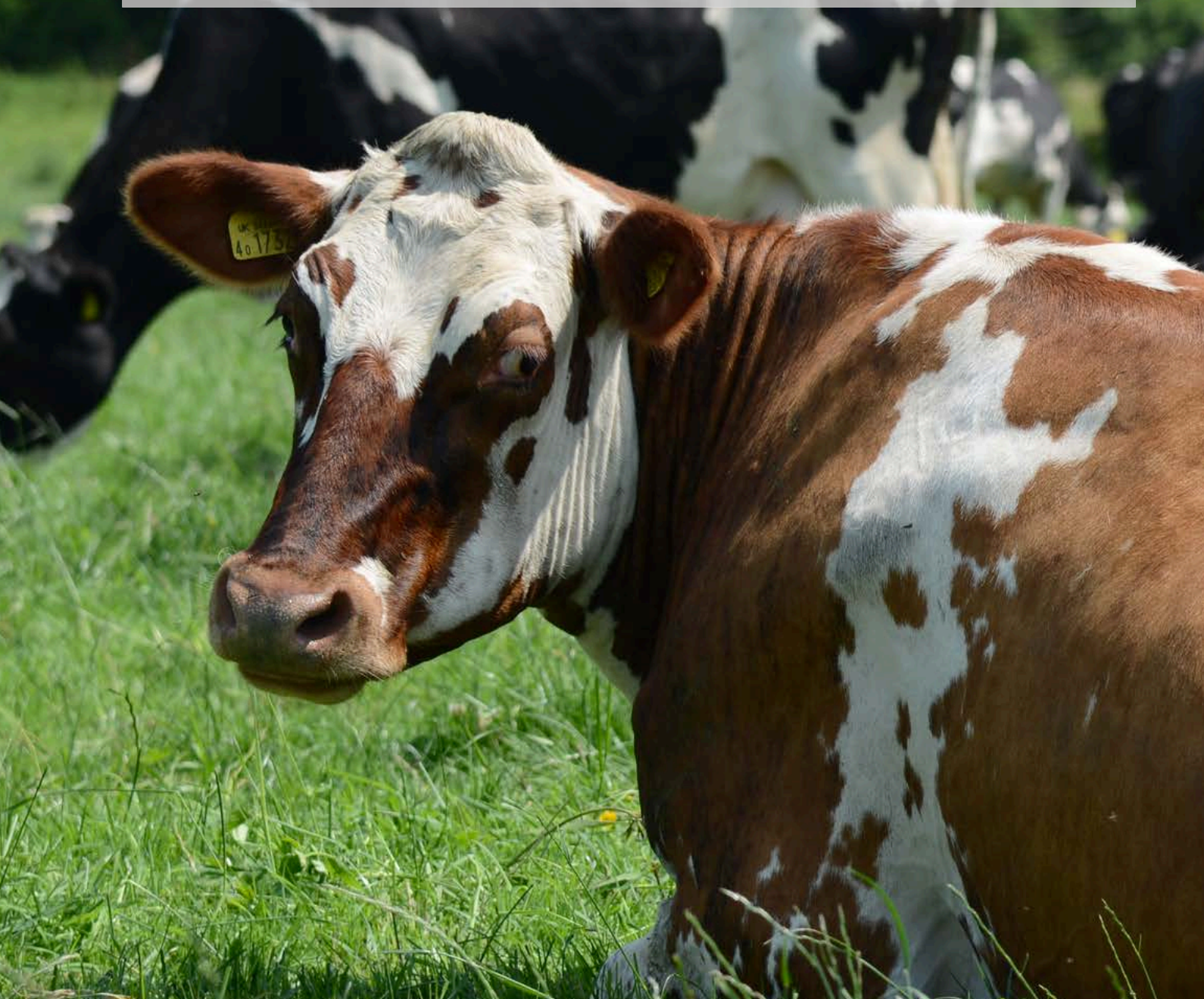




Providing Evidence-Based Livestock Solutions

# DAIRY COSTINGS FOCUS

Annual Report 2025



## IN THIS REPORT:

- PRODUCTION SYSTEMS
- MILK PRICE & INPUT COSTS ANALYSIS
- MILK FROM FORAGE ANALYSIS
- REGIONAL ANALYSIS
- MILK YIELD & HERD SIZE BANDS
- MILKING FREQUENCY
- HEALTH & FERTILITY TRENDS
- ORGANIC HERDS
- CHANNEL ISLAND HERDS
- CROSSBRED HERDS





# WELCOME

The 14<sup>th</sup> edition of the Kingshay Dairy Costings Focus Report brings you key trends from our costings dataset, which has been running for over 25 years. This year we have drawn on data from 1,064 conventional herds and 98 organic herds, to give in-depth analysis on margin over purchased feed (MOPF), production from forage, herd health, fertility and much more.

This year has featured a highly unusual combination of factors. Poor summer weather resulted in difficulty grazing, suboptimal silage production, and therefore huge dents in milk from forage across the board, which would usually carve a substantial chunk out of margins and make the year hard-going for dairy businesses. However, this year also brought high milk prices and low concentrate prices, so margin over purchased feed was in fact the healthiest seen in a very long time, bar during the milk price spikes at the end of 2022.

