



SPECIFIC
FOR YOUR
SUCCESS

IN THE

MIX APRIL 2019
#48

Trevor with corn earlage chopped in northern NSW.

Remembering a legend

page 3





**SPECIFIC
FOR YOUR
SUCCESS**

IN THE MIX #48

APRIL 2019

#PASSION FOR FERMENTATION



1923

▲ Lallemand yeast plant and head offices in Montreal are still in operation today.

Our company was founded in Montreal at the end of the 19th century by a young immigrant from Alsace, nicknamed "L'allemand" (the German) by his fellow citizens. The company started producing yeast as early as 1923 in Montreal. In 2019, the company operates more than 30 yeast and bacteria plants across America, Europe and South Africa.

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Welcome

New look but same passion!

Welcome to another addition of *In The Mix*. Its been a tough few months for many people across Australia, we've been belted with the drought, we've hit record water and grain prices, we've seen 1 in 500 year rain events, we've seen businesses and families devastated by these events causing crops loses, lost cattle, forced cattle and property sales. It's tough out there, really tough. We all feel the strain of the situation. Here at Lallemand we've had our own challenges this year as we deal with the loss of our friend Trevor. I can't begin to describe the feelings of emotion for the Schoorl family, for our Lallemand family and our customers across Australia that knew and supported Trevor. We've been so blown away by the kindness of our customers and friends across our business, from all of us at Lallemand Thank You so much. In the spirit of Trevor, to whom we owe so much, we must forge on and honour his legacy, to help, to serve and ensure people make the best silage, use the best products and to make the most money they can. We look forward to continuing our journey with you.

Alex Turney - Country Manager

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HONOURING THE LEGACY OF TREVOR SCHOORL

The Australian livestock and forage industry has been rocked by the untimely passing of Lallemand Animal Nutrition Technical Services Manager, Trevor Schoorl. Acknowledged as one of the country's leading silage production and nutrition consultants, Trevor was in a tragic accident over the Christmas period.

Lallemand Country Manager, Alex Turney, says Trevor was a highly-respected figure throughout the dairy, feedlot and contracting sectors. "Trev's knowledge of milk and beef production systems, ruminant nutrition and silage production was second-to-none," he says.

"His honesty, accountability, humility and hard-working nature earned him the respect of his many clients and colleagues throughout the world. He had a particular knack for developing solid working relationships and he treated everyone with the same kindness and respect, regardless of their position. Trevor's clients and colleagues will be forever grateful for the significant contribution he made to their businesses.

"We are completely devastated by the tragic loss of an incredibly beautiful family man, friend and colleague. Our thoughts and prayers are with Trevor's wife, Genevieve; their children, Abby and Charlie; and the extended Schoorl and Thomson families – and will remain so for many years to come."

Graduating from Gatton Agricultural College in 1993, Trevor spent more than decade working in the genetics industry in Australia and managing large dairy operations in the USA and Dominican Republic.

In 2004, he returned to Australia to become Technical Services Manager with Quality Silage Systems, which was acquired by Lallemand Animal Nutrition in 2010 following the retirement of its founders, Ken and Trudy Rich.

In addition to supporting livestock and silage producers in Queensland and NSW, Trevor frequently visited China, Indonesia and Papua New Guinea to provide technical support and training program for Lallemand staff, distributors and key customers.

Trevor Schoorl trust fund

As you know Trevor had an enormous impact on many people: their lives; their businesses; and their futures. Trevor cared most importantly for his family and with this in mind, many people have inquired about how they can help ensure Trevor's family have a secure future.

To facilitate this, a fund has been established to honour Trevor's legacy. The family's first objective is to ensure Charlie (currently in year 11) and Abigail (in first year university) continue on their education paths.

The second objective is to contribute something back to the industry to which Trevor gave so much of himself, and from which he gained many personal and professional rewards. Part of this fund will support a bursary in Trevor's name to be awarded to a young person so that they too can have the opportunity to both further themselves and contribute to the forage and dairy industries. The bursary will contribute to education expenses to expand the recipient's knowledge and appreciation of the practices through which Trevor made such an impact: forage preservation; free stall dairy farming; and practical dairy nutrition.

