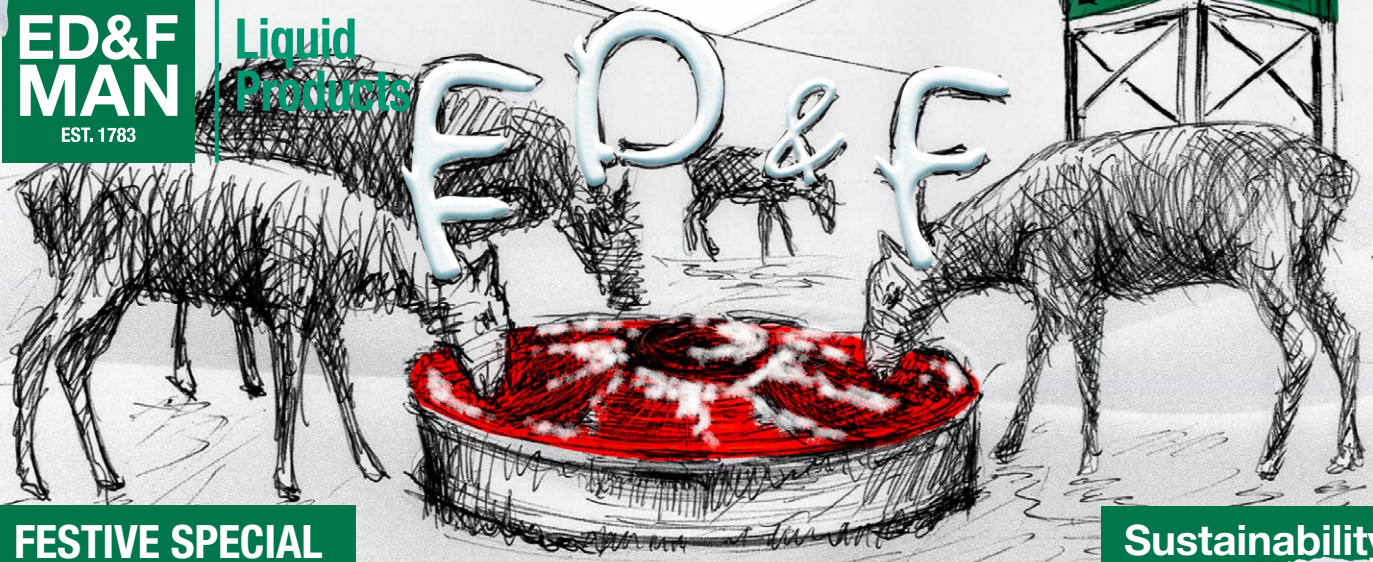


**ED&F  
MAN**

EST. 1783

**Liquid  
Products**



## FESTIVE SPECIAL

## Sustainability

### A tough year

2020 has been a tough year and it is easy to focus on the negatives. However, as a sector, the livestock industry should be proud of itself. UK production has been maintained, farmers have continued to supply high quality, high welfare products to the consumer, and the UK animal feed industry has managed to maintain feed supply to its customers. This is whilst dealing with not just the Corona Virus pandemic, but also volatile commodity markets, challenging logistics and preparing for the potential fall out from Brexit. This doesn't happen by accident, but is down to exceptional commitment throughout the supply chain from the global sourcing of feed raw materials, to the production and delivery of high quality animal feed, to the hard work and dedication of the livestock farmer and the resilience to the retailers. ED&F Man are proud to be part of this chain!

With positive news on vaccines, we are all hoping that 2021 will be a more typical year when we can start to return to visiting our customers, attending key trade events and spending time enjoying the normality.

### Market

The molasses market remains fairly stable with supply and demand well balanced. With other feed materials, especially proteins, being firm molasses blends represent excellent value and we are seeing strong demand for on farm supply. Our high protein regulated release blends represent excellent value for money (see opposite).

### Brexit

With the nation focused on the Corona Virus pandemic, it can sometimes seem as though Brexit has been forgotten about. However many businesses, ED&F Man included, have been working hard behind the scenes to ensure supply is maintained, any disruption is minimised, and it's business as usual as far as our customers are concerned. We continue to watch developments closely and plan accordingly.

