Golmix
Stočna hrana bez mana!

UBM

PARTNERSTVO ZA VRHUNSKE REZULTATE:UBM&GOLIC TRADE

POBOLJŠANJE PERFORMANSI NA FARMAMA MUZNIH KRAVA KROZ PRIMENU NOVIH TEHNOLOGIJA

Golić G trade

Novi model rada na tržištu BiH

- Koncept: Spoj novih tehnologija i domaće snage .
- Cilj: Prelazak sa prodaje "vreće hrane" na prodaju "tehnološkog rešenja".

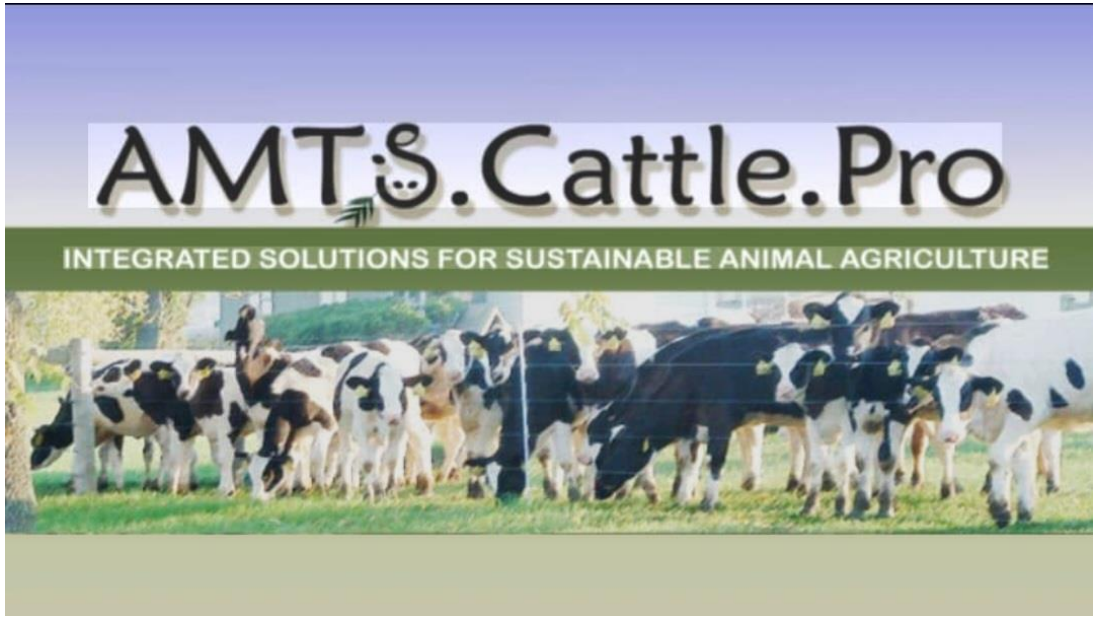
Ko je UBM Group? (Fokus na govedarstvo)

- Jedan od najvećih evropskih proizvođača sa decenijskim iskustvom.
- Pristup: Naučno zasnovana ishrana koja se testira u sopstvenim laboratorijama.

Terenski rad: Ključ uspeha

- Fokus nije na teoriji, već na štali.
- Najava četiri stuba podrške: Obilazak, Analiza, Receptura, Kontrola.

