

The #1 Resource for Farm/Stable Owners and Managers

# Stable Management

SPRING 2017

## *Biosecurity Precautions*

Fees Survey  
Results

Being  
Neighborly

Contracts  
Can Save You



# You're Covered

With Powerful Nutrition & Preventive Medicine



## **EQCO Colic Coverage™ Provides Up to \$10,000 for Colic Surgery Reimbursement**

Research shows preventive veterinary care—including proper nutrition, deworming, dental care and vaccinations—can improve a horse's long-term wellness and influence the rate of serious medical conditions such as colic. EQCO Colic Coverage™ combines veterinary wellness services with the right nutrition for a healthier horse.

To learn more, visit [PlatinumPerformance.com/EQCOCoverage](https://PlatinumPerformance.com/EQCOCoverage), or call **800-553-2400** to enroll.

**PLATINUM**  
PERFORMANCE

© 2017 EQCO, INC.

# Table of Contents–Spring 2017

## 2 From the Stable Office

### 4 Biosecurity for Farms and Stables

Take precautions to avoid the introduction and spread of infectious and contagious diseases at your farm or stable.

*By Nancy S. Loving, DVM*

### 14 2017 Farm and Stable Fees Survey

Use this information to compare the financials of your horse farm, boarding business or riding instruction business to those of others in the industry.

*By Kimberly S. Brown*

### 24 Good Contracts Can Keep You Out of Court

These six contractual clauses can save you money and legal headaches.

*By Denise Farris, J.D.*

### 30 Being Neighborly

Here are six common neighbor-relations problems and tips about how to fix them.

*By Lisa Munniksma*

### 36 The Basics of Bookkeeping

Whether you maintain your own financial records or hire someone to keep them for you, it's vital to stay on top of your numbers.

*By Katie Navarra*

### 40 Wage Laws

Are you legal under state and federal wage laws?

*By Katie Navarra*

### 44 Avoiding 'Train Wrecks' in the Stable

Check out these valuable tips for developing an emotionally mature horse.

*By Charla Ann Story*

### 46 Trail Ride Services

Here's how you can make those hour-long rides more fun for you and your riders.

*By Beth Powers*

### 48 How to Keep Good Employees

You could be losing good help through your lack of interest or a failure to invest in workers as equine professionals.

*By Shelby Rader*

## 51 Special Advertising Section

### 55 Stable Management Recommended Reading

Check out articles you might have missed on StableManagement.com.

### 56 Advertising Index

**On the cover:** Whether traveling or at your home facility, understand and implement biosecurity to protect your horses and your business.

*Cover photo by Amy K. Dragoo*



4



14



30



40



46

# Health and Reputation

**T**he health of your equine business is dependent upon your reputation. And the reputation of your business is dependent upon the health of your animals. We know that many horse handlers are lax about biosecurity, but think about the consequences if you had an outbreak of a contagious or infectious disease at your facility.

This can be something as common as strangles or as exotic as equine herpesvirus myeloencephalopathy. But the outcome is the same: a lot of management headaches—possibly heartaches, if horses die—and financial burdens as some of your facility's income is halted, at least temporarily.

Once a disease is discovered, you will need to involve your veterinarian (or all of the veterinarians who tend horses at your facility) and the state veterinarian. A quarantine will either be put in place by you, as recommended by your veterinarian, or imposed on you by state officials.

Then there will be testing to determine what the problem is and how best to handle it.

Next, you (and the state officials) will need to spread the word to any owners/managers of horses that might have been exposed to your sick or at-risk horses. That means horses housed at your facility, horses that come to your facility to train, and horses that might have been in contact with your horses at an event (show, trail ride, clinic, etc.).

You will need to institute strict biosecurity measures on your resident population, including taking temperatures of every horse twice a day and recording that information. You will need to isolate any horses that have a fever or that develop clinical signs.

Usually a quarantine lasts 30 days (or so) past the last day that any horse had a fever or clinical signs.

Once all horses are deemed healthy and not at risk, the quarantine will be released and your facility can go back to business as normal.

How much better would it be to have enacted biosecurity precautions as a matter of course for your facility, rather than having lived through 30-plus days of emotional and financial turmoil?

An ounce of prevention can go a long way in keeping your business, your horses and your reputation healthy. For more, read our story on biosecurity on page 4.

## Fees and Finances

Each spring, we at Stable Management survey our readers, as well as members of the Certified Horsemanship Association and PATH International. We compile the results and compare them with previous years' numbers to give you an idea of where fees and services pricing are changing, and where they are staying the same.

This is a unique survey, and the information it contains can help you ensure that your equine farm or stable is making a profit, while providing services that your clients want and need. Of course, there is far too much information to fit in these pages, so please visit [StableManagement.com](http://StableManagement.com) to read more from the annual fees survey. **SM**



A handwritten signature in black ink that reads "Kimberly S. Brown".

Associate Publisher/Editor



## Stable Management

### Associate Publisher/Editor

Kimberly S. Brown  
KBrown@aimmedia.com

### Associate Publisher/ Advertising Sales

Tom Brazil  
tbrazil@aimmedia.com

### Art Director

Adam Purvis

### EQUINE NETWORK

### Group Publisher

David Andrick

### Senior Editor

Laurel Scott

### Group Production Director

Barbara B. VanSickle

### Production Manager

Caitlin O'Conner

### Prepress Specialist

Brad Burleson

### Advertising Information Manager

Judy Howard



**President & CEO** Andrew W. Clurman

**Senior Vice President,  
CFO & Treasurer** Michael Henry

**Chief Innovation  
Officer** Jonathan Dorn

**Executive Vice  
President, Operations** Patricia B. Fox

**Vice President,  
Controller** Joseph Cohen

**Vice President,  
Research** Kristy Kaus

**Boulder Human  
Resources Director** JoAnn Thomas

**AIM Board Chair** Efrem Zimbalist III



Copyright 2017 Cruz Bay Publishing

# RAISING THE BAR FOR PROTECTION *and* COMFORT. AGAIN.

Our newest UltraShield® fly mask design had already set the new standard for keeping horses cool, dry, and comfortable. Now we've upped the ante again with a number of upgrades that we know you and your horse will appreciate.

## A REMOVABLE NOSE AND MORE

Our horse-size mask is now available with a removable nose to provide extended coverage and full-face protection from insects and the sun. We also widened the hook-and-loop closure at the jowl on all masks to help keep the mask secure and created a new angle for the eye darts to increase protection. Then we added an additional coating to the mesh for enhanced durability and doubled the seams for greater tear resistance.



Ears are crafted from a sport knit that's commonly used in football jerseys and known for its soft feel and durability. And the face is fashioned from a durable, breathable woven mesh that blocks 80% of harmful UV rays while also reducing heat transfer and solar glare. We've also made sure that those fabrics resist stains—all in a mask that comes in three sizes for optimal fit.



Available in cob, horse, and warmblood sizes.

## A NAME YOU CAN TRUST

Our latest redesigned fly mask is just one of a full line of outstanding fly control products from UltraShield®, one of the many Absorbine® brands trusted by riders around the world. So when you're looking for the best in horse care, look for the yellow ribbon.



Removable nose available in horse size only

## SAME ADVANCED FABRICS

We made sure to keep what was working, including the latest high-tech performance fabrics. The crown and jowl are made with a diamond-knit fabric used in running apparel that wicks away moisture.



ULTRA  
SHIELD®

FLEX+MAX®

SHOWSHEEN®

Classic  
Fashion®

BUTE-LESS®



ABSORBINE®  
SINCE 1892

VETERINARY  
LINIMENT

HOOFLEX®

BIGELOIL®

THE MISSING LINK®

LEATHER  
THERAPY®

The Horse World's Most Trusted Name®  
absorbine.com

©2017 W. F. Young, Inc.

# Biosecurity for Farms and Stables

Take precautions to avoid the introduction and spread of infectious and contagious diseases at your farm or stable.

By Nancy S. Loving, DVM

**Y**ou are meticulous in your equine endeavors, diligently taking care of your horse's every nutritional, veterinary and physical need; keeping the stabling tidy and hygienic; making sure the tack is clean and safe.

Yet there is one factor that often gets overlooked. We are accustomed to thinking of our horses as herd animals—which they are, of course. Because of that, we think nothing of introducing new individuals into the herd immediately and without concern. However, just as people can carry or incubate disease and pass it on to unsuspecting persons at a meeting, in the supermarket, or on an airplane, horses can do the same to other equids on the farm or while away at events.

The strategy to minimize this transmission risk is termed “biosecurity.” It is the compilation of management protocols that limit the transmission and spread of contagious or infectious disease-causing pathogens such as bacteria, viruses or fungal infections on your farm and on the road.

Recent, serious outbreaks of highly infectious and potentially fatal equine neurologic herpesvirus (equine herpesvirus myeloencephalitis, or EHM) continue to

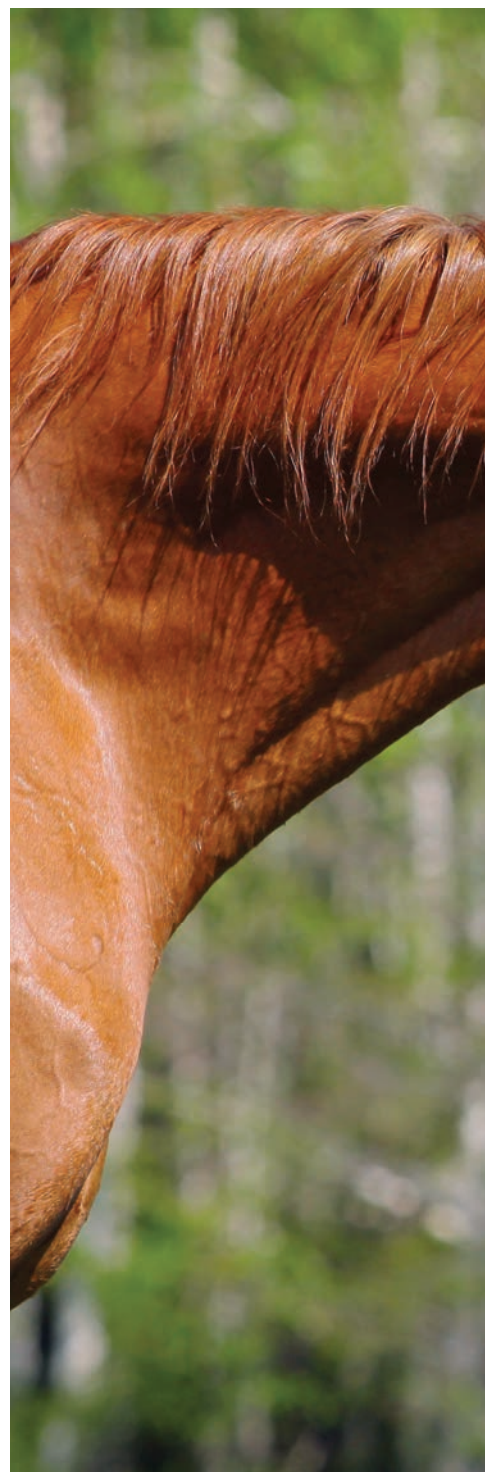
pop up throughout the country. Because of that, biosecurity is to be taken seriously. Any time horses congregate, they are subject to exposure to any number of infectious diseases. Other contagious concerns include strangles (*Streptococcus equi*), equine influenza, respiratory problems from equine rhinopneumonitis, vesicular stomatitis and salmonella, to name a few.

There are effective equine vaccines against two viral respiratory diseases—equine rhinopneumonitis and influenza. Vaccination is one method of helping to contain the spread of those diseases. In fact, the United States Equestrian Federation (USEF) requires documentation of immunization against influenza and rhinopneumonitis twice annually in order to attend USEF events. The Federation Equestrian International (FEI) requires documented annual influenza vaccination.

Besides vaccinations, there are many other methods to maximize biosecurity and to keep your horses as safe and as healthy as possible.

## On the Farm

To begin, let's look at ways you can keep your horses safe from infectious disease at home. This starts by considering isolation



techniques for new horses, as well as for those from the farm that travel in and out to clinics and events.

Keeping tabs on every horse on the property is sound advice. Know what is normal for each individual, and have barn personnel inform you if anything is amiss with a horse's attitude, appetite, or manure and urine output. Any time something seems out of the ordinary, take a rectal temperature as a starting point.

Just as people can carry or incubate disease and pass it along to healthy individuals, horses can do the same on the farm or at events.



THINKSTOCK

Temperatures exceeding 101° F, especially in a horse that isn't acting or feeling normal, is a good reason to isolate the horse until your veterinarian can determine exactly what is wrong.

You should group horses by biosecurity risk (age, breeding status, use, health) and in small groups (for example, mares and foals, or traveling horses) so there can be more efficient containment in the event of a disease outbreak.

Bringing newcomers in should be done carefully. Keep in mind that a horse can carry or incubate illness, shed that disease and not show overt signs of sickness. Before admitting a horse to your property, insist on a certificate of veterinary inspection (or CVI, which is a health exam and veterinarian-signed certificate) within a few days prior to entry, as well as a negative Coggins test for equine infectious anemia (EIA). It is also a good idea to ask for

a negative fecal exam prior to moving the horse to your place and/or proof that the horse has been dewormed appropriately in the preceding week or two.

Also ask for the horse's travel history, so you can check to see whether there have been any disease outbreaks at venues the horse might have visited. This can be tracked through the Equine Disease Communication Center ([equinediseasecc.org](http://equinediseasecc.org)), which continually updates infectious



AMY K. DRAGOO

If possible when traveling to a show or event, keep your horse at your trailer rather than in a stall to avoid the chance of picking up a disease.

disease reports in horses throughout the country.

If yours is a small farm that has minimal interaction with outside horses, then you can set up an isolation area a good distance away from your resident horses. A minimum distance for controlling spread of equine herpesvirus is at least 30 feet. Other infectious diseases (such as equine infectious anemia or piroplasmiasis) have a required distance of 200 yards between suspect or infected horses and other equids. The concept of isolation is not just about the distance; it is also about the concept and implementation of multiple biosecurity practices.

Larger facilities should also encourage isolation procedures, but often there is more pushback, especially in big boarding barns where horses often come and go to clinics and events. There should be no opportunity for nose-to-nose contact or shared watering vessels between resident horses and those traveling or newly entering the farm. Horses brought in only for lessons or clinics should have no contact with residents on the farm.

Stabling in the barn can also be a prob-

lem. One concern is that the airflow within barns can move pathogens (e.g., influenza and rhinopneumonitis viruses) through the air.

Ideally, a newcomer should stay completely out of touch with other horses for two to three weeks to ensure that he isn't incubating disease. The length of time for isolation is dependent on knowledge of the horse's health status and the health management program at the horse's previous stabling.

All feeding and cleaning chores should be provided to the newcomer only after taking care of resident horses. Watering hoses should not touch the buckets or water within the containers. Equipment such as manure buckets, rakes, wheelbarrows, tractors, blankets, grooming tools and tack shouldn't be shared between the isolation area and the resident horses. Tools and implements used in an isolation area should be appropriately labeled so they aren't inadvertently mixed in with the resident herd equipment. Color-coding of buckets is also a useful technique to designate what is used where; highest risk areas might use red, for example. Good signage

can also impress people about the location and seriousness of keeping the isolation area isolated.

Observe an incoming horse closely and keep a daily log of rectal temperature, attitude, appetite, and manure and urine output. Educate yourself about normal vital signs, so you know when a horse isn't quite right. Have your veterinarian immediately investigate any signs of malaise, fever, diarrhea, cough, ocular or nasal discharge, or neurologic instability.

Another important consideration is that personnel who come in contact with horses on the farm should understand your isolation requirements. This includes barn help who feed and muck, trainers, farriers, veterinarians, alternative therapists, bedding suppliers, hay delivery people and fence repair persons, to name a few. These people come across many horses in their daily rounds and there is the potential to bring disease along with them on their hands, their clothing, and even within their noses.

Hand washing with liquid soap in between handling different horses is simply a good hygienic practice for everyone to

**Equioxx<sup>®</sup>**  
(firocoxib)

# Rx **Confidence inside and out.**

Proven. Safe. Convenient.

Your choice for your equine partner's inflammation and pain management is important. When you do the research, you'll find EQUIOXX – the first and only coxib nonsteroidal anti-inflammatory drug for horses – is the right choice.

**Proven** – To effectively control the pain and inflammation associated with osteoarthritis

**Safe** – At the recommended dose, most horses had no side effects

**Convenient** – One dose a day controls pain up to 24 hours

**Time to put your old NSAID out to pasture. Talk to your veterinarian about EQUIOXX.**

[EQUIOXX.com](http://EQUIOXX.com)



**Three formulations to fit your needs  
in and out of competition: Injection, Paste and Tablet.**

**IMPORTANT SAFETY INFORMATION:** As with any prescription medication, prior to use, a veterinarian should perform a physical examination and review the horse's medical history. A veterinarian should advise horse owners to observe for signs of potential drug toxicity. As a class, nonsteroidal anti-inflammatory drugs may be associated with gastrointestinal, hepatic and renal toxicity. Use with other NSAIDs, corticosteroids or nephrotoxic medication should be avoided. EQUIOXX has not been tested in horses less than 1 year of age or in breeding horses, or pregnant or lactating mares. For additional information, please refer to the prescribing information or visit [www.equioxx.com](http://www.equioxx.com).



Merial is now part of Boehringer Ingelheim.  
©EQUIOXX is a registered trademark of Merial.  
©2017 Merial, Inc., Duluth, GA. All rights reserved. EQUIEQX1705-A (1/17)



**CAUTION:** Federal law restricts this drug to use by or on the order of a licensed veterinarian.

EQUIOXX® (firocoxib) is indicated for the control of pain and inflammation associated with osteoarthritis in horses. Firocoxib belongs to the coxib class of non-narcotic, non-steroidal anti-inflammatory drugs (NSAID).