### Christmas is coming

It seems to come around more quickly each year, but Christmas will be with us soon. It may not be like any Christmas we have experienced before, but hope we are all able to make the most of it.

*ED&F Man would like to wish everyone a very Merry Christmas and a Happy, successful and more normal new year.*



Following the sustainability update in our last newsletter, we have received a significant number of enquiries from both feed manufacturers and farm customers, looking to explore the use of sustainable molasses blends. We have also seen an increased focus on this, in both press and media articles, and trade association updates. We are now in a position to offer sustainable molasses. We are also working on how using an ED&F Man molasses based liquid can help produce a more sustainable livestock feeding program. For more information on sustainability, please contact your local Commercial Manager.



### Have you considered a liquid protein?

Highly effective protein supplementation can be an expensive cost on farm, especially with the recent significant rise in world protein prices, making it important to consider all protein options available. Approximately 70% of the protein consumed by ruminants is broken down into ammonia in the rumen. It is then utilised by the rumen microbes as building blocks to produce microbial protein. This process requires a source of fermentable energy. Microbial protein is used in the synthesis of milk protein, muscle structure and various other enzymes and hormones.

Microbial protein is the most economic source of protein available and the most important due to its high digestibility value and optimal amino acid profile. By utilising the ruminant's natural ability to produce microbial protein, this can allow for cost effective production. Cattle and sheep have the unique ability through their rumen to effectively utilise non-protein nitrogen (NPN) e.g. urea, to produce microbial protein. This makes urea a cost-effective protein source if used in the right way.

### The Challenge

Urea is rapidly broken down into ammonia by the enzyme urease in the rumen to then be utilised by the rumen bacteria. However, urea has an unpalatable taste and feeding levels are strict as toxicity can easily occur. Also, urea must be fed alongside a source of readily fermentable energy to allow the rumen microbes to capture and utilise the ammonia released.

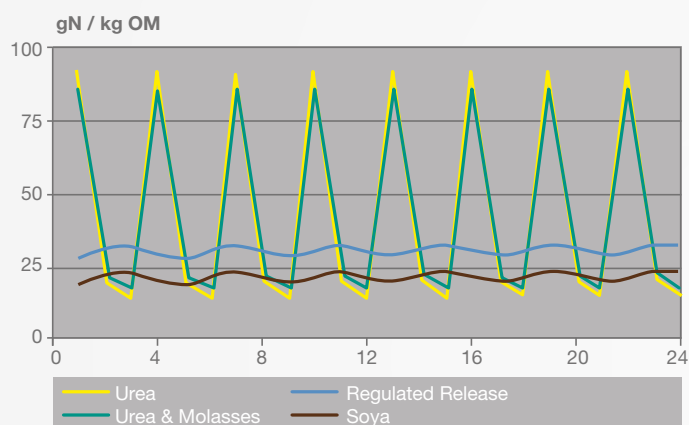
The challenge is that sometimes the breakdown of feed grade urea can be faster than the rate of bacterial utilisation, which can not only lead to health issues, but also decreases protein utilisation. Without a readily fermentable energy source, the rumen microbes cannot effectively utilise all the protein available

from the diet and this then goes to waste. This is not only an expensive loss, but it also decreases feed efficiency.

## The Solution

**Regulated Release** protein technology is a unique process developed by ED&F Man Liquid Products, designed to give rumen bacteria exactly what they need to thrive – a balanced and synchronised supply of energy and protein, leading to increased microbial protein production and better animal performance. With a higher yield of microbial protein less extra protein, in the form of soya or bypass protein, needs to be fed.

Urea is combined with sugar from cane molasses in order to achieve a slow, controlled release of urea in the rumen. Cane molasses is the best source of 6-Carbon sugars, which are the most digestible, and provide a source of Also, urea must be fed alongside a source of readily fermentable energy energy to the rumen microbes. Regulated Release provides the ideal synchrony of energy and nitrogen availability in the rumen, allowing rumen microbes to make the most of the nitrogen as it breaks down. Work with the University of Nottingham shows the utilisation of nitrogen from different urea compounds compared to that of soya in the rumen. Regulated Release protein degrades at around a third of the rate of feed grade urea and behaves much like soya protein in the rumen.



