



Introducing the NEW Dairy Manager Costings Website!

Written by Felicity Gale
Senior Farm Services Specialist



Kingshay are delighted to unveil our new updated version of the Dairy Manager website.

Redesigned with a cleaner, more modern look and enhanced features that make managing your herd's data quicker and more streamlined. The upgrade ensures a smoother user experience, whilst keeping key features of the old website. When logging into your herd dashboard, you are greeted with modern, dynamic charts and graphs which gives you instant information about your herd.

The main aim of the upgrade is to save you time and give you clearer insights into your herd's performance. The refreshed design provides:

- Quicker navigation and improved speed
- A modern interface that's easier to read and use across all devices
- A brand new Herd Dashboard displaying up to 12 months of trends so you can spot changes at a glance.

With ongoing milk price pressures facing many dairy farms, it has never been more important to focus on efficiency and identify opportunities for meaningful cost savings. Dairy Manager is designed to help you do exactly that.

By tracking herd performance and feed efficiency on a monthly basis, you can spot issues early and understand the true drivers behind your herd's output. The system also enables you to monitor key areas that heavily influence profitability; such as herd health, fertility, and longevity; so *small problems don't turn into costly challenges*.



We are here to help you.

The Dairy Manager team are always here to support you and answer any questions you may have. If you would like a more in-depth guide, please let us know and we will happily arrange a 30 minute Teams training session to help you get the most from the updated system. Simply contact us on [01458 851555](tel:01458851555) or email dairy_manager@kingshay.co.uk.

Dairy Manager's forecasting tools help you plan ahead with confidence. You can predict expected milk output each month, helping you align production with processor pricing incentives and make the most of your milk contract. Alongside this, monitoring margin over purchased feeds (MOPF) and regularly reviewing milk from forage gives you clear insight into how well you are utilising grazing and home-grown forage. As we all know, optimising forage use remains one of the most powerful levers for improving profitability in any milk production system.

With these tools at your fingertips, Dairy Manager supports smarter decision-making, greater transparency, to help you build a more resilient business - whatever the milk price environment.

For Consultants & Advisers: Enhance Your Client Offering

Work in partnership with Kingshay to strengthen the services you provide to your clients. We can create a tailored package to suit your consultancy approach.

IN THIS EDITION...

- Our New Dairy Manager Website
- Dairy-Tech Success
- Antimicrobial Focus Report
- EDF Congress 2026

- Dairy Manager Update
- BBSRC ELDI
- Kingshay News
- Recent Events



Written by Lucy Hicks,
Marketing Coordinator & Services Support

Dairy-Tech Success

Dairy-Tech remains one of the standout events of the year and the Kingshay Team was once again proud to be attending, this time as supporters of the new 'Networking Hub'. With milk prices under pressure and margins tighter than ever, we know the current climate is challenging for dairy farmers. That's why our focus at the show was firmly on providing practical, evidence-based solutions that genuinely strengthen farm businesses. We were able to chat to many amazing, resilient farmers and help them explore new strategies and procedures to help them make informed decisions, when every penny counts.

Our Technical Knowledge Exchange Manager, Sarah Bolt, spoke on the Innovation Hub, to help farmers select the right on-farm technology. She shared insights from our latest Tried & Tested report on Cow Wearable Monitors, highlighting real farmer experiences and comparing options like collars, ear tags, and pedometers. Her talk offered clear, evidence-based guidance to support farmers in selecting the wearable technology that best fits their system.

If you're curious what your fellow farmers really think about Cow Wearable Monitors, you can order a copy of the full report directly from Sarah. Please contact us on [01458 851555](tel:01458851555) or email contact.us@kingshay.co.uk.

Look out for our future Tried and Tested surveys - the more responses we get, the more robust our reports will be.



Image courtesy of RABDF
Sarah Bolt speaking on the Innovation Hub at Dairy-Tech 2026.



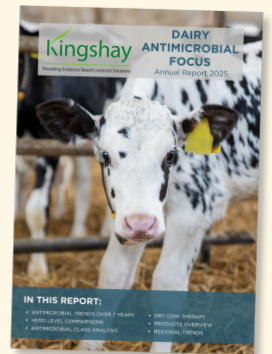
Antimicrobial Focus Report 2025

Our latest antimicrobial focus report includes data from 967 herds and looks at trends over 7 years, as well as comparing the group's performance to the new RUMA targets.