**CONTRAINDICATIONS:** Horses with hypersensitivity to firocoxib should not receive EQUIOXX.

**WARNINGS:** EQUIOXX is for use in horses only. Do not use in horses intended for human consumption. Do not use in humans. Store EQUIOXX Tablets out of the reach of dogs, children, and other pets in a secured location in order to prevent accidental ingestion or overdose. Consult a physician in case of accidental human exposure.

Horses should undergo a thorough history and physical examination before initiation of NSAID therapy. Appropriate laboratory tests should be conducted to establish hematological and serum biochemical baseline data before and periodically during administration of any NSAID. NSAIDs may inhibit the prostaglandins that maintain normal homeostatic function. Such anti-prostaglandin effects may result in clinically significant disease in patients with underlying or pre-existing disease that has not been previously diagnosed.

Treatment with EQUIOXX should be terminated if signs such as inappetence, colic, abnormal feces, or lethargy are observed. As a class, cyclooxygenase inhibitory NSAIDs may be associated with gastrointestinal, renal, and hepatic toxicity. Sensitivity to drug-associated adverse events varies with the individual patient. Horses that have experienced adverse reactions from one NSAID may experience adverse reactions from another NSAID. Patients at greatest risk for adverse events are those that are dehydrated, on diuretic therapy, or those with existing renal, cardiovascular, and/or hepatic dysfunction. The majority of patients with drug-related adverse reactions recover when the signs are recognized, drug administration is stopped, and veterinary care is initiated.

Concurrent administration of potentially nephrotoxic drugs should be carefully approached or avoided. Since many NSAIDs possess the potential to produce gastrointestinal ulcerations and/or gastrointestinal perforation, concomitant use of EQUIOXX with other anti-inflammatory drugs, such as NSAIDs or corticosteroids, should be avoided. The concomitant use of protein bound drugs with EQUIOXX has not been studied in horses. The influence of concomitant drugs that may inhibit the metabolism of EQUIOXX has not been evaluated. Drug compatibility should be monitored in patients requiring adjunctive therapy.

The safe use of EQUIOXX in horses less than one year of age, horses used for breeding, or in pregnant or lactating mares has not been evaluated. Consider appropriate washout times when switching from one NSAID to another NSAID or corticosteroid.

The Safety Data Sheet (SDS) contains more detailed occupational safety information. For technical assistance, to request an SDS, or to report suspected adverse events call 1-877-217-3543. For additional information about adverse event reporting for animal drugs, contact FDA at 1-888-FDA-VETS, or <http://www.fda.gov/AnimalVeterinary>.

Rev 10/2016

follow. A general rule is to sing "Happy Birthday" twice while washing your hands. Hand sanitizers with a minimum of 61% alcohol can also be used if hand washing isn't available, and if there is only minimal contamination on the hands. An appropriate amount (2-3 cm diameter or about an inch) of hand sanitizing gel must be applied, rubbed in well, then allowed to dry for 15-20 seconds.

Some farms require that every visitor sign a visitor log so there can be a trace back should an outbreak occur. When possible, request that all visitors park away from barns, paddocks and pastures. Ask everyone to be circumspect about visiting your farm if they have encountered any sick or not-quite-right horses. If they have, then request that they come back another day once cleaned up, in fresh clothing and footwear, and to at least disinfect footwear in a bactericidal and viricidal footbath.

Throughout the farm, dedicate implements—such as shovels, rakes and pitchforks—with separate uses for either manure cleanup or application of bedding, but not both. Consider the direction of water drainage, so there is no chance of contamination of any part of the farm from any other part. Manure management and the elimination of standing water are important to minimize flies and mosquito vectors that can carry disease.

Don't forget that children and small animals (cats and dogs), as well as wild animals (rodents, raccoons, opossums, etc.), also can carry disease around a farm. The cats, dogs and children are manageable to some extent, although wild animals are not. Remove wild animal attractants and store feed supplies within animal-proof containers, rooms or buildings. Clean up any spilled or leftover feed and remove trash regularly.

It is often difficult to figure out what to do with horses that travel regularly off the farm and back again. Do you isolate them into separate areas altogether, or re-integrate them back into the herd or barn? Many horse owners are lackadaisical about following biosecurity protocols in these situations, especially during a busy training and competition season.

If no special measures are taken on the farm, then, at the very least, caution should be taken when away. These protocols are discussed in the next section. As added security against disease, it helps to segregate

traveling horses into their own group on the farm and with as much distance as possible from resident, non-traveling horses.

## Off the Farm

For horses traveling to and from the farm to clinics, shows and events, biosecurity practices are particularly important. In a perfect world, all horse event managers would require entry only if every horse has a current certificate of veterinary inspection (CVI) and a negative Coggins test, as well as appropriate immunizations against equine influenza and rhinopneumonitis. While these tests and procedures don't guarantee that a horse isn't incubating a disease at the time of entry, this protocol can go a long way toward minimizing exposure of all horses at a venue by keeping out those that could have a problem.

The thing to keep foremost in mind is that there should be no nose-to-nose contact between your horses and horses from different farms. This concept also applies to touching or handling other people's horses—just don't. Put up signs at your stabling asking that no stranger touch or feed your horses.

In fact, if your horse is going to be stabled in a stall that has been used by others, cleaning and disinfection of walls, water vessels and other smooth surfaces can go a long way toward ridding secretions and contaminants from your horse's environment. Remove residual feed from the stall and rake everything from the floor. Scrub surfaces to remove as much organic debris as possible using detergents (for example, liquid Tide) that break down organic material.

Don't pressure wash, as this tends to aerosolize bacteria with the possibility of moving it into areas that you can't see or reach, such as the rafters and ceiling. As much as 90% of bacteria can be eliminated from concrete surfaces with appropriate cleaning techniques. Allow sufficient drying time before the next steps; otherwise, pathogens might remain on surfaces.

Apply a disinfectant labeled for use against viruses and bacteria by following the manufacturer's directions. This targets the remaining 6-7% of microbes. Virkon-S is highly acclaimed as a disinfectant against many viruses and bacteria, while accelerated hydrogen peroxide products (Virox) are the gold standard. These contain surfactants, wetting agents and



AMY K. DRAGOO

Check your horse's temperature regularly, as an elevated reading can be the first indicator of disease. If a horse has a fever, isolate it until a veterinarian can determine the cause of the fever.

chelating agents, all of which facilitate penetration.

Virox is fairly broad spectrum and tends to work better than other products within

the presence of light debris and on rougher surfaces while not being corrosive. Contact time should be at least one to five minutes. A list and an explanation of effective

disinfectants can be found at the Center for Food Safety & Public Health ([cfsph.iastate.edu/Disinfection](http://cfsph.iastate.edu/Disinfection)).

Only use feed and watering containers that you have brought for your horse, and be careful that hoses used to fill watering vessels haven't been contaminated in other horses' water sources. Refrain from filling your horse's water buckets from tanks commonly used by other horses.

When you dispose of your horse's water, avoid emptying buckets where drainage might impact other horses; watering sources contain nasal secretions, saliva and other potentially communicable material. As you walk your horse around a property, don't let him snuffle through leftover piles of hay or spilled grain, as these have likely been exposed to other horses' mouths.

For a daylong event, it is often best to simply tie your horse to your trailer to avoid interaction and contact with other horses or stabling where other horses have been. Don't share tack, blankets or grooming equipment with anyone else. When warming up your horse in a common exercise area, avoid direct contact between horses



Visit [www.EquitanaUSAConference.com](http://www.EquitanaUSAConference.com) to register!

2017

## BECAUSE GOOD HEALTH ISN'T JUST BEING DISEASE FREE

As a barn manager you will learn how to take better care of the horses in your stable as well as business management tips and strategies to improve your profitability.

Please join us for this exceptional program that takes a holistic, whole-horse approach to equine care and emphasizes the interconnected nature of seemingly compartmentalized problems.

Visit [www.EquitanaUSAConference.com](http://www.EquitanaUSAConference.com) to register and learn more about dates, locations, and speakers.

### CONFERENCE DATES & LOCATIONS

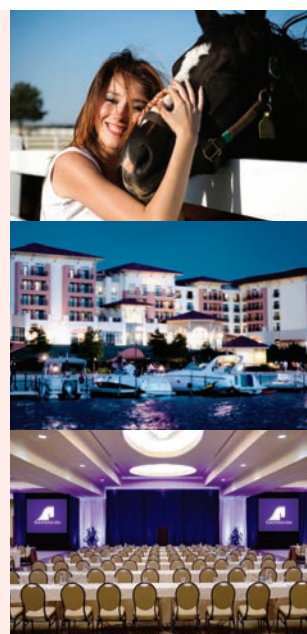
Date: June 12-13, 2017  
City: Rockwall, TX

Date: July 10-11, 2017  
City: Cary, NC

Date: July 18-19, 2017  
City: Costa Mesa, CA

Date: July 25-26, 2017  
City: Danvers, MA

Early bird discounts are available. Bring a friend and get half off the second ticket!



EQUITANA USA is part of the EQUITANA family. The trademark EQUITANA and the associated logo are used under license from Reed Exhibitions Deutschland GmbH

# Practical Biosecurity for the Stable

*Brought to you by Merck Animal Health*

Farm and stable managers play an important role in minimizing infectious disease spread. While infectious disease threats can come in many forms, the principles of biosecurity remain the same:

- Managing horse and human traffic
- Implementing appropriate environmental controls
- Preventing disease with veterinary guidance

## Horse traffic

Horse traffic is often the first entry point of an infectious disease into a group of horses. Environments where many animals and people are moving freely around the facility, interacting with numerous people, animals and objects, are at increased risk for infectious disease outbreaks.

Keep in mind, disease also can easily be transferred by human foot traffic, as well as vehicles. For these reasons, it is extremely important to put environmental controls in place that align with stable traffic patterns.

## Environmental controls

Whether working to prevent an infectious disease or treating an outbreak, managing the environment is one of the most practical biosecurity measures. Segregating different populations of horses is an important way to control introduction of disease. For example, keeping show horses that travel frequently in another part of the stable. These horses have different risk factors, are more susceptible to infectious disease, and present a risk to resident horses that rarely travel.

One of the most important – and often overlooked – actions a boarding or training facility can take is having an area of isolation (e.g., separate barn or air space) to keep sick horses and new horses appropriately separated from healthy animals. Horses with nasal discharge, cough, fever or diarrhea should immediately be isolated from other horses and examined by a veterinarian.

## Vaccination plus biosecurity is best

Vaccination is still the most practical and economical means of infectious disease protection. However, with highly contagious diseases such as equine herpesvirus, influenza and strangles, vaccination alone will not prevent disease transmission. Therefore, it is critical for farm and stable managers to work with their veterinarians and staff to create a biosecurity plan and vaccination program for the farm.

## Five Biosecurity Tips You Can Implement Today

- 1) Include all horses in your vaccination program.
- 2) Monitor your horse's temperature daily. An elevated temperature is the first sign of disease.
- 3) Practice good hand hygiene - wash hands after you touch one horse before touching another.
- 4) Minimize nose-to-nose contact and avoid use of communal equipment and water sources .
- 5) Separate and monitor horses post travel, as well as new arrivals for signs of infectious disease.



The Science of  
Healthier Animals

# The Science of Protected

From the breeding barn to the show ring and everything in between, we have the vaccines you need to help protect your horse.

- Made with the exclusive Antigen Purification System (APS™)
- Contains the Havlogen® adjuvant veterinarians know and trust
- Delivers core vaccine coverage according to American Association of Equine Practitioners recommendations

Now that's protected.



Ask your veterinarian for Prestige®, Encevac®, Prodigy® and EquiRab® brand vaccines. Visit us at [GetVaccinatingRight.com](http://GetVaccinatingRight.com) to learn more about Merck Animal Health and the equine products and programs that help keep horses healthy.

Every vaccine purchased through Merck supports the plight of the unwanted horse through the Unwanted Horse Veterinary Relief Campaign.

The Science of  
Healthier Animals

2 Giralda Farms • Madison, NJ 07940 • [merck-animal-health-usa.com](http://merck-animal-health-usa.com) • 800-521-5767  
Copyright © 2016 Intervet Inc., d/b/a/ Merck Animal Health, a subsidiary of Merck & Co., Inc.  
All rights reserved. 3526 EQ-FP AD Vaccine Line



## Resources

- The California Biosecurity Tool Kit is an excellent resource for veterinarians, event managers and horse owners: [www.cdffa.ca.gov](http://www.cdffa.ca.gov) and search for "biosecurity toolkit." This article has links to downloadable PDFs on biosecurity.
- AAEP's *Biosecurity Guidelines*, a summary of biosecurity information, can be found by going to [www.aaep.org](http://www.aaep.org) and searching for "biosecurity guidelines."
- For comprehensive information on standard operating procedures for biosecurity, please refer to Colorado State University's *Infection Control and Biosecurity Standard Operating Procedures* manual at [csu-cvmb.colostate.edu](http://csu-cvmb.colostate.edu) and search for "infection control and biosecurity standard operation procedures."
- For immediate alerts on infectious disease outbreaks and information about Biosecurity, refer to the Equine Disease Communication Center website at [equinediseasecc.org](http://equinediseasecc.org) and click on the top tab for Biosecurity.

and don't tie your horse to a post or any other tie supports that might have had other horses' noses or mouths contacting it.

Lest we forget other potential infectious disease vectors at public events besides horse, water, human and equipment, keep your dog in check rather than letting it roam. It doesn't hurt to ask management to advise that all dogs be restrained appropriately at a public equine event.

## Returning Home

It is important to continually monitor horses once they have returned from an outside venue. One excellent means of identifying a looming problem is taking twice-daily rectal temperatures. Watch for any abnormal clinical signs, such as reduced appetite, listlessness, diarrhea, nasal discharge, cough or any signs of discomfort or incoordination. Advise your veterinarian of any suspicion

of a problem so you can get an early jump on containment.

Clean and disinfect all equipment used away from the farm—wheelbarrows, rakes and manure buckets, for example—and keep that equipment in a separate location. You might even store show equipment within the horse trailer, so it is ready for the next adventure away from home. That also lets you know it is clean and disinfected. Tack and grooming equipment should be thoroughly cleaned and disinfected where possible.

Horse trailers also move on and off the property, with horses and horse secretions abundant on the interior surfaces. As an example, influenza virus can remain infective in this kind of dark, cool, moist environment for seven to 10 days. Herpesvirus can remain infective in manure for up to 35 days.

Remove all soiled feed, water and manure; dispose of these away from the resident herd, either in dumpsters or in compost piles. Trailers are best parked away from the resident horses, and they should be cleaned and disinfected as often as possible—especially after returning from an off-site location. Spray trailers inside and outside with pesticides to help limit infection brought in by insect vectors. Clean floor mats in the vehicle, and don't forget to wipe down the towing vehicle's steering wheel with baby wipes (or something similar) to remove accumulated microbes.

Have a plan at the ready in case something happens and an outbreak occurs on your farm. Know in advance where you will move sick horses so they are away from the others; how to monitor every horse on the property; and the logistics of caring for both well and sick animals during an outbreak. Consult with your veterinarian for details on how best to accommodate this situation.

## The Bottom Line

Biosecurity strategies are part of waging a war on equine infectious disease not just on your farm, but also around the country.

While these efforts might, at first glance, seem labor intensive, keeping your herd's health paramount through simple biosecurity steps can save you from great difficulty, expense and intensive labor.

The objective of good biosecurity practices is to prevent an infectious disease outbreak in the first place, and to keep your animals as "healthy as a horse." **SM**

Looking for  
**QUALITY**  
**BANDAGES**  
for your  
Practice?

**STERIOROLL®**  
Sterile leg bandage in several lengths

**REDIROLL™**  
Nonsterile leg bandage in several lengths

**COMBIROLL®**  
Bulk cotton combine roll preferred by  
veterinarians, 10-yard rolls

All products available in  
8", 12", 14" and 16" widths

Endorsed by leading equine veterinarians and used  
by hospitals, clinics and schools of veterinary  
medicine across the U.S.

**THE FRANKLIN-WILLIAMS COMPANY**

MADE IN THE USA

Lexington, Kentucky • 800 556-5517 • 859 259-0515  
[www.franklinwilliams.com](http://www.franklinwilliams.com)

# A LITTLE RELIEF FOR THOSE WHO MEAN SO MUCH.

Like it or not, we all need a bit more help as we age—including our horses. To help your equine friend age well—and live well—Absorbine® offers Bute-Less®, formulated to relieve the discomfort

associated with daily exercise and aging. Bute-Less® also provides support for a healthy inflammatory response. And it's proven to be effective within one week.\*

## GENTLE ON THE STOMACH

Knowing the digestive systems of horses as we do, we've also made sure that Bute-Less® is gentle on the stomach, with a specialized formula that uses only natural active ingredients: Devil's Claw Extract, Yucca, and Vitamin B-12.

Bute-Less® also offers a choice of delivery methods so that you can choose what works best for you and your horse: pellets, paste, or liquid.

## A NAME YOU CAN TRUST

Bute-Less® comes with something else that will help give you peace of mind: the backing of our unmatched history of muscle and joint care—a history that goes back 125 years. Bute-Less® is just one of the many products from Absorbine® that horse owners from around the world have come to trust. So when you're looking for exceptional horse care products, look for the yellow ribbon.



\*Scientific study completed December 2012.



ULTRA SHIELD® FLEX+MAX® SHOWSHEEN® Magic Cushion® BUTE-LESS®



VETERINARY LINIMENT

HOOFLEX®

BIGELOIL®

MISSINGLINK®

LEATHER THERAPY®

SINCE 1892

The Horse World's Most Trusted Name®  
absorbine.com

©2017 W. F. Young, Inc.

# 2017 Farm and Stable Fees Survey

Use this information to compare the financials of your horse farm, boarding business or riding instruction business to those of others in the industry.

By Kimberly S. Brown

If you decided to start a business—say, a pizza parlor—in most industries, you would be able to research the start-up and maintenance costs of that particular type of business. You might even find facts and figures about running that type of business in your geographic area.