There is no expectation or obligation on anyone to contribute to this fund, but if you would like to support this initiative, you can contribute to The Trevor Schoorl Memorial Education Fund by direct deposit.

TRUST FUND

SWIFT CODE: NATAAU3304B

BSB: 084 938

ACC No: 30 501 5625

ACC Name: GM Schoorl ATF
The Trevor Schoorl Memorial
Education Fund

Thank you for making the time to give this idea some consideration.



Preparing ruminant health and performance from the start



3 GOALS pre-weaning:

- 1 Prepare the digestive system with a balanced microbiota
- 2 Ensure immune response is optimal
- 3 Promote consistent intake and growth

Ref: Bach A. and Ahedo J., 2008. Record Keeping and Economics of Dairy Heifers. Vet Clin Food Anim (24) 117-138
Chaucheyras-Durand et al. Probiotics: a second mother for newborn lambs in ruminal microbial establishment? 5th Beneficial Microbes Conference, Oct. 10-12, 2016.

The digestive tract of calves, as with other young ruminants, is particularly sensitive to pathogens and associated digestive challenges. The first months of life, calves' digestive tract undergoes significant and extensive changes as it evolves from its initial monogastric function towards a ruminant function. Furthermore, early maternal separation can also lead to altered digestive microflora establishment (Chaucheyras-Durand, 2016), balance and function. Thus, the very first months of young ruminant life appear critical for future performance and health.

A challenging time

A 2016 field survey (internal data) conducted in Europe indicates that, in calves, morbidity could range between 10 to 50%. The first two months of life of calves appears critical for future performance (Bach et al., 2008). Good management practices and nutrition are keys to helping young ruminants cope with pathogens and digestive challenges. In this context, the innovative yeast derivative YANG has been proven to help maintain the health of calves and other young ruminants by reinforcing immunity and improving gut microbiota balance. Several field and commercial trials have shown beneficial effects in young ruminants at times of digestive challenges, including weaning.

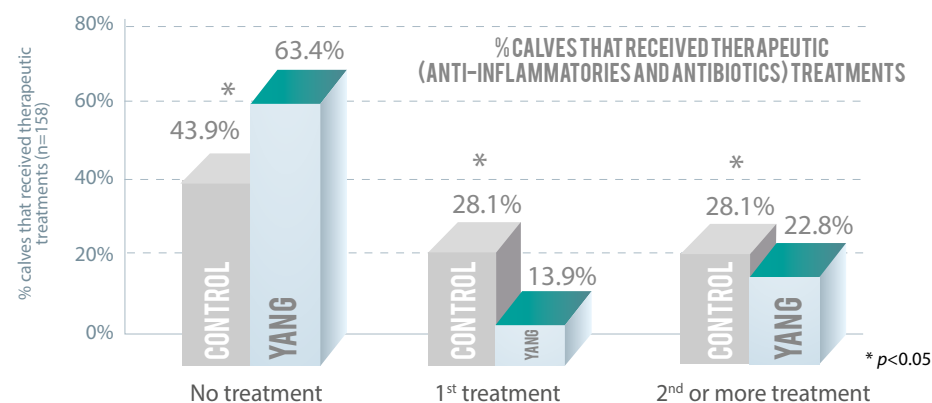
New calves trial

The University of Bologna conducted a trial in 2017 on male Holstein calves: 57 in the control group and 101 receiving YANG in the milk replacer for up to 120 days. The objective was to evaluate the effect of YANG supplementation on the morbidity and performance of veal calves. The yeast derivative supplement helped reduce calf mortality and morbidity, reducing veterinary costs (Fig.1). The number of animals treated for enteric diseases was also reduced by 24% ($p < 0.05$). This was confirmed by immunity biomarkers: Alfa-1 globulins were decreased in the treated group ($p < 0.05$), which means a lower inflammatory status, while gamma globulins were increased ($p < 0.05$), a sign of improved immune surveillance through antibodies. Average daily gain was also improved by 4% over the whole period (1.21 Kg/day vs 1.16 for control group). Overall, reduced veterinary costs and increased growth performance resulted in a high return on investment in this trial.

Nutritional management is key to limiting the impact of stresses on the digestive system and improving the natural defenses of young ruminants. In addition to good management practices, YANG represents a profitable nutritional solution to help keep calves in good health. In consequence, veterinary costs are reduced.

