



# BEEF

• BUSINESS •



AGRI BUSINESS

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## RAMP UP YOUR GRASS UTILISATION WITH CORRECT MANAGEMENT

10t DM grass utilised

Grass grown  
10 grazings x  
1,300kg DM/ha  
= 13t DM grown

Utilisation Rate  
75%

Soil fertility

Ryegrass/Clover Content

Management

Grazing Infrastructure

Grazing Management

Grassland Measurement

Source: Grass 10, Teagasc, Department of Agriculture

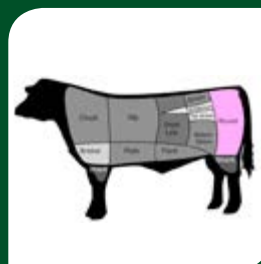
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Dear Beef Business reader,

Welcome to the Autumn edition of Beef Business, Dairygold's beef advisory bulletin.



Do you understand the implications of the figures coming back on your silage samples? In this edition of **Beef Business**, we explain the terminology and the impacts they have.

The amount of concentrates you need to feed for a desired level of performance is dependent on your silage quality. This month's Beef Business, lays out a comprehensive plan feeding plan for your cows and cattle this winter.

How much concentrates do store finishing bulls need on 70 DMD silage to achieve over 1kg LWG daily? If your silage quality is less than 68 DMD would it make more sense to finish your cattle ad-lib?

Do you know your soil fertility status and how it impacts your fertiliser choices? Sign up to the Dairygold soil analysis and fertiliser service to ramp up grass growth on your farm .

Yours Sincerely,

*Liam Stack*

**Liam Stack** M.Agr.Sc  
RUMINANT TECHNICAL MANAGER,  
DAIRYGOLD AGRIBUSINESS

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Contact Information

Email: [lstack@dairygold.ie](mailto:lstack@dairygold.ie)

Web: [www.dairygoldagri.ie](http://www.dairygoldagri.ie)





## The more grass your farm grows the more profit it generates.

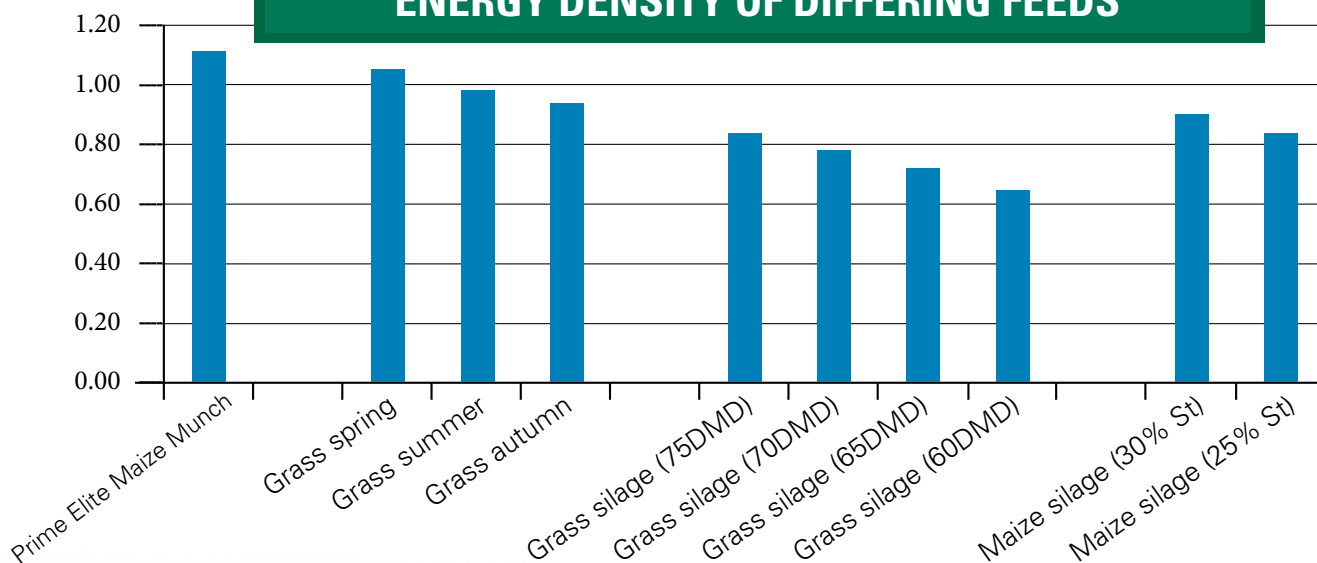
Well managed grass is the cheapest and highest energy feed available to you. Poorly managed grass requires high levels of concentrate feeding to carry the same production potential as its well managed counterpart.



**KEY POINT:** Less grass, poorer quality grass = more concentrate purchased

Energy above all other nutrients drives live weight gain on your farm.

### ENERGY DENSITY OF DIFFERING FEEDS



**KEY POINT:** Every additional day at grass in the spring is worth €1.54 per suckler cow per day or €540 per week for a 50 cow herd.

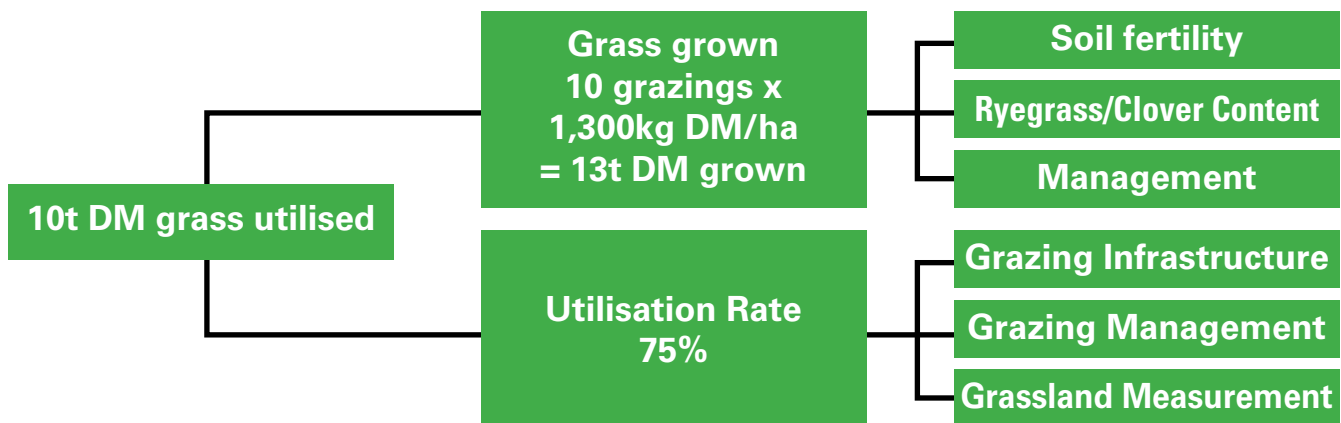
For grass to drive productivity, profitability and sustainability you need to;

- Grow enough of it
- Utilise the grass you're growing.



