



HOW IS THE WAR IN UKRAINE AFFECTING FEED MARKETS?

While our thoughts are with the people of Ukraine, understandably markets continue to be driven by the current Ukrainian situation which is creating huge volatility. As many of you know Ukraine is called the breadbasket of Europe, with its highly fertile soil. Since the invasion started, raw material prices have increased significantly.

There was extreme market volatility in the three weeks after the invasion and the average raw material cost of diets has risen by £96/tonne. Prices are in a constant state of flux with several suppliers unwilling to offer forward prices for the summer due to market uncertainty.

Ukraine is the largest global producer of sunflower seed producing 17.5 million tonnes or 30% of global production. It produces in excess of 30 million tonnes of wheat making it the ninth biggest global producer but more importantly is the fifth biggest exporter with the main markets being North Africa, predominately Egypt. Ukraine also produces in excess of 40 million tonnes of maize grain making it the sixth largest global producer and fourth largest exporter.

Russia also plays a huge part in global production being the third biggest wheat producer, producing an anticipated 75 million tonnes last year. It is the world's largest wheat exporter, exporting 32% of global wheat stocks. With over 13 million tonnes left to export this season the likelihood is that Russia will find homes for this crop in countries that do not have any sanctions upon them and by using non-Black Sea ports.

There are still so many factors that remain unknown, as the conflict continues:

- How long will the war go on for?
- How much damage will be done to the country's infrastructure?
- Will spring crops, sunflower and maize get planted?
- Will winter crops, mainly wheat, get the husbandry required and will they get harvested?

All these factors have a huge impact of prices, but until some of these are answered it is very difficult to ascertain where the market could go and when.

The predictions are that old crop maize and wheat will remain very firm. The Ukraine still has to export 13.74 million tonnes of maize, which at best we are very unlikely to see for several months. On the back of this US maize exports have increased significantly.

With the current situation it has been suggested the EU will plant the ground currently allocated to greening, which could be up to 5% of arable land. Germany is predicted to plant an extra million hectares of spring crops through this system. It is also possible we could see a reduction in biofuel policies across the world to try and increase grain production for food. The whole argument of food or fuel from crops start!!

Looking beyond, feed commodities, Russia's actions are contributing to higher fertiliser prices. Russia was ranked number one exporter for fertilisers, urea, ammonia, ammonia nitrate and NPK's.

Raw material price £/t

Raw Material	23-02-22	24-03-22	INCREASE
Wheat	241	320	79
Barley	231	310	79
Maize	265	352	87
Sugar Beet	258	330	72
Soya Hulls	234	303	69
Wheatfeed Pellets	235	300	65
Palm Kernel Expellers	220	280	60
Rapeseed Meal	340	455	115
Hi Pro Soya	435	505	70
Maize Distillers	265	405	140
Sunflower	267	370	103
Wheat Gluten	232	315	83

They ranked third for sulphur and MOP and fourth for DAP/MAP. These exports will all stop which is impacting the UK market as in 2020 the UK imported 40% of all fertiliser applied.

On top of the problems in the Black Sea region we are also seeing losses of soya in South America, due to the La Nina weather. Brazil was predicted to produce 127 million tonnes, but last October the prediction was 144 million tonnes. The forecast for Argentina has been revised down to 43.5 million tonnes from 51 million tonnes last October.

US farmers are looking to move towards planting more soya due to the increased input costs of maize.

There are a few things for sure, prices will remain volatile, and it is very difficult to see how prices can come back to where they were prior to the invasion of Ukraine. Supply should be maintained but unfortunately we are just having to pay more for ingredients.

During these difficult times if you would like to discuss any matters, please do not hesitate to contact myself or our sales specialists.



Neil Warburton
Raw Material Director
07471 902538

THE FUTURE IS BRIGHT, THE FUTURE IS YOUNG FARMERS!

That's the message coming out of a series of mill visits held at our Holmes Chapel and Preston mills recently.

