

30 Years at Tarff!

Congratulations to Stephen Hunter who has been at Tarff for 30 years! Stephen joined Tarff in October 1990 as an Assistant Storeman in the Ringford shop and worked alongside Roy McWilliam and Eric Allison. 30 years later, Stephen is now Head of Procurement. Many of you will know Stephen and will agree that he is Tarff's very own encyclopedia! There's not much that Stephen doesn't know and that goes from products right through to customers.

Stephen's insight and knowledge is second to none and he is a very well respected staff member. Thank you, Stephen, for being an invaluable part of the Tarff Team!



Scottish ministers have announced the launch of a pilot scheme as part of the Agricultural Transformation Programme. This is a funding stream aimed at helping farmers reduce their carbon footprint whilst increasing efficiency and productivity on their farms.

The pilot scheme will run for 5 weeks from Monday 7th September 2020. Application deadline is Sunday 11th October at Midnight. The Sustainable Agriculture Capital Grant Scheme will provide grant funding for farmers and crofters to purchase specific items of agricultural equipment (maximum amount a single farm/croft business can receive through SACGS is £20,000). The initial budget for the pilot is £10 million.

Grants will be based on 50% of standard costs with a simple application process for those wishing to participate in the scheme. This will be a competitive scheme with applications being awarded 'green points' in the scoring process*.

Click [here](#) to be taken to the SACGS website which gives more details and access to the application form.

*Information from Agricultural Industries Confederation.

TARFF newsletter

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Control of Lice in Cattle

Louse populations are highest in cattle kept indoors during the winter and severe infestations can lead to the disruption of feeding patterns, self-inflicted trauma and reduced weight gain. It is important to consider lice control at housing to prevent welfare issues and production losses.

There are four species of lice which can affect cattle in the UK: the biting or chewing louse *Bovicola bovis* and the sucking lice *Linognathus vituli*, *Haematopinus eurysternus* and *Solenopotes capillatus*. The life cycle, which takes three weeks, is similar for all species and consists of an egg, three nymph stages and adult, all of which takes place on the cattle.

Most housed cattle will have lice infestations, however these are usually asymptomatic. There may only be minimal skin lesions observed on lightly infested animals and close examination may be required to find lice. Heavy infestations can lead to clinical signs including anaemia from a high burden of sucking lice, pruritus (itching), hair loss, stress and poor general condition. Young animals are more susceptible to severe clinical consequences and animals on a low plane of nutrition are also at risk. Other diseases may predispose animals to severe infestations.

Risk factors for lice include heat, mixing of animals of different ages, dark housing and long hair (non-shaved animals). Housed cattle in winter meet these criteria so lice numbers can build up quickly.

A lice outbreak can be diagnosed by close inspection of the skin with a magnifying glass, particularly around the neck, tail head and inner thigh. A microscope can be used to differentiate the different lice species.

One treatment is usually effective for treating lice if combined with suitable biosecurity to avoid reinfestation, however, if there is a heavy burden another treatment may be required.

Pour on or spot on preparations containing synthetic pyrethroids (such as Fly and Lice Spot On or Dysect) are effective against chewing and sucking lice. Pour on preparations of 3-ML anthelmintics (e.g. CYDECTIN Cattle Pour On or CYDECTIN TriclaMox) will remove all types of lice, however injectable 3-MLs will only remove sucking lice, not chewing lice. It is important to remember that the 3-MLs also treat for internal parasites, so their use should be planned as part of an integrated parasite control programme for your farm.

CYDECTIN TriclaMox Cattle Pour-On is a combination fluke & worm pour-on which manages mixed burdens in one treatment. It contains moxidectin, a potent formulation providing the most effective ML efficacy against resistant worms, and triclabendazole, which offers an effective control of late immature and adult fluke in a pour-on combination.

The product also comes with a lice-free guarantee (licensed for biting and sucking lice) and has a rainfast formulation which means that rainfall before or after treatment will not affect the efficacy of the product.

For more information, including details of the lice-free guarantee please speak to local Tarff stores RAMA (Registered Animal Medicines Advisor).

Annual General Meeting

Unbelievably, it has been nearly 7 months since the coronavirus pandemic hit the UK. Tarff has continued to operate throughout this period albeit with measures in place to keep staff and customers safe.

Tarff usually holds the Annual General Meeting (AGM) in May. However, due to the current circumstances, your Board has decided to hold the AGM using a video conferencing platform via computer, mobile or smart device. With the majority of businesses, families and friends now familiar with using video technology as a means of communicating during lockdown and beyond, the Board felt this would be the most appropriate method of hosting the AGM, and, it's from the comfort of your own home!

The meeting has been arranged for Thursday 22nd October at 7pm.

Members must register their attendance at least 7 days prior to the meeting using the following link (<https://www.surveymonkey.co.uk/r/RS3K8RK>). You will then be on the emailing list to receive the meeting invitation and link nearer the meeting date. All you will need to do is click the meeting link on Thursday 22nd October and you will automatically join the virtual AGM. If you would prefer to register your attendance via email, please contact marketing@tarffvalley.co.uk by Thursday 15th October.

Premier Nutrition TMS Awards

Congratulations to Andrew McWilliam, Colfin Farm for winning Best TMS Performance in herds up to 250 cows. Tarff's Dairy Nutritionist, Holly Dyer, has worked with Andrew and supported him through his herd's nutritional planning and system.

