

tamar **milling**

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A family run feed business, UFAS Assured, producing high quality Dairy, Beef and Sheep feeds

March 2017 Newsletter



March Sheep feed offer

**For every dumpy bag of
Premium Ewe 18
purchased in March**

**Receive a free 20kg bag of
Lamb creep**

Also

**Free delivery February
On all full pallet orders of
Owens Buckets**

**Now continues
throughout March**

Summer dairy feeding

If you are planning to operate a simple grazed grass and parlour feed system through the summer, you may be interested in our bespoke grass based dairy feeding service.

Tailoring parlour feeding to grass growth and availability by;

Monitoring compositional Milk Quality using every test result from every customer, along with weekly grass analysis provides us with real time figures to assess seasonal grass quality changes. Keeping your feed formulation tuned to compliment the grazing in front of your cows.

Keeping the ratio of functional fibre at the optimum for feed conversion.

Using work done recently on fibre degradability to ensure appetite and dry matter intakes at grass are maximised.

Starch, sugar, NDF, functional fibre & protein supplied at the optimum levels as the grazing season changes.

Palatable high quality ingredients to ensure good intakes in parlour.

Feeds are a mix of 6mm pellets and coarse meal to give a large particle size to aid rumen function when fed twice a day in parlour.

Feeds formulated entirely to the cows needs not the pellet press.



OWENS
Nutrition
LIMITED

Owens mineral and feed buckets - All 20kg

(discounts for orders of 25 buckets or more)



OWENS
Nutrition
LIMITED

Tamar Protolick - 18% protein high energy mineralised feed lick for sheep & Cattle **£13.00**

Forage booster - High energy feed bucket for cattle on late season grass - **£14.00**

Lifeguard Ewe & Lamb - pre and post lambing high levels of vits and minerals, high energy - **£15.00**

Lifeguard Dry cow - High spec Pre calver mineral supplementation - **£17.90**

Triple Attack - (Cocci, Orf, Hoof and hair disorders - no prescription) - **£15.00**

Sweet Mag - readily palatable high magnesium bucket for grass staggers prevention - **£12.60**

Pre tup - High energy and trace elements to maximize ewe fertility at tugging - **£15.62**

Customer technical support

Our business model is to use the best quality ingredients but operate with the lowest overhead costs to provide customers with the best value for money feed in the South West.

A big part of that low overhead advantage is not running a sales team. Sales have increased by 20% or more every year simply by providing what the customer wants rather than selling them stuff that doesn't really meet their needs.

However as sales continually grow we are aware that eventually customers reasonable requirements for on farm help and advice become more difficult to provide to the standard we would like. We provide forage analysis and ration formulation services, we like to regularly monitor and review performance, because it helps to develop and fine tune our feeds and we often send out technical specialists from our suppliers to customers farms, but getting to everyone as often as we would like is becoming increasingly difficult.

We are looking to recruit an experienced Dairy, Beef and Sheep feed specialist to improve our customer support services in the near future, to strengthen our on farm presence and to help customers use our feeds even more profitably. It may take a few months to find the right person who will fit the culture here.

Customer recommendation is always welcome.

You need have no concerns of us losing our focus on costs or it being the first step on the road to a large expensive fleet of company cars, it is just about providing the level of service that we feel is appropriate to customers that loyally and consistently trade with us.

Opening Hours

We are open for feed collections & telephone orders

Monday to Friday 8.00am to

5.00 pm

Saturday Mornings 8.30am to

10.30am

Cornish Tractors Open Day

We have been kindly invited to have a stand again at Cornish Tractors open day on 14th March at Timberlake Week St Mary.

Other dates for your diary

8,9,10/June Royal Cornwall Show

8th July Liskeard Show

27th July Launceston Show

31st July Woolsey Show

9th August Camelford Show

10th August Okehampton Show

24th August Holsworthy & Stratton show



Shine Calf Milk powders



Shine (£/bag)	1 - 5 bags	6-15 bags	15+ bags	60 bag pallet
Once a day	41.30	40.30	39.30	38.30
Twice a day	38.30	37.30	36.30	35.30
Transformula	47.50	POA	POA	POA
Sweet complete	30.90	29.90	28.90	28.30

We delayed a price rise from November by placing a large order prior to the price rise, current stocks will run out this month and new prices will have to kick in then. These prices are on a when it's gone, it's gone basis.

Sweet Complete - The shine range is made with real dairy skim and whey powders, and as such is subject to the rapidly rising milk commodity prices. As a result of recent price rises on the premium calf milks we have restocked the sweet whey based Sweet complete powder. When we stocked sweet complete previously it proved a great choice for calf rearers and machine users to ensure maximum intakes of dry feed, high weaning weights with minimum problems and now with a saving of over £7/bag it again looks a good option for twice a day feeders or machine users.