Although this took the pressure off somewhat, when it comes to MOPF, we are still seeing large ranges, even within the same production systems, where groups of herds have similar goals. What different herds are achieving in terms of milk from forage is also very diverse, and it seems milk from forage is still very strongly linked to MOPF, both in terms of per cow and per litre.

The best way for a farm business to see where they are very successful and where they could improve is by putting their figures side by side with other producers' figures: that is where our Dairy Manager service can be invaluable. We help dairy businesses make sense of their data simply and clearly, from our Starter Level (MOPF) up to Level 4 (costs of production).

For more information on Kingshay and our **Dairy Manager** costings service visit [www.kingshay.com](http://www.kingshay.com).

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to find out how we can help your business.

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# SUMMARY

The year ending March 2025 was a huge contrast to the previous year, 2023/24, which saw lower milk prices and higher feed costs, squeezing margins and making reinvestment a lower priority. This year has seen favourable milk price: concentrate price ratios at levels not seen since 2001, giving a significantly larger margin over purchased feed for the majority of producers.

Average conventional milk price was 11% higher than the previous year, but with concentrate prices 9% lower. After some very turbulent years in terms of input costs, 2024/25 saw relatively calm waters for prices of feed and fertiliser (see page 14).

Despite these headline figures, there are still large ranges in what individual herds are experiencing in their income and outgoings. We saw a 12.9ppl difference between the top 10% of herds for milk price versus those in the bottom 10% (see page 8).

It is always interesting to see how the different production systems perform under the differing challenge of each year. This year, housing focused, all-year round herds had the highest average margin over purchased feed per cow of any system at £2,937/cow. The highest margin over purchased feed per litre was achieved by the low to moderate-yielding organic herds, at 41.15ppl (see page 7).

The age of cows at exit is steadily declining, but the proportion of selected versus forced leaving reasons has increased (see page 20).

2024/25 was also very notable for the lowest milk from forage production for years, this figure was depressed for the entire 12 month period due to the wet weather seen over the summer. As always, however, there was a very wide range in milk from forage figures, but the importance of milk from forage is seen in the performance figures, with the herds in the top 10% for milk from forage achieving a margin over purchased feed that was 20% higher per cow and 14% higher per litre (see page 9).

The South East of England was the only region to avoid a depression in milk from forage this year, while Scotland saw more of a decrease than all other regions (see page 10).

Herd health trends saw a worsening in fertility in almost all parameters except conception rate, presumably due to the poorer forage quality (see page 18). In contrast, many health parameters saw improvements, including the mastitis rate dropping by 2 cases per 100 cows, and lameness dropping by 3 cases per 100 cows. This is fortunate, as due to the high milk prices the cost of these health problems has increased sharply (see page 18).

## Key Report Trends (for the period ending March 2025)



### Milk yields

Down 20 litres to 8,421 litres per cow

(See page 9)

### Yield from forage

Down 241 litres to 2,450 litres per COW

(See page 9)

### Milk prices

Averaged 42.44ppl = 11% higher than last year

(See page 8)



↑ **MOPF per cow**  
£2,602 per cow

↑ **MOPF per litre**  
30.90 pence per litre

(See page 4)

### Number of herds

- 1,064 conventional herds  
- 98 organic herds



↑ **Herd size**  
Up 27 cows to 226 cows in herd

(See page 9)

### Organic trends

Organic milk prices increased to 53.36ppl

(See page 21)



### Feed use (See page 9)

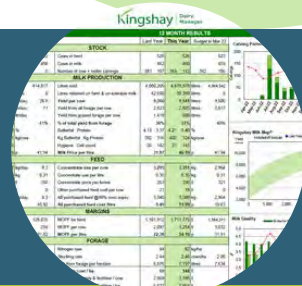
All purchased feed use - up 5% to 3,115 kg/cow



### Feed costs

Fell to 11.54ppl (with Conc. prices at £309/t)

(See page 9)



## HEALTH TRENDS



↓ **Mastitis cases**

Fell by 2 cases to 24 cases per 100 cows

(See page 18)

↓ **Lameness cases**

Fell by 3 cases to 34 cases per 100 cows

(See page 18)



### Fertility trends

Calving interval increased by 1 day to 394 days

(See page 18)



### Cow longevity

Average age at exit = 3.43 lactations

(See page 20)

# TRENDS OVER THE PAST 10 YEARS

Taking a look at the bigger picture can help identify trends to consider, both positive and negative. So what do the past 10 to 20 years show us?

Over the past decade, average herd size has grown by 17.7% – reaching a record high of 226. Stocking rates have also increased, by 5.3% in 10 years, to a record high of 2.39 livestock units per hectare.

When it comes to milk production, the average herd produced 1.9m litres in the year ending March 2025, up by nearly a quarter in the past 10 years. Yield per cow also increased, by 4.6%, to 8,421 litres, reflecting better genetics, nutrition and health. However, the data shows that most of the production gain is from herd expansion, rather than individual increases.

