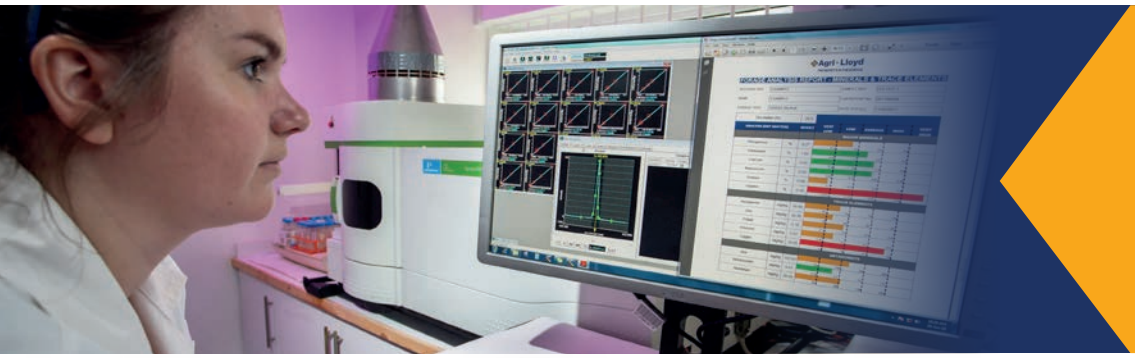
Agri · Lloyd

THE SECRET'S IN THE SCIENCE®



OUR SERVICES

FARMING IS CHANGING AND AGRI-LLOYD IS AT THE FOREFRONT OF THAT CHANGE

THE FARMING LANDSCAPE HAS CHANGED DRAMATICALLY OVER THE PAST 30 YEARS. DAIRY FARMING IN PARTICULAR IS MOVING AT A FAST PACE WITH LATENT CAPACITY FOR GROWTH PUTTING FARMERS IN A STRONG POSITION TO EXPLOIT GROWTH OPPORTUNITIES.

The number of farm holdings is shrinking and becoming more concentrated leading to a smaller number of large commercial farming enterprises with the focus on maximising production.

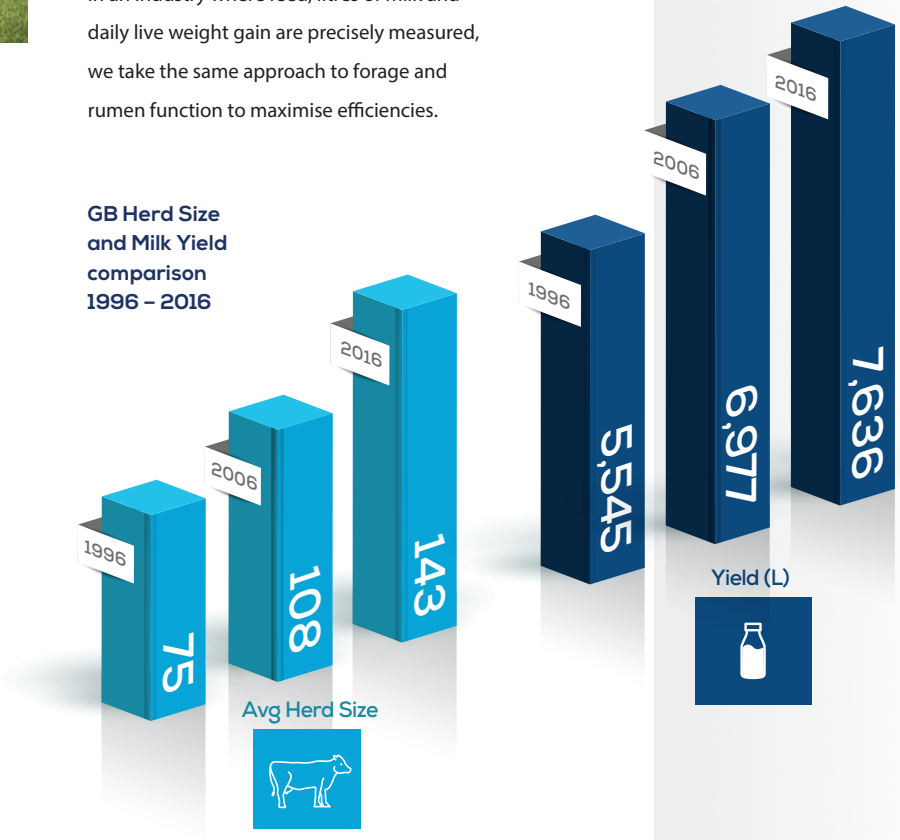
In 1996, the average herd size was 75 with an average herd yield of 5,545 litres per cow. By 2006, this had increased by 44% to 108 cows and yields by 26% to 6,977 litres per cow. In the most recent data from 2016, herd size had increased again to 143, nearly double what it was 20 years ago and average yields increasing to 7,636 litres.

