Kingshay

Providing Evidence-Based Livestock Solutions

DAIRY COSTINGS FOCUS

Annual Report 2024

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- MILK PRICE & INPUT COSTS ANALYSIS
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WELCOME

The 13th edition of our Dairy Costings Focus Report highlights key trends in margin over purchased feed (MOPF), feed efficiency and herd health & fertility over the past 12 months. We draw on data from 1,068 conventional herds and 83 organic herds using our dairy costings service for the period ending March 2024.

Yet again, another challenging year for milk producers. The previous year we talked about rising milk prices and the dry summer of 2022 impacting on margins. This time we are talking the opposite, having seen the wettest 18 months on record, alongside falling milk prices and sticky overhead costs! Leading producers are seeing the benefit of focussing on efficiencies, implementing achievable changes and monitoring the impact on margins, now more than ever. Comparisons to similar production systems can be found on page 6, with **NEW** charts showing the range of margin over purchased feed (MOPF) for each type of system.

Assessing accurate on-farm data can help with celebrating success and achievements with the farm team and all others involved in the smooth running of a dairy business. Our **Dairy Manager** costings service has a range of service levels from level 1 (MOPF) right through to Level 4 (costs of production). By capturing data already available on-farm and utilising that data further, we can provide independent benchmarking comparisons.

If you have any queries regarding this report contact Kathryn Rowland, Kingshay's Senior Farm Services Manager.

For more information on Kingshay and our **Dairy Manager** costings service visit www.kingshay.com.

Call **01458 851555**
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SUMMARY

There is always plenty to write about each year for this annual report. We have tried to stay positive with the take home messages within this report, but it is hard this year, with lower milk prices and extreme wet weather conditions impacting on the margin over purchased feed results.

Milk prices have fallen since they peaked in December 2022, averaging nearly 51 ppl back then (**see page 8**). The bottom of the trough was reached in July 2023 (averaging 36.49 ppl). Since then milk prices have steadily risen, but for many are still not covering the full costs of production and giving a fair return for family labour. Overhead costs remain stubbornly high and it has been challenging to strip costs out.

Assessing trends over the last 10 years (**see page 4**), average herd size (219 cows in herd) and stocking rates (2.39 cows/ha) continue to grow. With the challenging weather conditions (very wet across all regions), milk yields have stagnated since 2020, and were slightly lower than last year at 8,441 litres per cow (**see page 9**).

At least bought in feed costs dropped to 12.02ppl from 12.31ppl last year but are still a lot higher than previous years - 10 years ago it was 8.64ppl, when milk prices were at 32.24ppl. This has impacted the milk price to feed price ratio which has fallen from 1.29 to 1.13.

There has been a 3% decrease in milk from forage yields compared to last year (**see page 9**), although when comparing milk from forage by region, Scotland have increased their figure by 16% (**see page 10**).

Herd health has improved in nearly all areas with mastitis cases dropping by 3 cases to average 26 cases per 100 cows (**see page 18**). The most noticeable trend was in lameness cases which saw a rise of 4 cases per 100 cows this year, even though culling for lameness was similar to last year (**see page 20**). When looking at mobility score results, they were identical to last year with 5.9% of the herd scoring a 2 or 3, indicating a shift in the recording of lameness cases.

The cost of an extended calving interval has dropped from £5.89/day per cow to £4.88/day, mainly due to lower milk prices (**see page 19**). Other fertility trends have also improved to match those recorded in 2021/22. Culling for infertility related reasons have also dropped back down to 6.7% of the herd.

There is still a wide range in efficiencies when comparing production systems (**see page 6**). All year-round calving herds with a housing focus again produced the greatest margin per cow (£2,495 per cow), with low to moderate yielding organic herds leading on a per-litre basis (33.09 pence per litre).

Similar trends in milk prices were seen in organic herds with margin over purchased feed per cow dropping by 13.9% to £2,048 per cow (**see page 21**).

Key Report Trends (for the period ending March 2024)

Milk yields

Similar to last year at 8,441 litres per cow

(See page 9)

Number of herds

1,068 - conventional herds

83 - organic herds

Milk from forage

Down 3% to 2,691 litres per cow

(See page 9)

Herd size

Rose by 1% to 291 cows in herd

(See page 9)

Feed use (See page 9)

All purchased feed use - 2,984 kg/cow

Organic trends

Organic milk prices fell by 10% to 45.62ppl

(See page 21)

Feed costs

Fell to 12.02ppl (with Conc. prices at £339/t)

(See page 9)

Milk prices

Averaged 38.2 ppl (down 17% from 46.2ppl last year)

(See page 8)

HEALTH TRENDS

Mastitis cases

Fell by 3 cases to 26 cases per 100 cows

(See page 18)

Lameness cases

Rose by 4 cases to 37 cases per 100 cows

(See page 18)

MOPF per cow

£2,210 per cow

MOPF per litre

26.2 pence per litre

(See page 4)

Fertility trends

The cost of an extended calving interval dropped to £4.88 per day

(See page 19)

Cow longevity

50.2% of cows leave the herd within their first 3 lactations

(See page 20)

TRENDS OVER THE PAST 10 YEARS

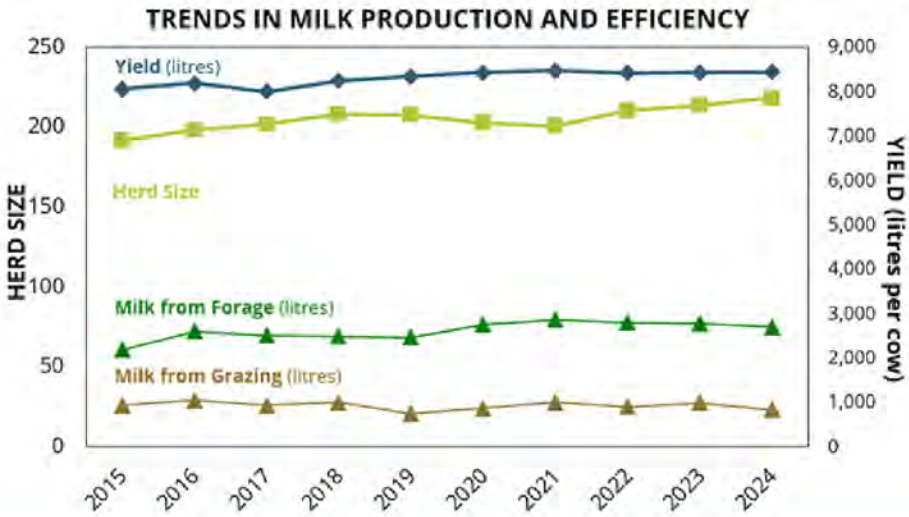
Longer term trends provide a useful snapshot of the direction in which the industry is heading – and unsurprisingly herd size continues to grow at a steady rate. In the year to March 2024, herd size averaged a record high of 219 head, while stocking rates also reached a record high of 2.39 cows/ha.

Although milk yields have been relatively static in the mid 8,000 litres/cow range since 2019, the long-term trend is still slightly upwards, while milk solids reached a new record of 646kg/cow. That is nearly an 11% increase over the past decade, compared to a 5.4% rise in milk yield, and is likely due to producers focussing on feed efficiency and fulfilling their milk contract requirements.

Indeed, concentrate use reached a record high of 2,753 kg/cow in 2023/24, despite prices remaining the second highest on record, but slightly below last year, at £339/t. The past two years have seen the greatest spending on other purchased feed, at around £80/t, putting total purchased feed costs at £1,012/cow versus £692 a decade ago.

Meanwhile, milk prices have fluctuated from what was a relatively high 32.24ppl in 2014 to a low of 23.65ppl in 2017, and a high of 46.18ppl last year before settling to average 38.19ppl in 2023/24.

ANNUAL ROLLING RESULTS					
Holstein/Friesian, Conventional Herds	**Year Ending Mar 2004**	**Year Ending Mar 2014**	**Year Ending Mar 2024**	**Difference 10 years ago**	**% Change**
Cows in herd	131	185	219	34	18.4%
Stocking rate (cows/ha)	2.16	2.25	2.39	0.14	6.2%
MILK PRODUCTION					
Milk yield (litres/cow)	7,362	8,010	8,441	431	5.4%
Yield from all forage (litres/cow)	2,794	2,280	2,691	411	18.0%
Yield from grazed forage (litres/cow)	1,252	834	840	6	0.7%
Total yield from forage (%)	38%	29%	32%	3%	11.9%
Butterfat (%)	4.00	4.03	4.31	0.28	6.9%
Protein (%)	3.28	3.29	3.37	0.08	2.4%
Bactoscan ('000)	29	27	26	-1	-3.7%
Cell count ('000)	179	169	159	-10	-5.9%
Milk price (pence/litre)	18.29	32.24	38.19	5.95	18.5%
Total milk value (£/cow)	1,347	2,582	3,224	642	24.9%
Milk price : feed price ratio	1.40	1.29	1.13	-0.16	-12.6%
FEED					
Concentrate use (kg/cow)	2,055	2,474	2,753	279	11.3%
Concentrate use (kg/litre)	0.28	0.31	0.33	0.02	6.5%
Concentrate price (£/tonne)	131	250	339	89	35.6%
Other purchased feed cost (£/cow)	20	73	80	7	9.6%
Total purchased feed cost (£/cow)	289	692	1,012	320	46.2%
Total purchased feed cost (p/litre)	3.93	8.64	12.02	3.38	39.1%
All P. Feed @ 86% DM equiv. (kg/cow)	2,250	2,772	2,984	212	7.6%
MARGIN OVER PURCHASED FEED (MOPF)					
MOPF (£/cow)	1,058	1,890	2,210	320	16.9%
MOPF (pence/litre)	14.37	23.60	26.18	2.58	10.9%



As a result, margins have followed suit, dropping from £1,890/cow or 23.59ppl in 2014 to £1,337/cow and 16.71ppl in 2017. They peaked at a record £2,863/cow (33.86ppl) last year before dropping back to £2,210/cow (26.18ppl) this year.

