup>1</sup> NUPLURA PH+ protects against *M. haemolytica* and other causes of BRD in calves, as well as in animals at risk for BRD during weaning, branding, shipping, commingling and other times of elevated stress.

For cattle producers concerned about both bacterial and viral causes of BRD, these NUPLURA PH+ options provide additional protection:

- **NUPLURA PH+BVD** delivers additional protection against BVD Types 1 and 2
- **NUPLURA PH+3** adds protection against BVD Types 1 and 2, plus IBR

“With NUPLURA PH+, the fastest BRD vaccine on the market just got better.

Producers can now target bacterial and viral BRD pathogens with one vaccination. This means less stress on the animal, less labor and less time to administer,” says Dr. Brett Terhaar, Elanco Animal Health technical consultant. “Producers have the flexibility to deliver the right protection their herds need at the right time.”

See display advertisement on page 41.

<sup>1</sup>Irsik MB. Bovine respiratory disease associated with *Mannheimia haemolytica* or *Pasteurella Multocida*. Institute of Food and Agricultural Sciences Publication VM-163, University of Florida. Accessed June 7, 2012.



**NORBROOK** A global provider of veterinary pharmaceuticals and one of the largest family-owned veterinary companies in the world, Norbrook

products are widely prescribed and used by veterinarians and livestock producers in more than 100 countries to enhance the health of farm and companion animals.

Investing significantly in research and development, Norbrook built its history on product innovation; our generic veterinary products offer differentiators or enhancements in comparison to pioneer products. Our strong pipeline of products is key to delivering customer value and company growth.

Norbrook products are made to the same high FDA safety, efficacy and manufacturing standards as name-brand or pioneer brand products, and undergo the same FDA-testing, monitoring, and reporting, giving producers complete confidence in quality generics when managing unexpected disease outbreaks, or when planned preventive measures fail.

Noromycin® 300 LA is a good example. It is the industry's only broad-spectrum 300-mg oxytetracycline, and delivers the same dose as 200-mg options, but in a

**Products & Services sections**

Animal Health _____	98
Animal Identification _____	99
Bull Development _____	99
Fencing & Equipment _____	99
Genetic Services _____	99
News, Information & Marketing _____	100
Nutrition _____	101
Ultrasound _____	101

lower-dose volume. It's the proven go-to antibiotic you don't want to be without when treating a broad spectrum of seasonal diseases, including pinkeye and foot rot.

Norbroom: Proven, economical, and uncompromising in quality.

See display advertisement on page 63.

**VALLEYVET.COM** **VALLEY VET SUPPLY** *ValleyVet.com*; 800-468-0059. At Valley Vet Supply, we are living the ranching way of life right alongside you.

Valley Vet Supply was founded in 1985 by veterinarians to provide customers with the very best animal health solutions. Building on over half a century of experience in veterinary medicine, Valley Vet Supply serves livestock, horse and pet owners with thousands of products and medications hand-selected by Valley Vet Supply founding veterinarians and their professional staff. Whether you're looking for prescription medication, vaccines, parasite control, fencing materials, a new pair of boots or jeans, or anything in between — look no further.

You can count on Valley Vet Supply for a knowledgeable voice to simplify decisions and put orders on your doorstep, fast. It's what we hang our hat on. With an in-house pharmacy that is licensed in all 50 states, and verified through the National Association of Boards of Pharmacy (NABP), Valley Vet Supply is the dedicated source for all things livestock, horse and pet. Visit *ValleyVet.com* to find everything you need for your animals, large or small. See display advertisement on page 61.

### ANIMAL IDENTIFICATION



Merck Animal Health Intelligence

**ALLFLEX LIVESTOCK INTELLIGENCE** 2805 E. 14th St., DFW Airport, TX 75261; contact: Bill McCoy, 254-231-6333; bill.mccoy@merck.com; *allflexusa.com*. Allflex Livestock Intelligence

advances the way we identify animals, engage with them, monitor their activity, anticipate their health needs and help our customers manage and care for them. Contact us today to learn more about how our panel readers, wands and eID tags enable a digital connection to validate quality in feeder cattle while gaining insight into finishing performance, grade and yield. At Allflex we help you bring it all together. See display advertisement on page 56.