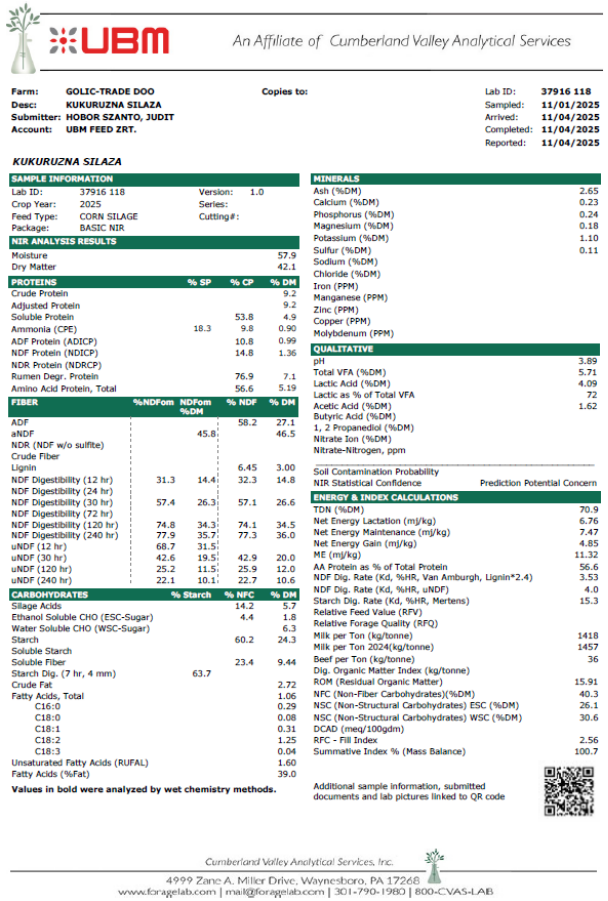
Tehnologija i AMTS Program



Analiza kabaste hrane – Polazna tačka

- Bez precizne hemijske analize nema efikasne proizvodnje.
- Uzorci idu u vrhunske laboratorije kako bismo znali tačne vrednosti vlage, proteina i vlakana.

Analiza kukuruzne silaže



UBM — An Affiliate of Cumberland Valley Analytical Services

Farm: GOLIC-TRADE DOO
Desc: KUKURUZNA SILAZA
Submitter: HOBOR SZANTO, JUDIT
Account: UBM FEED ZRT.

Copies to:

Lab ID: 37916 118
Sampled: 11/01/2025
Arrived: 11/04/2025
Completed: 11/04/2025
Reported: 11/04/2025

KUKURUZNA SILAZA

SAMPLE INFORMATION

Lab ID:	37916 118	Version:	1.0
Crop Year:	2025	Series:	
Feed Type:	CORN SILAGE	Cutting#:	
Package:	BASIC NIR		

NIR ANALYSIS RESULTS

Moisture			57.9
Dry Matter			42.1

PROTEINS	% SP	% CP	% DM
Crude Protein			9.2
Adjusted Protein			9.2
Soluble Protein		53.8	4.9
Ammonia (CPE)	18.3	9.8	0.90
ADF Protein (ADICP)		10.8	0.99
NDF Protein (NDICP)		14.8	1.36
NDR Protein (NDRCP)			
Rumen Degr. Protein		76.9	7.1
Amino Acid Protein, Total		56.6	5.19

FIBER	%NDFom	NDFom %DM	% NDF	% DM
ADF			58.2	27.1
aNDF		45.8		46.5
NDR (NDF w/o sulfite)				
Crude Fiber				
Lignin			6.45	3.00
NDF Digestibility (12 hr)	31.3	14.4	32.3	14.8
NDF Digestibility (24 hr)				
NDF Digestibility (30 hr)	57.4	26.3	57.1	26.6
NDF Digestibility (72 hr)				
NDF Digestibility (120 hr)	74.8	34.3	74.1	34.5
NDF Digestibility (240 hr)	77.9	35.7	77.3	36.0
uNDF (12 hr)	68.7	31.5		
uNDF (30 hr)	42.6	19.5	42.9	20.0
uNDF (120 hr)	25.2	11.5	25.9	12.0
uNDF (240 hr)	22.1	10.1	22.7	10.6

CARBOHYDRATES	% Starch	% NFC	% DM
Silage Acids		14.2	5.7
Ethanol Soluble CHO (ESC-Sugar)		4.4	1.8
Water Soluble CHO (WSC-Sugar)			6.3
Starch		60.2	24.3
Soluble Starch			
Soluble Fiber		23.4	9.44
Starch Dig. (7 hr, 4 mm)	63.7		
Crude Fat			2.72
Fatty Acids, Total			1.06
C16:0			0.29
C18:0			0.08
C18:1			0.31
C18:2			1.25
C18:3			0.04
Unsaturated Fatty Acids (RUFAL)			1.60
Fatty Acids (%Fat)			39.0

Values in bold were analyzed by wet chemistry methods.

