INSIDE THIS ISSUE
• Live to dead insight from Dunbia
• NWF expands with Bilsborrow Blends Plant
• NutriOpt, accurate ration formulation
• Diets for fast growing, cost efficient beef
Understanding how to manage cattle and market prime beef for improved carcase quality and better returns was the focus of the NWF tour to the Dunbia Abattoir in Clitheroe hosted by Steve Powdrill, AHDB Beef & Lamb National Selection Specialist. Reporting on the insight gained from the tour was NWF’s Kevin Tonna.

The AHDB Beef and Lamb Better Returns Programme encourages beef and sheep producers to evaluate their businesses to identify where improvements can be made in terms of cost reduction, environmental impact and animal performance, whilst keeping focused on the market demand.

One of the main challenges for farmers is to understand and appreciate that apart from rearing livestock, they are food producers. Eventually, their business activities are associated with three distinct customers; namely, the person who consumes the meat produced on their farm, the retailer who sells it to the public, and the processor who buys it for processing and reselling. With this change in mentality the beef sector will be projected up to the next level.

During the visit, an exercise was conducted where the conformation and fat parameters of four sires from the same holding were assessed, basing the assessment on the Beef Carcase classification. Both the UK and Europe base their grading system for carcasses on the EUROP classification for conformation and a numeric assessment for fatness. Each member of the NWF tour recorded their grade and estimated carcase weight which was then compared to the official grading when the cattle reached the chillers.

Food safety is never overlooked by Dunbia as this crucial matter has a controlled IT system designed to improve all operational feed operators implement special traceability systems. Dunbia has a controlled IT system designed to improve all operational controls, productivity and reduce waste. Risk based assessments are conducted for allergen controls and contamination risks. The AHDB Beef and Lamb Better Returns Programme encourages beef and sheep producers to evaluate their businesses to identify where improvements can be made in terms of cost reduction, environmental impact and animal performance, whilst keeping focused on the market demand.

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According to Steve the traceability system follows a rigorous HACCP, based on an advanced IT solution which guarantees a full traceability of the carcase and the meat throughout the whole process. With a slaughtering rate of approximately 60 cattle per hour, Dunbia were required to implement comprehensive programmes to monitor, test and confirm that food safety controls are being observed in order to deliver quality assurance across the broad feed-food chain.

In August, a new feed blend operation was opened in Bilsborrow, Lancashire, in a partnership deal with the Stuart family of Raby’s Farm who have been running their blending site since 2009. The site, which will be running as NWF Bilsborrow Blend Site, will supply the farming community with a range of blends, compounds andstraights for dairy, beef and sheep and the Stuart family customer service will remain the same.

Customers will still have the option to collect their feed or can have it delivered on-farm. In addition, there will be NWF sales specialists on the road to offer support and advice where required.

Andrew Downie, Managing Director of NWF Agriculture, said, “NWF’s commitment to UK agriculture is further demonstrated by this joint venture with the Stuarts and their successful, family-run blends plant. This is a very exciting time for the team as we enter into this new relationship.”

The partnership deal at Bilsborrow is part of on-going strategic investment and restructuring for NWF, with the aim of ensuring the business has operating sites best placed to maintain customer demand and service. In line with this, NWF has left the feed mill and blending plant at Stone, Staffordshire which it acquired from SC Feeds in 2013; the volume from this business will be transferred to the Wardle site.

Significant investment has been made to increase capacity to improve quality of service at the two Jim Peet mills at Brayton and Longtown in Cumbria.
NutriOpt: Formulating rations to ensure your cows are being fed as effectively and economically as possible sits at the heart of cow performance and herd profitability. With the pressure on margins unlikely to ease, making sure feed costs – which can account for up to 70% of the overall production budget - are controlled is essential.

NutriOpt, developed by Trouw Nutrition, is the latest modular precision-feeding system made up of proven components that offer the latest nutritional science data and technology. When used together, these components make it possible to fine-tune your feeding strategy with high accuracy, precisely calculating the most economically efficient approach under current market conditions.

It’s a dynamic rationing model which takes into account not only standard elements such as dry matter (DM) and protein degradation in the rumen, but also the effects of rumen degradation on all nutrients ie starch, sugar, fibre etc.