**KEY POINT:** As a country we are targeting the utilisation of 10T DM/ha. Few are achieving this.

## How to Utilise 10 T DM/Ha of Grass:



Source: Grass 10, Teagasc and the Department of Agriculture

## Grass growth is influenced by:

### 1. Soil fertility:

Your soils pH status. Your soils P and K index. All impact on grass growth and nitrogen efficiency.

### 2. Reseeding:

Rye grass and clover content within your swards. Rye grass is more productive than meadow grasses. Clover fixes nitrogen from the atmosphere, driving growth.

### 3. Management.

Utilisation: Nationally we are targeting a utilisation rate of 75%. To achieve this we need:

### 1. Grazing infrastructure / Grazing management:

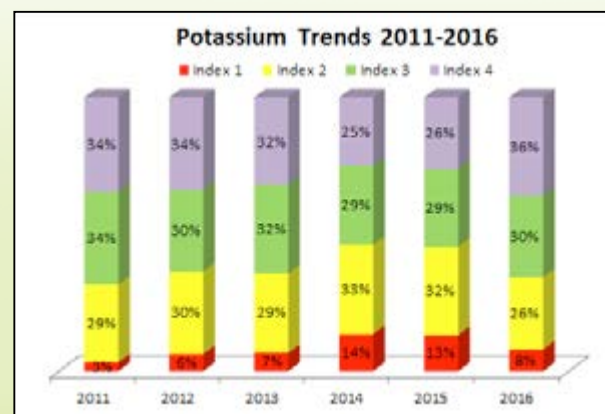
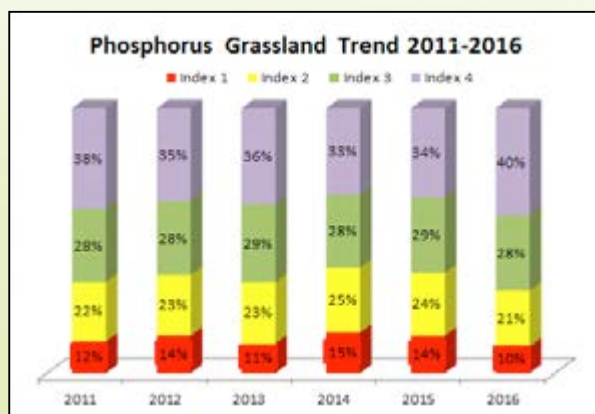
Paddocks and roadways, the more paddocks you have the more grass your farm grows. Multiple access points, water troughs allowing you to graze your paddocks more in the shoulder of the season and during poorer weather.

### 2. Grassland management:

Walking your farm weekly to assess how much grass is ahead of your stock. Grazing fields at the correct covers (1300 kgDM/ha or c.10cm) and grazing fields out to 4 cm. Use technologies like the spring and autumn rotation planners.

## Dairygold's soil fertility focus:

34% and 31% of grass soils analysed by dairygold agri-services laboratory were in index 1 or 2 for phosphorus and potassium in 2016.



With this in mind in October 2016 Dairygold introduced a soil sampling and fertiliser planner programme designed to improve the health of our soils.

Too often soils are analysed for bureaucratic reason only. Results are filed away and never actioned. These results should be driving your fertiliser purchasing decisions. If your soils are low in P and K, CAN or low P and K products will not improve your soils health status.



Sign up for the Dairygold soil sampling programme and Dairygold organises a soil sampler to take your samples and returns them to our laboratory. We then process your samples through our fertiliser planning tool to formulate a farm nutrient plan to improve your soils health status.



**KEY POINT:** Within Dairygold we are determined to break this cycle, to improve your soils health and to increase your farms ability to grow grass.

### 3 point action plan to improve your soil indexes:

#### 1. Take a soil sample.

Soil corers are available free of charge from all dairygold branches.

#### 2. Do a fertiliser programme for your farm.

Dairygold have designed a fertiliser planning tool which formulates a customised farm specific fertiliser plan for your farm based on your stocking rates, your slurry application and your soils indexes

#### 3. Put your programme into action by using the fertilisers your plan recommends.

## Targeted Fertiliser Recommendations BASED ON SOIL SAMPLE RESULTS

For the autumn of 2017, Dairygold are pleased to announce the return of their highly successful soil sampling and fertiliser planning package which aims to unlock the hidden grass growing potential of your ground. We have developed a software tool which allows our area sales managers to provide our farmers with targeted fertiliser recommendations based on their soil sample results.

Based on these results, the area sales manager can work with the farmer to put a fertiliser plan in place which will achieve the desired soil results. This tool allows the area sales manager and farmer to explore a variety of products which could be used to achieve the desired results and establish which ones best suit the enterprise system.



