



Come and see us at **DAIRY TECH**
Hall 1, Stand 132 - 7/2/2018

DAIRY HOUSE, UNIT 31, ABBEY PARK, STARETON, KENILWORTH, CV8 2LY

Market Update

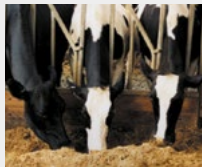
The global molasses market is relatively stable following the price falls we saw in the autumn. Currency, which has had a major impact on molasses prices over the last 2 years, is also relatively stable. The result is that we expect molasses prices to remain stable going into the 1st half of 2018.

Other feed commodities have seen changes:

Cereals: Prices have increased over the last few months, but future prices are now showing signs of weakening.

Protein: Prices have eased, but with the reduction in availability of distiller's grains due to the Vivergo Bio-ethanol plant closing, we may see prices increase.

Fibres: Supply is tight. Sugar Beet Pulp prices are very firm and there is little or no current availability of soya hulls. This has compounded the problems of those farmers who are short of forage.



We have seen strong demand for molasses blends over the first half of the winter and we expect to see this continue. It is impossible to give a UK view on livestock feeding as there is huge variation across the country, with some farmers having great first cut silage, followed by poor but plentiful second cut, whereas other farmers have had almost no winter forage at all and have had to rely on straw where they can get it and other fibrous feeds in an attempt to produce a balanced ration.

Winter Blues: At this time of year, cows can become stale and not milk as expected. This "winter blues" period can be avoided by feeding stock a highly palatable, highly nutritious ration that contains good levels of fermentable energy, specifically sugars. Adding **Stockmol 20** or **Molale** can achieve this and will not only stimulate rumen function, but stimulate cows to eat. Many farmers feel this gives their stock a healthy bloom.

Farmers seeing the benefits:

Although milk prices have come back slightly, producing milk can still be profitable and dairy farmers should be looking to maximise litres where possible. Using a molasses based liquid can help achieve this in several ways:

Stimulate Dry Matter Intake:
DMI is the biggest driver of milk yield

Improve fibre digestion:
Helps to extract more value from home grown forage

Cost effective protein options:
The ability to balance protein requirement cost effectively

Don't just take our word, this has all be proven in research trial and in extensive on farm use.

Dry Matter Intake: Research has consistently shown that including a cane molasses blend into the ration can increase DMI, even when intakes are already good. See table 1

	NO LIQUID FEED	+ MOLASSES LIQUID FEED	THE EFFECT
DMI (kg)	27.7	29.1	+1.4kg (+5%)

DeVries & Gill: Journal of Dairy Science 2012

Table 1

Fibre Digestion: Home grown forage normally represents at least 50% of feed intake (more in beef and sheep systems), so improving the digestion of the fibre portion of the ration can significantly improve the feed value extracted from forage. This is true for all types of forage, including straw. Adding a molasses blend has been proven to increase fibre digestion (fig 1). The more nutrients that can be supplied from forage the less needs to be bought in. Adding the fibre digestion enhancer **Vista PreT** is also an option on all ED&F Man Blends.

The effect of added sugar on fibre digestion in Vivo: Dairy Cattle

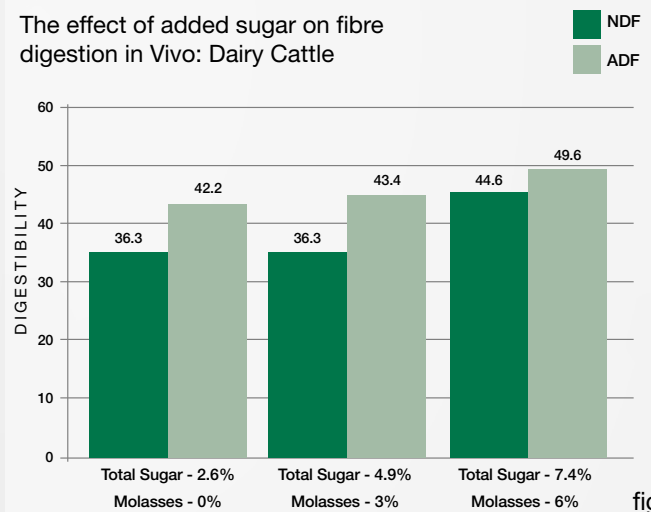
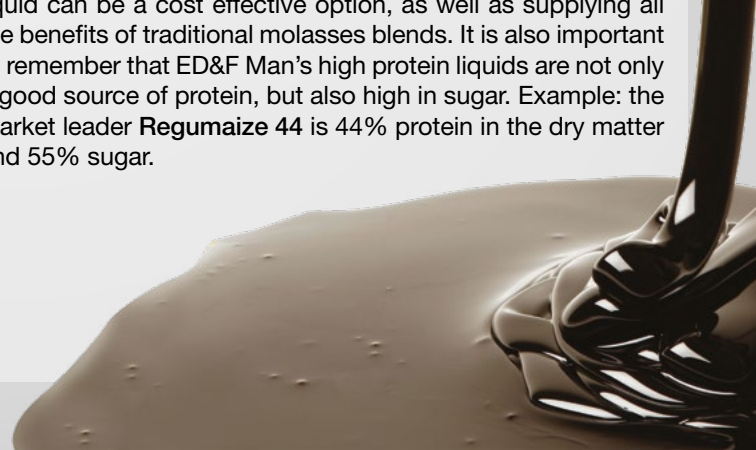


