

2021-2022 PA Agricultural Sales CDE

Updated 4/21/2022

State Chairman: Stephen Geib (Elizabethtown)

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Please update your Agricultural Sales study materials and scorecards to reflect the current National FFA Guidelines 2017-2021. <https://www.ffa.org/participate/cdes/agricultural-sales/>

Merck Animal Health

You and your team members are sales associates for Merck Animal Health. Your company provides a variety of parasite control products for beef cattle, dairy cattle, sheep and goats.

Product/Price Sheet

Safe-Guard 10% Drench (Various Sizes Available)

125 ml	\$25.00
1 Liter	\$135.00
1 Gallon	\$405.00
10 Liter	\$965.00

Safe-Guard En-Pro-AI Molasses Block

1 Block (25 Pounds)	\$51.00
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Ultra Boss Pour-On Insecticide

1 Quart	\$50.00
1 Gallon	\$138.00

****This product is very similar to the 2021 National Product****

Potential Customers

Small & large farm owners with beef cattle, dairy cattle, sheep and/or goats.

Contest Rules

- Chapters may enter a four-member team and/or up to three additional individuals for a possible total of 7 students per school. A team must consist of four members.
- The team score will be the sum of all 4 individual sales calls, all 4 written exam scores, plus the team activity. The team score will be used to select the chapter to represent PA at the National FFA competition.
- All individuals and teams of less than 4 members will only be eligible for individual awards.
- Individual total scores will not include the Team Activity.
- Individual and team ties will be broken by individual sales presentations (1st) and written exam scores (2nd).
- If a third tie breaker is required for the team score, the highest team activity score will be used.
- The four-member team must be identified on the official team registration form.

The PA Ag Sale CDE is a Two Day - Three Part CDE

- In this CDE, you and your team will demonstrate the professional sales process for the designated PA FFA agricultural sales product. At the competition, members complete a 30-question sales knowledge test, simulate a sales team meeting and make an individual sales call.
- The total possible team score is 1,150 points
 - PART I. WRITTEN EXAM 100 Points / Member
 - PART II. TEAM SALES SITUATION 150 Points / Team
 - PART III. INDIVIDUAL SALES ACTIVITY 150 Points / Member
- Please refer to 2017-2021 National Ag Sales scorecards for more information.

From National FFA Ag Sale CDE Committee

- Participants will directly sell the product(s) to judge(s).
- The judge(s) will act as a real customer which may include not buying the product.
- Participants will have to establish rapport with the customer and ask probing questions to ensure they meet the customer's needs and wants using the features and benefits of the product.
- This is an interactive activity (not a public speaking event) with the judge(s) acting as customer(s).

AG SALES CDE SCHEDULE for 2022 PA FFA ACTIVITIES WEEK

Official FFA Dress is required on both days

First Day – Tuesday:

- Review the Ag Sales CDE event
- Determine the order for Wednesday's Team Activity and Individual Sales Calls
- Part 1: Written Test (100 points/individual)
 - The PA Ag Sales test is made from previous years National FFA Sales written exams that are posted on the National FFA website and questions related to the current year's product. The National Ag Sales committee has posted resource materials on the National FFA Ag Sales page.
<https://ffa.app.box.com/s/a5dkpp2007k9rpaolzvh5xg6o852d04i>

Second Day – Wednesday:

- First team starts at 8:30 AM and will follow the order determined on Tuesday.
- Part 2: Team Activity (150 points/team)
 - Team members will work together to demonstrate teamwork, group dynamics, problem solving, data analysis, decision making and oral communications.
 - Teams will be allowed to use their 1" binder for the event.
 - The team will be given 15 minutes to analyze the information and prepare to answer questions about the pre-call plan. During these 15 minutes, the team will be judged using the team activity scorecard. At the conclusion of the 15 minutes, team members will have an additional 15 minutes to individually answer questions from the judges and they will answer without assistance from their team members. There is no longer a group presentation in the team event.
 - The following information will be provided to the team at the event as if they were a group of salespeople working together to develop the pre-call planning prior to conducting a sales call.
 - Product information (included in this document)
 - Profile of one or two customers
 - No additional presentation equipment is allowed
- Part 3: Individual Sales Call (150 points/individual)
 - Information and product(s) from the team activity will be used in the individual sales activity.
 - At the conclusion of the Team event the entire team will report to their individual sales rooms. The product for the Individual Sales Activity is the SAME as the Team Activity.
 - The potential customers will be one of the customers that were identified in the Team Event. Participants are allowed to use their one-inch product information Sales Binder during the individual sales and team activity.

