

The Natural Angle

VOLUME 14: ISSUE 1

Options for Break Over in Every Day Work

By Doug Workman, APF CJF

THERE ARE MANY THOUGHTS ON THE SUBJECT OF BREAK OVER AS IT PERTAINS TO THE HORSE'S FOOT AND LIMB FUNCTION. I would like to discuss some of the options we have using modifications to keg shoes, as well as shoes manufactured with modifications built-in by the manufacturer. This is my opinion only but I do not like to set shoes back off the toe in most situations. I prefer to fit the foot and modify the shoe to alter break over of the foot. There are many variations that we can use and it can be like putting a puzzle together, every time we add a piece the picture becomes more visible. There are many things to consider when determining type of modification or shoe we use for each horse, but my starting point is conformation, age, job or discipline, and type of footing the horse is working in. The three basic modifications I use most are rolled toe, rocker toe and half round or roller type shoe.

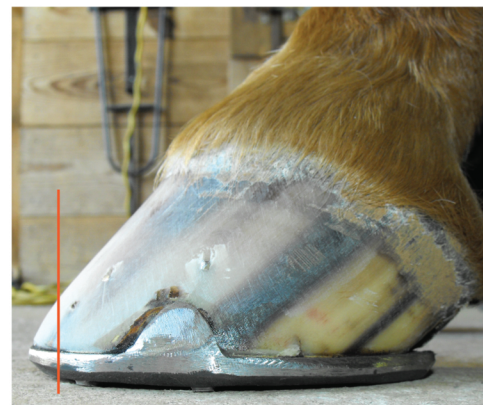
The rolled toe is a simple modification that can be achieved with your hammer, rasp, grinder or manufactured shoe. The foot surface of the shoe remains flat and the ground surface of the toe is beveled to reduce leverage or purchase of the toe. I find this modification helpful with horses being worked on synthetic footing. Synthetic footing for the most part does not allow the foot to slide or slip at all and by reducing the purchase of the toe the horses seem to move better and stay sounder. For the most part, I roll the toe of my shoe with my grinder on keg shoes. And, I also like the Kerckhaert Comfort shoe in steel and aluminum because the toe is already rolled.

Continued on Page 2



Top and Middle:
Kerckhaert Aluminum
Comfort **Inset:**
Kerckhaert Steel
Comfort

Continued from Cover



Left and Center: Kerckhaert DF with Rolled Toe **Right:** Kerckhaert Classic Roller

The rocker toe is a more aggressive modification achieved by breaking the plane of the foot at the toe on the shoe and foot. This modification allows you to move the break over point farther back than the rolled toe while still maintaining weight bearing on the toe wall. I like this modification on many of my older horses. I think it gives them a little help dealing with those old joints. I will also rocker the toes for some horses on synthetic surfaces for the same reasons I mentioned above.

Roller or Half round shoes have the entire outside and inside edge of the shoe beveled or rounded from heel to heel. These are great shoes for that conformational challenge you may encounter. The design of

the shoe allows you to shoe the foot without creating corners the horse will need to compensate for while moving. I like this shoe on horses that are working on a firmer surface, it gets in the ground a little bit and its rolled design can compensate for some conformation issues, such as angular deviations causing slight toe-in or toe-out. I like the Kerckhaert SX Roller in smaller sizes up to 1 and the Classic Roller for larger feet.

I do not believe that all horses need to have enhanced break over. I think horses need all the purchase they can physically use but that is different in all horses. Do not be afraid to experiment. What you experience on your own, you will never forget, especially the things that don't go your way.