The system is based on four key areas:
1. Dynamic energy (DyNE)
2. Digestible intestinal protein
3. Fermentable energy and protein balance
4. Amino acids

Dynamic Energy (DyNE)

Dynamic Energy (DyNE) is the total amount of net energy available to the dairy cow for milk production. It is the sum of energy in the nutrients that are being formed and absorbed in the digestive tract including VFAs, glucose, amino acids and fatty acids, providing an accurate estimation of energy available to the animal, based on processes taking place inside the animal rather than gross inputs.

It offers a more refined assessment of energy than simply ME, which can be considered the gross input to the cow, reflecting the energy cows can actually use. As an example, a grass silage with an ME of 10.8MJ/kg DM might have a DyNE figure of 5.4-6.4 MJ/kg DM – and this can help explain why cow performance isn’t matching what you might expect from the ME figure of certain silages.

Translate this to yield, and while you might be forecasting a yield of 36 litres based on ME, this figure ranges from 34-38 litres based on DyNE. By assessing the products of fermentation and digestion more accurately, DyNE gives greater forecasting accuracy to the ration.

NutriOpt Digestible Intestinal Protein (NDIP)

The NDIP part of the system is based on microbial protein yield plus degraded and digested bypass protein; this gives the supply of metabolically-available protein. The fermentability and passage rates of carbohydrates in the rumen determine the microbial protein yield, as the fermentation of carbohydrates is needed to produce microbial protein.

As with DyNE and ME, NDIP gives a range within the MP (Metabolisable Protein) figure. For example, an MP predicted yield of 34 litres could have an NDIP yield of 32-39 litres.

NutriOpt Fermentable Energy and Protein Balance (NFEPB)

NFEPB gives a measure of the rumen protein and energy balance. If NFEPB value is positive, there is excess rumen fermentable protein (more protein supplied than is required for microbial protein synthesis) and rumen fermentable energy is limiting; if NFEPB value is negative there is excess rumen fermentable energy and not enough nitrogen supplied for microbial protein synthesis (rumen fermentable protein is limiting).

If the diet is balanced for protein and energy, then the NFEPB figure is 0g/day and the ration is providing optimal microbial protein synthesis. It is recommended that NFEPB is 0-200g/d on a total diet basis.

In practice, low crude protein (CP) grass silages can have a negative NFEPB and are classed as carbohydrate rich, depending on sugars and NDF degradability for total fermentable carbohydrates. Conversely, silages with high CP are positive for NFEPB as they are protein rich.

Amino acids (NDIP-Lys and NDIP-Met)

The NDIP-Lys and NDIP-Met figures give the amount of lysine and methionine absorbed in the small intestine. Both are essential amino acids, in that they cannot be synthesised by the cow, and must be provided in the diet in the form of either rumen undegradable protein (RUP) or produced by rumen bacteria during microbial protein synthesis in the rumen; lysine’s predominant biological function is almost exclusively for synthesis of protein (ie milk protein, growth, pregnancy and maintenance).

For the efficient utilisation of dietary protein supplied, the ration must deliver the optimal amount of metabolisable amino acids in the right proportions to meet the needs of the cow. If one of the 10 essential amino acids becomes limiting due to short supply, the other absorbed amino acids cannot be used to produce proteins, and protein efficiency begins to decline. Research has shown lysine and methionine to be the two amino acids most often first limiting for milk protein production.

Feeding with precision for profit

Research shows by using NutriOpt dairy cows can be fed with greater precision and better focus on rumen health. This in turn delivers cow performance and herd profitability.

Contact your local NWF Sales Specialist or call 0800 756 2787 for more information about how the combination of NWF feeds, ration management and technical advice can drive your business forward.
How good is this year’s grass silage?

There’s no doubt 2016 has been – and, for some, continues to be a challenging year in terms of weather and the resulting crop growth and management. As grass silages analyses for first and early second cut has come in, indications are that this has had an impact on quality.

While the mild winter conditions of 2015/2016 allowed grass to continue to grow in many areas over the winter months, poor weather conditions through early spring slowed growth and delayed turnout in many areas, which carried the winter growth forward for first cut. Improvement in the growing conditions in early May led to rapid growth and very high covers, however this was combined with limited harvesting windows which delayed cutting further in many instances.

