

# Hazard Cattle Company Spending Less, Making More



Ever since the 1940s, when veterinarian Gordon "Doc" Hazard started his stocker operation, the Hazard Cattle Company has been consistently profitable. His elder son, Mark, a lawyer and banker, as well as a cattleman, carries on in their family business. They talked about a recent comparison that they hosted, which compared two season-long parasite control strategies: LongRange® — an injectable, long-acting eprinomectin — versus a combination of Safe-Guard® drench plus generic ivermectin pour-on with strategically timed follow-up treatments of Safe-Guard Dewormer Range Cubes.

## Keeping cattle healthy. Keeping costs low.

For Gordon Hazard, running a successful cattle operation has always been about controlling costs to optimize margins. He says, "What I work for, have been working on for 50 years or more, is trying to cut my input costs and at the same time, get more income. I think I'm really doing something if I can do something cheaper, but get more profit out of it."

## Getting the most out of your grass.

Mark Hazard explains how the Safe-Guard Range Cubes work with their business philosophy. "When the grass is at its best, it's a real shame to have to gather the cattle up, put them in a corral, put them down the chute, and deworm them, because you're missing some of your best grass time. With the Safe-Guard Range Cubes, Doc and I can do it by ourselves.

"We put the cubes in the four-wheeler and call the cattle to the gate. We just open up the sack and pour them down a line. It's like you're feeding them candy. They like it, so it just makes it very, very easy."

## Weigh the options, and go with what works.

"So by using Safe-Guard Range Cubes, it's really a double-good thing for us," says Mark. "We're using the grass every day, and we're not taking any weight off them by putting them in the corral. And if they're eating more grass, it just stands to reason that they're gaining more weight. When cattle look better to you and then they prove your eye is right when they go on the scale, that's the important part of this business."

It turns out Mark's eye was right on the money: the Safe-Guard-treated steers averaged 23 pounds heavier! "And we did it with less input costs," comments Doc Hazard. "To me, that's the kicker."



**safe-guard**<sup>®</sup>  
(fenbendazole)



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***"If you're spending less money and making more money, then it doesn't take a rocket scientist to figure out what's the better program."***

Mark & Gordon Hazard, Hazard Cattle Company, West Point, Mississippi

Consult your local veterinarian for assistance in the diagnosis, treatment and control of parasitism.

**Safe-Guard mineral, feed through products and liquid feed:**

**RESIDUE WARNING:** Cattle must not be slaughtered within 13 days following last treatment. For dairy cattle, the milk discard time is zero hours. A withdrawal period has not been established for this product in pre-ruminating calves. Do not use in calves to be processed for veal.

**Safe-Guard drench and paste:**

**RESIDUE WARNING:** Cattle must not be slaughtered within 8 days following last treatment. For dairy cattle, the milk discard time is zero hours. A withdrawal period has not been established for this product in pre-ruminating calves. Do not use in calves to be processed for veal.

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1. Data on file, Merck Animal Health

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