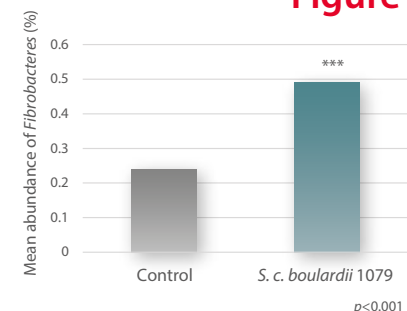
Figure 1

Effect of the multi-strain yeast derivative supplement YANG on the percentage of calves that received therapeutic treatments (anti-inflammatories and antibiotics). Note that two-thirds of therapeutic treatments were administered during the first month. (Unpublished data, University of Bologna, 2017).



Confirming a gut's feeling: live yeast improves digestion and energy metabolism in swine

Figure 1



Effect of live yeast *Saccharomyces cerevisiae* boulardii CNCM 1079 on abundance of *Fibrobacteres*, a family of fibrolytic microbes in sow hindgut (Lallemand Animal Nutrition, internal data, 2016)

The benefits of *Saccharomyces cerevisiae* var. *boulardii* CNCM 11079 on sows and piglet performance around farrowing is well established. In addition, field experience accumulated over the years also hinted at a positive effect on energy utilisation. Today, the scientific proof finally corroborates what farmers had been telling us for years!

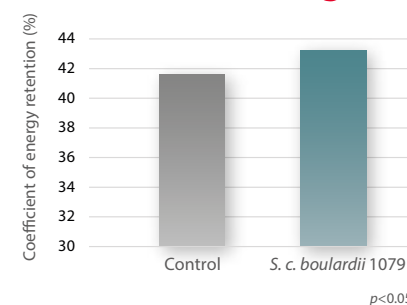
The positive impact of the live yeast *S. c. boulardii* on feed efficiency and energy utilisation is linked to two main drivers:

- enhanced fibre digestibility
- lower inflammatory metabolism.

Live yeast's effect on fibre digestibility

By consuming residual oxygen in the sow caecum and colon, *S. c. boulardii* creates optimal anaerobic conditions for the growth and activity of cellulolytic bacteria. As a result, hindgut fermentation is improved, and more energy is released from the same diet in a shorter time. The positive effect of *S. c. boulardii* on part of the fibrolytic bacteria in the sow's gut has recently been confirmed through metagenomics studies (Fig. 1).

Figure 2



Effect of live yeast *Saccharomyces cerevisiae* boulardii CNCM 1079 on the ratio between retained energy and metabolisable energy in fattening pigs (INRA Pegase, 2015).

Metabolism modulation and management of inflammation

Inflammation has a huge metabolic cost for the animals. The resources used in the inflammatory response are not used for growth, leading to lower feed efficiency and higher feed conversion ratio. Several studies in humans and piglets (Collier et al., 2010) have demonstrated that *S. c. boulardii* has the ability to modulate the inflammatory response.

Proof of better energy utilisation

A research project was conducted by INRA Pegase, in France, using metabolic chambers on fattening pigs used here as a model for sows. It proved a more efficient use of the metabolizable energy with the live yeast (Fig. 2). This could be even more important when transferred to sows, for which the amount of fibre in the diet is much higher.

Practical implications

The effect of the probiotic on fermentation and energy metabolism is of great interest for all stages of the cycle but has an additional value in gestating sows. It can be applied through a partial energy substitution, partially compensating the inclusion cost of the additive, and still getting all the benefits of its application at farrowing time.

“ Back in 2005, when we started the application of *S. cerevisiae* boulardii in sows, certain farmers called us after 5-6 months to mention that they had to reduce the feed allowance in gestation in order to prevent the sows from getting too fat. This is what motivated us to look more closely into this effect.

Yannig Le Treut,

General Manager at Lallemand Animal Nutrition and an experienced swine vet, explains how the digestibility research started.



A large dairy operation trials innovative **smaXtec** monitoring system

smaXtec
INSIDE MONITORING



▲ smaXtec basic bolus lined up for installation..

Developed in Europe, the smaXtec system utilises rumen boluses that records body temperature, animal activity, water/feed intake and rumen pH around-the-clock as a means of predicting heat, calving, heat stress or a range of illnesses, such as mastitis, acidosis or pneumonia.