MINERALS

Ash (%DM)	2.65
Calcium (%DM)	0.23
Phosphorus (%DM)	0.24
Magnesium (%DM)	0.18
Potassium (%DM)	1.10
Sulfur (%DM)	0.11
Sodium (%DM)	
Chloride (%DM)	
Iron (PPM)	
Manganese (PPM)	
Zinc (PPM)	
Copper (PPM)	
Molybdenum (PPM)	

QUALITATIVE

pH	3.89
Total VFA (%DM)	5.71
Lactic Acid (%DM)	4.09
Lactic as % of Total VFA	72
Acetic Acid (%DM)	1.62
Butyric Acid (%DM)	
1, 2 Propanediol (%DM)	
Nitrate Ion (%DM)	
Nitrate-Nitrogen, ppm	

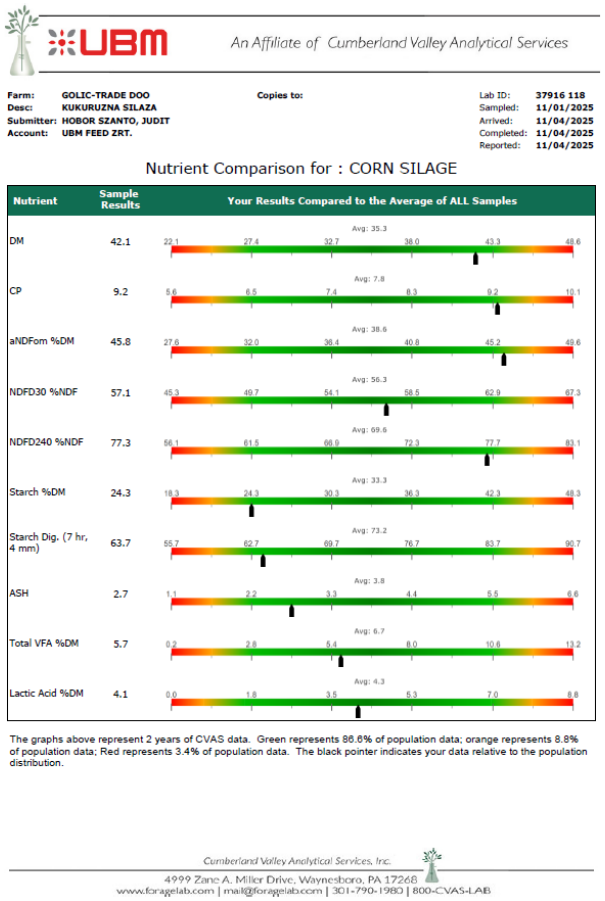
Soil Contamination Probability	
NIR Statistical Confidence	Prediction Potential Concern

ENERGY & INDEX CALCULATIONS

TDN (%DM)	70.9
Net Energy Lactation (mj/kg)	6.76
Net Energy Maintenance (mj/kg)	7.47
Net Energy Gain (mj/kg)	4.85
ME (mj/kg)	11.32
AA Protein as % of Total Protein	56.6
NDF Dig. Rate (Kd, %HR, Van Amburgh, Lignin*2.4)	3.53
NDF Dig. Rate (Kd, %HR, uNDF)	4.0
Starch Dig. Rate (Kd, %HR, Mertens)	15.3
Relative Feed Value (RFV)	
Relative Forage Quality (RFQ)	
Milk per Ton (kg/tonne)	1418
Milk per Ton 2024(kg/tonne)	1457
Beef per Ton (kg/tonne)	36
Dig. Organic Matter Index (kg/tonne)	
ROM (Residual Organic Matter)	15.91
NFC (Non-Fiber Carbohydrates)(%DM)	40.3
NSC (Non-Structural Carbohydrates) ESC (%DM)	26.1
NSC (Non-Structural Carbohydrates) WSC (%DM)	30.6
DCAD (meq/100gdm)	
RFC - Fill Index	2.56
Summative Index % (Mass Balance)	100.7

