

Company Newsletter 2019



Happy New Year from GLW Feeds

2018 has been a busy and productive year at GLW Feeds, despite the ever evolving and challenging business landscape. Not least of which were the late spring, prolonged hot and dry summer, the current tumultuous political landscape and their combined effects on raw material prices!

Despite these challenges, GLW Feeds remains as committed as ever to investing in the future and as such 2018 has seen a lot of developments. We are in the middle of Phase 1 of our mill regeneration project which has seen us erect the steel work for our new tower housing a replacement 'blending line'. Phase 1 will replace key items of machinery, such as our raw material

sieve, hammer mills, main mixer, high speed mixer, mineral dosing and new conveyors and elevators. Our new robotic packing line was commissioned and installed at the beginning of June allowing us to pack 20kg and 25kg bags with increased efficiency. Our new computer system went 'live' on April 1st and has now really started to enhance our business and productivity.

During the past twelve months, we have welcomed some new members of staff to the team, to strengthen and support the company for the future. Tim Brooks has joined us as our Finance Director, ably supported by Lynsey Goodge as Financial Accountant, and most recently Tina

Shepperson as Credit Controller.

Some notable changes within the existing team include Graham Palmer becoming our Commercial Director and taking responsibility for the Mono Gastric side of our business, supported by Katie Stephens as Poultry Specialist and Chris Wherton as Pig Specialist. Paul Mardell is now our Ruminant Technical Sales Manager, responsible for our Ruminant Sales Team and is supported by Lyn Smith as Ruminant Technical Support.

The Directors and Staff at GLW Feeds hope that you have enjoyed a relaxing and peaceful Christmas and we wish you a Happy and Prosperous 2019!



Feeding The Ewe

It's that time of year again for many of you to be thinking about the feeding of your ewes and getting them ready for breeding and lambing, here are some key points to consider.

Mating to the end of the third month of pregnancy (Day 0 to 90)

Key objectives and KPIs:

- Ewes start at target BCS
- Empty ewes - target <1% at scanning
- Survival of the fertilised ova
- Successful implantation and maintenance of pregnancy
- Development of the placenta to optimise lamb birth weight and survival
- Target BCS reached for late pregnancy at day 90
- Avoiding long term effects of under nutrition

BCS targets and feeding guide:

Ewe type	Lowland ewe (60 - 80kg)	Hill ewe (40 – 50kg)	Prolific ewes
Target BCS	3 - 3.5	2.5	3
ME (MJ/day) maintenance	7.2 – 9.6	4.8 – 6.0	7.2 – 9.6
kg of grass or forage dry matter allowance (10MJ/kg DM)	0.72 – 0.96	0.48 – 0.60	0.72 – 0.96

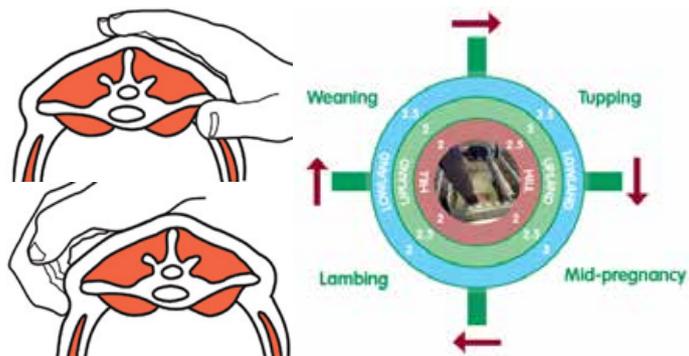
Key nutritional requirements:	Threats:
Maintenance level of energy for ewes in target BCS.	Sudden changes in diet level or type, maintain constant with no change from mating to 1 month after ram removal.
Grazing contribution 1kg of autumn grass DM = 10MJ ME and 90g MP	Over or under feeding – no greater variance than +/- 10% of maintenance requirement.
Leaner ewes have a greater appetite (up to +30%) and this needs to be factored into grazing allowances.	Running short of grass and having to make a change in diet.
Stable level and type of nutrition for first month after ram removal.	Sudden changes can affect embryo development and implantation

The importance of body condition scoring

Body condition scoring (BCS) is an essential management tool for all flock managers and their advisers. It allows them to assess ewe body reserves at each stage of production and should drive decisions on ewe management and feeding.



BCS is a manual assessment of the muscle and fat cover over the spine behind the last rib in the loin area of the sheep. A description of how to BCS and the traditional five-point scoring system is shown in Appendix 4. It is easy to learn and highly repeatable, especially when the same person assesses the flock regularly. It is common place to use half scores, e.g. 2.5 or 3.5, using a ten-point scale. One condition is equivalent to 10 to 13% of body weight, for a 70kg ewe this equates to about 7 to 9kg. Ideally all ewes should be scored so that they can be managed to remain in the target ranges for each stage of the production cycle.



Ensuring ewes have target muscle mass and fat cover for the system and the time of year leads to improved fertility, increased lamb performance and reduced incidence of metabolic disease. BCS targets vary by sheep system (e.g. hill vs. lowland), breed of ewe, time of the year and ewe prolificacy.