Farm Details: Denis McCarthy, Ballygarra, Co. Cork									
Stocking rate (cows/ha)	2.2								
Slurry Application (t/ha)	10.0								
Fertiliser Reference	Product Name	kg/ha	P Index	K Index	Purposes	Slurry Application	P recommendation (kg/ha)	K recommendation (kg/ha)	
Protein Feed	15	6.8	2	2	Grassland	Canine slurry 10.0 t/ha	10	10	
Protein Feed	15	6.8	2	2	Grassland	Canine slurry 10.0 t/ha	10	10	
Protein Feed	15	6.8	2	2	Grassland	Canine slurry 10.0 t/ha	10	10	
Protein Feed	15	6.8	2	2	Grassland	Canine slurry 10.0 t/ha	10	10	
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Protein Feed	15	6.8	2	2	Grassland	Canine slurry 10.0 t/ha	10	10	
Protein Feed	15	6.8	2	2	Grassland	Canine slurry 10.0 t/ha	10	10	

Inside Sales	022 31644	Shane Cotter	087 0671246
Alan Ryan	086 2621952	Jim Canty	086 2461648
Tom Mee	086 8098582	Rachel McCarthy	086 7930240
Diarmuid O'Riordan	086 2461821	Michael Smith	086 2470403
Denis McCarthy	086 2461647	Sean Ryan	086 2461639
Kieran Creed	086 1728335	Amie Coonan	085 8001089
Edmond Curtin	086 2441369	Ivan Vallance	086 7930237



# NEW

# DAIRYGOLD SOIL SAMPLING SERVICE & FERTILISER PLAN FOR 2017 and 2018



Soil Samples taken from your  
Farm and Analysed for  
€16.50 + VAT by  
Dairygold Agri Services Laboratory



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Fertiliser Require Total Sampled Area						
	N (units per acre)	P (units per acre)	K (units per acre)	S (units per acre)	Se (grams/acre)	T Required
Requirements (Total x)	165-190	18	38	35	4	
Spread (x/acre)	18	40	55	0	0	
Remaining P & K		1	2	1	0	

Yearly Spreading Schedule: Total Sampled Area						
Round	Product	N (units per acre)	P (units per acre)	K (units per acre)	S (units per acre)	Se (grams/acre)
1	MOON RAIN 40%	0.75	35	0	0	0
2	MOON RAIN 40%	0.75	35	0	0	0
3	GREENGROW GRAZE 24-2-5-15	1	24	2	5	3
4	GREENGROW GRAZE 24-2-5-15	1	24	2	5	3
5	GREENGROW GRAZE 24-2-5-15	1	24	2	5	3
6	GREENGROW GRAZE 24-2-5-15	1	24	2	5	3
7	GREENGROW GRAZE 24-2-5-15	1	24	2	5	3
8	20-20-20	0.75	35	0	0	0

Additional Fertiliser Required

**Nitrogen (N):** Apply 60-70 units of N per acre by 1st of April. Apply 90-100 units of N per acre by 1st May, season. Apply 4-10 units of N per acre in August to build grass.

**Phosphorus (P):** Apply Maintenance + build up rates during the growing season eg 50% spring + 50% growing season. Build up rates index 1- 20kg/ha, index 2- 30kg/ha.

**Potassium (K):** Apply Maintenance + build up rates during the growing season + build up rates in August/September. Build up rates index 1- 40kg/ha, index 2- 50kg/ha.

**Sulphur (S):** On sulphur deficient soils apply 35 units per acre. Sulphur is best applied twice and often. Apply 3-5 units of S per round.

**Se:** Use 4 units per acre.

**T:** Total units per acre.

\* These P and K recommendations provide general guidelines for crop off-take and general agronomic advice for p & k application. The guidelines included for crop requirement and organic fertiliser values may result in recommendations that exceed the maximum N and P allowance on the farm. Fertiliser usage must be in compliance with Nitrogen Regulations and other management legislation. This may constrain the rates of P fertiliser that are permissible relative to guidelines shown by this sheet.

- Minimum of 10 samples
- Less than 10 samples cost €18.00 + VAT
- Terms & Conditions Apply



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Complete your details below and hand to a Dairygold Representative.

Name: .....

Email Address: .....

Address: .....

Acc. No.: .....

Phone Number: .....

Estimated Number of Samples: .....

# AUTUMN GRASSLAND MANAGEMENT

By Matt Lawlee, Tillage and Beef Area Manager, I.A.S.I.S. • mlawlee@dairygold.ie.



## AUTUMN GRASSLAND MANAGEMENT:



**KEY POINT:** Every extra tonne of grass utilised is worth €90/ha.

### You are trying to:

- increase the number of days at grass and animal performance,
- set the farm up during the final rotation to grow grass over winter and provide grass the following spring.

### There are two key Autumn periods:

1. Period of autumn grass build-up.
2. Autumn rotation planner.

### BUILDING AUTUMN GRASS

- **Build grass from mid-August**  
Rotation length should be increased from 25 to 30 days in mid/late August to 35 to 40 days in late September. At lower grass growth in the later season, this can be done without affecting quality.
- Continue to take out heavy covers as round bales in August, do not cut paddocks for bales in September.
- **Graze cover <2300kg DM/ha**  
Higher pre-grazing yields will result in poor pasture quality, utilisation and poorer winter and spring growth.
- Aim to have the highest farm cover in mid-September.
- **Start closing paddocks in early October**  
Last grazing rotation should be 30 to 40 days with first fields rested from 10th to 15th October.

Closing should be a week to 10 days earlier on heavier type soils.

### ■ Graze paddocks to 4cm

Use younger or lighter animals or dry cows to achieve this residual in wetter conditions.

### AUTUMN ROTATION PLANNER:



### KEY POINT:

2018 grazing starts in October 2017.

The goal of the autumn rotation planners is to keep grass in the diet of the cattle for as long as possible and to ensure you have high quality grass the following spring.

### Dry farms:

- start closing 10th October
- have 60% of the farm grazed by first week November
- the final 40% grazed by 1 December.

### Heavy or slow grass growing farms:

- start closing 1 October
- have 60% of the farm grazed by 20th October
- the final 40% grazed by mid-November.

Example

### AUTUMN ROTATION PLANNER:

- 60% closed
- 40% closed

	HEAVY FARM	DRY FARM
01-Oct		
08-Oct		
15-Oct		
22-Oct		
29-Oct		
05-Nov		
12-Nov		
19-Nov		
26-Nov		
03-Dec		



# AUTUMN GRASSLAND MANAGEMENT:

## DO I NEED TO SPREAD?



As part of the N Directive you cannot spread a condition artificial Nitrates after the 15th September.



**KEY POINT:** How much grass you need to grow to extend the rotation length and how much fertiliser if any you need to spread will depend on your stocking rate.



In August soils release their own organic N naturally. On lowly stocked farms (< 170kg organic N/Ha) this may provide sufficient N to build grass covers. Alternatively consider applying 20 units N cross August and September.