Additional sample information, submitted documents and lab pictures linked to QR code

Cumberland Valley Analytical Services, Inc.
4999 Zane A. Miller Drive, Waynesboro, PA 17268
www.foragelab.com | mail@foragelab.com | 301-790-1980 | 800-CVAS-LAB



UBM — An Affiliate of Cumberland Valley Analytical Services

Farm: GOLIC-TRADE DOO
Desc: KUKURUZNA SILAZA
Submitter: HOBOR SZANTO, JUDIT
Account: UBM FEED ZRT.

Copies to:

Lab ID: 37916 118
Sampled: 11/01/2025
Arrived: 11/04/2025
Completed: 11/04/2025
Reported: 11/04/2025

Nutrient Comparison for : CORN SILAGE

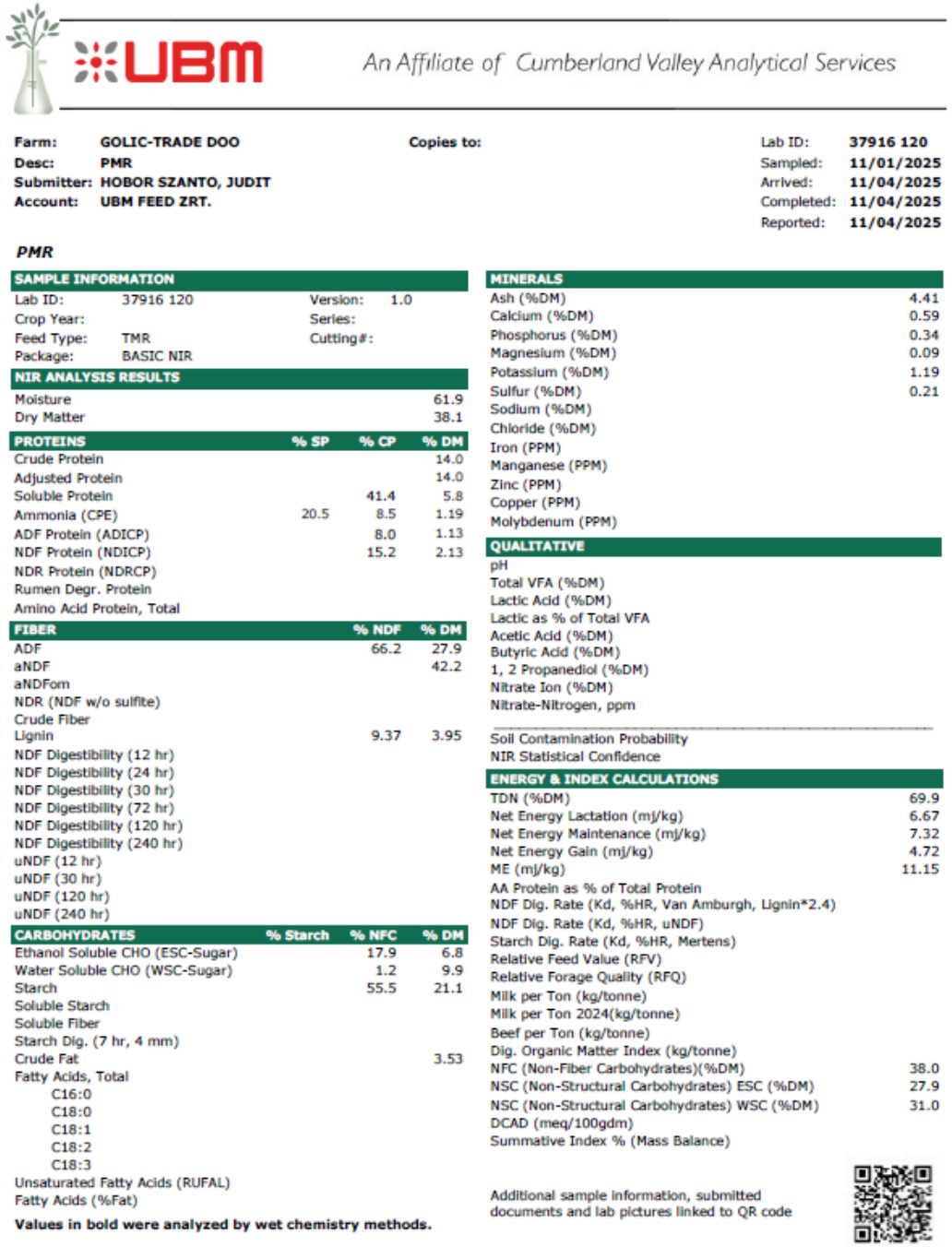
Nutrient	Sample Results	Your Results Compared to the Average of ALL Samples
DM	42.1	Avg: 35.3 — 22.1 27.4 32.7 38.0 43.3 48.6
CP	9.2	Avg: 7.8 — 5.6 6.5 7.4 8.3 9.2 10.1
aNDFom %DM	45.8	Avg: 38.6 — 27.6 32.0 36.4 40.8 45.2 49.6
NDFD30 %NDF	57.1	Avg: 56.3 — 45.3 49.7 54.1 58.5 62.9 67.3
NDFD240 %NDF	77.3	Avg: 69.6 — 56.1 61.5 66.9 72.3 77.7 83.1
Starch %DM	24.3	Avg: 33.3 — 18.3 24.3 30.3 36.3 42.3 48.3
Starch Dig. (7 hr, 4 mm)	63.7	Avg: 73.2 — 55.7 62.7 69.7 76.7 83.7 90.7
ASH	2.7	Avg: 3.8 — 1.1 2.2 3.3 4.4 5.5 6.6
Total VFA %DM	5.7	Avg: 6.7 — 0.2 2.8 5.4 8.0 10.6 13.2
Lactic Acid %DM	4.1	Avg: 4.3 — 0.0 1.8 3.5 5.3 7.0 8.8

