



Standlee
PREMIUM WESTERN FORAGE®



Forage 101

Standlee Premium Western Forage®

Customer Training

Agenda



Importance of Forage

Western Forages

Forage 101

Nutrient Content of Forage

Physical Forms of Forage

Mechanical Processing of Forage

Interactive Questions

Importance of Forage



Most Important Dietary Ingredient

- Forage and Pasture
- Pasture is seasonable
 - Drought
 - Availability
- FORAGE IS CRITICAL
- Standlee grows & sells 'Forage' →

PREMIUM WESTERN FORAGE®

Importance of Forage



- Most important ingredient in the diet
- More important than grain or supplements
 - Purina
 - Nutrena etc.
- Standlee Premium Western Forage[®] doesn't compete with grain
- Grain and supplements need both quantity and quality of fiber (forage) to work
- Horses' need
Standlee Premium Western Forage[®]

Agenda



Importance of Forage

Western Forages

Forage 101

Nutrient Content of Forage

Physical Forms of Forage

Mechanical Processing of Forage

Interactive Questions

Western Forages



- Top quality forage raised in the West
 - Export + Olympics
- High visual quality
 - color
 - leaf to stem ratio
 - seed head
 - stem thickness
 - no dust or mold
 - foreign material



Western Forages

Nutrient Content

- Chemical quality
- Laboratory analysis
- Adequate protein and energy
- Deficient in copper, zinc, selenium
- Recent trend to be marginal in calcium and phosphorus
- Why - Fertilization



Agenda



Importance of Forage

Western Forages

Forage 101

Nutrient Content of Forage

Physical Forms of Forage

Mechanical Processing of Forage

Interactive Questions

Forage 101



- What type of forage?
 - Alfalfa
 - Grass (1st or 2nd)
 - Forage is a source of all 5 essential nutrients
 - Water
 - Protein
 - Energy
 - Vitamins
 - Minerals
 - Content of these nutrients cannot be determined - Visually
 - Quality of forage
-

Agenda



Importance of Forage

Western Forages

Forage 101

Nutrient Content of Forage

Physical Forms of Forage

Mechanical Processing of Forage

Interactive Questions

Nutrient Content of Forage



What determines it?

- Type of Forage
 - Alfalfa vs. Timothy
- Growing Conditions
 - Soil Fertility
 - Water
 - Drying Conditions
- Cutting
- Stage of Maturity
 - Taller plants lower nutrient value – More non-digestible fiber



Alfalfa Forage

- Typical Alfalfa Forage
 - High Protein
 - High Energy
 - High Ca
 - Moderate P
 - Moderate Fiber
 - Low Starch
 - Low WSC
 - Low ESC
 - High RFV



Timothy Grass Forage

- Typical Timothy Grass Forage
 - Moderate Protein
 - Moderate Energy
 - Low Ca
 - Low P
 - High Fiber
 - Low Starch
 - High WSC
 - High ESC
 - Moderate RFV



Orchard Grass Forage

- Typical Orchard Grass Forage
 - Moderate Protein
 - Moderate Energy
 - Low Ca
 - Low P
 - High Fiber
 - Low Starch
 - High WSC
 - High ESC
 - Moderate RFV
- Higher nutrient value compared to Timothy



Ranking of Products



Protein - Highest to Lowest

- Alfalfa
- Alfalfa/Timothy
- Alfalfa/Oat
- Orchard Grass
- Timothy

Ranking of Products



Energy/Calories - Highest to Lowest

- Alfalfa
- Alfalfa/Timothy
- Alfalfa/Oat
- Orchard Grass
- Timothy

Ranking of Products



Sugar - Highest to Lowest

- Orchard Grass
- Timothy
- Alfalfa/Oat
- Alfalfa/Timothy
- Alfalfa

Grain or Supplements

Reasons to Feed it

- Forage does not provide enough nutrients
- Broodmares
 - need minerals
- Performance Horses
 - need calories
 - need minerals
- Growing Horses
 - need protein
 - need minerals



Agenda



Importance of Forage

Western Forages

Forage 101

Nutrient Content of Forage

Physical Forms of Forage

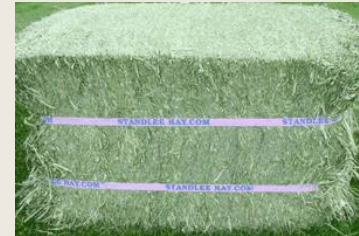
Mechanical Processing of Forage

Interactive Questions

Physical Forms of Forage

Physical Forms Available

- Conventional Baled Forage
- Compressed Bales
- Forage Cubes
- Forage Pellets
- Chopped Forage
- What is the Nutrition Difference between forms?



Chopped Products

- Chopped products have a higher calorie content
 - Not due to forage but because of additives
 - Molasses
 - Canola Oil
 - Adds additional calories to the forage



Agenda



Importance of Forage

Western Forages

Forage 101

Nutrient Content of Forage

Physical Forms of Forage

Mechanical Processing of Forage

Interactive Questions

Mechanical Processing

- Baled Forage to Compressed
 - requires squeezing and cutting
- Baled Forage to Cubes
 - requires coarse grinding, heat, steam, pressure, natural clay
- Baled Forage to Pellets
 - requires fine grinding, heat, steam, pressure
- Baled Forage to Chopped
 - requires coarse grinding + additives (molasses/oil)



- Compressing, Grinding, Pelleting, Cubing, and Chopping
- **Does Not Change Digestibility**
- Good Quality 2nd Cut Alfalfa (same forage) has identical digestion in any form
- Why – Hindgut Digestion
- How Digestible is good forage – 50% or less

Why Process Forage?



- Convenience
 - Easy to Feed
 - Easy to Haul
- Consistent Product
- Endless Supply
- Less Storage Space
- Less Waste
- Certified Noxious Weed Free options



Q/A Session



Agenda



Importance of Forage

Western Forages

Forage 101

Nutrient Content of Forage

Physical Forms of Forage

Mechanical Processing of Forage

Interactive Questions

Interactive Questions



1. Forage is the most important part of the horses diet. ***True or False***
2. Nutrient content of hay can be determined visually. ***True or False***
3. Alfalfa is high in sugar. ***True or False***
4. Timothy has the highest protein content compared to other forages. ***True or False***
5. Forage cubes or pellets are more digestible than hay. ***True or False***

Thank you!



Standlee
PREMIUM WESTERN FORAGE®



Forage 101

Standlee Premium Western Forage®

Employee Training