But for an equine farm or boarding stable, there are no convenient sources for information about how others have done with the same types of business. One of the reasons is that there are a lot of variables regarding different charges that could add to the time and cost of running an equine facility.

What if you are already running an equine business and are just eking out a living? You pay all your bills and keep your facility maintained, your horses and employees content, and your boarders and students satisfied. But you are working yourself to death. How can you make changes to become more profitable, work fewer personal hours, and therefore be less likely to throw up your hands, kick out all your boarders and students, and keep your farm to yourself? In the open response to one question on this survey, a respondent wanted to ask others, “Do you make money at all from your facility?”

This survey is designed to not only take the pulses of equine farm and boarding facility businesses, but to get an idea of what people are charging for basic and additional services. Riding instructors and horse trainers also are included, but keep in mind that not all of them own the facilities at which they coach or train.

So let's take a glimpse at the business of running an equine farm or boarding facility. You can use this information as a benchmark to see how the industry is doing and how your business is doing by comparison. (Keep in mind that facilities in different geographic areas can't charge the same for similar services.)

*Editor's note: Because of the wealth of information from this survey, we will run other, individual stories on StableManagement.com to cover some of the areas that couldn't be included in this publication.*

## Who Responded

This survey was sent to *Stable Management* readers and website users, and was made available to the members of both the Certified Horsemanship Association (CHA) and PATH Intl.

The industry is working together to try and bring in the next



generation of horse owners through the Time to Ride initiative. Boarding farms or stables that offer riding lessons give many people their introduction to horses. That means you are important to the future of the industry.

As we have seen from our surveys over the past three years, the people who own or manage these facilities are aging. What is the industry's solution for passing the torch when these (mostly) women decide that they no longer can or want to run boarding farms or stables on their properties? In many cases, the land where the facilities are located is probably close to urban areas, where the price of land to build houses would give a much greater return than keeping the property as farms or stables. And nearly 70% of respondents own the primary facilities where they give lessons or clinics.

In our 2015 survey, 56.1% of respondents said they were over 50 years of age. In 2016, that number went up to 58.5%, and for 2017, that number rose to 59.2%. At the same time, we aren't growing the number of young people who own or manage these equine facilities or who teach lessons. In 2015, those respondents 50 and younger totaled 43.9%. In 2016, that total was 41.4%, and in 2017, that number was 40.7%.

Another telling statistic is that, according to the survey, those involved in the industry 10 years or less went from 12.7% in 2015 to 9.8% in 2016 and to 6.9% in 2017.



## MANUFACTURERS DISCOUNTS FOR THE HORSE WORLD

**Own a horse? Are you an Equine Facility?** Our Equine Equipment program offers Discounts for all of the Horse World on farm equipment and mowers.

Call us today! *No fees or dues.* Save up to **26% off MSRP** on select products from:



**Call 1 (877) 905-0004 to Save!**  
**[www.EquineEquipment.com](http://www.EquineEquipment.com)**

**Serving the USA and Canada.**



When asked to choose the top three jobs performed at their equine facilities, 80.7% chose stable/farm owner; 76.9% chose barn/farm manager; 60.0% chose riding instructor; 43.1% chose horse trainer; 25.9% chose barn employee (which probably means they do barn chores themselves, since about 42% of respondents said they are the only employees at their facilities); and 15.9% chose breeder.

Keep in mind that 84.8% of these respondents have a college or advanced degree, so we are talking about a well-educated group.

A little over half of the respondents said that their equine businesses were sources of secondary income. As you can see below, the percentage of income from these equine-business secondary profit centers has been decreasing over the last three years.

#### SECONDARY INCOME: PERCENTAGE OF YEARLY EARNINGS FROM EQUINE BUSINESS

Answer Options	2017 Response	2016 Response	2015 Response
Less than 25%	73.5%	71.5%	68.0%
26-49%	19.9%	20.4%	27.0%
50-74%	4.6%	5.4%	4.0%
75-100%	2.0%	2.7%	1.0%

When asked about the average yearly income of the respondent's entire equine business, there wasn't a tremendous difference from last year.

#### PRIMARY INCOME

Answer Options	2017 Response	2016 Response	2015 Response
Under \$50,000	55.8%	54.6%	58.5%
\$51,000-\$99,999	16.2%	16.4%	15.2%
\$100,000-\$149,999	7.6%	6.4%	7.7%
\$150,000-\$199,999	2.9%	2.2%	2.5%
\$200,000-\$399,999	2.9%	3.2%	2.8%
More than \$400,000	2.5%	2.2%	2.5%

The top money-makers for respondents continue to be boarding, riding lessons and training horses. The top "disciplines" for these facilities are recreational/arena, dressage, trail and hunter/jumper.

#### Full Board

Many stables have "set" fees for full, partial or pasture board, but those terms don't always mean that the same things are provided at each facility. When a potential client says she paid \$350/month for "full board" at her previous facility and you charge \$550/month, it is probable that the stables were not providing the same

services and facilities. Make sure you have a list of what is—and perhaps more importantly, what isn't—included in your charges.

We have a section below that talks about separate services and what people charge.

Some of the write-in comments from last year's survey were included in the list of answer options this year, so those will not show up in the 2016 or 2015 response columns.

#### WHAT DO YOU INCLUDE IN FULL BOARD?

Service/Amenity	% Include in Full Board		
	2017	2016	2015
Hay	85.2%	83.4%	95.7%
Stall	84.2%	80.8%	94.4%
Stall cleaning	81.4%	79.6%	—
Twice-daily feeding	79.5%	not asked	not asked
Bedding	78.9%	75.1%	88.4%
Bring in/turn out	75.7%	74.2%	85.8%
Outdoor arena	73.2%	72.5%	89.9%
Feed	69.7%	72.0%	81.2%
Adding supplements to feed	68.1%	62.6%	73.9%
Pasture	67.5%	65.2%	77.4%
Blanketing	50.5%	49.3%	57.3%
Scheduling vet/farrier	46.4%	45.7%	48.7%
Holding for vet/farrier	45.4%	45.5%	44.9%
Indoor arena	42.0%	40.0%	48.9%
Trails	40.7%	48.1%	52.4%
Deworming	29.7%	28.7%	—
Grooming	5.7%	9.0%	6.2%
Trailer	4.4%	4.7%	3.5%
Don't offer full board	12.6%	13.7%	—

Other full board amenities/services include: heated tack room and tack locker; stall fans; feed three times a day; feed four times a day; discounted lessons; two lessons per week; laundry facility; wash stall; fly spray; round pen; obstacle course; on-site barn manager.

With the differences in services and amenities provided under "full board," it is hard to compare pricing—but that is what your potential (and current) clients do. The two big differentiators seem to be whether you provide feed (hay would be included in all full board fees). Again, make sure you compare apples to apples when comparing pricing with a competitor.



# ROTATING. DEWORMERS. STOPS RESISTANCE.



Rotational deworming was thought to be the best way to control parasites in horses. Now we know that rotating dewormers has not slowed resistance.<sup>1,2</sup> You can help slow resistance by not rotating dewormers and working with your veterinarian to determine which products are still working on your farm.<sup>2-4</sup>

ZIMECTERIN® Gold (ivermectin and praziquantel) controls small strongyles that have become resistant to the active ingredient in other common dewormers, such as SAFE-GUARD® (fenbendazole), ANTHELCIDE® EQ (oxibendazole) and PANACUR® (fenbendazole).<sup>1</sup>

**Why would you trust your horse's health to any dewormer that does less?**

**It's time to *RethinkDeworming.com*.**

  
**ZIMECTERIN®**  
**GOLD**  
(ivermectin 1.55% and praziquantel 7.75%)

**IMPORTANT SAFETY INFORMATION:** Not for use in humans. Keep this and all drugs out of reach of children. In horses, there have been rare reports of swelling and irritation of the mouth, lips and tongue following administration of ZIMECTERIN Gold. These reactions have been transitory in nature. Do not use in other animal species as severe adverse reactions, including fatalities in dogs, may result.

<sup>1</sup> Kaplan RM, et al. Prevalence of anthelmintic-resistant cyathostomes on horse farms. *J Am Vet Med Assoc.* 2004;225(6):903-910.

<sup>2</sup> Reinemeyer CR. Rational approaches to equine parasite control. *Equine Parasite Control Kentucky Equine Research, Inc.* 64-72.

<sup>3</sup> McFarlane D, Hale GM, Johnson EM, Maxwell LK. Fecal egg counts after anthelmintic administration to aged horses and horses with pituitary pars intermedia dysfunction. *J Am Vet Med Assoc.* 2010;236(3):331.

<sup>4</sup> Kaplan RM. These ain't your father's parasites: An evidence-based medical approach to equine parasite control. *The Practitioner.* October 2008.

Merial is now part of Boehringer Ingelheim. ©ZIMECTERIN is a registered trademark, and the Horse Head Logo is a trademark, of Merial. All other marks are property of their respective owners. ©2017 Merial, Inc., Duluth, GA. All rights reserved. EQUIZIM1702-A (02/17)





#### FULL BOARD COST PER MONTH (WITH STALL, DAILY CARE, FEED, BEDDING AND HAY)

Answer	2017	2016	2015
Options	Response	Response	Response
Under \$250	4.9%	6.6%	6.7%
\$251-\$500	46.1%	50.0%	55.5%
\$501-\$750	26.3%	21.8%	21.3%
\$751-\$1,500	7.5%	5.6%	6.5%
More than \$1,500	1.0%	0.7%	0.5%
We don't offer this	14.3%	15.2%	9.4%

#### FULL BOARD COST PER MONTH (NOT INCLUDING FEED)

Answer	2017	2016	2015
Options	Response	Response	Response
Under \$250	9.8%	9.6%	11.6%
\$251-\$500	19.2%	24.6%	26.9%
\$501-\$750	4.9%	2.5%	3.4%
\$751-\$1,500	0.7%	0.6%	1.3%
More than \$1,500	—	0.0%	0.0%
We don't offer this	65.5%	62.7%	56.9%

#### FULL BOARD COST PER MONTH (NOT INCLUDING FEED OR HAY)

Answer	2017	2016	2015
Options	Response	Response	Response
Under \$250	13.7%	12.1%	18.4%
\$251-\$500	10.5%	17.0%	16.5%
\$501-\$750	1.1%	0.6%	2.2%
\$751-\$1,500	0.7%	0.6%	0.9%
More than \$1,500	—	0.0%	0.3%
We don't offer this	74.0%	69.8%	61.7%

### Partial Care Board

If you thought it was difficult to determine what full board means in the industry, the confusion over “partial care” board could be overwhelming. More than 71% of the respondents said they didn't offer partial care board. Again, make sure if you are compar-

ing prices with a competitor, that you are comparing the same services and amenities for the price.

#### WHAT DO YOU INCLUDE IN PARTIAL CARE BOARD?

Service/Amenity	% Include in Full Board		
	2017	2016	2015
Stall	20.4%	21.7%	44.9%
Pasture	19.3%	23.5%	52.0%
Outdoor arena	19.3%	22.5%	9.0%
Hay	14.7%	20.9%	38.9%
Trails	11.9%	15.5%	29.8%
Bring in/turn out	10.2%	15.5%	9.3%
Bedding	10.2%	13.1%	28.8%
Indoor arena	9.8%	11.8%	29.3%
Feed	8.4%	12.6%	24.7%
Scheduling vet/farrier	8.1%	9.9%	0.2%
Adding supplements	8.1%	9.4%	21.2%
Stall cleaning	6.0%	8.3%	—
Holding for vet/farrier	6.0%	8.0%	19.7%
Blanketing	4.9%	7.5%	18.2%
Deworming	4.6%	7.2%	—
Grooming	0.7%	1.1%	2.5%
Trailer	0.4%	0.8%	1.5%
Don't offer partial board	71.2%	64.7%	56.9%

We also broke down what facilities charged for partial board in terms of those that do and do not provide hay.

#### PARTIAL BOARD COST PER MONTH (INCLUDES HAY)

Board/Month	2017 %	2016 %	2015 %
	Response	Response	Response
Under \$250	9.1%	12.6%	4.1%
\$251-\$500	14.5%	17.9%	25.4%
\$501-\$750	1.1%	2.1%	1.0%
\$751-\$1,500	1.1%	0.0%	1.0%
More than \$1,500	—	0.0%	0.0%
We don't offer this	74.3%	67.4%	58.4%

#### PARTIAL BOARD COST PER MONTH (DOES NOT INCLUDE HAY)

Board/Month	2017 %	2016 %	2015 %
	Response	Response	Response
Under \$250	13.4%	15.9%	21.7%
\$251-\$500	6.0%	5.7%	10.8%
\$501-\$750	—	0.6%	0.4%
\$751-\$1,500	—	0.0%	0.4%
More than \$1,500	—	0.0%	0.0%
We don't offer this	80.6%	77.8%	66.8%

### Pasture Board

This is a common type of boarding arrangement where it is generally thought that the horse owner does not get a stall; provides his or her own care and feeding; and the farm/stable owner has little to no physical demands or requirements for the care of these horses.

However, based on our survey, farm owners/managers are spending a lot of time on these supposedly “low-maintenance” clients. If you offer pasture board, then you might need to



## SPEED.

Thoroughbred racehorses can sustain a speed of 40 mph. For horses that spend their turnout in pasture, it's important to have a fence that will stand up to pressure and potential impact. Non-Climb and Keepsafe® fence from Red Brand are 100% manufactured in the U.S.A. and designed specifically to flex on impact, providing the very best in safety and security for your horse. Get complete product details and find a dealer near you at [RedBrand.com](http://RedBrand.com).



**RED BRAND**

review what services you are regularly providing to your clients and ensure that you are making money on these types of boarders.

#### WHAT DO YOU INCLUDE IN PASTURE BOARD?

Service/Amenity	2017 % Response	2016 % Response	2015 % Response
Run-in shed	36.7%	42.3%	70.0%
Hay	35.7%	42.0%	63.0%
Outdoor arena	34.7%	36.2%	59.9%
Pasture (1+ acres/horse)	31.6%	35.4%	63.4%
Trails	22.8%	26.0%	45.8%
Twice-daily feeding	22.4%	not asked	not asked
Feed	20.7%	25.7%	39.6%
Scheduling vet/farrier	18.7%	20.7%	33.5%
Holding for vet/farrier	19.0%	18.6%	27.3%
Adding supplements	19.0%	17.1%	26.0%
Pasture (less than 1 acre per horse)	16.7%	14.7%	24.2%
Indoor arena	15.6%	19.4%	32.2%
Blanketing	13.6%	13.6%	19.4%
Deworming	11.9%	not asked	not asked
Stall	3.7%	2.4%	8.4%
Bring in/turn out	3.1%	6.8%	11.0%
Bedding	2.7%	3.7%	7.5%
Grooming	1.7%	1.6%	2.2%
Don't offer pasture board	53.7%		

Other services and amenities that were listed in “other” included two monthly lessons, separation feeding, stadium and cross country jumps, a full-size dressage arena and automatic waterers.

Again, we categorized pasture board costs in terms of whether or not the farm owner is providing hay, and in terms of price per month. Note that if you do offer hay as part of your pasture board, you should make sure that the entire cost of the hay, transportation and labor are included in what you are charging per month.

#### PASTURE BOARD COST PER MONTH (INCLUDES HAY)

Board/Month	2017 % Response	2016 % Response	2015 % Response
Under \$250	18.1%	19.1%	23.7%
\$251-\$500	24.9%	30.7%	32.6%
\$501-\$750	2.7%	0.8%	2.6%
\$751-\$1,500	—	0.3%	0.3%
More than \$1,500	0.3%	0.3%	0.0%
We don't offer this	53.9%	48.8%	40.8%

#### PASTURE BOARD COST PER MONTH (DOES NOT INCLUDE HAY)

Board/Month	2017 % Response	2016 % Response	2015 % Response
Under \$250	14.2%	18.5%	21.9%
\$251-\$500	2.5%	5.0%	8.5%
\$501-\$750	0.4%	0.0%	0.0%
\$751-\$1,500	—	0.3%	0.4%
More than \$1,500	—	0.0%	0.0%
We don't offer this	83%	76.2%	69.3%



## A la Carte Services and Fees

Many farms and stables make additional income from clients by providing services for separate fees that are not included in the regular boarding costs. These sometimes are time-consuming chores for the farm/stable staff, and owners/managers should make sure to take into consideration the time spent, as well as the resources required, when pricing these services. You can always attach a premium price to the items you don't want to do in order to discourage clients from depending on you for those services. But beware of pricing anything; there is always someone willing to pay for convenience.

If you are looking for ways to increase your income for your farm or stable, consider small raises in the prices you charge for these a la carte services. Take a look at the services and the percentage of people who charge higher prices than you do for those services. Or consider, if you are giving one or more of those services away, that you might want to start charging for those additional conveniences.

For example, if you include the time-consuming, labor-intensive jobs of putting on and taking off blankets/sheets and fly masks in your boarding fee, make sure that you are charging enough to recoup your labor and overhead expenses.

If you are paying your help \$12/hour, and it takes 15 minutes a day to put on or take off a blanket (including getting out or putting away the blanket for each horse), then your cost is \$3 in labor per day. If you do that twice a day, it costs you \$6 in labor per day. If you pay workman's comp, insurance or any other benefits, you need to include that in your labor costs.

Let's say that brings it up to \$4.13 in labor each time your employee undertakes that job. So if your employee is handling one blanket and fly mask per horse once a day for 30 days at \$4.13 each time it is done, you just spent \$123.90/month in labor costs on one blanketing/fly mask application for each horse. If you are charging \$350/month, that leaves you \$226.10 to cover ALL THE REST of the services and goods (labor, feed, hay, bedding, pasture, stall, arenas, maintenance, etc.) that you are providing.

Then you need to consider how much your storage costs are per square foot of barn space for that equipment, and wear and tear of the blanket racks/storage equipment, etc. Also take into consideration whether your employees drive an ATV or truck out to the pastures to handle blanket changes. If so, then fuel and maintenance of the vehicle has to be included.

What if it takes two people to blanket a particular horse? Then you should charge double, because that is taking an employee's time away from other jobs.

