

Market Update

With global tensions showing no sign of easing, commodity markets remain volatile. There are still freight issues around the Red Sea/Suez Canal with vessels being attacked. This has forced a large number of vessels to take the longer route around the Cape of Good Hope adding time and costs to ocean freight.

Overall global molasses supply (cane + beet) is good but demand is also strong especially in the fermentation sector, meaning global (USD\$) prices are unlikely to move significantly from where they are today. However, in a volatile world things can change very quickly and we have seen this very recently with currency moving significantly since the US election (see graph) so it makes sense to cover your winter requirements now to remove any risk!



Get your orders in early to
make sure you have a
sweet Christmas!

Merry Christmas

Christmas is coming and it seems to come around more quickly each year but, Christmas will be with us soon. ED&F Man would like to wish everyone a very Merry Christmas and a Happy and Successful New Year



Winter Rations

With a rising milk price and strong beef values it makes sense to maximise performance from the most cost-effective feed on farm; home grown forage.

Trouw Nutrition silage data indicates dry matters are higher on average in first and second cut silages this year, along with a low sugar, protein and energy content. The higher fibre and lignin levels are also proving a challenge when it comes to achieving dry matter intakes on farm.

Many of the challenges when feeding this year's silages can be tackled by looking closely at the levels of sugars in the diet. With sugar levels around 1.7% DM, this creates a substantial sugar gap in the diet. Lactating cows require between 6-8% DM as sugar in the diet for efficient rumen function and to encourage better feed efficiency.

Adding a molasses blend to a diet will add a source of rapidly fermentable carbohydrates helping to balance nutrients in the rumen. This will support higher levels of forage intake by increasing diet palatability and fibre digestion which will help rumen outflow rates meaning the feed won't be sat in the rumen too long allowing the cow to eat more. Fibre is the slowest digested carbohydrate in feed; however, it is still a crucial source of energy. The energy can often be difficult for the rumen microbes to access and utilise due to the slower fermentation and increased lignin levels. 6-Carbon sugars, naturally present in molasses based liquid feeds, are a great feed for rumen fungi which are critical in breaking down lignin and making fibre more accessible to the rumen microbes.

Faced with this winter's silage and current milk prices it will make sense to see how molasses blends can be added to diets to promote a more efficient rumen and make better use of forages therefore, driving production.



Blend Upgrades

With cows having been on winter diets now for a few weeks it's a good chance to review the ration effectiveness and fine-tune any requirements. As discussed above, many farmers are finding the higher dry matter, higher fibre silages a challenge to base their diets around with a lot of cattle not achieving expected intakes, live weight gain or predicted milk yields. The low sugars, low digestibility and lack of rapidly fermentable carbohydrates present in this year's silage is proving to cause a lot more issues than expected as the rumen microbes aren't getting enough of what they require to drive feed efficiency and production. There are options to upgrade your current molasses blend to help fine-tune those dietary requirements for the most optimal and cost-effective animal performance this winter.

Molasses based liquid feeds provide a valuable source of rapidly fermentable carbohydrates in the form of sugars, however, some herds are needing to go beyond the requirements that may have been suitable last winter. ED&F Man's **Glyco Range** of products offer a higher energy option. The addition of glycerine, also known as glycerol, is a high energy and extremely palatable feed ingredient from the bioenergy industry. Glycerine is readily fermentable in the rumen, and acts as a glucose precursor increasing the production of glucose available to the animal. Glucose is a key nutrient for ruminants and is the main fuel for production, the immune system and reproductive system. In dairy cows, glucose is converted into lactose which drives milk production, so any shortages in glucose supply can limit milk production in the herd! For beef cattle, an increase in blood glucose levels can help stimulate appetites, driving intakes and helping to improve daily live weight gains.

The **Glyco Range** is the ideal blend for:

- Herds that want higher or stronger milk peaks
- Early lactation cows requiring additional energy to minimise negative energy balance effects
- Herds looking to boost energy intakes and improve body condition



Trouw Nutrition have reported some silages are lacking in rapidly fermentable protein as well as carbohydrates, meaning farmers are also looking for an alternative or additional protein source in the ration. This is particularly important with many processors looking to remove soya from dairy diets.

ED&F Man's **Regulated Release** high performance protein range of liquid feeds offer a synchronous source of rapidly fermentable carbohydrates with rumen degradable protein to achieve maximum protein efficiency. **Regulated Release** is a research proven source of rumen degradable protein based on urea and sugar. Independent trials have shown this blend of high sugar and Regulated Release protein helps improve nitrogen efficiency, animal performance and health. With Regulated Release, the breakdown of the urea is much more controlled and similar to that of natural protein rather than conventional feed grade urea to allow for greater rumen efficiency.

In a trial at the University of Reading, a proportion of the rape and soya in the diet of mid-lactation cows was replaced with **Regumaize 44**, a 44% protein, 55% sugar, high protein

molasses blend. In the trial diet 1.6kg of rape and soya was replaced with 2kg of **Regumaize 44**, reducing the rape:soya by 40% but leaving the total dry matter fed the same. The change in the diets had no impact on milk yield or milk urea nitrogen values but milk protein and milk fat was increased, due to the extra readily fermentable energy in the Regumaize 44.