It is clear that, despite the vagaries of the weather and feed costs, and the improving technical performance of farms, margins remain inextricably linked to milk price, meaning it is essential to continue to hit milk contract targets to maximise money in the bank.

Analysis of organic herd trends can be found on page 21.

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PRODUCTION SYSTEMS

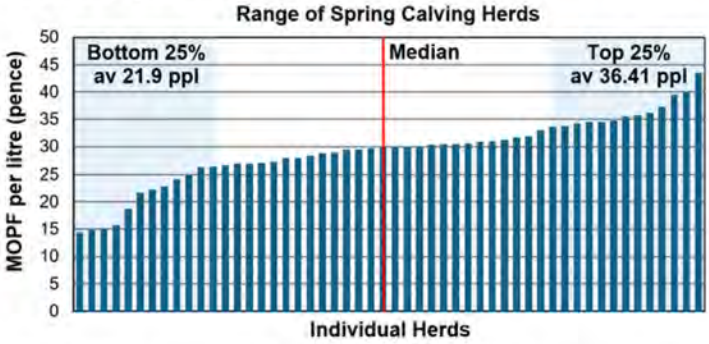
Spring calving herds bore the brunt of lower milk prices in 2023/24, with a 20% drop in average prices combined with reduced grazing days and milk from forage battering margins down. In contrast, high yielding organic herds fared the best, with just an 8% milk price drop helping to shore up margins.

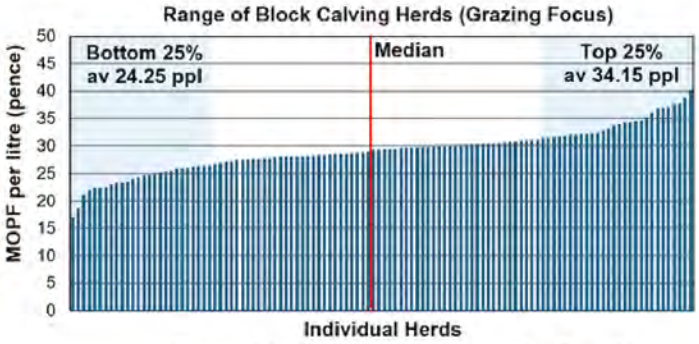
Block Calving Herds (Spring, Autumn or split block)

Spring calving herds suffered a 28% drop in margin over purchased feed, to 28.68ppl. They were the only ones in this group to increase yields, despite nine fewer days' grazing than last year but they fed more purchased feed to achieve those results. Their culling rate also increased, from 24% to 29%, leading to a reduction in herd size to 192 head.

Block calvers with a grazing focus managed a two-day increase in grazing days, while those with a housing focus managed 17 days more grazing than last year. Even so, both systems produced less milk from forage and suffered an 18% reduction in milk price, resulting in 22% and 23% lower margin over purchased feed, respectively, on a per-cow and per-litre basis.

Conventional Herds, All Breeds	Spring Calving Herds	Autumn / Split Block Calving (Grazing Focus)	Autumn / Split Block Calving (Housing Focus)
Cows in herd	192	206	222
Stocking rate (cows/ha)	2.83	2.26	2.23
MILK PRODUCTION			
Milk yield (litres/cow)	5,815	6,530	8,677
Yield from all forage (litres/cow)	2,739	2,779	3,067
Yield from grazed forage (litres/cow)	1,871	1,077	517
Number of days grazing	256	245	186
Total yield from forage (%)	47%	43%	35%
Milk solids (kg per cow)	462	533	676
Milk price (pence/litre)	38.41	39.39	38.47
Milk price : feed price ratio	1.12	1.17	1.16
MARGIN OVER PURCHASED FEED (MOPF)			
MOPF (£/cow)	1,668	1,894	2,347
MOPF (pence/litre)	28.68	29.00	27.05

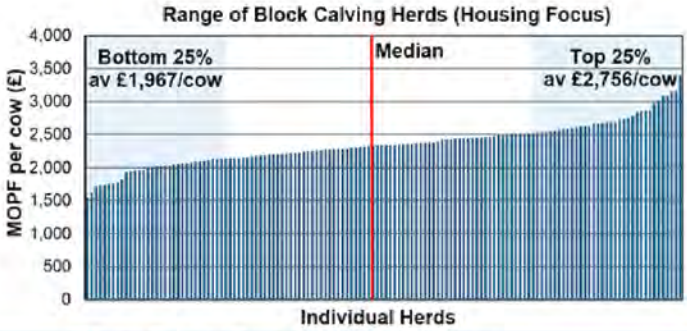




These bar charts highlight the range of margin over purchased feed for individual herds, either by pence per litre or £ per cow. For each production system, there is a similar "wedge", and range of efficiency.

At Kingshay we often get asked "Which system is more profitable?" It is not that simple to answer when looking at averages/medians alone.

The question should be "How does my herd compare to others within the same production system?".



Calving Pattern	Grazing Days (per year)	Production System	
Spring Block Calving (70%+ of herd calving in Feb, Mar & Apr)	Typically above 200 days grazing*	**System 1** Spring Calving Herds	5% of conventional herds
Autumn Block Calving (70%+ of herd calving in Aug, Sep & Oct) OR **Split Block Calving** (70%+ of herd calving in Feb, Mar, Apr & in Aug, Sep & Oct)	Above 200 days grazing*	**System 2** Block Calving, Grazing Focus	11% of conventional herds
	Less than 200 days grazing*	**System 3** Block Calving, Housing Focus	13% of conventional herds
All Year Round Calving	Above 160 days grazing*	**System 4** All Year Calving, Grazing Focus	29% of conventional herds
	Less than 160 days grazing*	**System 5** All Year Calving, Housing Focus	42% of conventional herds

How to select your system

Splitting out & analysing herds further than the standard "calving pattern" split, enables more focus on efficiency for herds with either a grazing or housing focus (based on days grazing). Otherwise 71% of herds using Kingshay's dairy costings service would fall in the "all year round calving" bracket. Herds with more of a "housing focus" may achieve higher yields, but overhead costs will also be higher. The income/cost profile and key performance indicators (KPIs) of these herds will also be very different.

Organic Herds (All Breeds)	Less than 6,250 litres per cow**	**System 6** Organic, Low or Moderate Yield	43% of organic herds
	Above 6,250 litres per cow**	**System 7** Organic, High Yield	57% of organic herds

* Where you have more than one grazing group, use a weighted average.
e.g. A 250 cow herd with 150 high yielders grazing for 170 days a year and 100 lower yielders grazing for 220 days then:
(150 cows x 170 days) + (100 cows x 220 days) = 47,500 grazing days.
47,500 days / 250 cows = an average of 202 grazing days.
** Yield is the average milk production per cow within a 12-month period.

PRODUCTION SYSTEMS (Contd)

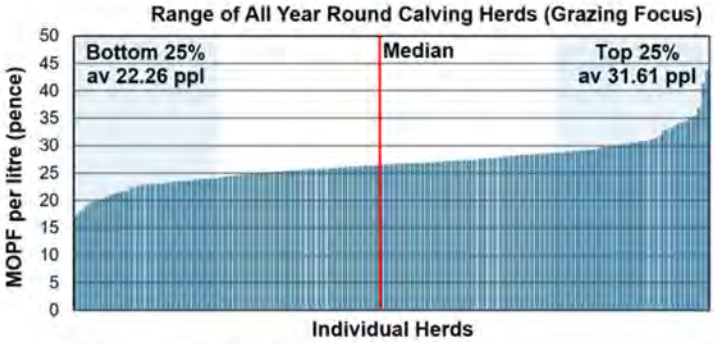
All Year Round Calving Herds

Year-round calving herds managed to increase yields this year, but both housed and grazing focused herds faced a drop in milk from forage.

The housing focused herds increased their total milk solids, despite having a slightly higher milk price to feed price ratio, and therefore managed a marginally lower milk price reduction, at 17% versus the grazing focused herds' 18% cut, year-on-year. Margins dropped by 22% and 23%, respectively, on a per-cow and per-litre basis.

Given the lower milk prices and feed costs it is hardly surprising that the gap between the top and bottom quartile of herds has narrowed this year, but there still remains a big difference between them, regardless of system. Indeed, among year-round calvers with a housing focus, the gap is £1,104/cow – the greatest gap within any of the systems, albeit with an average that tops the overall table.

Conventional Herds, All Breeds	All Year Round Calving (Grazing Focus)	All Year Round Calving (Housing Focus)
Cows in herd	173	258
Stocking rate (cows/ha)	2.37	2.52
MILK PRODUCTION		
Milk yield (litres/cow)	6,835	9,742
Yield from all forage (litres/cow)	2,559	2,570
Yield from grazed forage (litres/cow)	997	253
Number of days grazing	207	140
Total yield from forage (%)	37%	26%
Milk solids (kg per cow)	545	758
Milk price (pence/litre)	37.75	38.43
Milk price : feed price ratio	1.10	1.14
MARGIN OVER PURCHASED FEED (MOPF)		
MOPF (£/cow)	1,813	2,495
MOPF (pence/litre)	26.53	25.61



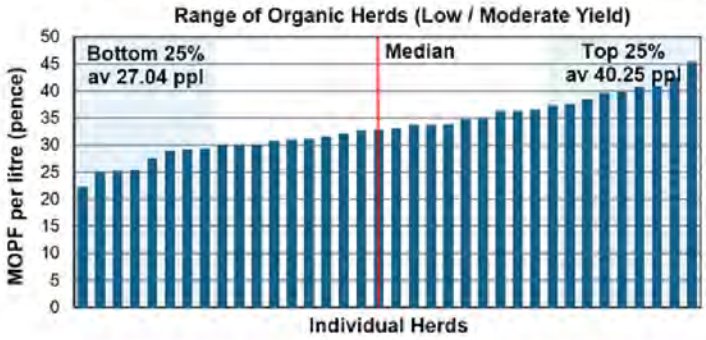
Organic Herds

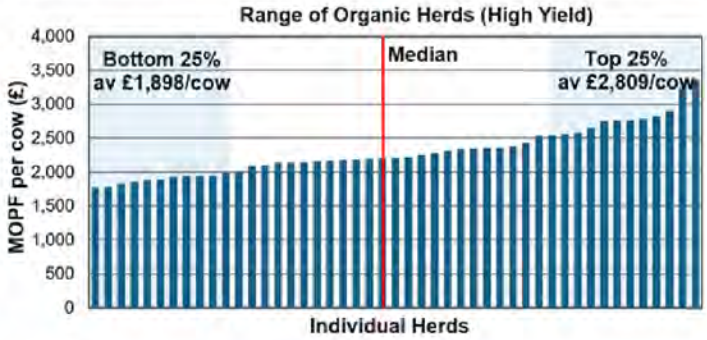
Organic herds managed to minimise the drop in margins seen across the dairy industry last year, due to strong milk prices compared to their conventional counterparts. After a few difficult years for the organic sector, demand has improved, meaning milk prices only weakened by 11% among low-to-moderate yielding herds, and 8% among high yielding herds.

