

CUSTOMER NOTICE

We're currently experiencing a high volume of orders.

To avoid disappointment, please give us a minimum of at least 3-4 days' notice for bulk and bagged feed orders.

We appreciate your patience and apologise for any inconvenience. We thank you for your continued support at this busy time.



International Women's Day

On Friday 7th March, we were delighted to attend the D&G Chamber of Commerce 2025 International Women's Day Lunch at The Cairndale Hotel & Spa. Members of the team, representing a variety of areas within the business - including IT, Marketing, Sales, Retail, Service Provision and Finance - had the opportunity to hear from two inspiring speakers. They shared their personal journeys and career experiences, making for an engaging and thought-provoking afternoon.



Old Station Yard
Ringford
DG7 2AN

t: 01557 820247

TARFF *newsletter*

AGRICULTURAL MERCHANTS

March 2025, Issue 99

**Tarff Consultancy Service:
How can the team help you?**

Did you know Tarff's Consultancy team can assist you with the following:

Preparing for Sustainable Farming scheme (PSF)

As many of you will be aware the government announced that the Preparing for Sustainable Farming scheme (PSF) will continue for 2025. This funding stream covers:

- 1. Carbon Audits
- 2. Soil Analysis
- 3. Animal Health and Welfare Interventions

To discuss your eligibility for the Preparing for Sustainable Farming scheme, please contact the Consultancy team.

Whole Farm Plan

The team also provides the necessary advice to ensure you are compliant with the Whole Farm Plan. By 15th May 2025, to claim basic payment, a minimum of the two audits/plans below must have been completed from the following 5 options:

- Carbon Audit** (conducted within the five-year period before May 2025)
- Soil analysis** (conducted within the five-year period before May 2025)
- Biodiversity audit** (conducted within the five-year period before May 2025)
- Animal health and welfare plan** (renewed annually)
- Integrated pest management plan** (renewed annually)

Unsure if you have the necessary plans/audits applicable to your business in place? Tarff Consultancy is more than happy to discuss this with you.

IACS Submission

With the submission window for IACS fast approaching, if you are needing any assistance with your 2025 application, the Consultancy team will be happy to help.

If you're interested in any of these services or need guidance, speak to our Consultancy team today. Find the contact details below.

Hannah Dykes Snr Sustainability & Advisory Consultant hannah.dykes@tarffvalley.co.uk 07586 126369	Natalie Cartner Assist. Sustainability & Advisory Consultant natalie.cartner@tarffvalley.co.uk 07523 271526	Louise Hastings Consultancy Administrator louise.hastings@tarffvalley.co.uk 07799 765319
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Lantra Scotland ALBAS Awards

Members of the Tarff Team were pleased to attend the Lantra Scotland ALBAS Awards on Thursday 6th March at Crieff Hydro, where we were thrilled to receive the Anna Murray Award for Partnership Working. This recognition, shared with Borders College and Borders Machinery Ring, celebrates the success of our Pre-Apprenticeship programme and the collaborative effort to support young people entering the agricultural sector.

It's fantastic to see our commitment to the industry acknowledged, and we're proud to be part of such an impactful initiative.

Pictured: Tarff Services Coordinator, Tracey McEwan with Andrew Johnstone, Borders College and Michael Bayne, Borders Machinery Ring.



Reminder: Register your Interest!

Don't forget to register your interest in our SKAi spot spraying service! Now is the perfect time to think about tackling docks in your grassland. Want to secure your spot for spring? Contact Scott Gallacher or Colin Prentice on 01557 820247 or complete our registration form - <https://forms.office.com/e/fQivHDDUBH>. Taking action early can significantly improve the quality and productivity of your forage.



Benefits of our spot sprayer

- Accurate identification and targeting of docks
- Clover safe
- Reduced environmental impact
- No stunting of grass growth across the entire field after spraying
- For the 2024 season, on average, we saw an 81% reduction in chemical usage.

Categories on Invoices

You may have noticed a new column on your monthly invoices labelled 'Category.' This addition, recommended by the Board of Directors, is designed to help customers better organise their invoices, making it easier to allocate costs across different areas of their business.

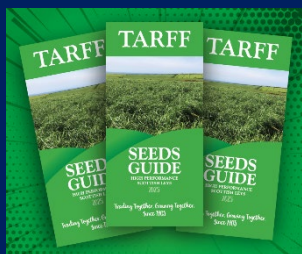
This feature provides a clearer breakdown of expenses, allowing for more accurate budgeting, streamlined accounting and improved financial reporting.

