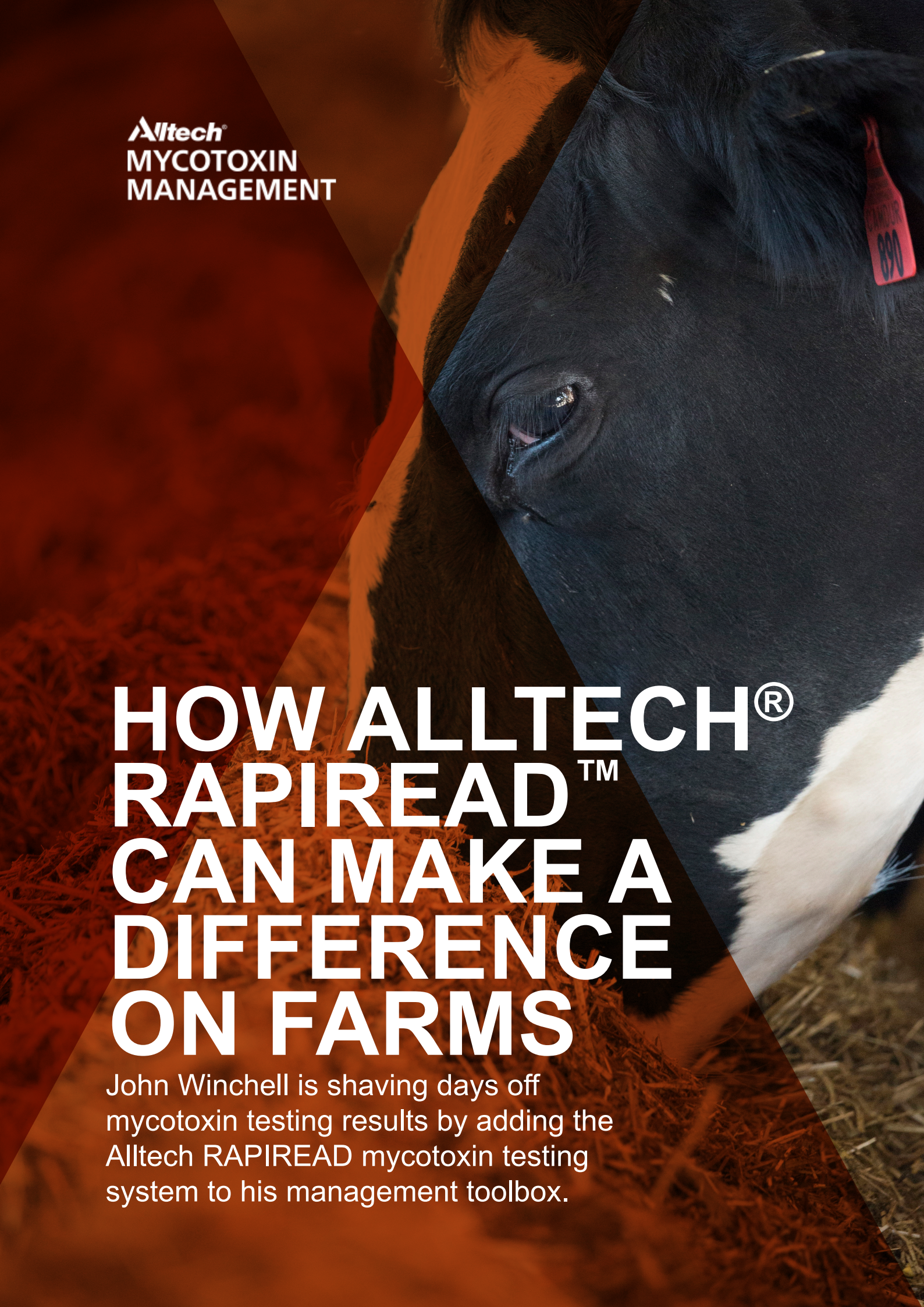

Alltech
MYCOTOXIN
MANAGEMENT

HOW ALLTECH® RAPIREAD™ CAN MAKE A DIFFERENCE ON FARMS

John Winchell is shaving days off mycotoxin testing results by adding the Alltech RAPIREAD mycotoxin testing system to his management toolbox.