1" Binder Guidelines

PLEASE REMEMBER TO REFERENCE THE CONTEST SCORECARDS – The majority of the points are based on building rapport and matching the features and benefits of the product to the needs and wants of the buyer. While additional visuals/materials in the 1" binder are nice, they directly add very few points, according to the scorecard. However, they could improve how well a student explains the features of a product to the customer, so I still see an importance.

The following items may be included in the 1" binder.

- Product information sheets (Direct from the Chairman/website)
- Order forms, blank invoices
- Other student created product materials
 - o Students/Teams may create additional brochures, flyers, charts, printed advertisements, and customer testimonials utilizing the provided product information. NEW INFORMATION CANNOT BE MANUFACTURED/MADE-UP. For example: special sales promotions, 10% discounts, warranties, free upgrades etc.
 - o Handouts explaining how to use the product may also be included. For example: safe lawn mower operation, how to hitch a trailer, tractor PTO safety etc.

***National FFA says no business cards

***Printed materials must fit in the binder and be no larger than 8.5" x 11".

***At the conclusion of the individual sales activity, students are asked to remove all materials from the contest room.

About Merck Animal Health

As a global healthcare leader, Merck works to help the world be well. Merck Animal Health, known as MSD Animal Health outside the United States and Canada, is the global animal health business unit of Merck. We offer one of the industry's most innovative portfolios – not only of products, but also of services and technologies – to prevent, treat and control diseases across all major farm and companion animal species. Our mission – *The Science of Healthier Animals* – guides all of our work. Healthier animals mean a sustainable food supply, protection for humans against diseases passed from animals, and longer, healthier lives for pets.

Our products fight diseases that can devastate animals, threaten human health, and disrupt the supply of food. We continually introduce new technologies to help our customers maximize their efficiency while improving animal wellbeing, such as the world's first non-parasiticide cattle product with a transdermal route of administration. Finally, we keep people happy by caring for their family pets with innovative products including the first chewable tablet for dogs effective against fleas and certain tick species for up to 12 weeks.

Merck Animal Health's robust R&D pipeline spans key therapeutic areas, providing a solid platform for further advances in veterinary medicine. Our customers expect more from us than just medicines, and we continue to deliver the information, technologies and veterinary services to meet their needs around the world. As a multi-species global company operating in more than 150 markets, we respond readily to the demands of our dynamic industry.

For more information, visit www.merck-animal-health.com or connect with us on [LinkedIn](#), [Facebook](#) and Twitter at @MerckAH.

safe-guard[®] (fenbendazole) delivers

The **Right Tools** For The Job.



Not actual size.

The Right Dewormer

Safe-Guard[®] oral suspension comes in a convenient 125ml bottle, labeled just for goats.

Use the dewormer that controls all major parasites.

Safe-Guard has it all.

The most effective systemic dewormer labeled for goats.

Primary Parasites of Concern

Teladorsagia	(Brown stomach worm)
Haemonchus	(Barberpole worm)

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

RESIDUE WARNING: Goats must not be slaughtered for food within 6 days following treatment. Because a withdrawal time in milk has not been established, do not use in lactating goats.

The Right Drenching Gun

Take care of business with a 20ml Drenching Gun.

It's FREE with your purchase of:

- Six (6) 125 ml bottles of Safe-Guard or
- One (1) liter bottle* of Safe-Guard.



Not actual size.

Just fill out this coupon, attach your proof of purchase and mail it to:
Synergy Direct Marketing, Inc. • c/o John Ryan • 50 County Line Rd.
Branchburg, NJ 08876

Safe-Guard[®] Free Drenching Gun Offer.

NAME _____

ADDRESS _____

TOWN _____ STATE _____ ZIP _____

DOSE & DONE

Goat deworming made simple



THE RIGHT DEWORMER

SAFE-GUARD® (fenbendazole) oral suspension comes in a convenient 125 mL bottle, labeled just for goats. Use the dewormer that controls the major goat parasites.

SAFE-GUARD HAS IT ALL:

The Industry's most trusted parasite defense specifically approved for goats.

PRIMARY PARASITES OF CONCERN

- *Teladorsagia circumcincta* (Brown stomach worm)
- *Haemonchus contortus* (barber pole worm)

THE RIGHT DRENCH GUN

Take care of business with a 20 mL SAFE-GUARD Drench gun. It's FREE with your purchase of:

- Six (6) 125 mL bottles of SAFE-GUARD or
- One (1) liter bottle* of SAFE-GUARD

Visit [Safe-Guard.com](https://www.safe-guard.com) to take advantage of this rebate.

safe-guard®
(fenbendazole)

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

SAFE-GUARD® RESIDUE WARNINGS: Goats must not be slaughtered for food within 6 days following treatment. Because a withdrawal time in milk has not been established, do not use in lactating goats.