In 2014, Premier Nutrition launched the TMS Awards to recognise and reward the hard work and improvements seen in transition management. Well done to our other customers who were also nominated for various categories.

Premier Nutrition's Transition Management System (TMS) gives farmers the ability to watch their cows transition month by month and dig deep into a multitude of areas affecting their individual farm such as cow comfort, seasonal effects and cost of transition to name a few. TMS is not a 'one size fits all approach'; it is used collaboratively with farmers and their nutritionists/vets/employees to improve cow production, welfare and profits, based on their herd, cows, system, set up, and nutritional plans.

Pictured below (L – R) Donald Lawson (Premier Nutrition), Andrew McWilliam and Holly Dyer.



Well done and Congratulations to our Whauphill Store Manager, Sarah Ferguson, on being announced as a finalist at the 2020 National SQP awards in the category, 'Nutritional Expertise'.

Under the 'Nutritional Expertise' category, the nominee will have demonstrated a knowledgeable understanding of animal nutrition and be well informed about existing and new products and able to communicate their knowledge to customers.

We wish Sarah the best of luck!



Time to review your hygiene products for upcoming housing season

Housed dairy herds have unique hygiene challenges, and Deosan is urging farmers to address these prior to the housing season to ensure maximum milk hygiene and superior teat health is achieved throughout the winter months ahead.

Alison Cox, global application specialist at Diversey, the manufacturers of the Deosan range of hygiene products says, "Winter housing conditions pose a variety of risks in terms of hygiene. There are potentially more bacteria in the environment and a risk of dirtier teats. This can lead to a higher risk of environmental mastitis resulting in a negative impact on milk hygiene. In addition, increased animal health costs can occur with higher mastitis incidence.

"Milk price reductions combined with higher vet and medical expenses can lead to significant unnecessary costs for a farming business. These can easily be avoided with an effective teat management protocol in place, targeting the specific seasonal challenges.

"As an industry we need to eliminate the obsession with how bright or how thick the product is – that really doesn't tell you anything about the effectiveness of the product. More than ever, the quality of the product matters. You need to know that it does a good job for milk quality and cow welfare, with limited residues."

With this in mind, Deosan is launching a new range of teat disinfectants which aim to meet future consumer, milk buyer and farmer requirements. The first product is now available. Deosan Target Pre-Post is designed as a pre and post milking product for all housed cattle. It is available as a ready to use

foam, dip or spray for pre-milking, and as a dip or spray for post milking. The near neutral PH also increases active disinfection.

The active ingredient in the new range, Chlorhexidine, has made the headlines this year due to it being an extremely effective disinfectant, favoured by health industries around the world, including the NHS. "As for the dairy industry, it has the benefit of having a strong affinity to skin, ensuring rapid bacterial uptake - an essential quality for both pre and post milking applications. Also, being less affected by organic material than some active ingredients, it gives better protection," explains Alison.

Throughout the development of this range, we have given serious consideration to the requirements needed from a teat disinfectant during the cow's lactation," she says. "It is important your choice of product reflects the specific challenges that housing, weather and environment bring to managing udder hygiene and teat skin condition.

"In addition, we have considered carbon efficiency, residue control, animal welfare and antibiotic reduction, whilst ensuring the product offers a return on the investment for the customer. The increasing pressure on the industry to meet all of these requirements needs a new approach to hygiene solutions, and this new range has been developed with future demands in mind."

Deosan Target Pre/Post is available from Tarff.

Please speak to a member of staff

in your local Tarff store for more details.

DEOSAN

Balancing Silage this Winter

Grass growth has swung from one extreme to another this summer. However, looking at the forages Tarff has already analysed, there are some patterns emerging.

First cut crop yields were moderate at best but the quality is excellent, dry, palatable and high energy. Proteins are lower than usual, probably because of the dry spring restricting nitrogen uptake.

Watch for low fibre levels; there is so much fermentable energy that the acid loading can be high. Incorporating lots of relatively cheap barley into the TMR could cause serious rumen health issues.

Buttergold 18 and Tarff Fibre Max 18 cakes have high digestible fibre content- a perfect energy source to balance these high acid load forages. In the case of very low protein silages, a new cake Tarff Pro Max 21 will provide the necessary protein boost.

Continuing drought stress meant that a grass plant's only priority in June was to produce seed and survive. Therefore, most second cuts, even some taken relatively early, are high in fibre, both NDF and lignin (woody fibre). Much of this energy is tucked away inside woody fibre bundles and inaccessible to rumen bugs. On the plus side, they have a low

acid loading and will help to balance low fibre, high acid loading first cuts.

High starch cakes such as Crest 18 and Crest 20 which are full of wheat, maize and barley can help you balance silages such as these.

Some dairy farms on higher ground have second cuts better than first. Either the sheep went with the first cut, or it was taken at the same time as the second cut lower down. Upland second cuts were taken when lowland farms were progressing with early third cuts.

Third cuts taken during August are both plentiful and of good quality. They are high in protein with mid-summer rain helping Nitrogen uptake. Usually if the third cut looks and smells like silage we are relieved, but this year's August crops also have good energy levels. Cows should milk relatively well on them. It is too early to pass judgement on 3rd cuts taken in September which were delayed by rain.

Whatever forage you are feeding, Tarff has compounds to provide balanced nutrition for the cows and optimize performance.

Contact your local Sales Representative for more information on the Tarff cakes which we can offer.