There is a number of sugar and protein options in the **Regulated Release** range to suit all requirements. If you'd like to look at upgrading your current molasses blend to one of our **Glyco** or **Regulated Release** options, please speak to your local commercial manager.

Robomol



Robomol is a highly digestible, high-energy blend that has been designed specifically for use in robotic milking herds with a lower viscosity and filtration down to 125 microns for optimum flowability through robots. The high palatability of **Robomol** with the addition of banana flavouring encourages cows to visit the robot to help drive production on farm.

Robomol is being used in replacement of other expensive robot liquid feeds on farm. A recent market study estimates that there will be a growth in the next few years to around 30% robot systems on UK dairy farms with the majority of liquid feeds currently being supplied in the form of expensive MPG to increase glucose supply to the animal.

Robomol utilises a range of co-product liquids that act as glucose precursors in the rumen to provide high quality energy to early lactation or high yielding cows to help support milk production. Additionally, the cane molasses element provides rapidly fermentable sugars to stimulate rumen microbial activity complimenting a molasses based liquid feed in the TMR to drive rumen function and feed efficiency.

Robomol is available in IBC's delivered to farm, to find out more please contact your local commercial manager.

Fundraising



ED&F Man has partnered with the Farming Community Network (FCN) to raise money for this excellent and worthwhile organisation at all of the shows and trade events we attend. The Farming Community Network are a voluntary organisation that supports farmers and families within the farming community. They run a confidential, national helpline open every day of the year providing free support for anyone who seeks help. Find out more about them at: www.fcn.org.uk - or contact their helpline on 03000 111 999.

Fresh-Guard

Help protect the nutritional value of your ration

Aerobic spoilage can rapidly reduce the nutritional and feeding quality of the TMR. When forage is exposed to the air, the bacteria present begin to grow and ferment the feed. This can occur at the clamp face, or in the feed trough after the TMR has been fed out, before livestock begin to consume the feed.

The first sign of aerobic spoilage is the ration heating, usually accompanied by distinct 'off' odours. When this occurs, the most digestible and valuable nutrients are lost first such as sugars and amino acids. Furthermore, due to the 'off' odours the ration becomes less attractive leading to increased feed waste and lower dry matter intakes.

A typical 5% reduction in dry matter due to spoilage in the TMR can equate to a loss of 1.1kg DM/cow/day significantly reducing animal performance. To help prevent aerobic spoilage consider adding a ration conditioner like **Fresh-Guard**. Research has shown when using **Fresh-Guard** microbial growth is significantly reduced and spoilage is prevented.

Fresh-Guard is a cost-effective addition to any bulk ED&F Man molasses blend, it has been proven to reduce heating and undesirable microbial activity in TMR's and helps to ensure intakes are maintained in challenging conditions.



Transport 2025

One of the most important parts of the transport/admin day is also one of the most enjoyable and that is talking to our customers. Each time a farmer orders, they will get a call with an ETA and while they are often too busy to engage for long, we do have some good conversations. None of our transport team come from farming backgrounds so our conversations with the farmers help us better understand the challenges they face and how we can make delivery easier for them.



Over the last few years we have become increasingly focused on issues around sustainability and reducing our environmental impact. For example, we have access to around 230 vehicles, with over 97% using the most efficient, cleaner Euro 6 engines.

Farmers receiving deliveries from our Avonmouth Terminal will soon see our new 8-wheel rigid vehicle making deliveries. With the new vehicle we will see fewer mechanical issues ensuring greater efficiency as well as improved traction and higher ground clearance which will help when accessing farms.

Transport is one of the most challenging areas of any business to improve sustainability, however we constantly look for areas where we can improve and work with hauliers who do the same, as well as improving our administrative efficiency and sustainability.

We are the only molasses company that offers full service delivery from 1mt to 29mts and we are very proud of what we do. We are always looking at ways to improve and we want to be the best in terms of customer and delivery service so if you have any feedback, questions or suggestions please get in touch with us on info.mlpuk@edfman.com.

***We wish all our customers a very happy Christmas
and all the best for 2025.***

Our Research



ED&F Man take a lot of pride in their dedication to research and innovation, being one of the very few feed companies to independently do this to provide our customers with the newest and most accurate information when it comes to choosing a molasses based liquid feed. Over the last 3 years ED&F Man Liquid Products has sponsored and hosted a session at the British Society of Animal Science (BSAS) with the aim of bringing sound commercial research and industry together. As well as presenting a lot of our own research at this conference and the European Federation of Animal Science (EAAP) and Total Dairy. Our key pieces of research over the last 4 years include:

- Investigate the effect of lowering the crude protein of dairy diets with the addition of either a molasses based liquid feed (Regumix) alone or with Regumix + methionine supplementation on production performance (to be published)
- Effect of a molasses based liquid feed on diet digestibility, volatile fatty acid production and methane emissions in lactating dairy cows (EAAP 2024, BSAS 2023)
- Effect of a molasses based liquid feed on diet digestibility, volatile fatty acid production and methane emissions (BSAS 2023)
- Effect of carbohydrate source with or without additives on in vitro rumen fermentation (Total Dairy, 2022)
- The effect of a molasses based liquid feed on fibre (NDF) digestion, nitrogen utilisation, animal health and performance (EAAP 2021, Total Dairy 2021)
- Replacing a proportion of grass silage with a molasses based liquid feed and wheat straw as a forage retention strategy (Kingshay, 2021)

To find out more about any of our research, get in touch with your local commercial manager and we will be happy to provide you with the full project information and results.