Copyright © 2020 Intervet Inc., d/b/a Merck Animal Health, a subsidiary of Merck & Co., Inc. All rights reserved. 20-SG GOAT-4529 REBATE

Safe-Guard® Dewormer for Beef & Dairy Cattle and Goats Suspension 10% (MERCK ANIMAL HEALTH)

Label

White papers

Coupons

Other

Image

Website:

www.merck-animal-health-usa.com

Every effort has been made to ensure the accuracy of the information published. However, it remains the responsibility of the readers to familiarize themselves with the product information contained on the USA product label or package insert.

SAFE-GUARD® DEWORMER FOR BEEF & DAIRY CATTLE AND GOATS SUSPENSION 10%

Intervet/Merck Animal Health

(fenbendazole)

(100 mg/mL)

RESIDUE WARNINGS: Cattle must not be slaughtered within 8 days following treatment. A withdrawal period has not been established for this product in pre-ruminating calves. Do not use in calves to be processed for veal. Goats must not be slaughtered for food within 6 days following treatment. Because a withdrawal time in milk has not been established, do not use in lactating goats. For dairy cattle, there is no milk withdrawal period.

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

Keep this and all medication out of the reach of children.

INDICATIONS:

Beef and Dairy Cattle - 2.3 mg/lb (5 mg/kg) body weight for the removal and control of:

- Lungworm (*Dictyocaulus viviparus*);
- Stomach worm (adults): brown stomach worm (*Ostertagia ostertagi*);
- Stomach worms (adults and fourth stage larvae): barberpole worm (*Haemonchus contortus* and *H. placei*) and small stomach worm (*Trichostrongylus axei*);
- Intestinal worms (adults and fourth stage larvae): hookworm (*Bunostomum phlebotomum*), thread-necked intestinal worm (*Nematodirus helvetianus*), small intestinal worm (*Cooperia punctata* and *C. oncophora*), bankrupt worm (*Trichostrongylus colubriformis*), and nodular worm (*Oesophagostomum radiatum*).

Goats - 2.3 mg/lb (5 mg/kg) body weight for the removal and control of:

- Stomach worms (adults): *Haemonchus contortus* and *Teladorsagia circumcincta*.

DIRECTIONS:

Determine the proper dose according to estimated body weight. Administer orally. The recommended dose of 2.3 mg/lb (5 mg/kg) of body weight is achieved when 2.3 mL of the drug are given for each 100 lbs body weight.

EXAMPLES:

Cattle:

Body Weight	Amount
100 lb	2.3 mL
200 lb	4.6 mL
300 lb	6.9 mL
400 lb	9.2 mL
500 lb	11.5 mL
1,000 lb	23.0 mL
1,500 lb	34.5 mL

Goats:

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Body Weight	Amount
25 lb	0.6 mL
50 lb	1.2 mL
75 lb	1.7 mL
100 lb	2.3 mL
125 lb	2.9 mL

Under conditions of continued exposure to parasites, retreatment may be needed after 4 to 6 weeks.

Store at or below 25°C (77°F). Protect from freezing. Shake well before use.

Restricted drug (California) - use only as directed.

For Use in Animals Only.

Made in France

Distributed by: Intervet Inc (d/b/a Merck Animal Health), Madison, NJ 07940

NADA # 128-620, Approved by FDA

	Code No.	
1,000 mL (33.8 fl oz)	069293	Rev. 06/14 189850 R1 127879 R2
1 Gallon (3,785 mL)		153593 R2 151653 R2
10 Liter		09/2015 159156 R2 158338 R2

CPN: 1047396.2

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PROTECT YOUR HERD'S PERFORMANCE

Research shows internal parasites can cost a producer over \$190 per head over the lifetime of each animal in lost performance¹.

Safe-Guard goes straight to the gut to kill internal parasites where they live.



ADD SAFE-GUARD – ADD POUNDS

Choose Safe-Guard Because:

- Internal parasites threaten performance
 - Reduce average daily gain (ADG)
 - Reduce feed intake
 - Can impair the immune system of cattle
- Safe-Guard features broad-spectrum activity against internal parasites
- *Cooperia* is now confirmed as the most prevalent internal parasite in U.S. cattle herds (NAHMS 2009, 2010)
- Internal parasite (*Cooperia*) resistance to macrocyclic lactone compounds (endectocides) was confirmed in 2004 and continues to grow²
- In a peer-reviewed published study, calves infected with macrocyclic lactone-resistant *Cooperia* had 7.4% less average daily gain and 5.4% less feed intake³
- Safe-Guard eliminates these resistant parasites³ (98.1% effective)

PROPER PARASITE MANAGEMENT IS THE CORNERSTONE OF YOUR ANIMAL HEALTH PROGRAM

safe-guard®
(fenbendazole)

Important Safety Information:

Safe-Guard EN-PRO-AL Molasses Block:

RESIDUE WARNING: Cattle must not be slaughtered within 11 days following last treatment.