Both groups increased their herd size and reduced culling rates, and although both overall yields and milk from forage dipped, high yielding herds actually managed to increase milk from grazing – despite fewer grazing days. It is possible that forage quality held up better among organic producers than their conventional counterparts.

It is unsurprising that low-to-moderate yielding herds remained at the top of the table on a margin per litre basis, at 33.09p, with high yielding herds second only to all year round calvers with a housing focus, at £2,308/cow.

Organic Herds, All Breeds	Low / Moderate Yielding Herds	High Yielding Herds
Cows in herd	268	224
Stocking rate (cows/ha)	1.83	1.90
MILK PRODUCTION		
Milk yield (litres/cow)	5,189	7,150
Yield from all forage (litres/cow)	2,938	3,099
Yield from grazed forage (litres/cow)	1,941	1,603
Number of days grazing	216	228
Total yield from forage (%)	57%	43%
Milk solids (kg per cow)	408	530
Milk price (pence/litre)	44.98	46.28
Milk price : feed price ratio	0.87	0.93
MARGIN OVER PURCHASED FEED (MOPF)		
MOPF (£/cow)	1,717	2,308
MOPF (pence/litre)	33.09	32.28



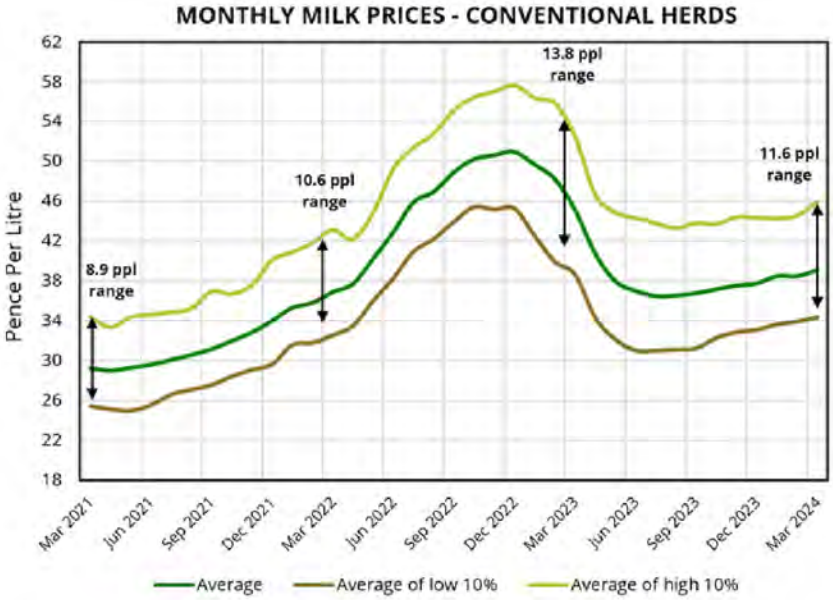


MILK PRICE ANALYSIS

And so the roller-coaster continues! The past year has seen appreciable despondence among dairy producers, as prices have plunged from the heady heights witnessed in December 2022. From their (average) peak of almost 51ppl back then, they had already dropped to average 45.14ppl by March 2023. But more was to come: by July the average price was down to just 36.49ppl.

Over the autumn, milk production started to weaken due to lower quality forage made last year, and continued to run behind 2022/23 for the rest of the milk year. Prices therefore stabilised and slightly improved, ending the milk year at 39.11ppl.

However, since then there has been a considerable shift in the market dynamics. Dairy purchasers had been expecting prices to drop amid the spring flush, and had therefore abstained from the market. But the exceptionally cold, wet, late spring meant milk production across the UK and Europe did not reach the expected peaks, catching milk buyers unawares. April, May and June therefore saw a flurry of activity, pushing prices back up over 40ppl, supported by firmer global commodity prices.



As would be expected, the range between the top and bottom milk prices has fluctuated, along with the average, widening to a peak of 13.8ppl in March 2023 before narrowing to 11.6ppl in March 2024.

Best Vs Lowest Milk Price Contracts - Calculated based on a level supply

Year ending		Mar 19	Mar 20	Mar 21	Mar 22	Mar 23	Mar 24
Top	ppl	32.97	33.52	32.80	40.55	52.95	44.98
Bottom	ppl	26.37	25.08	25.34	33.81	37.49	32.00
Difference	**ppl**	**6.60**	**8.44**	**7.46**	**6.74**	**15.46**	**12.98**

Source: AHDB Dairy

So what does the future hold? There's no crystal ball when it comes to commodity markets, but it's clear that British milk pricing is changing as consumers demand more. Given the focus on climate change, milk processors like First Milk are already offering premiums for regenerative farming practices. Going forward, it is likely that the range in pricing even within contracts – let alone between them – is going to widen.

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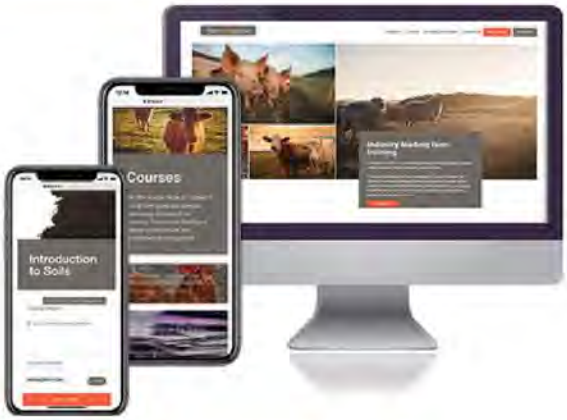

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MILK FROM FORAGE

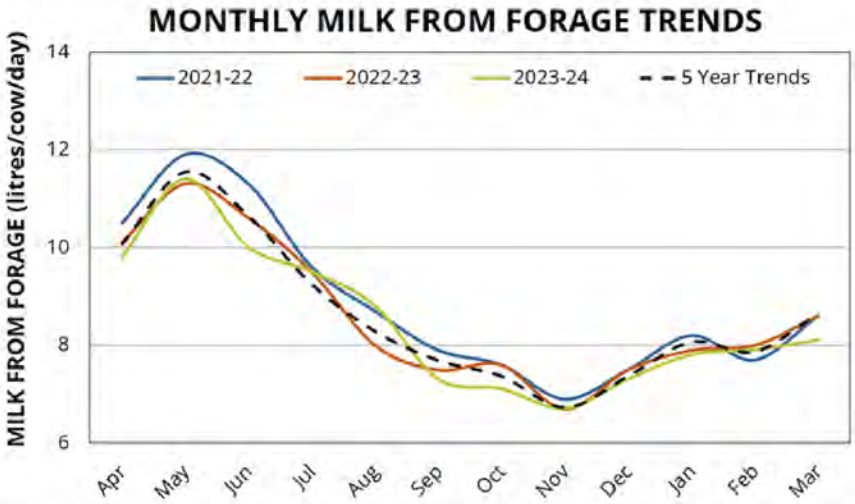
The gap between the top 25% and the average continues to widen when it comes to milk from forage, demonstrating the value of close attention to detail and fine management.

The top 10% of producers, ranked by milk from forage, managed to achieve a margin of £436/cow (3.49ppl) more than the average group this year, compared to a gap of £351/cow (2.86ppl) last year. Comparing the top 25% of producers to the average also showed a slight widening, year-on-year, with the former securing £245/cow (2.57ppl) more than the average this year, versus a gap of £244/cow (2.41ppl) last year.

Given that forage is the cheapest form of feed on-farm, milk from forage is a key indicator of herd efficiencies.

Clearly, housing focused herds will achieve less milk from grass than grazed herds, but a close focus on grass and silage management, and balancing rations, will pay dividends.

Herds with a lower stocking rate tend to have higher milk from forage than those herds more intensively stocked, however the difference isn't as wide as expected. Smaller herds also appear more efficient.



Herds achieving the highest milk from forage fed less purchased feed, paying more per tonne for higher quality concentrates. This highlights that, within reason, paying more for higher quality 'concentrated feeds' can give a better return when carefully balanced alongside well-made forage, based on laboratory analyses.

Ultimately, this resulted in higher yields, and the top producers also benefited from a higher milk price, which, combined with reduced feeding costs, had a direct influence on margin over purchased feed.