Alltech®

MYCOTOXIN MANAGEMENT

Turnover time used to be a real issue for John Winchell's customers when it came to testing field samples and commodities for mycotoxins. The New York territory sales representative for Alltech has made significant strides in battling this issue by implementing real-time mycotoxin Alltech RAPIREAD into his day-to-day offering – a crucial element for the masses of dairy producers and feed mills in his area.

"With almost immediate test results with Alltech RAPIREAD, potentially a month's worth of problems due to mycotoxins are cut off"

"When a cow eats feed with high levels of mycotoxins, noticeable issues are slow to show up – it's not like prussic acid where they drop dead the next day," explains Winchell. "Performance slowly starts to drop, feed intake decreases, somatic cell count increases, and digestive upsets start to occur – these things create a chain reaction which can eventually kick a cow over the edge when combined with high milking pressure and stressors such as overcrowded barns."

According to Winchell, it typically takes two weeks for performance issues to become noticeable to a farmer, and another two to three weeks until he is brought into the picture to test feed for mycotoxins.

"By the time I have a sample off to one of our 37+ Labs to go through the 37+ testing program, it can be up to 7 days until the results are in – this is a long time to wait for some farmers having potentially lethal feed issues in their herd," he adds. "But with the ability to have almost immediate test results with Alltech RAPIREAD, potentially a month's worth of problems the herd will experience due to mycotoxins are cut off – that alone is a huge benefit!"

TIME SAVER

While Alltech RAPIREAD doesn't paint a complete picture of mycotoxin presence in samples, it gives a good enough indicator to tip off users about what types of mycotoxin issues they may be dealing with. And here's its biggest advantage – the system can give a reading within 10 minutes.

"Alltech RAPIREAD utilises a lateral flow mycotoxin reader that can detect the common mycotoxins such as aflatoxin, DON, T2, fumonisin, and zearalenone. It does a great job – but it's also not 100 percent of the answer," says Winchell. "Dr. Max Hawkins from Alltech's Global Mycotoxin Management technical team explains it as showing the best of a worst-case scenario."

The dynamic relationship between a stressed plant and mycotoxins is a tricky one. Through the growing season, the plant faces constant challenges and stressors from the weather, insects and residual crop contamination. From the silking stage to the point when the plant begins to die, the challenge increases to a critical level. Once the plant has been invaded, it can produce a coating to enclose mycotoxins as a form of self-protection. These are commonly known as "masked mycotoxins." These masked forms mainly take place in the type b trichothecene group (DON) and the type a trichothecene group (T2).

"With the complexity of some of these mycotoxins, it is essential to identify the problem and then look at the potential combination of the Alltech RAPIREAD and the Alltech 37+ Test, which can test for more than 40 different mycotoxins based on their metabolic weight," says Winchell. "One does not replace the other – both Alltech RAPIREAD and the 37+ Test have important places in the toolbox for a comprehensive mycotoxin management system."