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 Protein Block:

RESIDUE WARNING: Cattle must not be slaughtered within 16 days following last treatment.

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 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.

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

¹Economic analysis of pharmaceutical technologies in modern beef production, John D. Lawrence and Maro A. Ibarburu, Iowa State University, 2007.

²Gasbarre, L.C., Smith, L.L., Lichtenfels, J.R., Piliitt, P.A., 2004. The identification of cattle nematode parasites resistant to multiple classes of anthelmintics in a commercial cattle population in the US. Proceedings of the 49th American Association of Veterinary Parasitologists, Philadelphia, July 24-28 (Abstract 44).

³Stromberg, B.E., et al., *Cooperia punctata*: Effect on cattle productivity? Vet. Parasitol. (2011), doi: 10.1016/j.vetpar.2011.07.030

Safe-Guard® Medicated Dewormer for Beef Cattle (En-Pro-Al® Molasses Block) (MERCK ANIMAL HEALTH)

Label

White papers


Coupons

Other

Image

MERCK ANIMAL HEALTH
Intervet Inc.
2 GIRALDA FARMS, MADISON, NJ, 07940

Website: www.merck-animal-health-usa.com



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SAFE-GUARD® MEDICATED DEWORMER FOR BEEF CATTLE (EN-PRO-AL®
MOLASSES BLOCK)

Intervet/Merck Animal Health

(fenbendazole)

DRUG CLAIM:

For the removal and control of: **Lungworm:** (*Dictyocaulus viviparus*). **Stomach worms:** Barberpole worm (*Haemonchus contortus*), Brown stomach worm (*Ostertagia ostertagi*), Small stomach worm (*Trichostrongylus axei*). **Intestinal worms:** Hookworm (*Bunostomum phlebotomum*), Thread-necked intestinal worm (*Nematodirus helvetianus*), Small intestinal worms (*Cooperia punctata* & *C. oncophora*), Bankrupt worm (*Trichostrongylus colubriformis*), Nodular worm (*Oesophagostomum radiatum*).

ACTIVE DRUG INGREDIENT:

Fenbendazole	750 mg/lb
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GUARANTEED ANALYSIS:

Crude Protein	(min) 4.75%
Crude Fat	(min) 0.10%
Crude Fiber	(max) 2.00%
Calcium (Ca)	(min) 0.80%
Calcium (Ca)	(max) 1.00%
Phosphorus (P)	(min) 0.07%
Salt (NaCl)	(min) 16.00%
Salt (NaCl)	(max) 18.50%
Magnesium (Mg)	(min) 3.00%
Fluorine (F)	(max) 0.0002%
Ash Content	(max) 38.00%

INGREDIENTS:

Cane molasses, salt, cottonseed meal, magnesium oxide, defluorinated phosphate, rice hulls, calcium carbonate, manganese oxide, zinc oxide, iron oxide, mineral oil, manganese sulfate, iron sulfate, ethylenediamine dihydriodide, magnesium sulfate, potassium sulfate, copper sulfate, cobalt carbonate, copper oxide, zinc sulfate, and cobalt sulfate.

FEEDING DIRECTIONS:

Adequate forage must be available at all times to cattle receiving supplemental block feeding.

Safe-Guard® (fenbendazole) En-pro-al® Molasses Deworming Supplement Block (Medicated) is designed for deworming pastured cattle by feeding these medicated blocks for three (3) days only as the sole source of salt.

It is essential to establish full cattle adaptation to supplemental block feeding prior to treating cattle with Safe-Guard® En-pro-al® Molasses Deworming Block (Medicated). Cattle behavior and per capita consumption must be established by feeding nonmedicated En-pro-al® Blocks prior to medicated block treatment. Adaptation to block feed intake for medicated treatment may take twelve (12) to nineteen (19) days prior exposure to unmedicated feed blocks depending on consumption rates and environmental conditions. When cattle block consumption of 0.1 pound (1.6 ounces)

per 100 pounds of body weight (or 1.0 pound for mature cattle) per day is attained for several days on the nonmedicated En-pro-al® Block, the three (3) day medicated treatment with Safe-Guard® En-pro-al® Molasses Deworming Supplement Blocks (Medicated) may begin.

For effective treatment, the cattle must consume an average 0.1 pound of Safe-Guard® En-pro-al® Molasses Deworming Supplement Block (Medicated) per 100 pounds of body weight each day for three (3) days of treatment. This is equivalent to an average one (1) pound per head per day to mature cattle for three (3) days of treatment in order to provide a total dose of 2.27 mg fenbendazole per pound of body weight.

