

SCAM ALERT

We have been made aware of a recent 'phishing' attempt via email. 'Phishing' is when criminals use scam emails, text messages or phone calls to trick their victims.

If you receive an email (or any other method of communication noted above) purporting to come from Tarff or a member of Tarff staff but are suspicious, please do not respond and call us immediately on 01557 820247. In this particular instance, the customer received an email from a fake Tarff Valley email address advising changes to bank details and requesting the customer cancel their direct debit and pay the account balance by wire transfer. Please note that we would never send information about changes to banking details via email – this would be by letter – and we would not request cancellation of a direct debit in favour of payment by wire transfer.

Please be vigilant, and if you think something isn't right, call us!

Tarff was pleased to be a Gold Sponsor at the recent Holstein UK Celebration & AGM on Tuesday 28<sup>th</sup> and Wednesday 29<sup>th</sup> June. Pictured below are Kelly Telfer and Holly Dyer at East Logan Farm, where they showcased Tarff's own-brand compound feed range and the various services Tarff offers to Dairy farmers.



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# TARFF

AGRICULTURAL MERCHANTS

July 2022, Issue 67

# newsletter

## NEW PRODUCT! Country UF DiarrVac RCE

Calves are the future of the herd and often represent decades of work on herd development and genetics. Death and disease can have a big impact, and the cost of scours has been estimated to be up to £200 per affected calf. Tackling calf scours is challenging as control can only be achieved by addressing a number of different factors:

- Colostrum Management
- Vaccination
- General health
- The Environment
- Pathogens

Talk to a Registered Animal Medicines Advisor in your local Tarff branch about what you can do to minimise the risk of scours on your farm and provide protection for the next generation.

### KEY PRODUCT INFORMATION:

Diarrvac RCE protects against three major pathogens that cause calf scour: Bovine rotavirus, Bovine coronavirus, E. coli F5 (K99)

DiarrVac RCE is available in 2 bottle sizes (3ml dose):  
15ml (5 doses), 90ml (30 doses)

The dose should be administered intramuscularly, one dose per pregnancy.

The pregnant dam should be vaccinated between 12 weeks and 3 weeks before calving.

DiarrVac RCE stimulates the dam's immune system to create antibodies. These antibodies are passed to the calf through the dam's colostrum.



## Don't stay in the dark! Protect yourself from fluctuating energy costs

We know it all too well these days - energy is not a static bill. It must be bought at the right time in order to benefit from the best price. Buying energy is like buying anything else for your farm. Just like fertiliser, feed or labour – it must be done with forethought and strategy.

Energy costs are subject to many factors, often directly linked to current events. For example, the current energy crisis we are all facing is a consequence of the war in Ukraine and the COVID19 pandemic... highlighting the unstable nature of energy costs and the importance of better planning.

Straid Farms Limited, based in Girvan, South Ayrshire, was quick on the uptake of such planning and therefore GO Low Carbon (GLC) was able to help save Claire Drummond and her team over £7000 on their electrical contract renewal, based on the rate they were on over a 16-month term.

Thinking long-term, JB Paterson & Co locked their rates a year in advance with the help of GLC. GLC took the hassle out of looking for energy quotations and helped them agree rates for their 5 meters. This will save Steven Paterson and his team substantial amounts of money, due to energy prices continuing to rise since they agreed on their rates.

GLC's Sales Director, Mark Ludford, says energy price rises show no sign of stopping any time soon. "With what's

happening in the Ukraine, the market has never been more volatile and unpredictable."

GLC's Director, Ryan Park, anticipates that energy costs in the business sector will stay high for longer than predicted by most media outlets, which tend to focus on the individual consumer. This is due to the big difference between business and domestic energy. With business energy, we look at the cost of investment by energy companies in alternative sources, which is primarily felt in consumer bills.

Ryan's advice is to plan your energy consumption long-term and have a strategy in place. That way, you can ensure you are getting the best option for your business. You can do this yourself, of course, but GLC can be there to assist!

GLC often looks at rates a year in advance and uses a panel of energy suppliers to help pick the right tariff. The team at GLC ensures you aren't losing money on missed opportunities, such as low prices, and new grants; helping you make the best choice for your business.

Through Tarff Services you can access GLC's electricity service. Want to find out more? Contact Services Coordinator, Tracey McEwan, [tracey.mcewan@tarffvalley.co.uk](mailto:tracey.mcewan@tarffvalley.co.uk) or call 07785 675861.

Pictured below are Services Coordinator, Tracey McEwan and Sales Manager, Steven Ritchie, on the Scottish Machinery Rings Association stand at the Royal Highland Show. Tracey and Steven had a great couple of days at the show speaking to people about Tarff Services. They both said how good it was to be back socialising at a show and seeing faces they hadn't seen for a couple of years!