Heavier stocked farms (<190kg organic N/Ha) may need to consider applying a blanket application of nitrogen (c. 25 units per acre in August and September).

The amount to apply will depend how much of your full years allowance you have left and the overall grass supply on the farm.



### Response to N:

Under good growing conditions with high soil temperatures response of between 10-15kg DM/ha have been recorded.

High perennial ryegrass swards respond better to nitrogen and these should be targeted for building autumn grass.

### Should I apply slurry?

Approximately 85% of the economic fertilizer value of slurry is due to its P & K, of which the K content is 70%. The remaining 15% is N.

Time of the year has little effect on P and K utilisation. By spreading slurry in the autumn you will realise most of the value. To realise the most value apply the slurry to low index P and K fields.

### Nitrogen and slurry applications in autumn

- Apply slurry to low P & K paddocks.
- Apply low levels of nitrogen rather than missing N on paddocks.
- Apply a blanket application of nitrogen if required pre-September 15.



# SILAGE ANALYSIS

Parameter	Why its important	What the analysis is indicating
Dry Matter	Water content of your silage. Important determinant of intake and preservation values.	Range 15-45%. Optimum for intake is 28-32%.  Low DM = in low pH, poor intake, losses  High DM = Heating, losses
Dry Matter Digestibility (DMD)	Determines intake and energy. Low if cutting is delayed beyond heading date, and/or dead material present in base of sward.	Higher the better.  DMD below 66 = cattle losing weight.  68 - 70 DMD adequate for dry cows requiring little body condition gain.
Net Energy ( UFL/UFV )	5% lower DMD = 1.5kg concentrates required  Directly linked to DMD value.	Ranges from > 0.85 -< 0.65.  Delaying cutting date past heading date = rapid decline
Crude Protein (CP)	Gives no information on the quality of protein. Typical values range 9-15%.	Usually higher in leafy/higher DMD silage, but this can vary. High CP in silage tends to be rapidly degradable, leading to poor utilisation if diet energy is lacking.  CP <10% may impede rumen microbial growth.  Low protein silages will require higher protein supplementation.
PDIN and PDIE	Indication of protein quality	Quality silage will have high PDIE (>75g/kg) due to better energy content, with a good balance of PDIN (3-5 units higher)
Ash	High ash indicates soil contamination, may affect trace mineral absorption.	Carry out mineral analysis if ash is >8% - adjust supplementation. Take steps to reduce soil contamination in cutting in wet conditions.
pH	pH measures the acidity of silage. Very acidic (low pH) silage has poor feed intake and rumen stability. High pH in wet silage indicates poor preservation.	Target pH depends on DM content of the ensiled crop. A pH of 3.8 to 4.2 indicates good preservation at <28% DM. Dry/wilted crops (>28% DM) can be well preserved at pH up to 4.5. Wet silage with pH values of > 4.2 are generally poorly preserved. Where silage pH is <3.6, adjust diets to ensure correct rumen pH
Ammonia	Ammonia (NH <sub>3</sub> ) results from protein breakdown during preservation, reducing feed quality and palatability. High nitrate in grass at ensiling contributes to elevated ammonia.	Values of less than 8-10% show good fermentation with little protein breakdown. Silage ammonia levels above 15% indicate poor preservation and will likely result in feed refusals