To commence deworming treatment, replace the nonmedicated blocks with Safe-Guard® En-pro-al® Molasses Deworming Supplement Blocks (Medicated). Place these medicated blocks at the same locations where cattle have demonstrated adequate per capita block intake (0.1 pound per 100 pounds of body weight per day).

DAILY TREATMENT (TO BE CONTINUED FOR THREE (3) DAYS ONLY):

CATTLE BODY WEIGHT (POUNDS)	AVERAGE BLOCK INTAKE (LB/HEAD/DAY)	NUMBER OF HEAD PER BLOCK*
500	1/2	16
750	3/4	11
MATURE CATTLE	1	8

*NUMBER OF HEAD FULLY TREATED BY EACH BLOCK WHEN CONSUMED IN THREE (3) DAYS.

Following the three (3) day treatment any remaining Safe-Guard® En-pro-al® Molasses Deworming Supplement Blocks (Medicated) should be removed from the pasture, and cattle may be returned to their normal supplemental feeding program. Remaining blocks, or portions of blocks, can be utilized for retreatment purposes if used prior to expiration date.

It is essential that good block feeding husbandry practices be followed at all times. Block feeding techniques include, but are not limited to, a variety of practices. Blocks should be first located in those areas where cattle are seen to browse or loaf. It may be desirable to relocate unconsumed blocks to locations where obvious block consumption is identified. Increased consumption may often be obtained by moving feeding stations into shaded or loafing areas, closer to water source, increasing the number of blocks available to the animals or combinations of these practices. Decreased consumption may often be obtained by the reverse of the above practices.

DOSAGE:

1.67 mg fenbendazole per kg body weight per day for three (3) days. Total dose for the three (3) day period of 5 mg fenbendazole per kg of body weight (2.27 mg fenbendazole per pound).

WARNING: Cattle must not be slaughtered within 11 days following last treatment.

Under conditions of continued exposure to parasites, retreatment may be needed after 6 to 8 weeks.

CAUTION: CONSULT YOUR VETERINARIAN FOR ASSISTANCE IN THE DIAGNOSIS, TREATMENT AND CONTROL OF PARASITISM.

Manufactured by Sweetlix for: Intervet Inc., Millsboro, DE 19966

*EN-PRO-AL IS A REGISTERED TRADEMARK OF SWEETLIX

NADA 139-189, Approved by FDA

Net Weight	
25 LBS (11.34 kg)	780125-C

CPN: 1047397.1

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THIS BOSS WORKS WEEKENDS

LOW VOLUME DOSE

- Potent formula - 5% permethrin and 5% piperonyl butoxide
- Minimizes labor & application time
- Dose rates
 - Cattle & Horses - 3 mL/100 lb body weight to a maximum of 30 mL (1 oz)
 - Goats and Sheep - 1.5 mL/50 lb body weight to a maximum of 18 mL

LONG LASTING

- Controls horn flies up to 8 weeks
- Controls lice for 2 months

Read label for full directions.

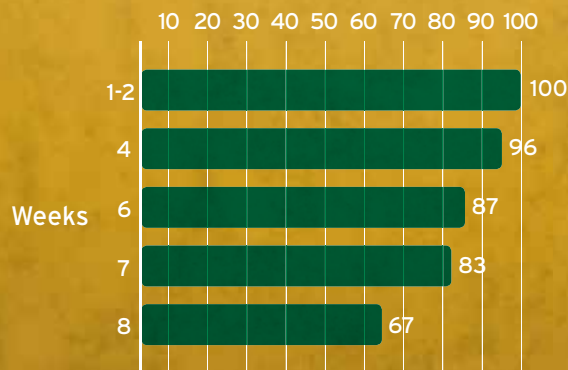
BROAD SPECTRUM

- | | | |
|---------------|----------------|---------|
| • Horn flies | • Stable flies | • Ticks |
| • Face flies | • Mosquitoes | • Lice |
| • Horse flies | • Black flies | |

NO MILK DISCARD

Low-volume Ultra Boss® packs a big punch against the flying insects and lice that cause the most damage to animals. Try it once and you'll never use any other insecticide.

PERCENT OF FLIES KILLED OVER EIGHT WEEKS¹



¹ Efficacy Comparison of Experimental and Commercially Available Insecticide Pour-on Products in the Control of *Haematobia irritans* Infesting Cattle in Texas. MVI Document No. P154-109-B, p. 17.

