ED&F MAN
EST. 1783

Liquid Products

October 2018

Market Update

After two difficult seasons, a long wet winter, followed by a hot dry summer, the livestock industry is set to face another challenging season with low forage stocks and high feed prices. The ongoing concerns over Brexit and global trade disputes have weakened sterling (£), leading to an increase in the cost of US$ based commodities and imported feed materials. This has pushed molasses prices up slightly back to winter 2017-18 levels. Other feed materials, however, have increased significantly with cereals, proteins (soya and rape) and fibres (sugar beet pulp, soya hulls etc) up between 20-40%. This has resulted in molasses blends being one of the most competitive feeds available this winter. The issue has become main stream with the retail price of agricultural outputs, including dairy products, meat and vegetables increasing. It has even made the BBC news!

Raw materials	Nov '17	Oct '18	Increase
Hipro Soya	£293	£325	11%
Rape Meal	£183	£245	33%
Barley	£129	£175	36%
Feed Wheat	£140	£185	32%
Sugarbeet Pellets	£163	£220	35%
Wheat Gluten	£159	£215	35%
Wheat Distillers	£175	£225	29%
Average raw material price increase			
Feeds			
Dairy parlablend 18%	£196	£225	15%
Cattle rearer 16%	£194	£214	10%
Lamb finisher 16%	£192	£229	19%
Average raw material price increase 15%			
Molasses Blends			
Stockmol 20	£166	£176	6%
Regumaize 44	£198	£210	6%

The Changing Face of Liquid Co-products

Over the last few years, we have seen several liquid co-products, from alcohol production to dairy processing, come onto the market and be sold as competing products to molasses. However, on closer examination, these products were found to be of significantly less value than molasses blends, both nutritionally (lower fermentable value) and physically (low dry matter, poor keeping qualities and handling problems), also erratic availability. Most of these products are now being used in Biogas (AD) Production, meaning availability for animal feed is very limited and prices have increased significantly. This has created more demand for ED&F Man's range of high performance liquid feeds.

What represents true value

While cost per metric tonne is important, this is less important if it can't be combined with:

- Product Quality
- Availability
- Consistency
- Reliability

Research leads the way

ED&F Mans' ongoing global R&D program continues to highlight the value of molasses blends and sugars in well balanced ruminant diets. Data has highlighted improved fibre digestion and microbial protein synthesis, key to maximising production. We have a number of published papers, which we will be communicated over the next few months.

Feeding Options: Forage shortfall

It is vital for livestock farmers to come up with a strategy to deal with this situation as soon as possible and not wait until forage stocks run out before acting.

	Grass Silage	Straw and Regumix	Straw and Regupro50
Dry matter (%)	25	67	60
ME (MJ/kgDM)	10	13.1	12.6
Protein (%DM)	12	27	50
Sugar (%DM)	2	50	43
To replace 10kg grass silage as fed (25%DM, 11ME/kgDM, 12% CP)			
Grass Silage (KG)	10		
Straw (kg)		2.1	2.4
Regumix (kg)		1	
Regupro50 (kg)			0.8
DM fed (kg)	2.5	2.5	2.5
MJ ME as fed	25	21.4	20.5
Protein as fed (g)	300	270	343
Sugar as fed (g)	50	360	240

Replacing a proportion of grass silage with straw, in combination with a high protein molasses-based liquid, is one of the most effective options, allowing forage stocks to be extended by up to 20%. The table overleaf illustrates some of the possible options to reduce silage usage and get the most from including straw in the diet. Adding a molasses-based blend to the ration improves rumen fermentation and stimulates microbial activity. This helps to drive production and get the most from the straw. When faced with an extraordinary challenge, as livestock farmers now are, it is vital to look at new solutions to the problem and take proactive decisions. This challenge can be overcome by utilising the well proven benefits of ED&F Man's molasses blends.

Getting the most from your ration

ED&F Man liquid products can incorporate a number of additives into our blends to help get the most from your ration.

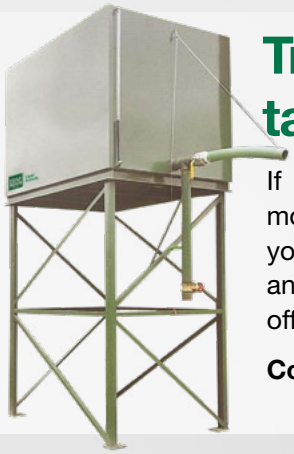
Fresh-Guard: Helps preserve the value of the ration and reduce secondary fermentation.

VistaPre-T: Improves fibre digestion by creating pits in the forage surface to allow increased microbial attachments and enhance fibre utilisation.

Using a liquid

We have seen strong demand with summer tonnages being well above summer 2017 levels. Livestock farmers are looking to take early action in managing forage stocks and recognising the excellent value molasses blends represent, when compared to other feed materials. This has led to an increase in demand for molasses tanks and the uptake of ED&F Man's tank finance scheme.

The finance scheme allows a new tank to be delivered onto farm with no upfront cost, the cost of the tank is spread over a two-year interest free period. For more information please contact your local commercial manager or log onto our website **www.edfmanliquidproductsuk.com**



Trial a storage tank - FOR FREE!

If you are thinking of using molasses for the first time, and you want to see if it works for you and your stock, then ED&F Man offer a tank trial scheme.

Contact us for more details.

Out and about

As part of ED&F Man's commitment to support our customers, we will be attending the following upcoming trade events:

Agrifest, Southwest - 7 November:
Westpoint, Exeter

AgriScot - 21 November:
Royal Highland Centre, Edinburgh

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Want to know more?

Contact your local feed merchant or contact us:

Richard Dobson	07764 344716
Mel Broughton	07717 341425
Dave Stanford	07767 873748
Danielle Goatley	07710 075824

Freephone: 0800 3898450

www.edfmanliquidproductsuk.com

@EDFMan_Molasses