# FEEDING BEEF ANIMALS THIS WINTER

By LIAM STACK M.Agr.Sc • e: lstack@dairygold.ie

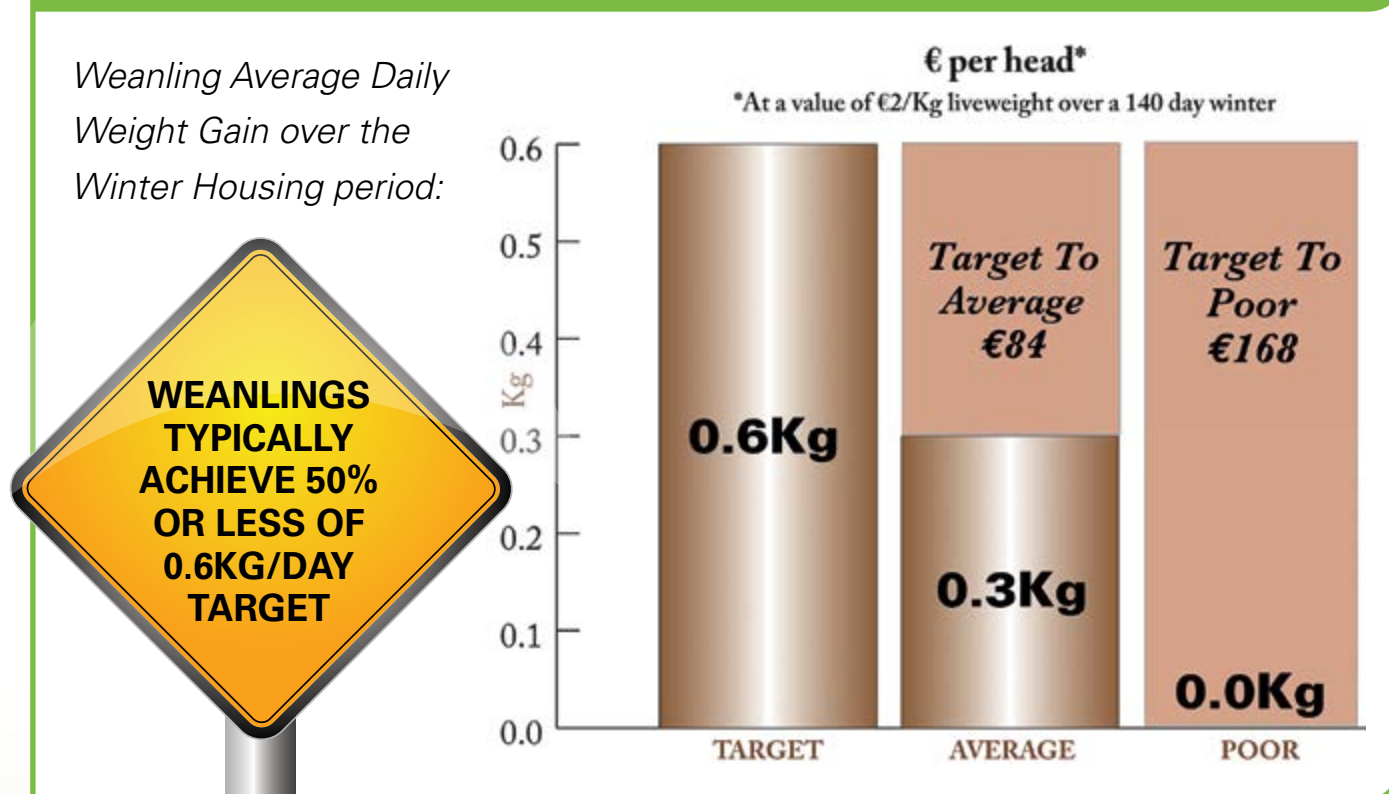
## Feeding Beef Animals this winter

### WEANLINGS

#### TARGETS

Weanlings should gain 0.6 Kg per head per day over the winter housing period. Typically weanlings do not gain anything close to this with an average daily gain closer to 0.3Kg and some animals do not gain any weight! While gaining in excess of 0.6Kg per head per day is not desirable due to reduced performance at grass after housing, it is important to hit this target of 0.6Kg daily gain as compensatory growth at grass can only deliver so much.

FIGURE 1



**KEY POINT:** Animals growing at <0.6Kg/head/day over the winter will not be able to make up this gap at grass.

### FEEDING RECOMMENDATIONS

The amount of meal that is required will depend on the quality of silage on farm, emphasizing the importance of silage analysis. Know your silage DMD.



## RECOMMENDED RATES OF CONCENTRATE SUPPLEMENTATION (KG) FOR DIFFERENT TYPES OF WEANLINGS DEPENDING ON GRASS SILAGE QUALITY

WEANLINGS AND STORE CATTLE (LWG 0.6KG/DAY)				
	55% DMD	62% DMD	68% DMD	72% DMD
CONCENTRATE REQUIREMENTS (kg)				
Continental Bulls / Steers	4.0	3.0	2.0	1.0
Continental Heifers	3.5	2.5	1.75	1.0

## ALSO CONSIDER THE FOLLOWING WHEN DECIDING ON CONCENTRATE FEEDING

### LEVELS:

- Higher levels may be worthwhile if weanlings will be sold at the end of the winter period.
- Front-loading the feeding (higher rates at the beginning of the winter and reduced rates towards the end) allow for quicker adaption to the diet and maximise compensatory growth rates at grass.

## CONCENTRATE TYPE

Weanlings should be fed a high energy (minimum 0.94 UFL/Kg as fed) concentrate with a protein content of 14-16%, fully balanced with vitamins & minerals. Tried and tested Beeflav is ideal or if feeding a coarse ration Beef Meal Mix fits the bill.



## FINISHING CATTLE

### TARGETS

Finishing cattle is a tight business. All beef farmers should do their sums before filling sheds with stock for winter finishing. The key factors to examine are:

- 1 Weight, genetic potential and purchase price of animals to be finished
- 2 Realistic target finishing weight and slaughter price
- 3 Variable costs (primary factor will be feed costs)

If your silage is scarce or of poor quality or if you intend to finish bulls; serious consideration should be given to ad-lib concentrates as this option represents good value for money where silage is expensive.



**KEY POINT:** Do your sums, strong performance and a high slaughter price are required to make a margin from finishing cattle

## FEEDING RECOMMENDATIONS

The amount of meal that is required will depend on the quality of silage on farm, emphasizing the importance of silage analysis.



**KEY POINT:** Have you analysed your silage?



## RECOMMENDED RATES OF CONCENTRATE SUPPLEMENTATION (KG) FOR DIFFERENT TYPES OF FINISHING ANIMALS DEPENDING ON GRASS SILAGE QUALITY

FINISHING CATTLE/BULLS				
	55% DMD	62% DMD	68% DMD	72% DMD
Finishing Heifers (Gain - 0.85kg/day)		6.0	4.5	3.0
Finishing Steers (Gain - 1.0kg/day)	Consider Ad Lib Feeding if Growth Potential is High	Consider Ad Lib Feeding if Growth Potential is High	6.5	5.0
Finishing Bulls (Gain - 1.5kg/day)	Consider Ad Lib Feeding if Growth Potential is High	Consider Ad Lib Feeding if Growth Potential is High	Consider Ad Lib Feeding if Growth Potential is High	9-10

## CONCENTRATE TYPE

Finishing cattle should be fed a high energy concentrate (minimum 0.94 UFV/Kg as fed) with a protein content of 12-14%, fully balanced with vitamins & minerals.

*The feed should have:*

- A high level of maize meal, a by-pass starch source, which maximises animal performance while maintaining rumen function.
- Yea-sacc, a live yeast. Yea-sacc has been proven to increase live weight and carcass gain through higher levels of food conversion efficiency.

Essentially more of the food the animal is eating is being converted into meat and less is being lost in the dung.

Where farmers have only one bin or wish to feed the weanlings the same ration, Prime Elite Maize Munch (includes ad-lib requirement of Yea-Sacc) or Beeflav are good options.



# Meet John 'The Bull' Hayes and JP Aherne, our expert in your field.



Our dedicated Dairygold local expert in the Munster region, JP Aherne, will be at Dairygold's Beef Expo, Corrin Mart, Fermoy, Co. Cork on 13th September. Talk to him about Zurich's exclusive farm insurance deal for Dairygold members and meet beef farmer and legendary Ireland and Munster rugby star, John 'The Bull' Hayes.

Zurich Insurance plc is regulated by the Central Bank of Ireland. Terms, conditions and standard underwriting criteria apply.

## THE STRESS-FREE SOLUTION

**Closamectin**  
Pour on

- ✓ Low stress easy-to-use pour-on solution
- ✓ Kills late immature and adult fluke, worms, lice and mange
- ✓ Only 28 days meat withhold
- ✓ Kills triclabendazole-resistant fluke







## Building up to ad-lib feeding

Cattle should be built up to ad-lib gradually over a 3 week period to avoid digestive upsets like acidosis. Cattle should be offered a balanced diet, clean fresh water and a forage source at all times. At ad-lib, changes to the spec of the diet can cause digestive upsets. Prime Elite Maize Munch is specially formulated to suit ad-lib feeding systems and is tried, trusted and recommended by beef finishers across Munster.

