

Current yield per cow is now running at 35.3lt/day at 4.10% BF and 3.18% Protein. Practising our cow signals policy muck has remained unchanged, rumen fill scores are even across the herd and our original target to maintain animal condition is being met.

The diet changes had a small impact on the overall feed cost per litre; this increased by 0.35ppl, so a net cost of 12p/animal/day. The gross benefit measured extra milk volume only is just over £0.50/cow/day, which is a 4:1 return.

Feeding strategies have been very individual farm focused to address the above issues regarding forage quality and quantity, other areas needing careful consideration are maximising milk supply contracts both in terms of the optimal volume of milk and the quality of the milk being sent. Our technical sales team at New Breed UK have the experience and skill base to work with our customers and guide potential customers, helping to formulate the right plan of action for your farm.

Mark Borthwick

### **The First New Breed UK 2017 Silage Competition**

It is with pleasure to announce the first New Breed Silage competition will be taking place this winter! This is an exciting development for New Breed, we recognize the importance good forages have in the success of your herd and see year on year our customers produce some of the top silages in the North West of England and South West Scotland, and this is a fantastic opportunity to showcase this.

Applications are open to all of our customers, and the three categories are Clamp Grass Silage, Whole-crop Silage and Maize Silage. The

competition will be judged in two stages, initially by the chemical analysis of the silage, from there a shortlist will be drawn together and the successful entrants will receive an on farm assessment, whereby Clamp Management and efficiency of Forage Use will be judged to select a winner. Please contact your local feed advisor to enter and the application deadline for all entrants is the **20th December 2017!!** The winner of each category and prizes will be announced in the New Year.

Ruth Wilkinson

### **Congratulations Tom Whittaker:**



We would also like to take the opportunity to congratulate Tom Whitaker, from Park Lane Farm, Garstang, who completed his first half marathon; the London Royal Parks Half Marathon in aid of Send a Cow. A charity set up by Dairy Farmers in 1988 and almost 30 years later are helping 21,600 smallholder farmers across Africa. If you would like to support Tom's effort please contact the office number to place a donation.

If anyone has any similar achievements you would like us to report, please get in touch with any member of our team!

# **NB UK**

**NEW BREED (UK) LTD**  
**INDEPENDENT NUTRITIONISTS**  
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## **NEWSLETTER**

November 2017



Photo Courtesy of Andrew Best

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It is always pleasing when a plan comes together and our decision to take Ruth on has had a positive impact into the New Breed business. This is now our second newsletter that she has put together keeping you, our customer informed of company and product developments. She has also become our calf rearing guru, utilising her own experience and knowledge combined with some very specific training from our suppliers.

By the time you read this newsletter Paul Marsden will have joined the company, Paul has several years' experience in the agricultural feed industry and will be covering South West Scotland and Cumbria. This is an exciting growth time for the company and reiterates our commitment to you our customers, and our desire to see the company continue to grow.

The stumbling Brexit negotiations could be a positive for British Agriculture, more and more produce will have to be sourced from you the British Farmer. With milk prices remaining buoyant our dairy costings show that it definitely pays to feed for milk.

Regards, Richard and the New Breed UK team.

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### About Paul...

I first found my passion for agriculture on a 200 herd dairy farm in Lancashire. I have spent time working for Davidsons Animal Feeds and Aspatria Farmers as a Feed Specialist covering the area of Cumbria in 2014, and shortly afterwards I commenced a diploma in Ruminant Nutrition at Harper Adams University, Shropshire.

This has given me a wide range of experience providing feed formulation and on farm advice, and I'm incredibly positive about my move to New Breed. I like what they stand for and share the same values which are honesty with our customers, commitment to maintain mutual trust and the passion to consistently provide our clients with the superior knowledge they deserve.



I moved to Allerdale, Cumbria in 2014 with my wife and family; my wife is a Safeguarding nurse for the NHS we have two children now aged 6 and 4. In my spare time I enjoy pursuing my other passion; Golf where I am a member at Silloth. I have also done charitable work for the Parkinson's disease society and ran the New York and London marathon, a charity close to my family's heart.

Paul Marsden

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### Variable Silages and Winter Feeding

2017 has proved a challenging year for making and harvesting grass silage, there are many reports currently in various agricultural publications highlighting the "averages" for 1st and 2nd cut grass silages.

In reality there is no average on farms this autumn/ winter, 1st cut silages are of good quality but reduced physical quantity. 2nd cuts vary massively with a lot cut and ensiled 3-4 weeks later, causing lower D Values/ ME.

For the farms that have successfully ensiled 3rd/ 4th cut, again they are a mixed bag with crops that were harvested 5/6 weeks after the previous cut but analysing well and feeding ok.

As September and October progressed we have seen some really positive changes to diets when optimising the available forages and supplementary blends/ meals and parlour/ robot concentrates. Adding where available moist feeds such as brewers grains, pressed pulp etc. have again proved a positive addition.

Below is an example of diet optimisation on a herd in South West Scotland, cows were milking well at 33.5lts/day, muck was creamy and no undigested fibre present. Our main focus in August was to maintain animal condition. The TMR blend was adjusted to re adjust the DUP/ ERDP balance and optimise the starch degradability ratio. SBP nuts were added to the diet as well to provide an inert energy source that would not introduce any additional protein.

