



MAXIMISING OUTPUT, REDUCING INPUTS

By Stuart Cameron, Dairy Sales Manager

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Grazing Compound Range

Photograph -
Euan McCaig, Kilhilt Farm, Stranraer

In the next few weeks all grazing cows will change their regime, and it's a great sight watching the excitement of the cows as they head out to grass after a long winter indoors.

Although the milk price seems to be fairly stable, at least for the time being, the challenge of rising feed prices is never far away and the summer can feel like the golden opportunity to reduce the feed bill with the availability of new season grass. However, with a wide variance in its quality, especially at the start of the season, turn out needs to be managed carefully to maintain performance, and in turn, profit.

Reducing feed cost/litre

Our focus is to work with our customers to maximise output whilst reducing inputs, which for dairy farmers means reducing feed cost/litre. We have a number of products and services that enable us to do this, including:

Forage Analysis

Understand the nutritional value of your grass and tailor your ration to complement it, so you are not feeding more than required.



Grass Watch

Part of the Grass Watch programme, we analyse grazed grass twice monthly to give us an accurate idea of the potential of grazed grass.



Our compounds, blends and minerals

are designed to optimise performance and reduce cost/litre. All our compounds are FIXED PRICE so you have peace of mind and can budget more easily.



the only soya free grain treatment available in the UK, is designed to improve milk yield and reduce costs from home grown or locally sourced cereals.

NutriONics

our new dynamic rationing programme, which can help you reduce costs and improve performance. NutriONics takes into account how individual components react together in the cow, in particular energy and protein, to allow for the creation of more efficient and cost effective diets. We've been using the programme on farm over the winter and are seeing some fantastic results, including:

- 2.9kg/cow/day additional milk yield
- Reduced feed costs 3ppl

Speak to your Harbro specialist about how we can help you to reduce your feed cost/litre over the summer months.

Sustainable dairy production

With NetZero 2050 a clear focus across the supply chain, processors and retailers alike are looking to reduce carbon in the supply chain wherever possible, and at some stage this will drill down to the diet of the cow; with some companies already specifying this is a requirement.

Research and development is at the heart of our approach at Harbro, and we feel we have a responsibility to play our part in offering solutions that not only improve animal performance, but that also protect the planet.

Maxammon and Rumitech are two of our key products that do just this.



Maximise profit, minimise cost with Maxammon



Maxammon is the only soya free grain treatment on the market. Its guaranteed activity levels allow you to improve milk yield and reduce costs, at the same time reducing your environmental impact.

The Lawrie family at Myremill Farm have seen the following improvements since feeding a ration including Maxammon formulated with NutriONics.



Kevin Lawrie, Myremill Farm

Milk yield increased by 2.9kg/cow/day Feed cost reduced by 3ppl

Less gas, more profit!



Assured by The Carbon Trust, Rumitech reduces methane output and improves milk yield by making the rumen more efficient.

Rumitech:

- Improves cow health and fertility
- Helps reduce ketosis
- Is included as standard in our calf compounds
- Is in our range of ruminant minerals

To find out how Maxammon and Rumitech can be incorporated into your grazing diet or to discuss sustainability on your farm, then contact your Harbro specialist.

COMPLEMENTING GRAZED GRASS SUCCESSFULLY TO OPTIMISE COW PERFORMANCE



As spring hopefully establishes itself after a difficult start to the year, the prospect of warmer weather and cows remaining outside becomes a reality.

So what does a dairy cow need in addition to grass?

Unquestionably it is cheaper and simpler to graze cows with little or no supplementation, but it's also far less reliable to maintain intakes, milk production, milk solids, return on investment in genetic improvement and cow fertility. What is appropriate for a 5,000- 6,000 litre herd certainly is not realistic for one capable of 9,000 or 10,000 litres. If you under feed a cow, then it is not her fault when she has poor solids and doesn't go back in calf.

What is the potential of grass?

Well managed grazed grass in good conditions will be capable of supporting in the region of 15-18 litres/cow/day. Some would claim rather more, but it's not common and requires excellent management. To support maintenance and 18 litres, intakes of around 80-115kg of fresh grass per cow/day (14kg DM) are needed.

In poorer weather cows graze and eat less fresh grass, causing dry matter intakes to drop. On top of this, breed, stage of lactation, stage of gestation and many other factors will need to be considered.

Balancing grass intakes to feed cows

The cow's energy requirements need to be consistently met in order to maintain intakes, milk production, milk quality, body condition and fertility. To support 18 litre production, intakes of about 100kg fresh grass per cow per day (14kg DM) are needed. Measuring grass regularly is an important step. Allocating that grass is the next step. Establishing utilisation and actual intake then allows you to balance the grass accurately.

