



AGRICULTURE

News

Your NWF Newsletter
Spring 2020

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Making good silage this season
Boost rumen health of our herd

Are you over paying for your proteins?
Get a healthy start for lambs



www.nwfagriculture.co.uk

Monitor and react quickly to the pro's and con's of grazing

Turning cows out to grass can deliver several benefits, but to achieve a truly successful grazing season the negatives need to be managed effectively.

The table below shows the annual fresh grass averages supplied by Trouw Nutrition; early season grass has significant benefits with high protein, energy, sugars and intake potential.

High sugars contributing to a elevated RFC (Rapidly Fermentable Carbohydrates) and lower fibre (NDF) can put rumen health at risk. This alone may contribute to reduced milk fats, but when coupled with high oil and high RUFAL (Rumen Unsaturated Fatty Acids), milk fats come under serious pressure.

Whilst the high protein in fresh grass can deliver benefits, much of it can be left unutilised so attention must be paid to milk

urea's and body condition score to ensure the correct balance can be achieved.

Among a comprehensive range of compound feed options, NWF supply Grazemore; a high-quality compound feed made up of a high level of by-pass nutrients such as maize and NWF's Ultra Pro R (Rumen Protected Rape). Alongside digestible fibre, these ingredients are included to reduce pressure on the rumen and improve nutrient digestibility. Furthermore, Grazemore contains the NWF additive, Opti-Rumen; a proven additive to help improve rumen function, lift milk constituents and capture excess rumen protein and deliver it to the hind gut.

Speak to your local NWF specialist for more information on turnout and the dairy feeds available for cows at grass.

	Early Season Spring Grass	Mid Season Summer Grass	Late Season Autumn Grass
Dry Matter (%)	19.07	18.21	15.79
Crude Protein (%)	23.77	21.85	25.54
ME MJ/kg	12.33	11.61	11.79
Sugars (% DM)	9.88	7.84	6.00
NDF (%)	39.34	46.88	47.04
OIL (%)	5.66	3.80	4.93
RFC (g/kg DM)	176.51	150.96	126.17
RUFAL (g/kg DM)	19.35	13.02	16.87

MAKING GOOD SILAGE

To achieve a profitable milk yield from forage making and then conserving high quality palatable silage is critical. A number of factors need to be considered to achieve this, some of which are identified below.

Cutting time is key, clearly the weather plays a big part but ensiled dry matter should be 30 – 35%, also ensure nitrates are low as this will effect the initial pH drop once oxygen is excluded. NDF can also be an important indicator, once over 40% on a pre-cut analyses, silage digestibility and therefore milk yield potential can reduce.

Harvest time should be as quick as possible, wilting is important and needs to be achieved within 24 hours, spread swaths wide to speed

wilting up and ensure chop length suits your system requirements.

Inoculant use can be a critical area for an efficient fermentation to occur, working with beneficial bacteria to drive a quick and effective front end fermentation to capture quality nutrients. Enzymes within Sila-Guard will help to breakdown complex fibres and improve overall digestibility.

Packing density will enable the exclusion of oxygen and help back end stability, whilst it becomes more difficult with a drier crop, that's when it's most important.

Seal the clamp quickly and effectively. Covering silage isn't enough, a tight seal must be achieved with consistent overlap to ensure oxygen is kept out.

HOW DOES SILA-GUARD WORK?

NWF's unique Sila-Guard inoculants act in 4 ways:

- 1 Two strains of Lactobacillus bacteria work to produce lactic acid rapidly, acidifying the silage and locking in the beneficial nutrients of the forage. These bacteria also help to stabilise the aerobic environment in the silage.
- 2 A unique mixture of enzymes which act on hard-to-digest cell walls to release more sugars to the energy-producing bacteria in the rumen. Releasing more acetate and propionate provides more energy for milk production.
- 3 Acetic acid bacteria improve the aerobic stability of silage and can act to compete and reduce contamination by pathogenic bacteria, improving performance and safety.
- 4 Microbial stimulants are added to kick-start the inoculant for rapid action at ensiling. Faster "pickling" can reduce heat in the clamp, which reduces milk losses and can improve NDF digestibility and intakes.