Good news all round: total antimicrobial usage has been further reduced again this year, along with reduced use of Highest Priority Critically Important Antimicrobials in favour of those less crucial to human health.

The herds analysed also hit the new RUMA target of reducing use of oral antibiotics, used in calves to fight disease outbreaks, which is great news not just for the reputation of the sector, but for reducing the risk of antimicrobial resistance, as this category of antimicrobial carries a greater risk.

The report highlights the achievements of dairy herds in the UK as a result of engaging with the principles of antimicrobial stewardship. The support of the GB Calf Strategy, the increasing use of anti-inflammatories, development of new calf vaccines, and use of calf assessment tools such as the Wisconsin calf scoring chart, will surely continue to drive progress in meeting these targets.



EDF Congress 2026 - New Challenges. New Opportunities

Chester, UK 23rd - 25th June

Kingshay is delighted to be a proud partner in delivering this year's European Dairy Farmers (EDF) Congress - an annual event that brings together some of the most forward-thinking minds in European dairy. This year's congress will take place in Chester, UK, a fitting location with its rich agricultural heritage and deep farming roots. The 2026 theme, "New Challenges. New Opportunities," reflects the realities farmers are facing across the globe. Throughout the event, you'll have access to a wide range of technical workshops led by industry experts and researchers, all designed to help you uncover new opportunities within the challenges on your farm.

Over three days, you will:

- hear ideas that challenge your assumptions,
- meet farmers whose different approaches inspire & spark fresh thinking
- explore technologies and strategies pushing the limits of what's possible
- and rediscover the opportunities ahead for those ready to adapt and lead.

To find out more, visit the EDF website:

<https://www.dairyfarmer.net/edf-congress/>

or scan the QR code to book your place at the EDF Congress 2026.





Written by Felicity Gale,
Senior Farm Services Specialist

Dairy Manager Update

The latest figures from herds using Kingshay's dairy costings service for January 2026 continue to show the downfall in UK milk prices brought on by the oversupply of litres to the milk market worldwide. The average margin over purchased feed dropped by £206 per cow, a 19% decrease compared to January 2025. Purchased feed costs continued to fall, with concentrate prices averaging £295/tonne, 4% lower than January 2025.

Milk prices averaged 37.41ppl, down 19% compared to January 2025.

Milk from forage averaged 8.3 litres per cow per day, a 19% increase compared to January 2025. As a result, total milk yields increased by 6%, reaching 28.9 litres/cow/day.

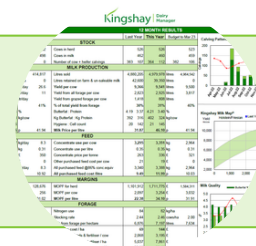
Monthly Results	Nov-25	Dec-25	Jan-26
Milk Yield (l/cow/day) Change on last year	↑ 27.9 6%	↑ 28.7 8%	↑ 28.8 8%
Milk from Forage (l/cow/day) Change on last year	↑ 6.9 16%	↑ 7.3 14%	↑ 8.3 22%
Milk Price (ppl)	42.8	39.8	37.3
Concentrate Use (kg/cow/day)	10.2	10.3	9.9
All Purch. Feed Costs (ppl)	11.9	11.7	11.3
MOPF (£/cow) Change on last year	↑ £230 2%	↓ £219 -10%	↓ £206 -16%

Source: Kingshay Dairy Manager

Overall, January figures show how the previously high milk prices encouraged farmers to maximise production, a dry Spring/Summer of 2025, resulted in drought in many parts of the UK, which subsequently meant farmers were having to supplement lack of grass with increasing concentrates, again pushing milk litres up. The surge in output contributed to an oversupply of milk to the UK market, alongside similarly increased production globally, pushing ppl downwards. While there have been recent increases in commodity prices, there remains a delicate balance between supply and demand.

Monitor your herd's costs today and receive the first 2 months free. Kingshay Members get the Regular package included in their membership.

**How does your herd compare?
Sign up today to benchmark
your results against other herds
on a similar production system.**



Written by Emma Puddy,
Farm Services Specialist

BBSRC ELDI



**Biotechnology and
Biological Sciences
Research Council**

Kingshay's experience in research has led to us becoming project coordinators for the BBSRC Endemic Livestock Disease Initiative - a funding initiative for scientific research to help solve the problems of endemic disease in farmed animals.