Source: Nottingham University

Regulated Release blends can help support cost-effective animal performance this winter by providing digestible sugar and protein to the rumen. The technology is research proven, with published data showing you can replace up to 1.6kg of conventional protein with 2kg of Regumaize 44. A range of Regulated Release products are available, offering product flexibility to suit individual needs all year round in delivery sizes from 1T to 29T. Find out more about our protein options by getting in touch with your local Commercial Manager.

## Fresh-Guard

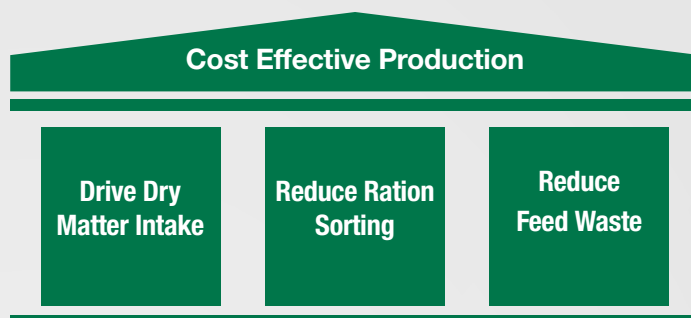
There are increasing reports of silages heating up at feed out this winter due to variable quality. Many farmers have chosen to add **Fresh-Guard** to their molasses based liquid feed as an easy and convenient way to control this heating. ED&F Man can add Fresh-Guard to any bulk blend at the correct dose to help prevent TMR heating.

**Fresh-Guard** is a ration conditioner that has been proven to reduce ration heating, microbial growth and aerobic spoilage. Prevention of aerobic spoilage will help ensure intakes and animal performance as well as reduce feed waste over the winter period. All this leads to increased profitability on farm. Get in touch with your local Commercial Manager to find out how **Fresh-Guard** can help you.



## 3 Pillars of Success

With the variability of silage quality and quantity this winter across the region, it is important to focus on some of the key drivers of animal health and performance:



**Drive Dry Matter Intake:** With high performing livestock, it can be difficult to maximise Dry Matter Intake (DMI) when only using dry feed ingredients. Adding an ED&F Man molasses blend to the ration has been shown to increase DMI due to its unique liquid nature and low substitution effect. Additionally, ED&F Man molasses blends are highly palatable, which helps support higher intakes. Encouraging animals to eat more is a key driver of animal production (either milk production or daily live weight gain).

**Benefit: Increased production and efficiency**

**Reduce Ration Sorting:** Ration sorting can be a major issue in herds, especially when concentrates form a large percent of the ration, or when less palatable feeds are being fed. Trials have shown that molasses based liquid feeds can reduce sorting by coating all the individual ingredients, making it harder for animals to select specific components. The addition of a molasses based liquid feed also improves palatability with the sugars masking bitter tasting components such as minerals. This eliminates sorting, drives intakes and ensures a consistent ration is consumed.

**Benefit: Less health problems and more efficient production**

**Reduce Feed Waste:** It is vital that every kilo of feed grown or bought is consumed and utilised effectively by the animal. It has been proven that mixing a molasses based liquid feed into a ration, not only increases intake, but reduces wastage and breathable dust levels. Dustiness can cause health problems to both stock and stockman alike. It can also increase feed wastage and costs as the dust could contain the expensive mineral and vitamin premix that is added to the ration.

**Benefit: Better animal health, reduced feed wastage and improved performance**

## Want to know more?

Contact your local  
Commercial Manager:

Richard Dobson 07764 344716

Angela Sutherby 07957 642669

Danielle Goatley 07710 075824

Georgina Chapman 07485 192774  
Nutritionist | Technical Support Manager

Freephone 0800 3898450  
[www.edfmanliquidproductsuk.com](http://www.edfmanliquidproductsuk.com)

@EDFMan\_Molasses