Preliminary results for the AHDB funded KPI project supports the hypothesis that BCS at key stages of the production cycle is an appropriate KPI to predict weaned lamb weight. These data suggest a positive correlation with the weight of lamb weaned with:

- BCS at mating, and weight gain from weaning to mating
- BCS at scanning
- BCS at lambing
- Loss of BCS from lambing (fit ewes) or gain (thin ewes)

For further information on how GLW compounds can help you achieve your objectives and KPIs this coming lambing season please contact your account manager for a bespoke, detailed feeding regime based on your forage analysis and available feeds on farm. Alternatively you can contact our Ruminant Technical Sales Manager, Paul Mardell, on 07966679662.



National Pig Awards 2018 Winners!

Huge congratulations to our customer Alexander & Angell, who were the Herd Productivity winners at this year's National Pig Awards.

Director, Sophie Hope said: "We've done really well on the farm over the last few years and we've really turned things around - it's great to be recognised for it."

Alexander & Angell is a farrow to-finish operation with 380 Sows producing around 10,000 finished pigs per year in Gloucestershire. They use GLW pig compounds for the gilts, sows, growers and finishers.

In 2016, the business switched from a continuous system to five-week batching. In the second quarter of 2018, liveborn/litter was up from 14.5 a year earlier to 15.2 and weaned pigs/litter up from 12.4 to 13.4, helping to push pigs weaned/year up from 29.1 to 31.7.

Shocked at the dramatic improvement, Sophie said "We made this switch predominantly to improve finishing herd health with the secondary hope that increased performance would follow, which it has certainly done." This was combined with a vaccination strategy to reduce the APP burden on the herd. This, Sophie said, has helped reduce antibiotic use to very low levels (under 10mg/kg) for the last six quarters.

Sophie said, "My grandfather took the business over in the 70's, then my Dad and now it's my turn and it's great that things still seem to be succeeding and I'm looking forward with confidence."

For more information on our range of pig feeds contact Chris Wherton on 07739158629.



A champion achievement

GLW Feeds would like to offer our congratulations to one of our longstanding and hard working customers, Mr DJ Saxby and family on their recent run of success in the show ring. Dedicated sheep farmers and breeders of Longhorn Cattle, David, Claire and their children have been busy at show grounds these past few months achieving a fantastic 1st and 2nd at the English Winter Fair with two fine examples of commercial Longhorns, repeating their success most recently at Bakewell Fatstock, where their pen of 5 prime lambs also took the top two spots, not to mention Champion Lambs!

They use a bespoke blend as well as sheep compounds from GLW.

We are very proud of their achievements and would like to wish both them and all our customers every success in the show ring for the coming year.

2019 show and event dates for your diary

23rd May	Beef Expo Cumbria Northwest Auctions
29th & 30th May	Staffordshire County Show
14th July	Ashby Show
1st August	Burwarton Show
11th September.....	UK Dairy Day Telford International Centre
2nd October	Brailsford Ploughing Match
16th & 17th	English Winter Fair
November	Staffordshire Count Showground
20th November	Agriscot

Herby Golden Turkey, Cranberry and Stuffing Sausage Rolls



- 1 x 375g pack of ready rolled puff pastry
- 300g leftover Golden turkey meat (cut into 1cm dice)
- 200g sausage meat or leftover stuffing
- 30g butter
- 1 small onion, peeled and diced
- 8 fresh sage leaves, finely chopped
- 75g cranberry sauce – (drained of any liquid)
- 1/8th tsp ground nutmeg
- Sea salt and black pepper
- 1 medium egg, lightly beaten

Method:

Preheat oven to 200°C/400°F/Gas 6

Unroll the pastry, place on a lightly floured work surface and cut in half lengthways. Place the turkey, stuffing or sausage meat in a bowl.

Melt the butter in a small frying pan and fry the onion until soft, cool slightly and add to the bowl, along with the sage, cranberry sauce, nutmeg, a pinch of salt and a good grinding of black pepper. Mix together with a wooden spoon or your hands until well combined, shape the mixture into two long sausages the same length as the sheet of pastry.

Lay one sausage down the centre of each piece of pastry, fold the pastry over the filling, brush with the beaten egg and press the edges together firmly.

Mark the edge of the pastry with the tines of a fork; this makes sure the sausage rolls are well sealed. Neatly cut, using a sharp knife, into even size portions of 5cm in length.

Line 2 baking sheets with parchment paper, place the sausage rolls on the trays, brush with the beaten egg. Bake in the oven for approximately 15 minutes until puffed up and deliciously browned.

Remove from the oven and allow to cool for a few minutes. Serve immediately.

Win an iPad Mini 4

Simply send an email with your name and address (or account number) to marketing@glw-feeds.co.uk by the 31st January 2019 and you'll be entered into our prize draw to win an iPad Mini 4.

We would like to use your email address to keep in touch regarding news, product offers and other promotions. Please use the subject header 'OPT IN' or 'OPT OUT' and we will update our database.

