



Three Counties Feeds

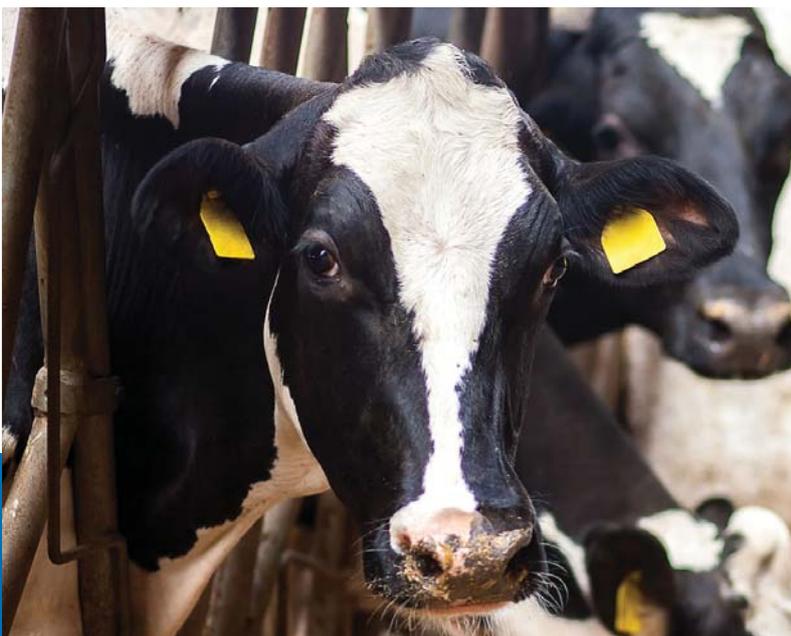
## Welcome

## New look for new challenges

**TCF is proud to be issuing this summer Newsletter in our new branding. We believe that this fresher, more eye catching look encapsulates TCF's values and purpose.**

Andy Hawken, TCF Sales Manager says "It's been quite a journey for the business to date. We see our new look as evolution not a revolution, as we continue to build on the firm foundations of our heritage. So you might have spotted that the new TCF logo looks like a tractor!" Andy continues, "we are proud of our heritage and the proven nutritional advice we provide to customers."

Founded in 1996, Three Counties Feeds has grown year on year because of the continued support from our customers in the South West. We provide practical nutritional solutions to on farm problems, reliable and timely deliveries along with the personal approach to customer service. Whilst we focus on the dairy industry in the South West counties of Cornwall, Devon, Dorset and Somerset, we also supply feed to all classes of ruminant livestock.



## Obituary: Ange Pengelly

**It is with great sadness that we heard the news that our dear friend and colleague Ange Pengelly passed away.**

To many, Ange was the familiar voice when you rang the TCF office. She built great relationships with farmers – Ange had a certain way with her. When TCF started, we decided to provide our customers with unrivalled levels of service. Ange was key to this, being very much front line, taking orders, organising deliveries as well as dealing with the mills, outside hauliers and the reps.

She had a can-do attitude, saying on what seemed like a daily basis "That's okay lovey, we will get you something tomorrow". After hanging up, she would set about shifting heaven and earth to make sure the customer got what they needed, very often having to swap loads around, but never letting customers down. To Ange customers were king - just the sound of their voice was enough for her to know who it was, what they wanted and very often when they needed it.

Ange helped grow the business, coping with a haulage fleet that sometimes didn't seem fit for purpose (in her mind); more and more tonnes to manufacture and be delivered, all with good grace. Usually the first in the office, she used to like to get the loads sorted for the day and prepare for the challenges ahead. It seemed that whatever time you rang, Ange was there to take the call. She certainly set the standard. The dedication, commitment and friendship Ange showed to us all and will be sorely missed.

## Dairy workshops

**Please join us at two Dairy workshops, where international experts from the USA and Holland will join TCF in discussing the latest research into how to maximise yields from dairy farms.**

**12 June, Westcott farm, Westleigh, Tiverton, Devon EX16 7EW** 10.15am-2.30 pm.  
By kind permission of G Davis.

**13 June, Resugga Farm, St Stephens, St Austell, Cornwall PL26 7RY** 10.15am-2.30 pm.  
By kind permission of W Marsh & Son.

**The speakers for both events will be:**

**Dr Jeff Elliot** - Balchem Corporation, provides sales and technical support throughout the US and globally, including the Middle East, Europe, China, Taiwan, Vietnam, Thailand.