### Table 1. First cut grass silage results summary for 2015 and 2016 (source: Trase Nutrition SilageWatch)

<table>
<thead>
<tr>
<th>2015 and 2016 First Cut</th>
<th>Average</th>
<th>2016 Min</th>
<th>2016 Max</th>
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<tbody>
<tr>
<td>Crude Protein %</td>
<td>14.0</td>
<td>12.7</td>
<td>22.3</td>
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<tr>
<td>D Value %</td>
<td>68.3</td>
<td>58.1</td>
<td>75.8</td>
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<tr>
<td>ME M/kg</td>
<td>10.9</td>
<td>12.1</td>
<td>13.1</td>
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<tr>
<td>pH</td>
<td>4.0</td>
<td>5.5</td>
<td>4.1</td>
</tr>
<tr>
<td>NDF - of total N %</td>
<td>2.5</td>
<td>16.8</td>
<td>2.4</td>
</tr>
<tr>
<td>Ash %</td>
<td>8.7</td>
<td>8.7</td>
<td>12.7</td>
</tr>
<tr>
<td>NDF %</td>
<td>46.6</td>
<td>64.9</td>
<td>50.4</td>
</tr>
<tr>
<td>ADF %</td>
<td>29.6</td>
<td>41.6</td>
<td>30.3</td>
</tr>
<tr>
<td>AD Lignin g/kg</td>
<td>45.6</td>
<td>59.75</td>
<td>29.3</td>
</tr>
<tr>
<td>VFA g/kg</td>
<td>16.9</td>
<td>58.2</td>
<td>1.0</td>
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<tr>
<td>Lactic Acid g/kg</td>
<td>63.4</td>
<td>136.9</td>
<td>46.2</td>
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<tr>
<td>Intake Potential (g/kg)</td>
<td>99.1</td>
<td>138.2</td>
<td>97.5</td>
</tr>
<tr>
<td>Rapidly Fermentable Carbohydrate (g/kg)</td>
<td>190.1</td>
<td>255.5</td>
<td>176.1</td>
</tr>
<tr>
<td>Total Fermentable Carbohydrate (g/kg)</td>
<td>410.1</td>
<td>566.7</td>
<td>452.6</td>
</tr>
<tr>
<td>Rapidly Fermentable Protein (g/kg)</td>
<td>91.0</td>
<td>139.4</td>
<td>81.1</td>
</tr>
<tr>
<td>Total Fermentable Protein (g/kg)</td>
<td>98.6</td>
<td>169.4</td>
<td>103.0</td>
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<tr>
<td>Acid load (g/kg)</td>
<td>188.0</td>
<td>280.1</td>
<td>203.9</td>
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<tr>
<td>Fibre Index</td>
<td>117.0</td>
<td>151.1</td>
<td>118.3</td>
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<tr>
<td>Dynamic Energy (MJ/kg)</td>
<td>5.6</td>
<td>7.1</td>
<td>6.0</td>
</tr>
<tr>
<td>NUFAL g/kg</td>
<td>14.3</td>
<td>20.1</td>
<td>14.8</td>
</tr>
</tbody>
</table>

Early indications from second cut grass silages are of a reduced dry matter content and lower ME, a high NDF percentage but lower lignin content in comparison to the 2015 crop. There’s no doubt 2016 has been – and, for some, continues to be a challenging year in terms of weather and the resulting crop growth and management. As grass silage analyses for first and early second cut has come in, indications are that this has had an impact on quality.

For this winter, and for calves at any stage of development, there is another tool you can use for providing your calves with more energy. NWF Ultra Start pellets are formulated to provide an increase in energy readily available to the developing calf, in the form that it is most used to it being in – lactose (milk sugar).

Ultra Start also has the benefit of promoting solid feed intake – boosting energy intakes without having to change your liquid feeding regime. As a highly palatable solid feed, the carbohydrate (sugar) fermentation directly seeks to assist the development of rumen papilae, and blood supply to the rumen lining, whilst limiting the risk of rumen acidosis often posed by high starch content starter pellets.

### Questions from the calf shed

Weaning, and when to wean often causes debate. When is best to wean?

**Q**

In the winter, when temperatures fall below 15°C calves have greater energy requirements to maintain their own body temperature and if they are not fed at an increased feed rate, the reduction in available energy for growth and immune function will typically lead to health challenges and reduced growth rates.