AB	Animal Bedding
AE	Animal Equipment
AF	Animal Feed
AH	Animal Health
BM	Building Materials
CE	Cereals & Seeds
CF	Clothing & Footwear
CS	Chemical Sprays
DD	Dairy Detergents
DE	Dairy Equipment
DR	Drainage
ES	Environmental Services
FC	Fuel, Coal & Oils
FE/FERT	Fertiliser
FM	Fencing Materials
GP	Garden Products
HA	Hardware
HG	Household Goods
PS	Paints & Sprays
SM	Silage Materials

Our 2025 Seeds Guide is available to read on our website! Explore our range of agricultural grass seed mixtures for all purposes and find the ideal solution for your land.

Need advice? Call our Agronomist, Gordon Scott, on 07849 636148 to discuss your requirements.

Find our seeds guide here <https://bit.ly/3QLE9wg>



Farming Community Network

The Farming Community Network (FCN) has partnered with Macmillan Cancer Support to improve support for those in farming communities and rural areas affected by cancer.

The #NiptInTheBud UK wide campaign is designed to promote awareness of the symptoms of cancer and explain the importance of early cancer detection.

Farmers, and those in rural communities, often face challenges in accessing cancer services due to their work and isolated locations. Scotland has a huge rural population, with difficult access to health services. Working with the rural and farming communities, the team at FCN is keen to understand any barriers for the community in their wellness journey.

Cancer can impact a family business that may employ many people and can have significant impacts on an individual and their families – including their housing and extended family situation - or immediate welfare issues for livestock. Farmers can be particularly at-risk of certain

types of cancer – such as skin cancer, prostate cancer or cancers caused by exposure to carcinogens. Delaying visits to health care professionals can often impact on recovery times and treatment options.

The FCN Scotland team is available to visit your community or business, offering informal chats and presentations to educate people on the signs of cancer, and discuss services and support options. You can contact the FCN Scotland team directly, via email: sheena@fcn.org.uk

We would also encourage you to sign up to the FCN monthly newsletter to keep up-to-date on the campaign and resources available to you: <https://fcn.org.uk/newsletter-scotland>

The Macmillan Support Line is available on 0808 808 00 00, seven days a week, 8am to 8pm.



Cold milk feeding maintains growth rates and offers flexibility for surplus lamb rearing

A recent survey of over 100 sheep producers has highlighted that 58% of respondents will consider feeding milk replacer cold to surplus lambs this season and view the method as a viable alternative to feeding warm milk during the busy lambing period.

In a separate question, over half of respondents said that feeding milk replacer cold to lambs makes no difference to lamb growth rates and can be advantageous for feeding lambs at different growth stages. The data comes from the annual Lamlac Lamb Intentions Survey carried out at the end of 2024.

Ian Watson, global technical manager at Lamlac, says ewe milk replacer fed cold is a proven technique and provides surplus lambs with the consistent rearing support they require.

He says: “Rearing surplus lambs with milk replacer fed cold offers sheep producers a time-effective feeding method in their systems. After following recommended rearing practices during the first week of life, the ability to feed cold can also be useful in situations when rearing lambs of different ages requires milk to be fed at a constant temperature.”

This response from sheep farmers is supported by trial work from Reaseheath College where comparisons between cold and warm milk feeding were evaluated on surplus lambs. Mr Watson highlights how the cold milk fed lambs performed in the trial.

“Lambs fed cold milk replacer from just over a week of age showed no negative impact on their performance. In fact, lambs fed cold milk replacer performed marginally better through to weaning – achieving a daily live weight gain of 0.27kg/day, compared with the 0.25kg/day delivered by the warm milk fed group of lambs.

“This data highlights that feeding milk replacer cold isn’t a poor alternative to warm milk feeding and can add flexibility to lambing systems. With over half of producers stating it makes no difference to growth rates, flockmasters should consider it as a viable feeding option, especially if warming milk isn’t possible or time limitations prevent it,” says Mr Watson.

General rearing advice for producers administering milk cold to surplus lambs shouldn’t be any different to feeding warm milk replacer.

“A single lamb reared away from the ewe to weaning (at an average of 35 days of age) will require a minimum of 9.5kg of Lamlac (equating to 47.5 litres of reconstituted ewe milk replacer). It is worth remembering that lambs should have access to fresh water, straw, and a good quality creep feed to encourage rumen development. Producers feeding cold milk replacer should always mix cold and feed, rather than mixing warm and allowing to cool, as this could encourage lambs to gorge,” concludes Mr Watson.

Lamlac Instant (red bag – 10kg & 20kg) and Lamlac Freeflow (green bag – 20kg only) is available from your local Tarff Valley branch.

