

**PRO**FEEDLOT

# FEEDLOT SERVICES

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Apiam Animal Health offers the feedlot sector a wide range of veterinary health consultancy and ancillary services to ensure your feedlot herd health is working at its optimum.

Utilising our network of skilled veterinarians, logistics and in-house diagnostic capabilities, we can cover many of feedlot management needs on a modern feedlot.



### RISK MANAGEMENT

Veterinary services and planning covering:

- Pre-induction and Induction reviews for health optimisation
- Visit reports and action plans on key health areas across feedlot operations
- Collated data analysis converted to action plans for future disease prevention strategies



### ANIMAL HEALTH

- Customised animal health treatment protocols covering major health areas in feedlotting
- On site veterinary visits for disease prevention and monitoring
- Direct access to qualified feedlot veterinarians for remote and on site support for disease investigations and on-site emergencies



### TRAINING

- On-farm veterinary visits can include; focussed staff training including group, individual and hands on skills training
- We offer training in all aspects of feedlot animal health including;
  - Disease diagnosis and treatment
  - Pen riding techniques and animal health identification
  - Autopsy techniques and diagnosis
  - Lameness prevention and treatment



### ONLINE PLATFORM

- Online ordering and payment system
- Directly linked to individual feedlot herd health treatment protocols
- Access to feedlot consumables and merchandise



### DATA

- We offer a fully integrated feedlot health reporting system that connects directly to your feedlot software
- Allowing real time observation and analysis of your feedlot health targets. Included is; veterinary review and planning with managers to continually improve and exceed performance targets



### DIAGNOSTICS

- Access to state of the art diagnostic facilities that can cater for all key areas of feedlot health areas
- General Disease investigations (Infectious disease, parasitology, pathology, immunology)
- Feed / Forage testing utilising the accredited FORAGE LABS program for accurate and rapid feed testing



### SPECIALISED FEEDLOT PROGRAMS

- Antimicrobial monitoring program - understanding your antimicrobial resistance levels for supply chain reporting
- Autogenous vaccine development using feedlot derived pathogens for bespoke vaccines to combat very specific disease profiles of individual feedlots
- We can also undertake Horse Health programs including vaccinations, worming and dentals on-site

## DIAGNOSTIC SERVICES

Our Feedlot services are driven by veterinary excellence and science based decision making to achieve the best outcomes for your herd production. Following diagnostic results, we will include our veterinary interpretation of results and support any required changes to animal health management plans.

We can offer your feedlot a range of diagnostic services via our Diagnostic partners:

### Haematology / Biochemistry profiles

- General profile, downer cow, Sick cow
- Liver, Renal, Electrolytes

### Infectious Disease

- Bacteria: culture, serotyping and Antibiotic sensitivity (AMR)
- Milk, water, (MUC), feed
- Parasitology: calf scour package, faecal egg count, etc.

### Molecular Testing

- Bacteria: molecular testing (PCR) and virulent factor detection  
- Eg BVDV, Mycoplasma, Johnes, Respiratory pathogens

### Pathology and Immunology

- histopathology, and special stains
- ELISA (Pesti, Johnes, IBR etc)
- Cytology

### Feed Testing and Analysis

- Nutrient content (protein, carbohydrates, fatty acid, fibre, etc)
- Minerals (NO3, N, P, K, Ca, Mg, etc.)
- Mycotoxin detection

### Environmental testing surface and water

## CUSTOM VACCINE SERVICE

## ACE LABORATORY SERVICES

Apiam works closely with ACE Laboratory Services to find new ways to improve and prevent disease with reduced use of antibiotics through our Custom Vaccine Service.

Our team of vets will work with you to identify the potential of isolating localised disease strains into a custom vaccine. We can take the lead in taking the samples, managing the isolation and culturing of target pathogens for custom (autogenous) vaccines. Under veterinary direction we will then create customised protocols to integrate these vaccines into a feedlots general health programs.

ACE Labs is fully accredited and has a category 1 GMP accredited manufacturing facility that makes veterinary vaccines under licence from the APVMA to ensure full regulatory compliance for products administered to feedlot cattle.



## ANIMAL HEALTH DATA ANALYSIS

The Animal Health Data (AHD) system is an online industry benchmarking and feedlot health and production analysis system used by feedlots. Apiam offers its feedlots exclusive access to AHD system and can provide vital cattle management decisions regardless of the size of the operation. It utilises data from feedlot management software to manage feedlot information.

This collection of data allows the AHD system to conduct analysis that generates reporting covering:

- Feedlot health performance and benchmarking.
- Feedlot production performance and benchmarking.
- Vendor health and production performance and benchmarking (feedlot, slaughter and whole of life).
- Processing plant yield, offal loss and grading performance and benchmarking.
- Predictive Risk Analysis for improved health outcomes.

Our veterinary team will setup up customised reporting that targets the metrics that best fit your feedlot, and with regular review and analysis, targeted plans on procurement, operational cattle flow and processes can be established.

## BRINGING INNOVATION TO THE INDUSTRY

We aim to bring the latest technology to the industry that improves how we deliver veterinary services, animal welfare and diagnostic support for feedlot staff.

Apiam has been at the forefront of bringing RealWear™ technology to the feedlot sector, allowing our vets to record and create training packages for staff using feedlot footage from their point of view and incorporating feedlot protocols. This technology also allows for remote monitoring and support of disease investigation and identification with trained feedlot staff using the technology.

Apiam continues to support the area of automated diagnostics in the feedlot sector. Apiam are actively working with feedlots and Industry to evaluate and refine new technology, that will help feedlots improve identification of disease sooner, for better productivity outcomes. Furthermore, our vets are working on many different research projects in the feedlot cattle health and performance area to support continual improvement of the feedlot sector.

We will always look to meet and exceed the needs of the feedlot industry through our investment and focus on technology that drives feedlots to deliver the maximum health and performance outcomes.

## MAKING BUSINESS EASY

We aim to deliver our clients the best in veterinary consultancy, supported by the best information from your feedlot to make informed decisions. Importantly, we also want to make doing business with Apiam easy.

### Online customer Portal

#### Ordering & Delivery

The online portal is customised to the client and gives easy access to feedlot prescription medications that apply specifically to your feedlot. You can save key products and shopping lists to make re-ordering simple. You can arrange for standard delivery and even place future orders for convenience. The online portal also has a wide range of over-the-counter feedlot supplies and consumables that every feedlot needs. This is a one stop shop all in one convenient location.

We take logistics seriously and our in-house delivery service ranges ensures that all our products get there on time and that their storage requirements are met at the highest standard. We are one of the only companies that has integrated cold chain management from our warehouse to your feedlot.

#### Customer Support

Our vets are backed up by a dedicated customer service, logistics and warehouse team, to ensure you get the support and products you need, when you need them.