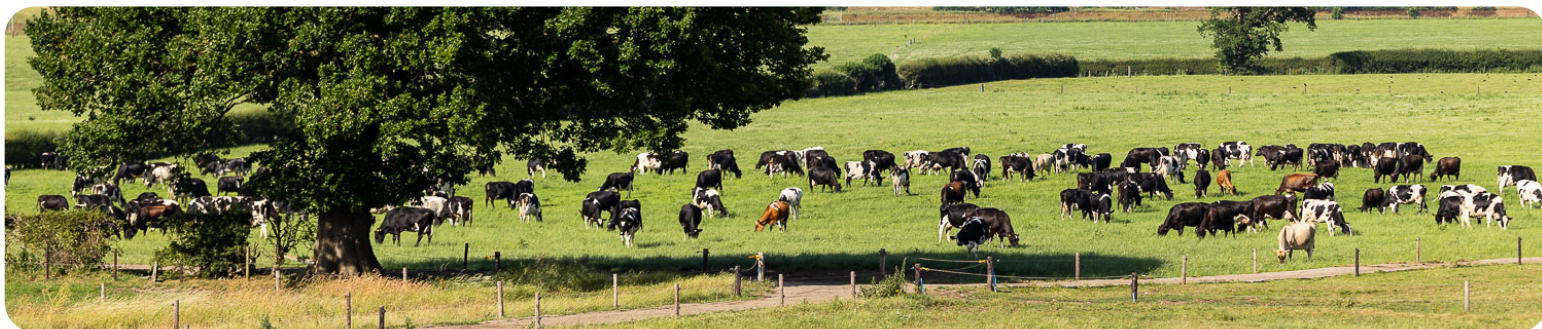




Kingshay Launches New Website with Integrated Training Platform

Written by Lucy Hicks

Marketing Coordinator & Services Support



We are delighted to launch the brand new Kingshay website, designed to bring everything we offer into one convenient place and make it easier than ever to access the information, services and support that help drive your business forward.

Built with farmers and industry professionals in mind, the new website delivers a faster, more intuitive experience. Whether you are looking for dairy costings and benchmarking, training courses, technical information, our consultants or analysis services and products, you will be able to find what you need quickly and easily.

A major development is the integration of our online learning platform. Previously known as FarmIQ, it has now become Kingshay Training and is fully embedded within the website. This means all your professional development, training resources and online learning can now be accessed directly through Kingshay, creating a seamless learning experience and bringing everything together under one roof.

We have also simplified access across our digital services. A single login now gives you access to Kingshay, Dairy Manager and the Kingshay App, making it easier to move between platforms without juggling multiple usernames and passwords.

For existing Dairy Manager users, transition is straightforward, as your current login details will continue to work. If you are new to these services, getting started is straightforward, you will be guided through simple account activation process to create a password to access your account for the first time.

This launch marks an exciting step forward for Kingshay.



Not only does it provide a modern, user-friendly platform for the services you rely on today, but it also creates the foundation for future developments, enhanced tools and even greater support for farm businesses in the years ahead.

Take a look around, explore what is new and discover how easier access to trusted insights, training and technical support can help your business get even more from Kingshay.

Need help?

As with any major change, there may be a short adjustment period while customers become familiar with the new system. Our team is committed to making the transition as smooth as possible and is on hand to help with any questions, login issues or feedback you may have.

Simply contact us...

Call us on **01458 851555**, or email **contact.us@kingshay.co.uk**



IN THIS EDITION...

- Our New Kingshay Website
- 'In my Field'
- EDF Congress 2026 Round Up

- Dairy Manager Update
- Dairy Management Academy
- Kingshay News & Recent Events



Written by Sarah Bolt,
Technical Knowledge Exchange Manager & Soils Consultant

In My Field

Are Your Soils Working Hard Enough for Your Farm?

As farmers, we regularly measure herd performance, crop yields and input costs, but how often do we stop and assess the foundation that underpins it all: our soil?

Under the Farming Rules for Water (2018), all agricultural land must receive a basic soil analysis at least once every five years. While meeting this requirement is essential, viewing soil testing simply as a compliance exercise could mean missing valuable opportunities to improve productivity and profitability.