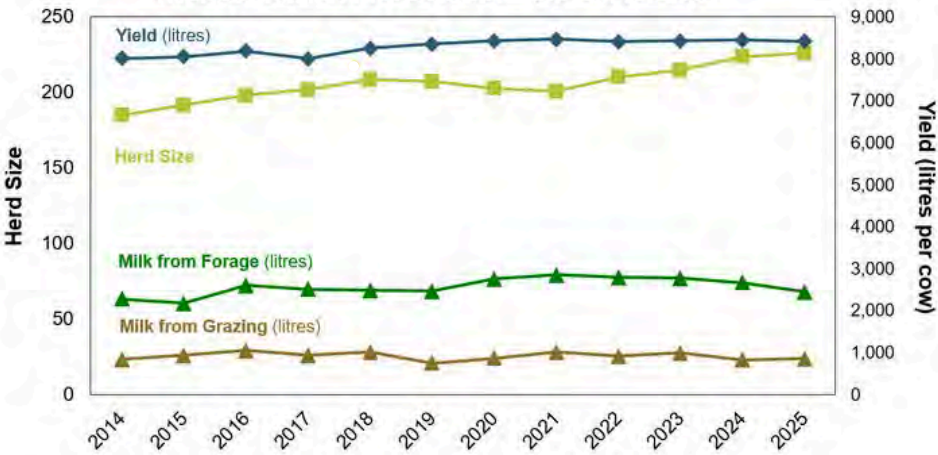
Yield from forage is up by 12.8% over the past 10 years, to 2,450 litres. Clearly each season affects forage growth and quality, which is also reflected in milk from grazing figures.

Butterfats have seen an 8.7% increase over the past decade, to 4.35%. Protein levels saw a more modest increase of 2.7%, to 3.38%.

Milk prices also enjoyed a good year, up 41.6% from ten years ago to 42.44ppl, with milk value per cow up nearly 50% to £3,574.

ANNUAL ROLLING RESULTS					
Holstein/Friesian, Conventional Herds	Year Ending Mar 2005	Year Ending Mar 2015	Year Ending Mar 2025	Difference 10 years ago	% Change
Cows in herd	134	192	226	34	17.7%
Stocking rate (cows/ha)	2.17	2.27	2.39	0.12	5.3%
MILK PRODUCTION					
Milk yield (litres/cow)	7,440	8,052	8,421	369	4.6%
Yield from all forage (litres/cow)	2,874	2,172	2,450	278	12.8%
Yield from grazed forage (litres/cow)	1,266	939	857	-82	-8.7%
Total yield from forage (%)	39%	27%	29%	2%	7.8%
Butterfat (%)	4.03	4.00	4.35	0.35	8.7%
Protein (%)	3.26	3.29	3.38	0.09	2.7%
Bactoscan ('000)	30	26	26	0	0.0%
Cell count ('000)	184	167	153	-14	-8.4%
Milk price (pence/litre)	18.35	29.97	42.44	12.47	41.6%
Total milk value (£/cow)	1,365	2,413	3,574	1,161	48.1%
Milk price : feed price ratio	1.37	1.30	1.37	0.07	5.4%
FEED					
Concentrate use (kg/cow)	2,063	2,554	2,884	330	12.9%
Concentrate use (kg/litre)	0.28	0.32	0.34	0.02	6.3%
Concentrate price (£/tonne)	134	230	309	79	34.3%
Other purchased feed cost (£/cow)	21	67	81	14	20.9%
Total purchased feed cost (£/cow)	297	654	972	318	48.6%
Total purchased feed cost (p/litre)	3.99	8.12	11.54	3.42	42.1%
All P. Feed @ 86% DM equiv. (kg/cow)	2,257	2,841	3,115	274	9.6%
MARGIN OVER PURCHASED FEED (MOPF)					
MOPF (£/cow)	1,068	1,759	2,602	843	47.9%
MOPF (pence/litre)	14.35	21.85	30.90	9.05	41.4%

TRENDS IN MILK PRODUCTION AND EFFICIENCY



Over the past decade, concentrate use has increased steadily both per cow and per litre, up 12.9% and 6.3% respectively. However, feed prices have increased by £79/t, and feed cost per cow has more than tripled since 2005, rising 48.6% in the past 10 years.

Margins have improved significantly, increases essential to cover higher overheads and other variable costs. The margin over purchased feed (MOPF) per cow has increased by 47.9%, to £2,602 – nearly two and a half times higher than 2005, while the MOPF per litre has increased by 41.4% to 30.90p. This will have been driven by a strong milk price and efficiency improvements.



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# PRODUCTION SYSTEMS

No one system is perfect for all – different farm set-ups call for different approaches. But there are always efficiencies and improvements to be made – so the aim of these figures is to enable you to benchmark against others with a similar system, to identify those focus areas.