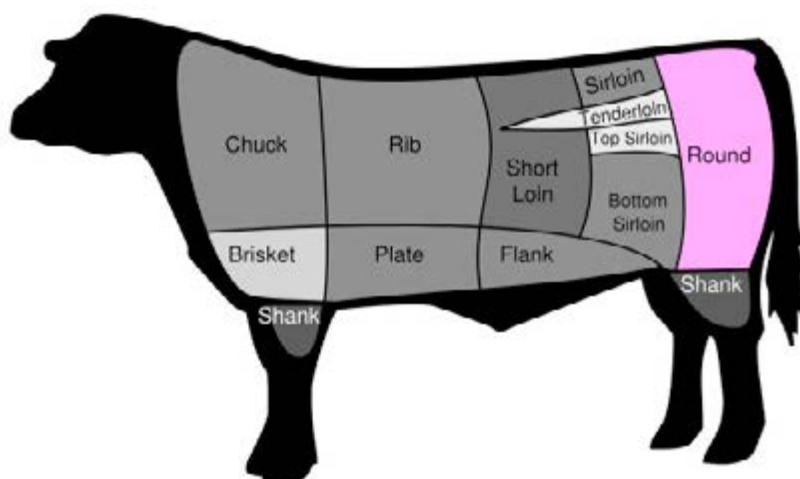


**KEY POINT:** If you're changing mix mid-way through the finishing period, rations should be blended off.

### BUILDING UP TO AD-LIB

Days	Meal	Feeding routine	Roughage
1 - 4	3kg	Once per day	Silage ad-lib
5 - 9	5kg	Twice per day	Silage ad-lib
10 - 14	7kg	Three times per day	Silage ad-lib + straw
15 - 19	9kg	Three times per day	Ad-lib straw + silage
21 - 24	11kg	Three times per day	Ad-lib straw + silage
24+	Ad-lib	Constant access	Ad-lib straw + silage

### Where's the BEEF?



## Acidosis

### ACIDOSIS IS CAUSED WHEN:

- Meal is introduced too quickly
- Excess Starch and sugar in the diet eg over feeding wheat, barley or beet
- Lack of fibre in the diet, eg straw, silage, beet pulp, soya hulls
- Sudden changes to the ration
- Animals gorging on feed after running out of feed. On ad-lib diets, concentrates should be in front of the animal at all times.

### SIGNS OF ACIDOSIS

- Lack of cud chewing (at least 75% of animals should be lying down chewing their cud when they are not at the feed face)

- Animals standing kicking their bellies
- Inconsistent dung
- Reduced intakes
- Grey scour

### TREATMENT

- Ensure the rumen is buffered with a product like yea-sacc
- Decrease concentrates by 33-50% for 5-7 days
- Ensure adequate clean water
- Ensure straw intake
- After issue settles down build up concentrates again slowly

### POTENTIAL AD-LIB CONCENTRATE INTAKE

ANIMAL/WEIGHT	DAILY CONCENTRATE INTAKE
STEERS & HEIFERS	
500kg	10-11kg
600kg	12-13kg
700kg	13-14kg
FRIESIAN BULLS	
400kg	8-9kg
500kg	10 -11kg
CONTINENTAL BULLS	
400kg	7-8kg
500kg	9-10kg
600kg	11-12kg

Intakes may exceed these guidelines for a few days after introducing ad-lib meal but will settle back down. If animals are not consuming enough meal the following areas should be explored:

- Access to feed trough
- Palatability of the ration
- Access to water (4ltrs for every kg DMI)
- Stocking rate in the pen
- Diet formulation
- The straw is being consumed
- Overall health status



# OCTOBER WINTER BEEF WORKSHOPS

*Balancing your winter feeding needs with your forage quality is essential on beef farms.*

**ACROSS THE MONTH OF OCTOBER DAIRYGOLD AND ALLTECH ARE RUNNING WINTER BEEF WORKSHOPS.**



*Please come along to discuss your winter feeding plan.*

***You Leave with:***

**A complete feeding plan for your herd.**



***All Clinics  
run from  
10am - 4pm***

DATE	LOCATION
Tuesday 3rd October	Mogeely
Wednesday 4th October	New Inn
Friday 6th October	Cahir
Tuesday 10th October	Bunratty
Wednesday 11th October	Cappamore
Thursday 12th October	Mitchelstown
Friday 13th October	Garryspillane
Monday 16th October	Lombardstown



# SUCKLER COW MANAGEMENT PRE-CALVING

By MARY DEANE B.Ag.Sc Inside sales

## 1. BODY CONDITION SCORE B.C.S.)

Spring calving target BCS at calving - **BCS 3.0 - 3.5**



### WHAT IS BCS SCORE?

Body condition score (B.C.S.) estimates the cover of flesh on the frame of the cow. It ranges from 0 (emaciated) to 5 (grossly over-fat). Body condition scoring provides excellent guidelines for feeding suckler cows. A suckler cow should be housed in good condition, with the potential to lose some body condition across the winter. Thin cows at a BCS of 2.5 on poor silage will need concentrate feeding to ensure they calve down in the correct BCS.

### BCS TARGETS FOR SUCKLER COWS

	SPRING CALVING	AUTUMN CALVING
Housing	3.0 to 3.5	2.5 to 3.0
At Calving	2.5	3.0
At turn-out to pasture	2.0	2.0
At breeding	2.0 to 2.5	2.5

Ref: Teagasc

### GROUPING COWS

You may need to create different groups for cows on, above or below target at housing. Fat cows (BCS4) may experience calving difficulties. Feed restricted silage and straw to fat cows. Thin cows (BCS2 or less) may suffer depressed milk yield and may be delayed returning to heat for the next breeding season.

### CONCENTRATES REQUIRED BY SUCKLER COWS - GOOD BCS

SILAGE DMD	DIET
72 DMD	Restricted silage (80% requirements)
65 DMD	Silage
60 DMD	Silage + 0.5-1kg concentrates
55 DMD	Silage + 1kg concentrates

+ 1kg of concentrates for thin cows at housing








Concentrates should be introduced early in the dry period. Aim to have the cow in the correct condition score by Christmas/new year, depending on your start calving date. Over feeding concentrates in late pregnancy will lead to bigger calves and more difficult calving.



