

## FEEDING ADVISORY

Feeding advisory is an additional and paid service provided by PFCBDF's specialists. The strength of our advisory is the warranty of independence from the offer of commercial feed companies.

**The service is based on an individual approach to the client and his herd specific situation.** We always try to find the best solutions, tailored to the problem in the herd and the breeder's possibilities. PFCBDF's Feeding Advisory service outstands thanks to its creativity and the ability to make the link between theory and practice. Our specialists have professional knowhow supported by many years of experience in the field. We use skills and expertise from many key areas, which emphasise our work efficiency. Our knowhow is based on the practical knowledge of many aspects of rearing, breeding, animal production, physiology, welfare and health of dairy cows. We work together and benefit from the support of leading scientists and researchers in animal sciences. We are constantly improving our skills and tools used in everyday advisory practice.

We are focused on professionalism and transparency. The key rule is that PFCBDF's advisors set feeding rations for dairy cattle on the basis of feeds available on the farm. We do not suggest our clients any products of any manufacturer. We do not have to implement sales plans as it is in the case of feed companies. **What drive our advisors are: customer satisfaction and the assurance that our service brings breeders a tangible benefit.**

The basis of PFCBDF's advisory service is a direct cooperation with the breeder and mutual trust. Therefore, before giving some advice, we start with making a reliable diagnosis of the herd situation. **Based on gathered information, we suggest optimal and reachable solutions, tailored to the client's needs.**

**IF YOU ARE LOOKING FOR HELP OR NEW POSSIBILITIES – WE WILL FIND THEM FOR YOU.**

**CONTACT US – WE WILL ANSWER TO ALL YOUR QUESTIONS.**

- WE HAVE BEEN OPERATING SINCE 2008, IN THE WHOLE COUNTRY
- WE EMPLOY 12 FEEDING ADVISORS
- WE COOPERATE WITH FODDER LABORATORIES IN KOBIERNO AND JEŻEWO STARE
- WE USE AMTS, INRA, COLUMB SOFTWARES AS SUPPORTING TOOLS.
- WE SCORE BCS – BODY CONDITION SCORE
- WE WORK USING RW-11 – FEEDING REPORT THAT GATHERS MILK YIELD AND MILK COMPOSITION DATA OF THE HERD.
- WE USE 2 ADVISORY MODELS IN OUR WORK: SUBSCRIPTION AND ONE-OFF VISIT.

## THE BREEDER CHOOSE THE ADVISORY MODEL FOR HIS HERD

### ADVISORY IN ONE-OFF SYSTEM

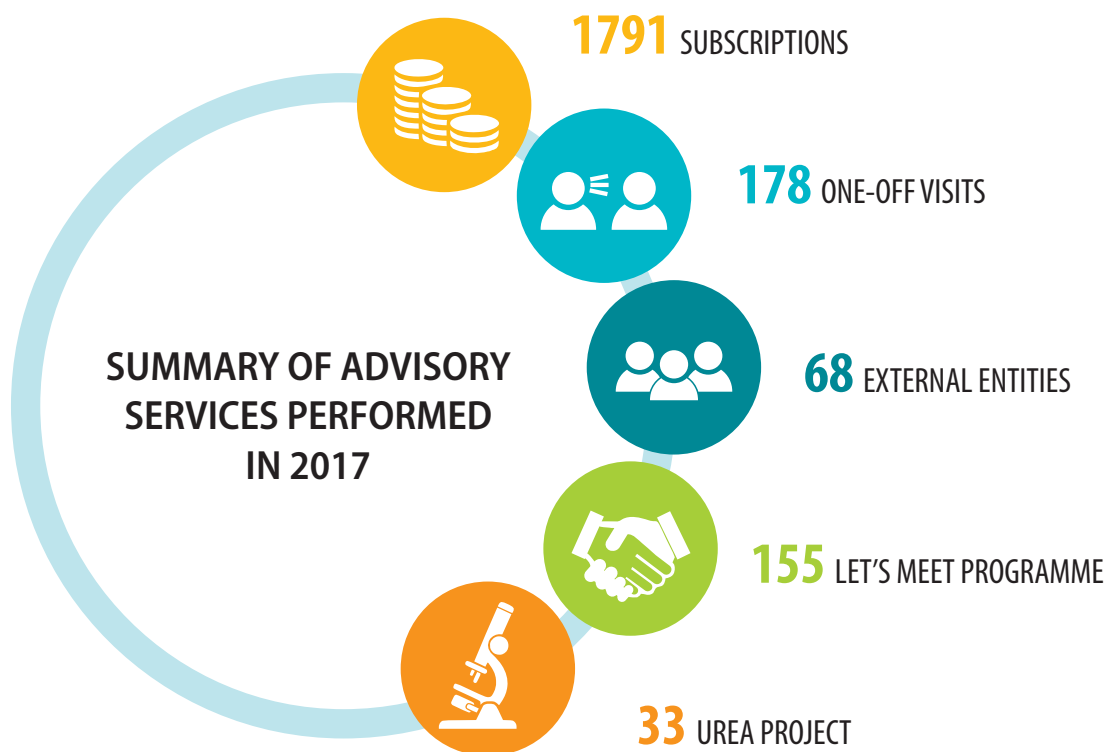
- Unlimited number of individual one-off visits;
- One-off solution to a particular problem in the herd;
- Composition of feeding rations for the feeds currently used on a farm.

