

## Kingshay Associate Consultants

Our team of Agricultural Consultants and Associates bring their skills and expertise to your door wherever you farm in the UK. Their advice is backed up by the latest research from Kingshay's independent trials and data, keeping you up to date and abreast of the latest developments in the UK dairy industry.

### Adrian Caine

#### P&L AgriConsulting

07950 912221

a.caine@pl-agriconsulting.co.uk

**Location:** Shropshire

**Areas Covered:** Shropshire Staffordshire, North & East Wales

**Expertise:** Strategic Planning, Dairy Benchmarking and Nutrition.

**Bio:** Consultant for 30 years. Trained by MMB farm management consulting in North Yorkshire/ Cumbria. Based in North East Wales for 25 years. Primarily dairy farm advice but increasingly offering diversified advice into non farming options.



### Peter Long

#### P&L AgriConsulting

07950 026619 / 01939 232788

p.long@pl-agriconsulting.co.uk

**Location:** Shropshire

**Areas Covered:** Shropshire, Cheshire & Staffordshire

**Expertise:** Business Management, Partnership Agreements, Nutrition, Grassland Management and Organic Consultancy.

**Bio:** 25 years experience delivering consultancy to a wide range of businesses from 100 acres to 2,000 acres. The key to good consultancy is understanding the individuals and designing a plan /system to meet not only their financial requirements, but also their personal goals.



### Peter Slark

#### P&L AgriConsulting

07966 027890

p.slark@pl-agriconsulting.co.uk

**Location:** Shropshire

**Areas Covered:** North Wales & West Midlands

**Expertise:** General Consultancy / NVZs and Organic.

**Bio:** Peter Slark has a wealth of practical farm experience and with over twenty four years on-farm consultancy experience. Peter has particular experience in technical dairy and ruminant management and business planning.



### Phil Clarke

#### P&L AgriConsulting

07950912230

p.clarke@pl-agriconsulting.co.uk

**Location:** Cheshire

**Areas Covered:** Cheshire, Shropshire & Staffordshire

**Expertise:** Cost of Production, Business Planning, Financial Planning, Business and Staff Management. All Aspects of Nutrition.

**Bio:** Studied at Newcastle upon Tyne University. Graduated and started working for Genus management in Devon, worked there for two years before moving to Cheshire in 1994. Started P&L Agriconsulting in 2004 concentrating on core consultancy, specialising in business management, Benchmarking / cop and all aspects of Nutrition. Also set up 2 buying groups trading over 20,000 tonnes of feed annually.



### Sarah Lea

#### P&L AgriConsulting

07903 021875

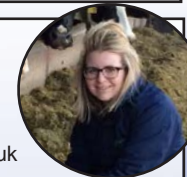
sarah.lea@pl-agriconsulting.co.uk

**Location:** Shropshire

**Areas Covered:** Shropshire, Welsh Borders & North Wales

**Expertise:** Ruminant Nutrition- Dairy, Beef and Sheep including Grazing Management. Financial Monitoring, Budgets and Cashflows.

**Bio:** Graduated from Harper Adams University with a BSc (Hons) Agriculture, being a Farm Consultant since 2013, alongside completing a Post Grad (Dip) in Ruminant Nutrition. Having a passion in nutrition and grazing techniques. But also able to critically appraise all agricultural businesses in terms of overall structure and practicality. Being a hands on consultant- with my own cattle and sheep enterprises.



### David Owen

#### Owen Farm Services

07740 651450

david@owenfarmservices.co.uk

**Location:** Scotland

**Areas Covered:** Scotland & North England

**Expertise:** Farm Business Management, Advisory/Business Planning, NVZ, IACS, and other compliance work. Robotic Milking and Diversification.

**Bio:** David started Owen Farm Services in 2013, with an aim to provide professional practical advice to clients. He provides a mixture of services to clients from SAF submission to a full budget and reporting services including bank work. Specialising in technology to make farmers day to day life easier and more efficient. FACTS qualified fertiliser advice is also delivered alongside NVZ, and environmental work (AECS).