Production expectations in terms of milk and daily live weight gain are at the highest they've ever been and today's farmers need professional advice that can help them maximise their production.

Working closely with our customers over the last few years we have developed a scientifically based audit service which is second to none in the agricultural industry. Unlike many other companies, our advisors are on farm on a regular basis monitoring, recording and providing invaluable advice.

As a result, our audit services have become an integral part of the farming operation. In an industry where feed, litres of milk and daily live weight gain are precisely measured, we take the same approach to forage and rumen function to maximise efficiencies.

GB Herd Size and Milk Yield comparison 1996 – 2016



DETAILED ANALYSIS FROM OUR OWN LABS

THE HIGHEST CREDENTIALS

AGRI-LLOYD'S SERVICES ARE INDEPENDENTLY ASSURED

AGRI-LLOYD PROVIDES INDUSTRY LEADING AUDIT SERVICES AS PART OF OUR EVIDENCE BASED APPROACH TO RUMINANT HEALTH AND NUTRITION

Our audits are undertaken on farm by our own team of advisors and analysed in our own laboratory using the very latest technology. This allows us to turn around results quickly and deliver reports back to farm within 48 hours.

In 2014, we invested over £200,000 in a new laboratory and became members of the Forage Analytical Assurance group (FAA).

The FAA is the governing body that oversees and calibrates the testing of forages in the UK. Collectively, FAA accredited laboratories test around 50,000 samples a year meaning you can be confident in the accuracy of the results.

Our Dietary Component and Mineral Reports test 34 parameters providing a detailed profile of the nutritional value of your forage.

All our reports provide a simple to understand explanation of the results and combined with the expertise of our advisors, our audit services identify not only what is needed to maximise ruminant performance, but also why it is needed.

Agri-Lloyd is one of the few companies in the UK and Ireland to boast a comprehensive range of industry accreditations.

FAA
Forage Analytical Assurance Group

UFAS
Universal Feed Assurance Scheme

EFSIS
European Food Safety Inspection Service

AIC
Agricultural Industries Confederation

SAI Global
Animal Feed Assurance

GMP
Good Manufacturing Practice

IT'S ALL ABOUT THE TIMING!

PRE-CUT GRASS AUDIT

SILAGE MAKING IS A COMPLEX PROCESS INVOLVING MANY DIFFERENT CRITERIA WHICH, IF MANAGED CORRECTLY, RESULTS IN HIGH QUALITY AND WELL FERMENTED SILAGE.

Care must be taken to ensure the grass entering the silage clamp is of the highest quality and a pre-cut grass audit provides a key indicator for when to cut. We guarantee a 24 hour turnaround time from receipt of sample to results.

ANALYSIS 1
DIETARY COMPONENT (NIRS)[1]

The dietary component analysis will report sugars in the grass, a key indicator for the best time to cut. Sugars are essential fuel for the fermentation process and will increase the chance of good fermentation occurring.

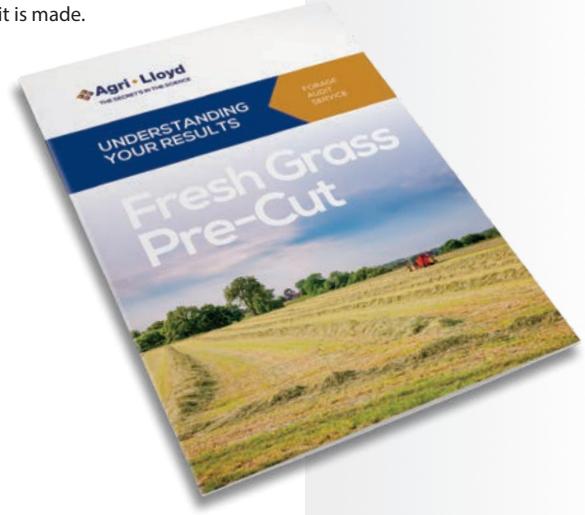
The analysis will report for a series of parameters that influence the quality of the silage and the subsequent performance of the livestock.

