

Introduction to the Pre-Conference Symposium

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At the ARM & HAMMER[®] Animal Nutrition Group our goal is to identify your dairy customer's needs and develop innovative ways to meet those needs. As the saying goes, "our impact goes well beyond the product in the bag."

With that in mind we are very proud to sponsor your 2003 Pacific Northwest Animal Nutrition Conference Pre-Conference Symposium. I think you'll find the information presented very valuable to your business. During this pre-conference symposium we will be focusing on the fresh cow. The fresh cow is one of the most important animals on the dairy farm. Her initial performance impacts the entire lactation and has a large impact on the profitability of the dairy. We are pleased to bring one of the worlds leaders in dairy profitability to this conference to speak about monitoring the performance of the fresh cow.

The ARM & HAMMER[®] Animal Nutrition Group has been a leader in the development of new concepts and products to fit various needs of dairy cows. Several of our products provide significant value to the fresh cow. We pioneered the use of rumen buffers (Feed Grade Sodium Bicarbonate, SQ-810[®], and ARMACAD-G[®]) and these products certainly play a role in fresh cow nutrition. Our Manager of R&D (Dr. Elliot Block) was the first scientist to propose that dairy cows benefit from a properly balanced Dietary Cation-Anion Difference and we have helped the industry balance rations with DCAD sources for both lactating and dry cows (using our sodium buffers, DCAD Plus[™], and BIO-CHLOR[®]). We also pioneered the use of rumen bypass fats with MEGALAC[®] and MEGALAC PLUS[™] as the gold standards to deliver dietary fatty acids and methionine in a safe, consistent, and easily handled form. We also brought the first bypass fat enriched in essential fatty acids (MEGALAC[®]-R) to improve reproduction and health. And our most recent category of products (FERMENTEN[®] and BIO-CHLOR[®]) has been shown to improve microbial protein production through more efficient rumen fermentation. Each of these products, when used correctly, can improve the performance of the fresh cow, which of course provides a valuable investment to your dairy customers.

All of us at the ARM & HAMMER[®] Animal Nutrition Group hope that you find value in this symposium as well as the rest of the conference. It is our hope that the information you acquire here will allow you to improve the performance of your fresh cows and the overall profitability of your herds. With the monitoring tools you acquire we hope you put our products to the test. We think you'll be happy with the results.