Watch out this summer for regular GrassWatch grazing advice on social media from the Harbro Dairy Team.

- Turnout to grass should be gradual, starting with grass by day, followed by a few hours after evening milking for 3-4 days before full turnout at night.
- At no point should any buffer/complementary feed reduce intakes of grazed grass. It should be designed to improve grazed grass digestion and animal performance.
- For higher yield potential cows/herds, depending on the level of production, cows can be offered a fibrous buffer feed via a mixer wagon or straight alternative forage (9-11kg dry matter/cow/ day) before or after each milking, if out day and night.
- The majority of the complementary forage or mix should ideally be fed in the morning so that cows can return to pasture in the evening with a strong appetite to consume the highest dry matter and highest sugar content grass of the day.

- Good grassland management and measurement strategies are making intake measurements from grazing much more achievable. Any sudden drops in dry matter intakes associated with a change in grass quality or quantity offered along with weather condition issues must be acted upon immediately.
- Introduce diet changes slowly.
- This is particularly important when cows are turned out to grass as the sudden change in diet can potentially cause digestive upsets that lead to reduced overall intakes.
- Introduce a good quality buffer feeding strategy with sufficient fibre to help reduce any potential digestive upsets. High dry matter intakes not only drive milk production but also reproduction as it stimulates ovarian function and reduces days to first ovulation.

Speak to your Harbro specialist about the best feeding options to complement your grass this summer. Our range of compounds and blends and Maxammon cereals will help you to maximise the potential of your grazing herd and meet the requirements of your milk contract.

GRAZING COMPOUND RANGE

Our grazing compound range has been designed to achieve efficient milk from grass.

Made from quality raw materials, products range from 15-17% protein offering a variety of options to cost effectively complement grass and other available forage.

All products with the exception of EliteGrass contain Evo and Syntek as standard.

FIXED PRICE

April - September

Syntek

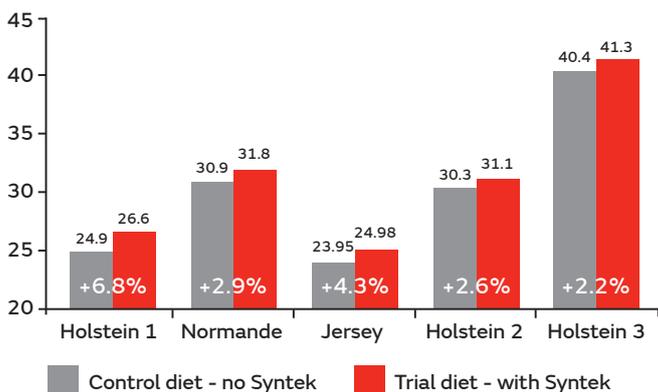
Syntek improves milk yield

Syntek has the following benefits:

- Improves milk yield
- Improves rumen health
- Reduces risk of acidosis

Five trial groups were fed identical diets with the only exception being the inclusion of Syntek.

MILK YIELD,
KG/D/COW



Trial results show an average improved milk yield of 3.4% +1kg milk/cow/day.

Evo

Evo reduces stress and optimises feed intake

Evo has been included in many of our compounds to reduce stress and increase intake with trial results showing Evo can increase yield by 8%.

GoldenGrass 15 Nuts

One of our key products in the range specifically designed to promote butterfat is GoldenGrass 15 Nuts.

GoldenGrass 15 Nuts has been designed using NutriONics rationing programme based on southern Scotland grass analysis.

Appropriate for feeding throughout the season.

C16 protected fats	Promotes butterfat
High quality fibre sources	Helps reduce risk of milk fat depression (MFD)
High starch	Balances rumen fermentable protein in grass
High spec mineral package	Including Evo and SynTek

C16 protected fats promote butterfat production

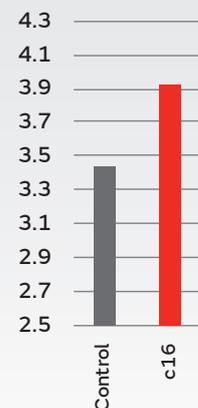
Numerous studies have shown increases in butterfat where C16 protected fats are included in the feed: Mosley et al, 2007.

Financial impact of increasing butterfat

For a typical 150 cow milking herd producing 25/litres per day, just a 0.2 increase in BF is worth an additional **£562/month***

*Assuming a typical 150 cow milking herd being paid 2.5p/1% butterfat.

Milk fat % changes with addition of C:16



0.49% improvement in butterfat

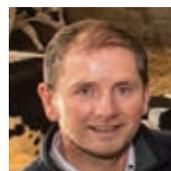
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100% Recycled Fibre

Please email us at marketing@harbro.co.uk if you no longer wish to receive information from us.

