



# Focus

**Our Informative Quarterly Newsletter**  
Issue 17 **Spring 2022**

**Main Story:**  
Introducing Anna!



Main Story

## Introducing Anna! New Addition to the Scotmin Team

**Hi, I'm Anna Clarkson the newly appointed Area Sales Manager and Technical Advisor for Scotmin Nutrition in the Dumfries and Galloway area.**

I have a love for all things Agri after being accepted to study Agricultural Bioscience at SRUC Ayr in 2016. With no substantial prior experience in agriculture, I took it upon myself to find work that would allow me to gain some more hands-on experience whilst I continued with my studies. I was fortunate enough to find a job in the dairy industry, with this "job" quickly turning into a passion!

Four great years later I graduated with an honour's degree and an abundance of hands-on experience. Over the course of my studies I found that I had a keen interest in ruminant nutrition, as I could take the theory learned in class and apply it in a practical sense at farm level.

My role within Scotmin allows me to meet people on a daily basis and recommend bespoke solutions on a farm-by-farm basis. My studies have made it very clear that farms differ massively in terms of livestock, forage availability, labour, infrastructure etc, therefore every farm must be treated on its own merits when recommending appropriate supplementation.

Having worked closely with the technical team



at Scotmin I was delighted to see the detail the team goes to when designing and researching products. This gives me great confidence when going on farm as I know the products will deliver excellent results.

I look very much forward to meeting you all, if I can be of any help in the meantime then please feel free to contact me via mobile **07917 525 518** or email

**[anna.clarkson@scotmin.com](mailto:anna.clarkson@scotmin.com)** ■

## Reduce the Risk of Staggers this Spring

**Prepare for staggers season and offer livestock the very best in magnesium supplementation.**

The Scotmin range includes both feed and mineral tubs designed to reduce the risk of staggers.

ProPlus Mag and MEGALIX Quattro Mag both contain four sources of highly bio-available magnesium. Two quickly available sources are combined with two slow releasing sources giving livestock the ultimate protection against staggers.

Both products are available with copper (MEGALIX Quattro Mag Cattle/ ProPlus Mag Cattle) and without copper (MEGALIX Quattro Mag Sheep and ProPlus Mag) Speak with your Scotmin Sales Representative today to find out which product best suits your needs. ■





## Dale's Diary

# Don't Waste Important Forage Production this Year

**As costs continue to rise, the value of our forage crops becomes ever more important. Current thinking suggests grass silage costs around £150/tonne of dry matter to produce, or, in other words £37.50 for a tonne of 25% dry matter silage.**

However, this silage will have an average relative feed value of £215/tonne of dry matter, which means it's cheaper than any bought in feed by some distance. Preservation of the cheapest feed on the farm has to be a priority, especially after investing increasing amounts of capital into fertilisers. Whatever you grow needs to be preserved to the highest standard.

With advances in silage additive research, we now know good preservation can be achieved but in addition we can also improve quality.

At Scotmin we believe Bonsilage Fit additive is the way forward. Last year Bonsilage Fit

treated more tonnes of silage in Europe than any other additive and had average analysis as shown below.

- Lactic Acid 7.7%
- Acetic Acid 3.78%
- Propylene Glycol 2.7% (normal grass 1.8%)
- pH 4.01

Lactic acid provided good fermentation, acetic acid provided face and TMR stability and propylene glycole increased to 250ml per 10kg of dry matter silage. Enough to keep subclinical ketosis at bay.

For as little as £1.30/tonne of silage treated let's make sure your forage is as good as possible this year and save as much as we can on bought in feeds.

Now there's something to think about! ■



## Boost Silage Stability and Improve Animal Performance

**Bonsilage is a forage additive that boosts silage stability and quality, therefore improving animal performance. It increases the undegraded dietary protein (UDP), creating a protein and energy rich silage.**

More benefits such as clostridia protection and quick ensiling time are included in the various products available, making Bonsilage specific to your fermentation and animal requirements.

A varied range of Bonsilage products are available from Scotmin Nutrition, from only £1.30 per treated tonne of silage. Speak to your local sales manager today find out about additional early discount offers. ■

## It's Show Time

**The show season has been pretty stop start of late, however with the latest announcements we are more confident than ever that Scotmin will be in a position to exhibit at a number of shows over the coming months.**

Take a note of the dates opposite and come join us for a long overdue catch up and some light refreshment. Keep an eye on our website and social media sites for updates. ■



- **Ayr Show**  
Saturday 14th May
- **NSA Scotsheep**  
Wednesday 1st June
- **Border Union Show**  
Friday 29th-Saturday 30th July
- **Dumfries Show**  
Saturday 6th August

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