The graphs above represent 2 years of CVAS data. Green represents 86.6% of population data; orange represents 8.8% of population data; Red represents 3.4% of population data. The black pointer indicates your data relative to the population distribution.

Cumberland Valley Analytical Services, Inc.
4999 Zane A. Miller Drive, Waynesboro, PA 17268
www.foragelab.com | mail@foragelab.com | 301-790-1980 | 800-CVAS-LAB

AMTS – Revolucija u formulisanju obroka

- **Šta je AMTS (Agricultural Modeling and Training Systems)?** Najpreciznijи softver za ishranu krava na svetu (Cornell model).
- Mogućnost predviđanja proizvodnje mleka na osnovu svakog pojedinačnog sastojka.



UBM

An Affiliate of Cumberland Valley Analytical Services

Farm: GOLIC-TRADE DOO
Desc: PMR
Submitter: HOBOR SZANTO, JUDIT
Account: UBM FEED ZRT.

Copies to:

Lab ID: 37916 120
Sampled: 11/01/2025
Arrived: 11/04/2025
Completed: 11/04/2025
Reported: 11/04/2025

PMR

SAMPLE INFORMATION

Lab ID:	37916 120	Version:	1.0
Crop Year:		Series:	
Feed Type:	TMR	Cutting#:	
Package:	BASIC NIR		

NIR ANALYSIS RESULTS

Moisture	61.9
Dry Matter	38.1

PROTEINS	**% SP**	**% CP**	**% DM**
Crude Protein			14.0
Adjusted Protein			14.0
Soluble Protein		41.4	5.8
Ammonia (CPE)	20.5	8.5	1.19
ADF Protein (ADICP)		8.0	1.13
NDF Protein (NDICP)		15.2	2.13
NDR Protein (NDRCP)			
Rumen Degr. Protein			
Amino Acid Protein, Total			

