
 HUMPHREY FEEDS


Working Together To Resolve Feed Issues

Martin Humphrey

 HUMPHREY FEEDS


Overview

- Who is Humphrey Feeds
- Feed Issues
- Raw Material - Contributions
- Protein
- Comparison between convention & organic diets
- 95% Diets - Comments
- 100% Diets - Concerns

 HUMPHREY FEEDS

Who is Humphrey Feeds?

- 77 years in poultry, 50 years making feed
- Conventional & organic poultry feed
- Supplying 150 mile radius of Winchester
- To 180 farmers, 45 of whom are organic
- 100,000 T pa, 20,000 organic
- Organic Producers range from 500 - 75,000 birds
- Organic Producers supply box schemes, local & national
 - local & national retailers
 - directly & through 3rd Party

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Feeds Issues

No huge problems, unlike two years ago!


Manufacturing

Raw Materials - Origin

- Quality
- Pricing

Nutritional Limitations - general

- 95% poultry diets
- 100% poultry diets

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Feeds Issues - Manufacturing

Dedicated lines - Expense

Separated by time and space - Less expensive

- Contamination?


Range of Raw Material Bins - Nutrition


Segregation - intake

- production
- storage

Flushing - intake

- between types of feed



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Feeds Issues - RM Origin

Organic principal:

- Raw materials should be 'local'
- Raw materials should come from an associated holding.

Rarely possible: Structure of poultry sector

- Nutritional requirements of poultry

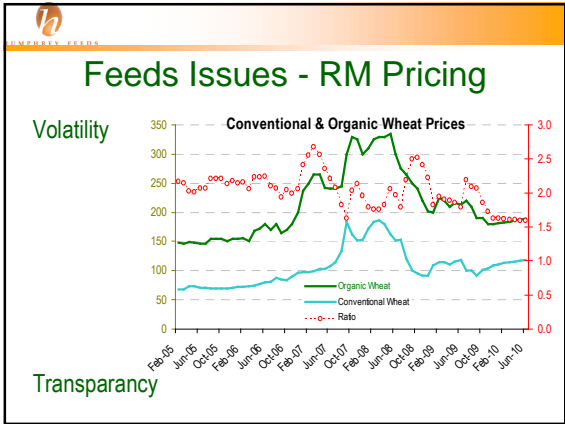
Feeds Issues - RM Origin

Raw Material	%	Origin
ORG WHEAT	63	UK, Ukraine, EU
ORG EXP SOYA	12	Chinese, Italian,
ORG EXP SUNFLOWER	10	Ukraine, China
ORG PEAS	1	Ukraine, Romania
WHEATFEED	1	UK
PRAIRIE MEAL	1	France
ALFALFA	2	France
FISH	4	UK
LIMESTONE	5	UK
PHOSPHATES	<1	France
VITS, SODIUM, ADDS	<1	EU

Feeds Issues - RM Quality

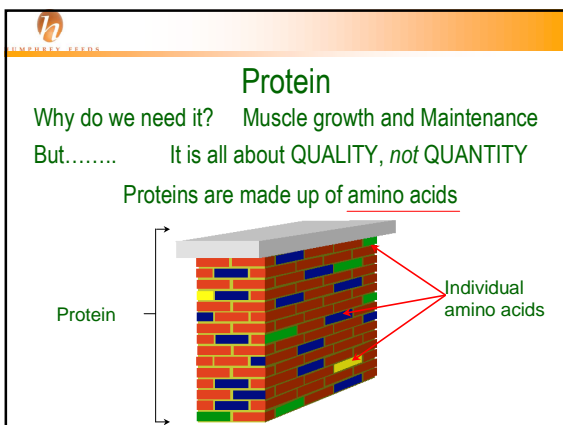
Last year: Wheat quality issues - Protein
Mycotoxins