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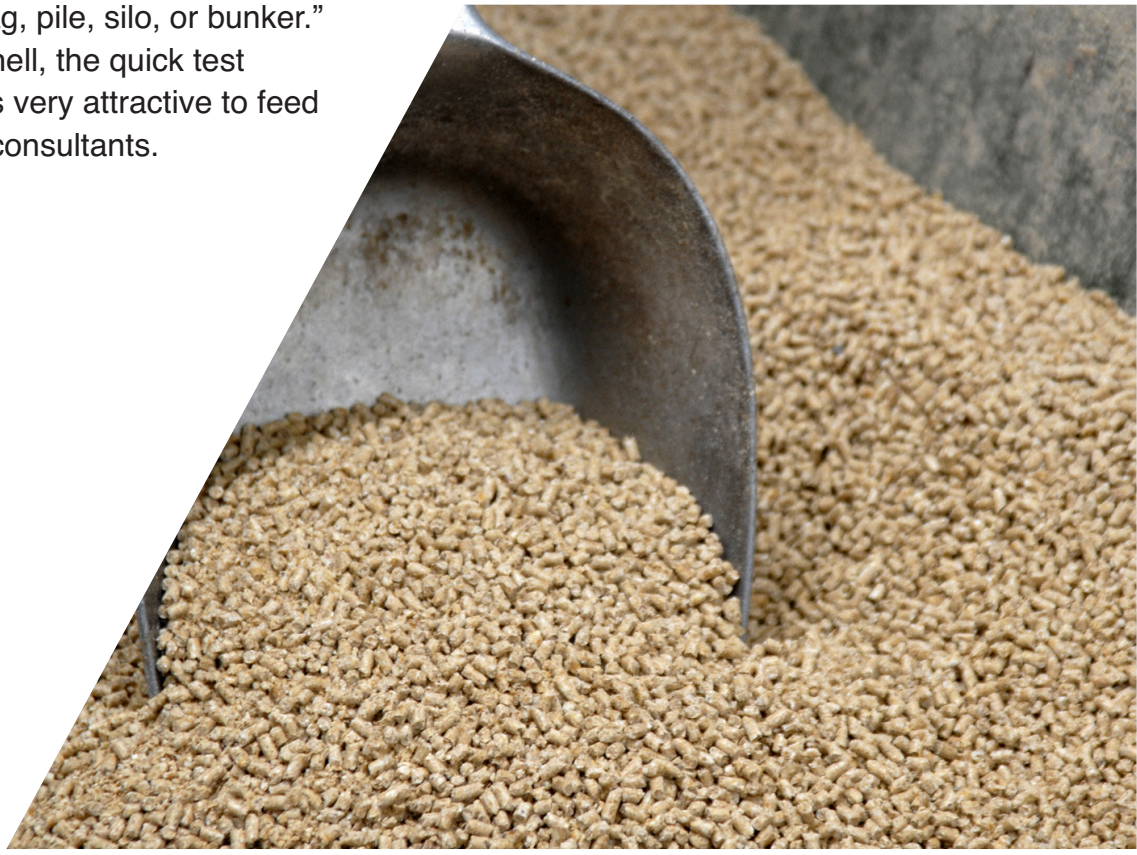
PRACTICAL USE

Winchell's biggest goal with Alltech RAPIREAD is to accelerate his customer's reaction times to the presence of mycotoxins.

"The biggest benefit Alltech RAPIREAD brings to my customers is the ability to make real-time management decisions on the fly," says Winchell. "A lot of times, I will show up to a farm while they are harvesting silage and test the samples they tested for dry matter content. If samples are positive for mycotoxins, decisions can be made for further testing and more importantly, tracking where the toxins are in the bag, pile, silo, or bunker." According to Winchell, the quick test result turnaround is very attractive to feed mills and nutrition consultants.

"I am continually looking at ways to utilize the Alltech RAPIREAD system, to track info and troubleshoot for the customers," he says. "Non-ruminant animals like pigs, equine, poultry and calves are significantly more susceptible to mycotoxins. As a new load of a commodity comes in, a feed mill can have an answer within a matter of minutes on whether or not basic protection needs to be taken to ensure it either doesn't end up in feed or there can be safeguards in place for those high-risk animals."



INCREASING REACTION TIME

As harvest comes to an end, Winchell will have tested more than 100 samples from all over New York using the Alltech RAPIREAD system, and plans to implement the practice further the following season.

“Alltech RAPIREAD is such a novel concept and I am finding new and unique ways to test every day! The immediate warning for fast reaction time it provides is paramount. Alltech RAPIREAD has absolutely changed the way I do business.”

To find out more about Alltech’s RAPIREAD testing system, or to arrange a field test, visit www.knowmycotoxins.com

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