Above: Kerckhaert with Rocker Toe Modification



Above: Rocker Toe

KERCKHAERT
Dedicated to excellence

**Choose Kerckhaert for
Shoes that Aid in Breakover**



Determining Farrier Pricing Structures

By Bob Schantz

FOR MANY FARRIERS, ONE OF THE BIGGEST CHALLENGES IN THEIR BUSINESS IS DETERMINING THE RIGHT PRICING LEVELS FOR SERVICES. SOME DETERMINE THEIR PRICES USING THEIR COMPETITOR'S RATES. OTHERS SIMPLY OPT FOR CHARGING AS MUCH AS THEIR CLIENT WILL TOLERATE. TO HELP FARRIERS OVERCOME THIS CHALLENGE, I HAVE DEVELOPED AN ANALYTICAL METHOD FOR DETERMINING ACCURATE PRICING. THE WORKSHEETS THAT YOU SEE PRESENTED IN THIS ARTICLE ALLOW THE USER TO ENTER ALL OF THEIR PERSONAL (HOUSEHOLD) AND BUSINESS EXPENSES IN SEPARATE WORKSHEETS WITH THE COMPUTER CALCULATING WHAT SHOULD BE CHARGED PER HORSE. AFTER SEVERAL REVISIONS, TESTING AND REVIEW BY AN ACCOUNTANT, THIS VERSION PROVIDES A FLEXIBLE, ACCURATE AND SIMPLE FILE TO HELP FARRIERS SET THEIR PRICING.

FARRIER PRICING WORKSHEET		#1
Maximum number of horses I wish to shoe per month	100	
Amount I must charge per horse to cover expenses (break even)	\$71.02	
How many horses per month I LOSE due to seasonal work	25	
How many months in slow season	2.50	
Lost income in slow season	4,439	
Monthly amount lost (due to seasonal work)	\$467.25	
Monthly Supply Costs (Cost to shoe 1 horse x 100 horses)	\$1,678	
Total household & business expenses + Monthly supplies + Monthly amount lost	\$7,102.25	

This total is for illustration purposes only and is based only on the items you see in this article.

Worksheet #1 – Farrier Pricing

Key information and automatic calculations can be found at the top of worksheet #1. In the example shown, the farrier has entered the maximum number of horses he wants to shoe based on a calculation of 5 horses per day and 5 days per week for a total of 100 horses per month. Based on seasonal loss and the expenses entered in the other worksheets (see #2, #3, #4), the formula calculates the amount the farrier must charge per horse to cover monthly personal and business expenses. This calculation will indicate if your pricing – and the number of horses you shoe per month – is sufficient to cover your business expenses, support your family and make a reasonable profit.

YOUR COST TO SHOE (4) FEET		#2
(4) Shoes of your choice	\$12.00	
Nails (32 nails @ \$0.08 per nail)	\$2.56	
Rasp Wear (15 horses per rasp \$25.00/rasp)	\$1.67	
Nipper Wear (25 horses/week for 50 weeks)	\$0.20	
Knife Wear (3 knives/year and 25 horses/week for 50 weeks)	\$0.10	
Other Tool Wear (clinchers, clinch cutter, etc.) (25 horses/week for 50 weeks)	\$0.25	
TOTAL COST PER HORSE WITH (4) SHOES	\$16.78	

This worksheet shows a partial list of items you might include. When you download the Excel file you can customize for your use.

Worksheet #2 – Materials Cost

Complete this worksheet using the cost of materials needed to shoe one horse. I have shown numbers for example purposes only. You will enter all of the items related to your discipline. For example: a farrier who shoes general pleasure horses with keg shoes will have a lower per shoeing cost than a farrier who shoes show jumpers or Saddlebreds. When this worksheet is completed you will see the Total Cost line reflected as part of the calculation on Worksheet #1.

Worksheet #3 – Monthly Household Expense

First enter household expenses, keeping in mind that, even though you may not presently have an expense (i.e., car payment, health insurance, etc.), you should enter what it will cost if circumstances change. Cars don't last forever, and calculating the cost in now will allow you to save for a future expense that is sure to come. Take time and consider every expense. Some expenses are paid annually and will need to be calculated and entered as a monthly expense. All shaded cells can have information entered into them. If you have an expense that is not described in the form, enter a description on a shaded line and the amount in the Amount column. Your entries will be included in the total expenses; allowing you to customize this sheet specifically to your situation.

