

## In this issue:

DCAB Cuts Dry Cow Problems  
 Maximise Molasses as Cheap Energy Feed  
 Kling on Blue—The New “Clingier” More Potent Foot Dip  
 Kite Increases Mineral Levels to Boost Cow Health and Fertility

For more information on any article covered in this issue, please contact our office on 01823 491238 or email us on mark.perry@kiteconsulting.com



## ADVANCE SOURCING UPDATE: October 2007



Advance Sourcing is a sister company of Kite Consulting. The aim of Advance is to add value to the businesses it works with by independently and professionally sourcing high specification, quality monitored farm inputs at best value for money prices.

Advance uses Kite technical specialists to set the best specifications for a variety of inputs before tendering for supplies. Having awarded a supply contract Advance then takes regular samples for independent analysis so it can be sure the specifications continue to be met. In this way our clients get the best products at the best value for money prices, and have peace of mind in knowing they are being quality monitored.

Here is an update on some of the products we currently supply.

# DCAB cuts dry cow problems

Some three years ago Advance introduced its new DCAB dry cow feed, after a comprehensive review of dry cow needs by Kite's main nutritional expert Tim Davies. Named – inspirationally – Advanced DCAB - the new feed and system has literally transformed the dry cow management on hundreds of farms around the country. Time and time again we hear cases of farms which used to have a problem in and around calving . . . but no longer do. It is without doubt the most successful nutritional innovation that Advance has made.

One of the many farmers benefiting are the Mallaber Partners, who farm 250 high yielding cows at Walton on Trent, near Barton under Needwood, Derbyshire.

With a 10,500 litre average, the cows are running pretty much flat out during their lactation, so when it comes to drying them off the need to rest and rebuild body reserves prior to calving is clear. Many of the cows peak at 60 to 70 litres, some much higher.

The regime prior to the adoption of the Advance DCAB system wasn't man enough to cope, says herdsman Mark Robinson. That system was largely based on giving the cows low calcium feeds before calving to try and get the cows to mobilise their own bone calcium once milking started. After calving calcium was pre-emptively administered to reduce the risk of milk fevers..

“We had our fair share of calving difficulties and more than enough retained cleansings, no matter what we did. We also had about 40% to 50% of the older cows showing signs of milk fevers, hence the routine calcium,” he says.

The situation was untenable, so his consultant – Kite's David Levick – advised changing to the new DCAB system.



Top: David Levick (Kite), Pete Mallaber and Mark Robinson.

Newly dried off cows enter the “far off” group Here they get 15 kg of grass silage and 2kgs of chopped straw in the mix, plus ad-lib straw and dry cow mins.

Three weeks before calving the cows enter the “close-up” group, where they get 15kgs of the lactation TMR ration, 1 kg of straw and 1.5 to 1.75 kg of the DCAB feed. Mr Robinson doesn't currently do urine pH tests to determine the precise level of DCAB that should be fed, which he admits he probably should, because he's getting good results. If he wasn't, then he would.

Since using the DCAB feed Mr Robinson is now only

>> Continued from page 1

getting two cases of milk fever for every 100 cows calved (using figures taken straight off his Kite Health Monitor forms). He puts those down to management failings – such as failing to move cows from the “far off” to the “close-up” group at the right time. Calvings have also proven to be far more hassle free. Of nine cows with twins this year only two had whites and needed veterinary intervention. “Post calving hassles for us and sickness and illness for the cows are well down,” he adds. “The DCAB does work. It has been marvellous for the cows.”

From David’s point of view, this is literally worth thousands for the business. These are elite cows peaking at nearly twice normal cows levels. It is real proof that our theories of dry cows needs are right. DCAB has passed the test here and on many other farms too.