Once you start breaking down some of your expenses, you'll soon see that perhaps you aren't making enough money, because you are pricing your labor and services too cheaply!

# AN UNMATCHED LEGACY OF CARING FOR HORSES.

*Trusted since 1892.*

This year, Absorbine® is celebrating an important milestone – and a legacy that began with a truly extraordinary couple: Mary Ida and Wilbur F. Young. In addition to caring for the horses that were essential to their freight business, Mary Ida was an herbalist and avid gardener.

## FINDING A BETTER WAY

Those skills proved valuable when the Youngs set out to find a more humane alternative to the 19th century practice of “blistering” lame horses. Mary Ida developed a special blend of herbs to increase blood flow and speed healing. Using knowledge he gained working part time for a

pharmacist, Wilbur added a few more natural ingredients. The result was the very first Absorbine® Veterinary Liniment.



*The original Absorbine® Veterinary Liniment*

## CELEBRATING 125 YEARS

To help celebrate the anniversary of the Youngs' creation, we're selling a limited number of commemorative 125th Anniversary bottles



*Absorbine® founders Wilbur F. and Mary Ida Young*

of Absorbine®

Veterinary Liniment. Look for them on the shelf at your favorite equine supply retailer.

## ADDING TO THE LEGACY

Of course, Absorbine® Veterinary Liniment was just the beginning. Inspired by Mary Ida and Wilbur's vision, we've continued to add innovative products throughout the years—products used every day by horse owners around the world. So when you're looking for the best in horse care this year, or any year, look for the yellow ribbon.



*Limited-edition 125th Anniversary bottles*

*In honor of our 125th year, we're donating a portion of Absorbine® Veterinary Liniment sales to Brooke, the world's largest equine welfare charity*



OFFICIAL LINIMENT OF US EQUESTRIAN



ULTRA SHIELD®

FLEX+MAX®

SHOWSHEEN®

MyoCushion®

BUTE-LESS®



ABSORBINE®

SINCE 1892

VETERINARY LINIMENT

HOOFLEX®

BIGELOIL®

THE MISSING LINK®

LEATHER THERAPY®

*The Horse World's Most Trusted Name®*

[absorbine.com/125](http://absorbine.com/125)

©2017 W.F. Young, Inc.

**WHAT OTHER SERVICES DO YOU OFFER FOR A FEE, AND IN WHAT RANGE DO YOU CHARGE FOR EACH TIME YOU PROVIDE THE SERVICE? (THE PERCENTAGE OF RESPONDENTS IS LISTED UNDER EACH CATEGORY.)**

Service	2017 Free	2016 Free	2015 Free	2017 \$1-\$5	2016 \$1-\$5	2015 \$1-\$5	2017 \$6-\$10	2016 \$6-\$10	2015 \$6-\$10	2017 \$11+	2016 \$11+	2015 \$11+
Feeding	72.3%	89.3%	87.2%	17.1%	7.0%	8.3%	1.4%	2.7%	3.7%	0.3%	0.0%	1.9%
Turn out/ bring in	67.1%	86.0%	87.6%	6.5%	9.0%	9.0%	2.1%	2.3%	1.9%	2.1%	2.7%	1.5%
Feed supps	62.3%	74.2%	80.0%	7.5%	13.5%	12.6%	2.7%	4.6%	1.8%	4.1%	7.7%	5.6%
Blanketing/ fly masks	56.5%	65.6%	67.0%	21.0%	24.2%	26.6%	2.10%	5.3%	3.9%	3.4%	4.9%	2.5%
Scheduling/ attending vet/farrier visits	52.7%	61.7%	58.4%	6.8%	8.1%	8.5%	2.7%	14.2%	16.4%	9.2%	16.1%	13.7%
Bandaging/ meds	29.5%	35.7%	35.3%	21.6%	29.3%	37.0%	17.1%	23.7%	22.2%	3.4%	5.3%	11.9%
Deworming	21.9%	32.8%	29.5%	12.7%	13.4%	15.1%	16.8%	22.9%	26.3%	21.9%	30.9%	29.1%
Vaccinations	11.0%	27.6%	17.9%	2.4%	6.1%	9.5%	4.8%	10.5%	13.7%	30.8%	55.8%	58.9%
Trailer (to show, vet, farrier, etc.)	2.7%	4.6%	4.6%	1.0%	1.2%	0.0%	1.7%	2.9%	3.2%	60.6%	91.3%	92.2%
Lessons (people)	2.1%	2.5%	0.9%	0.3%	0.4%	0.0%	0.7%	1.4%	1.3%	67.1%	95.7%	97.9%
Training (horses)	2.1%	1.6%	0.9%	—	0.8%	0.0%	1.0%	0.8%	1.4%	60.6%	96.7	97.6%

## Expenses

Labor is generally the biggest expense in any business, although respondents ranked labor as tied as the fifth-highest expense. This is probably because they don't pay themselves or take into account an hourly rate that they should charge when they are doing the work. They ranked 2017 expenses in this order: Hay was far and above ranked the top expense, followed by feed, mortgage/rent, insurance, and tied for fifth were labor and facility maintenance. The bottom three expenses were event travel, farrier and veterinarian.

There wasn't much of a change in the number of employees when comparing responses to previous years, with nearly 42% of 2017 respondents saying they were the sole employee at their operation. Nearly 49% said they had fewer than five employees.

## Riding Instructors (Teaching Humans)

Nearly 70% of those respondents who are riding instructors own the primary facilities at which they teach. About 43% of the respondents who classified themselves as riding instructors said that there is another instructor at that same facility. And for 49% of respondents, there are two or more instructors at one facility.

However, 81.5% of the instructors who responded said that they only teach at one facility. Perhaps the many who own their own farms/facilities are too busy to teach lessons elsewhere, but they aren't opposed to having other instructors come in and give lessons.

Riding instructors might also keep in mind that other types of service providers who teach privately (music or dance lessons, for example) are using a monthly fee (paid all at once) with some sort of make-up policy if the student misses a lesson. In this survey, we found that about 88% of riding instructors charge by the lesson rather than by the month. Perhaps this is a way for those who teach

lessons to improve their bottom lines. If you are in doubt about this policy, especially for minors, ask their parents how the payment policy is for other activities in which their children participate. Having a monthly payment schedule and a set rule about late payments and missed lessons could help riding lessons become a more profitable area of your business.

## DO YOU TEACH PRIVATE (ONE PERSON), SEMI-PRIVATE (TWO PEOPLE) OR GROUP LESSONS (THREE OR MORE PEOPLE)?

Answer Options	2017 % Response	2016 % Response	2015 % Response
Private and semi-private	41.6%	38.2%	42.2%
Private and group	29.4%	30.7%	28.3%
Only private	22.0%	23.7%	23.9%
Semi-private and group	4.7%	0.6%	4.3%
Only semi-private	2.3%	1.1%	0.9%
Only group	—	0.4%	0.4%



Fees charged for lessons were spread across the board, with nearly 47% charging \$31-\$60 per hour for a private lesson; about 53% charging \$31-\$50 for a semi-private lesson; and 42% charging \$31-\$50 for a group lesson.

If you have the facilities and horses, teaching a group lesson for four students at \$30/hour means you are making \$120 for that hour. If you teach a semi-private lesson (two people) for \$50/hour, you are only making \$100 for that hour. Value your time and make sure you are getting paid at the best hourly rate possible for services that suit your students. (More information on riding lessons and training can be found on [StableManagement.com](http://StableManagement.com).)

According to the survey, 38% of riding instructors give clinics at their primary facilities and 23.3% give clinics at other facilities. Nearly 47% are charging \$51-\$100 per day, per person. So if you aren't giving clinics at your facility, perhaps this is an income option that you might consider.

We found that 34.7% of those who responded said they are certified as riding instructors, whereas 60.5% of respondents said that they often or sometimes train horses. The vast majority train horses at their own facilities.

## Take-Home Message

This is a lot of information to take in, and trying to compare your business to the numbers and percentages in this survey will take some time and thought. Keep in mind that these are not broken down by geographic location, and that can make a big difference.

We are facing an aging horse-owning population, but we are also



facing an aging farm- and stable-owning population. Farm and stable owners need to ensure that they have plans to keep their equine businesses successful now, as well as have a plan for the future.

Perhaps the top take-home message is to make sure you are charging enough for the goods and services you are providing. Just because your competitor is charging \$350 for full board and you charge \$500 doesn't mean that you are providing the same services. Even if you are, it doesn't mean that your competitor is making money! Or maybe your equine business is your primary income, and your competitor's equine business is a secondary income—so he or she can afford to break even or to be unprofitable.

It won't serve you or the industry in the long run to have a barn full of horses with owners paying their bills if you still can't afford to keep your facility open. **SM**

## INSPIRE™ HORSE FEEDS

Blue Seal® horse feeds are products that you've trusted for years. Now they have a new look and a new name — Inspire™.

- Fixed ingredient formula for digestive health
- Made fresh with trusted, quality ingredients
- Complete and precisely balanced nutrition



*inspire*™



Find Inspire at your  
Blue Seal retailer.

866-647-1212  
[blueseal.com](http://blueseal.com)

All trademarks are the property of Kent Nutrition Group, its affiliates and/or its licensors. ©2017 Kent Nutrition Group. All rights reserved.



CAUTION  
HORSES  
MAY BITE

Equine business owners need more than signs to protect them—they need good contracts to cover possible problems.

# Good Contracts Can Keep You Out of Court

These six contractual clauses can save you money and legal headaches.

By Denise Farris, J.D.

**E**quine contracts can be frustrating to stable owners and clients alike. But recognizing the function played by the contract and putting key clauses to work can often force parties into resolution mode and avoid lengthy, costly and emotionally draining lawsuits.

Let's look at those key clauses and how they can work to keep *you* out of court!

## Six Key Clauses to Consider

### 1. *Liability Waiver*

A well-drafted liability waiver is one of your more important documents. Defense counsel can employ a liability waiver to either prevent a suit from being filed, or alternatively, to get that case rapidly dismissed solely on the basis of the agreement not to sue.

But what is a well-drafted waiver? To

be enforceable, it must contain a clear description of the risks being assumed, that party's knowing assumption of those risks, and that party's clear and unambiguous acceptance of the risks and agreement not to sue should injury, damage or death occur. A sample liability waiver might read:

"OWNER understands that equine activities can be dangerous, in spite of all care taken by STABLE. Due to their size

# Is it really a lameness? Or is it all in their head?

Equine Protozoal Myeloencephalitis (EPM) is an expert in deception and can be confused with other problems, such as lameness. Only stopping the parasite responsible can stop EPM from causing further damage to your horse's brain and spinal cord. MARQUIS is a powerful anti-protozoal.

Only MARQUIS has a 3X loading dose that allows it to reach steady state in 24 to 48 hours.\*<sup>1</sup>

\*Clinical relevance has not been determined.

Time matters. If your horse is showing signs such as gait abnormalities, unexplained stumbling or loss of conditioning — especially to one side — call your veterinarian.<sup>2</sup> The sooner EPM is detected and diagnosed, the better the chance for recovery.

**The signs can be subtle.**

**The treatment should be aggressive.**

## Marquis®

(15% w/w ponazuril)

Save on your next purchase.  
**MAX.merial.com**



<sup>1</sup>MARQUIS Freedom of Information Summary and Supplement and product label.

<sup>2</sup>Reed S. Neurology is not a euphemism for necropsy: a review of selected neurological diseases affecting horses. American Association of Equine Practitioners. 54th Annual Convention Proceedings. AAEP. 2008:78-109.

**IMPORTANT SAFETY INFORMATION:** *The safe use of MARQUIS in horses used for breeding purposes, during pregnancy, or in lactating mares, has not been evaluated. In animal safety studies, loose feces, sporadic inappetence, lost weight, and moderate edema in the uterine epithelium were observed.*



MARQUIS is a registered trademark, and <sup>TM</sup>MAX, Merial Awards Xpress is a trademark, of Merial. ©2016 Merial, Inc., Duluth, GA. All rights reserved. EQUIOMQ1506-A (03/16)



# MARQUIS®

## (15% w/w ponazuril)

### Antiprotozoal Oral Paste

**Caution:** Federal (U.S.A.) law restricts this drug to use by or on the order of a licensed veterinarian.

### For The Treatment Of Equine Protozoal Myeloencephalitis (EPM) In Horses For Oral Use Only

#### BRIEF SUMMARY

Before using MARQUIS, please consult the product insert, a summary of which follows:

#### INDICATIONS

MARQUIS (ponazuril) is indicated for the treatment of equine protozoal myeloencephalitis (EPM) caused by *Sarcocystis neurona*.

#### WARNINGS

For use in animals only. Not for use in horses intended for food. Not for human use. Keep out of reach of children.

#### PRECAUTIONS

Prior to treatment, a complete neurologic exam should be completed by a veterinarian. In most instances, ataxia due to EPM is asymmetrical and affects the hind limbs. Clinicians should recognize that clearance of the parasite by ponazuril may not completely resolve the clinical signs attributed to the natural progression of the disease.

The prognosis for animals treated for EPM may be dependent upon the severity of disease and the duration of the infection prior to treatment. The safe use of MARQUIS (ponazuril) in horses used for breeding purposes, during pregnancy, or in lactating mares, has not been evaluated. The safety of MARQUIS (ponazuril) with concomitant therapies in horses has not been evaluated.

#### ADVERSE REACTIONS

In the field study, eight animals were noted to have unusual daily observations. Two horses exhibited blisters on the nose and mouth, three animals showed skin reactions for up to 18 days, one animal had loose stools, one had a mild colic on one day and one animal had a seizure while on medication. The association of these reactions to treatment was not established.

#### ANIMAL SAFETY SUMMARY

MARQUIS (ponazuril) was administered to 24 adult horses (12 males and 12 females) in a target animal safety study. Three groups of 8 horses each received 0, 10 or 30 mg/kg (water as control, 2X and 6X for a 5 mg/kg [2.27 mg/lb] dose). Horses were dosed after feeding. One half of each group was treated for 28 days and the other half for 56 days followed by necropsy upon termination of treatment. There were several instances of loose feces in all animals in the study irrespective of treatment, sporadic inappetence and one horse at 10 mg/kg (2X) lost weight while on test. Loose feces were treatment related. Histopathological findings included moderate edema in the uterine epithelium of three of the four females in the 6X group (two treated for 28 days and one for 56 days).

For customer care or to obtain product information, including a Material Safety Data Sheet, call 1-888-637-4251 Option 2, then press 1.

®MARQUIS is a registered trademark of Merial.

©2016 Merial, Inc., Duluth, GA.  
All rights reserved.



THINKSTOCK

Are you protected if a boarder or his/her horse is injured on your property? What if it is a person (or animal) who gets injured while visiting your facility?

and unpredictable nature, horses can react in unexpected ways. Personal property can also easily be misplaced or damaged for many different reasons.

“OWNER has been encouraged to take out insurance coverage sufficient to protect OWNERS’ interests. OWNER assumes full personal responsibility for all injuries to OWNER, including death and/or personal property damage which may occur either on the premises or while engaging in STABLE activities off-premises. Off-premises activities include any competitions in which STABLE or STABLE employees, independent contractors or agents of STABLE are facilitating OWNER’s participation.

“As a condition precedent to OWNER utilizing these premises and participating in STABLE activities, on or off premises, OWNER agrees on behalf of OWNER and/or OWNER’S minor children and legal wards that OWNER will not bring a claim or initiate litigation of any kind against the STABLE, premises owners, and/or their respective members, officers, trainers, independent contractors, designated agents, barn managers, trainers, volunteers and/or employees (hereinafter collectively ‘the Released Parties’), for any reason, including instances which allegedly involve the negligence of the released parties.”

#### 2. Indemnification Clause

While your boarder has (hopefully) signed

a liability waiver, what about guests he or she brings onto the farm? An indemnification clause puts the boarders on notice that *everyone* on premises must sign the waiver, that it is the boarder’s responsibility to have his or her family members and guests sign the waiver, and that the boarder will be liable to the stable for damages incurred in defending against third-party actions should a waiver not be secured. Typical wording of this type of clause reads:

“OWNER (or BOARDER) further agrees that any other OWNERS (per Exhibit A), or guests or family members which OWNER brings onto this property, shall be required to sign the STABLE’S general liability release, and OWNER assumes full responsibility for securing these signatures and providing the signed release to STABLE in a timely fashion. OWNER further agrees to indemnify STABLE and/or the released parties for any and all costs incurred by STABLE and/or the released parties in defense of any claim brought against STABLE and/or third party guests of OWNER, whether such claim arises on or off premises, including reasonable attorneys’ fees and costs, if applicable.”

#### 3. Choice of Law/Choice of Venue Clause

Horse people travel a lot, which can be problematic when an accident involves people of differing states. Which state law applies, and where must the action be brought? Courts permit parties to contractually agree what state’s law will govern,

and where the case must be filed under a Choice of Law/Choice of Venue contract clause. This clause typically reads:

“CHOICE OF LAW/CHOICE OF VENUE: This Agreement shall be construed and governed by the laws of the State of \_\_\_\_\_. Jurisdiction and venue for all disputes connected with this Agreement shall be proper in the county or district in which STABLE is located.”

#### 4. Agister Lien/UCC Security Interest Clause

To assist in collecting board and training fees, consider the use of an Agister/UCC Security Clause. This notifies the owner of the statute's existence, but it also creates a contract clause that allows you to self-enforce the debt through notice, opportunity to cure and public sale of the animal and personal property stored on the premises if the debt is not satisfied. A sample lien and UCC clause typically reads:

“STABLE is protected by statutory agister and stablemen's liens of this State, as well as the Uniform Commercial Code for services and expenses advanced under this contract. OWNER agrees that unless otherwise waived, all outstanding balances due under this Agreement shall be paid prior to STABLE's release of horse. To secure this debt, OWNER grants STABLE a lien upon and security interest in the horse, any foal produced by the horse, as well as tack, equipment, vehicles and/or other personal property of OWNER(s) stored on premises to secure payment of all obligations and amounts due under this agreement.

