



December 2021

Market Update

The molasses market continues to evolve

We are seeing positive signs on the supply side of the market with India expected to have a good crop and Thailand's crop expected to be better than last year. However, we are expecting this increase to be balanced by the increase in global demand driven mainly by increased ethanol production for fuel but also with additional demand for feed use due to very high grain prices. The net effect is that we expect molasses prices to rise as we move through 2022.

Molasses price in isolation is not the driver for demand, it is how it stacks up versus other feed commodities. With grain and protein prices very high we expect to see strong continued demand for molasses.

A Changing World

It's well known that fertiliser prices have sky-rocketed but, this is also the case for feed grade urea... a key ingredient in our high protein regulated release products. As well as the price increase, supply is also difficult meaning we have had to withdraw prices and carefully track supply. We are increasingly moving into a world where supply is challenging meaning it's more important than ever to contract early to secure your requirements.

Transport

We are not alone in experiencing difficulties with transport both in terms of availability and cost. Our transport and customer service teams have been working hard to try and ensure these difficulties don't impact on our customers. To help this we ask our customers to give us as much lead time as possible especially in the run up to Christmas. Hopefully we will start to see some of these situations improve as we move into 2022.



Christmas is coming

It seems to come around more quickly each year but, Christmas will be with us soon. Lets hope it's more normal than last year.

ED&F Man would like to wish everyone a very Merry Christmas and a Happy, successful New Year.

Sustainability

With COP26 just recently over there is no avoiding the issues of climate change and sustainability. ED&F Man have been working on these areas for some time and leading the way in the supply of sustainable molasses. UK livestock production has to move quickly to be more sustainable and climate friendly. Feeding a molasses blend can help encourage sustainable practices in several ways:



1. Reduce feed waste
2. Increase rumen efficiency and fibre digestion
3. Allow better use of feeds
4. Help improve soil fertility
5. Better use of home grown feeds

Protein Efficiency

This winter farmers are faced with higher feed prices and, in particular, protein costs due to a global rise in the price of rape and soya and more recently, urea prices have increased too. At the same time, protein feed rates have had to increase to make up the shortfall of crude protein in this seasons grass silages.

Whilst we can't just cut back on protein feed rates as it is an essential component for maintenance, production and reproduction, we can look at ways to improve the efficiency of protein use to ensure animals are making the most of what is fed resulting in minimal waste.

In rations, protein is commonly split into two fractions: rumen degradable protein (RDP) and rumen undegradable protein (DUP). The RDP is the fraction of total protein that is then degraded by the rumen microbes into ammonia which is used to synthesise microbial protein. Microbial protein can contribute up to 80% of the cow's total protein requirements due to its high digestibility and optimal amino acid profile.

For the rumen microbes to effectively utilise RDP, a source of energy is required, and the overall protein and energy inputs need to be balanced. If energy is lacking this can lead to an excess of ammonia production in the rumen which is then excreted as waste in the urine leading to increased protein inefficiency and environmental pollution.

The source and type of energy supplied to the rumen can have a big influence on microbial protein synthesis. Research has found that adding sucrose, a 6-carbon sugar from cane molasses, is the most effective way of increasing microbial protein production compared to starch and xylose (a 5-carbon sugar) as shown in the table below. By not relying solely on cereals/starch to supply energy to the rumen and providing a good level of 6-carbon sugar this can help enhance animal production and protein efficiency.

	Silage Alone	Added sucrose (from molasses)	Added Starch	Added Xylose (5-carbon sugar)
Microbial Protein Production (g/day)	64	93	74	82

Maximising protein efficiency and increasing the utilisation of home-grown feed on farm are key drivers of sustainability both in terms of animal performance and environmental impact. Increasing protein efficiency can be as simple as reducing waste on farm and minimising the overfeeding of protein which can lead to a higher level of pollution as well as representing lost money on farm. The addition of sugars to the diet can help on farm sustainability by:

- Increasing protein efficiency thus reducing nitrogen waste
- Increasing fibre digestibility so making the most of forages
- Reducing sorting and driving intakes



RoboMol

The use of milking robots continues to grow in popularity.

RoboMol is a filtered molasses blend specifically designed in partnership with Lely Centre Yeovil to ensure optimal flowability in robotic milking herds. The high sugar levels and added caramel flavouring encourages cow visits to the robot which helps drive production on farm. With prices for MPG (monopropylene glycol) on farm above £2700/mt, RoboMol can offer a cost-effective alternative palatable liquid source in robots.

RoboMol is available nationally in IBC's for 49p/kg, for further information, the technical data sheet is available on our website or speak to your local Commercial Manager.



New Website

ED&F Man Liquid Products have recently launched our new website. It has access to all product technical information, nutritional advice sheets, and general information. The website is much more user friendly and easily accessible for all.

Check it out at www.edfmanliquidproductsuk.com

Out & About

Following almost 18 months of no shows or trade events it has been great to attend them once again and meet customers and suppliers in person.

We have recently attended

- Dairy Day UK - 15th September, Telford
- Dairy Show - 6th October, Shepton Mallet
- Borderway Agri Expo - 29th October, Carlisle
- Total Dairy - 10th-11th November, Stratford-Upon-Avon



Looking forward to 2022 we will be at:

Dairy Tech	2nd February, Stoneleigh
AgriScot	9th February, Ingliston, Edinburgh

We hope to see you there.

Want to know more?

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