ANNUAL RESULTS - YEAR END MARCH 2024 (RANKED BY MILK FROM FORAGE)						
Holstein/Friesian, Conventional Herds	**Top 10%**	**Top 25%**	**Average**	**Bottom 25%**	**Top 25% - last year**	**Average - last year**
Cows in herd	192	202	219	246	203	217
Stocking rate (cows/ha)	1.99	2.26	2.39	2.35	2.30	2.33
MILK PRODUCTION						
Milk yield (litres/cow)	8,918	8,541	8,441	8,698	8,570	8,458
Yield from all forage (litres/cow)	**4,371**	**3,928**	**2,691**	**1,351**	**3,987**	**2,776**
Milk price (pence/litre)	39.19	38.77	38.19	37.74	46.51	46.18
FEED						
Concentrate use (kg/cow)	2,277	2,326	2,753	3,324	2,280	2,690
Concentrate use (kg/litre)	0.26	0.27	0.33	0.38	0.27	0.32
Concentrate price (£/tonne)	351	348	339	333	364	357
Other purchased feed cost (£/cow)	51	46	80	133	46	81
Total purchased feed cost (p/litre)	9.52	10.02	12.02	14.26	10.23	12.31
All P. Feed @ 86% DM equiv. (kg/cow)	2,390	2,442	2,984	3,744	2,390	2,926
MARGIN OVER PURCHASED FEED (MOPF)						
MOPF (£/cow)	2,646	2,455	2,210	2,042	3,109	2,865
MOPF (pence/litre)	29.67	28.75	26.18	23.48	36.28	33.87

REGIONAL ANALYSIS

There have been some marked shifts in the regional analysis this year. While herd size in Southern and Midlands regions shrank slightly, the North, Wales and Scotland jumped by 10, 5 and 20 cows, respectively.

At the same time, stocking rates increased everywhere except the South East and Scotland, with Wales showing a particularly marked jump from 2.47 cows/ha to 2.63 cows/ha. That put it above Scotland, which is unusual, given the larger proportion of housed herds in Scotland. This is all wrapped within the increased nitrate vulnerable zone restrictions in Wales with perhaps more herds increasing their housing focus.

This would also explain the sharp drop in yields from forage, which fell by 5.7% in Wales versus drops of 4.3% in the North, 4.4% in the Midlands, 2.5% in the South East, 1.6% in the South and 2.2% in the South West. In contrast, Scotland managed to increase its milk from forage by 16%, year-on-year.

ANNUAL RESULTS - YEAR END MARCH 2024							
Holstein/Friesian, Conventional Herds	**South West**	**South**	**South East**	**Midlands**	**North**	**Wales**	**Scotland**
% of herds	33%	8%	3%	19%	19%	13%	5%
Cows in herd	219	239	208	242	210	200	254
Stocking rate (cows/ha)	2.30	2.28	2.15	2.45	2.41	2.63	2.56
MILK PRODUCTION							
Milk yield (litres/cow)	8,121	8,935	8,212	8,927	8,809	7,689	9,314
Yield from all forage (litres/cow)	2,880	2,896	3,068	2,604	2,403	2,885	2,014
Milk price (pence/litre)	38.91	39.90	39.20	37.95	37.32	37.19	37.80
Change on last year (pence)	-8.35	-6.49	-8.58	-7.80	-8.75	-7.98	-7.39
FEED							
Concentrate use (kg/cow)	2,660	2,779	2,484	2,942	2,957	2,320	3,188
Concentrate use (kg/litre)	0.33	0.31	0.30	0.33	0.34	0.30	0.34
Concentrate price (£/tonne)	337	337	349	335	335	342	342
Other purchased feed cost (£/cow)	50	136	60	97	108	57	161
Total purchased feed cost (£/cow)	946	1074	927	1083	1098	850	1250
Total purchased feed cost (p/litre)	11.64	12.02	11.29	12.13	12.47	11.05	13.42
Change on last year (pence)	-0.49	-0.06	-0.27	-0.26	-0.26	-0.51	-0.72
MARGIN OVER PURCHASED FEED (MOPF)							
MOPF (£/cow)	2,214	2,492	2,292	2,305	2,189	2,010	2,270
MOPF (pence/litre)	27.27	27.89	27.91	25.82	24.85	26.14	24.38
Change on last year (pence)	-7.86	-6.43	-8.30	-7.54	-8.49	-7.47	-6.67

Most regions saw yields decline, year-on-year, although producers in the South, North and Scotland managed to increase yields. This changed the rankings by yield, with Scotland taking the lead away from the Midlands, while Wales continued to bring up the rear.

All areas increased their use of concentrates to compensate for poor forage, with the South East now paying the most for concentrates, unlike last year when Welsh producers suffered the highest prices.

When it comes to margins, the South is still leading the way on a £ per cow basis, with Wales earning the least. On a pence per litre basis Scotland is still at the bottom of the table due to its higher feed use & costs, with the South East remaining on top.

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MILKING FREQUENCY

There were some interesting changes among the different milking frequency systems this year, with twice-a-day and three-times-a-day systems growing in herd size while robotic systems contracted. This may indicate the move by more smaller, family farms to robotic milking for ease of labour, rather than those particularly pushing for yield.

That said, yields among robotic systems continued to improve – by 104 litres - demonstrating that farmers' understanding and management of robots is getting better and better. Three-times-a-day yields increased by 344 litres to lead the way at an average of 10,991 litres pre cow – but twice-a-day yields fell by 48 litres, widening the gap between these and other systems.

Unsurprisingly, all systems struggled to improve milk from forage this year, and all experienced a drop in milk price – by 17.3% (twice-a-day), 18.5% (robotic milking) and 15.6% (three-times-a-day). This altered the league table, with three-times-a-day milkers moving from second spot last year to lead the way on 39.00ppl. This could be due to a mixture of volume bonuses and more closely achieving the target specification.

There are some interesting trends seen in milk hygiene results within different milking frequencies. Robotic milked herds saw the highest average bactoscan results at 34 (,000), where as the twice-a-day milked herds saw the highest cell counts at 161 (,000).

All systems fed more concentrates this year, but three-times-a-day milkers increased their feed by a greater margin, to 3,870kg/cow. They also paid less on a per-tonne basis, perhaps due to greater buying power, and they bought significantly more 'other purchased feed' like moist feeds and brewers' grains, as most would be feeding a total mixed ration to maximise production and milk quality.

Three-times-a-day milking systems led the way on a margin per-cow basis, while twice-a-day milking systems continued to take the lead on a per-litre basis.

ANNUAL RESULTS - YEAR END MARCH 2024			
Holstein/Friesian, Conventional Herds	**Twice a day milking**	**Robotic milking**	**Three times a day milking**
Cows in herd	209	195	537
Stocking rate (cows/ha)	2.41	1.85	2.83
MILK PRODUCTION			
Milk yield (litres/cow)	8,232	9,881	10,991
Yield from all forage (litres/cow)	2,753	2,473	2,015
Bactoscan : Cell count ('000)	25 : 161	34 : 157	26 : 151
Milk price (pence/litre)	38.23	37.70	39.00
FEED			
Concentrate use (kg/cow)	2,641	3,570	3,870
Concentrate use (kg/litre)	0.32	0.36	0.35
Concentrate price (£/tonne)	339	342	328
Other purchased feed cost (£/cow)	72	98	261
Total purchased feed cost (£/cow)	967	1320	1531
Total purchased feed cost (p/litre)	11.75	13.36	13.93
All P. Feed @ 86% DM equiv. (kg/cow)	2,850	3,811	4,535
MARGIN OVER PURCHASED FEED (MOPF)			
MOPF (£/cow)	2,180	2,406	2,756
MOPF (pence/litre)	26.48	24.35	25.08

76 robotically milked herds are included in the analysis above.

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INPUT PRICE ANALYSIS

Feed and fertiliser input costs have all declined over the past year, although it may be that the current period of calm is short-lived.

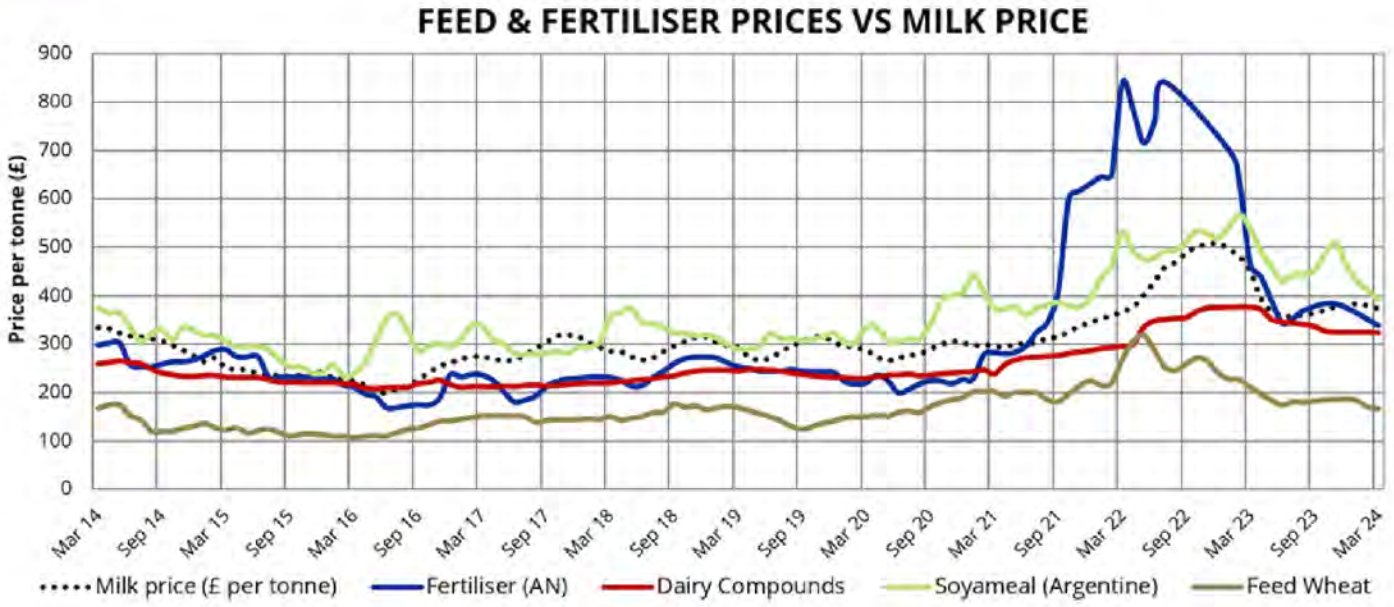
Ammonium nitrate prices rocketed during the energy crisis in 2021, when there was little gas to spare for fertiliser production – and although values have since fallen from their peak they remain above the 2019 level. So far this year reduced demand for fertiliser across Europe, combined with large global supplies, has kept prices in check.