BOOST Rumen Health

NWF has a range of additives and rumen paks which are designed to support rumen function and performance throughout the year. They come in handy 25kgs making them ideal for mixing with or top dressing onto the daily ration.

Additives currently being offered by NWF include

Yea-Sacc [®]	Mycosorb [®]
This is a live yeast designed to stimulate the bacteria responsible for both fibre digestion and acid removal. It achieves an increase in rumen pH which leads to more efficient rumen digestion. This has been shown to increase efficiency and production in dairy as well as improving fertility. In beef it has been shown to increase daily gain, kill out percentage and feed efficiency.	This is a proven broad-spectrum mycotoxin binder which is stable over a wide pH range. It has the ability to be effective at low inclusion rates and to act rapidly. It can decrease SCC, increase milk production and increase profit.

Acid Buff[®]

A highly effective rumen buffer which is manufactured from calcareous marine algae. Due to its unique honeycomb structure and large surface area Acid Buf breaks down slowly in the rumen resulting significantly more acid being neutralised over a longer period of time compared to conventional buffers. As well as buffering the rumen it can improve fibre digestion, increase milk yield and quality, reduce the risk of metabolic diseases in the dry period.

NWF Stable Rumen Pak

A cost-effective way of optimising rumen pH. Combining a specially formulated range of buffers with improved fibre digestion from Yea-Sacc to produce the optimal rumen environment.

NWF Healthy Rumen Pak

Contains Yea-Sacc and Mycosorb A+, formulated to help ensure the conditions in the rumen are maintained at a level to promote high intakes, efficient digestion and increased yields.

NWF Myco Challenge Farm Pak

An enhanced version of Healthy Rumen Pak that contains Yea-Sacc and a higher rate of Mycosorb. Combined these products help to ensure that the conditions in the rumen are maintained at a level to promote high intakes, efficient digestion and increased yields.

2020 Grass Mixtures

All the best things start from the ground up. It's very easy to throw a bag of seed on the ground and hope for the best, but to get maximum productivity soil conditions must be right.

Key factors should be reviewed including PH levels, soil analysis results, soil type and soil structure. Waterlogged, compacted fields do not allow for root penetration and development and therefore inhibiting nutrient uptake and growth.

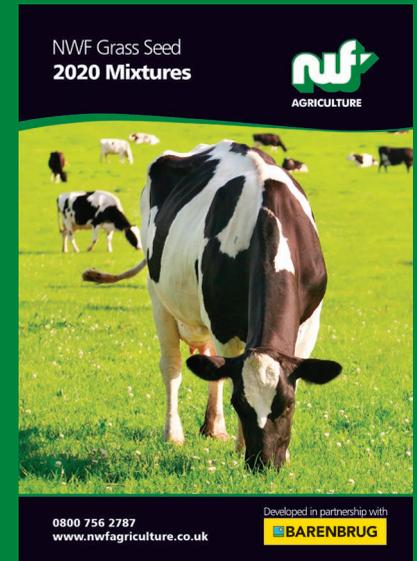
Dig a soil assessment pit to look for compaction. 20% improvements in yield have been noted by addressing soil compaction while using the same fertiliser rates. Young grass outperforms old leys, and this will be even more significant if the basics are looked after.

The NWF grass mixture range including short, medium and long term leys along with clover blends. The number one selling mixture available from NWF is Champion with or without clover. The mixture is a proven long-term top class dual purpose grass seed which produces excellent quality forage production whether cut or grazed.

Contact your local NWF Sales Specialist for a copy of the 2020 NWF Grass Mixture leaflet or call 0800 756 2787.

Soil Analysis Kit from £15 for pH, P, K & Mg

FREE Sward Stick available from NWF to monitor sward heights weekly.



HEIGHT (cm)	SPRING March/Apr	LATE SUMMER May/June	AUTUMN September
15	2980	3800	3500
14	2850	3670	3410
13	2720	3540	3310
12	2590	3400	3180



NWF Grazing Diets

The NWF Grazemore range is specially formulated for cattle at grass. Grazemore contains high proportions of digestible fibre, bypass starch and protein to provide a low oil, high magnesium compound. Grazemore also contains NWF Opti Rumen, to help balance excess rumen protein and buffer the rumen, which is of particular importance whilst grazing.