### BULL DEVELOPMENT



**ROSE BUD BULL DEVELOPMENT** Keith Cagle, 1005 County Line Rd. W, Rose Bud, AR 72137; 501-940-0299. Low-stress, high-gain

program conveniently located in the Foothills of the Ozarks developing bulls on high-quality ryegrass fed twice daily on a heavy forage fiber diet. Low-stress handling of bulls with an emphasis of daily pen riding and health maintenance to ensure the highest quality of development possible. 800-head carrying capacity feed center providing the Southeast with bulls that don't melt in the pasture. A special thank you to our current bull suppliers Wall Street Cattle Co., Foster Angus, Newberry Angus, Mikel Angus, and Camptown Angus. Bulls always for sale! Contact Keith Cagle for further questions.

### FENCING & EQUIPMENT



**GALLAGHER** It's in our DNA to discover, design and deliver customer-inspired solutions to

redefine what's possible for customers around the world.

We are **CUSTOMER INSPIRED** — Our customers are the focus of all our decisions and actions. Our goal is to provide them with the best products, service and profitability.

We are **RELENTLESS INNOVATORS** — We strive for excellence through continuous improvement. We constantly explore ways to ensure our long-term competitive advantage with the lowest cost structure.

We are committed to **OUTSTANDING QUALITY** — To achieve customer satisfaction — quality, fit for purpose, innovative products and services are our committed priority. We make hard decisions in the best interests of the company and its stakeholders in line with The Gallagher Way.

We build **ENDURING PARTNERSHIPS** — Integrity is never compromised. All of our conduct must be personally and socially responsible. We treat each other with trust and respect. Staff empowerment, responsibility and progression are core to our success.

To purchase, find more information, or contact your nearest territory manager, visit *www.gallagher.com*, or visit your local dealer. See display advertisement on page 79.



**MOLY MANUFACTURING** designs, fabricates and markets hydraulic-operated livestock handling equipment world-wide, with an emphasis on the

comfort of the livestock and the equipment operator, which ultimately results in additional safety, efficiency and calmer handling of livestock. We build to order, making sure you get exactly what you need for your operation. Our wide array of configurations means there is an option for any situation. Our system fits well in cow-calf, stocker or feedlot situations — anywhere that safety, productivity and efficiency is important to the operation. We manufacture everything from Silencer® chutes to TurretGates™, portable corrals and more. From panels and scales to full corral set-ups, we are a one-stop shop for the industry standard in livestock handling equipment. Having the right tools adds safety for all. See display ad on page 83.

### GENETIC SERVICES



**AMERICAN ANGUS ASSOCIATION** 3201 Frederick Ave., Saint Joseph, MO 64506; 816-383-5100; *www.angus.org*. Mark McCully, chief executive officer,

mmccully@angus.org. The American Angus Association is the nation's largest beef breed organization, serving nearly 25,000 members across the United States and Canada. It provides programs and services to farmers, ranchers and others who rely on the power of Angus to produce quality genetics for the beef industry and quality beef for consumers. The Association is a progressive, not-for-profit organization that keeps purebred Angus ancestral and production records, issues certificates of registration, and promotes the advantages of Angus cattle both in the United States and worldwide. Staff serve and support members with

*Continued on page 100*

## PRODUCTS & SERVICES *continued from page 99*

cutting-edge tools, educational resources, and innovative breed and breeder promotion for a diverse membership. For more information about Angus cattle and the American Angus Association's programs and services, visit [www.angus.org](http://www.angus.org). See display advertisement on page 37.