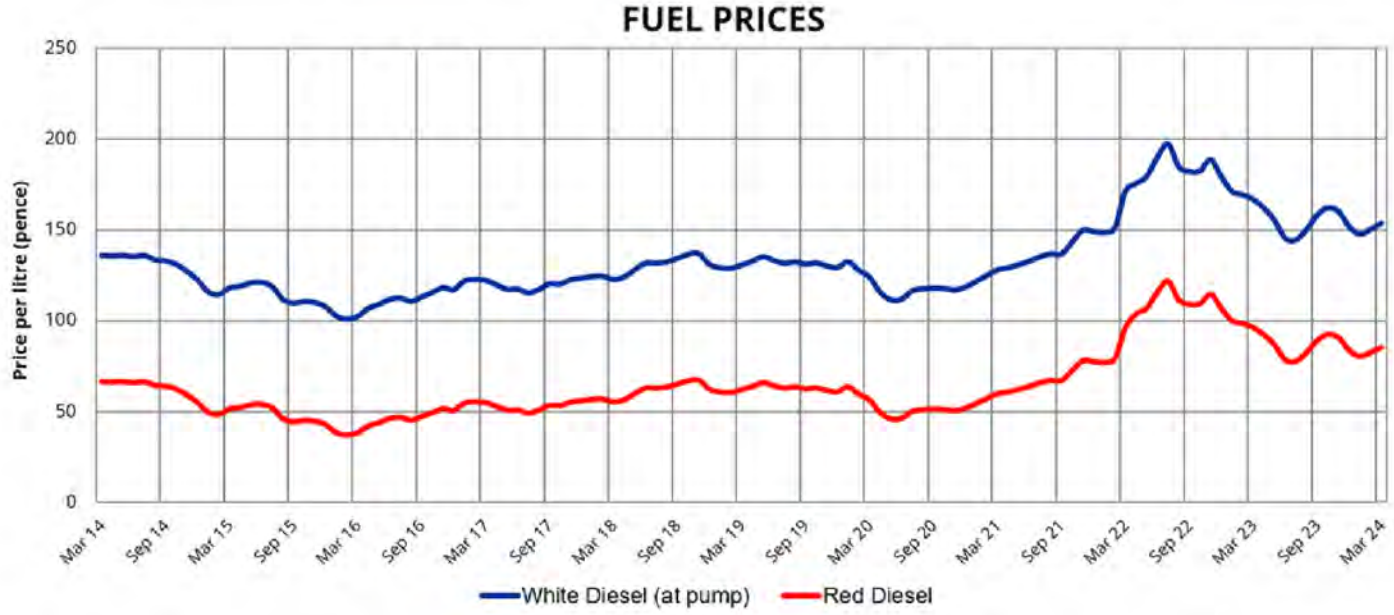
Indeed, the British Survey of Fertiliser shows that overall nitrogen usage has steadily dropped since 2018, and there has also been a shift away from ammonium nitrate in favour of urea products. In addition, domestic fertiliser production has dropped sharply, increasing our reliance on imports. Given the instability in the Red Sea and Middle East region, and our dependence on Russian urea, the risk of market disruption is very real.

These political tensions will also have an effect on fuel prices, with Brent crude oil futures hitting a six-month high in early April 2024. Global supply and demand remains tight, although increased non-OPEC (Organization of the Petroleum Exporting Countries) oil production could provide a buffer.

When it comes to feed costs, both soya and feed wheat prices eased in the year to March 2024. However, the poor European growing season will significantly reduce wheat production, meaning prices are now rising.

The International Grains Council expects global soya production to keep pace with growing demand – but further forward problems may arise. EU legislation means all soya must be deforestation-free from January 2025, which presents significant logistical, and therefore pricing, issues.





MILK YIELD BANDS

As one would expect, milk yields tend to increase with herd size, and this year is no different. While most herds also increased in size, year-on-year, the lowest yielding and smallest herds remained unchanged, while the highest yielding and largest herds actually dropped in size by 10 head to average 304 cows in herd.

It is possible that this is linked to the lower milk prices, year-on-year, leading producers to cull more heavily for poor performance to improve efficiencies, following a year of holding onto cows to make the most of the higher milk prices.

Most bands managed to maintain or increase yields, with the top and bottom yielders both successfully increasing milk from forage, while the other bands did not. However, the top and bottom bands both produced the least amount from forage – the former due to greater use of concentrates and the latter due to the lower overall yield: the proportion they produced from forage was the highest at 48%.

The lowest yielders were perhaps more focused on cost, as they were the only band which didn't feed more concentrate this year. They also had to pay the most for concentrates, at £352/tonne, while the higher yielders paid less. In total, all bands paid less for their purchased feed overall than the previous year, bar the highest yielders who paid £1,489/cow or 13.43ppl for bought in feed.

ANNUAL RESULTS - YEAR END MARCH 2024						
Holstein/Friesian, Conventional Herds	**Up to 6,000 litres**	**6,000 to 7,000 litres**	**7,000 to 8,000 litres**	**8,000 to 9,000 litres**	**9,000 to 10,000 litres**	**Over 10,000 litres**
Cows in herd	142	161	183	212	252	304
Stocking rate (cows/ha)	2.35	2.42	2.25	2.45	2.32	2.47
MILK PRODUCTION						
Milk yield (litres/cow)	5,242	6,556	7,520	8,484	9,502	11,090
Yield from all forage (litres/cow)	2,520	2,789	2,711	2,827	2,629	2,591
Total yield from forage (%)	48%	43%	36%	33%	28%	23%
Milk price (pence/litre)	37.50	37.54	37.65	38.11	38.67	39.17
FEED						
Concentrate use (kg/cow)	1,416	1,921	2,389	2,748	3,251	3,835
Concentrate use (kg/litre)	0.27	0.29	0.32	0.32	0.34	0.35
Concentrate price (£/tonne)	352	340	340	336	334	341
Other purchased feed cost (£/cow)	13	22	40	70	105	180
Total purchased feed cost (£/cow)	511	676	851	993	1191	1489
Total purchased feed cost (p/litre)	9.75	10.31	11.32	11.71	12.53	13.43
All P. Feed @ 86% DM equiv. (kg/cow)	1,469	2,007	2,525	2,947	3,563	4,303
MARGIN OVER PURCHASED FEED (MOPF)						
MOPF (£/cow)	1,455	1,785	1,980	2,240	2,483	2,855
MOPF (pence/litre)	27.75	27.23	26.33	26.40	26.13	25.75

When it comes to milk price, the ranking has changed slightly – last year the 9,000 to 10,000 litres/cow band topped the table at 46.42ppl ahead of the 8,000 to 9,000 litres/cow band on 46.41ppl. This year, the highest yielders have topped the group at 39.17ppl. At the other end of the table, the two lowest yielding bands have also swapped places, with those yielding up to 6,000 litres/cow dropping to the bottom on 37.50ppl.

That means that, this year, milk price directly increased in-line with yields, with margins over purchased feed per cow doing the same, topping at £2,855/cow in the highest yielding group and at 27.75ppl in the lowest yielding band.

HERD SIZE BANDS

One herd size band stood out as finding the sweet spot this year; the 250 to 300 cow group. This band produced the most milk from forage, were the only section to reduce concentrate use, and managed to secure a higher milk price, compared to the other bands, than last year.

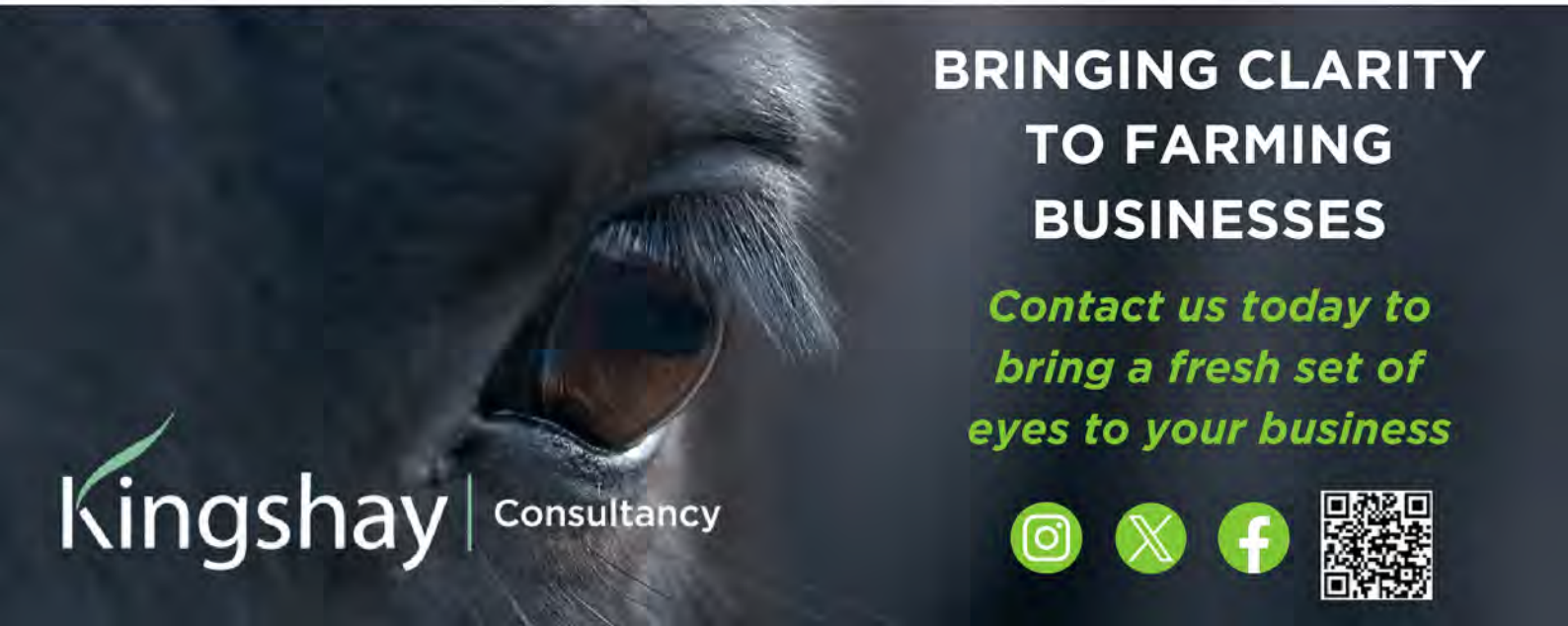
As might be expected, yields increased with herd size, as do stocking rates, with smaller herds being the most extensive. As a proportion of milk yield, the smallest herds produced the most from forage (37%), with the largest herds producing the least milk from forage, on both a proportional (24%) and literal level.

