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Issue 25

# TARFF VALLEY LTD

Trading Together, Growing Together, Since 1903

Newsletter

## Total Transition – a range of dry cow feeds to help improve transition success

We hope our customers had a pleasant Christmas and New Year!

We would like to wish Morag Ritchie, who has been at Tarff for 20 years, all the best in her retirement. Morag has been a key member of the accounts department during that time and will be greatly missed.

Bill Bathgate, after 8 years of being Store Manager at our St Boswells store, has announced his retirement. Bill has been instrumental in creating good relationships with our customers and providing excellent service! We wish him a very happy retirement.

A huge thank you to all the Tarff staff who donated to the Food Bank collection which was organised by our Quality Controller, Margaret Swales.

To quote Margaret, she is, "Overwhelmed with the kindness and support shown from Tarff employees".

Our donation was given to the Stewartry Food Bank for the volunteers to distribute over the Festive and New Year period.



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Transition is defined as the process of changing from one state of condition to another. For the dairy cow, that is the period of moving from being dry to milking. A successful transition is measured by its resulting in a healthy cow, with lots of colostrum and that gets back in calf quickly. We should also add a healthy calf to that list of successful outcomes.

There are many challenges faced by the cow at this time, with a ten-fold increase in the incidence of disease in the transition period. These primarily stem from the period just before calving and include milk fever, displaced abomasum, retained foetal membranes, metritis and mastitis. All of these diseases also affect the cow's ability to get back in calf quickly.

Premier Nutrition scores over 220 herds throughout the UK using their transition management service – TMS. Assessors visit herds monthly and record transition disease incidence, body condition score, rumen fill, and lameness. This data is used along with milk record data to give the herd a score, which can be monitored monthly. TMS also allows them to calculate the cost of transition. Average cost is 3p for every litre produced by the herd, with the lowest cost at under 1ppl and the highest cost over 9ppl. So, there is a considerable financial benefit from a successful transition period.

Using the information that Premier Nutrition has collected through TMS over the last six years, along with the latest transition cow research findings, the team of nutritionists has formulated the Total Transition range of 6 compound dry cow feeds. These feeds can be fed for the last 3-4 weeks of the dry period for those herds with two dry cow groups, or for the whole 6 weeks for those with a single dry cow group. Feed rates

are from 3-4kg per cow/day. The products are manufactured as 10mm rolls, 6mm nuts and meal. The Total Transition range of 6 products is based on the philosophy that one size can't fit all dry cow circumstances.

A key feature of the products is the supply of high starch and high bypass protein, which helps give a high metabolizable protein (MP) level in the dry cow diet. This high MP level is vital to give good colostrum yields and milk yields in lactation. The products also provide a high level of magnesium to help with milk fever control.

Since a cow has low immunity at point of calving, we need to support her immune function. The Total Transition range does that with high levels of Vitamin E; a 4kg feed rate providing 2000mg Vitamin E. To help health and immunity, protected minerals are also added, including Selplex selenium.

Since energy metabolism is important for the transition cow, the products provide thiamine, niacin biotin and other B vitamins. Premier Nutrition believes the products are unique in that they also contain protected methionine, which not only is involved in protein metabolism, but also improves embryo viability and in so doing reduces early embryo loss.

The six products in the Total Transition range are Total Pre-Calver, Total Prime, Total Balance, Total DCAD, Total Vitality and Total Defence.

For more information on the Total Transition range, and which one would best suit your herd, please contact Holly Dyer on 07990 139449.

## Rotavec Corona

Rotavec Corona is the UK's leading vaccine for the control of the main viral and bacterial causes of calf scour.

Recent survey results suggest that 82% of farms have encountered scour in their youngstock over the past 12 months with 48% of farmers suffering mortality due to scour.\*

Improving colostrum management and boosting colostrum quality are key tools to reducing the occurrence and impact of scour on the herd.

What are the benefits of Rotavec Corona?

✓ The only vaccine which contains the most prevalent strain of rotavirus in Europe.

✓ Been shown to boost antibody levels in colostrum and milk for the first 28 days after birth.

✓ The only single shot vaccine licensed to reduce the incidence of scours caused by rotavirus, the severity of diarrhoea caused by E. coli and the shedding of rotavirus and coronavirus.

✓ Calves receiving colostrum boosted by Rotavec Corona in the first 24 hours before moving to a milk replacer diet had higher antibody levels for the first 28 days after birth.

✓ The only scour vaccine which contains a unique dual adjuvant system specifically designed for use in a single shot vaccine.

✓ Tried and trusted by vets and farmers in the UK for over 18 years.

✓ Zero withdrawal period

**Dosage:** 2ml by intramuscular injection in the side of the neck.

**Vaccination course:** One dose per pregnancy.

**When to use:** Given during each pregnancy between 12 and 3 weeks before calving is expected.

**Administration:** Shake the bottle well before use. Syringes and needles should be sterilised before use and the injection should be made through an area of clean, dry skin taking precautions against contamination.

\*References available on request.

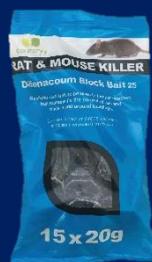
## Tarff Introduces 'Pre-Apprenticeship' Programme!

