



We are in very unusual circumstances with the Covid-19 pandemic, having a dramatic effect on all aspects of daily life. It is also impacting on global trade in terms of both supply and demand. We have seen significant volatility in most feed materials, which has been compounded by currency. Molasses is not immune, and at this point we are seeing record high prices in the market. It is hoped that as we move into 2021 we will see prices ease.

- Global Molasses supply is tight (cane and beet)
- Freight rates at high levels (driven by the fuel oil market)
- Indian export ban still in place
- Demand remains strong, but we may see this ease as low oil prices reduce the demand for ethanol
- Weak currency £/\$ compounding the already strong US\$ prices



Local UK demand for molasses and molasses blends remain strong, even given the relatively high prices. Farmers who moved onto molasses blends, either when prices were weaker, or when the drought and lack of silage drove the use of straw and molasses, have remained loyal to its use as they have seen the significant benefits it brings. ED&F Man produce a wide range of molasses based liquid blends suitable for different feeding scenarios, all high in sugar and formulated to the exacting specifications expected by today's high performing livestock farmers. Whether it is to balance a buffer feed, provide year round feeding performance, or drive intake and stimulate fibre digestion, we have a product to suit. Contact your Regional Commercial Manager for more details.

### Covid-19 and being part of the food chain:

The Covid 19 pandemic has put into sharp focus the role of farmers, the feed industry that supplies them and the food supply chain. While many industries have struggled with the restrictions imposed, the farming, feed and food industries have quickly adapted to them and found new ways of working that have kept staff safe while maintaining production. It makes us feel proud to be part of this great industry. We would also like to thank all the dedicated NHS Staff and care workers who have done an amazing job in very difficult circumstances.



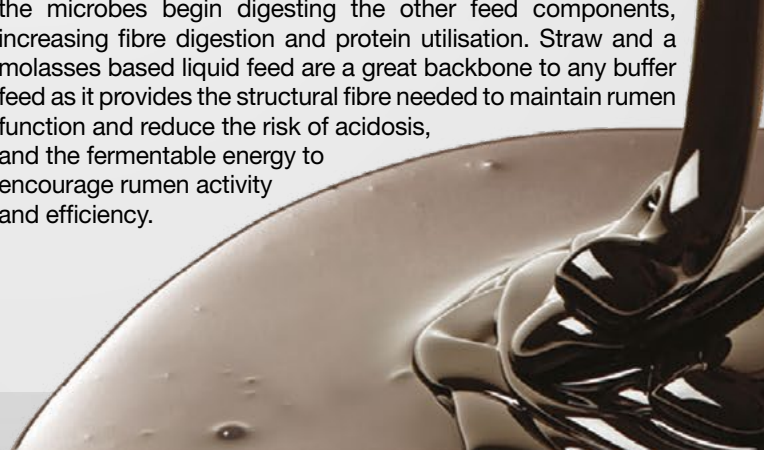
### Grazing Spring Grass

Since our last newsletter in March, a lot has changed! Only two months ago farmers were feeling the drastic effects of the flooding, to now, where most areas are in desperate need for some rainfall. At the start of the dry weather, grass growth rates shot up, meaning most first cuts have been taken, although reports are that yields are slightly down compared to normal. However, the growing concern is now with the lack of rainfall, slowing down grass regrowth rates for second cut. The warm weather is set to continue for at least the next two weeks, so farmers are starting to think strategically about grazing, silaging and buffer feeding.

Cutbacks on grazing times are starting to come into effect in order to stretch grass stocks and allow for silage regrowth, meaning the need for a good quality buffer feed is becoming increasingly important. With a well-balanced quality buffer feed, grazing can be optimised, and production losses can be minimised, such as butterfat depression. Depending on the supply contract, a drop in butterfats could be worth between 0.3 to 1ppl.

We have previously discussed the fact that grazed grass is not a perfectly balanced feed. The amount of degradable protein in fresh grass outweighs the supply of carbohydrates, resulting in excess nitrogen in the rumen. Energy is wasted on removing this excess nitrogen, energy that could be more effectively utilised for milk production or live weight gain. By supplying an extra source of fermentable energy in the buffer feed, this can help to capture excess nitrogen in the rumen, allowing the animal to utilise this and increase microbial protein yield, rather than it go to waste and contribute to nitrogen pollution.