Soil analysis can provide far more than pH, phosphate, potash and magnesium levels. More frequent testing, along with additional assessments such as soil organic matter, micro nutrients, and soil biology, can help identify where nutrients are being underutilised or lost.

In a period of high input costs, these insights can support more targeted fertiliser applications, improve nutrient-use efficiency and potentially deliver significant savings.

I have always been passionate about soils because they are one of your farm's greatest assets. Understanding what is happening beneath the surface enables better decision-making above it. Healthy, well-managed soils support stronger forage crops and grass growth, improve resilience in challenging weather conditions and help protect water quality.

If you have not reviewed your soil testing programme recently, now is the perfect time. Don't just test to meet the minimum requirement. Test to unlock your soil's potential and make every nutrient investment work harder for your business.



Soil Testing isn't Optional - Stay Compliant and Test Today!



BASIC SOIL ANALYSIS

Soil P, K, Mg and pH PLUS Fertiliser and lime recommendations for each field.

BASIC SOIL PLUS ORGANIC MATTER ANALYSIS

Same as Basic Soil Analysis plus Organic Matter.

Plus many more...

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Explore our soil analysis packs today:

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Unlock the
potential of
your soil today!

A successful EDF Congress - EDF Congress Round Up

The 2026 EDF Congress returned to the UK for the first time in 11 years, bringing together more than 400 delegates from across the global dairy industry. Organised by Kingshay and EDF-UK, the event gave UK dairy farmers a unique opportunity to learn from leading producers, industry experts and innovators from around the world.

Across three days, delegates explored the key challenges and opportunities facing dairy businesses, including sustainability, policy, profitability and global market trends. A major focus was the practical use of technology, with sessions demonstrating how artificial intelligence, benchmarking and data-driven decision-making can improve farm performance and business resilience.

Farm visits formed a key part of the programme, allowing delegates to see a range of successful UK dairy systems in action and exchange ideas directly with fellow farmers. These farmer-to-farmer discussions offered valuable insights and practical solutions that can be applied on farm.



Delegates enjoying the Gala Dinner, held at Chester Cathedral on the final night of the Congress.

The Congress highlighted the benefits of being part of the EDF network, which provides access to international benchmarking, business analysis, knowledge exchange and networking opportunities. For farmers looking to improve efficiency, profitability and long-term decision-making, EDF offers a valuable platform to learn from some of the most progressive dairy businesses in Europe and beyond.

To find out more about European Dairy Farmers and how to become a member, visit:

www.dairyfarmer.net

Written by Felicity Gale,
Senior Farm Services Specialist

Dairy Manager Update

The Latest figures from herds using Kingshay's dairy costings service for July 2026 are starting to show small increases in milk prices, with further rises anticipated over the next few months following the impact of the drought on milk supply. Increases that can't come soon enough to cover additional costs.

The average margin over purchased feed dropped to £161 per cow, a 28% decrease compared to July 2025. Purchased feed costs remained similar at 10.69ppl, with concentrate prices averaging £300/tonne, 1% lower than July 2025. July 2026 milk prices averaged 34.62ppl, down 21% compared to July 2025.

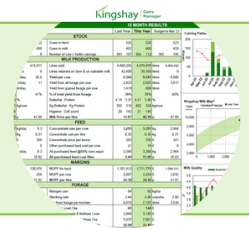
Monthly Results	May-26	Jun-26	Jul-26
Milk Yield (l/cow/day) Change on last year	↑ 28.8 2%	↑ 27.6 1%	= 26.7 0%
Milk from Forage (l/cow/day) Change on last year	↑ 11.7 11%	↑ 10.0 5%	= 8.2 0%
Milk Price (ppl)	33.7	33.9	34.6
Concentrate Use (kg/cow/day)	8.1	8.3	8.6
All Purch. Feed Costs (ppl)	9.2	9.9	10.6
MOPF (£/cow) Change on last year	↓ £195 -25%	↓ £170 -30%	↓ £161 -28%

Source: Kingshay Dairy Manager

Milk from forage averaged 8.2 litres per cow per day, which is the same as July 2025, a Summer also affected by drought, though not as extreme. Total milk yields were similar at 26.7 litres/cow/day. Overall, July figures reflect the impact of the prolonged dry Spring/Summer conditions across much of the UK, with reduced grass growth contributing to lower milk yields and increased reliance on purchased feed. This is combined with low milk prices and increases in feed costs, therefore having a knock-on effect on margins. However recent milk price increases alongside a potential autumn flush in grass growth will hopefully see margins improve in coming months.