FIBER	**% NDF**	**% DM**
ADF	66.2	27.9
aNDF		42.2
aNDFom		
NDR (NDF w/o sulfite)		
Crude Fiber		
Lignin	9.37	3.95
NDF Digestibility (12 hr)		
NDF Digestibility (24 hr)		
NDF Digestibility (30 hr)		
NDF Digestibility (72 hr)		
NDF Digestibility (120 hr)		
NDF Digestibility (240 hr)		
uNDF (12 hr)		
uNDF (30 hr)		
uNDF (120 hr)		
uNDF (240 hr)		

CARBOHYDRATES	**% Starch**	**% NFC**	**% DM**
Ethanol Soluble CHO (ESC-Sugar)		17.9	6.8
Water Soluble CHO (WSC-Sugar)		1.2	9.9
Starch		55.5	21.1
Soluble Starch			
Soluble Fiber			
Starch Dig. (7 hr, 4 mm)			
Crude Fat			3.53
Fatty Acids, Total			
C16:0			
C18:0			
C18:1			
C18:2			
C18:3			
Unsaturated Fatty Acids (RUFAL)			
Fatty Acids (%Fat)			

Values in bold were analyzed by wet chemistry methods.

MINERALS

Ash (%DM)	4.41
Calcium (%DM)	0.59
Phosphorus (%DM)	0.34
Magnesium (%DM)	0.09
Potassium (%DM)	1.19
Sulfur (%DM)	0.21
Sodium (%DM)	
Chloride (%DM)	
Iron (PPM)	
Manganese (PPM)	
Zinc (PPM)	
Copper (PPM)	
Molybdenum (PPM)	

QUALITATIVE

pH	
Total VFA (%DM)	
Lactic Acid (%DM)	
Lactic as % of Total VFA	
Acetic Acid (%DM)	
Butyric Acid (%DM)	
1, 2 Propanediol (%DM)	
Nitrate Ion (%DM)	
Nitrate-Nitrogen, ppm	
Soil Contamination Probability	
NIR Statistical Confidence	

ENERGY & INDEX CALCULATIONS

TDN (%DM)	69.9
Net Energy Lactation (mj/kg)	6.67
Net Energy Maintenance (mj/kg)	7.32
Net Energy Gain (mj/kg)	4.72
ME (mj/kg)	11.15
AA Protein as % of Total Protein	
NDF Dig. Rate (Kd, %HR, Van Amburgh, Lignin*2.4)	
NDF Dig. Rate (Kd, %HR, uNDF)	
Starch Dig. Rate (Kd, %HR, Mertens)	
Relative Feed Value (RFV)	
Relative Forage Quality (RFQ)	
Milk per Ton (kg/tonne)	
Milk per Ton 2024(kg/tonne)	
Beef per Ton (kg/tonne)	
Dig. Organic Matter Index (kg/tonne)	
NFC (Non-Fiber Carbohydrates)(%DM)	38.0
NSC (Non-Structural Carbohydrates) ESC (%DM)	27.9
NSC (Non-Structural Carbohydrates) WSC (%DM)	31.0
DCAD (meq/100gdm)	
Summative Index % (Mass Balance)	

Additional sample information, submitted documents and lab pictures linked to QR code

TMR i PMR kontrola

- Razlika između "papira" i "jasala".
- Kontrola homogenosti obroka (da krava ne bira hranu) i optimizacija *Partially Mixed Ration* (PMR) sistema.