Following the lifting of Covid restrictions, we have been inundated with requests to visit our mills. So far, Reaseheath College, Whitchurch, Congleton, Chase, Stone and Ruthin Young Farmers have all visited Holmes Chapel Mill, while at Preston we have welcomed Chipping, Bolton by Bowland, Sarnesbury, Vale O'Lune and Longridge Young Farmers Clubs.

We are also looking forward to hosting visits by Macclesfield, Leek, Eccleshall, Knutsford, Middlewich, Beeston, Chorley, Winmarleigh and Sandbach Young Farmers Clubs, the Sustainability Group, Haydock NFU discussion group and Pembridge Farmers in the next few weeks.

The evening normally lasts a couple of hours with introductions to Massey Feeds with a raw materials update which is proving very topical at the moment. On a tour around the mill visitors get to see feed being made and the computer control of intake and outtake facilities. The final presentation by one of our FAR Registered Specialists explains how we are committed to adding value to your farm through the supply of carefully formulated feeds, rationing, feed planning, feed analysis, milk predictions and other services.

Food is provided and we usually have a group photo at the end.

We are back on the show circuit soon.

We will be at a number of agricultural shows this year, with Stafford County Show being the first event on the new dates of Wednesday 1-2nd June 2022.

We will also be visiting the Flint and Denbigh show on Thursday 18th August for the very first time!

We look forward to seeing you at all the shows we are attending throughout the summer

Finally congratulations to our ladies at Holmes Chapel who

recently took part in the Congleton Rotary Swimathon on the 5th March, and raised £370 for the

Yellow Welly Foundation and Congleton Rotary Club who also recently did a mill tour with us!



Phil Stirk
Sales Director
07787 104 565

With some encouraging movements in milk prices it should be possible to improve margins this spring, provided grass is well managed and carefully supplemented. Even with current fertiliser prices, grazed grass remains the cheapest feed for dairy cows. If you can make the best use of grazing, you can improve the return on fertiliser and save on purchased feeds.

The aim must be to keep grazing at the three leaf stage, with opening covers of around 2200-2400kgDM/ha and taking cows out close to 1500kgDM/ha. Prevent back grazing to allow swards to recover and make the best use of any fertiliser you apply. Measure grass growth so you know what grass is ahead of the cows and also how much grass they are consuming.

Look closely at how you supplement grazing to manage the swards, perhaps by buffer feeding. Covers over 3500kgDM/ha won't be grazed effectively so it will be much better to mow and bale paddocks that get ahead.

Turnout will give you the chance to cut back on purchased protein in particular and reduce feed costs, especially if your cows can make the best use of all the protein in grazed grass.

Milking cows require around 15-17% crude protein in the total diet depending on their yield and stage of lactation. The good news is that grazed grass is typically 16-28% protein depending on the sward type, growth stage, fertiliser regime and time of the year. This means that grass can go a long way towards meeting the protein requirement of cows, reducing or in some situations removing the need for any purchased protein. But to do this the cow must be able to utilise the protein efficiently in the rumen.

To help your cows make the best use of the protein in grass, we have included Novatan in some of our grazing diets. The specific blend of essential oils in Novatan inhibits the activity of hyper ammonia producing bacteria and improves the digestion of protein in the rumen. This increases protein capture in the rumen and reduces ammonia emissions and waste. Protein efficiency is improved and with grazing meeting more of the protein requirements, your cows will need less protein in compounds and buffer feeds.

OUR GRAZING RANGE

Our grazing range for 2022 contains compound feeds to fit all dairy systems:

Butterboost Plus

A 15% protein sugar beet based designed to promote butterfat at grazing. High energy, high fibre and contains Novatan for improved protein efficiency.

Optigraze 16

A new 16% protein, high energy designed to support higher yielding cows at grazing. A maize and sugar beet-based feed containing Novatan to improve protein utilisation. Balanced MPN/MPE content.

Progress 15

A 15% protein feed designed to support high yielding cows at grass with high energy, sugar beet and maize.

