

TARFF

AGRICULTURAL MERCHANTS

April 2022, Issue 64

newsletter

NEW! Planet Spring Barley seed can now be collected from our Castle Kennedy and Dumfries branches.

For more information, please contact:

Stair Brown
07525 669 174

Rory Clark Kennedy
07384 259 471

Shows are back on!

We're pleased that agricultural shows for 2022 will be returning! Tarff will be at Ayr Show on Saturday 14th May and ScotGrass, which is being held at SRUC Crichton Royal farm, Dumfries on Wednesday 18th May. Pop into our tents and say hello!

Easter 2022

All stores will be operating normal working hours on Good Friday (15th April) and Easter Monday (18th April).

Follow us,
Join us,
#teamtarff
@tarffvalley



Free advice on rising energy costs for all members

It seems like energy has been in the news every day for the last few months and for all the wrong reasons. A 300% increase in global gas prices, increased demand for energy post covid and now Russia's latest actions have pushed energy prices to a record high, with many farmers seeing their monthly electricity bills double versus this time last year.

So, what can you do about it?

Many farmers make the mistake of treating their energy renewal like their farm insurance, looking at it on a set date. However, the volatile energy market changes daily and should be treated in the same way as buying fertiliser or exchanging currency, taking advice on when to agree on a deal (or equally important when not to lock in) from experts that follow the market. Many farmers are unaware that you can agree on your next electricity deal up to 12 months in advance, securing up to 4 years' worth of electricity at current prices, avoiding any further increases expected in the rest of 2022.

The Tarff members that have already taken the free advice of Go Low Carbon have saved tens of thousands of pounds on their next electricity deals by doing exactly that, making the most of any favourable dips in energy markets to lessen the financial impact of the energy crisis.

Case Study

Despite their current electricity contract not finishing until December, a Lockerbie based dairy farmer wanted to better

plan the impact the energy crisis was going to have on their future monthly bills. By starting the review process earlier there wasn't the same time pressure to make a decision and they were able to react to the volatile market prices to lock in the next contract in advance, saving over £5,200 (22%) versus current rates.

"We would normally start looking at our electricity renewal in September but with all the news about rising energy prices, we were keen to see if we could secure a price before the situation got any worse. Thankfully Go Low Carbon were able to quickly show us the best deals available and advise on the best-suited option for us. We can now budget our electricity costs for the next 2-years, giving us some certainty over one of our biggest overheads at a time when all of our costs seem to be shooting up."

All Tarff members can access this no-obligation advice service at no direct cost to them. The review process is simple and gives you the ability to plan for future energy overheads. Our advice is to check your latest electricity bill. If your contract expires at any point up to February 2023, we strongly advise that you get in touch with Tarff Services and arrange for a free electricity bill review.

Call Tarff Services on 01557 820247 for more information!

TARFF
SERVICES

Co-Operative Focus: Farm Stock Scotland

Farm Stock (Scotland) Ltd is a farmer owned, livestock marketing co-operative dedicated to maximising returns to livestock producers. Based in the Scottish Borders and operating throughout central and southern Scotland, it is owned by six regional livestock marketing groups – Scott Country Lamb, Lothian Lamb and Beef, Galloway Lamb, Ayrshire Country Lamb, Caledonian Organics and The Milk Suppliers Association. With well over 1000 participating farmers, Farm Stock is the largest single co-operative of its type operating within the Scottish livestock industry, handling large numbers of both sheep and cattle.

As a farmers' co-op Farm Stock's role is to ensure that producers achieve the highest possible net returns by maximising livestock prices and by minimising marketing costs. Prime stock are marketed on a deadweight basis to a UK wide network of abattoirs and store and breeding stock are traded direct from farm to farm.

strategy to maximise prices. This ensures all types of stock can be matched to outlet demand on the day they are marketed. In terms of prime stock, Farm Stock deals with all of the major and many of the smaller UK abattoirs. Daily contact with this extensive and diverse range of outlets ensures that Farm Stock staff and the fieldsmen team can match stock with the most appropriate and profitable destination on the day. Furthermore, the high volume of prime livestock traded brings improved negotiation power with abattoirs often allowing Farm Stock to achieve higher net prices on behalf of producers. With its scale of operation Farm Stock is also able to find and access niche markets for specialist classes of stock. Members also receive benchmarking data to help them to improve their own performance.

Find out more by visiting <https://farmstock.org.uk/> or call 01750 723366.

Access to a wide range of outlets is a key part of Farm Stock's

Supplement to prevent staggers this spring

Did you know our Dumfries store offers a faecal egg count testing service?