### Will Phillips

#### P&L AgriConsulting

07939 474838

w.phillips@pl-agriconsulting.co.uk

**Location:** Shropshire

**Areas Covered:** All UK & Ireland

**Expertise:** Building Design Consultancy – Planning for all Ruminant Building Projects. Cad Drawings and Detailed Design Specifications. Waste Management Planning to meet Ssafo Regulations and Environment Agency Standards. Local Authority Planning Applications for Farm Buildings. Justification Reports for Farm Dwelling Applications.

**Bio:** Over 25 years in the dairy and ruminant industry working with farmers on technical and business improvements ranging from nutrition to business planning. Specialising now almost entirely on building and waste management projects large and small to arrive at cost effective farm building layouts. Service is tailor made for farmer to include planning permission and project management as required. Director and Co-founder of P&L AgriConsulting in 2002 after ten years with major UK consultancy company. Five years with National Feed Supplier as a ruminant specialist.



### Brian Leggat

#### Milk Supply Solutions

07722 714458

brian@milksupplysolutions.co.uk

**Location:** Wiltshire

**Areas Covered:** South of England

**Expertise:** Experience with HACCP and formulation of HACCP and Quality Systems for on Farm Processing. Milk Quality including Bactoscans, Thermoturic Counts and SCCs and Best Practice for Reducing Antibiotic Residue Failures. Red Tractor Farm Assurance Requirements and Animal Welfare Livestock Codes of Practice.

**Bio:** From growing up on a Dairy Farm in Sussex, Brian gained experience on the family farm and in New Zealand. He then spent time working for dairy companies, including farm support roles, advising on milk quality and milk supply issues, before setting up Milk Supply Solutions in 2018. Brian specialises in HACCP and milk quality systems for on farm processing, Milk Quality including Bactoscans, Thermoturic counts and SCCs and best practice for reducing antibiotic residue failures.



### Diana Allen

#### Quality Nutrition Management

07971 119128

diana@qnm.ltd.uk

**Location:** Wiltshire

**Areas Covered:** South West

**Expertise:** Ruminant Nutrition Management and Whole Farm Financial Management.

**Bio:** Diana Allen is a well-known and respected farm consultant with over 30 years' experience in the UK dairy sector. She has also consulted to farming organisations in Europe, USA and Canada. In 2005 she was awarded a Nuffield Scholarship to 'Improving cow comfort, nutrition and health to increase profit' which involved extensive travel to Canada, USA and Scandinavia. Diana is an experienced trainer and public speaker and is a member of the following professional organisations: British Institute of Agricultural Consultants, British Society of Animal Science, Institute of Agricultural Management, Nutrition Society – Accredited Nutritionist, Royal Association of British Dairy Farmers, Society of Feed Technologists.





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### Graeme Smith

#### Precision Nutrition

07947 563771

graeme@precision-nutrition.co.uk

**Location:** Somerset

**Areas Covered:** Southern England

**Expertise:** Profitable Dairy & Beef Production. Business Planning, Monitoring and Growth – Budgets/Cashflows. Staff Training, Management & Development. Robotic Milking Systems – Optimisation – Return on Investment. Fertility/SCC/Lameness – Trouble Shooting and problem solving.

**Bio:** Graeme has a passion for all things dairy, with over 27 years experience. Having graduated from Harper Adams University in 1993 and then undertaking various roles within BOCM Pauls for 12 years, before joining global animal health company Alltech, where he developed an interest in cow comfort, fertility, staff/team management and optimising milk/beef production. In 2015 Graeme set up his own farm nutrition/business consultancy, covering the South of the UK working with farms that cover the whole spectrum of production systems; from 2000 cow herds to Organic farms and everything in between. He now also works with robotic farms and systems, optimising robot performance, output and return on investment.