ULTRA BOSS® POUR-ON

Ask your Merck Animal Health representative for more information

Ultra Boss® Pour-On Insecticide (MERCK ANIMAL HEALTH)

Label

White papers

Coupons

Other

Image

MERCK ANIMAL HEALTH
Intervet Inc.
2 GIRALDA FARMS, MADISON, NJ, 07940

Website:

www.merck-animal-health-usa.com

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ULTRA BOSS®

Intervet/Merck Animal Health**POUR-ON INSECTICIDE FOR CATTLE, SHEEP, GOATS AND HORSES****Take Control of Flies and Lice****Season-Long Lice Control† with One Application**

May be used with Automatic Dosing System

ACTIVE INGREDIENTS	
Permethrin: (3-phenoxyphenyl)methyl (±)-cis, trans-3-(2,2-dichloroethenyl)-2, 2-dimethylcyclopropanecarboxylate*	5.00%
Piperonyl Butoxide**	5.00%
INERT INGREDIENTS***	90.00%
TOTAL	100.00%

* cis/trans ratio Min 35% (±) cis and Max 65% (±) trans

** (butylcarbityl)(6-propylpiperonyl) ether and related compounds

*** contains petroleum distillates

Keep Out of Reach of Children

CAUTION

EPA Reg. No. 773-84

EPA Est. No. 618-LA-01

FIRST AID

IF ON SKIN OR CLOTHING

Take off contaminated clothing. Rinse skin immediately with plenty of water for 15-20 minutes. Call a poison control center or doctor for treatment advice.

IF SWALLOWED

Immediately call a poison control center or doctor. Do not induce vomiting unless told to by a poison control center or doctor. Do not give **any** liquid to the person. Do not give anything by mouth to an unconscious person.

HOTLINE NUMBER

Have the product container or label with you when calling a poison control center or doctor, or going for treatment. For additional information on this product (including health concerns, medical emergencies or pesticide incidents), you may call the National Pesticides Information Center at 1-800-858-7378, 6:30 AM to 4:30 PM Pacific Time (PT), seven days a week. During other times, call the poison control center at 1-800-222-1222.

Note to Physician: Contains petroleum distillates. Vomiting may cause aspiration pneumonia.

PRECAUTIONARY STATEMENTS

Hazards to Humans and Domestic Animals: CAUTION: Harmful if absorbed through skin. Avoid contact with skin, eyes, or clothing. Wear long sleeved shirt, long pants, shoes, socks, and chemical resistant gloves (Barrier laminate, Nitrile rubber, Neoprene rubber, Viton, selection category E). Prolonged or frequently repeated skin contact may cause allergic reaction in some individuals.

PERSONAL PROTECTIVE EQUIPMENT (PPE)

All handlers must wear: Long-sleeve shirt, long pants, shoes plus socks, and chemical resistant gloves (barrier laminate, nitrile rubber, neoprene rubber, Viton, selection category E).

USER SAFETY REQUIREMENTS

Follow manufacturer's instructions for cleaning/maintaining PPE. If no such instructions for washables exist, use detergent and hot water. Keep and wash PPE separately from other laundry. Discard clothing and other absorbent materials that have been drenched or heavily contaminated with this product's concentrate. Do not reuse them.

USER SAFETY RECOMMENDATIONS

User should wash hands before eating, drinking, chewing gum, using tobacco, or using the toilet. Users should remove clothing/PPE immediately if pesticide gets inside. Then wash thoroughly and put on clean clothing. User should remove PPE immediately after handling this product. Wash the outside of gloves before removing. As soon as possible, wash thoroughly and change into clean clothing.

ENVIRONMENTAL HAZARDS

This pesticide is extremely toxic to aquatic organisms, including fish and invertebrates. To protect the environment do not allow pesticide to enter or run off into storm drains, drainage ditches, gutters, or surface waters. Applying this product in calm weather when rain is not predicted for the next 24 hours will help to ensure that wind or rain does not blow or wash pesticide off the treatment area.

This pesticide is highly toxic to bees exposed to direct treatment on blooming crops or weeds. Do not apply this product or allow it to drift to blooming crops or weeds while bees are actively visiting the treatment area.

DIRECTIONS FOR USE

It is a violation of Federal law to use this product in a manner inconsistent with its labeling.

READY TO USE - No dilution necessary.

USE RESTRICTIONS

Only protected handlers may be in the area during applications.

Not for use in outdoor residential misting systems.

Apply To	Target Species	Dosage
Lactating and Non-Lactating Dairy Cattle, Beef Cattle, Calves, Horses (Not intended for human consumption)	Lice, Horn flies, face flies. Aids in control of Horse flies, Stable flies, Mosquitoes, Black flies, and Ticks	Apply 3 mL per 100 lbs body weight of animal up to a maximum of 30 mL for any one animal. Pour along back and down face. Back Rubber Use: Mix 100 mL per gallon of #2 diesel oil or mineral oil. Keep rubbing device charged. Results improved by daily forced use.
Lactating and Non-Lactating Dairy Goats		Apply 1.5 mL per 50 lbs body weight of animal up to a maximum of 18 mL for any one animal. Pour along back and down face.
Sheep	Sheep keds, Lice	Pour along back. Apply 1.5 mL per 50 lbs of body weight of animal up to a maximum of 18 mL for any one animal.