Tarff is pleased to share the following feedback on its Tweed Starter Pellets from Samantha Haining, Lakehead Youngstock Manager

"We have been using Tarff's Tweed Starter Pellets for a couple of years and are very pleased with how the calves are performing on this feed.

Heifers are weighed right through from birth to point of service and have an average daily live weight gain of 0.86kg. We find the feed is consistent and a good quality pellet and as a bonus it is competitively priced. We like to work with Tarff as it has a prompt and reliable service and there is always someone on hand to help."

For enquiries regarding our compound feed range, please speak to your local Tarff Sales Representative.

## Changing Worming Practices Can Maximise Lamb Growth

There has been a lot of discussion about why we should adopt new ways to worm sheep and why, if we don't, wormer resistance will mean we can't farm sheep anymore. While on some farms this is already true, and fattening lambs is very hard, many farmers will be continuing to fatten lambs and believe resistance isn't a problem on their farm.

So why should we change how we do things? Often there is a benefit to doing things differently and in this instance, it could allow lambs to grow faster and maximise the benefit from wormers when we use them. In a study comparing growth rates over the summer, lambs that were wormed with an effective wormer grew 2.8kg more than the lambs wormed with a product there was resistance to.

### Worm when there are worms!

Due to the variability of the weather, the worm challenge varies from year to year and from farm to farm. Monitoring with faecal eggs counts might seem another job to do but if it allows you to decide when to worm it could save you time and money. Last summer farms who routinely did worm egg counts often didn't start worming lambs until the late summer and had to carry on into the autumn.

### How to use faecal eggs counts

Ideally, worm egg counts should start in the late spring and continue through the summer. This is because a series of samples provides a better view of worm challenge on your farm than a one-off sample. A drench check using a faecal egg test is one of the simplest ways to check whether a specific wormer is still working on your farm. This involves taking a poo sample before and after worming to check the number of eggs has decreased by over 90%. If the reduction

is less than 90% it doesn't mean you have resistance but it needs to be investigated, as there can be other causes. However, it does mean your lambs still have worms in them that could be affecting their health and productivity. By finding out the effectiveness of the wormer, you are then able to do something about it quickly if required! Tarff Town and Country, Dumfries offers a faecal egg testing service. For more information, please phone 01387 261661 or visit the store.

### Use wormers strategically

When you know you need to worm, the best practice advice is to use white drenches for Nematodirus, swapping to one of the clear or yellow drenches in the summer, then to use the group 4 wormer (Zolvix™) as a break or exit dose in late summer / early autumn.

This mid-late season break dose removes any resistant worms that have built up over the earlier part of the season allowing for a high worm kill. Zolvix can also slow the level of resistance to the older three groups if incorporated into wormer programmes when resistance levels are low. Zolvix is also ideal as part of a farm protection quarantine dose to stop resistant worms being bought in and should be used on any incoming animals.

Changing the way we do things isn't easy but if there is an advantage, it's worth adopting new worming strategies to ensure good productivity both now and in the future.

Speak to a Registered Animal Medicines Advisor in your local Tarff branch for more information on wormers.



## The art of making the perfect silage

For the well-seasoned dairy farmer, it's no secret that the making of perfect silage takes quite some practice. While in some respects, the principle is less problematic than hay-making - with the UK climate in mind, every now and then Mother Nature throws us a little curveball to keep us on our toes.

### So, what does this mean for this year's silage crop?

Many, it would seem, are looking forward to relatively high yields, despite the challenging growing conditions. Others have fallen victim to reduced sward height and more open lays due to the rain arriving that little bit too late. But all is not lost, perhaps a second crop may be more successful?

### Clamping top tips

1. Create even layers of no more than 15cm thick.
2. Compact each layer evenly before adding the next.
3. Prioritise your clamping procedure over your harvesting – it's essential to get this right.
4. Seal your clamp like you're packaging a parcel to send overseas. Minimising oxygen in the clamp is paramount for optimum silage quality.
5. Sheet all sides of your clamp, securing the bases with gravel bags to help reduce Oxygen ingress, which would reduce the quality of your fermentation.

6. Seal your clamp for a minimum of two months. During this two-month period, the yeast population, that is the initiator of aerobic spoilage at feeding, is reduced.

### Care for your crop doesn't stop there...

Unlike hay, which once stacked in a dry barn, is generally pretty safe from spoilage, the care of your silage clamp continues through feed-out.

Keeping the clamp in front of the silage clean majorly reduces the risk of compromising the rest of your crop. Dirt and spoiled silage simply provide a breeding ground for unwanted nasties that we really don't want in our clamps.

Maintaining a straight face is something dairy farmers are well versed at, but when it comes to your silage clamp, it's top of the list in best practice. A shear grab or defacer is invaluable when feeding out, in order to maintain the minimum exposed surface area and reduced opportunity for oxygen ingress and resulting nutritional losses.

Want to find out more? Visit <https://bit.ly/3Akjyrf>



TARFF

COMPOUND FEED 