A recent convert is Nathan Shannon, who manages his family's 800-cow operation outside Katunga, Victoria. "Heat detection is one of my 'profit drivers'," he says. "When I came home eight years ago, our pregnancy rate was about 50 percent.

"Initially, I thought it was due to poor insemination technique, so I did an AI course and took over the mating program. Things didn't improve significantly, so we improved nutrition and cow health.

"Ultimately it came down to poor heat detection, so we invested in a collar-based heat detection system. This system has increased our submission rate by 15 percent, which has had the biggest single effect on pregnancy rates so far."

Although he is quite satisfied with his existing system, Nathan welcomed the opportunity to trial the smaXtec system because of the additional information it provides. "We haven't had any problems with the collars but we're always keen to know what else is out there and to see what it can do," he says.

Nathan purchased a set of 24 'basic' and two 'premium' boluses last year. The basic bolus monitors body temperature, animal activity and water/feed intake and is administered to all cows.

Nathan says he is impressed by the accuracy of the smaXtec system. "It's as good as the collars for heat detection, so I would be 100 percent confident using it for this purpose," he says.

"Healthwise, the temperature alert gives us 24 to 48 hours' head start in detecting infections like mastitis and pneumonia. We can draft cows out, check them and intervene before they really get sick.

"We're still trialling the smaXtec system, so we haven't installed any remote sensors or repeaters. This means we're only getting alerts twice a day when the cows come into the dairy.

"However, if we go ahead with this, I can see us putting boluses in all of our heifers a month before calving and installing remote monitors in strategic areas, such as the calving paddock and near the water trough in the daily pasture allocation paddock.

"I get up two or three times a night during calving. With smaXtec, I'd be confident waiting for a calving alert before going out to the paddock as I found the system to be quite accurate."

Nathan says the smaXtec system is more expensive than collars but is price-competitive to what's at stake. "It costs about \$2000 to bring a heifer into the dairy and I expect them to last four lactations," he says.

"This technology quickly can quickly pay for itself if it helps to increase pregnancy rates through better heat detection or reduce my attrition rate through better health management."

Nathan worked as a dairy extension officer with the Victorian Department of Primary Industries for five years after completing his bachelor of agricultural science degree from Melbourne University.



Feeding the future: \$3000 scholarship for young fodder professionals

Applications are now open for this year's Gen Ag Future Fund, a scholarship that aims to boost the skills of the next generation of people working in the Australian fodder industry.

Sponsored by Lallemand Animal Nutrition in association with the Australian Fodder Industry Association, the \$3000 sponsorship can be used to undertake study, work experience or any other project that will benefit the successful applicant and the wider industry.

Last year's winner was fifth-generation South Australian farmer, Cameron Lowe, who impressed the judges with his vision to gain a better understanding of enterprise diversity and the role of fodder crops in weed control programs.

Cameron grew up on his family's 1120 hectare Wasleys district property, which produces a range of cereal and pulse crops, as well as 85,000 small square bales of hay and straw each year.

Cameron is using his scholarship to help complete his Bachelor of Business (Agriculture) program at Marcus Oldham College, Geelong, Victoria.

"This scholarship provided me with lots of opportunities to meet new people and experience things that I otherwise would not get to see," he says.

"I am very grateful to everyone who has helped me.

"For example, I travelled to China as part of a study tour with Marcus Oldham and Hay

Australia made sure I caught up with their local sales and marketing manager, which was really interesting.

"The Chinese don't buy fodder, particularly oaten hay, from Australia because we're the closest producer – they buy it because it's the best.

"This is a really big opportunity for Australia.

"The Chinese government is committed to becoming self-sustainable but they are going to rely on imports for many years to come.

"Every square inch of arable land in China is sown to corn, rice or wheat but it's still not enough to supply their rapidly-growing livestock industries, which in turn are struggling to meet the needs of their urbanised population.

"I have also spent time with Lallemand Technical Services Manager, David Lewis, which has been fascinating.

"I have grown up making hay but I didn't know anything about silage."

Lallemand Animal Nutrition Managing Director – Australia, Alex Turney, says his company is proud to support the scholarship.

