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Good News

Cathy Bandyk, Ph.D.; QLF Cow/Calf & Stocker Cattle Nutrition

It isn't hard to get caught up in the bad news of the day: economic woes, environmental disasters, arbitrary regulations, product recalls, undercover videos, overzealous activists. But Dr. Cathy Bandyk, QLF's cow/calf and stocker cattle nutritionist, will be looking beyond the gloom and doom when she addresses the upcoming AFIA Liquid Feed Symposium in San Antonio. Her presentation, "GOOD NEWS, For and From the Liquid Feed Industry," highlights several of the positive stories we have to tell.

Natural Nutrition

The thought process behind the terminology is simple: focus on rumen function so these animals meet their nutrient requirements the way they naturally evolved to do so. That means consciously meeting the needs of the rumen microbes, and optimizing utilization of roughage feeds. Two of the ingredients common to most liquid supplements are particularly well-suited to this purpose, urea and molasses.

Despite the reservations still found among some producers, and even industry professionals, the liquid feed industry can feel good about feeding urea . . . on purpose. Dr. Bandyk has compiled an extensive review of published research results which supports the use of urea (especially the urea-phosphate found in QLF pasture products) and molasses in stimulating forage intake and digestion, and in supporting calf and stocker gains and cow reproductive performance.

Economic Stimulus

While the liquid feed industry may not be able to have a noticeable impact on the national economy, we do have the opportunity to make a positive difference for the producers we service. Generally speaking, liquid supplements offer low total costs, the potential to reduce waste, and a total package that delivers a positive return on investment (ROI) for cattle producers.

Everyday Environmentalism

The liquid feed business has, in many ways, been "green" from its inception. Liquid supplements represent the conversion of vast amounts of potential waste streams into value-added products. These feeds can be used as a nutrient management tool. And they are part of a larger industry that continues to improve the efficiency and sustainability of producing human food, in both grazed and confined situations.



Win-Win Solutions

Ideally, nutrition and management programs simultaneously allow an operation to both produce food more efficiently, and make that production more profitable. Feeding programs are most efficient when animals make improved use of grazing resources, digest the feed they consume more completely, and are utilizing metabolic pathways that maximize yield of usable nutrients. These objectives are partially accomplished through well-balanced diets, and can be further supported by other advantages offered by liquid feeds.

If you want to read more of this Good News, reprints of Dr. Bandyk's entire paper will be available following the AFIA Liquid Feed Symposium September 14-16, 2010.



The Proof Is In The Bunk

Howard Blalock, Ph.D.; Vice President of Technical Services

Superior nutrient and additive distribution is a recognized and much talked about value of using a liquid supplement. Often times, the focus of these conversations are on the nutrients and additives carried by the liquid itself and even though they are very important, they do not tell the whole story. Historically, QLF has used the research conducted at South Dakota State University by Dr. Robbi Pritchard to illustrate this point where Tylan[®] was included as part of a separate, dry pre-mix, the occurrence of liver abscesses was reduced 50% when liquid was fed vs. a dry supplement.

The importance of fiber in feedlot diets is often overlooked, but in reality, it may be the most important constituent of the diet in its role of maintaining proper rumen function and maximizing efficiency potential.

In the aforementioned study, adequate distribution and intake of Tylan[®] is the obvious point of emphasis due to its inclusion in the ration and its known affect on liver abscesses.

However, adequate fiber intake and its effect on minimizing the occurrence of subacute acidosis is also a very important, potential contributor to these findings. In cooperation with QLF, Dr. Alfredo DiCastanzo at the University of Minnesota recently completed research examining the effects of liquid vs. dry supplements on ration integrity across the bunk at 0, 1, 3, and 6 hours post feeding. Samples were collected at 3 different locations across each bunk (2 per treatment) over 4 days at each time point to examine the effects of supplement type on ration sortability/uniformity over time.

Figure 1.

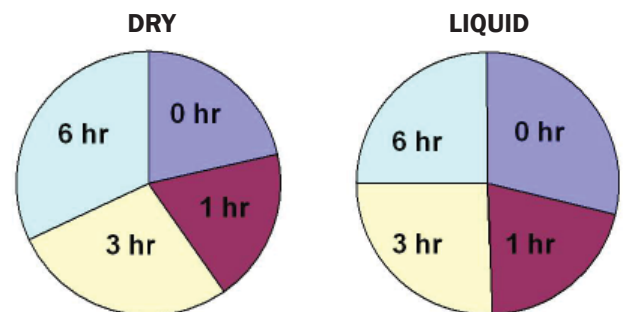
Item	Liquid Supplement		Dry Supplement	
	Liquid	CI*	Dry	CI*
CP ± CI	19.01	0.63	18.43	0.61
ADF ± CI**	12.00	0.60	11.81	0.64
Ca ± CI	0.71	0.04	0.61	0.05
Zn ± CI	87.09	3.88	77.98	4.31

*CI=95% Confidence Interval; expected deviation from the average across the bunk

**Liquid vs. Dry; P = 0.02

Numerical differences in distribution were detected for nutrients such as Ca and Zn over time with the liquid supplemented ration appearing less variable but no significant differences were attained. However, rations containing a liquid supplement did have more uniform distribution of ADF (P = 0.02) over time vs. rations containing a dry supplement (Figure 1). A closer examination of this difference illustrates that the change in ration uniformity is occurring over time and is not a function of the initial mix delivered to the bunk. Figure 2 illustrates that at the time of feeding and 1 hour post feeding, ADF variability in dry supplemented rations is similar to or slightly less than liquid supplemented rations but over time the variability increases in dry while liquid rations remained relatively unchanged.