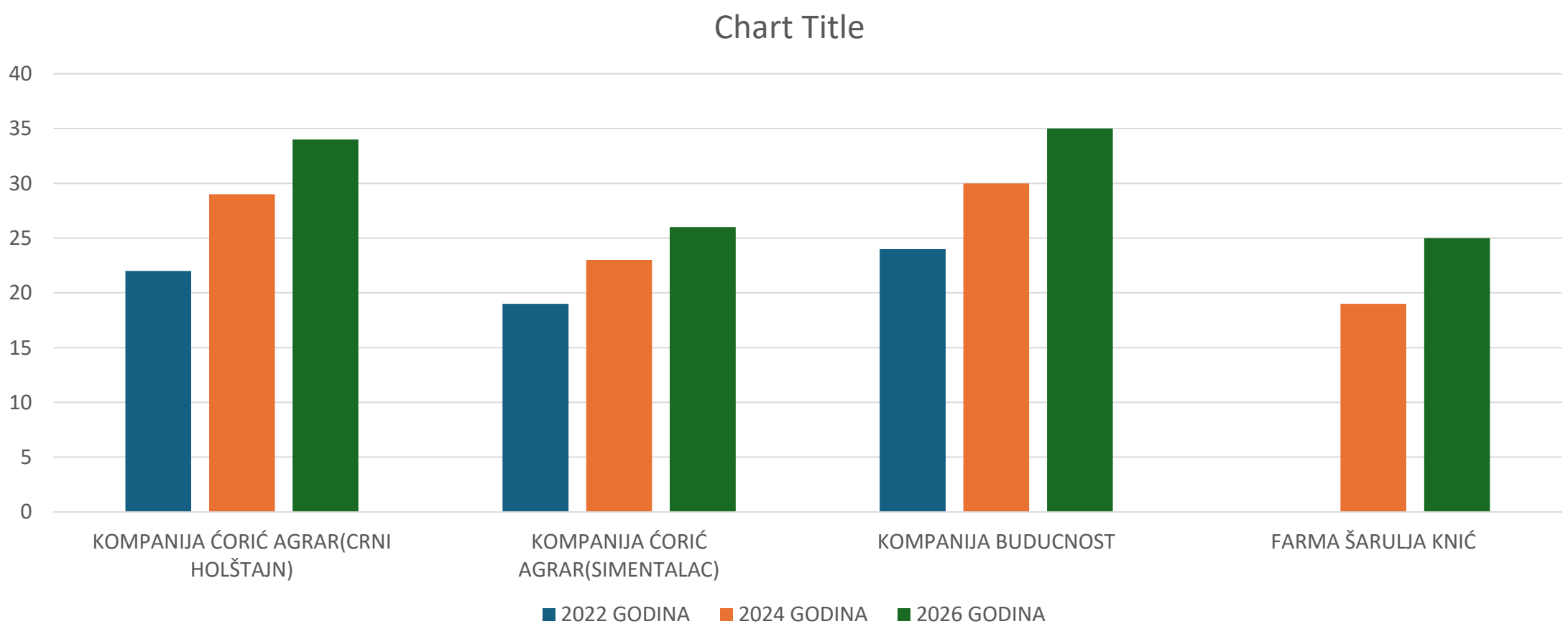
Ekskluzivna ponuda za klijente (Zlatni standard)

- **Besplatna tehnička podrška:**
  - Mesečni obilazak farme.
  - Uzimanje uzoraka i laboratorijska analiza.
  - Izrada receptura u AMTS-u.
  - Praćenje rezultata kroz mlečnost i zdravlje stada.

Novi trendovi i rezultati

- **Kako doći do visokih proizvodnih rezultata?**
- Fokus na zdravlje buraga i maksimalno iskorišćenje genetskog potencijala.
- Primeri iz prakse (grafikon rasta prinosa mleka kod postojećih klijenata).

Rezultati u brojkama (Case Study)



Ishrana teladi – Temelj buduće "Super-krave"

- Cilj: Brz rani razvoj bez stagnacije.
- Primena specifičnih muslija i startera koji podstiču razvoj resica u buragu.

Uzgoj priplodnih junica (Novi evropski trend)

- Cilj: Krave od **750–800 kg** koje mogu konzumirati preko **30 kg suve materije**.
- Zašto je veličina bitna? Veći kapacitet za unos kabaste hrane = više mleka i mlačne masti iz domaće hrane, a manje iz skupih koncentrata.

Dugoročno partnerstvo

- Golić Trade i UBM ne prodaju samo hranu, već sigurnost i napredak vašeg gazdinstva.

Golmix
Stočna hrana bez mana!

UBM

Zaključak

- Tehnologija + Struka + Kvalitetna hrana = Profitabilna farma.

Golić Gtrade

Golmix
Stočna hrana bez mana!

UBM

Hvala na pažnji!

Golić
Gtrade