**ANGUS LINK** 3201 Frederick Ave., Saint Joseph, MO 64506; 816-383-5100; [www.anguslink.com](http://www.anguslink.com). Troy Marshall,

director of commercial industry relations, [tmarshall@angus.org](mailto:tmarshall@angus.org); Ginette Gottswiller, director of verification services, [ggottswiller@angus.org](mailto:ggottswiller@angus.org). AngusLink<sup>SM</sup> is an umbrella program that has two components: A USDA Process Verified Program (PVP) and the Genetic Merit Scorecard<sup>®</sup> (GMS). The GMS objectively defines the genetic potential in a set of calves. The PVP certifies specific claims by the seller and provides producers market flexibility and market access. Producers can enroll in any of the following PVP claims: Cattle Care and Handling, Calf Management, Age and Source, AngusVerified, Non-Hormone Treated Cattle, NeverEver3 and EarthClaim's Global Animal Partnership. The program is designed to reward those who choose to separate their cattle from the commodity mix. AngusLink customers go the extra mile in caring for their cattle, including choosing superior genetics to improve their cattle and operation. The program is for those who want to stand out and be sustainable long-term. See display advertisement on page 17.

**zoetis** **ZOETIS** At Zoetis, we remain committed to providing quality genetic products aimed at maximizing the productivity and profitability of our customers. If you have any questions about our ongoing commitment to genetic technology innovation, please contact your local Zoetis representative or call 888-ZOETIS1 (888-963-8471). See display advertisement on page 25.

### NEWS, INFORMATION & MARKETING



**AJ DAILY** The *AJ Daily* is a compilation of Angus industry news; information about hot topics in the beef industry; and updates about upcoming shows, sales and events. News sent to

subscribers will come from material authored by staff of the *Angus Journal*<sup>®</sup>, *Angus Beef Bulletin*<sup>®</sup>, the American Angus Association, the Angus Foundation and Certified Angus Beef LLC (CAB), as well as state extension specialists and other experts in the industry.

Subscribers can also get the *AJ Daily*, hands-free from wherever they are, with the *AJ Daily* audio function. Subscribe today at <http://anguselist.com>. See display advertisement on page 174.



**ANGUS BEEF BULLETIN**<sup>®</sup> 3201 Frederick Ave., Saint Joseph, MO 64506;

816-383-5200; Brett Spader, president; [bspader@angus.org](mailto:bspader@angus.org); [www.angusbeefbulletin.com/extra](http://www.angusbeefbulletin.com/extra); see full staff listing on page 24. The *Angus Beef Bulletin* is the commercial cattleman's Angus connection. As a print publication

mailed five times per year and a digital magazine published biweekly, the *Bulletin* focuses on the management, health, nutrition, marketing and industry topics that affect your bottom line while showcasing the genetics, products and services of advertisers serving your needs. The "Feeder-Calf Marketing Guide" was launched in 2021 as a resource guide for those in the quality-beef supply chain.

When you buy an Angus bull and have the registration transferred to your name, you're not just buying a bull. You are opening a doorway to a host of resources within the American Angus Association. The *Angus Beef Bulletin* strives to help you make the most of your genetic investment by serving as one of those resources and connecting you to the programs, services and opportunities powered by Angus.

Today's cattle industry is complicated by rising input costs, a fickle marketplace and pressure from outside industry forces. Capture full value of your Angus investment. Subscribe to the *Angus Beef Bulletin* and the *Angus Beef Bulletin EXTRA* using the EXTRA's pull-down menu at [www.angusbeefbulletin.com/extra](http://www.angusbeefbulletin.com/extra). Follow us on Facebook (@ABBEXTRA) and Twitter (@ABBeditor). See display advertisement on page 173.



**ANGUS JOURNAL**<sup>®</sup> 3201 Frederick Ave., Saint Joseph, MO 64506; 816-383-5200; Brett Spader, president; [bspader@angus.org](mailto:bspader@angus.org); [www.angusjournal.net](http://www.angusjournal.net); see full staff listing on page 24. For more than 100 years, the *Angus*

*Journal* has been the flagship publication of the American Angus Association.