“STABLE may, at any time until all amounts due hereunder are fully paid, file a photocopy of this contract with the Secretary of State's office in the State in which the horse, foal and other personal property is kept, and when so filed, the copy shall be fully effective as a financing statement as well as security agreement. At any time the OWNER's fees remain delinquent more than one full rental period, STABLE may, upon an additional 10 calendar days prior written notice to OWNER, foreclose its security interest in the horse and personal property by sale at public auction.

“Ten calendar days prior written notice of such sale by STABLE to OWNER shall be deemed reasonable notice of any foreclosure sale. **Time is of the essence** in regard to OWNER's obligation to cure any default in order to avoid such sale.”

# Watering made



**EZFOUNT**  
AUTOMATIC

**Just hook up a hose. It's that easy!**

**Face it, filling and scrubbing tanks is the worst!** Luckily, there's an easy solution from Classic Equine by Ritchie. Just hook up a garden hose to EZ-FOUNT and give your horse a constant supply of fresh, clean water. And, it's portable so move it wherever and whenever you want. What could be easier?

[classicequinebyritchie.com](http://classicequinebyritchie.com)

**Classic Equine**  
By *Ritchie*



Some contracts contain clauses that cover alternate dispute resolution or binding arbitration. These mediations can save you time and money on disputes.

### 5. *Agreement to Mediate and/or Arbitrate*

Alternate dispute resolution (ADR) clauses are worth their weight in gold. Mediation is where the parties submit their dispute to a nonbinding decision by a trained neutral mediator. The mediator works with all parties to bring them to a mutual settlement. It is confidential and voluntary, with no party forced to settle.

Arbitration is a quasi-judicial process where the parties contractually agree to forego court and appear before a trained neutral arbitrator. While less formal than a court proceeding, the arbitrator is still granted legal authority to order discovery, hear evidence, ask questions and render a final, binding—and in most instances, non-appealable—decision.

The procedure is confidential, with the only aspect reported being which party “wins.” Arbitration of equine disputes is

particularly warranted where it is speedy and avoids costly and reputation-damaging litigation. It permits the parties to mutually select an arbitrator knowledgeable about the equine industry. The only time parties might want to avoid arbitration is when facing a complicated business transaction with high-dollar damages. That scenario might warrant preserving rights to appeal in case of an adverse judgment.

A sample ADR clause might read:

“The parties agree to submit all disputes according to the following alternative dispute resolution procedure. Should a dispute arise, the parties will first attempt in good faith to settle it among themselves. If this proves unsuccessful, the parties agree to submit the dispute to mediation before a neutral third party mediator mutually selected by the parties.

“Should a successful resolution not be

reached, the parties agree that the dispute will be submitted within an expedited time frame, not to exceed \_\_\_\_\_ months after notice of the dispute has arisen. The dispute shall be subject to a confidential and binding arbitration before a neutral third party arbitrator mutually selected by the parties, and in accordance with the rules of arbitration as set forth by the American Arbitration Association. (Each party to bear its own costs. Or, alternatively, ‘The prevailing party to receive reimbursement of all costs and expenses incurred, including reasonable attorney’s fees and costs.’)”

If your contract contains a binding arbitration clause, most states require that that you add the following notation directly above the parties’ signature lines:

\*\*\*THIS CONTRACT CONTAINS A BINDING AGREEMENT TO ARBITRATE.\*\*\*

## 6. Attorney's Fees Clause

Finally, consider use of an attorney's fees and expenses clause. This clause can be a powerful tool in forcing settlements, requiring parties to analyze the risk exposure if they lose a case and face not only damages, but also payment of the opposing party's legal fees.

However, use of this clause should be carefully considered in cases where *you* might be penalized by your own clause. There are several ways to word it. One is where recovery requires determination of "prevailing party" status; i.e., a party recovers more than 51% of the *total* claimed damages by all parties. Alternatively, the clause can name a specific party's right to recover, such as the stable—regardless of winning or losing. Just realize that courts will typically create some judicial gymnastics to avoid awarding legal fees to a losing party. A sample clause typically reads:

"STABLE, if deemed the 'PREVAILING PARTY,' shall be entitled to recover all of its reasonable attorney's fees and costs incurred in enforcing any provisions of this agreement."

These tools can be invaluable, particularly to the business owner. Doesn't it make sense to put them to work for you? **SM**

*Denise E. Farris practices equine, insurance and veterinary law in the Kansas City area. "AV" rated in Martinale-Hubbell, she has been named in "American Law Firm of the Year – Kansas" by Corporate Vision Magazine; "Best of the Bar" by the Kansas City Business Journal; "SuperLawyers," "Top 100 Lawyers Kansas" and "Top 50 Female Lawyers Kansas" by Kansas City Magazine; "Preeminent Women Lawyers" by Martindale Hubbell; and EQUUS magazine's "Leaders in Equine Law."*

**DISCLAIMER:** This article provides general coverage of its subject area. It is provided free, with the understanding that the author, the publisher and/or the publication do not intend this article to be viewed as rendering legal advice or service. If legal advice is sought or required, the services of a competent professional should be sought. The author and publisher shall not be responsible for any damages resulting from any error, inaccuracy or omission contained in this publication. Contact: The Farris Law Firm, LLC, 20355 Nall Avenue, Stilwell, KS 66085; telephone 913-766-1262; email [dfarris@farrislawfirm.com](mailto:dfarris@farrislawfirm.com).



**Bimeda**  
**EQUINE**

# Managing Breeding Season and Beyond.

**OvaMed™ (altrenogest)**  
FOR SUPPRESSION OF ESTRUS IN MARES  
SOLUTION 0.2% (2 mg/ml)  
ORAL PROGESTIN

FOR USE IN ANIMALS ONLY  
FOR ORAL USE IN HORSES ONLY  
Suppression of estrus allows for a predictable occurrence of estrus following drug withdrawal in mares with ovarian follicles 20 mm or greater.  
Suppression of estrus will facilitate:  
• Management of regular cyclicity during the transition from winter anestrus to the physiological breeding season.  
• Management of prolonged estrus and cystitis.  
• Scheduled breeding during the physiological breeding season.

**WARNING: DO NOT USE IN HORSES INTENDED FOR HUMAN CONSUMPTION.**  
CAUTION: Federal law restricts this drug to use by or on the order of a licensed veterinarian.  
Keep this and all medications out of the reach of children.

Net Contents: 1000 mL

OvaMed™ (altrenogest) allows you to schedule breeding, manage prolonged estrus conditions and maintain regular cyclicity during the transition from winter anestrus to the physiological breeding season. It's easy to administer, easy on the budget, and easy to achieve the breeding management performance you need.

To learn more about OvaMed™, visit [bimedaequine.com](http://bimedaequine.com).  
To order, contact your preferred distributor or call 1-888-524-6332.

## Supporting Your Dedication to Equine Care.

FOR ORAL USE IN HORSES ONLY. Pregnant women or women who suspect they are pregnant should not handle OvaMed™. Protective gloves must be worn by all persons handling this product. Refer to the product sheet for comprehensive product information (complete indications, benefits, dosage and administration information, and precaution statements).

CAUTION: Federal law restricts this drug to use by or on the order of a licensed veterinarian.  
WARNING: Do not administer to animals that are to be slaughtered for food. Keep out of reach of children.



The expanding urban-rural interface can mean problems for horse farms and stables.

ISTOCKPHOTOS.COM

# Being Neighborly

Here are six common neighbor-relations problems and tips about how to fix them.

By Lisa Munniksma

**F**ast fact: Maryland has more horses per square mile than any other state. With more than 79,000 horses and about 6 million people, there's a lot of interaction between horse farms and residential areas.

"We take pride in addressing the issues of horse farms near urban areas, stewardship of the land to make a positive contribution on the cleanup of the Chesapeake Bay, and fostering a healthy horse com-

munity that includes recreational riding, horse sports, racing, breeding and horse retirement/rescue," said Jane Thery, chair of the Maryland Horse Council's Farm Stewardship Committee.

Many issues facing the equine industry are internal issues: attracting new riders to the sport, land access, horse health. But the urban-rural interface and the challenges of keeping large animals in close proximity to many humans require a look outside. Neighbor relations is a key component of

farm stewardship and plays a vital role in the future of the industry.

Take a look at these six neighbor-relations issues that are becoming even more common as the urban and rural populations collide:

## **'My Neighbors Don't Understand Horse Farms'**

Isn't "a misunderstanding" at the root of most problems in life? Communication, Thery said, is the short answer to peaceful

# YOU CAN'T BECOME A LEGEND

*from* THE SIDELINES.

Everyday training and competing takes its toll. Before joint issues sideline your dreams, attack them with LEGEND. It delivers the same effective therapy whether delivered into the vein (IV) or the joint (IA) so it fits into your training and competition schedule.<sup>1</sup> Talk to your veterinarian and be an Equine LEGEND.

[www.equineLEGEND.com](http://www.equineLEGEND.com)



<sup>1</sup>LEGEND product label and FOI summary.



®LEGEND is a registered trademark, and <sup>TM</sup>the Horse Logo and <sup>TM</sup>MAX, Merial Awards Xpress are trademarks, of Merial. ©2016 Merial, Inc., Duluth, GA. All rights reserved. EQUIOLG1605-A (03/16)

Save on your next purchase.  
[www.max.merial.com](http://www.max.merial.com)



**IMPORTANT SAFETY INFORMATION:** The safety of LEGEND has not been evaluated in breeding stallions or in breeding, pregnant or lactating mares. The following adverse reactions have been reported following use of LEGEND Injectable Solution: Following intravenous use: occasional depression, lethargy, and fever. Following intra-articular (LEGEND Injectable Solution — 2 mL only) use: lameness, joint effusion, joint or injection site swelling, and joint pain.





## LEGEND® Multi Dose (hyaluronate sodium)

For Intravenous Use in Horses Only  
Not for Intra-Articular Use  
and

## LEGEND® (hyaluronate sodium)

### Injectable Solution

4 mL For Intravenous Use In Horses Only  
2 mL For Intravenous or Intra-Articular Use  
In Horses Only

#### BRIEF SUMMARY

Prior to use please consult the product insert, a summary of which follows:

#### CAUTION

Federal Law restricts this drug to use by or on the order of a licensed veterinarian.

#### INDICATIONS

LEGEND® Injectable Solution and LEGEND® Multi Dose Injectable Solution are indicated in the treatment of equine joint dysfunction associated with equine osteoarthritis.

#### CONTRAINDICATIONS

There are no known contraindications for the use of LEGEND® Injectable Solution and LEGEND® Multi Dose Injectable Solution in horses.

#### RESIDUE WARNINGS

Do not use in horses intended for human consumption.

#### HUMAN WARNINGS

Not for use in humans. Keep out of reach of children.

#### ANIMAL SAFETY WARNING

For LEGEND Injectable Solution 4 mL and LEGEND Multi Dose Injectable Solution—Not for Intra-articular use. The Intra-articular safety of hyaluronate sodium with benzyl alcohol has not been evaluated.

#### PRECAUTIONS

Complete lameness evaluation should be conducted by a veterinarian. Sterile procedure during the injection process must be followed. Intra-articular injections should not be made through skin that is inflamed, infected or has had a topical product applied. The safety of LEGEND Injectable Solution and LEGEND Multi Dose has not been evaluated in breeding stallions or in breeding, pregnant or lactating mares.

#### ADVERSE REACTIONS

No side effects were observed in LEGEND Injectable Solution clinical field trials. Side effects reported post-approval: Following intravenous use: Occasional depression, lethargy, and fever. Following intra-articular (LEGEND Injectable Solution—2 mL only) use: joint or injection site swelling and joint pain. For medical emergencies or to report adverse reactions, call 1-800-422-9874.

#### ANIMAL SAFETY SUMMARY

Animal safety studies utilizing LEGEND Multi Dose Injectable Solution were not performed. LEGEND Multi Dose Injectable Solution was approved based on the conclusion that the safety of LEGEND Multi Dose Injectable Solution will not differ from that demonstrated for the original formulation of LEGEND Injectable Solution. LEGEND Injectable Solution was administered to normal horses at one, three and five times the recommended intra-articular dosage of 20 mg and the intravenous dose of 40 mg. Treatments were given weekly for nine consecutive weeks. No adverse clinical or clinical pathologic signs were observed. Injection site swelling of the joint capsule was similar to that seen in the saline treated control horses. No gross or histological lesions were observed in areas of the treated joint.

For customer care or to obtain product information, including a Material Safety Data Sheet, call 1-888-637-4251 Option 2.

®LEGEND is a registered trademark, and ™ the Horse Logo is a trademark, of Merial. ©2016 Merial, Inc., Duluth, GA. All rights reserved.



ISTOCKPHOTOS.COM

Don't shortcut across neighbors' properties unless you have permission. If you must ride on area roads, do so with courtesy and awareness of traffic.

living between farms and neighbors.

"For horse farm owners, inviting your neighbors for a farm tour and explaining your operation and plans can be very helpful," Thery said. "Many people not familiar with horses are afraid of them and don't understand the aspects of modern manure. Or, as I like to say, 'organic-soil-enhancement production and use'—management that can actually be a benefit to the community as a source of organic nutrients."

Your "organic-soil-enhancement-production" spiel might go over swimmingly, or it could raise more questions. Before you open up friendly communication, anticipate the issues that a neighbor could have with your farm. Aside from manure management, Thery said that quality of waterways and tree management are two issues that come up. There are also questions of property appearance, traffic from clients and land-access concerns.

"If the neighbor has any questions/concerns, you need to answer them respectfully in layman's language that they can understand. If you can see a potential conflict, try to work it out early, so that both you and your neighbor are comfortable with the solution," said Christine Skelly, PhD, an associate professor in Michigan State University's Adult Equine Extension Program.

Apart from management concerns, just be a good neighbor. Skelly suggested having an annual neighborhood barbecue at the farm or plowing your neighbor's driveway after a storm (assuming that you have the equipment and you don't have

a 50-home development next door). As clichéd as it might sound, you might even consider bringing over a pie or cookies to welcome a new neighbor.

Look to your larger community, as well. "Anyone living in a rural or semi-rural area would be well-served to educate themselves on the local land-use patterns and issues, participate in town meetings, and perhaps get to know the Farm Bureau folks," Thery said.

Get others on board with your cause—that is, peaceful coexistence—by helping them understand how horse farms operate and the benefits the equine industry offers. "Real estate agents need to be educated to explain to their clients the general aspects of country living," Thery said.

## The Horses Are Out

There are few feelings worse than that sinking-stomach-meets-adrenaline-rush when horses get out. Of course you're concerned for their safety, but if they cause damage or injuries, you're probably financially liable. Your neighbor relations—not to mention client relations—can be severely damaged, too.

"Farm safety is an important aspect of being a good neighbor. This starts with safe fencing that keeps all livestock within the perimeters of the farm," said Skelly, who has written various farm stewardship and management publications for the Michigan State University Equine Area of Expertise Team. "The fencing should be kept in good repair. If electrical is used, there should be clear warning signs posted all along the fence line. I prefer signs that show an

image so that children and non-English-reading adults can understand the signage.”

## The Manure Pile

It's easy to overlook how offensive horse manure can be to others. Neighbors aren't as forgiving of the sight and smell of your farm's organic matter as you might be. You probably already know there are multiple ways to manage waste on your farm, from composting to having it removed by a contract service. Depending on your state, you might also be aware of the nutrient management laws that govern how you handle waste and the grants or cost-sharing programs available to help you comply with those laws.

“One complication for horse farm owners and managers is that the rules and the assistance programs come from many different sources—town, county, state, federal, soil conservation districts, associations, nonprofit groups,” They said. “So knowing what the rules are and getting information and assistance to comply or exceed the rules on, for example, spreading composted manure, can be a challenge.”

Local and state equine groups, cooperative extension agents, and state or county agricultural offices can help clarify these regulations and sort out which apply to you. They can also notify you of funding or other assistance opportunities to help you comply.

Apart from the laws, think about how your neighbor views—literally and figuratively—the manure on your farm. “Try to minimize its presence to your neighbor's viewscape. If you are stockpiling manure, keep the pile hidden by providing a well-built bin that is surrounded by non-toxic bushes,” Skelly suggested.

Going back to the issue of communication, Skelly continued, “Don't spread manure or run your farm equipment when your neighbor is having a party.”

## ‘She Thinks My Horses Are Too Skinny’

To an outsider, an underweight horse might signal a problem.

“If a neighbor asks a question about how you are managing your horses, make sure you reply in a thoughtful manner, explaining how you base your management practices on the horse's natural behavior and well-being,” Skelly said. “If you have livestock that are thin due to health prob-

# PREMIUM PERFORMANCE DEMANDS PREMIUM FORAGE

American Eventer  
Clark Montgomery

NUTRITION THAT GIVES  
YOU THE WINNING EDGE



**Standlee**  
PREMIUM WESTERN FORAGE



[standleeforage.com](http://standleeforage.com)

Proud sponsor of:



## Farm-Forward Reading

The sources cited in this story offer free farm stewardship information online. Check out their resources, and look for information and assistance offered by your own cooperative extension office. Also use the following resources:

- Search online using the phrase “One Horse” or “A Hundred MSU” for a series of Michigan State University publications from Christine Skelly, PhD.
- Visit [mdhorsecouncil.org/farm-stewardship](http://mdhorsecouncil.org/farm-stewardship) for the Maryland Horse Council’s Farm Stewardship Committee blog.

lems or age, try to graze them in the back of the property and let your neighbors know of the problem. By the same token, make sure that all of your animals are kept at a good body condition score with feet well managed. Be sure they have shelter from wind and rain during harsh weather.”

## It’s Spring, and There Is Mud

This is a tricky one because, weather-wise, you’re given what you’re given. Mud is u-g-l-y, and neighbors probably don’t realize you hate looking at it even more than they do. Managing mud for horse health reasons is important, and for the neighbors’ sake, it is equally as important.