**KEY POINT:** Cows should calve down fit not fat.

Monitor cow condition across the dry period, if cows are getting too heavy pull out the concentrates.

CONSEQUENCES OF MISSED TARGETS			
SPRING CALVING	TARGET	IMPLICATIONS	
At Calving	2.5	<i>Lower, if BCS is less than 2.0;</i> <ul style="list-style-type: none"><li>• Slower return to breeding</li><li>• Weak at calving</li><li>• Poorer colstrum</li></ul>	
		<i>Higher, if BCS is greater than 3.0;</i> <ul style="list-style-type: none"><li>• More difficult calving</li><li>• Delayed breeding</li></ul>	
At Turn-out	2+	<i>Lower, if BCS is lower than 2.0;</i> <ul style="list-style-type: none"><li>• Delayed breeding</li></ul>	
At Breeding	2.0 to 2.5	<i>Lower, A BSC of less than 2.0;</i> <ul style="list-style-type: none"><li>• Delayed breeding</li><li>• Possible lower conception rates</li></ul>	
At Housing	3+	<i>Lower, if less than 3.0 winter feeding costs will be higher</i> <i>Higher, A BSC significantly more than 3.0 is wasteful</i>	

Ref: Teagasc

## 2. PARASITES

Suckler cows may need treatment for fluke, worms and lice. Rumen fluke as well as liver fluke may be need to be considered.

A successful dosing program will treat the parasite but also prevent resistance to the drugs we are using.

Be conscious that some fluke doses only kill mature fluke. Only triclabendazole based products kill fluke from the early immature

stage. Albendazole, clorsulan and nitroxylnil based products kill mature fluke.

Oxycolzanide, which kills rumen fluke also kills adult liver fluke.

**Talk to your Area Sales Manager, Branch Agri Lead or Inside Sales for more information on dosing strategies.**

Inside Sales	022 31644	Shane Cotter	087 0671246
Alan Ryan	086 2621952	Jim Canty	086 2461648
Tom Mee	086 8098582	Rachel McCarthy	086 7930240
Diarmuid O'Riordan	086 2461821	Michael Smith	086 2470403
Denis McCarthy	086 2461647	Sean Ryan	086 2461639
Kieran Creed	086 1728335	Amie Coonan	085 8001089
Edmond Curtin	086 2441369	Ivan Vallance	086 7930237

## 3. MINERAL/TRACE ELEMENT SUPPLEMENTATION

Silage is a poor source of trace minerals such as Copper, Selenium and Iodine. Pre-calving bagged mineral or mineral licks (in buckets) should be offered from 6-8 weeks prior to calving.

## 4. VACCINATION FOR SCOURS

Vaccines can be used in combination with good nutrition and hygiene to combat infections.

Vaccines against E.coli, Rotavirus, Coronavirus and Salmonella will give passive immunity to calves via Colostrum.

Draw up a vaccination programme specific for your farm with the help of your vet.

## OPTIONS FOR COWS

A good breeding program delivers daughters of a higher genetic merit than their mothers. These animal will be more productive and ultimately more profitable. Even though we have ties to animals that have been on our farms for years, culling is necessary to improve your herds genetic potential.

### Reasons for culling:

- Old Age – the cow is unable to physically bear and nourish a calf
- Failure to go in calf or fertility problem, cull all barren cows after pregnancy scanning
- Health or disease problems
- Cows tested positive for BVD and cows with Johne's and Leptosporosis disease
- Persistent calving problems
- Produce poor quality progeny
- Poor conception rates
- Poor milkers leading to poor calf thrive
- Bad temperament, especially after calving

### 1. Sell cull cows post weaning

After a good grass growing summer a lot of cull cows are in reasonably good condition and fit for sale.

Ensure cull cow is well fleshed before sale.

### 2. Beef up cull cows at grass

Ground conditions permitting, if suckler cows are



**KEY POINT:** Avoid poaching at all costs.

30-40kg short of slaughter weight, feed 3-4kg of Beeflav or beef meal mix per head/day while still at grass.

Ensure beef cows are well fleshed at fat score 3 to 4 at slaughter. Consider selling any under finished cow at the mart instead.

If your suckler cows are more than 40kg from slaughtering, put them on meal at grass now. Once housed, their concentrate feeding level will need to be upped to 6-7kg (on good quality, 70 DMD, silage) if they are to be slaughter before Christmas.

With silage of poorer quality (less than 70% DMD) feed Beeflav or beef mix ad-lib.

## 3. Overwinter cull cows and sell as beef next spring

### Considerations:

1. Is your forage of good enough quality?

To over winter cows you need silage of 70 DMD+

2. Have you enough forage?

Over wintered cows are going to need 8-10 bales each.

Do a fodder budget and cash flow budget before deciding to keep suckler cows over the winter.





# BEEF FEEDS



*Dairygold Quality Feeds*  
*Trusted by generations of Munster's best beef farmers*

Product		Feed To:		
<b>Prime Elite Maize Munch</b>  <b>Prime Elite Maize Cube</b>	Specialist high-energy 14% Protein finisher for high-concentrate finishing systems.	Ad-lib Finishing Cattle	Very high level of energy	Increased LWG, carcass conformation, kill out % and fat scores (NB for bulls slaughtered at young age)
		Finishing Cattle on silage	Maize top of list	High energy raw material containing by-pass starch which maximised Food Conversion Efficiency (FCE), LWG, carcass gain and kill out%
			Maize coarsely processed rather than finely ground	Slows fermentation, lower levels of acidosis and lameness. Higher FCE
			Very high level of cereal	Switches on hormonal state that promotes LWG
			High energy digestible fibres	Slows fermentation, lower levels of acidosis and lameness. Higher FC
			Good quality Protein sources = high levels of PDI	High level of very digestible protein from good quality sources to increases carcass gain and kill out%.
			Yea-Sacc (included at recommended level for ad-lib feeding)	Helps reduce acid build up in rumen, lower levels of acidosis and lameness. Higher Feed Conversion Efficiency (FCE) - i.e. the animals ability to convert total diet fed to production value such as daily live weight gains.
<b>Beeflav/ Beef Meal Mix</b>	Powerful 16% Protein grower/finisher feed for rearing and finishing systems.	Ad-lib Finishing Cattle	Very high level of energy	Increased LWG, carcass conformation, kill out % and fat scores (NB for bulls slaughtered at young age). Maximised LWG of growing stock
		Finishing Cattle on silage	Barley top of list	Energy from starchy ingredients used more efficiently for weight gain than energy from other ingredients
		Lactating Suckler cows	High energy digestible fibres	Slows fermentation, lower levels of acidosis and lameness. Higher FCE
		Weanlings	16% protein	High level of very digestible protein from good quality sources to fuel growth in younger animals and to increases carcass gain and kill out% in finishing stock



Contact your Dairygold  
area manager TODAY...  
for better beef returns TOMORROW!