## Block Calving Herds (spring, autumn or split block)

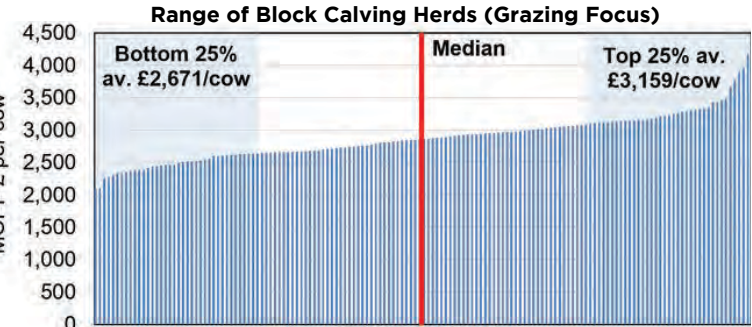
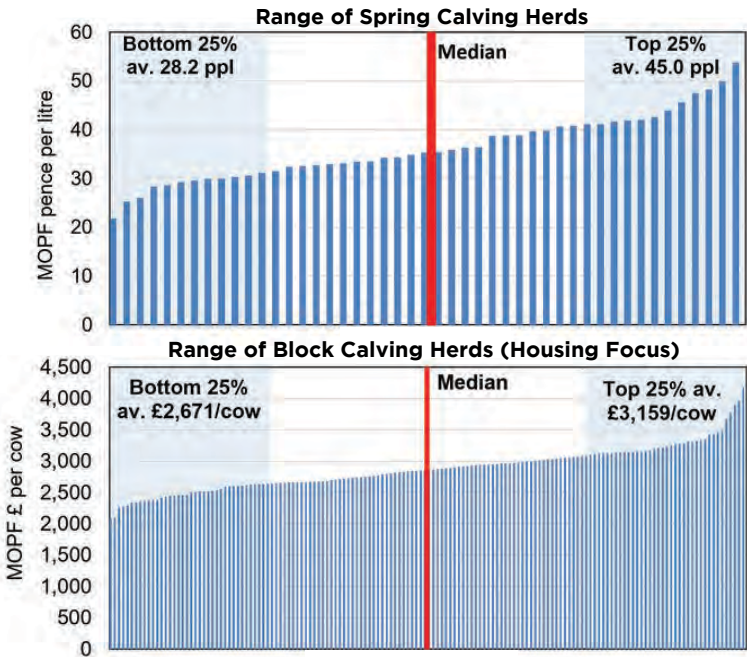
Spring calving herds averaged 5,515 litres/cow, producing 50% of their yield from forage. By not pushing the cows too hard, they had the lowest replacement rates, at 24%. Their low purchased feed costs (8.58ppl) translated to the highest MOPF per litre, of 35.94p.

On a margin per litre basis, spring calving herds showed the highest gap between the top and bottom 10% of herds; a difference of 23.62ppl, with the top 10% of herds achieving a margin of 49.01ppl.

Grazing focused autumn/split block herds used the least concentrates bar spring-calving herds, at 2,088kg/head, and had the second highest MOPF per litre, at 34.76p.

Charts below report individual herds.

Conventional Herds, All Breeds	Spring Calving Herds	Autumn / Split Block Calving (Grazing Focus)	Autumn / Split Block Calving (Housing Focus)
Cows in herd	229	199	224
Stocking rate (cows/ha)	2.76	2.26	2.32
MILK PRODUCTION			
Milk yield (litres/cow)	5,515	6,671	8,649
Yield from all forage (litres/cow)	2,750	2,691	2,827
Yield from grazed forage (litres/cow)	1,765	972	779
Number of days grazing	218	239	184
Total yield from forage (%)	50%	40%	33%
Milk solids (kg per cow)	446	543	679
Milk price (pence/litre)	44.52	44.85	44.25
Milk price: feed price ratio	1.43	1.46	1.46
MARGIN OVER PURCHASED FEED (MOPF)			
MOPF (£/cow)	1,982	2,319	2,880
MOPF (pence/litre)	35.94	34.76	33.30



Housing-focused block calving herds were larger (224 cows), producing higher yields (8,649 litres/cow) and higher reliance on purchased feed (10.95ppl). Their focus is on margin per cow or herd rather than per litre, and they came in second behind year-round calving housed herds, at £2,880/cow and £645,120/herd, driven by higher overall production.

These bar charts illustrate the range behind the averages when it comes to MOPF - within each system there are big differences between the largest and smallest margins.

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
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* Less than 200 days grazing*	System 2 Block Calving, Grazing Focus System 3 Block Calving, Housing Focus
All Year Round Calving	Above 160 days grazing* Less than 160 days grazing*	System 4 All Year Calving, Grazing Focus System 5 All Year Calving, Housing Focus

## 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	49% of organic herds
	Above 6,250 litres per cow**	System 7 Organic, High Yield	51% 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 190 grazing days.  
\*\* Yield is the average milk production per cow within a 12-month period.



