



Corona Virus Changes Our Working Practice

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Introduction Urgent Update

Due to the current health issues prompted by the Coronavirus pandemic we have decided on a short-term course of action as follows: -

- I will no longer call on farms without an agreed appointment. This will allow for an agreed assessment of any risk of virus spread between us.
- Please telephone, text, e-mail or message your orders through to us as normal.
- We will look at current order patterns and may phone you if we think you need a repeat order.
- Please confirm your contact e-mail address to us by sending a blank message to jerry@lakelandscottish.co.uk.
- Check out our new website at www.lakescot.co.uk . We have updated all the content of the site and we are adding a huge ruminant nutrition background reference work in order to explain the thinking behind the feeding systems that we support.
- We will be more active on Twitter and Facebook. This will allow us to keep pace with how the market changes can affect us, and keep you informed of any useful action points.
- This will not be a permanent arrangement, but we feel that it is an appropriate response at this time

Action Points of Interest

Turnout

With turnout fast approaching these are a few things that will help you: -

❖ Magnesium.

The grazing cows need supplementary magnesium because nearly *all* of the UK spring grass

is deficient in this essential major element. We all know about grass staggers and how it affects cows so the easy solution is to supplement with Magnesium Oxide (Calcined Magnesite) at **60 grams**. We suggest that you start around 3 weeks before turnout and continue until at least 3 weeks after or when the spring growth flush slows.

❖ **Novatan.**

This product captures rumen nitrogen and allows better use of volatile nitrogen by increasing the output of rumen bugs (Microbial Crude Protein). This is the best quality protein the cow can get in that unlike plant origin feed protein sources, MCP has all of the essential amino acids. A dose of Novatan costing about 9 pence can replace 0.8 Kg Hipro Soya costing about 26 pence.

❖ **F 1 Green.**

Brilliant product comprising our famous **F1 Yeast** along with a nitrogen capture agent like Novatan or Alltech's De-Odorase! The addition of live yeast always gives a return on your investment. There is a huge library of proof out there, so even if we don't see a rapid response, we know that after a few days we will get there. Double dosing for the first two weeks is a great way of getting a more rapid response. The yeast will help rumen buffering and improve the digestibility of the diet.

❖ **Minerals.**

Buying Signal! April 1st will see a big jump in prices.

This is down to the availability of vitamins including Vitamin E and Biotin (Vitamin B7). The main production of these vitamins occurs in China. The disruption caused by the Coronavirus has effectively cut the supply and as a result the cost has risen very significantly. This could be short term as Chinese production re-starts but, for the next quarter in the UK we will see a marked price rise. Unfortunately, there was no panic buying beforehand so we can only advise that you re-stock before the end of march with your normal order size.

❖ **Silage additives**

Research done at the Welsh Plant Breeding Institute by the late Professor Raymond Jones and his team was focused on the need to conserve silage in the best condition possible. It has always been known that fermentation over time breaks down the grass proteins into smaller pieces like peptides, amino acids and even ammonia.

We know that we can get much better performance from silage when the proteins are preserved intact.

This relies on dropping the Ph rapidly effectively pickling the crop. The old Formic acid based additives could do this virtually instantly but the biological additives take up to 14 days during which time much of the true protein is broken down and leached away as respiration loss or effluent

Raymond and his team discovered that if the additive could drop the PH rapidly to 4.5 or less in the first 24 hours, a much greater percentage of the protein could be conserved as true protein. The result is F1 EVO, this has the fastest drop in Ph that we have seen in any biological additive. The resulting silage will therefore feed better because there will be a greater percentage of true protein.

❖ **Protected Fats**

Buying Signal! Here is an absolute and genuine bargain which we will work on a first come first served basis. F1 Super Fat (28MJ) 57% oil was bought before the fat market price increases.

We still have some surplus product which must be moved by Mid-April at £625 per tonne! This price is at least £100 per tonne below the spot price of Nutrilac and Megalac. Contracted customers will not be affected by this offer price.

Any interest? Have a look at the web site or call us on 01768 899513 or Jerry on 07711034141