MONTHLY HOUSEHOLD EXPENSES		#3
HOUSEHOLD EXPENSES		
Home mortgage or rent	\$1,000.00	
Groceries	\$500.00	
Home repairs and maintenance	\$100.00	
Telephone (home phone or non business cell phones)	\$200.00	
Utilities (gas, electric, water, sewer)	\$200.00	
AUTOMOBILE EXPENSES		
Vehicle loan payment	\$375.00	
Vehicle repairs and maintenance	\$20.00	
Gasoline	\$250.00	
INSURANCE EXPENSES		
Insurance - Home	\$50.00	
Insurance - Life	\$100.00	
Insurance - Health	\$650.00	
Insurance - Vehicle (personal vehicle)	\$40.00	
TOTAL MONTHLY HOUSEHOLD EXPENSES		\$3,485.00

Worksheet #4 – Monthly Business Expense

Enter all of your monthly Business Expenses into this worksheet. Use the items given as a guide, but customize this worksheet to fit the uniqueness of your situation and business. You can enter additional items (or change items) in the shaded cells. Remember these are MONTHLY expenses. For example: under Professional Expenses/continuing education, while you may only go to one big event a year, expense the total cost over the entire year. This helps you plan and save for larger expenditures.

MONTHLY BUSINESS EXPENSES		#4
SHOP EXPENSES		
Shop mortgage or rent		
Utilities (Propane for forge, shop utilities)	\$125.00	
VEHICLE EXPENSES		
Vehicle payment	\$375.00	
Repairs and maintenance	\$25.00	
Fuel	\$500.00	
Insurance - vehicle (business vehicle)	\$50.00	
Payment for farrier shoeing cap (Stonewell, etc.)	\$75.00	
PROFESSIONAL EXPENSES		
Continuing education (clinics/conventions, etc.)	\$100.00	
Professional dues and subscriptions	\$12.00	
Lodging and Meals	\$80.00	
TELEPHONE - BUSINESS SUPPLIES, CARDS, INVOICES		
Telephone	\$125.00	
Business supplies	\$5.00	
TOTAL MONTHLY BUSINESS EXPENSES		\$1,472.00

Your Final Calculation

When you have completed worksheets #2, #3 and 4, the amount you need to charge per horse will be calculated on Worksheet #1 – Amount I Must Charge per Horse. If you feel that amount is too large, you will need to adjust the number of horses you shoe each month or analyze your monthly personal and business expenses for savings. This program will allow you to have a clear understanding of what will be required to meet your financial obligations and be successful in your business.

This worksheet is available at www.farrierproducts.com. Go to the home page and click on the icon: "Farrier Pricing Worksheets." to download the Excel worksheet. You must have MS Excel (xls and xlsx) or Open Office (ods) to use this worksheet. If you need any assistance, email bob@farrierproducts.com.



FPD Launches Educational Web Video Series

FPD has launched a new web video series titled, "FPD FootPro™ Information Series for the Professional Farrier." The videos include product information and instructional content presented by Michael Wildenstein CJF, FWCF (Hons) and showcase a variety of products distributed by FPD. Please visit www.farrierproducts.com to view the growing collection of videos.

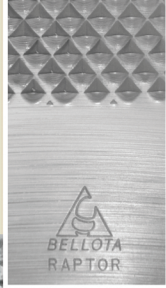
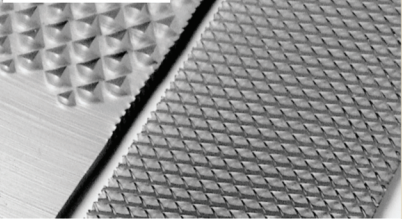




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Bold Cut



BELLOTA

RAPTOR

The Bellota Raptor Rasp is 1/2-inch wider than the other Bellota rasps, providing a greater cutting surface. It features a maximum cut on the rasp side and a coarse cut on the file side.

RAZOR

As its name implies, the rasp side of the Razor offers an extreme cut, while the file side is coarser. The 14-inch rasp incorporates a new tooth design to reduce logging and to retain its sharpness.