



The GOLD STANDARD
of dairy feed
ingredients



WEST CENTRAL®

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Electronic

NUTRITION PLUS

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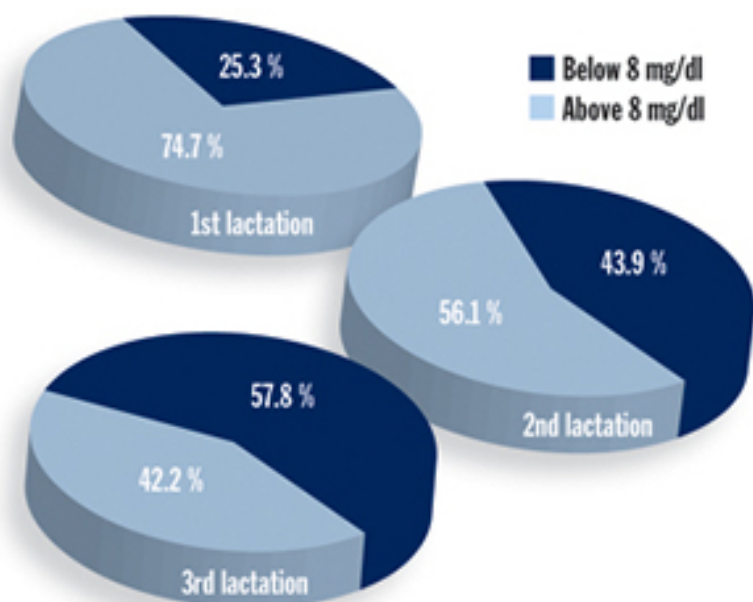
BLOOD CALCIUM

HIDDEN INCIDENCE OF SUBCLINICAL HYPOCALCEMIA

West Central® Director of Research [Dr. Phillip Jardon](#) reminds nutritionists and consultants: "If cows aren't down with full-blown milk fever, they are not recognized as having low blood calcium levels. Much of the industry fails to take into account the impact of this sub-clinical hypocalcemia."

[A study](#) by USDA researchers Dr. Ron Horst, Dr. Jesse Goff and Dr. Brian McCluskey concurs:

- They blood sampled 1,446 cows on 480 dairies across 21 states.
- The cows were sampled within 48 hours of calving.
- They were divided into three study groups:
 - Those in first lactation
 - Those in second lactation
 - Those on their third or greater lactation.
- Subclinical hypocalcemia — defined in this case as serum calcium less than 8.0 mg per dL — affected at least *one in four first lactation cows* and increased to nearly *six in 10* for the oldest group.



Electronic Nutrition Plus provides the dealer partners of West Central regular training tips to improve your nutritional consulting for dairy clients. Our goal: to address the current challenges you encounter every day in this rapidly changing industry and give you the answers you need to guide clients. Have a question or specific topic you need an answer on? [Click here to contact us.](#)

Look for the next issue of *Electronic Nutrition Plus* in your inbox February 15, 2005.

IN THIS ISSUE:

Just because your cows don't have full-blown milk fever doesn't mean they don't have low blood calcium levels.

SoyChlor® can bring a 3-to-1 return on investment in milk alone.

LINKS:

West Central
www.west-central.com

SoyChlor — The new generation of anions
www.soychlor.com

The study echoes earlier ones estimating half of all cows and two-thirds of multiparous cows may suffer from subclinical hypocalcemia at calving. It also found offering a DCAD ration was associated with a significantly lower incidence of the condition. It made the largest relative difference in the oldest group.

Dr. Horst believes the large proportion of cows suffering from this subclinical condition likely are prone to some degree of metabolic disease. Plus, studies tracking performance in subsequent lactations have found cows suffering from subclinical hypocalcemia produce approximately 700 to 1,000 pounds less milk per year than those with normal levels.

“Even absent overt signs,” Dr. Jardon says, “the metabolic diseases and relative costs associated with this disease are very significant and shouldn’t be overlooked.”

[Click here to read a brief overview of milk fever.](#)

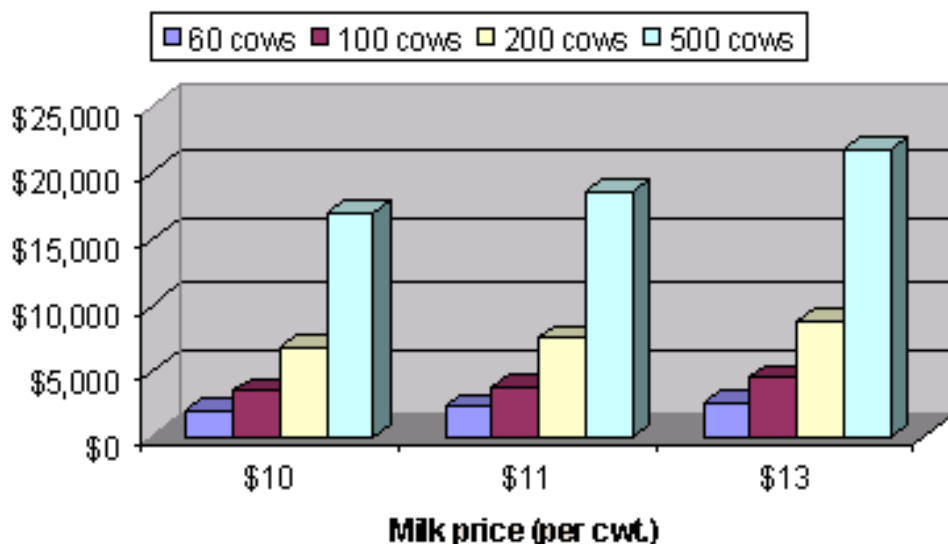
SOYCHLOR

ECONOMICS OF REDUCING HYPOCALCEMIA

Of course, your value as nutritional consultant is easier to sell when you help recoup the estimated \$334 every case of clinical milk fever costs clients. But what gets you invited back is the additional 700 to 1,000 pounds of subclinical milk losses you earn in herds that aren't displaying overt milk fever and ketosis.

Results pay. [Feeding SoyChlor](#) in a close-up ration properly balanced for DCAD can bring producers a 3-to-1 return on investment — in milk alone.

Estimated return on SoyChlor



Estimate based on reduced milk fever cases and increased milk. Assumes 5 percent milk fever and 50 percent subclinical hypocalcemia are reduced by 90 percent by feeding SoyChlor, resulted in a 700-pound increase in milk.

Don't defeat your purpose.

SoyChlor 16-7 amplifies your DCAD results — without imposing the DMI toll other chloride sources do. Plus, you don't have to fight the productivity costs associated

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with giving transition cows too much soluble nitrogen. Keep cows eating while preventing the silent milk losses caused by subclinical hypocalcemia by using SoyChlor's hydrochloric acid, the most palatable source of chloride available.

[Questions about using SoyChlor? Click here for some answers.](#)

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