

DN NEWSLETTER

issue 02

As we all continue to adapt to life in lockdown and with improved weather for many, your thoughts will be on turnout and 1st cut silage. Our second newsletter addresses some of the areas surrounding maximising production from grazing and forage land.

Forage – The foundation of any diet.

The ability to produce high quality forage in sufficient quantities underpins most dairy cow diets. Careful planning is needed to ensure we can make this as likely as possible.

Many fields are coming out of a very wet winter with varying degrees of damage to both grazing and silage leys, the obvious visible damage such as poaching and ruts can be addressed through harrowing and rolling but underlying damage through compaction will require a different approach such as aeration or slitting to ensure it doesn't impact upon grass yield.

Time must also be taken to assess the quality of the ley and whether it looks like it will perform this season, various options are available where remedial work is required from overseeding damaged swards to full reseeds.

Dugdale Nutrition are able to supply a full range of grass seed mixtures to suit all requirements and locations. With the latest varieties from all the major seed houses, we have both stock mixtures and bespoke mixtures available with expert advice backed by extensive research and development from our suppliers through commercial trial work to ensure you get the best results.

Planning your requirements and how you will set out to achieve this is crucial, our Sales Specialists are able to work with you to assess how much forage you require and whether you can achieve this, if you use a contractor work closely with them to ensure they know what you are planning so they can help you achieve



this. The use of a quality forage additive can help reduce losses due to poor fermentation and further dry matter losses during ensiling and feed out.

Dugdale Nutrition supply Silosolve additives, working closely with our suppliers Forage Technology ensures we are at the forefront of forage additive technology and advice. With extensive research and development, Silosolve additives are well proven in a variety of crops and dry matter situations.

Using Silosolve additives could reduce your dry matter losses by 5%, to put this in economic terms if we only factor in the loss of energy in 5% of a 1000t clamp that would amount to 32,000lt milk worth around £9,000. This doesn't include the lost silage, or the loss of TMR due to spoilage which again add up to frighteningly large amounts. When we examine and put figures on all these factors the cost of treating your silage with an additive doesn't look so bad!

Speak to your local DN Sales Specialist for more information on any of the above, or to place an order at a competitive price!



Lost grazing days are a cost to grazing based systems.

Do you know how much a day spent not grazing is costing your business? Teagasc have calculated the value of spring grass to be £2.50 per cow / day of lost profit.

This year many farms are behind schedule due to the weather and ground conditions. By the end of March 80-90% of the farm should be grazed but March 2020 shows only 60% of the farm has been grazed. Furthermore, the whole grazing season will impact financial and performance results by decisions made in the next month.

The first grazing rotation stimulates grass growth. If grazing is managed correctly, the grass quality in the second rotation will be better, which positively impacts fertility and conception rates.

For the paddocks which haven't been grazed, the grass growth is slower and the nutritional quality is reduced compared to paddocks which have been grazed. A possible solution would be to take an early cut of silage on the ungrazed paddocks. If there is surplus grass in later rotations then mow it for silage so that the quality of the grass is maintained. It is key to graze the platform well now throughout the season so that winter feeding and housing isn't onset early, adding extra costs.

Grass growth and nutrient values.

The growth of grass for March is similar growth to what was seen in March 2018. This seasons grass growth is delayed compared to the growth in 2019 due to some frost and the wet ground conditions.

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| Grass growth (kg DM/ha) | 22.7 |
| Dry matter (%) | 20.4 |
| Metabolisable Energy (MJ/kg DM) | 12.6 |
| Crude Protein (%) | 22.6 |

Colin Price's Retirement.

Colin Price will be retiring from his role as DN Senior Sales Specialist at the end of April. He has been with the company since 1977 and is one of our longest serving employees.



He started with B Dugdale & Son in the sales office when the company was still based at Waterloo Terrace opposite the Grammar School in Clitheroe, moving to the current site at Salthill in 1982, when he started working locally as a sales person.

His sales area is mainly the local Clitheroe area, including East Lancashire. Although Colin is not from an agricultural background he has formed a good working relationship with farmers, making good friends along the way.

He has seen big changes in the job role, the company and farming. The role of sales specialist has developed from a pure sales into a more technical one with farmers looking for good sound advice alongside high quality feeds.

The company has also grown in size from 20,000 to 220,000 tonnes over this time, and likewise farming with units following suit in terms of output.

His main hobbies are following Preston North End, both home and away, and travelling, which has included trips to the likes of the USA, China and South Africa.

The Directors and all DN employees wish him the best for his retirement, especially his team mates.