"As a global leader in microbial technology used in the livestock industry, Lallemand is committed to working with and supporting the fodder sector," he says.

"I encourage all young farmers, contractors or university students to consider how they could use this scholarship to further their education or career."

HOW TO APPLY

- Individuals must provide a current resume and synopsis of project work completed or planned.
- Applicants must be an Australian citizen aged 18 to 30 years and a current or eligible AFIA member.
- Applications close at 5 pm Monday, 10 June 2019.
- Applications will be reviewed by an assessment panel comprising AFIA and Lallemand representatives.
- The winner may be asked to make a presentation to the 2020 National Fodder Conference.

For further details, contact John McKew, Chief Executive Officer, Australian Fodder Industry Association on (03) 9670 0523, 0438 182 600 or john@afia.org.au.

// This scholarship provided me with lots of opportunities to meet new people and experience things that I otherwise would not get to see.

Cameron Lowe,

Fifth-generation South Australian farmer and 2018 GenAg winner.



How the growing season impacts silage quality



Managing the silage pit face during feedout is an important factor in the overall stability of the feed and can help avoid unnecessary oxygen exposure.

As livestock producers start to feed out silage produced in 2018-2019, it is useful to reflect on the impact of the growing season upon the nutritional value of silage. Environmental challenges, such as temperature, moisture, soil fertility, weed infestations and insect or fungal attacks during the growing season can have a major impact on silage quality and livestock performance.

Effects during growing phase

Of these, temperature has arguably the greatest influence on silage yield and quality. High temperatures during the growing season reduce digestible forage by increasing lignin and fibre levels and reducing the leaf-to-stem ratio and soluble sugar levels. Consider the quality differences between the first and subsequent cuts of lucerne, for example.

Corn and sorghum crops grown in Australia typically experience prolonged periods of temperatures above 32°C, which can impact on fibre digestibility. Conversely, cooler weather can slow plant growth, leading to a higher leaf-to-stem ratio, higher crude protein levels and more digestible forage.

Prolonged wet weather, regardless of temperature, depletes the soil of oxygen and reduces yield. Naturally-occurring populations of lactic acid bacteria and undesirable clostridial and enterobacteria on the plant have been found to be higher during warm, humid conditions or following rain.

Dry conditions before silking on corn will improve neutral detergent fibre digestibility (NDFd) but can negatively affect the uniformity of pollination. By comparison, wet conditions before silking favour will favour plant yield but reduce fibre digestibility, while wet conditions after silking will negatively affect grain yield.

Effects during harvest

Weather also has an obvious impact on harvesting and silage quality. Wet weather may delay mowing, swathing and/or chopping operations, as well as increase the population of undesirable bacteria, yeast and mould that can contaminate the crop.

Rainfall can leach soluble nutrients, such as sugars, organic acids, nitrogen and soluble minerals, from the swath. Field losses have been estimated to range from 2 to 12 percent of total dry matter, reducing digestibility and impacting forage fermentation.

Prolonged wet weather during harvest can also adversely the ability to harvest corn at the optimal time. Early-harvested corn can be expected to be low in starch (energy). Late-harvested corn will have high dry matter levels (>40 percent) and require intense kernel processing to allow adequate access to the starch energy.

Dry, low humidity conditions during harvest provide a different set of challenges. Plants in the swath can dry too quickly, leaving them prone to leaf shatter and making them more difficult to pack. Higher ash values and dust contamination can also be expected.

At the other end of the spectrum, crops ensiled at low ambient temperatures may not ferment evenly, producing an inconsistent and spoilage-prone silage. Individually or combined, these effects underscore the importance of analysing silage samples before feeding out. Take care to minimise microbial activity during handling and shipping. Ideally, the first sample should be analysed using 'wet chemistry', even though this is more time-consuming and expensive.

Routine analysis parameters include as dry matter, pH, crude protein, acid detergent fibre (ADF), neutral detergent fibre (NDF), neutral detergent fibre digestibility (NDFd), associated digestibility rate value (kd), starch content and digestibility and ash. A full fermentation profile is also recommended.

Analysing ensiled forages

There can never be one "typical" profile of an ensiled forage crop from such a variable growing season. Regardless of the ensiled forage type, a good representative sample should always be taken and analysed.