TechMix

The NWF TechMix product range redefines hydration and gut health, keeping your herd drinking, eating and producing.

The range includes two products for adult cattle, Fresh Cow YMCP & Rumen Yeast Caps and two for calves, Calf Renova & BlueLite Replenish.

As the sole distributor in the UK of the TechMix range, NWF Agriculture is offering British dairy farmers a high performing solution to readdress herd gut health and hydration.



Fresh Cow YMCP

A total fresh cow solution that provides rehydration and essential nutrients to maintain optimum yields and maintain health. The post calving drench provides calcium, magnesium and electrolytes, with Pro & Pre-biotics to assist the rumen.

Rumen Yeast Caps

When cows are off feed, helping them to return to normal intake levels is of top priority. The rumen yeast caps are a source of yeast and vitamins in an easy-to-use bolus form. These boluses help to maintain and restore digestive health by supplying high levels of quality yeast in one simple dosage.

"The yeast caps are much easier to administer than other conventional powder & drench type products, enabling us to treat off-feed quickly and effectively"

AJ England & Sons, Dunscair Farm

Calf Renova

Calf Renova is an easy-to-use bolus containing naturally sourced ingredients, including a botanical extract and yeast fermentation products. Calf Renova provides intestinal support through its beneficial bacteria and plant extracts as an effective stimulus for the hindgut.

BlueLight Replenish

Calf dehydration continues to be a major health problem in young calves, BlueLight Replenish is an incredibly palatable liquid buffered calf electrolytes for the severely dehydrated calf.

Techni Paks

The NWF Techni Pak range has been designed to be an easy, effective way of feeding your herds mineral and supplement requirements all out of one bag. They include a variety of ingredients including minerals, buffers, fats and yeasts.

The range includes three standard products, two for dairy and one for beef, all of which meet a herd's mineral and supplement requirements.

The dairy range is designed to be an easy effective method of feeding all year round herds or high's groups.

The beef pak is designed to be mixed with barley and is perfect for those customers looking to supplement their homegrown cereal in a quick and easy method.

Bespoke additive additions are available to be formulated with the standard NWF mineral range to make customer-specific packs.

Fat	NWF Techni Pak Dairy Hi Spec	NWF Techni Pak Dairy Pak	NWF Techni Pak Beef Conc
Protein	12.7%	16.6%	55.4%
ME	12.8	16.7	11.1*
Feed Rate	650 g/h/d	500 g/h/d	10% kg/t
Fat	✓	✓	✓
Mins	✓	✓	✓
Limestone	✓	✓	✓
Rumen Buffer	✓		✓
Yeast	✓		
Mycotoxin Binder	✓		
Maize Distillers			✓
Urea			✓
Pack Size	1 tonne tote	1 tonne tote	1 tonne tote

* As a Barley and Beef Concentrate

NWF Techni Pak Beef Concentrate

To be used at a 10% inclusion rate (900kg Barley and 100kg of Beef Concentrate Technapak to make 1Tonne)

Barley and Beef Concentrate final mix

- 11.1 ME (DM Basis)
- 14.3% Protein (Fresh Basis)
- Full intensive beef minerals
- 20g of buffer per kg of final mix fed (10kg feed rate = 200g buffer)



ARE YOU OVERPAYING FOR YOUR PROTEIN?

When nutrients are broken down in the rumen they produce gases which is a necessary, but an inefficient use of valuable nutrients. As livestock's nutritional requirements continue to increase, the rumen bacteria often is unable to cope with the increased requirements. Therefore by-passing nutrients into the hindgut offer both additional nutrients and reduced gas production; giving a more efficient use of nutrients.

So, why should you feed NWF's protected feed range?

IMPROVED PERFORMANCE

UK diets based on grass, wholecrop & maize silage and homegrown cereals tend to be higher in rumen degradable nutrients. By-pass energy and protein are then required to supply the nutrients above and beyond what is capable of rumen bacteria. A lack of by-pass nutrients can often be seen in cows not achieving their peak yields.

