

FEED FOR

News For Cattlemen From Suga-Lik® A Product Of U.S. Sugar Corp.

Keeping Cows Productive: How to Determine When & What

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We frequently hear the questions, “When should I start supplementing?” and “What product should I use?” There is no such thing as nutritionally perfect forage relative to the mother cow’s nutritional requirements. This is true regardless of time of year, geographical location or stage of cattle production. With this in mind, consider these questions on four key factors:

- 1) How much forage do I have available?
- 2) What is the nutrient composition of my forage throughout the year?
- 3) Considering variation in forage quality with time of year, how much forage (nutrients) are my cows likely to consume at different stages of production?
- 4) What are the nutrient requirements of my cows?

If we can answer ALL four key factors questions and are willing to “push a pencil,” the answer to the “What and When” questions are readily determined. We’ll help and work with you to answer these questions.

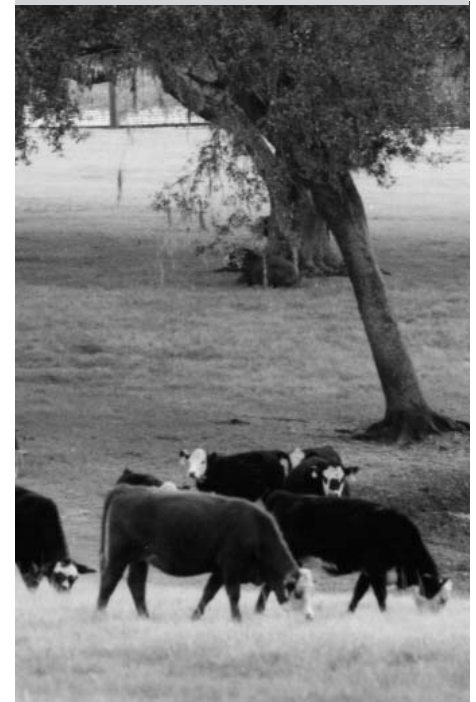
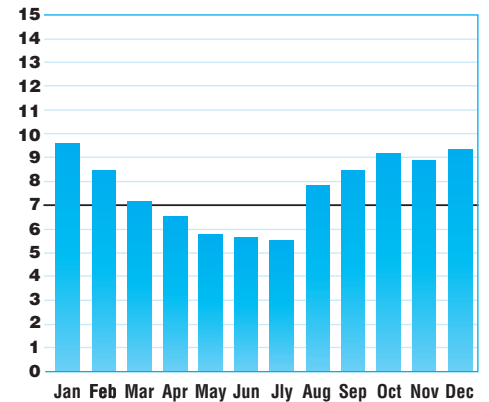
June through October are typically “wet” months of abundant forage supply in Florida. Therefore, forage quantity isn’t a problem during this period in “average” years. Forage quality, as measured by how well the forage nutrient composition meets the nutrient requirements of the cow and

her calves (the one on the ground and the one she’s pregnant with), can be a challenge. The chart at right shows the variation in the ratio of total digestible nutrients (TDN) to crude protein (CP) in Bahia with time of year. Research demonstrated that anytime the ratio of TDN to CP is greater than about 7:1, protein is likely limiting the rumen digestion of the forage. When this occurs, forage intake is estimated to decrease by about 2 lbs. or approximately 10%. If you calve in December and your cows are suckling calves in August they’re likely to be producing about 10 lbs. of milk. In August, Bahia alone will meet about 65% of her protein requirement and 80% of her TDN requirement. Without adequate supplementation of rumen degradable protein and energy, body condition scores* will decrease and reproduction efficiency will suffer. This will occur even if you have an adequate mineral and vitamin supplementation program. The TDN:CP ratios shown in the chart indicate that typically, protein and energy supplementation should begin in August and continue through March.

***BEWARE: During the last trimester of gestation, spring-of-rib and fetus weight gain may be confused with adequate body condition.**

There is a Fully Fortified® Suga-Lik® product formulated to meet all of your cow’s nutrient requirements at any time of the year and for any stage of production. Fully Fortified® Suga-Lik® formulations are based upon knowledge of nutrient requirements as published by the National Academy of Sciences, an extensive nutrient database of Florida forages, realistic predictions of forage and supplement intakes and wholesome, nutritious ingredients. We believe this is a sound approach to developing your nutrition program.

CHART 1 Bahia - Ratio of TDN:CP



THOUGHT



An Employee-Owned Company

FALL 2004

Commitments

Pat Whidden

We are committed to mutual success...yours and ours. Our approach: "If it's good for your business, then it's good for ours." To accomplish this approach, we've made commitments.

First, we're committed to the cattle industry. We are active members and supporters of the Florida Cattlemen's Association, Florida Cattlemen's Foundation and National Cattlemen's Beef Association. We intend to be knowledgeable of your industry's problems and opportunities. Along with that, we're committed to discovering improved feeding practices and programs for beef cattle. U.S. Sugar invests heavily in university as well as private research.

Recently, our company demonstrated a major commitment to the feed business by implementing an expansion and further modernization of our Clewiston liquid feed manufacturing facility. We're committed to producing wholesome, safe Suga-Lik® products. We take advantage of our membership in the American Feed Industry Association to learn new techniques and technology; we're committed to continuous improvement.

U.S. Sugar's most important commitment to you is its staff of employees. The feed production staff, led by Matt Beatty, endeavors to deliver a quality product in an efficient, timely manner. Our manager of nutrition and product development, Dr. Chet Fields, is one of the highest skilled commercial nutritionists in the world. The office staff, coordinated by Chris Beatty, work to make your ordering and invoicing experience "hassle free."

Finally, I'd like to tell you about our field representatives. They are the finest in the industry. Their objective is to do their professional best to ask you the right questions so they may deliver pertinent, meaningful information and make sound feeding and management recommendations that yield your desired results. Many of you know Terry Weaver, who's been with us about 15 years or so. He and his family live in Lake Placid; he primarily concentrates his efforts in the southern half of Florida.

Meet Our New Guy

Charlie Hofer has recently joined our team and will focus much of his efforts in Northern Florida. He is a graduate of the University of Florida and a member of the Alpha Gamma Rho Agricultural Fraternity. He has extensive experience in agribusiness, particularly the feed industry and is certified by the American Registry of Professional Animal Scientists. Charlie's skills in cattle feeding and management, ration balancing, forage analysis and fertilization will be valuable to our customers. He and his wife, Kelli, live in Ocala and are involved in their community, including the Marion County Farm Bureau. Charlie's played polo and team roped, and really enjoys water sports.



Our team will miss Randy Samko. One of our many great customers, Seminole Feed, recruited him to join its team. It's special when a customer recognizes value. We wish Randy and his family the very best.

Again, we aim to be successful by helping you toward your cattle business success. These are some of the commitments we've made to increase our effectiveness. My old football coach called it "paying forward." We do it hoping that you will "pay back" by choosing U.S. Sugar and Fully Fortified® Suga-Lik® as your feed supplier.

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Farmers Co-op
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**DeLEON
SPRINGS**
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Feeds
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Lake Butler
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Kathleen
Cash Feed
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Mayo Fertilizer
& Farm Supply
386-294-2024

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Myakka
Farm Supply
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