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.**



Developing Tomorrow's Dairy Managers

We are now recruiting for the Dairy Management Academy (DMA). Delivered by Kingshay and LKL Services, the course begins in January 2027. Designed for ambitious young dairy professionals, the DMA is a comprehensive 12-month programme that helps participants develop the technical, practical and leadership skills needed to manage a modern dairy herd with confidence.

Combining classroom learning, on-farm workshops, interactive online sessions and a four-day European study tour, the programme covers a wide range of topics including herd health, fertility, nutrition, calf rearing, grazing management, financial management and communication skills. Delivered by leading industry experts, the course enables participants to apply their learning directly on farm while building valuable industry connections.



Delivered by

Kingshay and



Past participants speak highly of the programme, highlighting increased confidence, improved decision-making and enhanced career opportunities. The Dairy Management Academy also provides a unique opportunity to network with like-minded dairy professionals from across the UK and gain exposure to international dairy farming systems. With a strong focus on developing the next generation of herd managers, the DMA supports both individual career progression and improved herd performance, helping create profitable and sustainable dairy businesses for the future.

If this is something you would be interested in, please contact us on 01458 851555 or email training@kingshay.co.uk to request more information and secure your place on the next Dairy Management Academy programme.

STAFF NEWS

Farewell Paul

We have said a fond farewell to our Dairy Services Key Account Manager, Paul Deakin, as he leaves Kingshay to pursue new opportunities in the industry. During his time here, Paul built strong relationships, connected with new contacts, and made a lasting impact across our network. We would like to thank him for his hard work and enthusiasm, we wish him every success in the future.

Thank you, Paul!



Welcome to the team Helayna!

We are delighted to welcome Helayna to the Kingshay team! Having recently moved from New Zealand, she is looking forward to learning more about British farming and life in the UK. Here's what she has to say about her move:



"Since relocating to the UK from New Zealand, I have really gotten stuck into my new job here at Kingshay. I have had to adapt and learn what different things make people laugh in the office! My role here is Farm Services Assistant - which I have learnt means doing a bit of everything! My favourite jobs so far have involved assisting with Dairy Manager and Dairy Costings, as well as working with the TBAS team and the BBSRC Endemic Livestock Disease Final Event project. I grew up on my parent's dairy farm in New Zealand, which is where my passion for the industry started. Since then, it has shifted from a passion, to a weekend job, a university degree and now to a career in a completely new country. I cannot wait to see what the rest of my time in the UK will show me."

RECENT PUBLICATIONS

The 15th Edition of our annual **Dairy Costings Focus Report** is OUT NOW! Available to download and read from our website: www.kingshay.com.



Discover the latest trends in key performance areas, including margin over purchased feed, feed efficiency, herd health, and fertility. Packed with insights from the past 12 months, this is a must-read for dairy farmers looking to benchmark performance and identify opportunities for improvement.

Membership Publications

Kingshay members receive three Insight publications and a monthly Checklist twice a month, along with access to the library of previous editions online. Recent publications cover how dairy farms can capture, store and utilise rainfall, covering legislation, water quality, storage solutions and practical on-farm applications. As drought conditions become more frequent across the UK, water security is becoming increasingly important for maintaining productivity, livestock welfare and long-term business resilience.



ONE NEW HOME

for everything Kingshay.

We encourage you to visit www.kingshay.com to explore our new platform and discover improved access to services, training and industry insights now available in one convenient place.



www.kingshay.com

UPCOMING EVENTS

UK Dairy Day

UK Dairy Day returns on 16th September 2026, at Telford International Centre, and we will be in attendance once again! Make sure you swing by the Kingshay stand (F7) where our friendly team will be on hand to help you get the most out of your data, your herd, and your farm.



Visit www.ukdairyday.co.uk to find out more.

The Dairy Show

We will also be attending The Dairy Show at The Royal Bath & West on 7th October 2026, so come along to meet our team and grab a free copy of our recent Dairy Costings Focus Report! Find us in the Edmund Rack building!



01458 851555

www.kingshay.com

contact.us@kingshay.co.uk



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