RUMEN AVAILABLE NUTRIENTS

Oversupplying nutrients to the rumen can create a challenging environment for bacteria, therefore supplying by-pass nutrients is not only more efficient but can promote rumen health.

ENVIRONMENTAL RESPONSIBILITIES

Feeding excessive protein can be detrimental to both the cow's health (due to negative energy balance) and the environment due to higher urea nitrogen levels. Feeding by-pass protein can enable farmers to reach metabolizable protein requirements whilst feeding less overall crude protein and therefore reducing waste and cost.

"We started using Ultra Pro-R when our previous protein sources were becoming too expensive. It is included in our blend for our 200 pedigree Holsteins and is delivering excellent performance producing milk for Rodda's Creamery".

Mark Rowe, Helston.

Ultra Pro R

A high-quality vegetable protein which, as a result of precise treatment of rapeseed meal, contains a high level of Digestible Un-degradable Protein (DUP) (by-pass protein) (MPE + MPN).

Ultra Soy

A high quality vegetable protein which, as a result of precise treatment of extracted soya bean meal, contains a high level of Digestible Undegradable Protein (DUP) (bypass protein) (MPE + MPN).

Ultra Starch W

This product produces a cost effective source of bypass starch based on rolled wheat treated through our unique process which significantly increases the amount of bypass starch.



Benefit from Bespoke Blends



The use of blends in ruminant systems can offer significant benefits to farmers looking to feed their livestock a nutritionally balanced, cost-effective diet while reducing the overall costs of feeding their stock. NWF Agriculture can formulate customer-specific blends, making use of a wide variety of top quality raw materials, sourced from around the world which are then accurately blended together in the fully UFAS approved NWF production sites across the UK.

Blends come in many different forms and can be tailored depending on the respective job on farm. The majority are blown or tipped in bulk, however, our blends are also available in tote bags. These are typically used for youngstock or sheep.

Our nutty blends have been formulated for milking parlours, NWF Agriculture are proud to have expertise and facilities to manufacture entire blends from home-grown ingredients; a totally British blend which has allowed NWF to reduce the carbon footprint as an organisation.

NWF Agriculture can provide any type of blend, mixed using only high-quality, traceable ingredients in the blend sheds. If you are after a more unique blend, our specialist blends team can help, whether you're after higher protein, higher fats, or even supplements and minerals added in, speak to your local NWF Sales Specialist or contact a member of the blends team on 01829 262 251.

Blends historically offer far more flexibility than straights, helping manage your cash flow whilst ensuring your herd receives the necessary daily requirements.

Six reasons to use NWF Blends

- Only one lot of feed to store
- Only one product to mix in the diet
- Greater consistency of feeding
- Reduced cost of putting feed in front of the stock
- Time and labour saving
- Accurate inclusion of minerals & supplements in the blend

COW SIGNALS[®] Master Trainers



Happy Cows, Happy Farmers, Happy Planet

How many times do you wish your cows could talk, so they can tell you what they think about their environment and diet? Indicating how you can improve their performance.

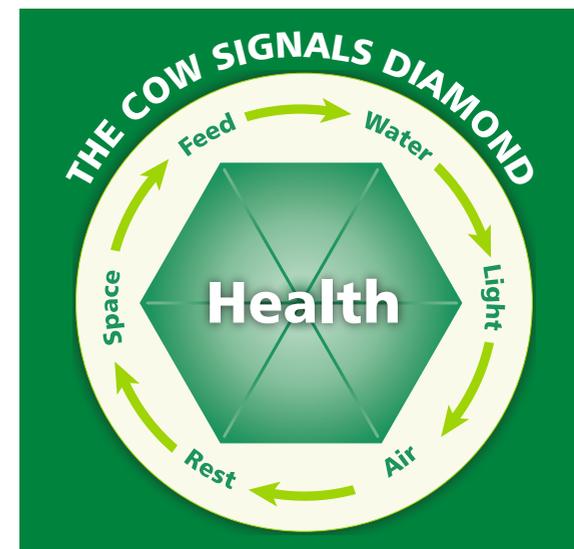
Cow Signals, the concept of reading cow behaviour to identify areas for improvement in their surroundings or routine is growing in popularity. Enabling dairy farmers to more closely meet their cows' needs leading to increased production and lower costs.