# PRODUCTION SYSTEMS (Cont'd)

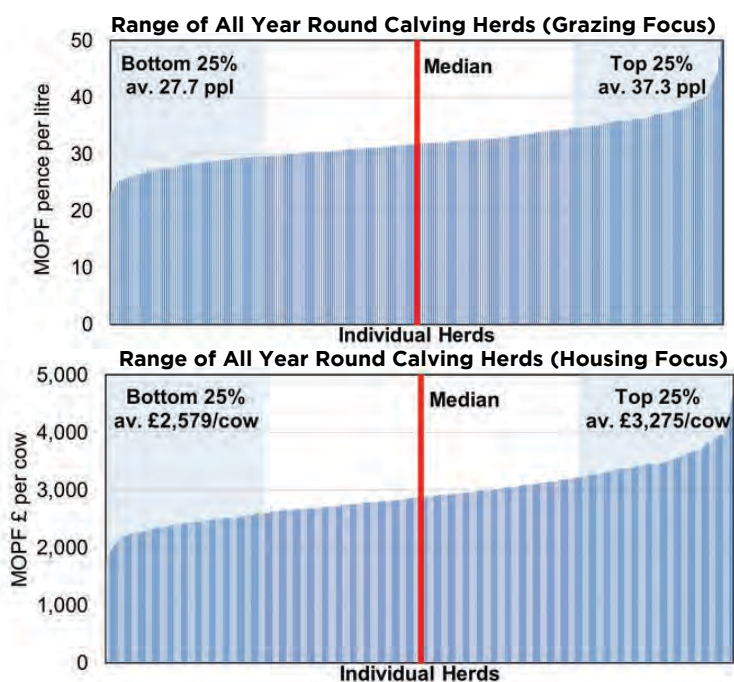
## All Year Round Calving Herds

All year-round calving herds are the most common conventional systems. The grazing-focused group had the smallest herds (177 cows), this year producing 6,837 litres/cow (34% from forage). Despite good milk quality and reasonable purchased feed costs (10.72ppl), their margin over purchased feed (MOPF) was the second lowest, at 32ppl and £387,276/herd.

Housing focused, year-round calving systems are the most prevalent overall, boasting the largest herds (266 cows) and highest yields (9,775 litres/cow), with the lowest milk from forage (24%). Despite having the lowest milk quality on a per-litre basis, the higher yields resulted in the highest solids produced per cow, at 766kg.

These intensive systems exhibited the highest conventional culling (30%) and replacement rates (33%). But while having the highest purchased feed costs (12.32ppl) and the lowest milk price (42.36p), their scale and high output led to the highest MOPF per herd and cow, at £781,242 and £2,937, respectively.

Conventional Herds, All Breeds	All Year Round Calving (Grazing Focus)	All Year Round Calving (Housing Focus)
Cows in herd	177	266
Stocking rate (cows/ha)	2.31	2.54
<b>MILK PRODUCTION</b>		
Milk yield (litres/cow)	6,837	9,775
Yield from all forage (litres/cow)	2,347	2,293
Yield from grazed forage (litres/cow)	1,020	260
Number of days grazing	204	144
Total yield from forage (%)	34%	24%
Milk solids (kg per cow)	549	766
Milk price (pence/litre)	42.73	42.36
Milk price: feed price ratio	1.37	1.38
<b>MARGIN OVER PURCHASED FEED (MOPF)</b>		
MOPF (£/cow)	2,188	2,937
MOPF (pence/litre)	32.00	30.05

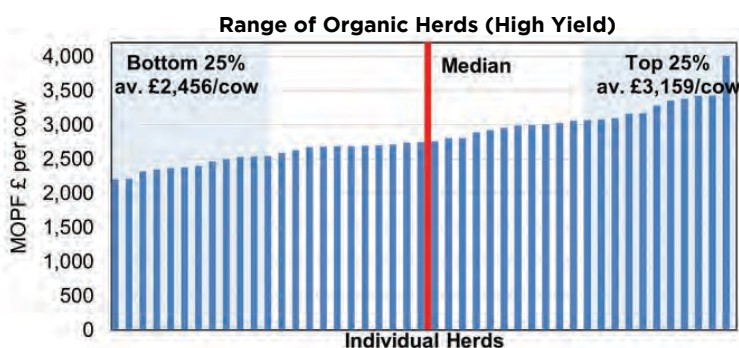
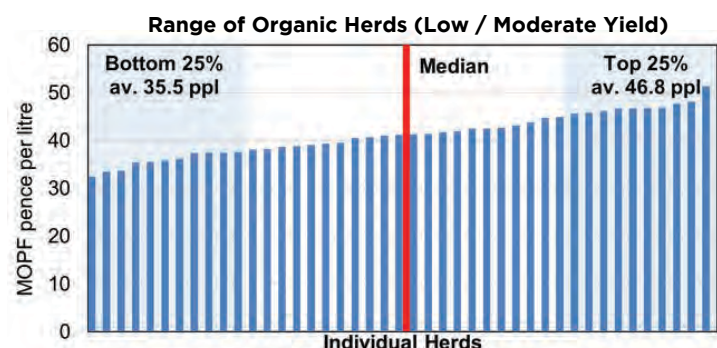


Organic Herds, All Breeds	Low / Moderate Yielding Herds	High Yielding Herds
Cows in herd	267	253
Stocking rate (cows/ha)	2.23	1.98
<b>MILK PRODUCTION</b>		
Milk yield (litres/cow)	5,090	7,343
Yield from all forage (litres/cow)	2,521	2,900
Yield from grazed forage (litres/cow)	1,472	1,348
Number of days grazing	229	219
Total yield from forage (%)	50%	40%
Milk solids (kg per cow)	399	547
Milk price (pence/litre)	54.09	53.06
Milk price: feed price ratio	1.15	1.12
<b>MARGIN OVER PURCHASED FEED (MOPF)</b>		
MOPF (£/cow)	2,111	2,829
MOPF (pence/litre)	41.47	38.53

## Organic Herds

Organic herds have most certainly turned the corner following a few tricky years. Low to moderate yielding systems saw the highest jump in milk price, year-on-year, up 20% to a chart-topping 54.09ppl. With the lowest concentrate use of any system, they boasted the highest MOPF per litre at 41.47p.

