

September 2018

Issue 21



# Tarff Valley Ltd

Trading Together, Growing Together, Since 1903

## Newsletter

### Longtown Store Update

The store is now starting to take shape and shelves are being filled!

We're hoping to be completed by mid-September... so, watch this space!



## A Guide To Supplementation At Topping

Maximising lamb output with the sale of strong and healthy lambs at a good price is the ultimate goal for every sheep producer. Yet, with an average scanning percentage of just 170% in the UK flock, this indicates that opportunities could be being missed during the very early stages of pregnancy leading to significant financial losses further down the line.

Given the significant influence of nutrition at topping time should we then question whether grazing alone is enough, particularly as its quality takes a natural seasonal decline around the time rams are removed? And should we start to pay more attention towards supplementation at a time when the foundations for profitability are being laid?

### What are the key objectives at topping?

- 🐑 Achieve target ewe body condition scores
  - Lowland ewe 3.5
  - Hill ewe 2.5
- 🐑 Optimise overall conception rates
- 🐑 More than 75% of ewes hold to first cycle
- 🐑 Less than 2% empty rate

### Why should I supplement my ewes during this period?

- To achieve target ewe body condition to support ovulation rates and successful conception
- To optimise the number of ewes holding to first service to aid a tighter lambing period and ease of management
- To help maintain nutrition levels after mating as grazing quality declines to support successful embryo implantation
- To provide additional minerals and vitamins, especially cobalt and selenium which support successful embryo implantation

### Does my flock have any specific nutritional requirements around topping time?

- Ensure adequate grass dry matter is available to allow a response to flushing, especially for thinner ewes who will consume up to 30% more than those in optimal body condition.
- In case of restricted grazing in summer or wet grazing later in the season, supplementation is recommended to help counter low dry matter intakes
- Avoid feeding high levels of concentrates after topping which can cause low blood progesterone levels; a hormone required for pregnancy recognition and subsequent establishment
- Keep stress levels to a minimum by avoiding excessive handling and providing shelter in adverse weather conditions
- Do not allow access to red clover-based pastures, legumes or silage-based forages 45 days before or after topping due to their association with fertility issues.

### SUPAllyx Super Energy Plus with Fish Oil, Molassed Bucket may be for you!

- Lower intake than blocks and easy to feed
- Contains fish oil as source of omega-3 fatty acids to support pregnancy rates
- Includes selenium, cobalt and zinc to support fertility
- Available as 22.5kg and 80kg pack weights
- We recommend offering one 22.5kg bucket per 35 ewes or one 80kg tub per 90 ewes
- Expected intakes of up to 100g per ewe per day
- 100 ewes will require approximately 0.5 tonne of SUPAllyx for an 8-week feeding period

For more information, please speak to your allocated sales representative.



## Long Service at Tarff Valley

It's been a busy time for the staff at Tarff! Congratulations to Ronnie Laverie, Glenluce Store Manager, and John (Jakey) Bell, Castle Kennedy Blends Operator, who were presented with their Long Service Awards by Lord Stair at Stranraer Show. Ronnie started working at Tarff Valley in 1987 when the Glenluce Branch first opened. At this time, Tarff comprised the shop in Castle Douglas and the main Ringford depot. Ronnie has since built the Glenluce store up from being an empty shell to a very full shop of everything imaginable! 'Jakey' started in the agricultural trade in 1978. After 20 years working for BOCM in Castle Kennedy, in 1998, when Tarff Valley acquired the business, Jakey continued in the same role. Over these 40 years Jakey has witnessed many changes but one thing that has not changed is his unstinting commitment to his work, spending long hours on whatever seasonal work is required.



On Tuesday 14<sup>th</sup> August, our Accountant, Eion Jamieson, celebrated his 40-year anniversary of working at Tarff. Eion first started at Tarff on Monday 14th August 1978 and since this time, has seen the company go from strength to strength. Eion, Ronnie and Jakey are much valued and vital members of the Tarff Team and we truly appreciate their dedication to us.



Follow us,  
Join us,  
#teamtarff  
@tarffvalley

## Next Generation Meeting

Thank you to the Crafty Distillery for hosting our latest Next Generation meeting and for 'Keeping Everyone in Good Spirits'! It was great to learn about how the 'Hills & Harbour' Gin is made and the story behind it.

After a tour of the distillery and taste of the gin, the group enjoyed a selection of locally produced foods during which future events were discussed.

There were lots of great suggestions which will make for an interesting season ahead.

If you would like to find out more about our Next Generation Group, please contact [katie.sproat@tarffvalley.co.uk](mailto:katie.sproat@tarffvalley.co.uk)



## Funky Feet!

With the changeable weather, why not check out the different styles of Joules footwear which we have in stock in our Dumfries store!\*

\*Other brands are available.



