

# What's New



Fall River, WI 53932

**INTRODUCING IDO 20-20 AM BOV DFB (CLARIFY):** IDO 20-20 All Milk (AM) **Bovatec® (BOV) Diflubenzuron (Clarify® CL)** is our new fly control milk replacer for 2016. The only change from **IDO 20-20 AM NT-L DFB** is the replacement of neomycin-oxytetracycline with **Bovatec®**. Most of you are aware that January 1, 2017 neomycin-oxytetracycline cannot be feed at a growth stimulant level. Any inventory you have or we have January 1, 2017 with improper medication level and/or improper labeling will be illegal to sell or use. By changing now, all of us should have the correct products by January 2017. Also, **Bovatec®** does not require a VFD (veterinary feed directive). You may sell, and your customers may feed **IDO 20-20 AM BOV DFB**, without involving a veterinarian.

**APRIL SAVINGS:** April 2016 purchases of **IDO 20-20 AM BOV DFB** will **SAVE \$0.75/50#**. That means **Clarify®** is free in April!

Regular price - \$53.00/50# delivered

Sale price - \$52.25/50# delivered

**BERGAFAT F100 VS BERGAFAT T300 PRICING:** Markets change constantly. Typically **BergaFat T300** sells for \$20 to \$100/ton less than **BergaFat F100**. At least through the summer, prices for both products will be the same or within a few dollars per ton. **BergaFat** must be ordered 2 to 3 months before it reaches Wisconsin. We need to know if those purchasing **BergaFat T300** will continue to do so. If we do not know what your needs are, the default decision for IDO is to not order more **BergaFat T300** from Malaysia. If we continue to stock **BergaFat T300** and most customers switch to **BergaFat F100**, we will be forced to put more strict allocations on **F100** because we will not have enough product for everyone. Even if **Berg/Schmidt** has the capacity to make enough **BergaFat F100**, we must be smart enough to order the correct amount. Your feedback will help us to make the right decision.

**PRICES CHANGES:** Calf Med Pak 50# - \$111.00 ↑

### Words of Wisdom

You can have anything you want, but you can't have everything you want.<sup>1</sup>

<sup>1</sup>From 8,789 Words of Wisdom, Barbara Ann Kipfer, Workman Publishing, New York, NY 2001.

**IDO: Quality Products, Quality Service, Competitive Prices**

Thank you for your business.