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https://www.deuka.de/en/current/training-for-our-agricultural-trade-partners/

Event series of the Regensburg South Sales Office

TRAINING OF OUR LAND TRADE PARTNERS

In many regions, the agricultural trade is the first point of contact when it comes to feeding cattle, pigs, poultry, etc. Agricultural traders not only inform farmers about the advantages and differences between the various types of feed. Feeding that meets needs always requires a detailed discussion that takes into account the needs of the animals, farm specifics, the basic feed situation and much more. Such advice requires specialist knowledge and know-how. To impart this is the task of dealer training. Gaby Harr, Product Manager Cattle, and Klaus Gruber, Regional Sales Manager Regensburg South, have recently made a valuable contribution to this.

The latest from the compound feed and raw material markets as well as news from science and research: these were the focal points of the **trader training courses in Pfaffing in Upper Bavaria and Fraunberg near Erding**. More than 70 trade partners attended the events in February and March. The lectures mainly addressed feeding topics for cattle farmers, who make up the majority of livestock farms in the southern Bavarian region.

> The concept is tried and tested; after all, we have been training agricultural trade partners for 30 years now. But the **demand for advice and assistance** has **never** been **greater**. This underlines the quality and informative character of our format.
>
> **Klaus Gruber, Regional Sales Manager Regensburg South**



Portrait photo Klaus Gruber (© Deutsche Tiernahrung Cremer).

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Basic forage situation 2022/2023: What it means for feed choice

Questions about the right **ration design** are of particular interest to cattle farmers. In order to provide appropriate advice, two things are needed: on the one hand, detailed knowledge of the advantages and special features of cattle feeds. On the other hand, a **precise knowledge of the current basic feed situation**. For this reason, agricultural engineer Gaby Harr gave a presentation on the basic feed situation in 2022/2023. The overview included **detailed analysis results of** the grass and maize silages.



> The silage quality in 2022/2023 is mostly of **medium to poor quality**. Almost all silages lack protein in the first three cuts. In order to compensate for the nutrient deficits in the basic ration and to meet the needs of the herd, the **ration needs to be specifically upgraded with protein-rich and partly energy-rich compensatory feed**.
>
> **Gaby Harr, Product Manager Cattle**



Full house - the agricultural trade training courses in Bavaria were extremely well attended (© Deutsche Tiernahrung Cremer).



How to feed cattle - speaker Gaby Harr illustrates criteria for an optimal ration design (© Deutsche Tiernahrung Cremer).

Ten-point plan for cattle farms

Optimising farm results is always of paramount importance for farmers. In order to **reduce costs** and at the same time **optimise the efficiency of farm processes**, Gaby Harr presented a concrete **ten-point plan**. This plan impressed with practical, easy-to-implement tips that quickly lead to visible results.

"Cost comparison of dairy cattle feed against own mix", "New requirement of Geprüfte Qualität (GQ) Bayern for the use of at least 50 % Bavarian feed per ration" or "News on the use of formaldehyde-protected rapeseed meal": A number of other short presentations on specific and current topics rounded off the range of lectures.

Basic and advanced training complement further training for the trade

The training and advisory services offered by deuka Tiernahrung Cremer are based on several pillars. In addition to the annual general training courses, basic and advanced training courses flank the training of our partners in the trade. The latter formats focus on imparting knowledge on species-appropriate animal husbandry, animal health and background knowledge on optimal feeding.

You can learn about ration design, raw materials, metabolic disorders and much more at the basic and advanced training courses.

Save-the-Date

- **What**? "Advanced trader training - cattle
- **When?** 26 April 2023, 9:30 a.m. - 2:15 p.m
- **How**? Online via Microsoft Teams
- **Who** Rural traders from Bavaria, Baden-Württemberg, Hesse, Rhineland-Palatinate and Saarland

How do I register?

Send an email to speaker Gaby Harr, Product Management Cattle, via the following link:

Register now!



Where is the compound feed market heading? Regional Sales Manager Klaus Gruber gives answers and ventures forecasts (© Deutsche Tiernahrung Cremer).



Farm animal feeding with deuka and hands-on club at the agricultural trade training in Pfaffing and Fraunberg (© Deutsche Tiernahrung Cremer).

Contact person



Tobias Bischoff

Head of Marketing+Communications

E-Mail: tobias.bischoff@deuka.de