ANALYSIS 2
NITRATES

High levels of nitrates increase the "buffering capacity" of the grass making it more difficult to achieve the ideal ensiled pH of 4.2.

No matter how good the fermentation process is, the quality of silage will only be as good as the grass from which it is made.

Understanding the nutritional value of your pre-cut grass will give you the best possible chance of success in making good quality silage.



YOUR AUDIT WILL INCLUDE ...

1: Dietary component report

2: Nitrates report

(NIRS)[1]
Near-infrared Spectroscopy

MAXIMISE YOUR GRAZING

GRAZING AUDIT

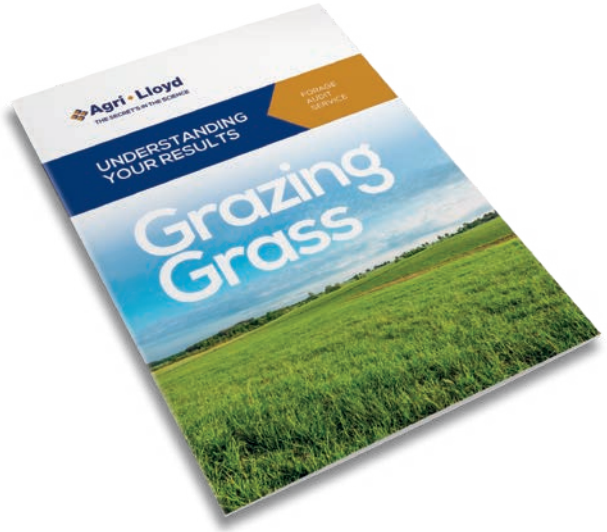
UNDERSTAND THE DIETARY AND MINERAL COMPONENTS OF YOUR PASTURES.

ANALYSIS 1
DIETARY COMPONENT (NIRS)[1]

The dietary component will provide protein and fibre content to help you formulate rations to meet the particular nutritional requirements of your livestock.

ANALYSIS 2
MINERALS (ICP-OES)[2]

The supply of adequate levels of trace elements is critical in supporting hormone and immune functions in the animal's body. The mineral profile will determine, in great detail, the level of major minerals, trace elements and antagonist minerals in the grass crop allowing you to take the appropriate action to ensure production is not compromised.



YOUR AUDIT WILL INCLUDE ...

1: Summary explanation of your results

2: Clamp and silage assessment

3: Dietary component report

4: Mineral and trace element report

5: Highlight any antagonists which could lead to mineral lock-ups

6: Give a detailed breakdown of mineral and trace element deficiencies

(NIRS)[1]
Near-infrared Spectroscopy

(ICP-OES)[2]
Inductiveley Coupled Plasma Atomic Emission Spectroscopy

FORAGE AUDIT
SILAGE

FORAGE AUDIT SILAGE

UNDERSTAND THE DIETARY COMPONENTS OF YOUR SILAGE COMBINED WITH A FULL MINERAL PROFILE ASSAY.

We analyse the following types of forage;

- Grass silage
- Big bale
- Maize
- Wholecrop

ANALYSIS 1
DIETARY COMPONENT (NIRS)[1] & FERMENTATION PROFILE

The dietary component and fermentation profile will report key indicators of good fermentation.

The pH value informs us as to whether the fermentation is stable. A high pH will result in spoiling whereas a low pH means the silage is too acidic. Lactic acid plays a large role in lowering the pH utilising less sugar than Volatile Fatty Acids (VFAs) and Total Non Fatty Acid Volatiles (TNFAVs) and the balance of these acids is important. Low ammonia also indicates that fermentation has been good.

Low sugar levels, high nitrate levels, over wilting and poor clamp management are some of the common factors contributing to poor quality and unpalatable silage. The report will identify protein and fibre content and can subsequently be used to fine tune rations to meet the nutritional requirements of the livestock.

ANALYSIS 2
MINERALS (ICP-OES)[2]

The mineral profile will determine, in great detail, the level of major minerals, trace elements and antagonist minerals in the silage.

YOUR AUDIT WILL INCLUDE ...

