



Sometimes, a penny spent is a dollar earned

Research during the past decade by Montana range scientist Derek Bailey has demonstrated that during the fall, cattle supplement placed at key spots on open ranges will help draw animals to graze high, rough terrain, improving overall pasture use. But one stumbling block has limited widespread adoption of this logical tool: Perceived cost of CRYSTALYX®.

Now, Bailey's latest work demonstrates that choosing a high-quality low moisture block as that supplement source—even though the up-front cost may be up to triple the per-ton cost of traditional supplements like cubes or range cake—actually shows the innovative practice to be more affordable.

Bailey compared the grazing patterns and economics of cows given either 20%

Over the course of three years, Allison, Texas, Limousin-breeder Hiram Begert has switched over from regular cube feeding to providing constant access to CRYSTALYX® barrels. "With the price of fuel the way it is and the labor to haul something out there every day," he says, "it doesn't take long to add up." He may not have the precise dollar-against-dollar advantage of CRYSTALYX® on paper, but he sees his choice as clear nonetheless: If cubes were the only option, he would quit supplementing his 10,000-some acres of grazing land year-round. CRYSTALYX® is the only affordable tool to make that productivity improvement practical.



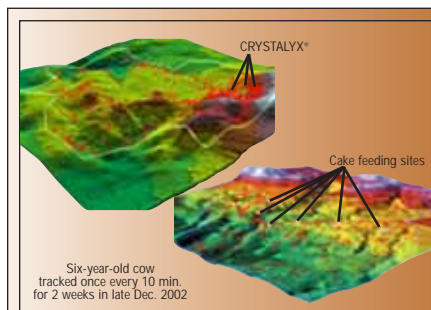
crude protein cake three times weekly or fed CRYSTALYX® Brand BGF-30 barrels continuously. The barrels were tended only every two weeks.

During the mid-October to mid-December, 2002, trial on the 160 non-lactating cross-bred cows:

- Cows spent more time near the CRYSTALYX® Supplements and used higher, rougher terrain than cows fed range cake.
- The body weight gain and condition score changes of the two groups were

not statistically different.

- The frequent feeding schedule necessary to use cake—even when it wasn't hauled to the roughest terrain, as the CRYSTALYX® Supplements were—*ate up all its initial per-ton cost savings... and more. The CRYSTALYX® Supplements saved 25 percent in overall daily costs.*

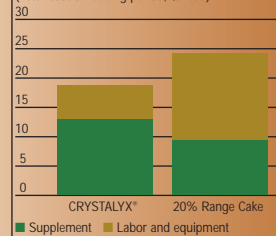


Bailey and his team used GPS collars tracked by satellite to follow the grazing patterns of a random sample of the supplemented cows. Consistent with his past work, they found CRYSTALYX® Supplements more effective than cake in luring cattle to graze in higher, rougher terrain that they might otherwise have ignored, wasting that grazing resource.

In Bailey's latest experiment, even though range cake cost less up front (\$ per ton) than the CRYSTALYX® Supplements, equipment and labor costs to deliver it more than ate up those savings over the long-run. CRYSTALYX® Brand Supplements were 25 percent cheaper to use giving the same livestock performance.

COST COMPARISON OF ALTERNATIVE SUPPLEMENT PROGRAMS

(Total cost of feeding period, \$/head)



In the next Supplement Strategies: October 2003 STARTING CATTLE—OVERCOME THE STRESSORS

RESULTS BY THE BARREL™

Designed to meet the protein requirements of high-demand cattle—lactating and gestating cows, rapidly growing stockers and yearlings—even while they consume low-protein forages, CRYSTALYX® Brand HP-40 offers:

- A premium supplement containing concentrated levels of protein, bypass protein, energy, macro minerals, trace minerals and vitamins.
- Crude protein in dual form: One easily

utilized by rumen microorganisms (rumen degradable protein) and a second, directly utilized by the animal (bypass protein).

- Highly palatable free-choice supplement to maintain uniform, limited daily consumption across the herd.



Run an economic analysis of your supplement choice, using your own equipment, labor and supplement costs, with the new Crystal Clear Economy™ online calculator. Available at www.crystalux.com



To request your FREE 20-page CRYSTALYX® FactBook or have a representative contact you with the name and location of your nearest dealer, call 1-800-727-2502, or visit our Web site at www.crystalux.com