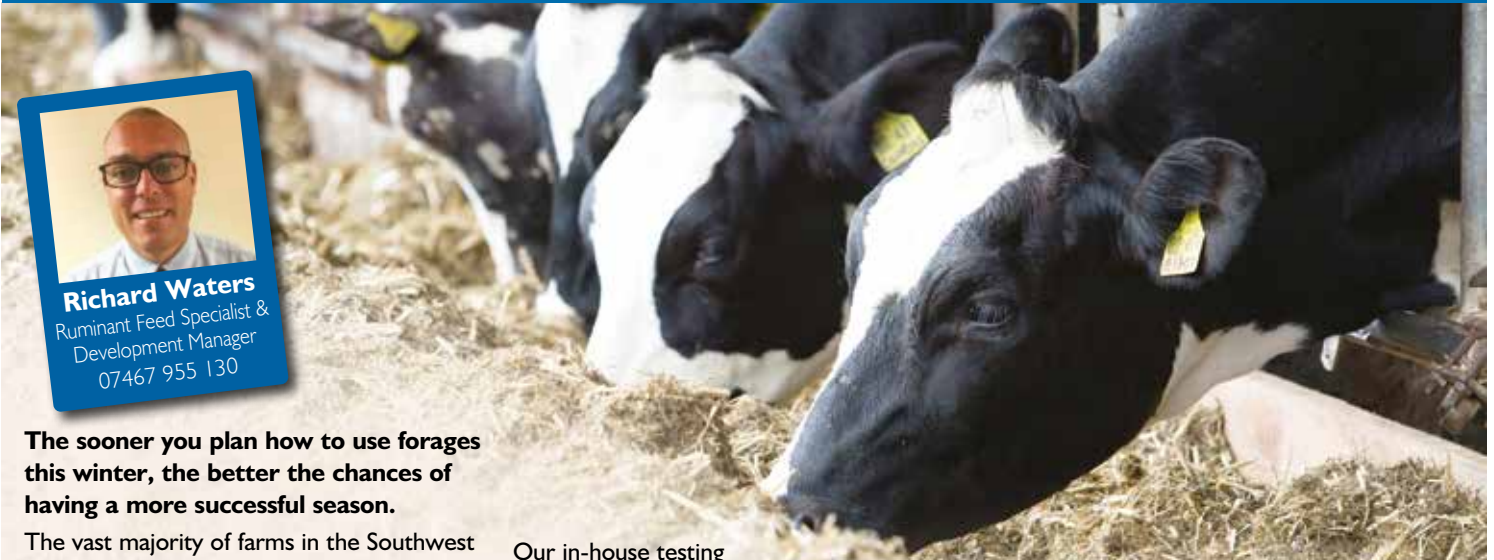




TIME TO SORT YOUR WINTER FEED PLAN



The sooner you plan how to use forages this winter, the better the chances of having a more successful season.

The vast majority of farms in the Southwest are facing some big challenges regarding forage stocks following the difficult growing season. The bulk of grass has been harvested. Maize is heading to the clamp with lighter crops than desired, so there is a definite need to adjust plans or do things differently this winter.

The starting point is to be realistic about the quantities you have, as this will determine a great deal about how the winter will shape up.

Measure clamps

Start by measuring the quantities in all of the clamps. The length x face width x face height will give you the volume of the clamp. Then multiply this by the density of the silage to determine the total quantity. Use the table as a guide or ask your Harpers Feed Specialist to do it for you and then help formulate your own forage plan.

The actual density will be affected by a range of factors including packing rate, chop length, dry matter of the incoming crop and crop variety. An analysis will give you the dry matter which will be a good indicator of density and allow your Feed Specialist to formulate a cost-effective balanced ration.

This year it will be really important to carry out frequent forage testing, not only to save money on expensive supplementary feeds but also to avoid wasting valuable silage stocks. Different cuts in one clamp or different fields contribute to variable crop quality in a clamp. We would advise monthly analysis as a minimum, but more often if changes are seen in the clamp.

Our in-house testing laboratory can turn round samples in 24 hours.

Laboratory testing will give you a good starting places in terms of allocating the highest feed value silages to the most important groups of cows. And never be tempted to feed the waste silage off the top and sides to heifers and dry cows. Every year we hear 'its ok, they will pick through it.' This translates as 'they aren't growing quickly enough or will have calving issues due to variable intakes'. It is a false economy.

Monitor usage

Understanding the rate at which silage is being used is also critical to avoid difficult decisions towards the end of the season. If no other means of measuring are available on farm, weighing a shear grab full of silage can be very valuable as it gives a picture of how much is being used. This is particularly important if the dry matter in the clamp changes as more or fewer grabs may be needed to supply the required quantity.