The high-yielding organic farms averaged 7,343 litres/cow, with 40% from forage, and had the lowest stocking rate of all, at 1.98 cows/ha. They had the highest culling (32%) and replacement (34%) rates of all systems as well as the highest feed costs per litre (14.53ppl). However, the high milk price (53.06p) paid off, resulting a MOPF of £715,737/herd.



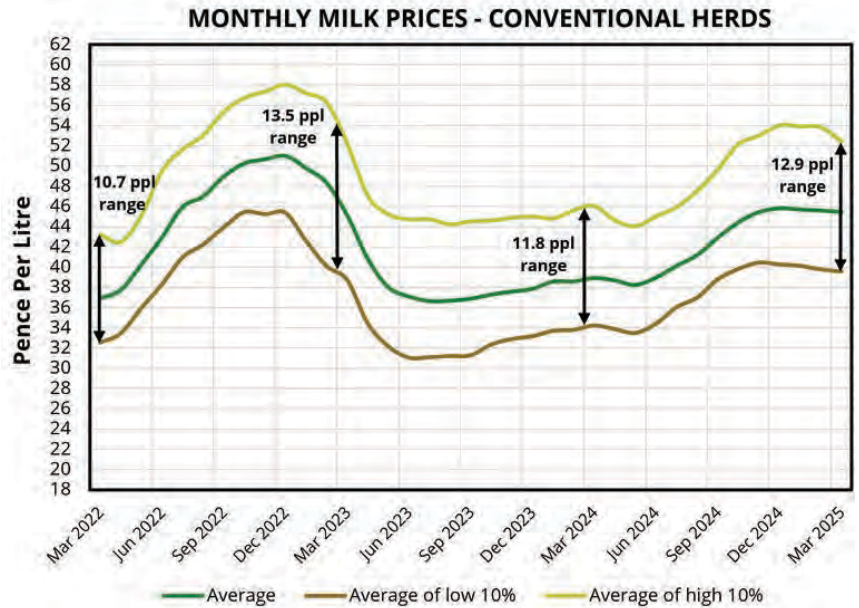
# MILK PRICE ANALYSIS

Following the sharp dip in milk prices seen through spring 2023, this past milk year has brought a period of relative stability, albeit with notable fluctuations across contracts.

From the low point of 36.64ppl in July 2023, average prices gently climbed, lifted by tighter supply. Forage quality from the 2023 season improved, although wet weather in early spring 2024 again limited production during the traditional flush. By December 2024, average prices had climbed to 45.82ppl, although record production then saw them ease back to 45.47ppl by March 2025.

While the difference between the top and bottom 10% narrowed markedly up to July 2024, to 9.88ppl, the higher prices meant it then rebounded sharply, reaching 14.04ppl by February 2025. This widening gap demonstrates the increasing

divergence between milk contracts and the importance of aligning production systems to market signals. Commodity prices have remained volatile, but improved global demand and lower-than-expected milk volumes in some areas helped support a modest price recovery into 2024 and early 2025. Processors are increasingly rewarding attributes beyond volume alone, with premiums available for quality, seasonality, and sustainability measures.



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

Year ending		Mar 20	Mar 21	Mar 22	Mar 23	Mar 24	Mar 25
Top	pence/litre	33.52	32.80	40.55	52.95	44.98	46.91
Bottom	pence/litre	25.08	25.34	33.81	37.49	32.00	39.27
<b>Difference</b>	<b>pence/litre</b>	<b>8.44</b>	<b>7.46</b>	<b>6.74</b>	<b>15.46</b>	<b>12.98</b>	<b>7.64</b>

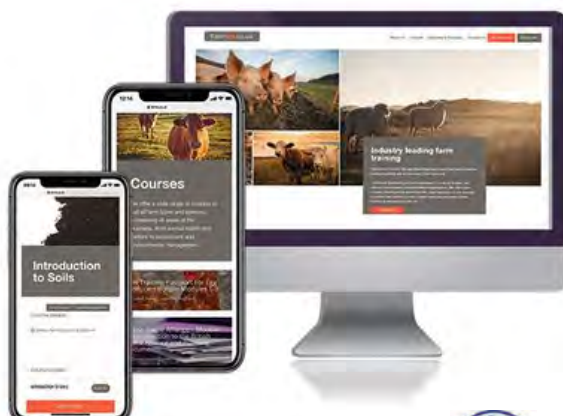
Source: AHDB Dairy

So what lies ahead? With continued climatic uncertainty and high input costs, confidence remains fragile. However, there's growing recognition that milk pricing structures are evolving. As consumer pressure intensifies and supply chains strive for greater resilience, price differentiation within and between contracts is likely to continue.

Now more than ever, understanding your milk buyer's pricing mechanism and how your business can match it is critical. Whether through improved constituents, aligned seasonality, or regenerative practices, the tools to improve milk price are increasingly within the producer's control.