Current (and sensible) advice is to increase the energy provided through the milk replacer, either by increasing the volume fed or increasing the concentration of milk replacer per litre. In winter, older calves do respond to their increased energy demand by eating more starter feed. However, the more vulnerable calves at less than 3 weeks old, are limited by the energetic value obtainable from starch & fibre based solid feed, due to their immature digestive system.

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NWF Laboratory Services are currently analysing a record number of samples per day – our state of the art NIR analysis machine is currently scanning over 100 samples per day – make sure you’re included, and send your analysis in – your sales specialist will take samples free of charge for you.
CASE STUDY 1:
SUBSTITUTING 1KG OF SOYA FOR 0.7KG ULTRA SOY
Assuming a delivered soya cost of £330/t, a customer feeding 29t soya per month with feed rate of 1kg has a soya cost of £9,570.

Substituting this for 0.7kg of Ultra Soy at £365/t means a requirement of 20t with a total cost of £7,300, giving a saving of £2,270.

Total cost saving will be dependent on what the 0.3kg is replaced with; using slage or distillers at £190/t would still present a saving.

CASE STUDY 2:
SUBSTITUTING 1KG OF SOYA FOR 1.3KG OF ULTRA PRO R
Alternatively, the 1kg of soya can be replaced with 1.3kg of Ultra Pro R, which requires 38t instead of 29t soya @ £222/t leaving a cost of £8,436, giving a saving of £1,134.

In this scenario, it requires other feeds to be formulated out of the diet or DMI to increase.

Protected energy
There is a similar potential to save costs and maintain performance with Ultra Starch W when switching from maize. Ultra Starch W is a high quality cereal which as a result of precise treatment of rolled wheat, contains a higher level of undegraded starch and provides considerable improvement in the by-pass characteristics of starch compared to wheat.

High yielding cows have a high requirement for glucose, the main driver of milk production, and protected starch sources such as Ultra Starch W offer the opportunity to maximise glucose supply without negatively impacting on rumen production.

CASE STUDY 3:
SUBSTITUTING 1KG OF ROLLED MAIZE FOR 1.1KG OF ULTRA STARCH W
Assuming a delivered rolled maize cost of £203/t, a customer feeding 29t rolled maize per month with a feed rate of 1kg has a rolled maize cost of £5,887.

Substituting this for 1.1kg of Ultra Starch W means a requirement of 31.9t @ £170 which costs £5,423, giving a saving of £464.

Protected feeds offer cost-saving opportunity
With the gradual rise in soya prices over the past four months or so, there’s an increasing opportunity to look at swapping soya as a straight for one of the NWF protected protein products. Current maize prices also suggest a similar opportunity to switch rolled maize for Ultra Starch W.

Protected protein
There are a number of benefits to using protected feeds in the ration, including ensuring the cow has sufficient DUP to make up any shortfall in microbial protein production in the rumen. Ultra Pro R is a high quality vegetable protein which, as a result of precise treatment of rape seed meal, contains a high level of Digestible Undegradable Protein (DUP); out of a total of 34% crude protein, it provides approximately 75% undegradable protein in the fresh material, with a DUP content better than naturally-occurring vegetable proteins. Ultra Starch W is a high quality vegetable protein which, as a result of precise treatment of extracted soya bean meal, also contains a high level of DUP.

Out of a total of 46.5% crude protein, it provides approximately 80% undegradable protein in the fresh material, with a DUP content better than naturally-occurring vegetable proteins and at least as high in DUP as protein from fish origin.

The figures on the right in the case studies also illustrate the potential cost savings of using either Ultra Pro R or Ultra Soy.

Jonathan’s success this year has been tremendous, here are the highlights;

ALL BREEDS ALL BRITAIN CALF SHOW 2016
Senior Showman: 4th place
Calf born between 1st June - 31st July 2015: 1st place (Shoreline Euphoric Pixie)
Holstein Calf Show Honourable Mention (Shoreline Euphoric Pixie)

NORTHERN DAIRY EXPO 2016
Champion Showman
Class 1b: 1st place

HYB 2016 RALLY RESULTS
Junior Stock Judging: 1st place
2nd place Field-To-Foto B-Team as part of Lancashire Club

2016 NATIONAL STOCK JUDGING COMPETITION AT NEWTON RIGG
Intermediate: 2nd place
1st place as part of Lancashire Team

EUROPEAN YOUTH CHAMPIONSHIPS, COLMAR 2016
Junior Clipping: 1st place
Junior Showmanship: 4th place
Junior Overall: 2nd place

In addition Jonathan won 1st place at the 2015 All Britain Judging Competition and received the Champion Interbreed Calf at Royal Highland Show in 2015 and 2016.