FiMLAC QHS 115/105 and 110/95

Formulated to MPN/MPE levels rather than crude protein. High quality starch diet, wheat, sugar beet with a high inclusion of maize. Novatan included to improve protein utilisation and low oil levels to promote butterfat.

FiMLAC Milk Boost 16 and 18

16% or 18% protein feeds high in energy, starch and sugar and containing the FiMLAC mineral premix.

Fibreboost

16% and 18% protein feeds high in energy, starch and sugar. Precise mineral supplementation with the standard Intellebond mineral pack.

Grazing 14%, 16% and 18%

14%, 16% and 18% feeds formulated for use throughout the grazing season.

Promilk

A range of feeds offering a balance of starch and digestible fibre and 16% or 18% protein. Contains our standard mineral pack.

Talk to your Feed Specialist about the grazing compound best suited to your circumstances.



Dai Lewis
Technical Commercial
Manager
07973 881573

QUALITY IS THE KEY TO EFFECTIVE CREEP FEEDING

Managing grass growth this year to maximise the use of fertiliser is going to be key. It will be really important to preserve mid-season grazing, so creep feeding lambs could be an important management approach.

When choosing a creep feed, quality must be the first criterion as you need to meet their high nutritional demands within a small dry matter intake. Cutting back on specification may be seen as an economy drive but not if lambs fail to perform.

A higher quality creep feed will be formulated for more digestibility using higher specification ingredients to meet the requirements of lambs and exploit their growth.

A quality lamb feed costing £360/t and giving a 5:1 Feed Conversion Efficiency (FCE) will cost £1.80/kg liveweight gain compared to a cheaper feed costing £340/t but with an 8:1 FCE, which will cost £2.72/kg liveweight gain. In addition lambs on the poorer quality creep will not finish as quickly, potentially increasing costs without realising a higher market price.

Because young lambs convert feed more efficiently, an early introduction to creep will be more cost effective. Feeding a lamb an ad-lib quality creep with good grass, the lamb should be expected to eat 35-40kg by the time of sale.

A note of caution however. If creep is fed to older lambs it must be introduced gradually to avoid gorging and dietary upset.

Massey Feeds Creep Feeds are formulated with quality ingredients to help lambs grow quickly, achieving a high feed conversion to hit early markets.

Lamb Creep Pellets

Designed to encourage early intakes of dry feed with adequate starch to help promote rumen development. Includes Agri-moss to maintain a healthy digestive tract and lower the incidence of nutritional disorders. Also contains Ammonium Chloride to help prevent urinary calculi.

Hi Gain Lamb Pellets

The perfect follow-on ration to Massey Lamb Creep Pellets for fast finishing lambs. Can also be offered from birth to slaughter as a 'one-ration-fits-all'.

Harvest Lamb Mix

A blend of quality raw materials to promote fast lamb finishing.

On receipt of a veterinary prescription we can supply Lamb creep pellets medicated with Deccox to help prevent coccidiosis.

Committing to get the best performance from lambs will be essential this year to maximise returns and get the best from grazing.

For more information, speak to your Feed Specialist.



Paul Drake
Beef and Sheep
Commercial Manager
07900 270 233

TAKING STOCK OF FORAGES

With the last few years being so turbulent and challenging, it is important to remember that forage quantity and quality are what ruminant farmers truly rely on for cost effective production both when grazing and when animals are housed. With input costs at an all-time high, we need to make sure that we are paying close attention to what are fields and forages are doing for us.

Looking at grass seeds, it is very important to know the history and productivity of the individual swards. If these swards have become unproductive, or tired, consider taking them out this autumn and reseeding for next season. Alternatively, you could consider scratching or drilling fresh seeds into older swards to improve outputs. You could consider adding clover to help reduce the reliance on purchased fertilisers.

In either case it is important to take advice on the seed mixes and varieties. We stock a wide selection of high quality seed mixtures from Limagrain and with good planning can get bespoke mixes made up for any farm or system.