Be prepared to consider alternatives to silage to help extend stocks. We have formulated a fully mineralised 26% Straw Balancer nut or blend to feed this winter to all ages of youngstock. Weaning concentrate intake should be around 2.5kgs per head per day, increasing by 1kg for every 100kg body weight, fed with adlib straw and clean fresh water. Using this feeding method we can redirect the silage they would have been eating back to the milking cows.

High straw inclusion in dry cow diets work extremely well. However, feeding high levels of straw requires the straw to be processed (busted) to aid intakes. Please seek advice from your Feed Specialist and complete a full dry cow audit to help prepare for an effective diet.

Not wanting to sound like a stuck record, if we don't measure and monitor then we can't improve. This winter isn't the one to bury your head in the sand and hope cows will be turned out in February. Work closely with your Feed Specialist to formulate a plan to see you through the winter.

DM (%)	Clamp Height (m)			
	2.0	2.5	3.0	4.0
20	156	168	178	190
25	173	183	194	208
30	186	198	207	222
35	200	210	219	235
40+	208	220	228	244

Estimated silage densities (kgDM/m³) for different dry matter contents and clamp heights.

(adapted from AHDB)

Farming thoughts

Thank you ma'am for everything you did in your 70 year reign for the countryside and farming. As King Charles III takes over the reign with Prince William taking on the Duchy Estate, hopefully they too will support local family farms and businesses going forward with a positive supporting voice.

The 4Fs are a major concern for most of our customers going forward this winter.

Forage Stocks - with stocks tight, keep the best for the milking cows, the in-lamb ewes and fat cattle. With plenty of barley straw available, feed the youngstock adlib straw with our straw balancer diet.

Feed - feed ingredient prices are at an all time high but we will not compromise on quality and value. All our diets are fixed formulation until the end of the winter. Speak to your Feed Specialists about the best and most cost-effective diets for your stock.

Fertiliser - this a difficult one. Don't put all your eggs in one basket, and you mustn't bury your head in the sand either. No one knows what is going to happen to the gas supply or UK manufacture with the ongoing war in Ukraine. Get something bought and take some cover if you haven't done so yet.

And finally, fuel - I don't think I have ever seen so much volatility in the space of a week. Tractor diesel today has dropped below £1.00/litre. The Government has announced its support scheme for electric and gas prices for businesses which at least gives some thinking space.

Energy prices affect us too and we have taken action to reduce our total energy costs.

We have purchased a 1250kVA diesel generator to provide us with power security in the event of any disruption this year.

We are also intending to put a solar array on the south side of our warehouse, which will be ready for next summer.

Despite a two year waiting list, we continue to invest in newer more efficient lorries, with two arrivals in August, two due in autumn 2022 and another six on order for 2023.



Glen Johns
Sales Director
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GRAIN AND STRAIGHTS

We are starting to see global economic woes start to influence raw material prices.

The pound fell to the lowest ever against the dollar trading at 1.07:1 and a 17 month low against the euro. To put this into context if the pound was 1.30 against the dollar, soya would be £100/t cheaper than today. Poor retail results, high energy prices and concerns over borrowing have led to the weak pound, but reports suggest the dollar will remain strong as at a time of uncertainty investors use the dollar.

Feed demand across the UK and Europe is reported to have fallen between 10-25%. This is mainly in the monogastric sector, with reductions in the pig breeding and the laying flocks. Many egg producers are not restocking until they see increased egg prices to cover the rising costs of energy and feed. As China enters a recession it has been reported that their soyabean imports will reduce by around 9 million tonnes to 91 million tonnes as their pig herd comes under economic pressure reducing the demand for soya globally.

We continue to watch the Black Sea export corridor closely. Will this continue and meet the targets increasing global supply? Or will the Russians put a hold on the agreement as they feel exports are not going to the intended destination with the majority going to Europe and not third world countries. Any interruption will lead to prices jumping rapidly, but if targets are met prices will hopefully stabilise.

Global wheat supplies have increased by 4MT to 783MT with bigger crops in Australia and Canada, but at 791MT global demand is still outstripping production.

Global maize production has reduced to 1172MT due to lower US yields and a drought stricken European crop. As with wheat, demand at 1180MT is outstripping production.

Global soya production has also reduced to 389MT with 4MT lost in the US due to less acres and lower yields. However, Brazil is anticipated to produce 150MT for harvest next spring, compared to 126MT this year. Soya demand has also reduced to 377MT.

In the ruminant sector the shortage of forage across Europe means fibres and mid proteins such as wheat gluten are likely to remain firm with strong demand for these products. The dry weather across Europe has led to a smaller sugar beet crop, increasing demand for other fibres including soya hulls and wheatfeed.

