

# TARFF newsletter

April 2021, Issue 52

## Tweed Starter Pellets

Get your lambs jumping for joy with Tarff's

### Tweed Starter Pellets

- High Energy.

- Top Quality Raw Materials.

- Pellets contain yeast to drive intakes and rumen development.

- High in DUP to encourage better muscle and frame development.

- Feed up until 12 weeks of age.

Available in bulk, totes or 25kg bags.

Call your local Sales Representative today to find out more!

### Easter 2021

All stores will be operating normal working hours over the Easter weekend and Easter Monday (5<sup>th</sup> April).

Please note: our Dumfries Store opening hours are:

Monday – Friday  
8am – 5.30pm

Saturday  
8am – 12 noon

Sunday  
Closed

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@tarffvalley



## NEW! Grassland Weedkiller

Pasture Pack is a selective herbicide which will kill almost any weed in your hay, silage or grazing fields including dockens, thistles, nettles, ragwort, dandelions, chickweed, buttercups and daisies.

Pasture Pack comes in a handy 5-acre twin pack. Simply mix the two solutions when filling the tank. Suitable for tractor mounted sprayer. Pasture Pack can also be calibrated for a knapsack sprayer or a quad mounted applicator.

Pasture Pack could be the cost-effective solution to your grass land weed problems.

For more information, please call:

**Stair Brown**, 07525 669174

**Rory Clark Kennedy (Ayrshire)**, 07384 259471

**Calum McCall (Wigtownshire)**, 07765 884985

**Colin Prentice**, 07788 594945



## Silage losses – what are the real costs?

Silage losses can really impact the profitability of livestock production systems. The true cost of both visible and invisible losses is often underestimated when it comes to silage.

Poor quality silage has a cost in terms of its lower nutritional value as it will not be used efficiently by the herd. Below, Dr Dave Davies of Silage Solutions Ltd, summarises these costs impacts and highlights the consequences of poor quality silage.

### The cost impacts of silage losses

It is estimated that DM losses in clamp silage are between 20 and 25% on the average farm. Assuming a cost of £120 per tonne of DM to put silage in the clamp, at a 20% DM loss rate, this equates to a cost of £150 per tonne of DM by feed-out.

Dr Davies highlights that the DM lost is the most nutritive part of the silage and that various estimates on this give a reduction of ME of between 0.3 and 0.6 MJ per kg of DM. If we take the average of these two figures and calculate the loss of ME for every tonne of DM, it equates to 450 MJ of energy lost for every tonne of DM. As producing a litre of milk takes 5.3 MJ, it means that 85 litres of milk are lost for every tonne of DM.

So, what is the impact of such losses? The example that follows quantifies the problem:

A clamp holds 2000 tonnes fresh weight that is 30% DM, this equates to 600 tonnes of dry matter. Then, the DM loss at 20% = 120 tonnes DM. 120 tonnes x 85 litres = 10,200 litres of milk.

Visible losses have other financial impacts. Choosing to remove the spoilage will incur costs in terms of both the labour and time involved. Should a decision be made to feed the spoilage, costs can increase even further.

A common but mistaken belief is that by mixing spoilage into the ration, the cow will eat it because it can't see it. There are four points worth mentioning here:

- Cows have a sense of smell that is around 18 times greater than humans so it is quite likely that once they smell it, intake will be reduced, which in turn results in reduced production.
- If a cow eats spoiled silage it will impact on the degradation of the feed in the rumen.
- Poor quality silage harbours microorganisms that are known to cause diseases such as Listeria, Clostridia, Bacillus, E. coli, Mycoses, Mycotoxins and Clostridia toxins – all of which have a negative impact on animal health.
- Feeding poor quality silage can lead to acidosis, poor fertility, ketosis, laminitis and production diseases.

As we can see from the above, it is essential that silage quality is optimised. Dr Davies offer straightforward advice in this regard "The best way to eliminate spoilage and the associated costs is not to produce it in the first place." Producing the best quality silage will improve herd performance and consequently, farm profitability."

While it is impossible to remove all DM losses during the silage process, it is possible to remove visible losses and reduce the invisible losses greatly. Increasingly farmers have adopted the use of vacuum films such as Clingseal to help tackle silage losses during ensiling and storage. Clingseal adheres closely to the clamp surface to prevent pockets of trapped air forming.

Speak to your local Tarff Sales Representative for more information about Clingseal.



## Women in Agriculture Training Fund

On 8<sup>th</sup> March, International Women's Day, the Scottish Government announced a further £115,000 would go towards the Women in Agriculture training fund.

### How to apply?

Think about what training might benefit you and speak to Tarff Services to find out what courses are available. To apply for the training, you need to have a quote for how much the course will cost. Tarff Services will provide you with this.