Projects include those trying to find solutions to BVD, Johne's disease, lameness and liver fluke in ruminants, plus enzootic pneumonia in pigs, runting stunting syndrome in broiler chickens, drops in egg production in laying hens, and even testing tree bark extracts for future antiparasitics.

What makes this initiative particularly forward thinking is that each project had to have at least one industry partner to be funded, and many have recruited farmers to help with codesign, so that solutions can be found which are not only novel, but are more commercially viable and are likely to be used on farm.

Our role is to monitor the projects and make sure their findings reach the right audiences. We have been holding events connecting the researchers to key industry stakeholders like producer organisations, veterinary societies, processors and pharmaceutical companies; as well as policymakers Defra, DAERA, Scottish Government and the Welsh Government.

With the last wave of projects in their final year, results are starting to be released, so watch this space for the latest developments. To find out more about the projects, visit www.endemicdisease.com.



KINGSHAY NEWS

STAFF NEWS

Paul Deakin awarded an MBE!

We are delighted to share the amazing news that our Dairy Services Key account manager, **Paul Deakin**, has been awarded an MBE in His Majesty The King's New Year Honours for Transforming Cadet Life in Cornwall!

Outside of work, Colonel Paul is the Commandant of Cornwall Army Cadet Force, achieving 30 years of service, outreach, and leadership, which has been recognised in the 2026 New Year Honours List.

Join us in congratulating Paul on this incredible achievement.



Sarah joins the British Cattle Breeders Club Committee

Our Technical Knowledge Exchange Manager, **Sarah Bolt**, has been invited to join the **British Cattle Breeders Club Committee** - a role that reflects Kingshay's long-standing support and sponsorship of the BCBC Conference. We are delighted to see Sarah contributing her expertise to help shape the content of the next conference.

Sustainable Farming with FirstMilk

Written by Paul Deakin, Dairy Services Key Account Manager

During January and February 2026, the Kingshay team successfully delivered First Milk's **6-Levers Workshops** to farmers from South

Wales to Galloway and many regions in between. Developed to empower First Milk's producers on their sustainability journey, the 6-Levers programme provides practical guidance and actionable steps to help producers progress toward achieving net-zero goals.

The program focused on six key areas - reducing carbon emissions through cutting fertiliser use, adopting low-carbon feed, and improving cow longevity. Alongside emission reduction, the workshops also emphasised carbon removal through rotational grazing, establishing diverse swards, and effective hedge and tree management.

Facilitated by the Kingshay team, the farmer workshops showcased impressive examples of progress, with some producers already achieving net zero and many others well on track. Producers were eager to share their successes, and crucially the sessions created space to explore the real challenges facing modern producers as they work toward net-zero goals.

Kingshay extends a sincere thank-you to First Milk and all participating producers for their commitment, collaboration, and enthusiasm throughout the programme.



L to R: Linda Clark, Alan Trainer, Michael Head and Paul Deakin

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ChewintheCud Podcast Live Event proves a success!

Our Technical Knowledge Exchange Manager, Sarah Bolt, has been co-hosting ChewintheCud podcast since July 2025, alongside its creator, director and long-time friend, Andrew Jones.

On 24th February, they hosted a podcast live event, where listeners attended to watch the podcast being recorded live, with the opportunity to ask questions, join in discussions and feature in episodes of the much loved dairy podcast.



L to R: Sarah Bolt, Chris Knight, Mike Jones, Ian Garner & Andrew Jones



L to R: Sarah Bolt, Jo Matthews, Ben Richards, Becci Shrimpton & Andrew Jones

The morning session "From Cows to Code: AI (Artificial Intelligence) in the Dairy Industry", featured Chris Knight from Agribot, Ian Garner from Antler Bio and Michael Jones from UK Agri-Tech Centre.

The afternoon session "Herbal Leys: From Science to Farm", featured Jo Matthews from Germinal, Becci Shrimpton from Horizon Seeds and Ben Richards, a farmer from Cornwall.

You won't want to miss the release of these episodes, simply search for 'ChewintheCud' through your usual podcast supplier or listen direct on the website:

www.chewintheCud.com/podcast/

Credit to Andrew Jones, creator of ChewintheCud, for the photos.

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