

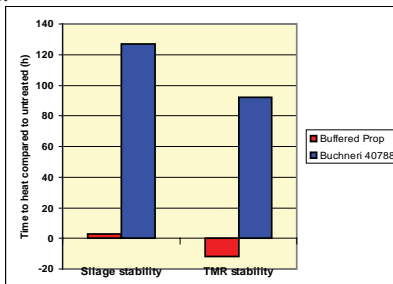
Welcome to the second issue of *Maximum Feed Back*, our newsletter developed to update you on activities in our forage inoculant business.

Timely Tips



Propionic acid prices have increased significantly over the last year and are likely to continue upwards. This is an ideal opportunity to promote the benefits of our Buchneri products to prop acid users. Independent trials have shown *L. buchneri* 40788 to be at least as effective as prop acid for preventing heating and spoilage. The graph below shows the data from one comparison carried out at the University of Delaware on corn silage. Feel free to contact your local representative or our Customer Service Dept. for a copy of the research summary of all trials where prop was included.

Stability of treated corn silages and TMRs produced with them compared to untreated materials



The 2006 drought is causing variable effects across the North American continent, providing some interesting ensiling challenges to be aware of when selecting the right inoculant to use on each crop in each situation:

1. Drought stressed crops tend to have increased levels of yeasts and molds. These crops will need to be treated with a product proven to improve aerobic stability, i.e. products containing *L. buchneri* 40788 at 400,000 CFU/g silage, the only combination reviewed by the FDA for improved aerobic stability in ensiled materials.

2. Rain after drought can cause high nitrate levels, which can be toxic, so consider increasing the cutting height. Nitrates decrease during the ensiling fermentation, so use an inoculant to get a good, efficient fermentation: Buchneri 500 will provide this, along with the stability benefits of *L. buchneri* 40788!

3. Areas that have not been affected by drought but are seeing tremendous crop growth because of the high temperatures could face a mixture of ensiling challenges. Remember the two key questions, answered based on experience and the features of the local season:

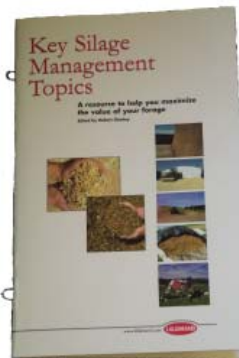
- Am I just going to have a fermentation challenge? *Yes* – use an inoculant that will give you a good fermentation (e.g. *Biotol Plus*)
- Am I just going to have an aerobic stability challenge? *Yes* - use a product proven to improve aerobic stability (e.g. *Buchneri 40788*)
- Am I facing both challenges? *Yes* – use a product that can tackle both (e.g. *Buchneri 500*)



Considering moving some silage? Maybe you need to clean out your bunker or pile into a bag to make room for the 2006 crop? If you treated it with one of our Buchneri products at ensiling, you are set: go ahead and move the material using good management practices. If you used a conventional inoculant, treat the material with a high rate of a proven propionic acid product. Do not even think about using an inoculant to re-treat the material: it has already fermented and cannot be re-inoculated. This year, when you make silages, consider using a Buchneri product for extra peace of mind and to save the expense and safety issues of re-treating with prop acid in 2007!



Key Silage Management Topics Handbook



Key Silage Management Topics is a companion to the popular Silage Management Handbook, first published in 2002.

We welcome the opportunity to provide copies to colleges and extension services.

The new “Topics” book features sections written by well known and respected silage authorities:

Ev. Thomas (Miner Institute), Limin Kung (University of Delaware), Bill Stone (Cornell University), Mike Hutjens (University of Illinois), Joe Harrison (Washington State), Pat Hoffman and David Combs (University of Wisconsin), and Adegbola Adesogan (University of Florida).



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QualitySilage.com is a new website providing silage management information, research data and news for producers, advisors and our extended family of distributor sales staff. *"The new site is focused on sharing silage production and storage management information plus the latest in research developments, rather than simply promoting specific products. The site is a great compilation of reliable academic research and practical management tips, which will assist producers in generating the best possible forage quality"* says Dr. Bob Charley, Forage Products Manager for Lallemand Animal Nutrition North America .

Major topics on the site include:

Harvesting, Inoculants, Silage Management and Trouble-Shooting. In addition, visitors to the site will have the opportunity to register to receive a free copy of Key Silage Management Topics, other information pieces and participate in surveys.

For more information visit:

QualitySilage.com

BUCHNERI™ 40788

finishes first in

independent trial of corn silage inoculants

Biotal® Buchneri 40788 (marketed in Europe under the brand Lalsil Fresh LB), from Lallemand Animal Nutrition, finished first among corn silage inoculants in a trial conducted at Hogeschool Gent University in Belgium. The trial analyzed heating and mold development in silages after opening and Dry Matter (DM) losses after fermentation. The independent trial compared Biotal Buchneri 40788 with a negative control, classic silage inoculants, propionic acid, and Ecocorn.

Biotal Buchneri 40788 is a water soluble silage inoculant containing the patented strain *Lactobacillus buchneri* NCIMB 40788.

The Belgian studies showed Buchneri 40788 to have the effect on:

Temperature Control: 40788 treated silage stayed stable at 68°F while the untreated control heated to 90°F;

Control of DM Losses: DM losses were 4.5 times less for the 40788 treated silages than the negative control after 7 days exposure to air;

Yeast and Mold Control: minimized with 40788 treatment.

Profile of one of our many happy customers!



Calvin Paulson carefully manages his 230 head dairy in Port Republic, VA.

Since 1999, Calvin has used forage inoculants containing the *L.buchneri* 40788. *"I like the Buchneri 500 especially on summer forages. They stabilize more quickly, help get the pH in line, and help preserve good forage at feed out,"* comments Calvin.

The inoculant is applied at the silo or bagger. Early green corn will be bagged. To get more out of his corn silage, Calvin uses kernel processing. The rolling herd average is 22,300 with 4.1% fat and 3.0% protein. *"Quality forage has more impact than anything else on intake and production,"* notes Calvin. With that in mind, special attention is given to processing, using effective inoculants, and feeding.

Getting to know the LAN-NA group

Each issue we will give a thumbnail description of two members of our group, along with a mug shot so that you can get to know us a little better.

Vincent Myerly Commercial Director

Vince is responsible for leading the sales and marketing team in support of its extensive distribution network. In addition to hiring, and greatly expanding the sales and marketing team, Vince has spent much of the past year developing strategic sales and marketing agreements.

These new business relationships will provide a strong sales and marketing presence in North America to capitalize on Lallemand's solid reputation as one of the world's primary producers of both yeast and bacteria. Vince joined Lallemand in 2001 when it acquired Biotal. At the time, Vince had been the Manager of North American Operations for Biotal for more than 10 years. Prior to Biotal, Vince had 12 years of experience with Cargill. He is a graduate of the University of Minnesota.



Jim L. Sullivan Dairy Technical Services Manager

Jim has held various positions in dairy nutrition and management and has a Ph.D. in Dairy Nutrition from the University of Arizona. He most recently was the Business Director / General Manager at Nutrius, LLC, in Kingsburg, CA. "We're excited to welcome Jim to the Lallemand team. His background and experience in dairy nutrition make him a valuable addition to our ruminant team. He will be instrumental in providing superior technical support for key nutritionists and our distributors throughout North America." said Vince Myerly, Commercial Director.