With all the variability of forages, a full fermentation profile is especially recommended this year along with careful analytical insight and interpretation. Working alongside your nutritionist, Figure 1 can be

helpful with assessing, reviewing and making a feeding plan for the 2018 ensiled forages.

Moving forward

Make sure that you follow the recommended silage management tips – sealing pits / stacks, visual inspections, repair holes in covers, careful feedout management (rates and face management) and ensuring the safety of personnel during silage removal and feedout.

Come up with a plan, especially with challenged silages. Consider using feed additives in the diet that help optimise rumen performance and helps maintain lower gut health. Review the plan for the next silage harvest and consider including tools for management of silage such as inoculants that reduce aerobic spoilage and oxygen barrier films to seal silage. Seek professional technical support and advice from advisers experienced in forage production and feeding systems.

Figure 1

	Growing Conditions		Harvest Conditions	
	Dry	Wet	Dry	Wet
What happened	Lower yield, poor ear fill, leaf loss.	Rapid growth and maturity, soil microbial contamination and disease pressure.	Low moisture level, leaf loss, microbial (dust) contamination.	Leached crop, advanced dry matter level and maturity possible in the drop (due to weather preventing harvest); high nitrate levels (if after a drought period).
Potential impact on silage fermentation (without inoculants)	Difficult to pack, high temperature during fermentation.	Undesirable fermentation profile, with slow pH drop and present of unwanted metabolites	Difficult to pack, high temperature during fermentation.	Low level of sugars leads to a curtailed fermentation, very likely to have a clostridial fermentation. Run-off and seepage will most likely be present.
Focus when reviewing silage analysis results	Starch levels (corn), protein fractions, yeast and mould counts, mould identification.	Organic acids, protein fractions, yeast and mould counts, mould identification.	Ash levels, bound protein, yeast and mould counts.	Starch Dig (corn), butyric acid, ammonia-N and pH (haylages).
Potential impact on livestock performance	Monitor for mycotoxins. Potentially higher levels of aflatoxin and fumonisins could be present.	Commonly find poor starch digestibility and potential for T-2, vomitoxin and zearalenone to be present	Monitor for mycotoxins. Potentially higher levels of ochratoxin A, aflatoxin, patulin and PR toxin.	Add new silage slowly to the diet. Clostridial silages: feed <50 g butyric acid/cow/day and nothing to transition cows.



Imitation is not flattery

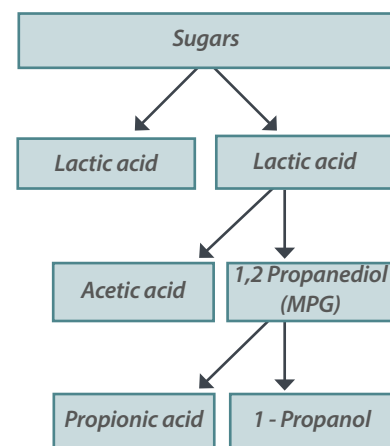


Figure 1

Unique metabolic pathway of *L. buchneri* 40788.

With the growing number of *Lactobacillus buchneri* products in the marketplace, it is important to remember that these strains are not the same as Lallemand's *Lactobacillus buchneri* 40788.

In the same way that there are dozens of different cultivars of maize, cereal and pasture crops, or different breeds of beef and dairy cattle, there are – quite literally – thousands of different strains of *L. buchneri*.

Just as each cultivar or breed has its own characteristics in terms of growth, yield or resilience to insects, moisture stress or disease, each strain of *L. buchneri* has its own unique fermentation properties.

L. buchneri 40788 was the first bacterial strain that was scientifically proven to improve aerobic stability. Its efficacy has been investigated in more than 100 trials conducted throughout the world over the past 20 years.

Some manufacturers claim their products provide the same result as *L. buchneri* 40788, even though there is no scientific evidence to support these claims.

European Food Safety Authority (EFSA) requires all active constituents in silage to list their known effect on ensiling based on the water soluble carbohydrate (WSC) percentage of the forage (see figure 2).

Figure 2

Water soluble carbohydrate (WSC) percentage of the forage.