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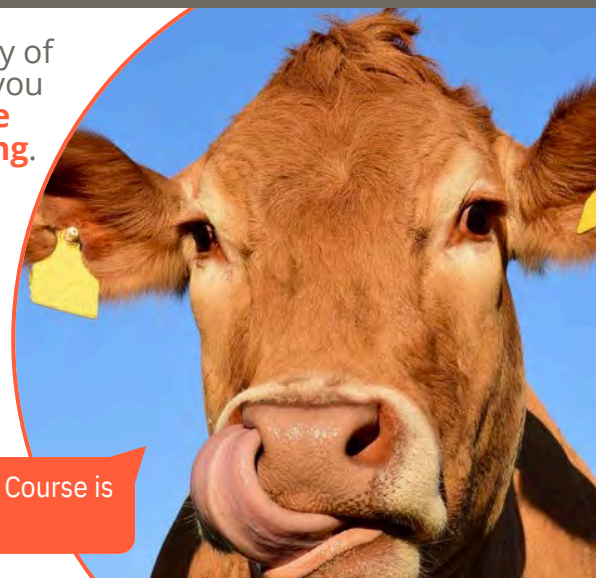
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# MILK FROM FORAGE

The year ending March 2025 stands out as one where milk from forage took a substantial hit for the entire 12 months. A constantly wet summer dampened milk from grazing and meant making optimum quality silage was impossible for many.

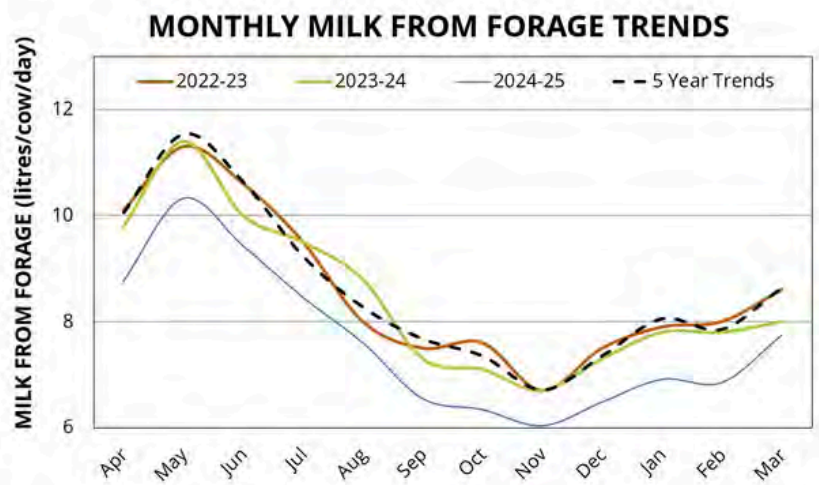
Yet again, the gap between the top 10% and average producers widened in the year to March 2025, with the top 10%, ranked on milk from forage, earning £529/cow more. Last year, the gap was £436, and the year before, £351.

The top 10% of producers produced 47% of their milk from forage (compared to 12% in the bottom 25%). They averaged an overall yield of 8,917 litres/cow – almost identical to last year – while the average herd's yield was slightly down on the year at 8,421 litres. The top 10% of producers' reliance on forage, the most cost-effective on-farm feed, allowed them to use considerably less concentrate – 2,426kg/cow, costing £816 – while the bottom 25% used 3,563kg and spent £1,227/cow.

This focus on forage directly translated to higher profits: The top herds earned a margin over purchased feed of £3,131/cow, compared to £2,514/cow in the bottom quartile, even though the latter group produced more total milk (2.3m litres) from larger herds feeding more concentrates.

Herds with lower stocking rates generally achieved higher milk from forage. The top 25% of producers in this category generated 19,122 litres of milk per hectare from a stocking rate of 2.24 livestock units/ha, resulting in a margin of £2,944/ha. The bottom 25% produced 21,645 litres/ha from a stocking rate of 2.42/ha and had a margin of £2,433/ha due to elevated feed costs.

Even for housed herds, prioritising grass and silage management while balancing rations will pay dividends in herd efficiency.



ANNUAL RESULTS - YEAR END MARCH 2025 (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	217	222	226	257	202	219
Stocking rate (cows/ha)	2.09	2.24	2.39	2.42	2.26	2.39
MILK PRODUCTION						
Milk yield (litres/cow)	8,917	8,555	8,421	8,946	8,541	8,441
<b>Yield from all forage (litres/cow)</b>	<b>4,158</b>	<b>3,721</b>	<b>2,450</b>	<b>1,058</b>	<b>3,928</b>	<b>2,691</b>
Milk price (pence/litre)	44.25	43.57	42.44	41.82	38.77	38.19
FEED						
Concentrate use (kg/cow)	2,426	2,463	2,883	3,563	2,326	2,753
Concentrate use (kg/litre)	0.27	0.29	0.34	0.40	0.27	0.33
Concentrate price (£/tonne)	316	315	309	304	348	339
Other purchased feed cost (£/cow)	49	47	81	145	46	80
Total purchased feed cost (p/litre)	9.15	9.60	11.54	13.71	10.02	12.02
All P. Feed @ 86% DM equiv. (kg/cow)	2,530	2,573	3,115	4,021	2,442	2,984
MARGIN OVER PURCHASED FEED (MOPF)						
MOPF (£/cow)	3,131	2,906	2,602	2,514	2,455	2,210
MOPF (pence/litre)	35.11	33.96	30.86	28.10	28.75	26.18

# REGIONAL ANALYSIS

There have been some marked shifts yet again in the regional analysis, some of which can be attributed to a change in sample; while some tables represent matched herds datasets, the regional analysis is not matched.

A particular surprise is the marked drop in yields in Scotland, from 9,314 litres/cow to 8,787 litres. It's likely this reflects an increase in the number of Kingshay clients supplying First Milk in South-West Scotland – herds which are smaller and more grazing focused than the traditional large, housed herds further North.