**Evine van Riemsdijk** - SCCL's representative in the UK and EU. She is involved in several international projects, including the sourcing of colostrum from Scotland. Evine provides technical training and newborn calf care consultancy to optimise colostrum management protocols to maximise calf performance and health.

**The course is free, but booking is essential.**

**Please call 01884 256256 for more information or to register your place.**



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# Achieving a calf's genetic potential starts with colostrum management

**It can't be stressed enough - colostrum is Mother Nature's perfect food for a calf's best start in life. It is dense in nutritional and health supporting factors, allowing the newborn calf to adapt to a challenging environment and to start developing into your future top producer:**

- **Colostrum fat** – the main energy source for a newborn calf to generate body heat immediately after birth.
- **Colostrum proteins** – a unique source of health support to optimise the calf's capability to perform to its best in a challenging environment.
- **Growth factors** – the nutritional source required by a calf to start growing and developing.

## Colostrum management: targets and protocols

In the first hours after birth it is critical that the calf receives at least two feedings of colostrum. Ensure every calf gets what it deserves by setting targets and describing the required procedures in protocols which can be followed by the staff. Maintaining calf sheets with records on colostrum aspects can help you evaluate calf performance and discuss if targets are met or if protocols should change.

### The following targets are important:

- **Time:** Feed the first feed within two hours from birth and provide a second feed within the next eight hours.
- **Quality:** Measure colostrum quality with a refractometer to ensure the first feed is of good quality.
- **Quantity:** Feed at least 10% body weight in the first hours of life.
- **Safety:** Do not feed colostrum from Johne's cows or cows with a doubtful health status.
- **Cleanliness:** Milk hygienically, collect the colostrum in clean buckets and feed with clean bottles or tubes. Label and store unused colostrum in the fridge for maximum 48 hours or in the freezer for one year.

## Leave no calf behind

Ensuring that all targets of your colostrum protocol are met can be challenging. Timing of birth can be inconvenient and gently thawing frozen colostrum requires patience. Some cows might not deliver good quality colostrum, or may not produce enough to offer a complete feed.

Excess colostrum may not always be available to replace Johne's cows colostrum and the storing of excess can be labour intensive. In these cases, a quality colostrum product can be a great tool to assure every calf receives colostrum according to your protocol.

## SCCL

The Saskatoon Colostrum Company Ltd (SCCL) has had a single focus for almost 25 years: colostrum. Driven by science, SCCL has developed methods of accurately measuring and preserving the key components found in colostrum and offers colostrum products for calves worldwide.



- **Science:** The product manufacturing is backed by years of research by academic veterinarians that continue to strive to improve the world's knowledge about colostrum.
- **Nature:** The product stems from maintaining all the essential elements that Mother Nature intended while removing all the risks that are inherent in natural products.
- **Care:** Quality processes assure products that are safe and that work. The products support animal health and thus improve the producer's bottom line. The continuous testing for potency, purity, safety and efficacy guarantee an end product that meets the highest quality control specifications for global distribution.

## Natural Bovine Colostrum – Calf's Choice Total®

- **Natural Bovine Colostrum** - not a manufactured formula based on whey or eggs.
- **Sourced in Scotland** – EBL free, TB free.
- **High in colostrum fat** - important energy source required by calves immediately after birth.
- **Safe and effective** - free of disease causing organisms, tested for safety and efficacy.
- **Convenient** - Easily mixes in under 15 seconds and has a three year shelf life.

For more information on colostrum management, please contact your TCF Farm Advisor or call T: 01884 256256

# TCF Calf Pro: calf milk replacers

**NEW  
PRODUCT!**

**At present calf milk replacer (CMR) has a lower cost per litre than saleable whole milk. This is not the only reason for feeding a CMR. Feeding milk replacer helps to minimise disease risk and in particular Johne's disease.**

Feeding waste milk also has the risk of antibiotic resistance and of feeding pathogens to the calves. This practice should be discouraged especially with calves intended to become dairy heifer replacements. We have recently launched a new offering in calf milk replacers. TCF has been built over the years on high quality ingredients, fixed formulations and value for money and these new powders are exactly that! We have carefully selected three CMR's.