Figure 2.



The importance of fiber in feedlot diets is often overlooked, but in reality, it may be the most important constituent of the diet in its role of maintaining proper rumen function and maximizing efficiency potential. Many feeders today use numerous feedstuffs of questionable quality and rumen function is critical to their bottom line, liquid supplements and good bunk management can definitely help. Good bunk managers and poor bunk managers, the value still exists. With poor managers it may help to overcome some discrepancies, for good managers, liquid will enable them to capitalize on their skills at the bunk.



What Does Your Customer Need From You for the Rest of 2010?

Stephen M. Emanuele Ph.D., PAS; QLF Dairy Business Development Manager

Circumstances are aligning in just the right pattern to indicate that your dairy customer is going to pay more for corn, soybean meal and other protein feeds from now through 2011. Due to the worst drought in Russia in 35 years and demand for corn and soybeans in China, these countries are going to come to the U.S. looking for grains to feed their people and their livestock. Russia is already rationing wheat and stopping all wheat exports. In our own country, excessive rains in Iowa and hot weather in the central plains are likely to reduce corn yield. Certainly, the corn crop is going to be a good one but world-wide demand is going to put pressure on supply. Corn and soybean meal futures are projecting higher prices for these feeds. Farms are going to have plenty of forage. Hay and haylage yields have been good in the upper Midwest and Eastern U.S. Corn silage yield is projected to be good with the crop maturing early because of the heat. Milk price is also going up. The projected class III milk prices for the rest of 2010 are between \$14.80 and \$15.40 per hundredweight. So what your customer needs from you is a plan that maximizes the use of farm grown feeds in the dairy ration while at the same time increasing milk yield and milk components to optimize income.

When helping your customer design a program to optimize the use of farm grown feeds and increase milk yield don't forget about QLF liquid feeds. QLF liquid feeds make it possible to feed more forage in the diet because the ingredients in QLF liquid feeds improve NDF digestibility and reduce sorting in the diet. QLF liquid feeds such as TMR 20, TMR 30 and TMR 40 can replace some of the protein from soybean meal. QLF TMR 40 will work well when the customer has plenty of corn silage to feed and the QLF TMR 20 will fit in programs that feed haylage and corn silage. Research



with liquid feeds indicates that diets containing 5 – 7% total sugar from sucrose, and glucose (six-carbon sugars) promote higher dry matter intake and higher milk and milk fat yields. In a summary of 7 research trials where molasses or QLF liquid feed was used in the feeding program, the average increase in milk yield was 4 pounds and the average increase in milk fat yield was 0.17 pounds. At current milk fat prices, the additional milk fat is worth 32 cents per cow. What your customer

needs for the rest of 2010 and into 2011 is a feeding plan and program that optimizes herd performance while keeping purchased feed costs in line. Use of QLF products may not reduce feed costs but will increase income over feed cost (IOFC). For example, if your ration currently costs 9 cents per pound of dry matter, use of QLF products may increase it to 9.2 cents per pound of dry matter. If milk production is increased 4 pounds, then dry matter intake is likely to increase 2 pounds. So the net IOFC at \$15.00 class III milk = 41.6 cents per cow/d. For every 100 cows this yields additional income of \$41.60 per day or \$1248 per month. The class III milk price is based on 3.5% fat in the milk, so if by using QLF products in the diet your customers herd averages 3.7% milk fat, then the income earned per cow would be even greater.

Bottom-line: Identify the best QLF product for your customer's situation by working with your QLF district sales manager. When increasing forage in the diet, formulate diets to contain 70 – 80% of the dietary NDF from forage. Forage NDF as a % of ration DM should be between 24 – 28%. When soybean meal exceeds \$300/ton, look at replacing some bean meal with protein from QLF products. Ration evaluation and consultation is always available through your QLF dairy technical specialist, Dave Lundquist or Dr. Stephen Emanuele.

A QLF Wedding

Ann McDonald, QLF Marketing Manager



For the first time in QLF history, a wedding was held at our QLF National Sales Meeting in June. On Wednesday evening, June 16th, Cheryl Reilly, QLF Invoice Manager, and Mark Hovda, Independent Sales Consultant, were married in front of their QLF friends and family. The couple had been engaged but had not set a wedding date. On the Friday before the meeting, Sara Gabor suggested that next Wednesday night during the dinner and banquet would be the perfect time. The location, food and music were already arranged for the meeting. Cheryl and Mark were able to get the marriage license and buy some beautiful rings and decided to surprise everyone! Cory and Mary Berg, with the help of a few others, arranged a beautiful ceremony including Katie and Maddie Berg as flower girls. Vance Cash and Sandy Rickey, both QLF employees, were honored to be witnesses for the couple. We wish Cheryl and Mark many years of wedded bliss.

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