Tim Davies says that the DCAB system works on 90% of farms. On the 10% that it hasn’t worked as well, there have been specific problems identified. Either getting the cows to



**Big, fit and ready for milking. One of the Mallaber’s dry cows in her prime, thanks to Advance DCAB.**

eat the feed – DCAB feeds, by nature, can be unpalatable, although Advance DCAB, with additional sweeteners and flavourings, is more palatable than most – or because of unique mineral interactions on the farm, which can lead to silages with high potash levels interfering with the electrolyte balance. “The experience of the Mallabers is typical of what we are seeing on many of our farms,” says Tim. “We’re extremely pleased with the results, and the improvements in dairy cow health and productivity that we are seeing.”

## How DCAB works its magic

Advance DCAB contains everything dry cows need in the most readily available form, and includes a range of anionic salts on a soya base with lactose, Biosaf yeast, plus essential minerals and biotin.

It works because it

1) uses anionic salts to maintain blood calcium at calving. This not only prevents milk fever, but also maintains smooth muscle function to give easier calving, good uterine involution and quick cleansing.

2) supplies glucose as lactose, which by-passes the rumen. Along with the biotin, this helps the liver to function and provides some protection against fatty liver and ketosis.

3) provides one of the best live yeasts on the market to aid fibre digestion and nutrient supply, while protecting the cow against acidosis.

4) provides very large quantities (about x3 normal requirements) of vitamins A, D and E, plus essential antioxidants such as selenium. All help boost the immune system when it is most vulnerable.

All this minimises the incidence of milk fever, difficult calvings and retained cleansings, displaced abomasums, ketosis and downer cows – setting the cow up for a good start to her next lactation and fertility challenges.

## Maximise molasses as cheap energy feed!

Molasses based liquid feeds have continued to fall in price over the last six months, with prices now starting at £77/t for some products. This puts the cost at just over 1p/MJ metabolisable energy, and this makes them considerably cheaper than wheat at £175/t, giving a cost of around 1.5p/MJ metabolisable energy.

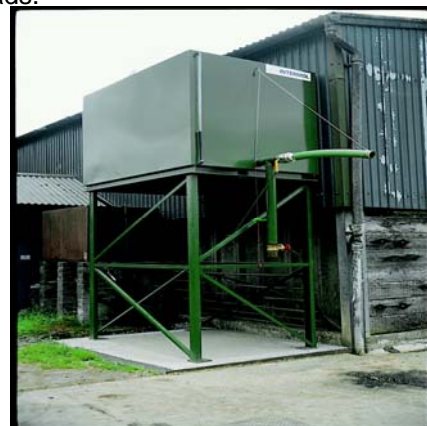
Molasses based feeds offer a good alternative source of sugary energy compared with the usual starchy energy sources for typical high performance cows diets. They can also provide a convenient way of

adding rumen degradable protein to diets, and again, due to the recent trends in straights prices, can reduce the cost of protein in diets.

In addition they can also improve the palatability of diets – particularly where poorly fermented grass silages are used - and increase dry matter intakes and therefore milk yields. In addition they also help to reduce “sorting” of TMR mixes, and improve the digestibility and utilisation of forages in the rumen.

Finance deals are available to help fund the purchase of the tanks and

substantial savings can be made by being able to take 20t or even artic loads.



**Contact the Sourcing Unit now to fix prices through until next April at discounted prices. Prices start from £77/tonne**

# Kling on Blue - the new “clingier” more potent foot dip

Kling-on Blue is a revolutionary footbathing product that combines a number of different chemicals which cling to the cows feet to provide longer lasting, more effective, treatment.

It contains:

- Copper Sulphate – for antibacterial activity
- Organic acids – to prevent muck and organic materials knocking out the power of the copper sulphate
- Zinc Sulphate – for strong and healthy hoof horn
- A colloid former – to produce a viscous solution which clings to the foot

Kling-on Blue produces five times the zinc concentration of ordinary zinc sulphate in the cows hoof horn, and has been shown to reduce lameness significantly and improve locomotion in treated cattle. Because of the way it sticks to the cows feet it can also be used less often once you get on top of any problems.

Jimmy Read from Tharston, Norfolk milks 160 cows averaging 10,000l/cow/year is one of the first to use Kling-on Blue through Advance.

