

Market Update

We have seen significant volatility in commodity markets over the last 12 months but molasses prices in the UK have remained relatively stable. However, this doesn't tell the whole story as the strengthening £ has offset rises in global (US\$) prices. As well as the global commodity price rising we are, as is the rest of the feed industry, faced with increased production and transport costs. The feed and livestock industry now recognises the unique nature and absolute need of sugars in ruminant diets and molasses based liquid feeds represent the most cost effective source of sugars available. With research and nutritionists supporting the need for 5-7% sugars in well balanced dairy and beef diets, plus sheep farmers recognising the benefits of feeding sugars to pregnant ewes to prevent twin lamb disease, we are seeing on farm demand for molasses increasing. ED&F Man offer an extensive product range suitable for all types of feeding system and uniquely we can offer from 1mt to 29mt deliveries nationwide.

Winter Feeding: Focus on Forage Management

Despite the early spring looking like there would be a promising grass growth season ahead, the prolonged dry weather that came after has resulted in slower grass growth and the peak growth being below the 6-year average, according to Trouw Nutrition's GrassWatch reports. This reduced grass growth means that winter forage supplies will be under pressure making it essential to plan now for winter feeding.

With potentially low forage stocks this winter, farmers may be looking to incorporate straw feeding into their winter rationing plans. Higher proportions of straw within diets can lead to problems with intakes and cows not performing as expected as it is not as palatable or digestible and has a low nutrient density. The key to utilising straw or replacing a proportion of grass silage with straw is by maximising its digestibility and promoting high levels of rumen activity and fermentation.

Feeding a molasses based liquid feed alongside the straw in a ration or replacing a proportion of grass silage with straw and molasses can help to mitigate these issues.

Molasses based liquid feeds are a valuable source of sugars and fermentable energy containing a blend of different types of sugars which are proven to be more highly rumen fermentable, increase microbial protein production, improve fibre digestion and stimulate rumen microbes than other sugar sources. The high palatability of cane molasses based liquid feeds helps drive dry matter intakes. Independent research found that including 1.5kg wheat straw and 1.5kg Regumix, a protein molasses based liquid feed, in replacement of 7.5kg grass silage in a dairy ration is an effective feeding solution which allows production to be maintained while also preserving valuable silage stocks. When implementing a straw-based ration, it is important to allow a two-week adaptation period and to make any dietary changes gradually. Additional mineral supplementation may also be required and access to fresh water is critical for cattle.

Not only is the quantity of winter forage under pressure, but early analysis of first cut silage is showing that quality is also struggling. With higher fibre content and lower digestibility, this means the rumen will be working much harder to digest the forage and extract the valuable nutrients crucial for animal performance. At the same time, analysis is also showing lower rumen fermentable carbohydrates (RFC) and protein, these are the essential sources of fuel for the rumen microbes which help optimise rumen efficiency. Altogether, this is indicating a challenging winter forage season ahead and close attention will have to be paid to rumen efficiency and forage stocks when formulating rations.

There are however encouraging signs for this winter's milk price, meaning there is opportunity to increase margins on farm. To achieve this, it's important to make the most of forages and create a well-balanced diet for the winter to stimulate rumen function and efficiency.

Where forages are lacking RFC's, there is the risk that rumen microbial activity will be reduced impacting on fibre digestion and energy supply.

Traditionally, ground cereals have been used to provide supplemental RFC's however, too high an inclusion can increase the risk of sub-acute ruminal acidosis (SARA). A cost-effective option is to include a molasses based liquid feed which provides readily fermentable energy and carbohydrates in the form of sugars to support rumen microbial activity. Research has shown that a molasses blend provides energy to rumen microbes at a much faster rate than starch or fermentation co-product sources (such as cereals, wheat syrups and processed feeds), resulting in a greater improvement in rumen function and ration digestibility. This valuable source of energy helps to significantly improve fibre digestion which will be key to extracting the nutrients in this winter's silage.



ED&F Man offer a range of molasses based liquid feeds that are formulated to supply a balanced and synchronised supply of not only energy but also protein. This will help to supplement the shortfall of rumen fermentable protein to optimise microbial protein production from silages.

With the rumen supplying around 80% of the nutrients that cows require, it is crucial to ensure sufficient fuel for rumen microbes are supplied in the ration. This makes the microbes as efficient as possible which allows the rumen to make the best use of forage and maximise margins on farm.

Robomol: New research

Robomol is a highly digestible, high sugar, multi-energy source liquid blend that has been filtered down to 125 microns, designed specifically for use in robotic milking herds. It is extremely palatable and is with the addition of a flavouring and is proven to encourage cows to visit the robot and to drive production on farm.



A consultant-led trial across 6 UK farms including over 1,300 cows was carried out using Robomol. Across all cows an average milk yield increase of 1.5kg was found in the Robomol groups. More specifically, in the early lactation group (51-100 DIM) there was an average milk yield increase of 2.1kg when using Robomol with one farm gaining a huge 4.2kg milk yield in the early group and 3.4kg in the fresh group (0-50 DIM). The data was presented at this years British Society of Animal Science Conference.

Alongside increases in milk yield, there was also increased rumination time, eating time and robot visits and a reduction in refusal numbers. Additionally, there was evidence to support a reduction in ketosis risk by reducing the number of animals over the 1.4 Fat:Protein ratio. Overall, using Robomol resulted in an increased milk yield delivering a 2:1 – 4.5:1 ROI, outperforming other competitor products.

Robomol is recommended at a 0.25-0.5kg feed rate, with the maximum dose per robot visit being limited to 200g. It is available in IBC's, for more information please contact your local commercial manager.



Tank Options: Cost Effective Storage

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 payments can be spread over 2 years interest free. We offer tank sizes to suit individual customers needs from 12-42mt.



Come and meet our team at UK Dairy Day, 10th September, Telford



Danielle Goatley: Danielle covers our Southern Region and is based out of our Avonmouth Office: Danielle has been with ED&F Man for 12 years and a commercial manager for 8 years. Before becoming a commercial manager Danielle was involved in our customer services and logistics department.



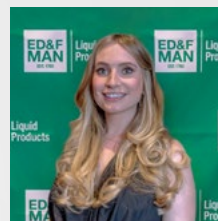
Angela Sutherby: Angela covers our Central/Northern Region and is based out of our Hull & Liverpool offices: Angela has been with ED&F Man for 6 years and before that had worked extensively for a number of large Agri companies on the commercial and supply side.



Richard Dobson: Richard covers our Northern England & Scottish Region and is based out of our Grangemouth office: Richard has been with ED&F Man for 8 years and before that has worked at a number of major businesses in the Agri and Dairy supply industry.



Lydia Spencer: Lydia supports our UK business and is based out of our Liverpool head office: Lydia has been with ED&F Man for 9 years initially in the finance department but now working in sales support looking after marketing, social media and customer support.



Social Media: Follow us to win a prize

Follow **ED&F Man** on Facebook or Instagram for the chance to win an IBC of Robomol worth almost **£1000**



ED&F Man Liquid Products UK



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Upcoming events

UK Dairy Day	10th September, Telford
The Dairy Show	1st October, Somerset
Borderway Agri Expo	31st October, Carlisle
AgriScot	19th November, Edinburgh

Want to know more?

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