

March 2019

Issue 27

TARFF VALLEY LTD

Trading Together, Growing Together, Since 1903

Newsletter

Dates for your diary!
Visit the Tarff stands at:

Ayr Show – Saturday
11th May at Ayr
Racecourse

ScotGrass –
Wednesday 15th May
at Crichton Farm,
Dumfries.

Applications for our
Pre-Apprenticeship
Scheme is now OPEN!
Registration of interest
forms for mentors and
placement
applications for Pre-
Apprentices are
available from the
Tarff website.



Congratulations to
Calum McCall, Sarah
Ferguson, Kate Burton,
Sandy Dunlop and
Andrew Sharp who
recently completed
their Bronze level of
the Bimeda Nutrition
Academy!



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Helpful hints to protect lambs and calves against coccidiosis

As coccidiosis is a serious disease that can result in significant economic losses, managing coccidiosis is imperative to ensure healthy young stock.

Managing coccidiosis, and reducing the impact of coccidial infections, depends on allowing a low level of exposure, so that young stock can develop immunity, but preventing levels of infection that will cause decreased growth rates or clinical disease.

Follow the guidance below on how to protect lambs and calves against this parasite:

- 1) Treat all animals in a group: if there is no history on which to base a strategic treatment plan, all animals in the group should be treated following a positive diagnosis of pathogenic Eimeria species from routine dung samples, or immediately after clinical signs of coccidiosis are seen.
- 2) Know the farm history: it is important to get a diagnosis of the species of Eimeria to check if it is a harmful species, along with considering the individual farm history. Timing of treatment should be based on the timing of suspected exposure and knowledge of previous outbreaks on the farm.
- 3) Treat in time: strategic treatment is often required and is necessary to prevent losses associated with subclinical infections. Ideally treatment should be given after infection but before the parasite starts damaging intestinal cells and causing clinical signs. This helps to prevent the build-up of environmental contamination, reducing the risk of any animals in the group picking up a heavy infection and suffering from clinical disease.
- 4) Ensure good hygiene: water troughs should be cleaned and emptied regularly to help prevent contamination with faeces, and bedding should be kept clean and dry. Good ventilation will also help reduce infection pressure by reducing the build-up of warmth and moisture which favour oocyst survival.
- 5) Keep animals in similar age-groups: Older animals can act as a source of infective oocysts for younger animals. In addition, providing optimum grouping of young stock will help avoid environmental stressors which can increase risk of disease.
- 6) Ensure adequate colostrum intake: Colostrum taken in shortly after birth allows calves and lambs to absorb whole antibodies, which gives them some protection in the first weeks of life. As these colostrum antibodies decline, calves and lambs become vulnerable to infection.

Please speak to your local store's SQP for information on the animal health products

Spring Grazing

Grass has continued to grow for much of the winter and where sheep have not grazed this down, grass covers are high. In Ireland it has been estimated that the extra grass grown in late winter/early spring works out at over 200kg DM/ha. It's important to plan how to use this grass most efficiently.

Those unable to turn out early because of wet, heavy land are at risk from having too much of the wrong type of grass in April and may need to close up extra fields for silage.

Tips for Turnout

Walk all the fields to assess what you have and ideally measure it with a platometer.

Graze fields with low covers first, this helps gets cows used to grazing again and increases the total area grazed, creating a wedge for second time around.

Make sure the cows are hungry when turned out. This should mean more grazing and less dancing around, reducing damage and wasted grass!

When very wet, if practical, consider on/off grazing. Just let them out for a few hours at a time.

Strip graze, if practical, it will reduce waste and increase efficiency of grass utilisation.

Research suggests that every day's spring grazing saves £2.30 /cow compared to keeping them in. Grass will recover quickly in the spring from a limited amount of poaching/damage. Profits won't recover if turn out is too late and grass gets away from the cows.

Try Kiwi 14 dairy nuts or MAC HDF 16 dairy nuts from Carrs Billington, perfect for spring calving cows on high milk from grass systems. Double minerals and vitamins added to Kiwi means that you only need to feed 2-4kg cake per day in good conditions to protect cow health.

At low levels of feeding there is a response to feeding more cake at grass. Newly calved cows could produce an extra 2 litres from every extra kg fed as you go from 2kg to 3kg per day for example. There will also be benefits to fertility and milk quality from doing this.

At low levels, extra concentrates will not depress grass dry matter intakes.

Contact your local sales representative to discuss Kiwi and Mac 16 this April.



NEW IN STORE!

Treat yourself and make a statement with this gorgeous cape by George and Dotty!

The cape is 100% wool tweed and is lined with soft satin and features a deep opulent faux fur collar.

George and Dotty pride themselves on designing, developing and producing beautiful country clothing which is made in the UK. As a brand, they value the British industry and keep this at the heart of what they do.

Visit Tarff Town and Country to see what other new products we have got in store!

MYSTERY SHOPPER!
Our Dumfries Town and Country store was recently visited by a mystery shopper. As a result, the store continues to maintain its 4-star rating by Visit Scotland.