Arable farmers do not grow organic feed wheat



Feeds Issues - Nutritional

Raw Material	FIBRE	OIL	ENERGY	PROTEIN	LYSINE	METHIONINE	AVAILABLE PHOSPHOROUS	CALCIUM	LINOLEIC ACID
WHEAT	2.20	1.90	12.92	10.70	0.29	0.16	0.11	0.05	0.60
ORG WHEAT	2.40	1.95	12.85	10.00	0.27	0.15	0.11	0.05	0.60
WHEATFEED	8.80	4.50	9.50	15.20	0.65	0.26	0.32	0.10	1.40
ORG PEAS	5.00	2.00	11.00	20.80	1.49	0.24	0.13	0.15	0.40
SOYA - IP NON GM	3.50	2.30	10.25	47.30	2.90	0.67	0.20	0.25	0.88
ORG EXP SOYA	6.20	6.50	11.00	43.00	2.63	0.58	0.15	0.25	3.86
ORG FULL FAT SOYA	6.70	19.00	15.20	34.10	2.05	0.48	0.15	0.25	9.00
PROVIM 06 FISH	1.00	19.90	13.00	62.30	4.82	1.64	2.79	5.34	1.40
SUNFLOWER	22.00	3.60	6.80	30.00	1.10	0.70	0.22	0.30	1.00
ORG EXP SUNFLOWER	22.50	11.30	9.00	30.00	1.00	0.63	0.24	0.31	5.46
OIL - SOYA/SUNFLOW	0.00	98.50	35.85	0.00	0.00	0.00	0.00	0.00	53.00
LIMESTONE-GRANULES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	37.50	0.00
MONOCAL PHOSPHATE	0.00	0.00	0.00	0.00	0.00	0.00	19.67	13.50	0.00
METHIONINE	0.00	0.00	20.50	59.00	0.00	59.00	0.00	0.00	0.00
LYSINE	0.00	0.00	16.52	94.00	80.00	0.00	0.00	0.00	0.00
THREONINE	0.00	0.00	14.50	73.00	0.00	0.00	0.00	0.00	0.00



Protein

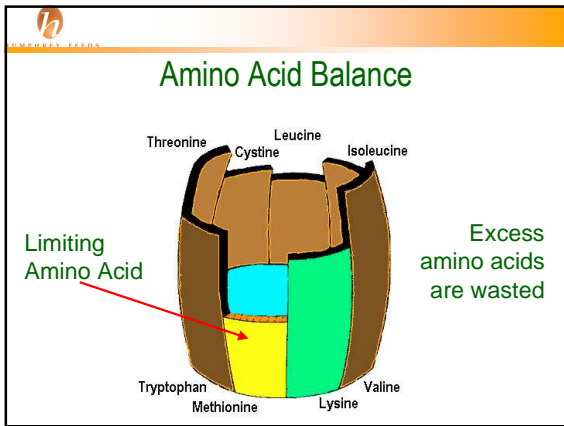
Quality Level and Digestibility of Amino Acids

Birds require amino acids *not* just 'protein'

- Non-essential AA's - the bird can make
- Essential AA's - must be in the diet

Critical essential amino acids for poultry: Lysine
 Methionine

Amino acid levels must be balanced for optimum growth and development, and importantly welfare



Feeds Issues - Feed Differences Conventional and Organic

NUTRIENT	Conventional	Organic
H2O	11.59	
FIBRE	2.25	
ASH	12.17	
OIL B	3.18	
ENERGY	11.70	
PROTEIN	17.31	
LYSINE	0.89	
METHIONINE	0.41	
CALCIUM	3.90	
AVAILABLE PHOSPHOROUS	0.33	
LINOLEIC ACID	1.35	

Feeds Issues - Feed Differences Conventional and Organic

Conventional	%	Organic	%
WHEAT	66.8	ORG WHEAT	61.3
WHEATFEED	0.5		
SOYA - NON GM	20.9	ORG EXP SOYA	7.2
		Green List Proteins	4.3
		ORG EXP SUNFLOWER	13.7
		SUSTAINABLE FISHMEAL	4.1
OIL	1.4		
MINERALS	9.3	MINERALS	8.8
AMINO ACIDS	0.2		
SALT & SODIUM	0.4	SALT & SODIUM	0.3
VITAMIN, PIGMENT ENZ	0.4	VITAMIN PACK	0.3

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H2O	11.59	9.12
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OIL B	3.18	4.17
ENERGY	11.70	11.34
PROTEIN	17.31	18.50
LYSINE	0.89	0.95
METHIONINE	0.41	0.39
CALCIUM	3.90	3.90
AVAILABLE PHOSPHOROUS	0.33	0.39
LINOLEIC ACID	1.35	0.65

Feeds Issues - Feed Differences Conventional and Organic

Turkey Starter Crumbs

	Conventional		Organic		
ENERGY	12.16		11.78	*	
PROTEIN	25.42		25.01	✓	
LYS	1.72		1.36	*	
MET	0.65	0.38	0.45	*	0.33

Feeds Issues - 95%

Monogastric diets increased organic proportion 1.1.10

Nutritionally few compromises


But compromises in high spec sensitive diets!

Energy has dipped in some diets - increased intake

Amino acids - not compromised

Prices up £7-15, depending upon spec


Mitigated by falling RM prices

 **Feeds Issues - 95%**


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But compromises in high spec sensitive diets!
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 **Feeds Issues - 100%**

Monogastric diets increase organic proportion 1.1.12
Nutritional compromises in most specs
Particularly early diets, and for coming into lay
Energy lower - increased and unbalanced intake
Amino acids - more imbalanced
Prices up depending upon spec
Welfare concerns
Falling production (returns)
Will the market financially support the changes?

 **Feeds Issues - 100%**

There will be no NonGM in 2012
Understandable point of difference for organic



Thank you
