



CHANGE IS IN THE AIR

With the change in leadership at the top of government including a new DEFA Secretary of State, understanding how the government is working with farmers in England will probably take time to emerge. Since the withdrawal from the EU in 2020, UK agriculture is going through the biggest change in a generation. At the same time farmers are facing an increasingly challenging situation in which to produce food for the nation, protect the environment and manage unprecedented levels of input cost inflation.

The phasing out of traditional subsidies sees the introduction of the Sustainable Farming Initiative (SFI), one of the three parts of the new Environmental Land Management Scheme (ELMS), with a focus around a set of standards with three ambition levels.

This represents a particular opportunity when it comes to the Improved Grassland Soils Standard, where to achieve the payment, you must carry out a soil risk assessment and management plan within 12 months of your agreement, for all the land entered into the improved Grasslands Soils SFI. See SFI Assessing Risks & Soils Management Plans. Our latest Business Insights covers this in detail, including a template for your plan.

Many dairy farmers are now carbon footprinting their enterprises, highlighting the growing pressure for reducing GHGs. An area often overlooked from a carbon footprinting point of view is the effects of animal health status on GHG emissions from livestock. However, there are numerous scientific studies that

now recognised that animal health status has direct and indirect effects on GHG emissions per unit of livestock product. One example focus area where gains can be made is around the cost of infertility. High milk prices and input costs offer tremendous opportunity for small amendments to have a big impact, and fertility is a key area for dairy producers to monitor and make improvements.

With milk prices approaching 50ppl, In the **Dairy Costings Focus Report 2022**, Kingshay have updated the calculations based on current milk prices, cull cow values and concentrate costs, where we have seen the cost of an extended calving interval rise to over £6 per day based on an interval of 385 days and above. The report also showed there is progress being made with calving interval being rolled back by four days to 393 days and services to conception also improved to 2.3 services per conception. While there was no change to conception rate (38%) and culling for infertility (6.7%), there was an improvement in both the 100 day in calf rate and 200 day not in calf rate, the latter falling sharply from 16% to 13%.

In summary, it is important for dairy farmers to keep the focus on efficiencies to maximise potential income. Marginal gains add up and bolster bottom line, especially in the current economic environment with ongoing cost inflation. Herd health and fertility play a key part in farm profitability and financial stability.

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NEW RECRUITS



Ben Barnett

Ben joined Kingshay in Summer 2022 as a mobile app developer. Previously a dairy herd manager, he will be using his dairy farming and development experience to help create mobile tools which integrate with the various Kingshay projects.



Helen Axe

Helen joined Kingshay in Summer 2022 as a web developer. She has many years development experience working in a wide variety of industries and is interested in all elements of software design from user experience and accessibility to databases.



NEW FARMIQ COURSE

Our latest course is designed to introduce you to the scientific principles behind milking cows, and how they can be practically applied in a farm environment. This Managing Milking Protocols is a vet-led course that gives an indepth explanation to the main procedures of milking and is great for extra CPD for your farm workers.

WE SAY GOODBYE TO TEAM MEMBERS

Emily Carter



It is with mixed emotions that we have had to say cheerio to Emily Carter as we wish her the greatest luck and enjoyment in pastures new. Emily worked for Kingshay for 12 years and she was instrumental in many major projects throughout her time at Kingshay. Emily worked really hard in her role and all team members enjoyed working with her, she will be greatly missed by all the team.

Hayley Tincknell

We say farewell to Hayley Tincknell. Hayley joined the Dairy Manager team in 2019, then took over Kingshay's marketing and social media. Unfortunately Hayley has decided not to return after her maternity leave, due to family commitments and helping with the family farm. We wish her all the best and thank her for her dedication to Kingshay.





FIND US IN EDMUND RACK

We are attending The Dairy Show on 5th October



RECENT PUBLICATIONS

Twice a month, Kingshay's farmer, consultant and vet members receive Insight publications, a Monthly Checklist and have access to previous editions in the members' area of the website at www.kingshay.com. Heres some highlights from those produced in recent months:



Assisted Calving



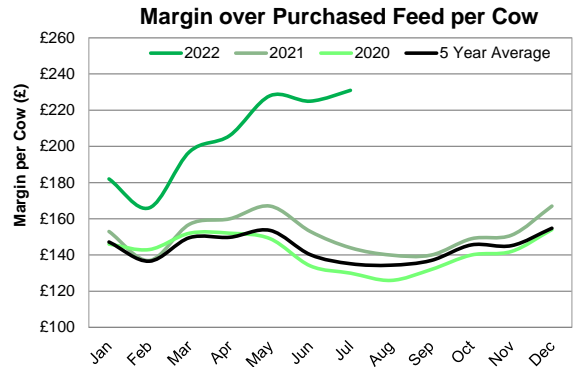
DAIRY MANAGER UPDATE

Monthly Results	May-22	Jun-22	Jul-22
Milk Yield (l/cow/day)	27.5	26.5	25.8
Change on last year	-1%	-2%	1%
Milk from Forage (l/cow/day)	11.5	10.6	9.8
Change on last year	-3%	-5%	1%
Milk Price (ppl)	40.2	42.9	45.9
Concentrate Use (kg/cow/day)	7.4	7.4	7.4
All Purch. Feed Costs (ppl)	9.7	10.5	10.9
MOPF (£/cow)	£230	£221	£230
Change on last year	38%	45%	58%

Overall, the margin over purchased feed per cow was 58% higher in July 2022 at £231/cow, compared to £146/cow last year. Although this needs to cover other costs that have also risen significantly and will continue to do so, such as fuel, fertiliser and electricity costs.