The Coffee Shop also won the "Taste our Best" Quality assured certificate for 2018/2019. This is awarded to businesses that are 'Committed to Serving Quality Scottish Produce, that is prepared with care and delivered with passion'.



Sweet-Grass Fertilisers

Grazed grass is an economical source of feed, and balanced fertiliser inputs play a vital part in optimising its nutritional quality. However, a small, simple change to a fertiliser strategy can have a significant impact on grass quality and profitability. Independent research by Bangor University shows that simply adding sodium into fertiliser can increase dry matter intake from grazed grass by 18% and dairy milk yield by 9.3%.

For an average cow producing 2,500 litres of milk from grazed grass, grazing on grass treated with a sodium-based fertiliser compared to straight nitrogen could produce an additional 235 litres of milk a year, worth over £70 per cow.

With profitability always under the spotlight, an additional £10,000 from milk income across an average 150-cow herd could be the difference between the top and bottom performing farmers.

Tarff offers its customers Sweet-Grass, a high-N grassland fertiliser that combines nitrogen with sulphur and sodium specifically designed to increase sward palatability and to maximise milk and liveweight gain from grass for optimum economic returns.

With a standard analysis of 23% nitrogen + 5% sulphur + 5% sodium, Sweet-Grass matches the sodium recommendation in RB209 to increase palatability. Produced by Origin Fertilisers, the Sweet-Grass range has the flexibility to fit specific situations and is available with added selenium and other micro-nutrients.

Sweet-Grass encourages livestock to graze longer and tighter as the sodium increases the digestibility and sugar content, making it more palatable compared to grass treated with straight nitrogen. This is particularly important following slurry application or repeated grazing, when the grass can be

left tasting 'sour'. The same benefits are offered to cattle based on a Zero Grazed system and increased intakes also reflect better performance from forage.

Manufactured locally at Ayr and Silloth, Sweet-Grass is tried, tested and proven in the UK and Ireland. Local trials last year at Ballantrae, as part of ScotSheep, compared grass quality from Sweet-Grass with added selenium against straight nitrogen. The results showed that after one dressing the sodium level increased by 59% and the selenium level by 50%. Although grass does not need sodium to grow, its uptake produces significant health benefits for livestock. Sodium deficiency can lead to potentially serious clinical disorders and production losses, including increased somatic cell count and increased risk of hypomagnesaemia. The ScotSheep trial showed a 52% reduction in the potassium to sodium ratio (K:Na), significantly reducing the risk of staggers.

Origin Fertilisers Commercial Director, Matthew Everett, explains, "Implementing a balanced fertiliser nutrition strategy has many potential benefits to grassland farmers. As well as health benefits, Sweet-Grass increases grass utilisation, nutrient efficiency and an improved mineral balance in the grass giving farmers a better return on their fertiliser spend.

A new App available through Tarff calculates the benefits a dairy farmer should see through simply switching from their existing grazing fertiliser to Sweet-Grass. The app demonstrates that for every 10 cows fed on Sweet-Grass the milk equivalent of 11 cows could be produced.

Based on the Bangor University research, the app takes into account grazing days, milk yield from grazed grass, and the type and cost of the grazing fertiliser being used and calculates the potential additional milk income from switching to Sweet-Grass. Ask your Tarff representative at **ScotGrass** to show you your potential benefits.

Black Balewrap Meets A Local Need

In response to market demand in the UK, the popular SilotitePro pre-oriented silage stretchfilm is now available in black. Having listened to feedback from farmers and contractors already benefiting from the enhanced balewrapping process, significant cost savings and augmented crop quality delivered by SilotitePro, black has been added to the range. The reasons cited by those with a preference for black balewrap include that it blends better into the local landscape and that it is less prone to bird damage. RPC bpi agriculture is pleased to offer this additional colour option to those who prefer it.

SilotitePro black benefits from a greater reel length: 1950m instead of the usual 1500m supplied with conventional products. This additional length allows users to produce 30% more bales per reel. The resultant cost savings are further enhanced by a reduction in the number of reel changes necessary. For example, given that un-boxing and changing a reel takes approximately 7 minutes on each occasion, it is

possible for farmers and contractors wrapping circa 350 bales a day to save up to 30 minutes daily.

SilotitePro is available in 100% recyclable polythene sleeve packaging. Made from the same base material (low density polyethylene) as the balewrap itself, the sleeve removes the need for cardboard cartons and can be easily recycled through the same channel as used balewrap thereby aiding waste management on farm.

In the field the excellent puncture resistance, robust characteristics and tack levels afforded by SilotitePro unite to deliver a tough, high performance balewrap that delivers better crop conservation due to an increased oxygen barrier and smoother, less wrinkled film layers when applied to the bale. Importantly this smoother surface means there are fewer opportunities for air to become trapped.

The advantages of SilotitePro don't end when the bale is finally unwrapped. Being thinner, it takes 26% less film by weight to wrap a bale, which means there is correspondingly less film to recycle post use.

For more information, please visit us at **ScotGrass** on Wednesday 15th May.