Cow Signals revolves around the cow signals diamond focusing on the six freedoms of the cow; feed, water, light, air, rest and space.

NWF Agriculture has seen the benefits of Cow Signals in dairy herd management and as a result, have invested in the training of key members of the sales team who now have the skills to apply this practical concept to help dairy farmers.

NWF has Cow Signal Master Trainers across the trading area, who can help you understand the environment and what cows are telling us as they go about their daily routines.

For further information on Cow Signals and to arrange a workshop or presentation at your farm please call 0800 756 2787 or email nbteam@nwfagriculture.co.uk



"Let your cows live happily and twice as long"

Veterinarian & Founder of Cow signals Joep Driessen

BEEF & SHEEP UPDATE

By Beth Howells, NWF Technical Team



At the beginning of the year, Australia faced extensive and severe wildfires. In January it was estimated that over a quarter of all sheep in Australia are kept in areas which have been significantly impacted, around a fifth of the national cattle population had also been significantly impacted.

Although Australia has limited direct impact on European markets, it impacts the global volume and thus the European and UK markets. Due to the ever growing Chinese protein demand they will be looking to increase purchases elsewhere likely from New Zealand, which may cause implications for the UK Easter markets where significant volumes on New Zealand lamb is imported.

BEEF

In terms of production, 2019 was a strong year with heavier carcass weights. However, it was an extremely challenging year with a drop in prices being significantly lower than the 5-year average and previous year. The AHDB has predicted that a fall in production is expected, which can be a result of the contracting national herd size.

Sexed semen is increasingly being used within the dairy herd, increasing their ability to better target animals. Not only does this add pressure to the prime beef market, but it also reduces the number of pure beef females born, reducing the pool of animals which can be used as replacements. As long as the breeding herd is in decline, this will support production. However, if the rate of decline slows, more replacements will be needed, reducing prime production.

Since 2016, the number of calves registered to dairy dams has increased by 16%, some of this increase is possibly due to the contraction of the dairy herd, requiring fewer replacements. The British Blue was the most popular beef breed for crossing in 2019, although the Angus is a close second, which could be due to the popularity of the Angus schemes, an increase of 36% since 2016. It is expected that beef calves produced from the dairy sector will increase, particularly with milk processors placing specific conditions with respect to male calves.

NWF are following the AHDB and CIEL's Feed into Beef; a review of nutritional requirements. Any updates will be given as soon as they have been released. In the meantime, if you need any advice or queries regards your beef diets, please contact your local sales specialist, or call us on **0800 857 2787**.

LAMB

The uncertainty of Brexit has impacted most of 2019's lamb prices; though still in line with the 5-year average well below 2018 levels. However, unlike the beef sector prices seem to now be tracking over the 2018 average throughout January 2020 and into February 2020 at time of writing of this article.

Exports to France and Germany, the two largest destinations for UK sheep meat saw a decline, which was offset by an increase in shipments to many smaller destinations. In terms of trade, during 2020, negotiations regarding long-term free trade will take place.

According to AHDB, 2020 sheep meat production is forecasted to be lower due to two main reasons; the size of the breeding flock and lower lamb rear rate. Also contributing to this forecast fewer hoggets will be killed during the first 5 months of 2020, due to exceptional grass growing conditions in 2019.

With the 2019 grass growing season being exceptional and winter forage being well supplied, ewes are going into lambing in good condition. The majority of scanning has been done and lambing percentages on the whole are looking higher than the previous year. All looking positive towards the 2020 season as long as body condition is maintained and any surplus lambs are supplemented to ensure efficient growth.

Reducing the use of antibiotics, particularly at lambing and for lameness management, is still a priority for animal health professionals and farmers; particularly when 2020 is the keystone year highlighted in the RUMA report. There are several ways to help achieve this without impacting production, such as; colostrum management, stock skills and hygiene.