With amazing success this year, Jonathan now sets his sight on 2017 “My target is to keep improving on the quality of the Shoreline Herd and to showcase them successfully and, in addition to the calves, I would like to try and show some of the milkers” comments Jonathan.

Shoreline showing success
On the west coast of the Lake District, you will find an up and coming star in the Holstein showing world. At 18 years of age, Jonathan Woodhouse has travelled the UK and Europe competing against the very best in stock judging and showmanship classes.

The family farm’s location was the inspiration for the herd’s name, Shoreline, which was established in 2008. The pedigree herd of 100 Holsteins have been customers of NWF for a number of years, drawing on the expert advice from ruminant feed specialist Paul Brooke. A range of feed is supplied to the farm tailored to the suit the herd and young stock at different points throughout the year. Currently Jonathan feeds Deluxe Rearer 21 to all the calves from 3 month to 8 months of age and Super Grower is fed to all calves from 8 months onwards.

From an early age Jonathan would be amongst the home bred calves and with the support of his mother Amanda and father Chris he started to show real interest in the stock judging and showing. The turning point was when he joined the Lancashire Holstein Club and became involved with Holstein Young Breeders (HYB). HYB provides young dairy farmers from the age of 4 to 26 a fantastic opportunity to learn, compete, build friendships and a career. The youth movement hosts annual stock judging competitions, social events and provides the opportunity to travel and compete against other countries.

...
Andrew and Tracey Speed’s 1,200-acre Briddicott Farm at Carhampton, near Minehead on the Somerset coast, is a true mixed unit. As well as 500 acres of cereals, much grown for home feeding, the unit is home to 50 suckler cows, 1,000 Friesian x Poll Dorset milking ewes and a small 40-head herd of red deer.

While milk production is the primary output of the breed, there is also a close focus on fat lamb production. This year, feeding an NWF sheep blend to the ewes and NWF Fast Lamb to the finishing lambs supplied by NWF’s Philip Kingsland, the unit has seen its best-ever carcases go through the Dunbia plant.

“All the lambs stay on their mother for five to six weeks, with the creep feed introduced from two weeks on. We’re aiming to have the lambs start going to slaughter from 10 weeks of age,” says Mr Speed.

“For the first time this year, we’ve achieved 2,000 lambs scanned out of a thousand ewes. Of the first 350 lambs which were sent in this year, there wasn’t a single O grade carcasse; 14% were graded E, 50% U and 36% R.”

The farm has been milking sheep for 27 years and started out with 60 ewes on 60 acres. The family business, which includes Andrew’s wife, Tracey, and their children, Kirsty, Rachel and Robert, as well as a full-time shepherd plus apprentice, has gradually grown in size over the years.

During this growth, the Speeds have developed their own breed of flocks which has given us a very diverse genetic population, finished lamb. Over the years we have bought in from a variety of flocks which has given us a very diverse genetic population, so that now we are able to breed all our own replacements, as well as having our own Friesland x Poll Dorset rams,” says Mr Speed.

The ewes producing lambs for finishing go to a mix of terminal sires, including Suffolk, Beltex and Charollais rams. All are sold direct bar a handful which go overweight.

Ewes are fed a mix of homegrown barley, oats and peas which is mill and mixed on site, with the NWF sheep blend fed from April. A small amount of soya is also fed via the feeder wagon ration based on maize and Lucerne silage.

“Our sheep milk is supplied to local ice-cream, yoghurt and cheese producers. Maintaining both the quality and quantity of milk is essential, as well as maximising the returns from the lamb crop, and the results this year have been very pleasing,” says Mr Speed.

Minerals for Beef

When it comes to feeding minerals to beef cattle generally they are poorly supplemented resulting in poor fertility for sucklers cows and poor growth for the more intensive beef system. Suckler cows tend to be grazed on pastures that may well look lush, but could be hiding an array of mineral imbalances.

For suckler cows magnesium is an important element to ensure that no deficiencies occur. A daily supply of 15 - 20g of magnesium needs to be supplied to ensure that magnesium deficiency does not occur. It is important to ensure that levels are kept high during periods of stress, such as weaning, calving and in periods of wet, cold weather.

