

OUR INNOVATIVE NEW DAIRY RATIONING PROGRAMME

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It has certainly been an unusual summer to say the least, and it seems strange that we are heading into winter without having met with you all at various agricultural shows over the summer months.

As we all know, the dairy industry has not been short of challenges this year! Although consumption of milk has increased through the domestic retail sector, the changing trading landscape both within the UK and further afield due to COVID-19, along with the supply-demand imbalance has brought uncertainty to all parts of the industry. With the unpredictability of external factors that are beyond the control of the farmer, one way that producers can help protect themselves against these forces is by taking control of the variables that are within their charge.

Forage testing is essential

As cows come inside, or we look to winter rations with this year's forage, it is essential that forage analysis is carried out. Even more importantly, this forage analysis should then be used to create the diets going forward into the winter, and not left in

a drawer in the office. This is to ensure that you are making the best decision with your purchased feeds and they are balancing home-grown feeds so we can accurately ration the cow. This year we are seeing low crude protein in silages with rumen fermentable protein particularly low. This should be a consideration when deciding what blends, compounds or straights to buy for the winter.

Rumen Friendly Rationing programme

Our approach to optimising efficiency for the dairy herd has always had data at its core and over the years we've developed a number of monitoring and benchmarking programmes that farmers have used to assess performance. As we move into the winter feeding period, we're pleased to announce the launch of a new dynamic rationing programme. The cloud based programme will be the first of its kind to be offered in the UK and has been developed following extensive R&D testing.

This new programme allows for a more detailed level of rationing in calculating how the total diet will react when fed to the cow rather than non-dynamic programmes in which diets are created based on individual feed values. The benefit is that it enables

for the supply of more accurately balanced nutrients to the cow to help balance the rumen and meet cow requirements, which in turn leads to healthy and efficient production. It is all part of our rumen friendly approach.

Another benefit of the programme is that it allows us to model low carbon diets to help reduce carbon footprint on farm and it can also be used to improve nitrogen efficiency.

Although we've only been using our new system for a few months, early feedback is very positive and it will be a valuable tool as we work with our customers on their winter rations. It will give us the ability to precisely match your home-grown feeds with our winter compound and blend range to maximise your herd performance and meet the requirements of your contract. Bespoke blends can also be created depending on tonnage required if we cannot sufficiently balance your ration using products from our standard range.

Speak to your Harbro dairy specialist to find out more about our Rumen Friendly Rationing programme or to arrange for a forage analysis.

WINTER COMPOUNDS

We are pleased to launch our new winter compound range including 2 NEW products for the winter season, both including maize as the main ingredient optimising energy provision to the cow.

All products in our range are:

- Made from quality, sustainable raw materials
- Soya and palm kernel free
- Fixed formulations and fixed price - October - March



Our Birkhill mill in Lanarkshire - efficient, sustainable dairy compound production in south Scotland.

UltraMilk 16 Nuts

NEW!

A new compound that would suit robotic systems or those feeding compound to yield through the parlour.

Specifically tailored to feeding high levels	High quality starch and protein sources to promote milk production. Including protected rape which provides high levels of methionine (often limited in dairy diets). 16% protein to ensure protein is not oversupplied.
Maize as top ingredient	Rumen friendly starch source to provide energy to the cow
Evo	Reduces stress and allows cow to eat, lie down and ruminate for longer periods promoting milk production

SupaMilk 18 Nuts

Appropriate for parlour feeding.

Rumen degradable starch and protein	Well balanced to promote rumen function
Good quality starch and fibre sources	Supporting a healthy rumen environment
Complements a range of diets	Using our new rumen friendly rationing software FaaS, SupaMilk is a complementary, cost effective compound for a range of diets

MaizeMilk 18 Nuts

NEW!

High energy cake with a range of starch sources to promote milk production. Would suit all systems.

Maize as top ingredient	Rumen friendly starch source to provide energy to the cow
18% protein	High quality protein sources including protected rape which provides high levels of methionine (often limited in dairy diets)
Evo	Reduces stress and allows cow to eat and ruminate for longer periods, improving milk production

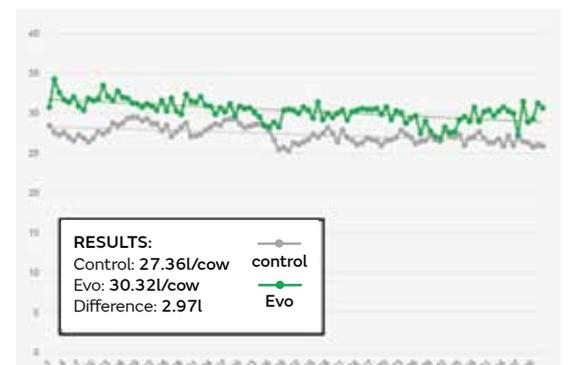
Enhancer 18 Nuts

Competitively priced for those using a compound in the parlour.

Balanced rumen degradable starch and protein. Mineralised to promote health and production.

evoc for dairy cows

A trial was conducted feeding Evo to a robotic herd and compared to the same period the year before. This demonstrated the effect that Evo can have on improving milk production through less stress.



Blends

We also have a wide range of dairy blends, and can supply bespoke dairy blends to meet the exact requirements of your herd.

Our blends are:

- Made from quality, sustainable raw materials
- Palm kernel free
- Many are made using Maxammon cereals - our grain treatment that improves the protein, pH and digestibility of the diet resulting in improved milk yield, solids, and improved health and fertility.