Transformula - Designed to take calves from Colostrum to day 10 where there is a high disease challenge.

Contains – Anti Cryptosporidium product (replaces Halocur) , Anti Rotavirus (to help vaccination) , Anti Coronavirus (to help vaccination). Contains specific proteins designed to boost the calves own immunity.

Blends in bins?

The three simple rules of trouble-free blend

- 1) Molasses of between 2 & 4 percent inclusion
- 2) Make it today - Deliver it tomorrow
- 3) Find a supplier that always follows rule 1 & 2

tamar **milling** calf diets

Baby Calf coarse mix

A traditional molassed coarse mix, containing a high inclusion of micronised flaked ingredients. This coarse mix is highly digestible and extremely palatable to get your baby calves ruminating and growing early. 13.6ME, 18% protein

Premium Calf

Less molassed mix containing more pelleted feeds to give a flowable version of our proven and popular Baby coarse mix. At 13.2ME and 18% protein and packed with palatable raw materials, Premium calf is priced like a standard calf pellet, runs through feeders like a calf pellet but will give you the earlier solid feed intake and stronger rumen development of a coarse mix.

Shine Lamb Milk

Shine Lamb, the only lamb milk powder made with Ewes Milk and suitable for bottle feeding or adlib feeding 20kg bag



See recent trial results from French National animal research institute (INRA)

	Lambs with ewes	Control Standard Lamb milk	Shine lamb milk with made with ewe milk and essential oils
Number	548	55	56
Mortality rate %	Not recorded	5.2	<5%
Birth weight (kg)*	3.0	3,0	3.63
Average daily live-weight gain(g/d)	272	225	320

Feed price outlook

February has seen the trend of gradually rising commodity prices continue.

Currency has been relatively stable compared to the last six months but fund activity is high in all agricultural commodities leading to some extra volatility when there is any crop numbers or weather news.

Cereals

One piece of good news is that physical cereal prices have stabilised for the moment. An artic load of wheat will set you back £155 - 158/t, Barley £135 - £138/t which is a good £25 up on the late summer. Locally, the availability of grain seems a bit more plentiful. Growers are beginning to sense that now could well be a selling opportunity with prices well up on last year and the worldwide fundamental picture of record high stocks and favourable weather unchanged. Also feed demand will not stay at current levels for too many weeks.

Maize prices have jumped £4/t spot and forward on the month but the premium to wheat is less than earlier in the winter.

Proteins

Soya - Soya has ended Feb only a couple of pounds up on the month but that was after a mid month rally and last week fall. Summer soya actually came back a pound as S American crop estimates improved after the wet start in Argentina.

Rape and distillers Rapemeal is up £16 again this month even with a massive cargo arriving and looking expensive right through to new crop in August..

Distillers - Largely unchanged this month and relatively good value for the summer. Volumes are thin though so any marked switch from rape to distillers will push distiller prices.

Wheat Gluten. Prices have firmed by £8/t spot, reflecting current demand and by £2 for the summer. Summer wheat gluten delivered artic loads tipped in the mid £150s might be up on last year but still looks a reasonable deal for those that can handle it.

Fibres

Sugarbeet & Soya Hulls - Sugarbeet is going to be harder to find than concrete blocks in Texas this summer. What scarce supplies are about are now £185/t for imported 10mm and UK 6mm will be at a fair premium to that. High NDF summer dairy feeds that normally have a 30%- 50% sugarbeet inclusion will need formulating with a bit more imagination this year to keep them cost effective. Soya hulls are trading unchanged both spot and forward this month but aflatoxin worries continue which makes high inclusion rates a worry.

NIS - An excellent alkali fibre source (produced in the UK and traded in sterling)

We have worked closely with the NIS producer Sundown products for a couple of grazing seasons and their understanding of effective fibre and the degradability of that fibre in the rumen has translated extremely well in practise. The ability to get dairy cows to readily eat alkali treated straw in the parlour feed is an extremely useful tool to have when they are on lush grazing.

To summarise,

Rising raw material prices have steadily put pressure on feed prices all winter, we have full cover now until the end of April. The period from May to harvest is still looking quite expensive at the moment, we have some summer contract prices out this month, which represent good value as they include some well bought forward contracted material. There will only be limited volumes at these prices, once we have satisfied our current loyal customer's requirements. So if you are looking for a good summer feed deal now is the time to get on the phone.