**Tel: 022 47275** (24 hours x 7 days)

<http://www.dairygoldagri.ie>



# Feeds Direct



AGRI BUSINESS



**SAVE €16  
PER TONNE\***

**NEW DELIVERY  
SCHEDULE**

## FEEDS AVAILABLE ON THIS SERVICE

### CALF

Prime Elite Kaf Gro  
Prime Elite Heifer Rearer Cube

### BEEF

Beeflav  
Superchoice 14% Beef Cube  
Superchoice 16% Beef Cube  
Prime Elite Maize Munch  
Superchoice 13% Beef Blend

### DAIRY

Superchoice 16% Dairy Cube 1.8% Cal Mag

*for* **Quality,  
Value & Trust**

*use the*  
**Dairygold Direct  
"Pallet to Farm"**  
feed delivery service.

42 x  
25kg  
bags

## Bags Direct Schedule:

**Monday:** Duhallow, Kerry & West Limerick  
**Tuesday:** Mallow & Mid Cork  
**Wednesday:** East Limerick & Clare  
**Thursday:** Mitchelstown & New Inn  
**Friday:** East Cork, Carrigaline & Ballinhassig

## EASY TO ORDER

at Lombardstown Mill Customer Service & Inside Sales on 022-47275, your local Area Manager or Co-op store, or via your Dairygold online services account.

\*versus normal bagged feed delivered \* full pallets of our standard bag feeds also available

**Call Us  
TODAY**  
on  
022-47275





# BEEF EXPO AT CORRIN MART

By NIAL GRIFFEY B.Agr.Sc. I.A.S.I.S. • ngriffey@dairygold.ie



## Dairygold Co-Op is holding a Beef Expo at Corrin Mart, Fermoy on Sept 13th at 7.00pm.



At our Expo we will have **Paul Nolan**, Group Development Manager Dawn Meats, giving us some insight on International market and what the customer requires for the future. Dawn Meats will also have their Grading manager present to grade cattle demonstrating using live cattle in the main cattle ring and explain to the audience what stage each animal is at and what is needed to finish each one. Continental & Friesian Cross animals will be discussed.

happy to advise people on the different products. Other interested parties will also have stands there.



**Doreen Corridan**, will give some timely hints on animal health and welfare for the autumn/winter period giving up to date

advice on what farmers should be doing over this period to get the best production levels from your cattle of all ages.

**Liam Stack**, Dairygold Ruminant Technical Manager of Dairygold, will speak on putting your animal nutrition first to finish off cattle both at grass and indoors getting the best value from your available feeds.



**Karen Dukelow**, Teagasc Beef Specialist, will look at different beef systems prevalent at the moment.

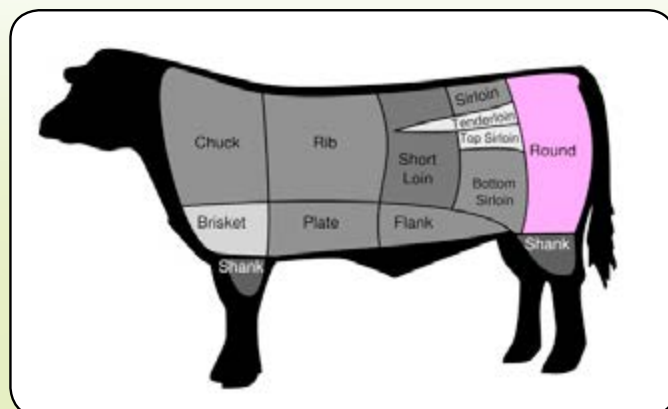
On the evening we will have various stands including the different breed societies and lots from the animal health companies who will only be too

Light Refreshments will also be supplied on the evening and you may get an opportunity to meet and get a chat or photo with **John "The Bull" Hayes** if you are early.

**Demos will begin at 5.00pm.**  
**Speakers will begin at 7.00pm.**

We invite all our customers to what should be a very informative and entertaining evening.

If you would like to learn more please contact your local ASM or Inside Sales Team at 022-31644.



The DairyGold logo features the brand name in a white, lowercase, sans-serif font on a red rectangular background.A green rectangular banner with the words "QUALITY FEEDS" in white, uppercase, sans-serif font.

# ***“Putting your Beef Business first”***

**Corrin Mart, Wednesday September 13th from 5.00pm**

***Demos begin at 5.00pm with speakers to begin at 7pm sharp***

## **SPEAKERS**

**Paul Nolan**, *Dawn Meats (Group Development Manager)*

- Market requirements and outlook

**Dr Doreen Corridan**, *Munster AI*

- Animal health in Autumn / Winter period

**Karen Dukelow**, *Teagasc Beef Specialist*

- A system to suit you!

**Liam Stack**, *Dairygold Technical Ruminant Manager*

- Animal nutrition and performance in the Autumn/Winter period

## **DEMOS & FEATURES**

- KT DAFM Approved Event
- Dawn Grading Manager will grade live animals in ring including Continental & Friesian cross with advice on finishing
- Meat Cuts to suit market requirements
- Breed Society Stands
- Animal Health Advisors
- Diet Formulation Demos

***Meet the “Bull” John Hayes Beef Farmer and Rugby Great***

***Food will be provided on the evening with many special offers on the night to customers***

***Please Contact your local ASM or our Inside Sales Team on 022-31644 to book your place on the night***



AGRI BUSINESS