Testing dung samples can save time and money, improve animal health and performance, and you can use worming treatments more sustainably. Tarff Town and Country offers this service for sheep, cattle and horses.

Want to find out more? Simply speak to a member of staff in our Dumfries branch. You can either pop into store or call 01387 261661.

Competition Time!

WIN A TRACE ELEMENT NUTRITIONAL AUDIT - Worth Up To £2000

Enter the competition below to win a free trace element nutritional audit for your farm, with independent ruminant nutrition specialist, Peter Bone.

Click the below link to enter:

<https://www.cosecurebo-luses.com/enter-to-win>



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Ringford
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t: 01557 820247

Grass staggers, or hypomagnesaemia, is the term used to describe the disease associated with a deficiency of dietary magnesium. It occurs when the level of magnesium in the blood drops below a critical level. The subsequent signs seen in livestock include nervousness, muscle tremors and a stereotypical 'staggering' movement when walking forwards.

Hypomagnesaemia is a serious metabolic disease which significantly impacts not only livestock health, but also overall cost of production. An estimated 1% of UK cattle will experience clinical grass staggers each year, with up to 30% of these cases resulting in death.

Although magnesium deficiency may develop all year round, the sudden seasonal flush of grass in spring presents a particular period of risk. Despite its high levels of protein, lush spring grass contains very low levels of magnesium, which is not enough to avoid deficiency.

Fluctuations in seasonal weather may increase the risk of grass staggers through the disruption of grazing routine. Therefore, stock physically consume less grass, plus following very wet weather, minerals including magnesium are leached from grazing.

Cattle and sheep store approximately 70% of bodily magnesium in their bones, reflecting the fact it is a macro-nutrient essential for bone growth and maintenance. This means however that when dietary supply is compromised, such as during the spring risk period, magnesium is not readily available. Daily supplementation is therefore necessary to help maintain optimal blood magnesium levels and reduce the risk of stock suffering from staggers.

Implementing preventative management practices is recommended to help alleviate the risk of clinical grass staggers in livestock this spring. First and foremost, it is essential to ensure animals receive a source of long fibre in their diet, in the form of hay or silage to help slow the transition of lush spring grass through the rumen. However, the most reliable way to combat seasonal staggers is through providing stock daily access to a good quality magnesium supplement to prevent deficiency.

Rumenco presents a practical solution to suit all farming systems to help manage grass staggers by offering a wide range of palatable, high magnesium supplements. With magnesium being a typically unpalatable mineral, choosing a flavoured, molasses-based supplement will help assure adequate nutrient intake. The chosen magnesium supplement should be offered to stock for up to two weeks pre-turnout, to prepare them for a smooth transition onto spring grass.

MAXX Cattle Mag provides an optimal balance of minerals, vitamins and trace elements, including 10.5% magnesium, alongside a high level of digestible sugar, ideal for supplying animals with extra energy to complement spring grass.



Fortified with minerals, vitamins and trace elements, SUPAlyx Magnesium mineral lick contains 15% magnesium, making it the ideal option for sheep or mixed grazing systems this spring.



Speak to your local Tarff Sales Representative for more information!

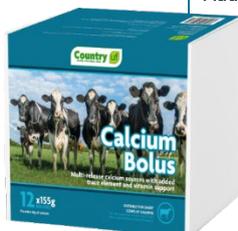
NEW! Country UF Calcium Bolus

Country UF Calcium Boluses provide four sources of calcium to ensure a short, medium, long and protected release. The inclusion of D3, Selenium, Iodine and Zinc is designed to support general heifer health and aid specific functions related to fertility, production and optimum calcium utilization.

The product is suitable for pre-calving dairy cows where additional calcium is required. Only administer to cattle weighing over 400kg live weight.

Analysis per KG

Calcium – 34.15%, **Iodine** – 250mg
Zinc – 6,000mg, **Selenium** – 33.50mg
Vit D3 – 273,000iu



Feature	Benefit
Multi-release calcium sources	The unique mixture of calcium sources provides a slow, medium and rapid release as well as a protected supply of calcium. This delivers a fast, precise and a resilient option when it comes to calcium supplementation.
One calcium bolus provides 50g of calcium	For the reduction of the risk of milk fever and subclinical hypocalcaemia.
Contains calcium pidolin PCa	Calcium binding protein to facilitate the absorption of calcium into the blood.
Added vitamin D3	To help increase calcium utilisation and transportation within the cow to make the most of the calcium available. Vitamin D supports calcium absorption from the cow's diet and her skeletal reserves and is also essential for the control of blood levels of calcium and phosphorus.

Speak to your Tarff Sales Representative for details!