The *Angus Journal* traces its roots to 1919. The American Angus Association purchased the magazine in 1979, and the *Angus Journal* continues to be registered Angus breeders' preferred source of industry information. Today, the *Angus Journal* contains more pages of quality editorial and breeder advertising than any publication in the industry. With more than 13,000 paid subscribers, it's the primary source on the latest in beef cattle herd management, genetics, research and technology.

The *Angus Journal* is published monthly in both print and digital form. Visit [www.angus.org/ajsubscribe](http://www.angus.org/ajsubscribe) to subscribe today. For more Angus and cattle industry news, visit [www.angusjournal.net](http://www.angusjournal.net). See display advertisement on page 174.

**ANGUS MEDIA**<sup>SM</sup> **ANGUS MEDIA** 3201 Frederick Ave., Saint Joseph, MO 64506; Brett Spader,

president, [bspader@angus.org](mailto:bspader@angus.org); 816-383-5200; [www.angus.org/media](http://www.angus.org/media). Angus Media is a for-profit subsidiary of the American Angus Association. Our mission is to increase demand for registered Angus cattle by providing information, education and integrated marketing solutions. The talented staff produces print and digital pieces for The Business Breed, its members and their customers and is home to the *Angus Journal* and *Angus Beef Bulletin* multimedia brands. At Angus Media, we have the resources to help you create a marketing pathway by engaging your customers utilizing print, digital and social media. We can target your path based on product offering and audience. Why should Angus Media be your one stop for all your advertising needs?

- ▶ We know our audience prefers to stay informed about the beef industry through Angus Media publications.
- ▶ Angus Media provides a one-stop shop for your advertising needs — print, digital and video.

- ▶ Our team of experts will help build a strategy for an advertising plan that does what matters most — gets your sale offering in front of as many cattlemen as possible!
- ▶ Our system pulls Angus performance data into one powerful set of credible media channels.
- ▶ Make your sale a success with best-in-class ring service and sale reporting. See display advertisement on pages 90 and 169.



**CERTIFIED ANGUS BEEF LLC** 206 Riffel Road, Wooster, OH 44691; 330-345-2333; [www.cabcattle.com](http://www.cabcattle.com) for cattle-related information or [www.certifiedangusbeef.com](http://www.certifiedangusbeef.com) for consumer-facing content. Bruce Cobb, executive vice

president of supply, [bcobb@certifiedangusbeef.com](mailto:bcobb@certifiedangusbeef.com). Certified Angus Beef LLC (CAB) drives pull-through demand for Angus genetics throughout the supply chain, but it does not certify any herds or live animals. The first step to earning the *Certified Angus Beef*<sup>®</sup> (CAB<sup>®</sup>) brand logo (and the associated premiums) is the live-animal specification of predominantly Angus type at a licensed packing plant. Then the carcass is evaluated for 10 additional quality-based specifications. CAB carcasses are in higher demand by those who want to ensure beef quality to the final consumer. The demand at that level sends signals back through the system, and that's why packers paid more than \$92 million in grid premiums last year back to producers who hit that target. By working to improve the carcass quality of Angus and Angus-cross cattle, you can become a part of the program. It's a long-term process. Visit [www.CABcattle.com](http://www.CABcattle.com) to learn more and to find out about our *Targeting the Brand*<sup>SM</sup> program, designed to help you focus your selection criteria on quality. See display advertisement on page 120.