fig 1

J. Dairy Sci. 2004; G. A. Broderick and W. J. Radloff

Cost effective protein: Although protein prices have eased over the last few months, using a high protein molasses based liquid can be a cost effective option, as well as supplying all the benefits of traditional molasses blends. It is also important to remember that ED&F Man's high protein liquids are not only a good source of protein, but also high in sugar. Example: the market leader **Regumaize 44** is 44% protein in the dry matter and 55% sugar.



NEW

THE GLYCO RANGE

Give your cows a **boost** this winter



The Glyco Range:

New high energy product options designed to suit high performing livestock such as fresh calvers or high yielding dairy cows. Combining the benefits of sugar cane molasses and glycerine with various protein options available.

	Glycomol DM Basis	Glyco-Ale DM Basis	Glycopro DM Basis	Glycopro 44 DM Basis
Dry Matter %	70	60	67	69
Sugar %	46	32	43	44
Carbohydrate %	12	12	12	12
Total	58%	44%	55%	56%
Protein	7.5	16	27	44
ME (Mj / Kg)	14.3	14.5	14.1	13.6

New year new options

The livestock industry continues to evolve, so feeding and management strategies need to evolve alongside it to ensure we have profitable, efficient and sustainable livestock enterprises to take on future challenges.

ED&F Man Liquid products recognises this and is constantly looking at new products and ideas to help our customers.

Sheepmol / Sheepmol Plus:

When feeding in-lamb ewes, it is important to maximise nutrient intake. The new **Sheepmol** range is a high energy, high sugar liquid, ideal for in-lamb ewes where rumen space is limited and ewes have a high energy and nutrient demand. Available as both non-mineralised (**Sheepmol**) or mineralised (**Sheepmol Plus**). With forage quality being so variable this winter, using **Sheepmol** could provide the extra boost needed for a successful lambing.



Robot Specific Blends:

With robotic milking machines getting more popular on farm, ED&F Man is working on Robot specific blends. These are designed to be nutrient dense, high in energy, flow-able and with the ability to add in customer specific ingredients. We will be showcasing these at the **Dairy Tech Exhibition** - Hall 1, Stand 132 on Wednesday 7th February.

No matter the quality of the forage you have, it is still essential to extract the maximum value from it. **AB Vista's PreT** has been shown to do this by increasing the rumen microbes access to the fibre, both speeding up and increasing the extent of fibre digestion. For ease of use, convenience and accuracy of mixing, it can be added to all of ED&F Man's bulk molasses blends. Make sure you get the most from your forage this winter!



A word of caution: If something sounds too good to be true, it probably isn't. Always check the full details of any liquid product you are offered. A product that looks great value when described on a dry matter basis can turn out to be very expensive when looked at on an as fed basis. When looking at a 25% DM liquid, all the declarations (sugar, protein, energy etc.) need to be divided by 4 to give as fed values. Your local commercial manager will be happy to advise.



For those livestock farmers interested in using a molasses blend, ED&F Man offer a **Tank Finance Scheme** to spread the cost of a tank over 2 years and take away any up front cost.

We also offer the unique **Tank Trial Scheme**, where subject to agreement, we can loan a tank for two months - you only pay for the product.



Liquid Products

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