



**Independent  
Dairy  
Specialists**



## ARE YOU READY FOR THE NEW FINANCIAL YEAR?

At the time of writing, the decision is still to be made as to how, when or even if, the UK will leave the EU. So, for the present, uncertainty remains certain. What we do know, whatever the outcome, farms will need to become more competitive to remain sustainable in the long-term.

Whilst this message is hardly a new one and ideas on how to put this into practice are far from novel. A change in actual behaviour is still lacking on many, although not all farms, hence the need to continue to talk about this topic.

Influencing your farm performance by making good decisions rather than worrying about issues out of your farm control is the only practical and productive way forward. With the advent of a new financial year, there is no better time to put in place enhanced financial monitoring to review what you are currently doing.

### Budget Monitoring

A recent survey carried out by European Dairy Farmers suggests that less than 50% of those who create a budget actually compare their prediction against their actual cash flow on a monthly basis.

A budget should really be treated as a working document and updated on a monthly basis to identify where and why there are variances (both favourable and adverse). Prudent financial planning requires taking into account the inevitability of change, to respond and adjust plans in a timely way. Take corrective action if targets are not being met and adapt the budget as your financial situation changes.

Prudent financial planning will build flexibility into maintaining and developing a business. This process is important to ensure changes in expenditure align with income and to enable spending priorities

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to be established as profitability fluctuates, both helping to inform business decisions and prepare for future volatility.

### AgriBudget

Partial and simple farm budgets can be formulated with a spreadsheet however, within more complex businesses, or when a formal proposal is required for a bank or other financial lender, a purposely designed budgeting program will allow a more comprehensive and accurate budget to be prepared and presented. Kingshay, in association with The Farm Consultancy Group, have developed AgriBudget to help you effectively manage, monitor and evaluate your farm finances and meet the demands of lenders. AgriBudget is a flexible farm finance planner, suitable for agricultural and non-agricultural enterprises, with a comprehensive range of reports.

# News

**April 2019**

### IN THIS ISSUE

- Are you ready for the new financial year?
- SWDDC Update
- Dairy Manager Update
- NEW "In My Field" Article by Paul Robinson
- Grass Seed Mixtures



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## SOUTH WEST DAIRY DEVELOPMENT CENTRE UPDATE

It is nearly twelve months since the cows arrived at the Agri EPI Centre's South West Dairy Development Centre, designed and operated by Kingshay. They are very settled in their state-of-the-art housing and as we emerge into Spring, will soon be enjoying their precision grazing. The network of cow tracks and the grazing gate system control their access to the A, B and C zones for eight hours each so that they get three fresh paddocks every day.

The cows are currently averaging 190 days in milk, giving 26.2 litres a day at an average 4.6% fat and 3.6% protein, on 2.7 milking's a day through the robot milkers. A small spring calving group are being introduced with fifteen heifers, which are due to calve in March to bring the herd up towards the 180 cow target.

Since January when we fully opened the visitor centre, built with sponsorship from Barbers Cheesemakers, ForFarmers, Galebreaker Agri, GEA and Zoetis, we have welcomed over 300 visitors. We are looking forward to welcoming many more in the future, especially at our open day on June 5th.

## SAVE THE DATE

JUNE

5

The South West Dairy Development Centre is opening its doors to farmers on Wednesday 5th June 2019.

The event will offer guests an opportunity to see the high-tech dairy in action and hear directly from the Agri-EPI and Kingshay staff about the innovations currently being trialled there. Projects include precision grazing, an in-line system measuring milk progesterone levels to assist fertility monitoring and the 5G RuralFirst project, which aims to ensure rural business are amongst the first to benefit from the advent of 5G connectivity.

All farmers are welcome to attend this free event. More information and booking information will be made available on [www.agri-epicentre.com](http://www.agri-epicentre.com) over the coming weeks.

## MEETING ROOM FACILITIES NOW AVAILABLE

The South West Dairy Development Centre has opened its meeting room and is now available to hire!

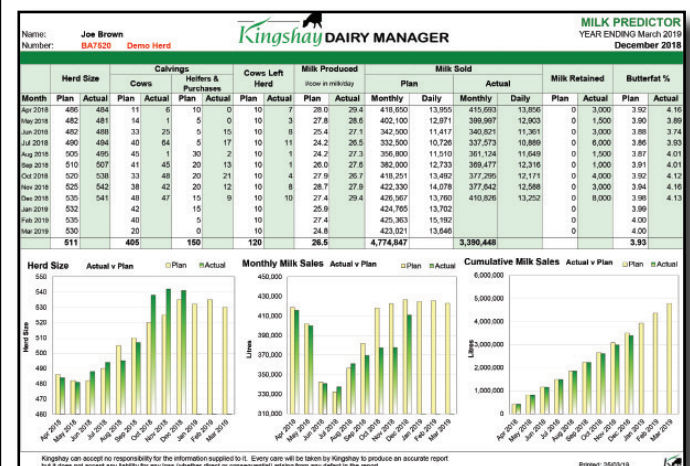
The room overlooks the working farm, whilst hosting meetings in a conference or board room style and can hold up to 50 people.