### John Bennett

#### Dairy Decisions

07967 732887

john@dairydecisions.co.uk

**Location:** Somerset

**Areas Covered:** South West plus Wiltshire, Hampshire & Sussex

**Expertise:** Financial Monitoring, Nutrition, Grassland and Forage & FACTS Qualified.

**Bio:** John is Director of Dairy Decisions, an independent consultancy company assisting strategic decision making on dairy farms, whilst working in partnership on the family 250 cow dairy farm in South Somerset. He has a focus on financial monitoring, efficient forage production and balanced nutrition.

With large herd management experience with high yielding herds, John is specialised in advising dairy farming businesses to improve animal health, welfare and farm profitability. He contributes to the knowledge transfer delivery to farmers and industry through talks, workshops and 1-to-1 on-farm consultancy. He is a trained HowsmyHerd assessor on cow comfort, buildings and environment, as well as animal health including fertility, mastitis and lameness. He is skilled in grazing management, with a particular interest in improving milk from forage.



### Mike Feneley

#### Haines Watts Rural Business LLP

07974 707317

mfeneley@hwca.com

**Location:** Devon

**Areas Covered:** South of England

**Expertise:** Dairy Technical Consultancy, Business Consultancy, Grants & Diversification.

**Bio:** Passionate about the farming industry and have been in consultancy in Devon and Cornwall for 30 years offering both technical and financial advice to the agricultural sector. A very experienced Agricultural Consultant who also has practical working experience in various farming roles both in the UK and overseas. Involvement in assisting clients with different means of marketing their produce and in diversification projects. An approved Consultant on the South West Register, a member of Cornwall Branch of the Institute of Agricultural Management, also a member of BIAC and the Kingshay Farming Trust. Mike is able to offer you a wide range of services within his role as a Business Consultant as part of a Chartered Accountancy practice. Mike is a partner in the Haines Watts Rural Business LLP.



### Paul Robinson

#### Paul Robinson Agriculture Ltd

01482 870195 / 07810 280292

paulrobinsonagri@outlook.com

**Location:** East Yorkshire

**Areas Covered:** Yorkshire, Lincolnshire, Cumbria & County Durham

**Expertise:** Budgeting, Nutrition, Cow Welfare and Building Design & Forage Planning.

**Bio:** Paul has been involved with dairy cows most of his working life. His career started on the family's South Pennines dairy farm near Halifax, West Yorkshire. He has spent 12 years as a herd manager on farms and 8 years managing farms. Paul graduated from Newcastle University in Farm Business Management and was awarded a Nuffield Scholarship in 2008 to study fertility management of high yielding cows. This meant a fantastic opportunity to visit Saudi Arabia, North America and Sweden. Whilst in America he spent time with the renowned nutritionist Mary Beth D'Ondarza in Northern Vermont. The Nuffield Scholarship allowed Paul to help the initial stages of Premier Nutrition's Transition Monitoring System (TMS). The TMS takes key measurable criteria and plots the success of a farm's transition cow management. Paul has been linked to Kingshay since 2007 and values their independent research and backup. He has a practical approach to on farm consultancy and works with herds from 50 cows on a robot to 850 cows milked 3 times a day, with every system in between.



### Simon Smith

#### Smith Farm Consulting

07711 491652

simon@smithfarmconsulting.co.uk

**Location:** Oxfordshire

**Areas Covered:** Warwickshire, Oxfordshire, Buckinghamshire, Berkshire, Gloucestershire, Wiltshire, Northamptonshire, Bedfordshire

**Expertise:** Nutrition, Business Planning, Staff Management, Financial Budgeting & Scenario Modelling.

**Bio:** Having had 22 years of a successful career in the feed and animal health industry, in national management roles at the same time as managing his own customer portfolio, Simon has formed his own company specialising in independent nutrition and farm business management for the dairy, beef and sheep sectors. Areas of specific interest include nutrition and herd management, ration formulation, with a particular focus on the dry and transition periods, enterprise costings and budget formulation as well as general business and animal management advice.