## NUTRITION



**PURINA CATTLE** 4001 Lexington Ave. N, Arden Hills, MN 55126-2998. Manager: Brady Klatt, 715-566-3706; [BKlatt@landolakes.com](mailto:BKlatt@landolakes.com); [purinamills.com/purinaplus](http://purinamills.com/purinaplus). Purina<sup>®</sup> Plus is an innovative feeder-calf program, which aims to help cattle

producers supply high-value, low-risk feeder calves to the marketplace. Purina<sup>®</sup> Plus calves receive quality nutrition, vaccinations and dewormers — indicators of a well-raised, healthy calf with strong potential to perform through to the feedlot. Purina worked with other industry leaders, including Zinpro, Elanco, Merck, Zoetis and Boehringer Ingelheim, to establish the requirements for Purina<sup>®</sup> Plus. See display advertisement on page 87.



**VITALIX** Greg Olson, 1820 10th Ave., Sidney, NE 69162; 405-827-4912; [info@vitalix.com](mailto:info@vitalix.com); [www.vitalix.com](http://www.vitalix.com). Providing products and services for seedstock and stocker operators, grow yards

and feedlots. Services include marketing, nutrition consultation, feed analysis, feed and water sources, animal health, feeds and feedstuffs, pasture and rangeland management. Vitalix<sup>®</sup> is an American family-owned company that specializes in quality low-moisture cooked molasses supplement tubs made from the best all-natural ingredients available. See display advertisement on page 97.



**WESTWAY FEED PRODUCTS** 14015 Park Dr., Ste. 104, Tomball, TX 77377; 800-800-7517; [cheramie.viator@westwayfeed.com](mailto:cheramie.viator@westwayfeed.com);

[www.westwayfeed.com](http://www.westwayfeed.com); [www.westwayfeed.com](http://www.westwayfeed.com). Livestock feed supplier, providing liquid feed, protein, mineral and stress tub supplements. Westway Feed Products is North America's largest manufacturer of liquid supplements for livestock. Additionally, we produce tub supplements, feed mill products, dried molasses and industrial products. The core concept of Westway's business is to utilize co-products from other industries and convert them into safe, high-quality, cost-effective livestock feed supplements. While the primary ingredient for many of our products is molasses, we also incorporate other co-products such as glycerin, whey, corn solubles, corn steep and soy solubles. The concept of utilizing these co-products is the foundation of our sustainability platform. See display advertisement on page 35.



**ZINPRO** For more than 50 years, Zinpro has pioneered the research and development of performance trace minerals and innovative solutions that improve the health and well-being of both animals and people. As a family-owned, privately held company, our steady growth has come as a result of quality products, a world-class team of experts and a commitment to helping our customers achieve more through science-based trace mineral nutritional solutions. With products ranging from free-choice trace minerals to include in a total mineral premix, such as Availa<sup>®</sup> 4, to a concentrated mineral drench in Profusion<sup>™</sup> and colostrum replacers marketed as Premolac<sup>®</sup>, Zinpro offers a total solutions package for beef producers throughout the country. To learn more visit [zinpro.com](http://zinpro.com). See display advertisement on page 176.

## ULTRASOUND

**AMANDA ENGLE — UGC-CERTIFIED BEEF CARCASS ULTRASOUND TECHNICIAN** 2575 Hwy. 187 Hodges, AL 35571; [Arrowultrasound@gmail.com](mailto:Arrowultrasound@gmail.com); 256-458-9311. Professionally helping you improve your herd genetics one scan at a time. Willing to travel anywhere in the U.S. to provide you with the most accurate information and detailed performance data about your herd! A special thank you to all of my current clients. Call or text for any further questions.

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Editor's note: The "Products & Services" directory is a listing of companies and service providers in the beef industry supply chain who have purchased a display ad and/or a listing to appear in the "Feeder-Calf Marketing Guide." This directory is organized alphabetically and by state. As paid advertisers, companies appear in the "Advertising Index" on page 172. If you would like to be included in this section next year, please view the Cattleman's Media Kit at <https://www.angusjournal.com/salebooks/afcmktg-2/> or the Corporate Media Kit at <http://www.angusjournal.com/salebooks/AFCmarketing/>. Email inquiries to [FCMG@angus.org](mailto:FCMG@angus.org) or call our office at 816-383-5200.