For cattle, horses, sheep, and goats, repeat treatment as needed but not more than once every two weeks.

For horses, do not stable horse for 6 hours after application and refrain from washing down area of application.

For optimum lice control, two treatments at 14-day intervals are recommended.

Special Note: Ultra Boss® Pour-On Insecticide is not effective against cattle grubs.

STORAGE AND DISPOSAL

Do not contaminate water, food, or feed by storage or disposal.

STORAGE: Keep container sealed when not in use. Do not store near food or feed.

PESTICIDE DISPOSAL: Wastes resulting from the use of this product may be disposed of on site or at an approved waste disposal facility.

CONTAINER HANDLING: Nonrefillable container. Do not reuse or refill this container. Triple rinse (or equivalent). Then offer for recycling or reconditioning, or puncture and dispose of in a sanitary landfill, or by incineration, or if allowed by State and local authorities, by burning. If burned, stay out of smoke.

†Season long lice control from January - April

NOTICE OF WARRANTY

To the extent consistent with applicable law, Intervet, Inc./Merck Animal Health makes no warranty of merchantability, fitness for any particular purpose or otherwise expressed or implied, concerning this product or its uses which extend beyond the use of the product under normal conditions in accordance with the statements on the label.

Intervet Inc (d/b/a Merck Animal Health), 2 Giralda Farms, Madison, NJ 07940

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Net Contents:		
One U.S. Quart (0.946L) Squeeze 'N' Measure™ Bottle	0061-5260-02	180369 R2 Rev. 08/18 366936 R2 Rev. 08/18
Treats 57 550 lb Cattle		
One U.S. Gallon (3.785L)	0061-5260-01	126157 R2 Rev. 8/18 389379 R2 Rev. 08/18

Treats 229 550 lb Cattle

CPN: 1047203.7

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IS YOUR DEWORMING PROGRAM WORKING?

You should see a 90+ percent reduction in fecal egg count after deworming.¹

90%+



If not, the deworming treatment was a failure and should be investigated with your veterinarian to determine if improper dosing and/or resistance has affected the outcome.

The following can happen due to subclinical worm infections:

- Decreases in feed intake, average daily gain and milk production
- Poor immune response to viral vaccines and diseases
- Resistance to dewormers may keep increasing

To see if your deworming program is at least 90 percent effective, work with your veterinarian to conduct a Fecal Egg Count Reduction Test.

For maximum efficacy, use two classes of dewormers at the same time.

There are three classes of dewormers approved for use in U.S. cattle – benzimidazoles, endectocides or macrocyclic lactones, and imidazothiazoles. The two most commonly-used are endectocides and benzimidazoles.

ENDECTOCIDES

Ivermectin, Dectomax®, Ivomec®, Cydectin®, LongRange® and Eprinex®

Dewormer	Average Efficacy*
Pour-On	51.3%
Injectable	57.4%

BENZIMIDAZOLES

Safe-Guard® (fenbendazole) and Panacur® (fenbendazole)

Dewormer	Average Efficacy*
Safe-Guard, Panacur (Various Formulations)	98.7%

**COMBINATION OF
SAFE-GUARD
OR PANACUR
PLUS ENDECTOCIDES:**

99.1%
Average Efficacy*

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

Safety information available at www.SafeGuardWorks.com

* Merck Animal Health maintains the world's largest FECRT database to monitor field use efficacy of anthelmintic classes. Through 2018, there were 24,186 samples were analyzed – 12,171 pre-treatment and 12,015 post-treatment.

SafeGuardWorks.com

1. Dobson R., Jackson F., Levecke B., Besier B., et al. Guidelines for fecal egg count reduction tests (FECRT). World Association for the Advancement of Veterinary Parasitology (WAAVP) (2011) Proceedings: 23rd International Conference of the World Association for the Advancement of Veterinary Parasitology.

