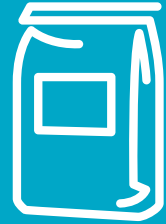


SAMPLING TECHNIQUES FOR ZOETIS MFAs



Whether conducted internally or with a supplier, feed assays from Zoetis are a key quality control metric within feed mill operations, as they measure the uniformity of medication distribution throughout the flock's feeding system.

COLLECTING REPRESENTATIVE SAMPLES

Making sense of feed assays begins by making sure what you're testing is demonstrative of what birds are actually digesting in the feed.

COLLECTION PROCEDURE

- Collect at least five to 10 samples from fresh rations of pelleted or meal feeds, using a container to ensure consistent sample size. Do not use your hands.
- At the mill, collect pelleted feed samples at the pellet cooler discharge as feed is coming out of the finished bin. Collect these "grab" samples at a minimum of 10-second intervals.
- At the farm, collect samples as the feed drops from the auger into the feeding system hopper. Before the sampling procedure begins, the hopper should be empty to allow ample fill time to collect enough samples. Only collect samples of fresh feed — rather than feed that's had prolonged exposure to the birds and the environment.

SAMPLE PREPARATION

- As samples are collected, place them into a breathable paper bag supplied by your testing laboratory.
- Thoroughly blend the samples from top to bottom using a riffler to minimize segregation.
- If you don't have a riffler, pour the 2-pound sample onto a flat surface that will not absorb fat, such as a clean sheet of polyethylene or vinyl; do not use paper.
- Form the feed into a circle and divide into four equal quadrants using a ruler or flat object.
- Of the four wedges, make two samples by combining opposite wedges.
- Retain one sample and send the other sample to the lab.
- Whether using a riffler or blending manually, each sample should be about 1 pound. Repeat the procedure until you have between five and 10 samples.
- Ship freshly collected samples within two days; do not allow samples to sit several days.

WHY YOUR ASSAYS MAY BE FAILING

Assuming proper sampling technique, identifying the cause of poor feed assays will help your business recapture expected performance from in-feed medications. Factors that may skew your results include:

- **High humidity** — Excess heat can cause clumping, especially during periods of high production in the summer months.
- **Auger usage** — Under continuous long-term use, feed is compressed and accumulates on the equipment so the auger is unable to reach the outer rim of the bin.
- **Biosecurity breakdowns** — Rodents, such as mice, can erode feed quality.

QUALITY CONTROL SOLUTIONS

If your assays are failing, consider these solutions:

- Slow down auger speeds.
- Clean and dry auger equipment every four weeks, or more frequently during periods of higher production or hot weather.
- If flowability is a concern, add a shaker, vibrator or cannonball to the bin hopper.
- Do not stack feed additives more than two pallets in height.
- Keep detailed records, denoting correct lot numbers and concentration rates when submitting samples.
- Rotate inventory, using products in the order they were received.

ZOETIS MFAs: COMPLIMENTARY FEED ASSAY SUBMISSION PROTOCOL

To order sample bags, contact your Zoetis representative or call 708-757-2559. Seal each sample collected in a bag, identifying each sample in detail. Place the sample intended for laboratory submission into the special sample bag provided by the Zoetis laboratory. Please provide all of the information requested on the Zoetis sample bag. In addition, you may include a copy of the feed label listing ingredients and levels of medicinal feed additives.

Mail the submission samples to:

Zoetis Customer Analytical Support Laboratory
400 State Street
Chicago Heights, IL 60411
Fax: 708-757-2510

Keep a sample as a retention sample for your facility. In case these samples are needed later for testing, freeze or keep samples in a cool, dry environment (approximately 40°F).



Zoetis is here to help you get the most out of your feed additive investment. For more details, **CONTACT YOUR ZOETIS REPRESENTATIVE.**