“Try to eliminate areas of mud through proper pasture management and reinforcing high-traffic areas with drainage tiles and a durable surface,” Skelly suggested.

This is no easy feat, but here, too, there might be county or state conservation funding available to assist you in property maintenance projects.

Along these lines, general property appearance is vital to keeping close neighbors happy. Skelly suggested keeping barns and fences painted, pastures mowed and equipment organized. All of these items are often on the to-do list, but sometimes are pushed aside in favor of training, riding or showing. Check these off the list for good neighbor relations and good business.

## ‘It’s Not Me—It’s My Boarders’

Like it or not, your clients are a direct reflection of your business. If neighbor



Neighbors won’t be as understanding and forgiving of horse manure as you are, so make sure you have a plan to keep your muck under control and out of sight of neighbors.

relations is important to you, emphasize that to your clients from the beginning. This means no bad-mouthing neighbors to clients (or to anyone) and no suggestion that boarders might cut across someone’s lawn without permission.

“When riding off the farm, be respectful of your neighbors’ properties. Never trespass on their land unless you have permission. Keep horses single file along the roadside, and yield to traffic,” Skelly said.

She also said to be sure the people coming to your farm are respectful of speed limits, and that dogs and cats are kept on your own property and out of trouble.

It’s true that some people are more difficult to get along with—and some even seem impossible, no matter how much you try to appease them.

“If you have a neighbor problem, try to be empathetic with your neighbor. Make

sure you are managing your livestock and facilities in a way that reduces conflict. Your county extension office, local Farm Bureau, state horse council and state department of agriculture may be able to provide resources for resolving neighbor conflicts,” Skelly said.

## Take-Home Message

In the end, we all want the same thing: to have great neighbors. But it takes being one to have one.

“A well-managed horse farm is an asset to the community—green space, wildlife habitat, pastures and trees absorbing water run-off and generating oxygen, perhaps lessons for area kids or your neighbors,” said Thery.

Make sure that your horse farm is, in fact, an asset to the community, and everyone can cohabitate in peace. **SM**



# HOOF HEALTH FROM THE INSIDE OUT.

Horse owners have long known the importance of healthy hooves. Even the common saying “no hoof, no horse” has been around in some form for more than two and a half centuries. For more than 70 of those years, horse owners and professional farriers alike have trusted Hooflex® products to help increase hoof strength, support flexibility, and prevent cracking.

## A PROVEN SUPPLEMENT

Hooflex® Concentrated Hoof Builder supplement isn't just nutritionist-formulated, it's also field-tested and farrier-approved. You get targeted hoof nutrients that help provide the essential building blocks for supporting strong, healthy hooves, including Zinpro Performance Minerals® 4-Plex®C for vital hoof minerals in chelated form, Tasco® AOS and Diamond V® Original XPC™ prebiotics, and more—all in a concentrated two-ounce serving size with no fillers.

## CONDITIONERS AND MORE

The Hooflex® family also includes a Therapeutic Conditioner Liquid and Ointment that farriers have trusted for decades to help restore and support strong, healthy hooves and prevent infection.

Our Dressing And Conditioner provides all-natural hoof care using herbal ingredients. And Hooflex® Thrush Remedy offers a highly effective treatment for thrush and white line disease without using formaldehyde.



Trusted by farriers for more than 70 years.

## WORKING TOGETHER

While Hooflex® offers a wide range of products, they were all created to work in concert toward the exact same goal: promoting outstanding hoof health for your horse. That's also why we've become an educational partner of the American Association of Professional Farriers. Hooflex® is just one of the Absorbine® brands horse owners trust. So when you're looking for the best in horse care, look for the yellow ribbon.



SINCE 1892

The Horse World's Most Trusted Name®  
absorbine.com

Zinpro Performance Minerals and 4-Plex are trademarks of Zinpro Corporation. Tasco is a trademark of Acadian Seaplants Limited. Diamond V and Original XPC are trademarks of Diamond V Mills, Inc.

©2017 W. F. Young, Inc.

ULTRA SHIELD® FLEX-MAX® SHOWSHEEN® Absorbine® BUTE-LESS®

VETERINARY LINIMENT HOOFLEX® BIGELOIL® THE MISSING LINK® LEATHER THERAPY®

# The Basics of Bookkeeping

Whether you maintain your own financial records or hire someone to keep them for you, it's vital to stay on top of your numbers.

By Katie Navarra

**M**aintaining a good set of financial records is a critical operational task for any business. For equine professionals, the paperwork is often the least enjoyable chore in the business. Nonetheless, keeping good records provides you with the information needed to make decisions and grow your business.

"Business owners have a fiscal responsibility to their companies," said Stacey L. Yalenti, CPA, MSAC, and owner of the New Jersey-based Abby Road Group, an equine accounting firm.

Well-organized financial records allow business owners to maximize expenses for tax purposes, plan for tax payments and efficiently plan for year-end tax reporting. Should the IRS request an audit, having updated books means you'll have ready access to the requested information.

"Horse businesses tend to have a higher rate of being audited because of the IRS' hobby-loss rule. This rule evaluates whether it is a business or a hobby," Yalenti said.

The IRS evaluates whether an activity of any type demonstrates a profit in three of five years, or two of seven years for horse-related activities. If the activity

produces a profit within those timeframes, it is classified as a business. If not, then it is a hobby. Many stables operate on thin margins, bringing them close to this threshold.

Taxes aren't the only reason to organize and update books regularly. Should you decide to apply for a loan, the lender will ask for financial records before issuing an approval.

"Bookkeeping and numbers are the guts of any business. Knowing what you have 'under the hood' of your business gives you insight into how to make the best business decisions," Yalenti said.

Whether you decide to maintain your own books, hire a staff person to keep the books or pay an outside bookkeeper or certified public accountant (CPA), it's important to have at least an introductory level of understanding of financial reporting.

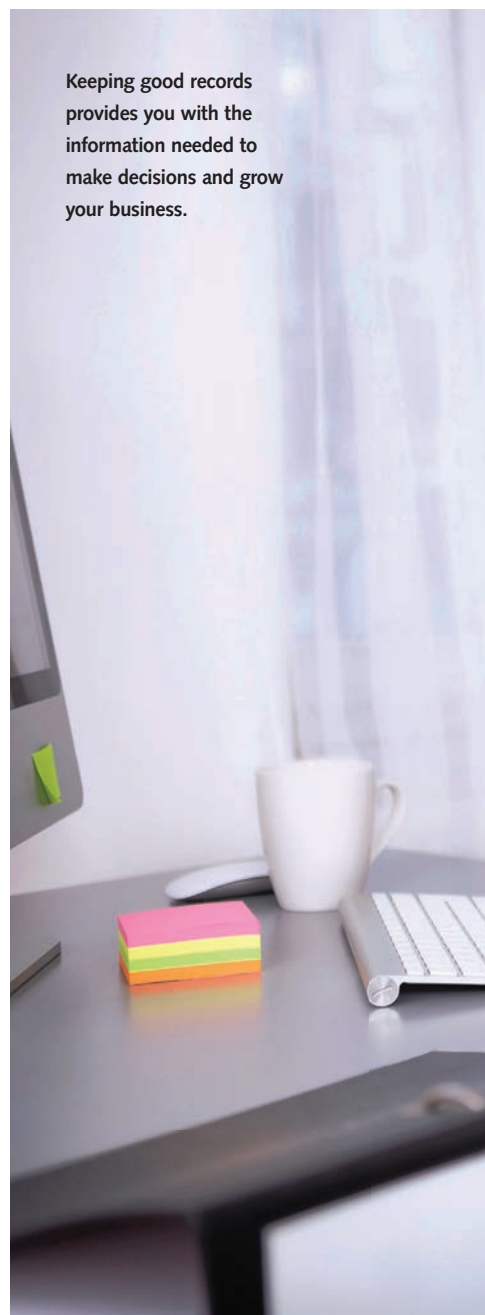
In this article, we'll highlight key terms worth knowing and provide tips for deciding how to handle your books.

## Bookkeeping Basics

Every equine business owner should be familiar with a balance sheet, an income sheet and the concept of cash flow.

The balance sheet is a financial record that summarizes a business' financial position. It provides a snapshot of assets,

Keeping good records provides you with the information needed to make decisions and grow your business.



liabilities and capital for a specific date. Assets include cash, accounts receivable, equipment, land, inventory and similar items. Liabilities are obligations to creditors such as a mortgage payment or a loan on a new tractor and drag. And capital is value left in reserve after the liabilities are subtracted from the assets.

An income statement, also called a profit and loss (P&L) statement, is a financial report that includes a business' revenue, expenses, and profit or loss for a period of time—typically quarterly.

"Banks or lenders will always ask for a P&L when you're applying for a loan," Yalenti said.



In addition to knowing the basic information on a balance sheet and a P&L statement, it's important to have an awareness of cash flow. As the name implies, cash flow is the movement of funds into and out of your bank account.

Monitoring cash flow enables you to avoid an overdraft of your account and any associated fees.

"You can also project out cash flow to see if there is a period in the future where you will be short on cash that allows you to do something now to positively affect your future cash flow (i.e., run a camp special, increase lessons, host a clinic, etc.)," she said.

## Do It Yourself

It's entirely possible to maintain your own books, but it means committing to do so. Yalenti said that if you're going to do your own books, they should be updated at least weekly. "If you are going to go it alone, invoice and deposit payments as frequently as possible," said Hilary Moore Hebert, owner-operator of Moore Hebert Dressage in Maryland.

Issuing invoices and tracking expenses in only a part of the job. Organizing receipts is more manageable when done throughout the year rather than all at once at tax filing time. Paper receipts can be stored in a large plastic tub or an accordion file folder.

"Receipts must be kept for seven years. Keep them in a place that is safe from fire or flood, and is easily accessible if the IRS requests an audit," Yalenti said.

It's also acceptable to snap a picture with your phone or scan a receipt and file the documents electronically. Some software accounting systems even allow you to attach files to the recorded expense. Be sure to create a backup in case anything happens to your computer.

Weekly bookkeeping tasks also include reconciling bank, loan and credit card statements, as well as fixed asset schedules.

"It's important that you can produce a balance sheet and an income statement

quarterly so that you have an idea of what's going on in the business," she said.

## Hiring Help

Depending on the volume of income or expenses your stable handles—or if you simply don't have an interest in maintaining your own books—a professional bookkeeper is a good option.

When Hebert opened her dressage facility, she went from two horses to 13 before the first advertisement went out. She had a box of receipts and a positive bank balance, but she knew she needed help when she deposited 35 checks in one week.

"The software and professionals I have as resources allow me to know a minimal amount about bookkeeping. I make it a priority to stay on top of deposits and invoices," Hebert said.

Even though Hebert uses a professional, she is still responsible for depositing checks, reconciling payments with invoices and sending out invoices.

Whether you choose to hire a staff person to keep the books or contract with an outside professional, it's important to find someone who is a good fit for your business.

"You should always be comfortable talking to your accountant or bookkeeper; you should have the same level of comfort as you do with your veterinarian or farrier," Yalenti said.

Choosing an accountant who is familiar with the horse industry and related terms is beneficial. That individual will better understand how to classify specific expenses with which others outside the industry might not be familiar.

"When I look at a client's bank account and see that a payment to the dentist has cleared, I know that means an equine dentist and not a personal dentist appointment for my client," Yalenti added.

Working with a professional doesn't mean your books are out of sight, out of mind. Depending on the relationship established, you might still be responsible for creating invoices and recording customer payments. It's also important to keep a checkbook to avoid overdrafts and to include a brief description on each check—such as farrier, vet, dentist, outside trainer—so that the outside accountant knows how to classify the expenses on the books.



User-friendly bookkeeping software can help you more easily manage your books, but the software is only as good as the information you put into it.

The majority of Yalenti's clients receive quarterly reports. "This gives them timely information and makes sure we address any questions while they are still fresh in their minds," she said.

A professional can also provide guidance on tax-related financial matters, such as issuing 1099s. A 1099 is supposed to be issued for service providers who are paid more than \$600 in a calendar year.

"That includes veterinarians, farriers, instructors, trainers and more," Yalenti said. "A lot of stable owners don't realize they need to issue 1099s at the end of the year. It's kind of a big deal, and you can get fined if you don't."

In addition, a professional can help you discover money that is rightfully yours. "When we hired an accountant, she reviewed our previous year's taxes and found we had overpaid by over \$6,000 and got us that money back. As a result, she has paid for herself," Hebert said.

## Software Selection

Regardless of whether you do your own bookkeeping or hire professional help, it's important to choose a software system to create invoices, track payments and keep up with expenses. There are many great bookkeeping software choices available. If you're hiring a professional, ask whether he or she has a preference so that you can easily integrate into that expert's system.

"Like with horses, you have to know

how to use your tools. Handing someone a saddle doesn't necessarily change them into an exceptional rider, just like software doesn't give you bookkeeping skills you didn't have before," Yalenti said.

Much of it is intuitive today, but online tutorials and one-on-one instruction can get you up to speed quickly. "Find a user-friendly software that will help you understand the big picture, how much is coming in and what is going out, and where the biggest numbers are from," Hebert said.

## The Bottom Line

At the end of the day, the vast majority of equine professionals would rather be riding or interacting with horses and clients than sitting behind a desk. But the operational side of running an equine business plays a significant role in the long-term viability and success of that business.

For those who like to keep this work in-house, there are many easy-to-use software systems to help maintain financial records. For those individuals who prefer assistance, a professional bookkeeper or accountant is the best choice.

"Having a good set of books is important for any business. It's a part of business that needs to be tended to at least weekly if you are doing it yourself. If not, hiring a professional will reduce that stress for you and is likely more affordable than you think," Yalenti concluded. **SM**

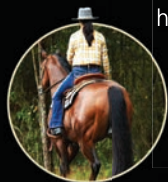


# THE END OF YOUR FLY FRUSTRATION.

From stomping feet and swishing tails to running, kicking out, and losing focus under saddle, nothing ruins your ride or your horse's ability to relax like the incessant torment of insects—with even worse potential consequences should those pests carry disease. Fortunately, UltraShield® gives you proven protection that's powerful ammunition in the battle against ticks, flies, and other insects.

## FORMULAS FOR ALL CONDITIONS

The UltraShield® line of products has you covered with options for fighting fly frustration depending on weather, insect intensity, and your horse's activity level.



Horse owners have trusted the consistent performance of UltraShield® fly control for decades. That includes UltraShield® EX in the famous black bottle, proven to kill and repel biting and nuisance flies, mosquitoes, ticks, and gnats—all in a weatherproof formula versatile enough to be used on horses, dogs, and as a premise spray.



## PROTECTION RUNS IN THE FAMILY

Beyond UltraShield® EX, eco-safe UltraShield® Green repels and controls biting flies, mosquitoes, gnats, and ticks, using seven essential oils known for their repellent qualities. UltraShield®



Red contains a combination of five active ingredients for effective 24/7 fly and mosquito protection. And UltraShield® Sport is a great choice for sweat-resistant protection in hot, humid conditions.

## RAISING THE BAR AGAIN

We also offer UltraShield® Fly Masks, including a new horse-size option with a removable nose for extended coverage and full-face protection. Plus, all our fly masks

offer high-tech performance fabrics to keep your horse protected as well as cool, dry, and comfortable.

Of course, UltraShield® is just one of the Absorbine® brands that horse owners have come to trust. So when you're looking for the best in horse care, look for the yellow ribbon.



ULTRA SHIELD®

FLEX+MAX®

SHOWSHEEN®

Magic Cushion®

BUTE-LESS®



ABSORBINE®

~ SINCE 1892 ~

VETERINARY LINIMENT

HOOFLEX®

BIGELOIL®

THE MISSING LINK®

LEATHER THERAPY®

The Horse World's Most Trusted Name®  
absorbine.com

©2017 W. F. Young, Inc.



Labor laws are complex and change rapidly. It is your responsibility to keep up with what is legal in your state and under federal law.

ISTOCKPHOTO.COM

# Wage Laws

Are you legal under state and federal wage laws?

By Katie Navarra

**L**abor laws are an important aspect of running any business. Federal and state labor laws set expectations that business owners must meet when it comes to employees. In the past, small businesses were afforded more leniency than large companies. Recent national and state-specific changes mean small business owners need to review their practices and implement changes as necessary to avoid costly fines.

“Long gone are the days that small businesses will get by without being noticed,” said Frank Kerbein, director of the Center for Human Resources at the Business Council of New York State. “The government is motivated to find businesses of any size who are violating labor laws.”

The consequences include fines that are sometimes expensive enough to force a small business to close. “The vast majority of fines and levies are because the business owner simply didn’t know about

administrative requirements, as opposed to someone blatantly ignoring the law,” Kerbein continued.

The good news is that fines can be avoided if you know the rules for your state and follow them. The challenge is the wide variation in labor laws due to industry and geographic location. That makes it impossible to offer specific examples for your business here. Instead, Kerbein offers the following insights into wage-related topics to keep an eye on in the coming

# New in 2017

# MORE WINNERS

## MORE WAYS TO WIN

The Challenge helped me market my business,  
and I have picked up 30 more clients from all our events!

– Tina Renison-Ambrose, Cross Road Stables, Elverta, CA  
2016 Winner of \$1,000



## Time To Ride

## CHALLENGE

Since 2014, the Time to Ride Challenge has connected over 98,000 newcomers to horses. Join the movement and win your share of **\$100,000** cash and prizes while growing your business and the horse industry. Stables, organizations, veterinarians and all types of horse businesses are welcome. The Challenge takes place May 1st - September 30th.

Register starting March 1st at [timetoride.com](http://timetoride.com)

Brought to you by The American Horse Council Marketing Alliance.



year. Follow these topics in the news, and connect with a professional who can provide guidance based on your specific situation.

## Minimum Wage

The minimum wage has ranked among the top political issues in recent years. It is anticipated that the topic will continue to be widely discussed in coming years. Increases in the minimum wage fluctuate wildly.