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safe-guard®
(fenbendazole)

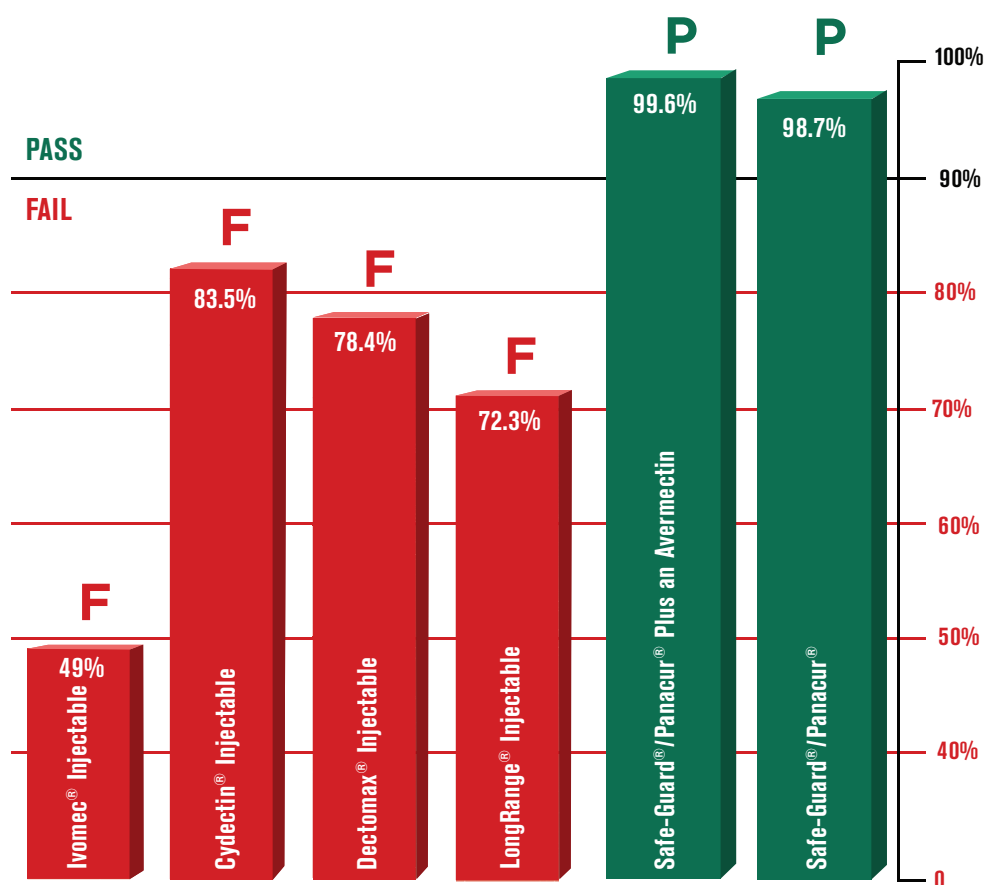
MERCK
Animal Health

IS YOUR DEWORMER PASSING THE TEST?

AVERAGE PERCENT EFFICACY²

90% Required to Pass⁴

safe-guard®
(fenbendazole)



The FDA has identified growing levels of internal parasites resistant to the Macrocytic lactones (Avermectin) class of dewormers.¹

Results from the Merck Animal Health Fecal Egg Count Reduction Test National database² shows several cases of internal parasite resistance and supports concurrent treatment protocol to manage resistant parasites.

The majority opinion among parasitologists attending the FDA public forum on managing resistant parasites was that concurrent treatment of two different classes of anthelmintics is the best way to manage these resistant parasites.

Merck's database supports 2008 USDA National Animal Health Monitoring Study (NAHMS) showing confirmed or suspected resistance in several U.S. states to Macrocytic lactone (Avermectin) class of dewormers.³

**ADD SAFE-GUARD
ADD POUNDS**

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

IMPORTANT SAFETY INFORMATION

Safe-Guard EN-PRO-AL Molasses Block

RESIDUE WARNING: Cattle must not be slaughtered within 11 days following last treatment. A withdrawal period has not been established for this product in preruminating calves. Do not use in calves to be processed for veal.

Safe-Guard Protein Block

RESIDUE WARNING: Cattle must not be slaughtered within 16 days following last treatment. A withdrawal period has not been established for this product in preruminating calves. Do not use in calves to be processed for veal.

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 preruminating 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 preruminating calves. Do not use in calves to be processed for veal.

Safe-Guard is a registered trademark of Merck Animal Health. Panacur is a registered trademark of Merck Animal Health. Ivomec is a registered trademark of Merial, Ltd. Cydectin is a registered trademark of Boehringer Ingelheim Vetmedica. Dectomax is a registered trademark of Zoetis. LongRange is a registered trademark of Merial, Ltd.

¹ FDA Public Resistance Forum-March 2012

² Tests from 1/1/2008 - 4/12/2016

³ NAHMS 2008

⁴ Dobson R, Jackson F, Levecke B, Besier B, et al. Guidelines for fecal egg count reduction tests (FECRT). World Association for the Advancement of Veterinary Parasitology (WAAVP) (2011) Proceedings: 23rd International Conference of the World Association for the Advancement of Veterinary Parasitology

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