Farm tours can also be arranged.

If you would like to hold a meeting and/or have a look around the farm, please phone 01458 851555 or email [contact.us@kingshay.co.uk](mailto:contact.us@kingshay.co.uk)

## FREE OF CHARGE MILK PREDICTIONS FOR DAIRY INSIGHT MEMBERS

Kingshay can carry out a Milk Prediction for Dairy Insight members, Free of Charge as part of your membership, or we can supply an Excel program for you to do the predictions yourself for an additional £45 + VAT. You will receive a professional 12-month summary report to hand to your milk buyer. Any herds on the costings will also be able to track production against actual results each month with the Milk Predictor Report. All we need are details of cow & heifer calvings, culls and a target milk yield. Why not give it a go and compare the results for yourself? For more details, contact the Dairy Manager team on 01458 851555 or email [dairy.manager@kingshay.co.uk](mailto:dairy.manager@kingshay.co.uk)



## RECENT MAILINGS

Twice a month, Kingshay's farmer, consultant and vet members receive Insight publications and a Monthly Checklist and have access to previous ones in the members' area of the website at [www.kingshay.com](http://www.kingshay.com). Here are some highlights from those produced in recent months:

## HEIFERS AT TURNOUT

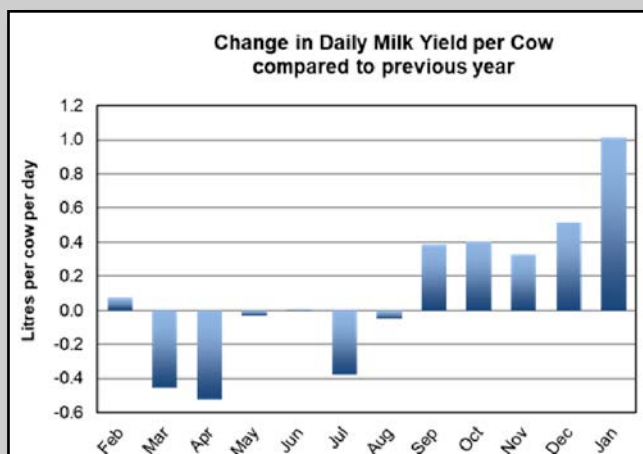
Consistent growth throughout their early years is essential to ensure heifers calve in at the most economical age at first calving of 24 months, but all too often turnout can set youngstock back.

## HIGHER MILK YIELDS CONTINUING THIS WINTER

Kingshay Dairy Manager herds are continuing to show high milk yields this Winter up 0.9% at 8,326 litres per cow this year, compared to 8,255 litres last year.

A slight decrease in milk prices for January 2019 was seen compared to the previous year (29.27ppl compared to 30.11ppl last year). Concentrate prices for January 2019 were £246 per tonne, a 11.8% increase compared to January 2018 when it was £220 per tonne. Feed costs have increased by 7% to 9.03ppl, this has resulted in a 6% decrease on monthly margins per litre, of 1.41ppl.

Yield from forage per cow has increased by 7% to 7.3 litres per cow per day in January 2019 compared to January 2018 when it was 6.8 litres. For full results go to [www.kingshay.com/dairy-costings/latest-results/](http://www.kingshay.com/dairy-costings/latest-results/)



## KINGSHAY'S FARMER MEMBERSHIP

For Farmers looking for a new approach

To sign up for the DAIRY *insight* Service contact

Kingshay on 01458 851555

[WWW.KINGSHAY.COM](http://WWW.KINGSHAY.COM)

## EDF-UK MEETING IN YORKSHIRE

In early March the EDF-UK group met in Yorkshire, looking at "The Potential for Expansion in the Vale of York". Over 30 attendees visited three progressive dairy farms, each with efficient milk production systems and who are all considering herd expansion. As with all EDF-UK meetings, each host shared their cost of production figures with the group, allowing for open discussion. Topics covered included the process of expansion, compact feeding and ammonia emissions, amongst several others.

The group also heard from Sophie Throup who is the Agricultural Manager with Morrisons and pig vet Paul Thompson, who shared his experiences developing bio-security practices, and the group discussed measures that could be implemented to benefit dairy farms.

The EDF-UK group will next meet in November in Somerset



and will be joined by other EDF members from across Europe. If you are interested in sharing your CoP in a European wide group or would like to join EDF-UK, please contact Richard Simpson at Kingshay.