If you would like to discuss any of these points, please do not hesitate to contact us.



Andrew Davies
Operations Director
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FINISHING CONTINENTAL CROSS FRIESIAN STEERS



Nothing focuses the mind better than high prices, so how can we finish our steers this winter in a cost-effective way?

Many farmers will have 12-month-old steers at around 400kg ready for housing and finishing this winter. The key issues are growth rates, amounts and quality of silage available, amount of straw needed, and level of finish required.

The amount of straw they will need to lie on is around 10% of bodyweight per week, so a 400kg steer needs 40kg of straw per week of finishing.

Steers with good genetics can grow at 1.0-1.5kg/day depending to the diet they are fed. Get the silage you have available analysed as soon as possible and at the same time, get your Feed Specialist to estimate the tonnage you have.

The level of finish you achieve will depend on the energy density of the diet, and the higher daily liveweight gain you can achieve the better the level of finish. As an example of all these issues, look at the following diets based on using the same silage.

The total cost shows a saving of £24 per head on the higher performance diet but that is only half the story. The better performing cattle will be gone in February or March and the sheds will be available for something else, the cash will be in the bank and the cattle will have better confirmation grading with higher killing out percentages.

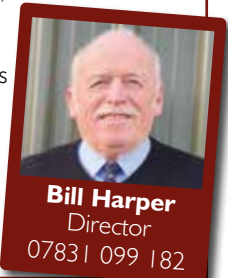
400 kg Steers to finish at 650kg

	1.0 kg/ day daily LW gain	1.5kg/ day daily LW gain
Silage 10.5 ME £34/tFW	25kg	25kg
Harpers Beef Finisher Nuts + Yeast £375/t	3kg	6kg
Straw £100/t	5kg	5kg
Daily feed cost	£2.50	£3.62
Days to Slaughter	250	166
Total Cost	£625	£601

The biggest benefit, however, is in the savings on silage used, the cattle growing at 1kg/day will require 6.25 tonnes silage per head but the cattle growing faster at 1.5kg LWG/day only need 4.15 tonnes of silage, a saving of almost one third. Given the tightness of silage stocks on many farms, this has to be a key factor in managing feeding programmes.

If you have your own cereals, wholecrop or maize to put in your ration, we will need to know the intakes of these forages to accurately ration the amount of concentrates and protein levels needed.

For more details and to have your diets calculated based on your silage, please contact your Feed Specialist.



Bill Harper
Director
07831 099 182

CALF REARING SUCCESS



Keith Callender
Feed Specialist
07880 406 213

Getting calves off to a good start is helping a Cornish family business bring their replacements in at two years old or even younger.

Paul and Lynn James manage the 550 acre all grass Goenrousen Farm near Summercourt outside Newquay. They run a herd of 400 British Friesians averaging 7,500 litres at 4.75% fat and 3.7% protein with milk sold to Rodda's creamery. The herd calves all year round and is milked through a 18:36 rapid exit parlour. The herd is summer grazed via paddocks, housed in a cubicle shed, and a partial winter ration is topped up with cake in the parlour.

All heifer replacements which are produced using sexed semen are reared on farm with the objective of calving at 24 months old or younger.

Paul's attention to detail has been highlighted in his farm practices and calf-rearing enterprise. Paul believes in following the well trialled and tested approach. Hygiene is a high priority with a clean calving pen and equipment for all calves.

Colostrum, the liquid gold

Excellent management of cow's colostrum ensures that every calf receives 10% of their body weight of colostrum within the first four hours of life, containing the mother's antibodies, and providing protection against disease challenges on the farm.

Cows prior to calving are in top condition and fed the necessary nutrients to provide enough protein, energy, vitamins and minerals allowing the cow to calve, and produce high quality colostrum.

Top management of colostrum is achieved by following the 5Qs of colostrum:

1. Quantity
2. Quality
3. Quickly
4. sQueaky clean
5. Quietly

The calves are fed mothers milk for three days, before moving onto the calf rearing unit where they're introduced to Harpers Calfpride Glow + Bio-Mos, a whey-based milk-powder through a Forster Technik automated calf feeder. This allows the James's to feed calves to achieve the desired daily live weight gains with minimal problems resulting in healthy calves. Health is aided by the incorporation of Bio-mos into the milk powder. Bio-mos is a sticky yeast which is ingested by the calf, attracting any low-level pathogens which are then excreted by the calf.

The ease of this system, alongside the choice of a quality milk powder, with a feeding rate of 900g/calf/day with a mixing rate of 150g/litre of water at 6 litres/calf, allows calves to achieve high intakes on milk replacer and achieve daily liveweight gains of up to 1kg/day. At the same time, the labour required for feeding calves is reduced, allowing more time for observation and monitoring of progress.