1: Summary explanation of your results

2: Clamp and silage assessment

3: Dietary component report

4: Mineral and trace element report

5: Highlight any antagonists which could lead to mineral lock-ups

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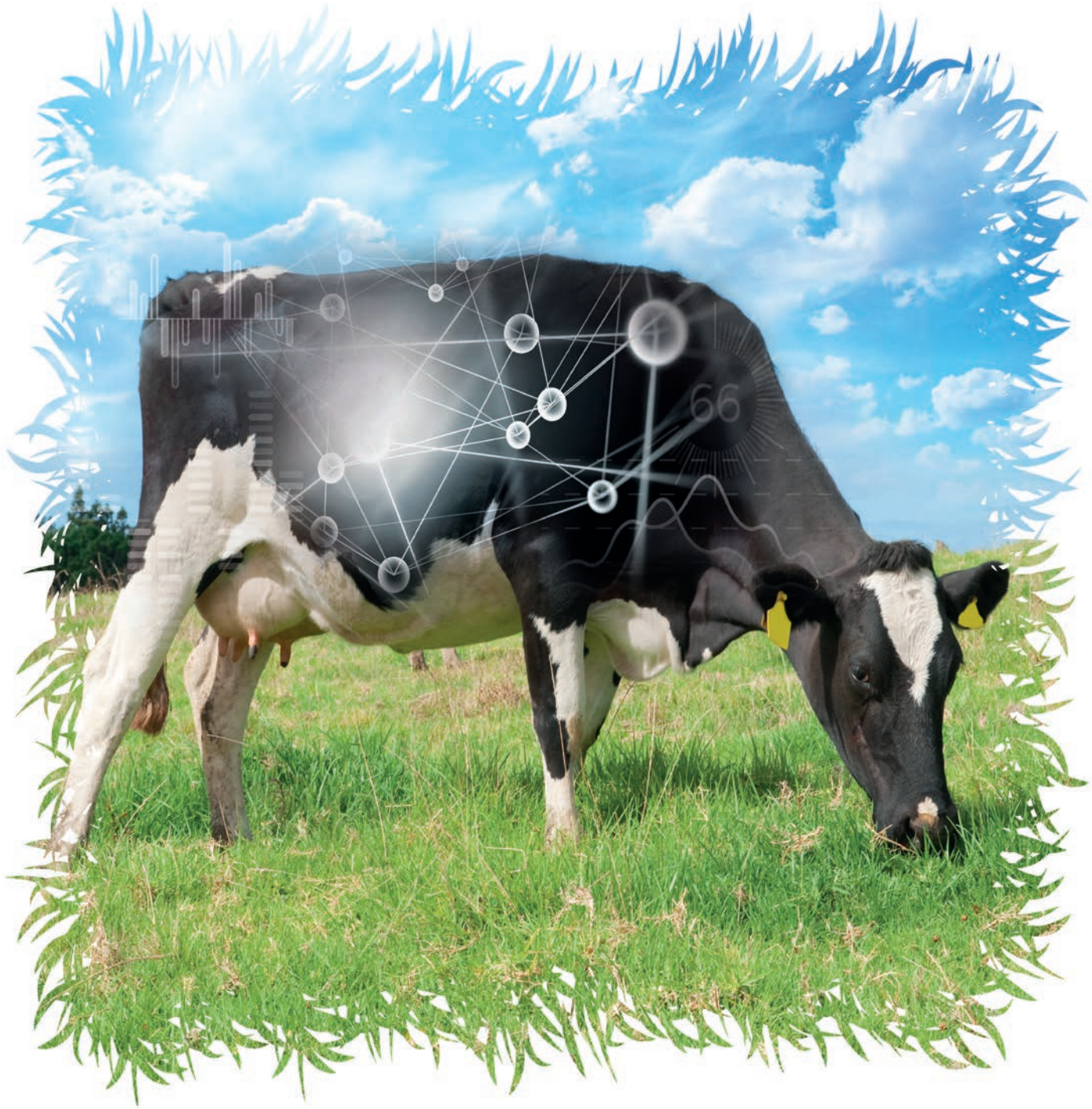
RUMEN AUDIT