The amount of concentrates and other purchased feeds fed therefore also increases directly in-line with herd size, with larger herds more likely to be feeding a total mixed ration. Bigger herds also have more buying power, so typically pay less for their bought in feed on a per-tonne basis.

ANNUAL RESULTS - YEAR END MARCH 2024							
Holstein/Friesian, Conventional Herds	**Up to 100 cows**	**100 to 150 cows**	**150 to 200 cows**	**200 to 250 cows**	**250 to 300 cows**	**300 to 400 cows**	**Over 400 cows**
Cows in herd	75	125	175	223	272	346	572
Stocking rate (cows/ha)	1.95	2.20	2.51	2.38	2.63	2.65	2.74
MILK PRODUCTION							
Milk yield (litres/cow)	7,487	7,916	8,204	8,615	9,086	9,150	10,046
Yield from all forage (litres/cow)	2,785	2,788	2,757	2,583	2,867	2,463	2,390
Milk price (pence/litre)	37.47	37.33	38.05	38.49	39.20	38.95	39.58
FEED							
Concentrate use (kg/cow)	2,348	2,510	2,644	2,839	2,946	3,141	3,461
Concentrate use (kg/litre)	0.31	0.32	0.32	0.33	0.32	0.34	0.34
Concentrate price (£/tonne)	357	344	341	338	333	327	320
Other purchased feed cost (£/cow)	29	56	69	96	104	112	160
Total purchased feed cost (£/cow)	866	919	970	1056	1086	1140	1266
Total purchased feed cost (p/litre)	11.57	11.61	11.83	12.26	11.95	12.46	12.61
All P. Feed @ 86% DM equiv. (kg/cow)	2,462	2,674	2,834	3,123	3,211	3,445	3,930
MARGIN OVER PURCHASED FEED (MOPF)							
MOPF (£/cow)	1,939	2,036	2,151	2,260	2,476	2,424	2,710
MOPF (pence/litre)	25.90	25.72	26.22	26.24	27.25	26.49	26.98

But bigger isn't always better – there are associated higher overheads and labour challenges. Although margins do generally increase with herd size on a per-cow basis, the 250 to 300 cow band punched above its weight here too. These herds managed to secure higher margins than the 300 to 400 cow group on both a per-cow and per-litre basis, at £2,476 versus £2,424 and 27.25ppl versus 26.49ppl, respectively.

This group also managed to achieve a higher milk price than its larger counterpart, at 39.20ppl against 38.95ppl – although it was the exception to prove the rule that, generally speaking, milk price increased with herd size due to volume bonuses. It is possible that there are more Autumn calving herds within this band, who benefit from higher prices, but it's clearly a good middle ground that appears to be working well.



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HEALTH TRENDS

Herd health has continued its long-term trend of improvement due to better management, facilities, breeding and recording. However, bucking that trend in 2023/24 was lameness, which – having declined annually since 2020 – jumped by four cases per 100 cows to 37 cases.

This is likely to be linked to the very wet autumn, winter and spring, which made grazing access difficult, meaning cows had to be housed for longer. It may also be due to better/more accurate recording of lameness cases. Lameness recording is notoriously difficult, with one person's recognition of lameness very different to another's and routine foot trimming identifying issues before they present as lame. When looking at mobility scores, the average proportion that were scores 2 or 3 has remained the same as last year at 5.9% of the herd.

In other areas though, all health incidences dropped, year-on-year, with the exception of difficult calvings, which increased marginally. The cost of poor health also eased due to lower milk prices, meaning the impact of lost milk and feed inefficiencies was lighter on the purse. This year, the cost of health incidences was calculated using a milk price of 38ppl and concentrate costs of £340/t, (versus 46ppl and £360/t last year). Other parameters remained the same, assuming a 200-cow herd yielding 8,500 litres/cow.

Cases per 100 cows	Group	Top 25%	Est. Cost per Case	Group Cost	Top 25% Cost	Difference
Mastitis	26	15	£314	£8,164	£4,710	£3,454
Lameness	37	19	£284	£10,508	£5,396	£5,112
Milk Fever	2.3	1.0	£223	£513	£223	£290
Displaced Abomasums	2.2	1.2	£311	£684	£373	£311
Difficult Calvings	3.4	1.8	£351	£1,193	£632	£561
Retained Cleansings	3.6	2.4	£490	£1,764	£1,176	£588
Abortions	3.3	1.7	£581	£1,917	£988	£929
Metritis	5.3	4.6	£284	£1,505	£1,306	£199
TOTAL				£26,248	£14,804	£11,444

Cases per 100 cows	2020	2021	2022	2023	2024
Mastitis	36	32	30	29	26
Lameness	42	36	35	33	37

The overall cost this year was estimated at £26,248/herd against £30,195/herd last year.

Even so, there are still improvements to be made, as herd health incidence are costing the top 25% just £14,804. They are averaging just 15 cases of mastitis per 100 cows against the group at 26 cases, with lameness down at 19 cases versus 37.

To avoid double counting, these figures don't take into account the indirect effect of poor health on fertility, so that needs to be considered when evaluating the full financial benefits of improving herd health.

CELL COUNT ANALYSIS

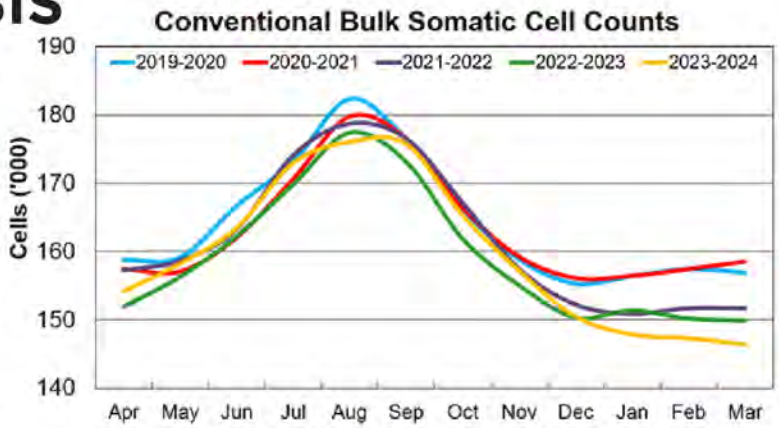
Cell counts for conventional herds have been steadily improving year-on-year, as shown by the 10 year trends on page 4, reducing by 5.9% since 2014, from 169 to 159 (,000).

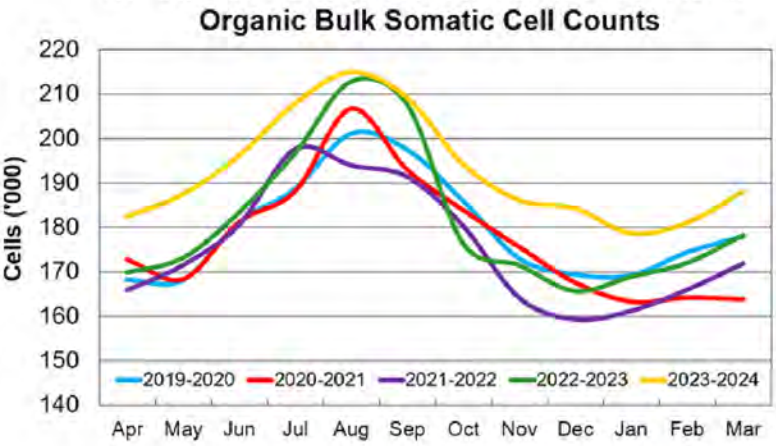
This year (2023/2024) there was less of a peak during the summer months, that we usually see at that time of year. Also, the winter period was lower than previous years, with cell counts being the lowest they have been for 5 years, despite the wet winter conditions.

Managing cell counts at a level below 200,000 is being consistently achieved by the majority of conventional herds to avoid milk price penalties, with the benefits also seen in the Health Manager results above for clinical mastitis incidence.

However, trends for organic herds showed a very different picture, with average cell counts rising by 4.5% from 177 to 185 (,000) for the period ending March 2024 (see page 21) - each month was higher than the previous year.

This may indicate an acceptance of higher cell counts as longer milk withdrawal periods for organic herds can make treatment unviable for high cell count cows, as well as keeping cows in the herd for longer to maintain cow numbers.





FERTILITY TRENDS

The past milk year has seen a return to more normal fertility trends, following a blip in 2022/23, when the hot summer affected cows' display of oestrus cycles, with resulting negative impacts on fertility.

While the figures highlight some quite marked changes, many show a return to levels seen in 2021/22. The calving interval narrowed back to match 2021/22 levels of 393 days, while the days to first service, at 70, remained a day longer than in 2021/22. The 200-day not-in-calf rate, at 12%, was one percentage point below 2021/22, while the infertility culling rate dropped back to match that year, at 6.7%.

In total, 25% of cows leaving the herd were for fertility related reasons, against 24.9% last year (see page 20), with those not in-calf accounting for 15.3% (15.1% last year), repeat breeders 6.6% (vs 6.3%), and abortions 2.8% (vs 3.2%), although the number of abortions remained static at 3.3 cases per 100 cows (see page 18).

Other trends to pick out, which have not seen a return to 2021/22 levels, include the 100-day in-calf rate, which has steadily improved, from 44% to 46% last year and 48% now. Services per conception over the past two years have dropped from 2.3 to 2.2, while the conception rate has improved from 38% to 41%.