Fed alongside an 18% calf protein pellet and adlib clean straw, with continuous access to a clean supply of drinking water.

Paul is confident that Harpers Calfpride Glow + Bio-Mos helps his calves perform and get off to a good start, essential if they are to meet the target of two year calving.

To discuss our range of calf milk replacers, talk to your Feed Specialist.

IMPROVE YOUR FEED STOCK CONTROL

We are working in partnership with Collinsons to bring you their innovative new silo monitoring software which tells you how much feed you have remaining in the bin, down to the last kilo.

FeedAlert is an app-based system allowing you to monitor your feed quantity 24/7, so you always know what you have in stock. The system is suitable for all types of silo, using a weight-based sensor for greater accuracy.

By managing your operations better, you will:

- ✓ Prevent stressful feed shortages
- ✓ Have more reliable inventory control
- ✓ Improve accuracy of recording feed
- ✓ Be able to monitor your requirements on the go

For more information on Feed Alert, speak to your Feed Specialist



Paul Cholwill
Ruminant Nutrition Specialist
07966 021 755



OPTIONS FOR FINISHING YOUR REMAINING LAMBS

With uncertain markets it will be vital to make sure remaining lambs are finished as cost-effectively as possible. This means identifying the target market and then feeding to hit that market and the specification precisely.

Considering your options for ways to finish remaining lambs/bought-in store lambs going into the Autumn/Winter, sooner rather than later will ensure a plan is put in place to suit the farm, maximising average daily liveweight gain to ensure lambs meet target slaughter weights and grades.

Lambs that are 32-35kgs liveweight will generally finish in 4-6 weeks if supplemented with concentrate. Lambs that are longer keep, 8-15kgs away from a target finish weight of 42-45kgs will require to still grow a frame before laying down finish.

Grazed grass is the low-cost option. However, adequate supplies of high-quality grass must be offered. The expected average daily gain from good quality late-autumn grass alone, ranges from 70-115g/day.

If there is insufficient grass in terms of quality and quantity then consider starting to feed concentrates to lambs to supplement grass, or even consider finishing lambs on a high concentrate diet indoors.

Relying on grass alone to finish lambs can mean grass needed for the breeding ewes is grazed by finishing lambs instead. Ewes that are either run with a ram or going to the ram must be prioritised, as this will have a significant influence on next year's lamb crop. This will be especially important this year as grazing was severely restricted throughout the drought, resulting in ewes losing body condition score which needs to be re-gained before tupping.

If root and forage crops are already established on the farm this can be a cost-effective way of finishing lambs pre- and post-Christmas.

Crops should be strip-grazed to limit wastage. Including some structural fibre in the diet, perhaps hay or haylage, is important for rumen health and efficient utilization of the forage crop. Feeding a concentrate such as our popular 14% Prime Lamb Nuts, 15% Lamb Finisher Nuts and 18% Lamb Start 2 Finish Pellets will help achieve higher daily liveweight gains, while allowing stocking rates to be increased if required.

When buying in store lambs always treat for parasites and worms as you don't want to be bringing a problem into your existing flock. Assess worm burdens by carrying out dung sampling (FEC) if lambs are underperforming and discuss a worming programme for the lambs and ewes going forward.

Talk to your Feed Specialist about the best finishing options for your lambs and to our team of RAMAs at Harpers Farm Supplies for advice on worming.



Matt Dymond
Ruminant Feed
Specialist
07880 406 212



MAKE LIFE EASIER WITH AN ONLINE ACCOUNT

You are out on the farm and find out you are running short of something. Now, instead of having to remember to place an order when you get back to the house, you can order immediately if you activate an online account.

If you have an active Falcon account you can now make it an online account, letting you order goods from our online store instantly.

- Online ordering from the mill and store
- One central payment point
- View your online order history
- Simplified repeat ordering
- Order from anywhere on the farm

To activate your online account, call the store on 01409-259600.



DATES FOR YOUR DIARY

We will be attending the following shows and events in the next few months and look forward to welcoming you to the stand.

Event	Date	Location
Bath & West Dairy Event	Wednesday 5th October	Shepton Mallet, EX37 9DX
Harpers 30th Birthday Bash	Saturday 22nd October	Holsworthy Memorial Hall
Bude Vs Bideford Rugby game	Saturday 29th October	Bude RFC, EX23 8QG
Agrifest Southwest	Wednesday 2nd November	Westpoint, Exeter
South Molton Vs North Tawton Rugby game	Saturday 12th November	South Molton RFC, EX36 3LH



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