In December 2016, USA Today reported that 21 states planned minimum wage increases for 2017. In Alaska, Florida, Missouri and Ohio, it increased by \$0.05 per hour. Other states, including Montana and South Dakota, boosted the minimum wage by \$0.10 per hour. Arizona mandated the largest wage increase, \$1.95 per hour. Other states, such as New York, are pursuing a \$15 minimum wage as opposed to an increase of a few cents or few dollars.

But minimum wage laws are not cut and dried. For example, through the end of 2016, New York had a handful of minimum wage categories. The variance accounted for regional differences, particularly metropolitan New York City.

“With the new changes for 2017, there are now 20 categories throughout New York. They vary based on location, size of employer and industry,” Kerbein said.

## Overtime

In 2016, a national bill was introduced that promised to change overtime rules. Hourly employees already receive overtime pay after exceeding a 40 hour work week. The new legislation extended similar benefits to salaried employees earning less than an identified salary threshold.

Prior to this bill, executive, administrative and professional employees earning a salary of \$23,660 or more were exempt from overtime pay. The Labor Department’s proposed rule doubled that threshold to \$47,476. It was expected to make 4.2 million workers newly eligible for time-and-a-half wages for each hour they put in beyond 40 a week.

However, “This was struck down by the federal court. Now it’s anybody’s guess what will happen to it,” Kerbein said.

Larger companies had assumed that the ruling would pass, so they forged ahead with adjusting employee salaries effective January 1, 2017. Since it did not pass,



**Do you know whether your stable workers should be contract employees or W2 employees? You can be penalized if you manage them in the wrong category.**

there are no official rules requiring other businesses to do the same. Technically, the businesses that raised salaries could return employees to previous salaries, although many will not, to avoid losing confidence among employees.

Even though there were no required changes necessary at the time *Stable Management* went to press, it is an issue worth watching.

## Paid Family Leave

Traditionally, when an employee needs extended time off for family reasons, he or she has been eligible to take the time off without pay from an employer. Depending on where your stable operates, this might change soon.

Nationally, paid family leave is gaining support. California, New Jersey and Rhode Island already guarantee workers at least partial payment for a specific period of time to bond with a new baby, to care for a seriously ill loved one, or to relieve pressure when a family member is called to active duty.

In 2018, New York will join the growing list of states mandating paid family leave. Beginning January 1, 2018, family leave will apply to all businesses in the state.

“Any business with one or more employees will be required to participate,”

Kerbein said. “This is going to be an administrative burden for small employers.”

## Contractor vs. Employee

Employee status has been a longstanding labor issue for equine businesses to consider. There are many different reasons for hiring an employee as a contract laborer rather than as a fulltime employee. The reasons to classify someone as a contract worker often relate to taxes and payroll requirements.

There are legitimate situations when it makes sense to hire a 1099 contractor rather than an employee. But it’s important to correctly classify workers at the time of hire, because the government can—and does—impose fines if workers are not reported appropriately.

“Under the Obama administration, there was an expansion of the definition of who is an employee and who is not, and the protections extended to employees,” said Kerbein.

The key is understanding the difference between the two.

The distinction is typically made by behavioral control. When a business has the “right to direct and control the worker” in terms of scheduling and how a task is to be completed, then the worker is a W2 employee. The “right to direct and control

the worker” means that you dictate when and where to perform the work, which tools to use and in what sequence to do the work. Additionally, if you provide detailed instructions or training on how to perform the job, the individual is considered an employee.

Stable hands cleaning stalls and/or caring for the horses are likely W2 employees. Barn and office managers also likely fall into this category.

Trainers, instructors or exercise riders might be 1099 candidates. This is determined by the amount of autonomy they are granted for scheduling riders or lessons and making decisions with regard to training, teaching and equipment used.

Kerbin further explained that an employee is someone who is critical to the daily operation of a business. For example, if you need a plumber to fix a leak in the water line, that individual comes in, makes the repair and leaves. Conversely, a stable manager has to report to work every day for the facility to operate. This distinction makes the individual an employee rather than a contractor.

Before deciding which classification fits your operation, consult an employment attorney or your CPA. This will save you headaches and possibly fines if you treat an employee as the wrong type under IRS law.

## Conclusion

Federal changes universally affect every business that hires one or more employees, regardless of where the business is located. With a new administration in the White House, only time will tell whether certain requirements put forward by the previous president will continue, or whether they will be repealed and replaced with something different.

Other changes will be determined on a state-by-state basis. “Traditionally ‘blue’ states, including Massachusetts, New York and California, will continue to be aggressive in advancing protections for employees,” Kerbin predicted.

Keeping up with all of the changes, especially for small businesses, is overwhelming. Kerbin said that the Department of Labor doesn’t publish notices of changes,

and the newspaper coverage isn’t always helpful. He recommended joining a professional organization, such as the Chamber of Commerce, that can provide timely insights into changes.

“When we become aware of a change, we put out a bulletin to all of our members explaining what it means for them,” he said.

The U.S. Small Business Administration maintains a website with links to resources related to federal regulations. It can be found at [www.sba.gov](http://www.sba.gov).

Another alternative is to hire a consultant who specializes in wage laws. An industry professional can evaluate your current conditions and offer input for compliance.

Should your business be audited, it’s simply not enough to say “I didn’t know.” Labor laws are complex and often change rapidly.

Find a method of staying informed and current that works for your business. It’s worth the investment in professional guidance to avoid the potential of expensive penalties. **SM**

## You Love Your Horse. You Hate The Flies. Get Revenge.

TRUSTED SINCE 1926  
**BONIDE®**



**Kills and repels disease-carrying flies and pests for up to 14 days**

- Innovative silent spray for easy, effortless application
- For horses, dogs, cattle, sheep, goats and hogs
- Also kills mosquitoes, ticks, lice, fleas and gnats



**FAMILY MADE  
IN AMERICA**

Stop into your horse supply store or visit [Bonide.com](http://Bonide.com) to get a rebate for **up to \$15**

You want to train your horses to think before they react to scary situations.



THINKSTOCK

# Avoiding ‘Train Wrecks’ in the Stable

Check out these valuable tips for developing an emotionally mature horse.

By Charla Ann Story

**H**orses are reactive by nature. When confronted with something that *they* perceive as scary, they react first and think later. This reaction can result in a “train wreck,” creating a high degree of risk for

those near the horse, as well as for the horse himself. If we can teach our horses to think before they react, we might be able to significantly reduce this risk.

The training required to teach the horse to think without reacting can be time-consuming, but it is certainly worth the

effort for ourselves and our horses.

We sometimes have no idea why a horse reacted to something; he just did. Common reactions are bolting, rearing, bucking, pushing, nipping, etc. It is impossible to desensitize a horse to every scary object/situation he might encounter;

however, we can teach him how to think and to trust us instead of running for the next county as a first response.

We want the horse to have more confidence. That type of confidence is gained by trusting us through training and repetition of exercises/scenarios. We gain that trust by being a confident leader and through appropriate training techniques that are consistent.

What is the first step of training? Apply pressure, watch the horse's response, then release the pressure when the horse stops moving his feet and relaxes. You might be thinking, "What did she just say?" Let me give you an example.

While standing at a 45-degree angle to the horse's shoulder, toss the tail of the lead rope over the horse's back. If the horse moves, move with the horse (exhaling and releasing your pressure) while continuing to toss the rope over his back with rhythm. If you need to move quickly to stay with him, do so. As soon as the horse stops his feet *and* relaxes, stop tossing the rope and rub the horse with both hands and rope. This works because the rope is "pressure" to the horse. Once the horse stopped reacting, you took away the pressure by no longer tossing the rope. It is a paradigm shift for the horse.

The horse learns from the *release* of pressure. The mistake most of us make is that we take away the pressure when a horse reacts, because we don't want to scare him more. We are making the problem worse when we do that, because we are teaching him that if he runs, the pressure will go away. We want to teach him the opposite. If we maintain the pressure until he stops and accepts the object (the object being anything from a rope to a bulldozer), then through the release of the pressure, he will learn that "If I just stand still, the pressure will disappear." You are now teaching your horse to think!

Once the horse can accept the tail of the lead rope being tossed all over his body and legs, move up to umbrellas, tarps, plastic bags, etc.

Next, introduce noises such as chain-saws, lawn mowers, etc. Each time the horse reacts negatively, follow the Approach and Retreat Method, and the horse will soon figure out that relaxing works and running away does not work.

Apply these techniques to develop an emotionally mature horse. Because I do

not want anyone to get injured, if you do not feel comfortable practicing these exercises, please obtain assistance from a professional.

Additional exercises that you might find helpful are available on our website at [cbarhorsemanship.org](http://cbarhorsemanship.org). These include detailed steps on applying pressure and how a horse thinks.

Feel free to contact me about any questions you might have or issues you might be experiencing with your horse(s). **SM**

*Charla Ann Story is a Certified Horsemanship Association (CHA)-certified master instructor / clinic instructor and state representative, as well as a PATH-certified instructor. For the past four years, she has been teaching "Principles in Horsemanship" I, II, III at Oklahoma Baptist University. She is the founder / director of C-Bar Horsemanship Therapeutic Riding Center and is a certified instructor at Victory Therapy Center. She has been teaching "From the Pasture to the Arena" at various therapeutic centers, regional conferences and workshops.*

**The Original Mane 'n Tail** Products that Perform & Protect

**Enhances coat health and appearance!**

**Maintains strong yet flexible hooves!**

**Friction free slip eliminates tangles & knots!**

**Instant high gloss that lasts!**

**No "slip" grip for easier braiding and banding!**

**Whitens and brightens in less time!**

**Cleans without scrubbing... wash & rinse in just 10 minutes!**

**The original pain relief therapy that performs!**

**Medicated products that really work!**

**Straight Arrow** 1.800.827.9815 / [www.manentail.com](http://www.manentail.com)

02-15

Made in the U.S.A.

Trail rides are vital to the equine industry as first-touch experiences with horses. You can make them more fun for you and your clients.



ISTOCKPHOTOS.COM

# Trail Ride Services

Here's how you can make those hour-long rides more fun for you and your riders.

By Beth Powers

**Y**et another group has signed up to ride with you through the property on a one-hour, nose-to-tail trail ride.

Down the same path you have trod five times today already, past the stand of pines, over the drainage ditch and through the familiar meadow near the lake. Tired

and hot, your attitude toward this ride is anything but positive—and to make matters worse, your best trail horse has decided he would rather eat everything within reach and not do his job packing the child he has been assigned to.

These trail rides are vital to the equine industry as first-touch experiences with horses, and a positive experience with you

might result in a person becoming a horse owner down the road. Yet this important job can become tedious to those of us who, day after day, are leading these rides.

## Adding Interest

Here are some ideas for making the rides more interesting for both you and your riders. Whenever you introduce these new

activities, make sure that your horses and the participants can participate safely. A brief introduction to the activity could be done during the pre-ride talk.

**Bandana Pass:** Take bandanas or large, colored popsicle sticks/tongue depressors (if these get left behind, they are biodegradable) and place them along the sides of the trail on branches, rocks and fence posts within reach of riders. The participants are to pick up the items and place them on down the trail for the next rider to pick up. If you go different directions down the same route, the game does not have to be reset for the next group.

**Telephone:** Play the age-old game of telephone by passing a message to the person behind you. If you have a place where you can circle the riders in a field, you can check your message (this is a good time to check other things, too—for example, the comfort level of riders, loose clothing, the tightness of cinches/girths, etc.)—or you could wait until the ride is over.

**Nature Talk:** Familiarize yourself with the flora and fauna of the trail. Point out the types of trees, rock formations and

wildflowers. Tell the group ahead of time to be on the lookout for certain features of the region and add some fun facts. Instead of a nature walk, you now have a nature ride.

**Follow the Leader:** Do different movements, and have the riders follow what you do. You could walk around obstacles, stand up in your stirrups, wave your right hand, pat your head or shrug your shoulders. This is a good activity to start the ride, as it will have the riders looking up and out, and not solely focused on the ground between their horses' ears.

**Talk to the Animals:** Learn birdcalls, and identify them in nature with the riders. Ask all the riders to tell you when they hear the bird you just described.

**'Un-Natural' Trail Ride:** Put items out on the trail that do not belong there—things that are not biodegradable. Riders can point out when they have seen the trash. Follow up back at the barn with a talk on litter prevention and remind the riders that those commonly thrown-away items are there only for their education.

**Photo Op:** Set up a special location for a

group photo with your smartphone. Take the photo, then email it to the office staff so they can have prints ready for the riders when they get back to the barn. Make sure that each print includes the date and all your contact information, to help with future business.

**Sing-Along:** It is said that if you can't sing well, then sing loud. Pick seasonal songs or ones that go with themed trail rides (Western, kids, Christmas, camp songs). Add stories and educational facts that go with the theme. People might sign up for an extra ride just to go on a themed outing that they find appealing.

## Take-Home Message

You want to make everyone's first horseback ride a memorable one. You are the most important entry portal to the horse industry, and as an industry, we need these positive first-touch experiences for people to discover the magic of horses. **SM**

*Beth Powers is the president of the Certified Horsemanship Association (CHAinstructors.com) and lives in Bellefontaine, Ohio.*

**"I pack my Brentwood wheelbarrow until it's overflowing and can still easily push it. It's my favorite piece of barn equipment."**

— Courtney H., Barn Savers Inc.

 **BRENTWOOD®**



Brentwood manufactures the highest quality professional-grade wheelbarrow on the market, durably constructed to make any job successful.

- High-density polyethylene pans
- Structural steel frame
- Varnished hardwood handles
- Sealed precision bearings

**Learn More Today!**

[brentwoodindustries.com](http://brentwoodindustries.com)

1.610.374.5109 • [wheelbarrow@brentw.com](mailto:wheelbarrow@brentw.com)

To keep employees happy,  
you need to treat them fairly  
and help them with their  
professional futures.



THINKSTOCK

# How to Keep Good Employees

You could be losing good help through your lack of interest or a failure to invest in workers as equine professionals.

By Shelby Rader

**H**ow many of us make the effort to say something nice to one of our best employees as he or she walks out of the barn after a long day? Saying something as simple as, "Thank you! See you tomorrow!" can go a long way in making that person feel appreciated.

Although we try to ensure that our employees feel appreciated, it takes more

than a heartfelt thank-you to keep them on our teams and to grow better equine professionals for our industry.

That should be our goal: to build better people.

Instilling the feeling of value in employees starts from the very first time we make eye contact with them, what we say to them in the interviews, and the first hours that they start working for us. It is imperative that our employees know that we are

interested in investing in them to become better equine professionals. We want them to be goal setters and goal achievers. We value them as human beings during their best days and their worst.

Routinely giving employees feedback about their performances is something that only takes us a few minutes, but it can go well beyond one moment in their lives. Encouragement is almost a lost practice in today's business world.



# CERTIFIED HORSEMANSHIP ASSOCIATION

*Certified Horsemanship Association (CHA) Changes Lives Through Safe Experiences with Horses!*

## **NEW!** THE EQUINE PROFESSIONAL MANUAL *The Art of Teaching Riding*

BROUGHT TO YOU BY THE EQUINE PROFESSIONALS AT THE CERTIFIED HORSEMANSHIP ASSOCIATION (CHA)

*For all Breeds  
& Disciplines*

**Learning Styles,  
Teaching Styles,  
Lesson Plans for  
Specific Exercises  
on the Ground  
and on Horseback**

*Join CHA and get member discounts on valuable educational publications like this one and hundreds of the industry's top: Program Supplies, Books, DVDs, Posters, Official Merchandise, Nutritional Products, Tack and Gear!*

THE EQUINE PROFESSIONAL MANUAL  
*The Art of Teaching Riding*

**Buy Online Today, at:  
[www.CHA-AHSE.org/store/](http://www.CHA-AHSE.org/store/)**



859-259-3399 • [WWW.CHA-AHSE.ORG](http://WWW.CHA-AHSE.ORG) • [WWW.CHAINSTRUCTORS.COM](http://WWW.CHAINSTRUCTORS.COM)  
1795 Alysheba Way, Suite 7102 | Lexington, KY 40509

STUDENT CURRICULUM \* SAFETY STANDARDS \* EDUCATIONAL MANUALS \* CONFERENCES \* WEBINARS  
CHA CERTIFICATIONS: RIDING INSTRUCTOR, TRAIL GUIDE, VAULTING COACH, EQUINE FACILITY MANAGER & DRIVING, EQUINE FACILITY SITE ACCREDITATION

## Problems

Look beyond surface actions that employees are demonstrating, and search deeper to find the root of a problem.

If you have noticed an employee is getting to work later and later every morning, you have an opportunity to do something more than address the numbers listed on his or her time card. First, find out what the problem is by giving that person an opportunity to talk freely about the situation. Perhaps this will reveal something very different than just sleeping through the alarm.

Capitalize on every chance you get to show that person that although you need him or her to be a reliable employee, he or she is important enough as an individual that you care to dig deeper and try to solve the problem.

## Payroll

If what you offer is valuable enough, people will make life adjustments to stay employed at your barn.

It is not always about making more money, but rather making more life progress. Even if you choose not to offer

a raise, make sure your employees are rewarded for their efforts and improvements. Allow them to ride the “nicer” horses, toss them the keys to the new farm truck when going to get feed, or let them participate in training a horse.

Invest in one-on-one time with each employee. If a person is working for you, it is most likely because that person respects and admires you. Giving just a few moments of your undivided attention (without answering a cell phone) is an incredible display of how much you value that employee.

## Passing Through

If we find ourselves continuously losing our good employees, then we should reevaluate ourselves as mentors and as employers. Although we might pay people to be a part of our success story, we do not own them.

Most stable employees are passionate people with their own goals and dreams. They are not robots who exist to lead a life of servitude. Bottom line: Create an environment and attitude that is threaded

with inspiration, encouragement, belief and positive communication, and never let someone settle for mediocrity.

Then, give your employees wings to fly within your program, if it can take them to the next level. If they need something different, be willing to serve as a sturdy launching pad for the next phase of their lives as equine professionals.

In fact, I challenge you to think about something: Do we really lose our best employees? Or did we do our jobs so effectively that they realized they were capable of far more than they ever thought possible, then dared to chase their passions?