- **TCF Calf Pro 50** - Contains 50% skimmed milk powder. It is formulated with a high level of dairy protein to ensure maximum digestion of nutrients, facilitated by control of osmolality. This makes it the perfect product for maximum growth and to unlock the performance potential in dairy replacements.
- **TCF Calf Pro 35** - High quality 35% skim based milk powder specifically designed to be fed as part of an enhanced feed programme for dairy and beef calves. The slow efficient digestion of the skim portion of the powder ensures that the calf is always content and satisfied.
- **TCF Calf Pro15** - Predominantly a whey based powder but still containing 15% skimmed milk powder. It is a top quality milk replacer, designed for optimum growth rates. This product can be used for all classes of calves and is suitable for computerised feeding systems.

## TCF show dates 2018

Our TCF Nutritionists will be on hand to discuss your cow's needs and nutritional requirements.

Bacon rolls and cream teas will be on offer and make sure to enter our free 2018 prize draw.

**We look forward to seeing you!**

**For more information on calf milk replacers,  
please contact your TCF Farm Advisor or call T: 01884 256256**



## 8,000 litre yield - 4,000 litres from forage

**Congratulations to the Bryer family who have again won the 'Yield from Forage award' from the Somerset Grassland Society. They have been near the top for milk from forage in the Society over the last twenty years, winning no less than four times.**

Their family farm is on the edge of Sedgemoor in central Somerset. Much of the farm is designated as a Site of special scientific interest (SSSI) and the land is regularly underwater, but this has not stopped the Bryer family from recognising the importance and making the most of this is that cows are strip grazed to make the most of the grass and to help control grassland weeds on the SSSI fields, which cannot and have not been sprayed or reseeded since 1981.

**To read more about the Bryer's farm and how they achieve such impressive results please see [www.threecountiesfeeds.co.uk](http://www.threecountiesfeeds.co.uk)**

All of our milk replacers include vitamins and minerals. In particular a high level of vitamin E to boost the calf's immune system and provide optimal growth and complete nutrition. They are all high in fat giving elevated levels of energy to the calf. They have a probiotics package (enterococcus faecium) for digestive safety to help with the development of the gut and act as intestinal flora barrier for high level of protection from diarrhoea.

## Join us at the following shows:

- **Royal Cornwall Show** - 7-9 June
- **Stithians Show** - 16 July
- **Mid Devon Show** - 28 July
- **The Honiton Show** - 2 August
- **The Gillingham and Shaftesbury Show** - 15 August
- **Holsworthy & Stratton Show** - 23 August
- **SW Dairy show** - 3 Oct

# Water, water everywhere...

**Considering that nearly 90% of milk is water and cattle are composed of 85% water, it is a wonder that the impact of water quality on livestock health and production is not discussed more.**

With many of our farms moving from mains to alternative supplies, including natural springs, boreholes and even local rivers, the quality in terms of livestock health is often overlooked. If we consider that in temperate conditions a cow requires around three and a half times her milk yield in water per day, 60% of which is drunk straight after milking, the size of the potential problem is suddenly put into perspective. As we head into the summer months, cattle will be drinking even more water, mostly relying on field sources.

## Livestock drinking water

A specific report regarding livestock drinking water has been generated in conjunction with David Atherton of Thomson and Joseph. It is designed to clearly show any risk factors such as high levels of certain minerals, which are detrimental to cow health. This is especially topical given the recent move within the nutrition industry to ensure we are not overdosing livestock on added vitamins and minerals.

## COW SIGNALS<sup>®</sup> TRAINING COMPANY

Before you consider a water analysis, it is worth checking whether your water troughs are clean. Cows should not be expected to drink from troughs full of algae and weed. All too often we see green sludgy water offered to cows and this is not acceptable. A 35 litre animal requires 120 litres of water per day and that's without the addition of heat.

How quickly do your troughs refill? This is sometimes a challenge in the field. If this is a problem for you, it's even more critical that cows have access to plenty of fresh, clean water after milking before they return to the field. On an indoor unit we would recommend a minimum of 10cm water trough space per cow. The trough should refill quickly enough for the cows at the end of milking to still have plenty of water.

## Summary

Water availability and quality is essential for livestock health and productivity. Identifying water borne mineral and microbial risk factors to animal health is an important management practice where the livestock unit is dependent on an indigenous supply from deep boreholes, shallow wells, reservoirs, springs and rivers.

Equally important is acting on the laboratory data to minimise risk factors. This may include modifying the nutritional input in terms of mineral additions and buffers. Where this is not practicable, it may be that installing appropriate water treatment equipment designed to reduce the identified risk to herd health is required.

**If you would like to discuss water testing on your farm, please contact your Nutritionist.**



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## Contact a member of the team

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