### Time to get certified?

If you've been to buy rodenticide recently then you'll surely be aware of the regulation changes. Anyone now wishing to buy professional rodenticides up to 20kg in weight must either be a member of an approved farm assurance scheme or hold approved certification. Full details can be found on the CRRU (Campaign for Responsible Rodenticide) website [www.thinkwildlife.org](http://www.thinkwildlife.org).

Without one of the above, the new maximum pack size that can be purchased is just 300g. Multiple packs can be purchased but for large infestations this is an inefficient and uneconomical way to go about rodent control.

If you have rodent problems year on year, and generally that means anyone with livestock or large quantities of stored food or grain, then now is the time to get certified. There are several courses available and the easiest and quickest is online via the Lantra training portal <http://elearning.lantra.co.uk>. This requires around two to three hours of reading that can be done in your own time, followed by a multiple-choice test. The course comes at a cost of £59.95 + VAT.



A group of co-operatives has been awarded more than £100,000 for a pilot scheme to roll-out a pre-apprenticeship programme across the country. Ringlink Scotland launched this pre-apprenticeship scheme in 2013 to attract new entrants to farming and land-based industries. The scheme gives three weeks of practical training then a six-month placement on a farm or rural business with a mentor. When completed, the participant gains an accredited vocational qualification at SCQF level 4 (equivalent to Standard Grade 'General', Intermediate 1, National 4).

We feel it's essential to encourage youngsters (farming and non-farming) to consider work and careers in key rural sectors like farming, food production and land management. Tarff is delighted to be a part of this new scheme and has been allocated 7 spaces for participants in 2019 with allocation to increase up to 18 participants in 2020/21. Alongside Tarff, SW Machinery Ring and Ringlink, Skills Development Scotland, LANTRA, Borders, and Highland Machinery Rings are also part of the scheme.

### So, what does a "Pre-Apprenticeship" Offer?

A pre-apprenticeship course is a stepping stone for a young person to get into the industry of their choice. Completion of a pre-apprenticeship course will help to prepare the person for the working environment, will give them new skills, and/or improve existing skills. Similarly, there is potential for progression to Modern Apprenticeships or further education, giving young people real career choices.

We are starting preparations now, so we are organised to start the pre-apprenticeship in June/July 2019. Candidates will need to apply and be 'interviewed'. More details regarding this are still to come.

This is a very exciting new project which we are taking on and we're delighted to be offering this opportunity! If you know of anyone who you think would be suitable, please feel free to mention this and spread the word!

## A Winter on 3<sup>rd</sup> Cut...

Many dairy herds will have third and fourth cut silages making up a very high proportion of the forage part of their diet. Here are some guidelines on how to make the best use of them and maintain milk production.

- 1) Mix with other silage if available; first cut or maize silage is ideal.
- 2) If high in protein and ammonia try to mix with maize silage or wholecrop.
- 3) Add sugar from molasses, fodder beet or molasses tubs to help palatability and rumen digestion. Use cakes and blends high in ground maize such as Glucos-Aid 16 and Dynamic Plus 18 to lift the energy density of the diet, especially if the silage has a high acid loading.
- 4) Where silage has a lower acid loading, wheat is now better value than it was and will provide useful energy for the rumen bugs.
- 5) These silages are very high in rumen degradable protein. Supplement with feeds high in DUP, such as AminoMax- L protected soya, to balance and support high yielding cows.

- 6) Have you got enough? If not already done, measure silage clamps and plan ahead.
- 7) If 3<sup>rd</sup> and 4<sup>th</sup> cuts are wet, acidic and low in fibre, then Buttergold 18 or Rumen-Aid 18 are the perfect choice for cow health and productivity.

There are herds where the dung is inconsistent between cows. Don't assume that loose muck is due to protein excess - it may be, but there are many other factors to consider such as soil contamination, mycotoxins, acidosis and disease that individually, or in combination, are the real cause.

High ash levels in excess of 8.5% are a sign of soil contamination that will affect the type of silage fermentation and increase the risk of mycotoxin production and bacterial disease such as Listeria in sheep. It is important to try and substitute any extremely poor silage with something else or feed a mycotoxin binder and Actisaf yeast to help cows cope with the challenge.

Contact Tarff for a silage analysis if you have concerns.

## Blackrock Boots by Rodo

Introducing Blackrock's Malvern Hiker and Pendle Dealer range!\* Available in Black, Brown and Honey, both styles are ideal safety footwear for farmers who find themselves on their feet all day. With comfortable insoles, sturdy and robust designs, these two styles are perfect for demanding working environments whilst not looking out of place when worn casually.

The **Malvern** is a traditional safety hiker which is S3 SRC rated.

This means that it offers the following properties:

- Steel toe cap and midsole protection
- Water resistant Nubuck upper with padded collar
- Kick plate for added protection and easy removal
- Double density PU shock absorbent, anti-static and fuel oil resistant sole
- Full moulded and removable insole
- Sizes: 3-13



Additionally, the **Pendle** dealer boot is a stylish twist on the traditional dealer boot style. Again, offering S3 SRC properties, the Pendle offers something a little different than the Malvern with the following:

- Metal free and lightweight
- Non-metallic toe cap and midsole protection
- Water resistant leather upper with elasticated side panel
- EaziStep insole providing added comfort
- Kick plate for added protection and easy removal
- Double density PU shock absorbent, anti-static and fuel oil resistant sole
- Sizes: 3-13

Rodo are part of the United Farmers group meaning these boots represent extremely good value for a great quality product!

\*Currently available at Ringford only.