# House Healthy Cattle, Earn Healthy Rewards

The transition into housing is a risky time for first grazing season animals. There are so many things to consider; dietary change, weaning, grouping, respiratory disease, and how to control parasites, specifically fluke and worms.

Protecting cattle against fluke at housing rather than delaying treatment will yield a financial return by reducing stress and improving growth rates, according to a recent study.

A trial by FAI Farms in Oxfordshire compared the effectiveness of parasite treatments in first season grazing animals. The treatments were either; the fluke and worm pour-on CYDECTIN® TriclaMox® or the worm pour-on CYDECTIN® given at housing, a group was also given no treatment to determine the impact of delaying treatment.

The stress of housing and weaning led to an 89% drop in growth rates across all groups. Cattle handled post housing also have the potential for a second growth rate dip of 20% as a result of being handled twice.

## Don't delay

Cattle treated at housing with CYDECTIN TriclaMox outgrew those that were untreated during the 4-8 weeks post housing. It is at this time after housing that many farms would consider treating their cattle, missing out on vital growth rate and profit during the 4-8 weeks post-housing;

- Animals treated at housing with CYDECTIN TriclaMox gained an average of 16.1kg
- Cattle treated at housing using with CYDECTIN gained 13.4kg
- Cattle offered no worm or fluke treatment at housing gained 8.6kg.

## Winter Cereal Seed

For the second year in a row winter barley crops have exceeded expectations. This crop has outperformed spring barley by yielding more quality grain with higher straw yields than the spring sown alternative. Add to this the earlier harvest and the reduced risk of Leatherjacket damage, and sowing winter barley this year is an attractive option.

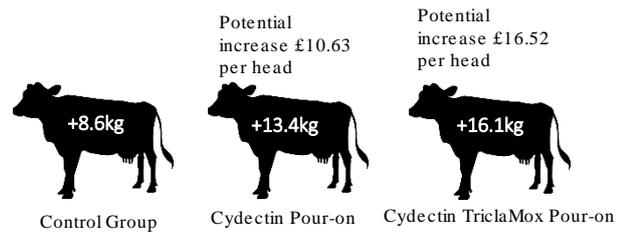
The best feed varieties grown in the South of Scotland last year were Tower, Infinity and Orwell. The six-row hybrid Bazooka did well in less fertile fields. Tarff can, at present, offer all of these at very competitive prices. Most winter wheat grown in our area is used for wholecrop forage. This is a good choice on farms where spring sown maize is not an option. The best variety of wheat for this purpose has been Lili. Sundance looks a promising newer option but if sowing is late, Istabraq will do well.

Winter oats are very popular, so much so that seed can be in short supply very quickly. The two main varieties, dalguise and gerald, are currently available but must be ordered early to avoid disappointment. Triticale and forage rye seed are also available on request.

Call Stair or Rory for further information.

## Weight Difference

### Weeks 4 – 8 after housing



Therefore, treating cattle for worms and fluke at housing has been shown to produce both production and management benefits. From an animal management point of view, it reduces the need for further handling of animals later in the housing period. From a productivity perspective, animals that were treated at housing had the potential to finish up to 12 days before untreated animals and also gained up to 7.5kg more delivering an extra £16.52 per head.

CYDECTIN TriclaMox is the only combination fluke and worm product to provide both a persistent wormer and a flukicide that treats all stages of fluke, early immature, late immature and adults. Treating cattle at housing rather than delaying treatment has been found to improve growth rates compared to animals receiving delayed treatment or no treatment at all.



zoetis™

- One treatment for stomach worm, lungworm, lice and liver fluke control
- Reduced stress, cattle only need to be handled once
- Easy to use Rainfast Pour-On
- The most effective combination worm and fluke product against early immature fluke (90%), late immature fluke (99.5%) and adult fluke (99.9%)

## 24·7 Smartrace® Lamb Bolus

The Agrimin 24·7 Smartrace® lamb bolus in validated trials has shown a 20% increase in DLWG over the 120-day life of the bolus. Containing Selenium, Cobalt and Iodine the bolus boosts lamb vitality, muscle development and DLWG. With the tough start many lambs experienced in the Spring of the year, coupled with the lack of grass through June and July due to the unusually dry weather many lambs are a good 2-3 weeks behind on previous years. With the shortage and variable quality of grass, it is important that lambs are bolused sooner rather than waiting for weaning as the trace elements released by 24·7 Smartrace® Lamb will improve the uptake value of the forage available. Cobalt will produce Vit B12 to help digest the grass more efficiently, selenium will improve muscle development and boost the lamb's immune system and iodine will boost metabolism.

Consider using a 24·7 Smartrace® lamb bolus to maximize growth rates and get lambs fit, fat and finished as quickly as possible. Available in 100 lamb dose packs, also available is the lamb starter pack containing 100 lamb doses, applicator, adaptor head for ewe bolus and easy to use holster.