Sign up to Dairy Manager today and receive the first 2 months free. Kingshay Members get the Regular package included in their membership.

Analysis of herds using Kingshay's dairy costings service are continuing to show a significant increase in milk prices, up by 52% to 45.9 ppl in July 2022 compared to the same month of the previous year - the highest average milk price ever recorded. Whilst milk prices were higher, concentrate prices per tonne also continued to increase by 18% to £351/tonne compared to July 2021. Total concentrate use stayed the same at 7.4kg/cow/day in July 2022, however all purchased feed cost/litre rose by 32% to 10.86ppl.

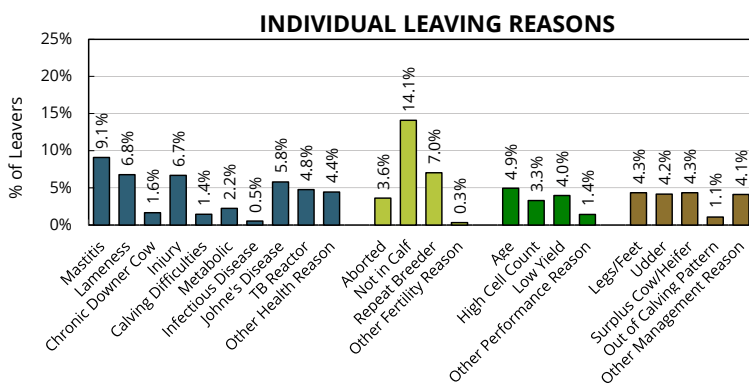


DAIRY COSTINGS FOCUS REPORT 2022 - COSTS OF MASTITIS

With milk prices averaging 45.9ppl for July, any inefficiencies or health incidences that impact milk production, such as mastitis, will be more costly to producers.

The Dairy Costings Focus Report estimated the cost per case for mastitis to be £334, an increase of £90 per case on last year. This was using a milk price of 42ppl compared to 28.4ppl used the previous year. This cost per case will rise if milk prices increase further.

Culling due to mastitis related issues rose from 7.9% to 9.1% of cows leaving the herd, which led to average mastitis cases being 2 cases lower than the previous year.



Calculate potential savings for your herd using the "Potential Mastitis Saving" calculator in the FREE Kingshay App.

GET IT ON **Google Play**

Download on the App Store

A **FREE** copy of the Dairy Costings Focus Report can be downloaded at www.kingshay.com

Kingshay's Health Manager service uses your actual milk price and culling rate for mastitis to calculate mastitis costs for your herd. Contact the Dairy Manager team for more details.



Sustainable Parasite Control



Dealing With Hot Weather and Drought



Completing Soil Assessments

“IN MY FIELD” It’s never too early to plan for 2023!



Written by Sarah Bolt, Kingshay’s Technical Knowledge Exchange Manager

Five reasons to test your soil...

- 1 Soil testing gives valuable information and helps you improve your soil’s health.
- 2 You will not waste money on unnecessary fertiliser inputs if you match applications to crop requirements.
- 3 Avert nutrient leaching and diffuse pollution by avoiding over-fertilisation.
- 4 Avoid soil degradation, apply enough fertiliser to meet crop requirements and improve soil reserves, where necessary.
- 5 Improved soil health implies improved productivity and profitability.

Healthy soils combined with sound forage/crop management are essential in livestock production systems. Indeed, soils are fundamental to agriculture, without healthy soils farming is neither profitable nor sustainable. *When was the last time you checked your soils?*

Autumn, following harvest is always a good time to assess your soils. Many practical aspects of soil evaluation can be assessed in the field. Grab a spade and walk the fields now!

Planning a nutrient management plan in plenty of time will also reap dividends. Analysing soil nutrients (P, K, Mg & pH), is not only a necessity for complying with the Farming Rules for Water (2018), but also important for your farm efficiency. Determining the status of your soil means that nutrients can be applied to meet the crop requirements, avoiding the extra cost of unnecessary applications, or adversely affecting yields by undersupply.

You may also want to consider applying for the Sustainable Farming Incentive, Improved Grassland Soils Standards. To achieve the payment of £28 per hectare for the introductory level, you must test for soil organic matter for all the parcels of land entered into the agreement, undertake a soil assessment and management plan, and ensure that no more than 5% of the land is left bare over winter. The aim of this payment is to improve soil health, structure organic matter and biology. In my opinion, farmers should already be considering all these aspects of their soil management to make the most of their soils and improve their resilience. So, everything is to gain by entering land into this scheme.

SOIL ANALYSIS
Get the most from your soil!
Order your analysis today by contacting the office



UK Dairy Day 2022

We attended the UK Dairy Day and met many familiar faces, as well as new ones. During the day, we asked producers their views of their dairy business, taking into account their production system. The general results showed a high level of optimism among participants, although when it came to profitability, there was uncertainty going forward on production costs relative to milk price. If milk prices start to drop, then that will have an impact on financial performance. Kathryn Rowland also spoke at a seminar on “Trends in UK dairy herds – performance, feed efficiency & health”, in particular, discussing the impact of milk prices on health & fertility.

01458 851555
www.kingshay.com
contact.us@kingshay.co.uk

  
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