RUMEN AUDIT

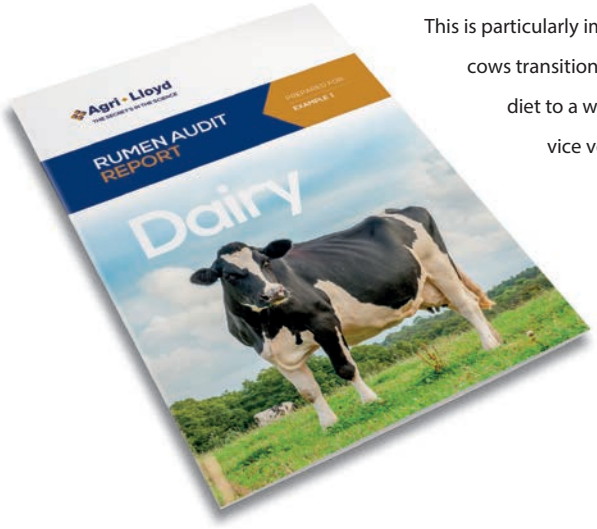
UNDERSTAND THE HEALTH OF THE RUMEN FUNCTION WITHIN THE HERD AND OPTIMISE YOUR RATION TO IMPROVE PRODUCTION.

Evaluating how well feed is being digested enables you to optimise the ration and identify opportunities for improvement. It can also identify health problems such as sub-acute ruminal acidosis (SARA).

ANALYSIS 1
MANURE ANALYSIS

A physical sampling of the manure and analysing key indicators to digestive health will outline the rumen health of the herd.

Those individual on farm audits take a minimum of two hours with ten different manure samples taken allowing us to give detailed suggestions for improvements if required.



This is particularly important when cows transition from a grass-fed diet to a winter ration and vice versa.

YOUR AUDIT WILL LOOK FOR KEY INDICATORS INCLUDING ...

1: General condition of the cows

2: Percentage of cows ruminating

3: Feed sorting

4: Signs of acidosis

5: Undigested material

6: Mucin casts

FLOCK AUDIT

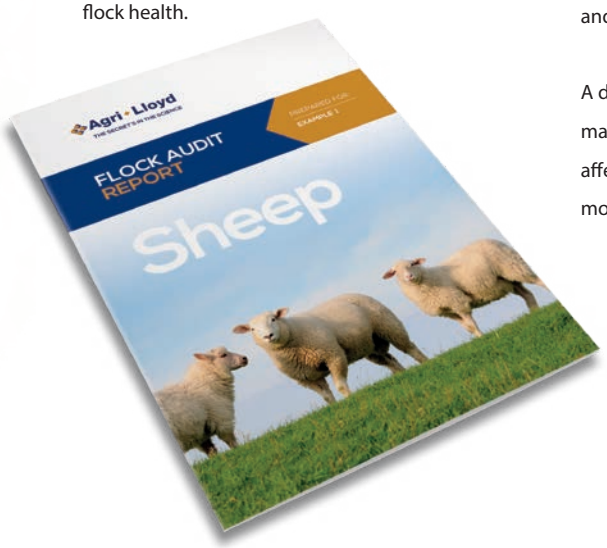
FLOCK AUDIT

UNDERSTANDING THE CURRENT HEALTH OF YOUR FLOCK IS CRITICAL IN IDENTIFYING ANY HEALTH CONCERNS.

Evaluate the health of your flock to help identify areas of concern that can affect fertility, immune function and prevent losses.

ANALYSIS 1
MANURE CONSISTENCY

A visible assessment of manure consistency across the flock as an indicator of general flock health.



ANALYSIS 2
DIETARY COMPONENT (NIRS)[1]

A dietary component report on the forage will provide protein and fibre levels which can be subsequently used to formulate rations to meet the nutritional requirements of the flock.

ANALYSIS 3
MINERALS (ICP-OES)[2]

A mineral profile of the forage will determine the level of major minerals, trace elements and antagonist minerals in the forage.

A diet predominantly based on grazing grass may lead to mineral imbalances which can affect fertility, disease control and lamb mortality.

YOUR AUDIT WILL LOOK FOR KEY INDICATORS INCLUDING ...

1 : Summary explanation of your results

2 : Manure consistency

3 : Dietary component report

4 : Mineral and trace element report

5 : Highlight any antagonists which could lead to mineral lock-ups

6 : Give a detailed breakdown of mineral and trace element deficiencies

(NIRS)[1]
Near-infrared Spectroscopy

(ICP-OES)[2]
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