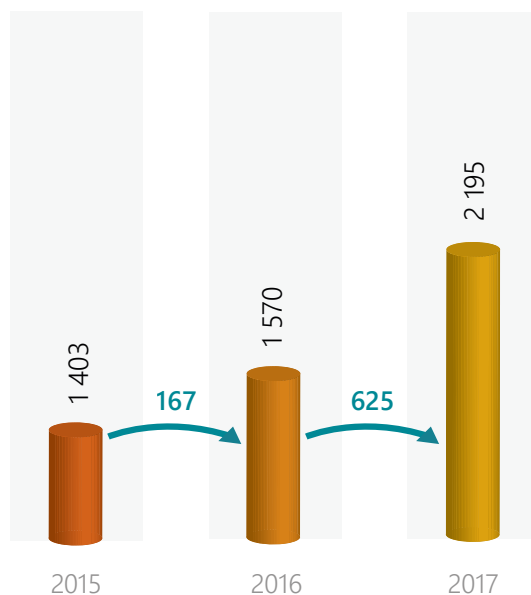
### ADVISORY WITHIN SUBSCRIPTION

- **CONSTANT CONSULTATION** – 4 on-farm visits within 12 months;
- **COLUMB** – economic advisory **free of charge**;
- **5%** of discount if paid ahead for 12 months;
- **2** free of charge feed samples analyses.

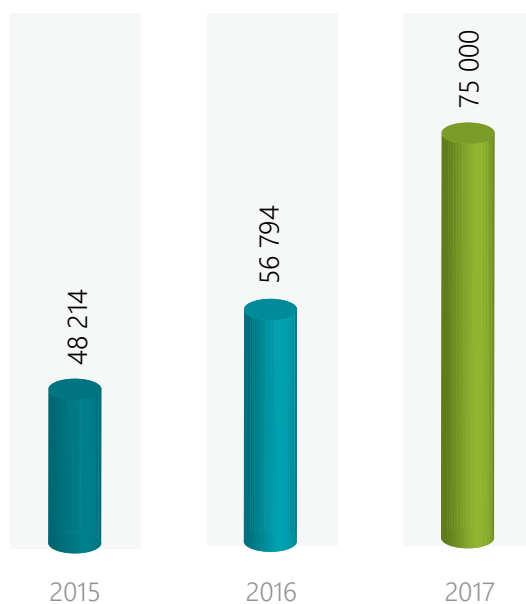
The main purpose of our service is to improve dairy farms production potential, and to make breeders aware that a correct feeding is crucial for the profitability of their herds. Thanks to our efforts, the number of breeders who recognize the tangible benefit deriving from cooperation with PFCBDF's Feeding Advisors keeps on growing year by year.

Figure 1. Summary of advisory services performed in 2017



**Chart 1. Advisory services development in 2015-2017**

Along with the growing number of performed advisory services, the number of cows covered by this service is increasing.

**Chart 2. Cows in herds serviced with feeding advisory**

The above data show the increase of breeders' awareness in terms of the appropriate balanced feeding importance for a profitable cattle breeding.