If that is why they left, then we should be proud that this self-belief can be harvested in the environment we are cultivating within our barn doors. **SM**

*Shelby Rader grew up showing Arabians and now is an American Quarter Horse Association (AQHA) Professional Horseman, as well as a Certified Horsemanship Association (CHA)-certified instructor and equine facility manager. She is proud to be a part of CHA and serves as its Virginia state representative.*

# PATH Intl. centers and professionals



Since 1969 the Professional Association of Therapeutic Horsemanship International (PATH Intl.), formerly the North American Riding for the Handicapped Association, has been ensuring excellence and changing lives through equine-assisted activities and therapies (EAAT) that promote health, fitness and socialization for people with special needs.

PATH Intl. Member Centers, certified instructors and credentialed professionals belong to a progressive and growing industry. They offer safe, ethical and humane practices in the rapidly growing field of EAAT. Nearly 62,000 participants of all ages with a variety of special needs have made the right choice by trusting their safety and growth to professionals providing opportunities in therapeutic riding, interactive vaulting, carriage driving or mental health and learning sessions at PATH Intl. Member Centers.

PATH Intl. Member Centers and the certified professionals on all continents but Antarctica are trusted and operating within industry best practices while implementing the top safety standards in the business.

## insist upon safety and focus on possibilities

Learn more about equine-assisted activities and therapies, get involved,  
make a donation and find your local PATH Intl. center:

[www.pathintl.org](http://www.pathintl.org) • (800) 369-RIDE (7433) • PO Box 33150, Denver, CO 80233

*Ensuring excellence and changing lives through equine-assisted activities and therapies*



# SPRING PRODUCT SPOTLIGHT

Farm and stable owners/managers, as well as riding instructors, are always looking for ideas to better manage their horses and facilities. Your clients also depend on you to keep up with the latest information about products for them and their horses. For those reasons, we invite you to learn more about the following companies.



THINKSTOCK

In this special section, we are giving you a quick glance at the products from advertising partners who appear elsewhere in this magazine. You are invited to read their ads and visit their websites for more information.

You also can visit [StableManagement.com](http://StableManagement.com) to read information about new products that are introduced to the equine industry. On the website, visit the tab labeled Products.



## Absorbine Flex+Max

Flex+Max® offers comprehensive joint care featuring enhanced ingredient levels for guaranteed results—all in a joint supplement offering a highly palatable formula with no fillers. Every serving of Flex+Max® delivers high levels of key active ingredients: 10,000 mg of glucosamine, 5,000 mg of MSM, 1,200 mg of chondroitin, 150 mg of HA, 130 mg of boswellia serrata. Plus, flaxseed and rice bran.

[www.absorbine.com](http://www.absorbine.com)



## Absorbine Hooflex

Hooflex® Concentrated Hoof Builder Supplement. A field-tested and farrier-approved horse hoof supplement for supporting strong, healthy hooves. Comes in a concentrated serving size—just two ounces—with no fillers. Nutritionist-formulated with targeted hoof nutrients to help provide the essential building blocks that support strong, healthy hooves. In a recent field test, horses fed Hooflex® Concentrated Hoof Builder Supplement showed a significant increase in hoof growth.

[www.absorbine.com](http://www.absorbine.com)



## Absorbine Veterinary Liniment

As important to horse care today as it was 125 years ago, Absorbine® Veterinary Liniment was originally formulated to soothe the muscles and improve the welfare of hardworking horses in 1892. Today, it's the world's best-selling liniment and continues to offer the same soothing blend of natural herbs and essential oils that provides powerful pain relief for sore muscles, tendons and stiff joints. Use directly from the bottle or dilute for a soothing body wash.

[www.absorbine.com](http://www.absorbine.com)



## Absorbine Magic Cushion®

Magic Cushion® is the hoof packing trusted by farriers. Veterinary formulated, Magic Cushion® hoof packing starts working to reduce hoof heat within one hour, and it lasts up to 24 hours. Magic Cushion provides fast, soothing relief for over-worked, overheated hooves, helps relieve symptoms associated with hoof concussion and trauma, and calms inflammation and soreness throughout the sole and frog.

[www.absorbine.com](http://www.absorbine.com)



## Absorbine Bute-Less® Performance

Bute-Less® Performance is formulated to provide comprehensive support for managing occasional stiffness, soreness and discomfort associated with training and competition. An optimum blend of natural ingredients may help to:

- relieve inflammation associated with training and competition
- support muscle recovery
- protect against free radical damage

[www.absorbine.com](http://www.absorbine.com)



## Bimeda, Inc.

OvaMed is synthetic progesterone (progestin), the first generic drug of this type approved by FDA. Indicated to suppress the estrus in mares. This means owners can schedule breeding reliably, especially using frozen semen. Estrus suppression prevents undesirable behavior and irritability that complicates training and competition. OvaMed can help maintain pregnancy.

[www.bimedaus.com](http://www.bimedaus.com)



## Bonide Revenge® Barn & Stable Fly Spray

Permethrin 13.3%. A concentrated premise and on-animal preparation. This versatile formula may be fogged, misted, used in automatic spray systems, back rubber machines, low pressure spray systems, as a spray, dip or sponge on. Kills virtually all farm premise and livestock pests for up to 4 weeks per application.

[www.bonide.com/products/revenge/barn-and-stable/](http://www.bonide.com/products/revenge/barn-and-stable/)



## Brentwood Industries

Brentwood's heavy-duty wheelbarrows, often referred to as Brentwoods, are made to last. The pan is constructed of heavy-gauge HDPE, making it lightweight and impervious to rust damage. The best components were selected: hardwood handles sourced in North America and a structural steel frame. Whether you're hauling concrete or mulch, your Brentwood will last longer than competing wheelbarrows and won't weigh you down on the job.

[www.brentwoodindustries.com/construction/wheelbarrows/](http://www.brentwoodindustries.com/construction/wheelbarrows/)



## Equine Equipment

Equine Equipment provides discounts on nationally recognized brands that horse owners can use. The company represents the world's finest manufacturers of farm equipment, mowers, commercial goods, utility vehicles and paint to horse farms and ranches. Equine Equipment's discounts are the same nationwide, so you can support your local dealership, and we serve the USA and Canada. No catch, no hassles, no fees or dues, just straightforward savings on the equipment you need.

[www.equineequipment.com](http://www.equineequipment.com)



## Farnam

When injuries occur, veterinarians recommend Farnam's PuriShield™ wound care products. PURIFECT® TECHNOLOGY supports the body's naturally occurring immune response to help your horse heal his wounds.

- Protects wounds from germs, dirt, debris, water and insects
- Supports normal tissue regeneration
- Does not damage live, healthy or injured tissue

[www.farnampurishield.com](http://www.farnampurishield.com)



## The Franklin-Williams Company

Franklin-Williams manufactures the highest quality bandage products designed specifically for equine use. Developed in consultation with equine veterinarians, our products offer convenience and economy when a leg bandage that has excellent padding, absorbency and conforming properties is needed.

Available in five widths and various lengths, sterile & nonsterile, and bulk rolls.

[www.franklinwilliams.com](http://www.franklinwilliams.com)



## Merck Animal Health

Booster vaccinations may be warranted to help prevent highly contagious respiratory diseases and infectious diseases carried by mosquitoes. Prestige®V + WNV covers Eastern and Western encephalomyelitis, tetanus, influenza, equine rhinopneumonitis (rhino) and West Nile virus. Prestige® vaccines are formulated to minimize reactions and maximize protection, featuring Merck's exclusive Havlogen® Adjuvant and Antigen Purification System™. Ask your veterinarian today about Prestige® vaccines.

[www.getvaccinatingright.com](http://www.getvaccinatingright.com)



## Merial

Merial, now part of Boehringer Ingelheim, is a world-leading, innovation-driven animal health company providing a comprehensive range of products to enhance the health, well-being and performance of animals. The team is passionate about horses and dedicated to providing owners, trainers and veterinarians with trusted, effective products that help horses perform at their best.

[www.merial.com](http://www.merial.com)



## Custom Supplements

Platinum PAKs are custom-made for each horse based on its health history, discipline and workload. Platinum PAKs make supplementing easy. You simply choose from the full line of premium Platinum Performance® formulas, then receive personalized, pre-measured daily doses every 28 or 56 days for each horse. It costs the same as supplementing from buckets, but the horse's name and owner are printed on every Pak for the right supplement every time.

[www.platinumperformance.com](http://www.platinumperformance.com)



## Red Brand

Get professional-looking results with Red Brand's Fence Stretcher Bar.

- Pulls fence wire evenly during installation
- Use with woven or welded fence products
- 2 sizes available for fence heights up to 60"
- Made in the USA

[www.redbrandstore.com](http://www.redbrandstore.com)



## EZFount from Ritchie

The EZFount is a simple, effective, automatic replacement for your "tank and float." EZFount combines the benefits of automatic watering with the versatility of portable or permanent mounting options. Heavy-duty polyethylene construction is strong enough to last for years and cleans easily. Set up in minutes; just attach standard garden or washing machine hose. Entire EZFOUNT is covered by full 10-year warranty. Water meter available separately.

[www.classicequinebyritchie.com](http://www.classicequinebyritchie.com)



## Standlee Horse Fresh

Standlee Premium Western Forage® Horse Fresh™ is an all-natural bedding enhancer featuring Zeolite and is designed to enhance any type of bedding material. Horse Fresh™ has the unique ability to reduce moisture and absorb odors naturally. These benefits effectively extend bedding life and reduce costs associated with animal care. It is also completely safe for your animals, family and the environment.

[www.standleeforage.com](http://www.standleeforage.com)

It's a long road ahead.  
**ARE YOU COVERED?**

Offering 24/7 Nationwide Roadside Assistance for you and your horse.

**JOIN TODAY.**



**(800) 844-1409**  
**WWW.USRIDER.ORG**



Find Us On Facebook

Administered by Nation Motor Club Inc., DBA Nation Safe Drivers



**A HOME  
FOR EVERY  
HORSE**

Fed by 

There are approximately 170,000 horses in transition in the United States. Through A Home for Every Horse and the over 600 rescues involved, horses are given a second chance.

Cactus was one of 59 malnourished and mistreated horses rescued from hardship and brought to Colorado in 2015. Thanks to the help of rescue workers and volunteers, Cactus and his friends all were given a second chance at a happy life. Cactus is now thriving in his new home, where not only is he a great riding horse, but a wonderful new member to their family.

*Horses in transition, like Cactus, deserve a second chance.*

FIND OUT HOW TO

*Heart the Cause Today*

**WWW.AHOMEFORVERYHORSE.COM**

A Home For Every Horse is brought to you by the Equine Network and sponsored by:





THINKSTOCK

# Recommended Reading

StableManagement.com has news and unique articles posted every day. Here are some that you might want to read.

By Kimberly S. Brown

**S**tableManagement.com has a library of unique articles that can help you run a more efficient and profitable business, as well as assist you in managing your horses and property better. We invite you to sign up for the StableManagement.com monthly electronic newsletter to bring pertinent articles right to your inbox.

Here are some important topics you might have missed. You can look any of the articles up by title on StableManagement.com.

We featured a series on **inventory**, which is a lot more than just counting

pitchforks and saddle pads. Feature writer Katie Navarra delved into:

- “Why Horse Farms and Stables Should Inventory”
- “Inventory Recordkeeping for Horse Farm and Stable Owners”
- “Barn and Farm Inventory”
- “Inventory for Your Horse Farm and Stable Equipment”
- “Personal Inventory for Equine Business Owners”

We also focused a series of articles on **contingency plans**. Whether you have a one-person staff or multiple barns, clients, riding instructors,

veterinarians and farriers, you need a backup plan for times when a person or service provider cannot perform his or her normal duties. In this series, we addressed the topics:

- “Contingency Planning for the Solo Equine Business Owner”
- “Have a Contingency Plan for your Feed and Hay Supplies”
- “Contingency Plan for Unexpected Financial Problems on a Horse Farm”
- “Your Contingency Plan as a Barn Manager”
- “Contingency Plan for Equine Vet or Farrier”

- “Contingency Plans for your Equine Business”

And while you are thinking of contingency planning, you should read the article “Succession Planning for Your Equine Business.”

Our cover story in this magazine is about biosecurity, and one of the health problems that you should recognize is **equine influenza**. Here are the articles in the influenza article series:

- “Equine Influenza: Which Horses Should be Vaccinated?”
- “Influenza in Horses: Clinical Signs and Treatment”
- “Equine Influenza: Do Vaccines Need to be Updated?”
- “Equine Influenza: Use Biosecurity for Prevention of Disease Spread”
- “Influenza in Horses: Types of Vaccines”

We also had a recent series of articles on **avoiding employee problems**. The articles in this series are:

- “Avoiding Employee Problems: Setting Expectations”
- “Avoiding Employee Problems: Pay and Raises”
- “Avoiding Employee Problems: Job Performance Reviews”
- “Avoiding Employee Problems: Hiring”
- “Avoiding Employee Problems: Firing Farm or Stable Workers”

In addition, we had a series of three articles on **analgesics for horses**.

Check them out:

- “Analgesics on Hand in an Equine Stable”
- “Problems with Analgesics in Horses”
- “When to Use Analgesics in Horses”

Another series covered **hiring riding instructors**. Those articles are:

- “Hiring Riding Instructors: Pay vs. Percentage”
- “Hiring Riding Instructors: Certification”
- “Hiring Riding Instructors: How Much Per Lesson?”

An earlier series of articles that might be of use to you were on **business basics**. Those articles are:

- “Business Basics for Equine Businesses: Basic Strategic Plan”
- “Scheduling Basics”
- “Tips for Stable Owners on Creating a Spreadsheet”
- “Using Excel for Equine Business List Management”
- “Scheduling Basics”

If you are a riding instructor or you provide lessons on your farm, you might find these articles on **managing riding lessons** useful to your business:

- “The Pros and Cons of Group, Private and Semi-Private Riding Lessons”
- “Cancellation Policies: A Necessary Evil for Riding Lessons”
- “How Riding Instructor Policies Can Ensure Pay Day Comes”

- “Discounting Horse Riding Lessons: Yay or Nay?”

For those of you thinking of adding or updating your **riding arenas** to have a covered or indoor space, check out these articles:

- “Equestrian Arena Options: Fabric-Roofed Arenas”
- “Equestrian Arena Options: Open-Sided Arenas”
- “Equestrian Arena Options: Traditional Buildings”

**Additional articles** you might want to read include:

- “10 Tips for Easier Stall Cleaning”
- “Antibiotic Resistance: Why Care?”
- “Antibiotic: Proper Use in Horses”
- “Disinfecting a Horse Stall”
- “Dealing with Rain Rot in Horses”
- “Anti-Inflammatory Medications to Have on Hand for Horse Farms and Stables”
- “Collection of Horse Farm Maintenance Tips”
- “A Collection of Spring Stable Tips”
- “A Collection of Clutter Busters for the Barn”

Make sure to check StableManagement.com regularly, as new articles are posted each day. Some of the upcoming series will be about leptospirosis, collections and payments, EPM, hay for horses, heat and horses, liability, savings and retirement, PPID, trailers, planning now for 2018 summer camps, deworming and fencing. **SM**

## ADVERTISER INDEX

A Home For Every Horse.....	54
American Horse Council	
Time to Ride.....	41
Bimeda .....	29
Bonide .....	43
Brentwood Industries .....	47
Certified Horsemanship	
Association .....	49
Equine Equipment .....	15
Equitana .....	9
Farnam PuriShield .....	back cover

Kent Nutrition .....	23
Keystone Wire .....	19
Merck.....	11
Merck (biosecurity advertorial).....	10
Merial Equiox .....	7, 8
Merial Legend.....	31, 32
Merial Marquis .....	25, 26
Merial UlcerGard	
.....inside back cover	
Merial Zimecterin Gold.....	17
PATH Intl. ....	50

Platinum Performance	
..... inside front cover	
Ritchie .....	27
Spring Product Spotlight .....	51-54
Standlee Hay.....	33
Straight Arrow .....	45
The Franklin Williams Company ..	12
WF Young UltraShield Mask .....	3
WF Young Bute-Less.....	13
WF Young Veterinary Liniment..	21
WF Young Hooflex .....	35
WF Young UltraShield Spray .....	39



WINNING IS WHAT HAPPENS

*when no one is handing out*

# BUCKLES.

Here you are. At the barn, again. For what feels like the eighth day this week. Training. Sweating the small stuff. And for what? The camaraderie? Hah. You know it's bigger than that. But when it's all on the line, does your horse have the stomach to win?

*Time for a gut check.* **TheStomachToWin.com**

**ULCERGARD<sup>®</sup>**  
(omeprazole)

*When administered for 8 or 28 days, just one dose a day of ULCERGARD is proven to effectively prevent performance-robbing equine stomach ulcers in horses exposed to stressful conditions.*

Save on your next purchase and take rewards to the MAX. [www.max.merial.com](http://www.max.merial.com)



®ULCERGARD is a registered trademark, and  
™MAX, Merial Awards Xpress is a trademark,  
of Merial. ©2016 Merial, Inc., Duluth, GA.  
All rights reserved. EQUIUGD1425-J (10/15)

**IMPORTANT SAFETY INFORMATION: ULCERGARD**  
*can be used in horses that weigh at least 600 pounds.*  
*Safety in pregnant mares has not been determined.*



NEW



# PURISHIELD

## Revolutionary Wound Protection

### The ONLY wound care line with Purifect® Technology.

When injuries occur, veterinarians recommend Farnam's PuriShield™ wound care products. PURIFECT® TECHNOLOGY supports the body's naturally occurring immune response to help your horse heal his wounds.

- + Protects wounds from germs, dirt, debris, water and insects
- + Supports normal tissue regeneration
- + Does not damage live, healthy or injured tissue

Go to [FarnamPuriShield.com](http://FarnamPuriShield.com) for your \$3.50 coupon.



Farnam

Strong bonds are built with great care.™