Using a molasses based liquid feed, such as Molale within a buffer feed, will not only help to balance the protein supply from the fresh grass, but will also reduce sorting and increase the palatability of the buffer feed. Sugars are the best source of fermentable energy with the rumen digesting most of the sugars within the first 2 hours. This instant form of energy supplied to the rumen microbes means there is no lag period before the microbes begin digesting the other feed components, increasing fibre digestion and protein utilisation. Straw and a molasses based liquid feed are a great backbone to any buffer feed as it provides the structural fibre needed to maintain rumen function and reduce the risk of acidosis, and the fermentable energy to encourage rumen activity and efficiency.





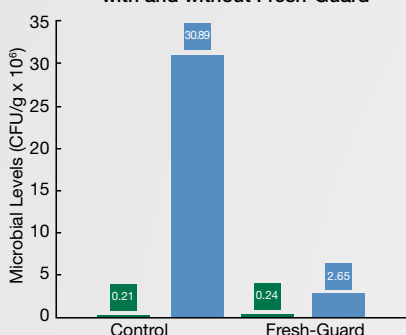
## Fresh-Guard

With temperatures on the rise and expected to climb higher over the coming weeks, it is essential to start thinking about ration quality, whether this is buffer feeding or 365 feeding.

When silage is exposed to the air, the microbes present begin to grow and start to ferment the feed - this is called aerobic spoilage or secondary fermentation. It mainly occurs at the clamp face, or at the feed trough after the TMR has been fed out. The first sign of secondary fermentation is heating of the ration. It can also lead to the production of distinct off odours and deterioration in feed quality. The outcome of this is reduced feed intake, reduced animal performance and increased feed wastage. Maize silage and moist feeds can be particularly susceptible to secondary fermentation, and when this occurs, the most digestible and valuable nutrients are lost first, such as sugars and amino acids.



Microbial Growth in a TMR with and without Fresh-Guard



Fresh-Guard is a ration conditioner that has been proven to reduce ration heating and secondary fermentation. This results in increased dry matter intake, better animal performance and reduced feed wastage. All this leads to increased profitability.

This graph proves that the addition of Fresh-

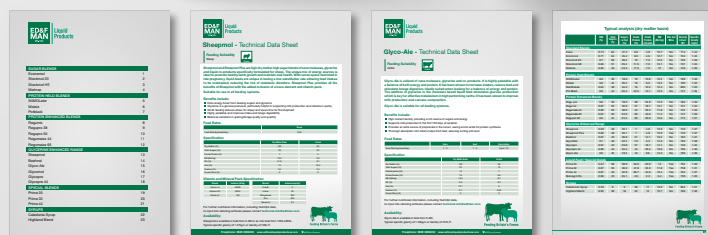
Guard to the diet reduces microbial growth. The two green bars show the levels of microbes present in a TMR at the start of the trial period. The bars on the left are the untreated TMR and the bars on the right are the treated TMR with Fresh-Guard. Both TMR's start off with low levels of microbes present. However, after a period of time, it becomes clear by the blue bar on the left, that the untreated TMR has started to spoil as the microbial presence is 30 times what it was at the start of the trial period. This amount of microbial growth will reduce feed quality and produce distinct off odours, which will cause a reduction in dry matter intake (DMI). The treated TMR remains low in microbial presence, showing less than 10% growth, resulting in the TMR remaining stable and retaining its nutritional value for longer.

## Example: How much could Fresh-Guard save you? £££

- A typical cow has a dry matter intake (DMI) of 22kg of a TMR per day.
- A 5% reduction in DMI, due to heating in the TMR and production of off odours, would mean a loss of around 1.1kg DMI per cow per day.
- This loss in intake means the cow is receiving less high value nutrients within the ration, including protein and energy.
- Based on an 11MJ/kg DM ration, this 1.1kg DMI loss would equate to a loss of 12.1MJ of energy.
- That could have made an extra 2L of milk, or in a 300-cow herd that's 600L of milk lost with a value of £150 per day.
- **Over a 100-day summer, this would be a potential loss of income up to £15,000!**
- **Fresh-Guard** can be added to any ED&F Man Liquid Feeds bulk blend at a cost.

## New Technical Information Booklet

As this season's trade event and livestock shows have been cancelled, we need to find new ways of keeping up to date with our customers. ED&F Man have designed a handy new booklet, which contains all product technical data sheets for our blends. This is available on our website as an interactive booklet, so users can easily view the necessary information. There is also a useful blend comparison table on the back page, which shows all standard blend specifications with both dry matter values and as fed. Once we can see our customers again, we will be able to provide hard copies of these booklets. In the meantime, use the link below and select the new link to our technical information booklet: [www.edfmanliquidproductsuk.com](http://www.edfmanliquidproductsuk.com)



## Want to know more?

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