NWF can meet nutritional requirements by providing a range a products such as; high-quality milk replacer, starter pellets, finishing nuts and blends.

Healthy Start for Lambs



Whether it is mother's milk or milk replacer, milk intake is crucial for the first 6 weeks of a lamb's life, after this their reliance on grass increases.

NWF Ultra Lamb is a top-quality milk replacer designed to suit most rearing systems. This highly digestible product supports optimal growth and development through its specifically developed formulation using carefully selected milk solids, a balance of blended of vegetable fats and oils; homogenized and emulsified for maximum digestibility, and has full supplement of vitamins, minerals and trace elements.

To give Newborn lambs the best start in life colostrum quantity, quality and timing are key. Newborn lambs should receive a minimum of 50ml/kg of body weight of colostrum within the first 6 hours of life, within 24hrs of life, a newborn should have received the equivalent of 200ml/kg bodyweight in colostrum, for example 4kg lamb (typical birthweight for upland ewes) should receive 0.8L of colostrum.

The feeding guidelines for NWF Ultra Lamb are 200g of milk replacer to 800ml of water (to make 1 litre).

Creep feeding

Depending on system, gradually introduce creep feed from 4 weeks. This introduction will increase the suckling lamb's nutrient intake, helping to achieve target weights and condition. It can also reduce risks of parasites and can allow an increase in stocking densities.

Assessing lambs at 8 weeks

Up to 8 weeks of age, Daily liveweight gain should be greater than 250g, with a target weight of at least 18-20kg. If rates are lower, consider the reasons why such as parasite burden and low ewe condition. At this age, the energy intake is greater from grass than it is from milk. Therefore, it is critical sufficient amounts of high-quality grass is available. Consider weaning lambs who have not met the target weight at this time, introducing them to high quality feed such as NWF Super Lamb Nuts alongside forage has shown positive results.

Assessing lambs at weaning (90 days of age, 12-13 weeks of age)

At this age, lambs should be solely reliant on forage and concentrates for their nutrients. Lambs should be achieving 300-400g/day growth rates, resulting in a target weaning weight of 30kg (for lowland systems). Lambs should be given priority grazing however, this may be dependent on ewe condition.

NWF Academy Update



NWF are delighted to welcome five new members to the NWF Academy joining March 2020 for the 2nd intake.

We are incredibly pleased to welcome five new members to our second intake of the NWF Academy, starting on the 2nd March. After graduating from the academy, each individual will be well-versed in sales, technical knowledge & practical on-farm experience. The modules they will have completed will provide each Academy graduate with the highest-quality tools and services to support NWF customers on farm.



"Since joining the NWF Academy, my knowledge of the agricultural sector has grown significantly as a result of the fantastic detailed and specific training schedule delivered in a structured module format. The modules have helped improve my technical knowledge, sales skills and understanding of both NWF Agriculture and the broader agricultural industry."

Elysha Chell, NWF Youngstock Specialist



**Interested in being part of the NWF Academy?
Call 0800 756 2787 for information.**

Have you seen our 2021 Calendar competition?



Enter before the 30th September 2020 for your entry to be counted; for a chance to **win NWF products**, along with one of our famous **NWF branded gilets & woolly hats!**

Head over to our website to submit your entry at:
www.nwfagriculture.co.uk/nwf-calendar-competition/



COME & MEET THE TEAM

Meet the NWF team at key events across the UK for information on our comprehensive range of compounds, blends & associated products.

- **UK Dairy Expo** - Sat 14th March
- **Staffordshire County Show** - Wed 27th & Thurs 28th May
- **Royal Cornwall Show** - Thurs 4th , Fri 5th & Sat 6th June
- **Nantwich Show** - Wed 29th July
- **Dumfries Show** - Sat 1st Aug
- **North Devon Show** - Wed 5th Aug
- **Holsworthy Show** - Thurs 27th Aug



Enquiries: **0800 756 2787** | Orders: **0800 262397**
E Mail: nbteam@nwfagriculture.co.uk



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