Vitamin E and Selenium are of particular importance for the suckler cow to ensure that she is in the best possible health as getting her in calf once a year is the key driver for a profitable enterprise. Vitamin E should be supplied at 250mg – 350mg/h day and selenium at 2 – 3mg/h/day. Both these elements work in conjunction with each other to help improve the animal’s immune response and also help to improve egg quality and viability and therefore help to improve fertility rates.

For intensive beef systems, calcium would be the most important element to be provided to ensure that bone structure is not penalised during levels of high growth. Magnesium and phosphorous levels need to be kept low, as feeding high levels will increase the risk of urinary calculi which is potentially lethal if left untreated. Providing a mineral high in salt will also encourage the animals to drink plenty of water and therefore help to reduce the risk urinary calculi forming.

Most cereals tend to be low in vitamin levels therefore it is important that they are supplemented. Providing intensively reared stock with at least 500mg/h/day of vitamin E, not only has a positive response on the immune status of the animal, but also has proven positive effects on meat quality and ‘ drip’ loss. It is also essential that vitamin A and D are adequately supplemented, as background levels in intensive cereal diets are very low and may lead to a serious deficiency.

As with all animals it is important that when caustic treated cereals are being fed at above 2kg/h/day then the sodium level in the mineral will require reducing.

The NWF range of beef feeds has something to suit most situations but, where there is a specific requirement, the bespoke blends offer a tailored solution for your farm and come fully mineralised for ease of use.

Diets for fast growing, cost efficient beef

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NWF offer a comprehensive range of compounds, blends and straight for beef.

Whatever production system used and whichever forage is fed, NWF can supply diets that help ensure fast growing cattle can meet specification, cost effectively.

• Calf Startrite
• Ultra Start Calf Pellets
• Vital Rearer
• Super Rearer
• Deluxe Rearer
• Super Grower
• Super Grower Plus
• Pedigree Beef
• Prime Beef
• Gold Star Beef
• Bed Concentrate Pellets
• Hypro Mixer Nuts
• Super 34 Concentrate

A range of proteins are available in diets and bespoke blends can be formulated, manufactured and delivered direct to suit individual systems and budgets.
Royal Visit  
NWF were delighted to receive a visit from HRH the Countess of Wessex at the Dairy Show held at Shepton Mallet on 5th October.

Stephen Taylor welcomed HRH the Countess of Wessex onto the NWF stand where she took great interest in the feed samples on display and hearing about the business.

BVDFree  
NWF are supporters of the BVDFree England scheme launched in July. This is the first national scheme in England, with the aim of eliminating BVD from all cattle herds by 2022. The scheme uses a simple four step approach to achieve this objective, using the ‘ADAM’ principles:

- **A**ssess the level of biosecurity and disease risk on your farm,
- **D**efine the BVD status of your herd,
- **A**ct to remove BVD from your farm and/or to make sure you stay free
- **M**onitor progress with an annual status check.

Barenbrug Grass Training  
Thank you to Barenbrug who hosted an insightful tour at their Cropvale Plots in Worcestershire. Members of the NWF sales team and customers were presented with an overview of the Barenbrug Group, grass breeding and research, grass species and advice on grassland management.

If you are interested in visiting the Barenbrug’s plots with NWF please call 0800 756 2787.

BVDFree Supporter

The Cheshire Dairy Queen Team are proud to present a book filled with loved recipes from past and present members of Cheshire YFC.

All proceeds go to Cheshire Agricultural Chaplaincy.

To order call  
Lisa 07584 164618  
Cat 07544 532148  
Hannah 07961 221439

The Cheshire Dairy Queen Team are proud to present a book filled with loved recipes from past and present members of Cheshire YFC.

Available from your local NWF sales specialist or call 0800 756 2787

**NWF 2017 Calendar**  
Features heat dates, ideal for the farm, office or parlour.

**NWF Agriculture Ltd**  
Wardle, Nantwich, Cheshire, CW5 6AQ  
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FAX: 01829 260061

EMAIL: sales@nwfagriculture.co.uk  
WEB: www.nwfagriculture.co.uk

Useful Contacts

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<td>General Enquiries</td>
<td>0800 756 2787</td>
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