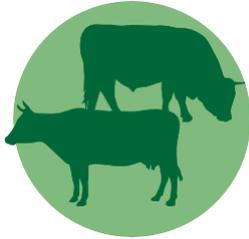




**Dairy Cows
Productivity Improvements
by Maximising Home Grown Forage
Mark Scott**



Mark Scott
Senior Ruminant
Technical Manager

Key outcomes of feed advice

- **Increased yields**
- **Reduced inputs including bought-in feed**
- **Reduced greenhouse gas emissions**

Background and area of expertise

FAR member Mark Scott grew up on a dairy farm and gained a degree in Agriculture with Animal Science from Harper Adams University. He worked as a herd and farm Manager before joining Keenan as a nutritionist. His current position is Senior Ruminant Technical Manager for KW Alternative Feeds where he has been for seven years.

Give an example of how your feed advice has made a measurable difference

Mark has worked with one of his dairy clients with a herd of around 435 cows since 2009. Over that time, they have worked on several strategies to reduce purchased feed inputs whilst improving performance. Together they have reduced the reliance on purchased feeds through improved forage utilisation whilst introducing moist feed and liquid as Traffordgold and Spey Syrup into the diet, helping maximise forage intakes and reduce purchased feed costs. Additionally, by using protected soya, protected rape and bio-ethanol distillers' grains, he has managed to considerably reduce dependence on imported straight soya, also giving reduced costs and improved performance on farm.

Other areas of advice have included increasing rumen efficiency to improve forage utilisation, advice on herd housing, and improved conditions for calves. A reduction in age at first calving has helped to give better lifetime performance and reduced rearing costs of youngstock. As a result, input costs and the volume of bought-in feed have been reduced on farm, while yields in the milking herd over a five-year period have increased from 8,755 litres/cow/annum to 10,055 litres/cow/annum, thus reducing the carbon footprint per litres of milk produced.

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

Mark believes that the wider acceptance of FAR will mean that the feed industry will have accepted standards for feed production, handling and advice. This will complete the chain of assurance by ensuring that those giving advice on farm are accountable. For the first time farmers will know that there is a standard that must be met by those offering advice on farm regarding animal health, productivity, farmer profitability and environmental impact and this will benefit farmers, consumers and the environment.