With the large rises in input costs, it is more important than ever to make sure we are bringing good quality, high ME forages back to the yards. When comparing different forages to see which is the most cost-effective forage per MJ of energy, recent figures show maize silage comes out on top. Should we be considering maize this spring, and then cultivating in more new grass seeds this autumn? We can supply early maturing varieties which provide high yields of quality forage and which will be off in time to allow a successful crop to be drilled.

For more advice on getting the best from your forages this year, please speak to your Feed Specialist.



Sam Wellock
Northern Ruminant
Specialist
07468 697679



RESEEDING WILL INCREASE FERTILISER ROI

Ensuring all grass swards are as productive as possible is a proven way to improve profitability. By increasing production from forage, purchased feed inputs can be controlled.

On no farm will all grass fields produce the same, reducing the total production from forage. An increased proportion of weeds and less productive grass species will reduce the production potential of your grassland by restricting yields and reducing feed values compared to a new reseed. It will also reduce the return on investment in fertiliser.

While the average response to applied nitrogen is 15kg grass dry matter per kilo of nitrogen applied, high quality swards can produce 15-20kgDM per kilo of nitrogen. So it is important to assess all grassland and identify the poorer producing fields and plan to reseed them.

In the first year alone following a reseed, grass yield can be increased by up to 60%. This can add up to over 12,500litres/ha more milk, over 1000kg/ha more lamb or 1200kg/ha of beef.

In addition, advances in breeding technologies and the focus on specific traits including digestibility, yield and persistency makes for not only better grazing swards but also higher quality silage.

If a cow eats 10kgDM of forage per day, by increasing the energy in silage by just 1MJ/kgDM, the extra energy supplied will support an additional two litres per cow per day from forage. Over a 200 day winter, this adds up to a 400 litre increase per cow which at 35ppl will increase income by £140/cow over the winter; £28,000 for a 200 cow herd.

Take the time this spring to look critically at how well fields are performing in terms of dry matter production and draw up a shortlist of fields for possible reseeding. Then plan your reseeding, looking closely at the seed mixtures to use. With the current high fertiliser prices, it will pay to consider making more use of clovers.

Talk to your Feed Specialist about assessing your grassland and devising a reseeding plan.



Ruth Howard
Ruminant Sales Specialist
07787 104 576

WELCOME BACK

David Wilde is re-joining the business to take on a newly created role as National Ruminant Technical Manager. David will be well known to many of you, having previously been with the company as Ruminant Nutritionist from 2009-2015.

David brings extensive experience of the ruminant feed industry having worked with Frank Wright, Alltech, Premier Nutrition and Anpario. He is also very active in the animal science field. He is an honorary associate professor at the University of Nottingham in the School of Biosciences and sits on the British Society of Animal Science Council. He is a Certified Cow Signals Master Trainer and a Registered Animal Scientist. He is also a Certified Cow Signals Master Trainer.

He will be responsible for over-seeing the ruminant portfolio of products manufactured at our mills in Holmes Chapel and Preston as well as the Harpers Feeds mill in Devon.



DATES FOR YOUR DIARY

We are delighted to be back on the shows circuit again and looking forward to seeing you at events throughout the rest of the year. Make sure to pop in and see us!

Date	Event	Venue
1st & 2nd June	Staffordshire County Show	Staffordshire Showground, Stafford ST18 0BD
27th July	NSA Sheep Event	Three Counties Showground, Malvern WR13 6NW

We are continuing to run our popular mill tours at Holmes Chapel and Preston mills when we explain the skill and care that goes into producing our feeds.

If you would like to arrange a mill tour for your young farmers or discussion group, please call us on 01477 536300 or email Shereena.Holborow@masseyfeeds.co.uk



www.masseyfeeds.co.uk

MASSEY FEEDS

Craneage Mills,
Holmes Chapel, Cheshire, CW4 8EE, 01477 536300

Walton-le-Dale,
Preston, Lancashire, PR5 4JJ, 01772 206200

@masseyfeeds

masseyfeeds

massey_feeds

Sheffield House,
Longnor, Staffordshire, SK17 0PA, 01298 83234