### Case IH Rebate Scheme

For nearly 10 years Machinery Rings across Scotland have worked with Case IH to offer members a rebate on purchases made through Case IH dealerships.

Tarff Services falls under the Scottish Machinery Ring Association umbrella, which means members of Tarff Services\* can access the rebate scheme.

Davidson Tractors, based in Whauphill near Newton Stewart, has recently become a Case IH dealer. If members of Tarff Services are looking to purchase a new tractor, baler, combine or telehandler, please speak to the team at Davidson Tractors who will be more than happy to assist you.

If you purchase a machine, please send the finance documents/copy of dealer invoice to Peter Falconer, Tarff Services Case IH Administrator, as soon as possible  
([peter.falconer@tarffvalley.co.uk](mailto:peter.falconer@tarffvalley.co.uk)).

\*More information available on [www.tarffvalley.co.uk](http://www.tarffvalley.co.uk)



## Exciting news for Tarff Services!

It's been a busy time for Tarff Services! We are pleased to say the training side of Tarff Services is expanding, having recently secured a Modern Apprenticeship contract and also supporting the Government's Kickstart Programme!

Under the Tarff Services umbrella, Tarff Valley Training has secured a Skills Development Scotland contract to deliver Modern Apprenticeship (MA) qualifications on farm. Tarff Valley Training will be working closely with Agricultural lecturers to support and develop students to help them achieve qualifications in Agriculture at levels SCQF 5 and 6. These qualifications are accredited by LANTRA and SQA.

As you will already be well aware, we have successfully run the Pre-Apprenticeship Programme (SCQF 4) for 2 years and with MAs now available through Tarff Services, this will be the next step for many of our upcoming Pre-Apprentices. We aim to offer continuity through support and delivery mechanism of the students training and development in Agriculture.

Over the coming months we will be advertising MAs to members. We plan to help develop procedures to work closely with members, which includes supporting them to source staff or undertake training courses through Tarff Services.

The Kickstart programme is a National training programme aimed at young people who are unemployed with little or no work experience. The Government developed this programme to support businesses and young people throughout the Coronavirus pandemic.

Businesses have been asked to support the programme and supply structured work experience placements for 25 hours per week over a 26-week period. The Government pays the wages of the young person.

Tarff is delighted to announce that it is one of the first businesses in Dumfries and Galloway to secure 15 Kickstart places. These work experience placements will be in a variety of subject areas across the Tarff Depots in Dumfries and Galloway.

Tarff Services will oversee the programme and will deliver the Scottish Qualifications Authority (SQA) accredited Certificate of Work Readiness (SCQF 4) qualification. The students will be mentored in the workplace by internal staff and the Tarff Valley training team.



## Flexible Control of Coccidiosis in Calves and Lambs

Alongside good hygiene practices, strategic use of anticoccidial treatments such as Vecoxan®\* will often be necessary to manage the challenge of coccidiosis in your calves and lambs, and, importantly, allow longer-term immunity to develop without loss of performance or disease.

Caused by a build-up in the rearing environment of oocysts produced by the widespread Eimeria parasite, coccidiosis is always a risk to youngstock.

Thanks to antibodies gained through ingesting colostrum early in life, calves and lambs initially acquire some passive immunity to this damaging parasite. But this protection is short-lived, leaving young animals particularly susceptible to infection as they grow and develop. In calves, disease can occur at any age from 3 weeks to 6 months old and in lambs, maternal immunity wanes at 4-8 weeks of age.

Growing calves and lambs become infected by ingesting the oocytes when they lick contaminated objects in their rearing environment or ingest feed or water contaminated by faeces. Once taken into the body in sufficient numbers, these oocysts hatch and the parasites invade and destroy intestinal cells. Infection often leads to diarrhoea, weight loss and poor growth rates.

Anticoccidial treatments will therefore need to be used strategically on many cattle and sheep units to allow

youngstock some level of exposure to the parasite so that they gain longer-term immunity, but also remove it before it is able to impact on productivity and further contaminate the environment.

Oral drenches such as Vecoxan® are generally the most convenient way of ensuring that each calf or lamb receives the correct dose at the right time.

Easy-to-administer as a single oral dose, Vecoxan® is a flexible coccidiosis management tool that can be used in calves and lambs of any weight, in any management system and without any environmental restrictions or meat withdrawal period. In addition, its strategic use with all young animals in a group allows natural immunity to develop in your youngstock and there's no need to dilute manure from treated animals before spreading.

Remember that coccidiosis is only one of a number of causes of diarrhoea in calves and lambs. If you would like to find out more information, please speak to a Registered Animal Medicine Advisor in your local Tarff store.

\*Vecoxan will still be sold in Elanco packaging until August 2021, but don't worry, this product is now part of the MSD range and supported by the wider MSD Animal Health Enteric Health Programme.

References available on request.

