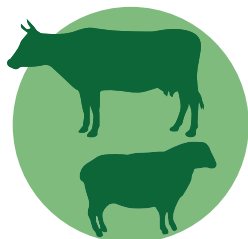




INCREASING YIELD AND EFFICIENCY



Paul Sloan
Feed Adviser, Tullyherron Farm Feeds

Key outcomes of feed advice

- **Decreased calving interval**
- **Better feed conversion**
- **Increased yield**

Background and area of feed advice

Having previously worked with Richard Keenan and Devenish Nutrition as a ruminant nutritionist, Paul Sloan set up Tullyherron Farm Feeds in partnership with Kieran Shields in 2005. He works with dairy, beef and sheep, and a typical day involves between six and seven farm visits to assess all aspects of herd or flock performance including forage quality, feed efficiency, and walking the livestock.

As a result, over a five-year period yields improved from **5000 to 8800 litres per annum** on an 80 cowshed; the **calving interval decreased to 378** days; 92% of cows had a locomotion score of 0 (against a target of 90%) and **feed conversion increased from 1:1 to 1:47**. By increasing productivity and feed conversion, this advice also helped to reduce greenhouse gas emissions from the herd.

Give an example of how your expertise has made a measurable difference

Paul worked as an adviser with a dairy herd of 60 cows which was teetering on the brink of going under. Yield was 5000 litres per annum, while feed conversion efficiency was 1:1 and calving interval was 440 days. Other aspects included poor milk hygiene and locomotion scores, excess body condition scores, a haphazard grazing system, poor quality forages, disease issues and transition cow problems.

Paul agreed significant changes and set targets to achieve change without incurring massive borrowings. As well as changes to silage policy, he helped formulate a proactive health plan with the the vet to minimise disease and parasite infection, and made changes to improve the housing and cow comfort.

What difference does FAR make to you and to your customers?

As an employer, having my staff as FAR members has several of benefits. It assures me that they are trustworthy and knowledgeable when it comes to giving advice. In fact, it's a form of quality assurance.

Personally, I value the recognition that it gives me for my professional advice in general but specifically when it comes to environmental issues that are increasingly important to retailers and consumers.

For customers, FAR provides the knowledge that they are dealing with advisers who have achieved a certain standard. It's a quality benchmark of our professionalism, and it provides assurance across the supply chain, particularly with regards to the carbon footprint.

quality feed advice : increasing production efficiency : reducing emissions

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