Due to the lower milk price and feed costs, at 38ppl and £340/t, and based on a 200-cow herd yielding 8,500 litres/head, the cost of infertility has eased back. However, it remains 0.04ppl or £3/head above 2021/22, making the cost of each extra calving interval day worth £4.88/cow (over 385 days).

Taken over the whole herd, that equates to £976/day, meaning that focusing on fertility continues to be a sure route to boosting the bottom line, whatever the milk price.

Fertility Status (Year ending...)	This Year (March 2024)	Last Year (March 2023)
Calving interval	393	394
Days to first service	70	75
Services per conception	2.2	2.2
Conception rate	41%	42%
100 day in calf rate	48%	46%
200 day not in calf rate	12%	20%
Infertility culling rate	6.7%	7.2%
Cost of Infertility (ppl)	**1.91**	**2.17**
Cost of Infertility (£/Cow)	**£162**	**£185**
Cost of extended calving interval per day	**£4.88**	**£5.89**

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REASONS FOR COWS LEAVING THE HERD

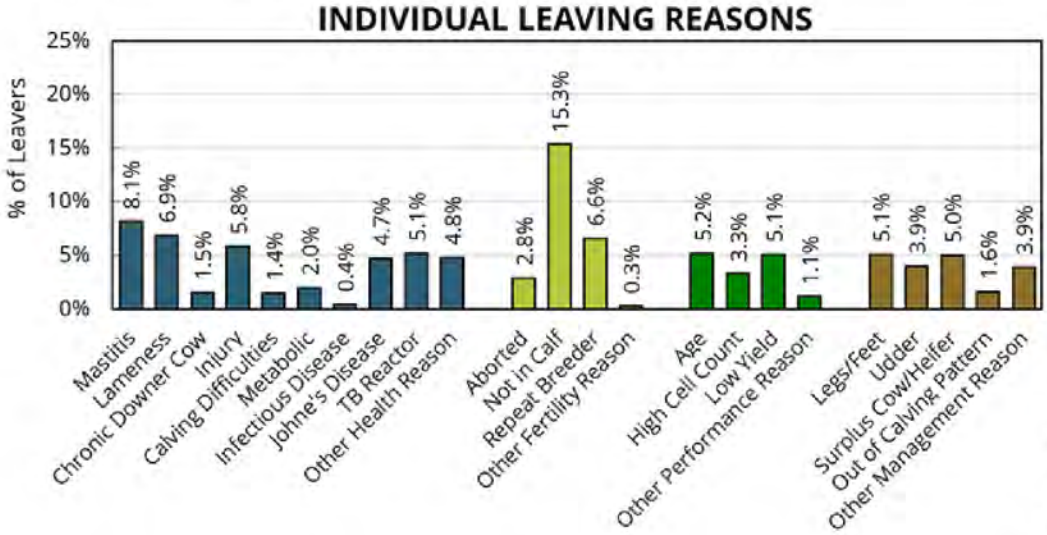
The rate of cows leaving the herd has dropped slightly over the past year, from 29.1% to 28.4%, marking a return to levels seen in 2021/22 – a typical cyclical pattern seen from one year to the next. However, while the proportion of selective culls fell marginally, from 35% to 34%, last year's selective rate was the highest in over 10 years. As health trends continue to improve, forced culls are steadily – if marginally – declining in the longer term.

Some 50.2% of leavers were in their first three lactations, the same as last year, reflecting the challenges of rearing and retaining heifers in the herd. The average number of lactations on exit was 3.46 compared to 3.52 last year. The proportion of casualty or dead cows dropped from 16.8% to 16.6%, year-on-year (with a mortality rate of 1.7%).

Proportion of Cows Leaving the Herd

(Forced Vs Selected)

Most notable are changes in the proportion of cows leaving for performance related reasons. Those culled for high cell counts fell from 4% to 3.3%, while those culled for low yield increased from 4.5% to 5.1%. At the same time, cows culled for mastitis dropped from 8.7% to 8.1%, culling due to injury fell from 7% to 5.8%, while culling due to Johne's disease fell from 5.4% to 4.7%.

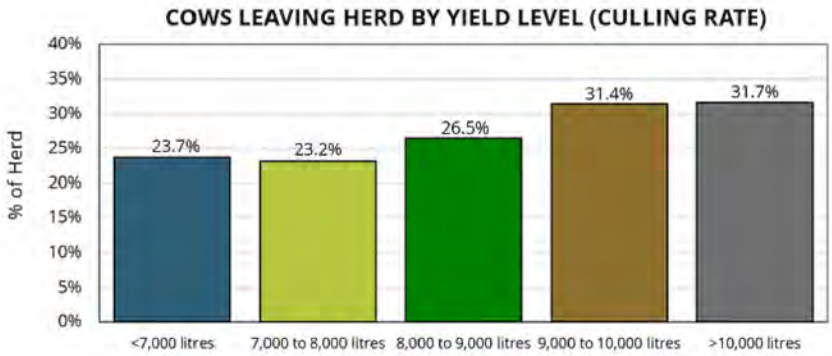


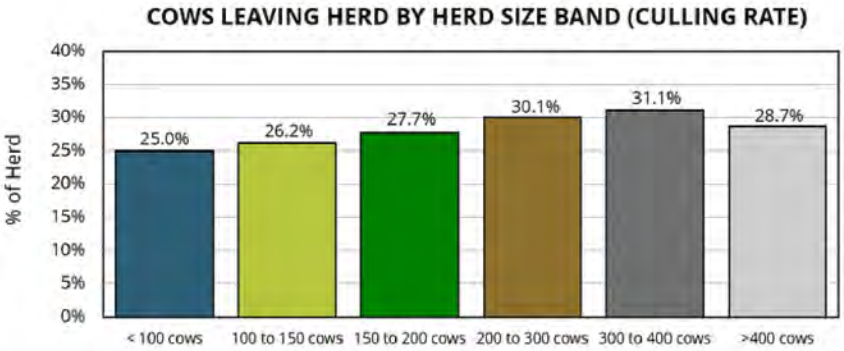
The proportion culled as TB reactors increased quite markedly, from 3.3% to 5.1%, which matches Defra's statistics showing that the number of animals slaughtered due to TB increased by 5% between April 2023 and March 2024 in England (+17% in Wales).

Overall, the reasons for leaving remained remarkably similar to last year, with health reasons comprising 40.7% of culls (40.6% last year), fertility reasons were 25% (vs 24.9%), performance reasons 14.7% (vs 14.8%) and management reasons 19.5% (unchanged).

As in previous years, leaving rates generally increased with yield – although the highest yielding herds actually culled slightly less than last year at 31.7% versus 34.5%, while those in the 8,000 to 10,000 litres/cow band culled slightly more. When it comes to herd size, those with 300 to 400 cows saw the highest leaving rates, those with over 400 cows dropped from 31.2% to 28.7%, while the smallest herds fell from 29.6% to 25%, year-on-year.

Call Kingshay to discuss monitoring leaving reasons for your herd(s).

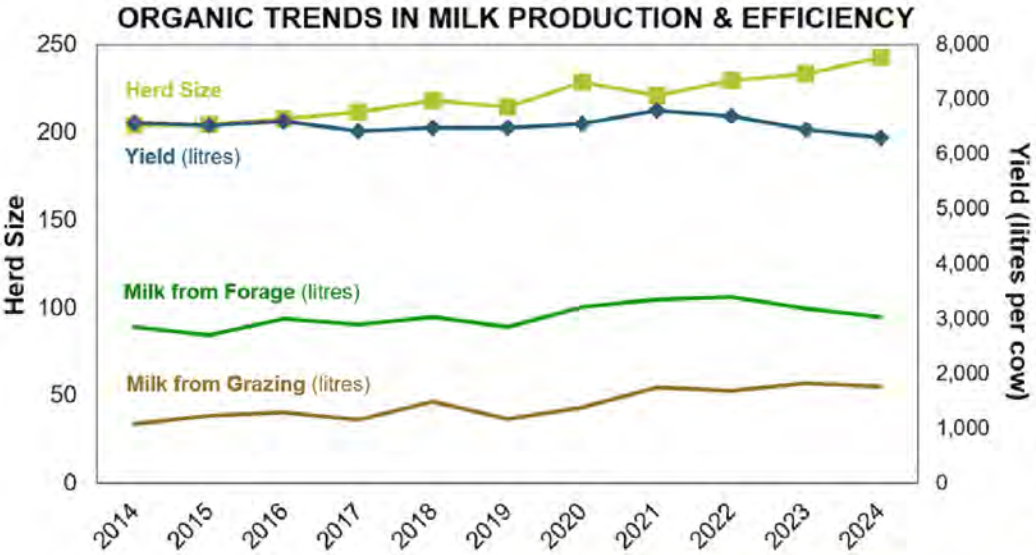




ORGANIC UPDATE

Looking at organic trends over the past few years, compared to conventional trends, there are some interesting differences. Herd size has steadily grown, but organic herds are much larger, on average, having grown by 19% over the past decade, to 243 cows in herd. Conventional herds have, for their part, expanded by 18%, to 219 cows in herd.

These figures are taken from matched herds, so the same herds are included in both years - 83 organic herds have been analysed. Stocking rates on both systems have increased, although organic herds are, as expected, more extensive. Herds in both production systems increased average yields to peak in 2021, at 6,807 litres/cow for organic and 8,469 litres for conventional. But since then, there has been a departure – conventional yields have remained between 8,400 to 8,500 litres/cow, whereas organic yields have dropped every year; they are now 508 litres below the 2021 peak while conventional herds are just 50 litres below it.



This is likely due to the challenging organic market in recent years – but things are looking up. Organic milk prices over the past year have dropped by an average of 10.8% whereas conventional prices fell back by 17%. Looking at the organic premium (difference between organic & conventional milk prices), the gap widened from 5.09ppl in 2014 to peak at 12.72ppl in 2017. It then consistently narrowed, to reach just 4.22ppl last year before recovering to a slightly healthier 7.53ppl this year.