Comfort and hygiene paramount to management of herd at Chapelcroft

David Kennedy & Sons of Chapelcroft, Lochmaben have been steadfast users of Biosuper since 2005 with their herd of 200 pedigree Holsteins.

Comfort and hygiene are paramount and the cow cubicles have mattresses dressed with dried bagged sawdust in the morning and any soiled sawdust removed in the afternoon. Biosuper is applied by hand to the rear of the cubicles three times per week. It is also used for the straw bedded new-born calf pens every time they are cleaned out.

“We started using Biosuper back when we had an issue with mastitis and have pretty much used it ever since.” says David.



“We had a noticeable reduction in cases and have kept the occurrence rates low through regular use.”

The herd average is 11,000 litres, and with Bactoscan <9 and somatic cell count (SCC) regularly in the low 100s, these easily meet the requirements of their milk buyer. Mastitis cases are less than 10 per 100 cows.

“We have occasionally tried other products, but found those which were lime-based damaged the skin on the teats and reverted to Biosuper.”

Biosuper absorbs moisture to dry out bedding or flooring, lowers pH levels to help prevent pathogens from thriving and neutralises ammonia, reducing emissions and odours. It can be used on straw, shavings or concrete.

Improvements in air quality in housing can aid with heat detection in cows, in turn having a positive effect on fertility.

PRODUCT FOCUS



BRIDGE THE ENERGY GAP WITH GLUCOSE AID

Alex Robertson milks 500 cows at Coopon Carse Farm, Newton Stewart, Scotland, and uses Harbro Glucose Aid to help bridge the energy gap.

He comments that since moving on to the product, “he has seen extremely positive effects not only on fertility but that it has also eased the stress from calving through to full milk production.”

FULLY SUPPORTED



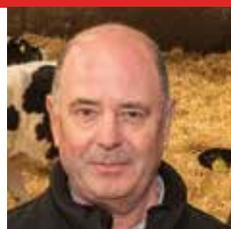
Billy Andrew



Maimie Sloan



Stuart Cameron



Neil Kidd



Arol Hyslop



Wendy Hutton

Our dairy team are on hand to discuss your winter feeding requirements.

Along with a wide range of feed solutions to suit your herd at each stage of production, we have a number of management programmes and services designed to help you increase performance on farm:

- Harbro Milk Monitor
- Harbro Calf Monitor
- Rumen Friendly Rationing System
- Forage Analysis

MINERAL RANGE

Responsible Mineral Nutrition

Mineral nutrition is based on finding the correct supplementation for livestock to promote health and performance while trying to avoid any deficiency or toxicity. Copper toxicity is the most prevalent mineral toxicity in dairy cows in the UK. Kendall et al (2015) found that 40% of livers taken from over 500 dairy cull cows were above the Animal Health and Veterinary Laboratories Agency (AHVLA) recommended range. Clinical signs of copper toxicity manifest after a long period of over supplementation. Times of stress can release a large amount of copper from the liver and can cause anaemia, jaundice, colic, depression and even death.

We have revised the copper supplementation within our minerals by lowering the total amount of copper by reducing copper sulphate inclusion but including more available sources of copper. Copper sulphate has been shown in several studies to reduce fibre digestion when fed at certain levels. Cu-Tek is our unique blend of 6 copper sources, including Optimin and Intellibond, which are highly available. Cu-Tek aids in improving immunity, growth and fertility.

Dairy Minerals

Super Dairy

High specification mineral for lactating cows, formulated to promote health and performance.

Rumi-Defence	Improves health and immunity
Sel-Plex and Vitamin E	Antioxidants boost the immune system
Iodine, Cobalt and Vit B12	Essential for energy metabolism
Cu-Tek & ZnTek	For immunity and hoof condition strength

PreCalver 1000

High specification mineral suitable for cows 8 weeks pre calving to calving

Low calcium approach to ensure health of the cow and promote calf vitality and health.

Iodine and Sel-Plex	Helps boost cow health, calf vitality and calf immunity (through improved colostrum quality)
Vitamin E and Rumi-Defence	Antioxidants improve immunity and health
Magnesium and Vitamin D	Promotes cleansing and reduces risk of milk fever
Cu-Tek	Smarter copper supplementation to support immune function of the dam and tissue and bone development in the foetus

Heifer Rearer

For youngstock from 6 months - 2 years. Aids in the development of the reproductive system to achieve calving at 22-24 months.

Active S	Available sulphur to support growth of youngstock on high straw diets
Biotin	Proven to aid hoof growth and strength
Cu-Tek	Improves immunity, growth and bone development

MAXAMMON[®] Dairy

A dairy mineral designed to complement diets including Maxammon treated grain.

Promotes dairy production, amino acid and biotin production and supports rumen microbes.

Active S	Supports manufacture of amino acids, biotin and thiamine
Sel-Plex, Vit E & Rumi-Defence	Antioxidants boost the immune system
Iodine, Cobalt and Vit B12	Essential for energy metabolism

Elite Dairy

A dairy mineral designed to complement a range of lactating diets

Selenium and Vitamin E	Antioxidants to improve the immune system
Iodine, Cobalt and Vit B12	Essential for energy metabolism
Zinc	Contributes to hoof integrity and udder health

Elite Dry Cow

A low calcium approach dry cow mineral designed to complement a range of precalving diets

Iodine and Sel-Plex	Helps boost cow health, calf vitality and calf immunity
Vitamin A	Promotes easier calving
Magnesium and Vitamin D	Promotes cleansing and reduces the risk of milk fever

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