Tank Options

We are seeing strong interest in both new tanks and in replacement parts as customers look to recommission tanks not used for some time. ED&F Man can help you source everything from a complete tank and stand through to replacement valves and other ancillaries. Remember that our Tank Finance scheme means there is no upfront cost and that payments can be spread over 2 years interest free. We offer tank sizes to suit individual customers needs from 12-42mt.



The Benefits of Carbon In Your Crops



ED&F Man offer a range of molasses based Crop Nutrition products which are gaining a lot of interest from farmers looking to improve soil fertility and work with natural processes to improve crop performance.

Increasing soil organic matter and improving soil carbon sequestration has been identified to be at the forefront of sustainable agricultural practice. Offering benefits not just in mitigating against climate change, but in broader agricultural management, land robustness and the economic stability of the farm.

But just how does soil store carbon?

Root exudates, converted from carbohydrates, increase the development of healthier, carbon-rich soils typically leading to improved crop nutrition. By increasing sugar levels with the application of ED&F Man's Crop Nutrition products we get more root exudates leading to increased carbon capture - when the system is functioning effectively it can sequester up to 13 tonnes/year/Ha of carbon.

Soils with an enhanced carbon content and organic matter typically have better structure, more stable nutrient levels and are less prone to soil erosion. Enhanced soil structure and fertility support better plant growth, improving farm output from improved nutrient efficiency.

What can be done to enhance this effect?

Earlier this year ED&F Man Agronomy commissioned trials looking at the impact of carbon and sugar applications with the use of **Black Label**, a high sugar crop nutrient package on nitrogen use efficiency.

Spring barley plots were treated with 4 different nutrient programs:

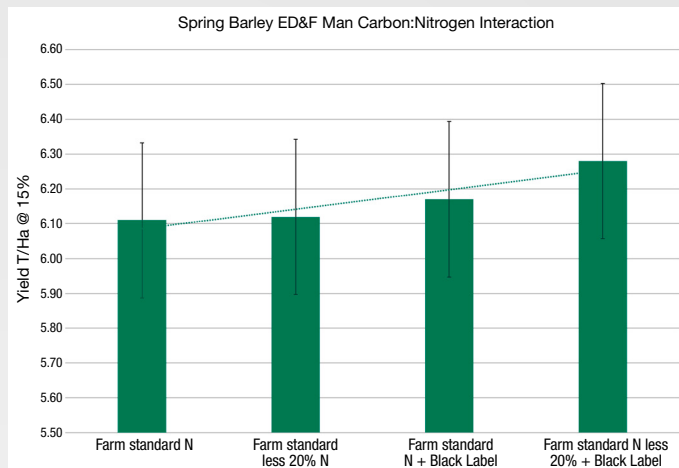
- 150kg foliar N
- 120kg foliar N (a 20% reduction in nitrogen input).
- 150kg foliar N + 30kg **Black Label**
- 120 kg foliar N + 30kg **Black Label**

With only 2 spray applications through the season, at harvest, results demonstrated an increased yield when using Black Label despite a reduction of artificial nitrogen use.

By adding **Black Label** to crop spray applications there are significant crop management efficiencies to be achieved whilst also enhancing the soil biosphere.

For more information check our website
www.edfmanliquidproductsuk.com/agronomy/

To download our product guide or call our free phone number 0800 3898450 and we can send you one.



Sustainability Update

ED&F Man have just released a new Sustainability Report, with key figures showing that since last year we have achieved a:

- 40% increase in renewable energy use
- 26% decrease in water use
- 12% reduction in total Scope 1 and 2 emissions



We have recently started a project to install solar power at all of our terminals, with Hull now completed. Alongside working to reduce our emissions and reduce our environmental impact, we have become ISCC certified which is the leading system supporting sustainable, fully traceable, deforestation-free and climate-friendly supply chains. Certification covers the raw materials and fuels beyond the current legal requirements covering additional ecological and social requirements putting us as the forefront for our sector in this area.

Upcoming events

LAMMA: 15-16th January 2025



Dairy Tech: 5th February 2025



Why not try our coffee break Wordsearch...

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GLYCERINE
BEEF
ROBOMOL
CARBON
SUGAR
SILAGE
CANE
SHEEP
FRESHGUARD
AGRONOMY
MOLASSES
EFFICIENCY
REGULATED
RELEASE
DAIRY

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