Organic herds naturally achieve more milk from forage than their conventional counterparts, in a range of 41-51% over the past decade versus 24-27% for conventional herds. They therefore also used less purchased feed – even seeing a reduction on last year, unlike conventional producers who shored up poorer quality forage by feeding more bought in feed.

As a result, organic margins over purchased feed dropped by 13.9% per cow and 12% per litre year-on-year, versus 22.8% and 22.7%, respectively, for conventional producers.

For regular analysis on organic trends and comparisons to other herds, contact Kingshay to discuss the options available.

ANNUAL ROLLING RESULTS				
Organic Herds, All Breeds (comparing matched herds)	**Year Ending March 2023**	**Year Ending March 2024**	**Difference**	**% Change**
Cows in herd	237	243	6	2.5%
Stocking rate (cows/ha)	2.02	2.01	-0.01	-0.5%
MILK PRODUCTION				
Milk yield (litres/cow)	6,475	6,330	-145	-2.2%
Yield from all forage (litres/cow)	3,176	3,059	-117	-3.7%
Butterfat (%)	4.22	4.23	0.01	0.2%
Protein (%)	3.32	3.35	0.03	0.9%
Cell count ('000)	177	185	8	4.5%
Milk price (pence/litre)	51.16	45.62	-5.54	-10.8%
FEED				
Concentrate use (kg/cow)	1,664	1,636	-28	-1.7%
Concentrate use (kg/litre)	0.26	0.26	0.00	0.0%
Concentrate price (£/tonne)	552	504	-48	-8.7%
Other purchased feed cost (£/cow)	14	15	1	7.1%
Total purchased feed cost (£/cow)	933	840	-93	-10.0%
Total purchased feed cost (p/litre)	14.41	13.27	-1.14	-7.9%
All P. Feed @ 86% DM equiv. (kg/cow)	1,718	1,688	-30	-1.7%
MARGIN OVER PURCHASED FEED (MOPF)				
MOPF (£/cow)	2,380	2,048	-332	-13.9%
MOPF (pence/litre)	36.76	32.35	-4.41	-12.0%

CHANNEL ISLAND UPDATE

The past year has been a particularly challenging one for Channel Island (CI) producers, with negative figures in almost every row. It follows a similar trend to last year, when yields and milk constituents fell, with margins saved only by the sharply higher milk price.

ANNUAL ROLLING RESULTS				
Channel Island, Conventional herds (comparing matched herds)	**Year Ending March 2023**	**Year Ending March 2024**	**Difference**	**% Change**
Cows in herd	212	205	-7	-3.3%
Stocking rate (cows/ha)	2.73	2.76	0.03	1.1%
MILK PRODUCTION				
Milk yield (litres/cow)	5,810	5,507	-303	-5.2%
Yield from all forage (litres/cow)	2,081	2,039	-42	-2.0%
Milk solids (kg/cow)	535	504	-31	-5.8%
Milk price (pence/litre)	54.33	45.77	-8.56	-15.8%
FEED				
Concentrate use (kg/cow)	1,977	1,884	-93	-4.7%
Concentrate use (kg/litre)	0.34	0.34	0.00	0.0%
Concentrate price (£/tonne)	367	349	-18	-4.9%
Other purchased feed cost (£/cow)	113	82	-31	-27.4%
Total purchased feed cost (p/litre)	14.44	13.44	-1.00	-6.9%
All P. Feed @ 86% DM equiv. (kg/cow)	2,247	2,100	-147	-6.5%
MARGIN OVER PURCHASED FEED (MOPF)				
MOPF (£/cow)	2,318	1,781	-537	-23.2%
MOPF (pence/litre)	39.90	32.34	-7.56	-18.9%

Whereas most other producers saw an increase in butterfat and protein this year, CI producers bucked the trend with a continued decline, to 5.32% and 3.83%, respectively or milk solids of 504 kg/cow.

In contrast, conventional Holstein Friesian herds increased from 4.26% butterfat to 4.31% and from 3.36% to 3.37% protein, leading to milk solids rising from 642kg/cow to a record 646kg/cow despite slightly lower yields.

Even so, reduced bought-in feed costs meant that margins over purchased feed dropped by just 13.9% to £2,048/cow, or 12% to 32.35ppl. That compares to a 23% drop in conventional Holstein Friesian margins (both per cow and per litre), a 23.9% and 21.8% decline, respectively, for crossbreed herds and 13.9% and 12% drops for organic producers.

CROSSBRED HERDS UPDATE

This year saw a jump in herd size among crossbred herds, alongside a significant increase in stocking rates, to 316 cows in herd (these are matched herds with the same herds included in both years) and 2.66 cows/ha, respectively. This reflects the increase in herds adopting a crossbreeding approach in conventional, rather than solely extensive systems.

Like other systems, crossbred herds suffered a drop in milk yield, but, unlike others, they managed to increase yields from forage despite the difficult season. Indeed, they averaged an impressive 50% of milk from forage, compared to 47% last year.

Unlike conventional Holstein Friesian herds, crossbred producers fed less concentrates this year, which, alongside lower feed prices, led to a 12.1% reduction in total feed costs per cow to average 9.02ppl.

Even so, the 9.62ppl drop in milk price led to a very sharp decline in margin over purchased feed, to just £1,965/cow or 30.94ppl.

ANNUAL ROLLING RESULTS				
Crossbreeds, Conventional herds (comparing matched herds)	**Year Ending March 2023**	**Year Ending March 2024**	**Difference**	**% Change**
Cows in herd	291	316	25	8.6%
Stocking rate (cows/ha)	2.52	2.66	0.14	5.6%
MILK PRODUCTION				
Milk yield (litres/cow)	6,522	6,352	-170	-2.6%
Yield from all forage (litres/cow)	3,081	3,145	64	2.1%
Milk solids (kg/cow)	533	521	-12	-2.2%
Milk price (pence/litre)	49.58	39.96	-9.62	-19.4%
FEED				
Concentrate use (kg/cow)	1,672	1,646	-26	-1.6%
Concentrate use (kg/litre)	0.26	0.26	0.00	0.0%
Concentrate price (£/tonne)	354	330	-24	-6.8%
Other purchased feed cost (£/cow)	60	30	-30	-50%
Total purchased feed cost (p/litre)	10.00	9.02	-0.98	-9.8%
All P. Feed @ 86% DM equiv. (kg/cow)	1,904	1,760	-144	-7.6%
MARGIN OVER PURCHASED FEED (MOPF)				
MOPF (£/cow)	2,582	1,965	-617	-23.9%
MOPF (pence/litre)	39.59	30.94	-8.65	-21.8%

MEET THE DAIRY MANAGER TEAM

L to R: Richard Simpson, Mary-Kate Foster, Emma Puddy, Kathryn Rowland and Felicity Gale

The Kingshay team are here to help track your dairy herd's performance on a monthly basis with reports to benchmark your herd against others on similar systems with our Starter Package (both conventional and organic). For detailed reports monitoring your dairy herd's health status and bottom line profit sign up to our Premium or Premium Plus service.

KATHRYN ROWLAND

Senior Farm Services Manager

Kathryn joined Kingshay in 2002 and now manages the Dairy Manager service. A key part of her role is analysing key performance data and writing technical articles for publication. She also runs the Profit Manager service and business management training workshops.

FELICITY GALE

Farm Services Specialist

Felicity will be known to many of you as the main contact for any customer service queries regarding your herd(s). She is responsible for the smooth running of our Dairy Manager service. Having joined the team in 2013, she now regularly analyses production results and industry trends for clients.

MARY-KATE FOSTER

Farm Services Specialist

Mary-Kate is responsible for the smooth running of the antimicrobial service for key corporate clients. She joined the team in 2021 and deals with any Dairy Manager queries.

CHRISTINA FORD

Product Owner (On maternity leave)

Christina manages the antimicrobial reporting service alongside other corporate projects, having joined Kingshay in 2019. She is also involved with data analysis and industry trends.

EMMA PUDDY

Farm Services Specialist

Emma has joined the Dairy Manager team to assist with our antimicrobial reporting services and other data analysis projects.

HANNAH BURNS

Services Support & Marketing Coordinator

Hannah creates all things marketing including, social media posts, adverts, fliers, newsletters and more. She also looks after FarmIQ queries and orders.

RICHARD SIMPSON

Development Director

Richard has been heavily involved in the design, development and operation of the Dairy Manager service from the beginning, having joined Kingshay in 1994. He now oversees all of our development projects, alongside leading the Kingshay team.

Kingshay

– Dairy Manager –

If there are any points you would like to discuss from this report, or further in-depth analysis required, then give us a call on **01458 851555** or email us at **dairy.manager@kingshay.co.uk**.

Kingshay

Providing Evidence-Based Livestock Solutions

PUT OUR INDEPENDENT INFORMATION, SERVICES AND ADVICE TO WORK ON YOUR FARM TO BUILD A HEALTHIER, MORE PROFITABLE FUTURE.

Technical Knowledgebase

Our Dairy Insight users have a wealth of dairy industry knowledge at their fingertips, via the Kingshay App, the website and regular mailings. We also offer membership options for veterinary practices, farm advisers, colleges, universities and corporate bodies.

Dairy Manager

The UK's leading dairy costings service includes options for targeted reports, allowing you to create and monitor regular production forecasts, highlight key health issues, compare your herd to similar herds and calculate your bottom-line profit and antimicrobial use.

Consultancy & Training

Our team of Agricultural Consultants and Associates bring their skills and expertise to your door wherever you farm in the UK. We offer tailored workshops on a wide range of subjects, to suit your specific requirements.

Tools and Analysis

We provide the everyday analyses and tools every dairy farmer needs to maximise their resources, from soil analyses to plate meters.

Data Services

A growing part of Kingshay is developing bespoke tools and services to organisations across the agricultural industry. Our unique combination of farming expertise & technical IT skills enable us to provide an Online Portal, Phone Apps, Data Integration and Big Data Management.

FarmIQ

An online training provider for farmers. Providing courses created by vets and industry leaders for further training and assurance certification. Kingshay members get exclusive discount and offers for specific courses.

For any further information on the above services, call our team on **01458 851555.**

Search 'Kingshay Farming'

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