“Digital Dermatitis is drying up and seems to be curing,” he says. “Cows are definitely walking better. Formalin seems to be a bit aggressive and copper sulphate on its own hasn’t worked for us. We have also tried antibiotics, but these are expensive and although they seem to have a good immediate effect this does not last. Kling-on Blue stays on the feet for several days after bathing and we are sure it is the improved contact time that is the key.”

If the cows feet aren’t right then feed intakes, fertility and overall performance will suffer. In addition, some milk contracts are starting to monitor lameness and locomotion score, so maintaining these at the optimum level will be even more critical here.



**Reducing lameness is a priority on dairy farms. Our new footbath product is a breakthrough as it lasts longer on cows feet, and produces better results.**

## How to mix Kling on Blue

- 1) Pour 10 gallons (45 litres) of water into a 45-gallon (200-litre) drum with half its lid removed.
- 2) To produce a solution that adheres to the feet, Kling-on Blue powder must be made up with water under high pressure. The power washer should deliver water at 9 litres per minute at 160 bars or more. Do NOT use a high-volume washer, the pressure will be inadequate. Insert the lance of a power washer into the water and set the washer running.
- 3) Slowly add 25 kg of Kling-on Blue whilst agitating the water with the lance to mix the product into the water. Continue until the volume in the drum reaches 45 gallons.
- 4) Once mixed, the Kling-on Blue solution is ready to be tipped into the second footbath.
- 5) For best results, first walk the animals through a footbath containing water to rinse their feet, or wash their feet with a hose.
- 6) Then walk them through a footbath of made-up Kling-on Blue. Use Kling-on Blue at a rate of 45 gallons per 100 cows or 500 sheep. For cows, use it weekly until an improvement in foot condition is seen, then continue its use every two weeks. For sheep, use it every 2 – 4 weeks or whenever handling allows.

# Kite increases mineral levels to boost cow health and fertility

After a review of the mineral and vitamin level recommendations in high performance dairy cow diets, Kite nutritionists have increased the levels of zinc, selenium and Vitamins A, D and E in Advance's minerals.

These added levels help the cows immune system, reducing the risk of mastitis and other diseases as well as helping with fertility. Vitamin A and D levels have been more than doubled and Vitamin E levels have been increased by 50% or more in many minerals.

Over the last year we have taken numerous mineral samples from farms that are using the minerals, with the results coming out within 3-5 % of the specifications we agreed – the legal tolerance on some elements is up to 50%, and some suppliers use this tolerance to the full to supply inferior products.

In addition to the enhanced minerals we have also developed **Advance Lactation**, which is a TMR pre mix mineral blend, including a high spec mineral, Acid Buf, limestone and salt and **Advanced Super Lactation** (which also includes Biosaf Yeast and Biotin). This means you only have to make one order, have one lorry turn up on farm and have one bag to add to the mixer wagon. This results in more accurate feeding and lower costs as you benefit from multiple pallet discounts. Alternatively we can provide a custom TMR mineral pre mix to your specification.



**Advance's mineral specifications help to ensure good feet and fertility as well as helping to reduce mastitis levels by boosting the cow's immune system and natural defences to bacterial invasion.**

**Secure your winter contract discount by ordering now. Multiple pallet orders qualify for further substantial discounts, e.g. 5 pallets saves £34/pallet**

**Anyone can source their inputs through Advance. Simply ring 01823 491238 and discuss your requirements with a member of the Advance Sourcing Team.**

For enquiries regarding the information contained in this newsletter or to receive further copies please contact:

Advance Sourcing - The Barton - Meare Green Farm  
North Curry - Taunton - Somerset - TA3 6HT  
Telephone 01823 491238 Fax 01823 491240

[www.advancesourcing.co.uk](http://www.advancesourcing.co.uk)  
[enquiries@advancesourcing.co.uk](mailto:enquiries@advancesourcing.co.uk)

**Advance**  
Sourcing

Advance Sourcing endeavour to ensure that the information contained within this document is accurate. Advance Sourcing will not in any event be liable for loss, damage or injury however suffered directly or indirectly in relation to the information held within this document. No liability is accepted for errors or omissions.