The Somerset Women in Dairy Group was established by Kingshay's Sarah Bolt in November of last year.

Sarah is a founder member of Women in Dairy and sits on the national steering committee driving the Women in Dairy discussion groups and annual conference forward.

The meeting topics so far have been calf health (with the technical input from Ailsa Milnes, Veterinary Advisor for Boehringer Ingelheim Ltd, who are also national sponsors of the Women in Dairy initiative) and setting personal and business objectives along with goals to take you and your business forward.

The next Somerset Group meeting is planned for 10th July when discussion will centre around consumer marketing and what women in the industry can do to help promote dairy farming.

If anyone would like to get involved with their local Women in Dairy Discussion Group or would like to set one up, please contact the national co-ordinator for further details: [womenindairy@rabdf.co.uk](mailto:womenindairy@rabdf.co.uk) or visit the website at [www.womenindairy.co.uk](http://www.womenindairy.co.uk)



**WOMEN IN DAIRY ANNUAL CONFERENCE**  
18 SEPTEMBER 2019

## STRATEGIC WORM CONTROL

The three publications provide a comprehensive guide for developing a good worming strategy in conjunction with your vet. Anthelmintics are only one tool in the control of worms. Grazing management, vaccination and monitoring all have a role to play.

## MULTI-CUT SILAGE

Adopting a multi-cut silage system, which reduces the interval between silage cuts could be one way to help farmers maximise milk from forage - something nearly all respondents from a recent Kingshay survey identified as a priority.

Feedback on publications will be gratefully received, let Sarah know your thoughts on 01458 851555 or email [sarah.bolt@kingshay.co.uk](mailto:sarah.bolt@kingshay.co.uk)

## WELCOME BACK FELCITY

We are pleased to welcome back Felicity Gale to the Dairy Manager team after having baby Isabelle. She will be working Tuesday to Thursday and is more than happy to help answer any queries.



### CONTACT US:

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## WELCOME OPICO AS A NEW CORPORATE MEMBER

 **strautmann**

OPICO Limited is the UK's largest independent distributor of agricultural machinery, with over five decades of experience and knowledge of the trade. The company is the sole UK importer of several quality machinery brands including Strautmann, a market leading brand in livestock feeding, forage harvesting and muck spreading.

The Strautmann Verti-Mix range of vertical mixer wagons is available in a range of models including self-propelled models, all featuring the unique Strautmann Vario2 mixing auger. Designed to give the ration a more homogenous mix faster and therefore helping to maintain forage structure.

The Strautmann range of forage wagons all feature the unique Strautmann CFS pick-up, designed to spread the grass evenly across the whole width of the cutting rotor, providing a class-leading consistent chop length of 35mm to 44mm and superior chop quality, which all helps in the aim to get more milk from grass.

James Swan, Strautmann UK Product Manager at OPICO, said, "Kingshay are recognised as a leading centre of excellence in dairy farming and OPICO are delighted to be associated with them. I am looking forward to working with Kingshay as we work to the common goal of providing dairy farmers with the knowledge and expertise to increase efficiency and profitability".

### *"In My Field..."*

## KINGSHAY CONSULTANT PAUL ROBINSON SHARES HIS PASSION FOR TRANSITION COW MANAGEMENT

Managing the transition cow is one of the most critical parts of milk production and yet it still can be overlooked. Working with Premier Nutrition on their Transition Management System (TMS) has highlighted many areas, which require further improvement. The daily requirements of the close up dry cow of 1200g MP and 120 MJ ME are reasonably adhered to, but what about feeding 5.5 to 6.0kg NDF/head per day? When you go on farm and ask if they are eating a full diet, the answer is often, Yes! How do we really know? Rumen fill is a pretty good indicator and early evidence is showing that a dry cow with a consistent rumen fill of 4 or 5 could produce up to 5 litres/day more peak milk than a dry cow at rumen fill 3. This has a practical implication in trough design, push ups, finely chopped straw and feed space amongst others. Go out and monitor rumen fill and intakes closer.

See Kingshay's insight publication "What are your cows telling you about their ration?" for more details on rumen fill scoring.

To contact Paul Robinson call 07810 280292 or email [paulrobinsonagri@outlook.com](mailto:paulrobinsonagri@outlook.com)

## OUR SPRING GRASS SEED MIXTURES ARE OUT

*"Give your Cows what they like to eat"*

Kingshay supply a wide range of seed mixtures to suit your enterprise, choose from:

- Short term, IRG, Hybrid and Red Clover
- Silaging Mixes
- Grazing Mixes
- Sheep and Beef Mixtures
- Organic Seeds

Kingshay Members can benefit from discounted rates.

## A FURTHER DISCOUNT OF 5% APPLIES TO LARGE ORDERS OVER 25 ACRES