Water soluble carbohydrate	Difficulty	Example
>3.0%	Easy	Maize
1.5–3.0%	Moderate	Lucerne
<1.5%	Difficult	Legumes



An ode to Trevor Schoorl

Written by Siobhan and Brian Goodwin

Trevor Schoorl was his name, in 2004 he joined our game
His infectious laughter would light up like a beam
Ken saw something special in Trev for our team
David agreed, they worked together for nearly 15 years
He has many stories to be told over plenty of beers.

The big Fella Kurt also feeling the hurt
Says Trev would give anyone his shirt
The contractors - dinners and drinks were never too hard
When Kurty was told to swipe his card
Everyone else's wallet always seemed to have a guard?

We'd dare not call Trevor a big girls blouse
But he was most happy hanging out with the cows
Having Nat also near Toowoomba was such a great decision
Adding to Trev's knowledge with such precision
Between them the nutrition King & Queen had great vision

Humble & honest was he, you'd never hear him brag
When one would perform he'd often say 'ya dagg'
Making us smile while remembering his man bag
With targets or challenges it was 'strap a set on'
Trev's listening to the banter - we wish he wasn't gone.

In 2016 Jordan, our Young Bull came along
With Trev as Old Bull to guide him, we knew they would get on
Learning and respecting Trev just like his Dad
We're sure their joint feedlot won't turn bad
We miss you Trev, old Bull, you're the dagg!

I'm missing your talented forecasting - one sachet Trev
Ben needs more stories so is giving the other TSMs a good rev
Wayne & Kathie are starting to get Chinese receipts withdrawals
While Lee's grieving for your cheerful daily phone calls
To hear stories like the day your new ute got blue balls.

Alex says as an employee and friend "man what a guy"
Our Lallemand team's shrunk - we've all had a good cry
As our fearless leader helps push us along
We all feel a big part of us missing, our Old Bull is gone
We'll always remember Trev with pride, and will wear our undies on the outside.

Australian Technical Services Team



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Priebbenow Silage Contractors celebrate 25 years with Brindley Park



▲ Brett Priebbenow is presented with a commemorative plaque from Brindley Park

Lallemand Animal Nutrition congratulates long-time customer, Priebbenow Silage Contractors (PSC), on completing their 25th year harvesting for Australian Country Choice (ACC).

ACC's Brindley Park feedlot is one of Australia's largest integrated beef supply chains. "Our first job for ACC was chopping forage sorghum from Charlie and Liz Firth's property, 'Glen Arden,'" Brett Priebbenow says.

"Since then, we've been through thick and thin, good and bad and wet and dry seasons and both parties have grown to become leaders in their fields. ACC has grown from a small feedlot into a powerhouse that breeds, backgrounds, feeds, processes, packs and distributes for Coles.

"Likewise, we've grown in size, machinery and geography. Today, we're running four CLAAS Jaguar forage harvesters and service customers throughout Queensland, New South Wales and northern Victoria."

Ches Priebbenow started contracting in 1982 before founding PSC with his sons, Brett and Scott, a decade later. Brett and Scott took over the business in 1997, with Scott leaving the business in 2008. Brett and Carol now own and run the Greenmount-based business employing 10 full-time staff and another five during peak season.

Brett has seen a lot of changes over the past 35 years. "When we started, dad had a Harvestore Permaglass silo system and we used a tractor-drawn Gehl 750 harvester," he says.

"Then we purchased a New Holland 1915 harvester with a pick-up front and a 3.0m Kemper front. When we went to a 4.5m Kemper, we thought we'd really jumped up in the world. Then we got a 7.5m and now there are 9.0m fronts."

Brett says while demand for silage from feedlots has plateaued, there is still a lot more potential for growth within the extensive beef industry for drought proofing and supplementary feeding. "Nearly every dairy farmer uses silage but the beef producers are only starting to see the benefits," he says.

"The silage industry is very competitive. We produce good quality feed by chopping silage at the right time, by having efficient machinery and regularly training staff, especially new staff.

"We do a workshop on the science of silage – why it's important to get the right chop length, chop quality and packing. If you don't pack the pit right you're wasting your time."

With thanks to Ag Contractor and Large Scale Farmer.

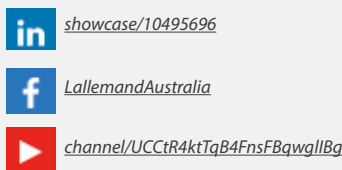
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