All regions except the South-East saw a drop in yields from forage, with Scotland having the most significant change from 2,014 litres to 1,594, likely because of the poor weather. The South and South-East would have experienced the most favourable spring and summer compared to other areas further North and West.

Yields improved across the South-East, South-West and Wales, with the Midlands coming out on top despite seeing a slight drop on the year. Concentrate use continued on an upward trajectory, with an increase in use across all the regions, compensating for the poor forage season.

ANNUAL RESULTS - YEAR END MARCH 2025							
Holstein/Friesian, Conventional Herds	South-West	South	South-East	Midlands	North	Wales	Scotland
% of herds	33%	8%	2%	19%	18%	13%	6%
Cows in herd	225	246	197	251	221	211	252
Stocking rate (cows/ha)	2.24	2.27	2.32	2.46	2.72	2.61	2.51
MILK PRODUCTION							
Milk yield (litres/cow)	8,131	8,816	8,365	8,904	8,774	7,721	8,787
Yield from all forage (litres/cow)	2,694	2,787	3,135	2,268	2,100	2,655	1,594
Milk price (pence/litre)	42.80	43.00	44.23	41.65	42.14	42.33	41.40
Change on last year (pence)	3.88	3.10	5.03	3.70	4.82	5.14	3.61
FEED							
Concentrate use (kg/cow)	2,769	2,841	2,587	3,104	3,108	2,496	3,223
Concentrate use (kg/litre)	0.34	0.32	0.31	0.35	0.35	0.32	0.37
Concentrate price (£/tonne)	307	307	316	310	303	313	309
Other purchased feed cost (£/cow)	57	115	49	104	112	53	128
Total purchased feed cost (£/cow)	908	987	865	1,067	1,055	834	1,123
Total purchased feed cost (p/litre)	11.17	11.19	10.35	11.98	12.03	10.80	12.78
Change on last year (pence)	-0.48	-0.82	-0.94	-0.15	-0.44	-0.25	-0.64
MARGIN OVER PURCHASED FEED (MOPF)							
MOPF (£/cow)	2,572	2,805	2,835	2,642	2,642	2,434	2,516
MOPF (pence/litre)	31.63	31.81	33.89	29.68	30.11	31.53	28.63
Change on last year (pence)	4.36	3.93	5.97	3.85	5.26	5.39	4.25

Milk prices increased across the board, with the South and South-East leading the way, possibly due to being a former Milk Link heartland. Those suppliers are now with market-leading Arla. Scottish producers bring up the rear, with higher haulage charges a likely contributing factor.

As a result, the South-East topped the table both on margins per cow and per litre, at £2,835 and 33.89ppl, respectively, with Wales and Scotland at the bottom of the ranks at £2,434/cow and 28.63ppl, respectively.

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Summer 2025  
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# MILKING FREQUENCY

There have been some shifts among the groups for differing milking frequency this year. Robotic systems continued to contract in herd size – after last year's drop from 202 to 196 head, they fell to 185 in the year to March 2025, reflecting the growing adoption of robots on smaller, family-run farms. This bucked the general trend, with both twice and three-times-a-day milkers increasing in size, by 9 and 27 cows, respectively.

Robotic systems have also continued to pick up the pace in terms of yield, breaking the 10,000 litre mark to 10,041 litres. Twice-a-day systems saw a 28 litre fall to 8,204 litres, while thrice daily milkers dropped 371 litres to 10,620 litres.

So why the big drop? For some reason, three times a day milking farms fed 44kg less concentrates per cows than last year, while both robotic and twice daily milkers fed more. They also slashed other purchased feed use, the combination of which clearly affected yields.

Interestingly, though, thrice-daily producers managed to marginally increase the proportion of yield from forage from 18% to 19%, robot milkers dropped from 25% to 24% and twice daily systems from 33% to 29%. This likely reflects the more housed nature of robotic and thrice-daily systems, while twice-daily milkers are more grazing based and therefore more susceptible to the poor growing season.

Milk prices were higher across the board, and were all within a very tight range of 0.09ppl, compared to 1.3ppl last year. Robotic systems particularly levelled up on price, potentially reflecting better contract alignment, volume bonuses, and improved milk quality.

Twice-a-day herds remained the most efficient on a per-litre concentrate cost basis (0.34ppl), contributing to the lowest total feed cost per litre at 11.35ppl.

When it comes to margins, three-times-daily milking systems led the way on a per-cow basis, while twice-a-day systems took the lead on a per-litre basis – but robotic herds narrowed the gap by spreading their costs over significantly higher yields, year-on-year.

ANNUAL RESULTS - YEAR END MARCH 2025			
Holstein/Friesian, Conventional Herds	Twice a day milking	Robotic milking	Three times a day milking
Cows in herd	218	185	564
Stocking rate (cows/ha)	2.43	1.77	2.78
MILK PRODUCTION			
Milk yield (litres/cow)	8,204	10,041	10,620
Yield from all forage (litres/cow)	2,483	2,389	2,020
Bactoscan: Cell count ('000)	26 : 154	27 : 148	28 : 149
Milk price (pence/litre)	42.72	42.72	42.63
FEED			
Concentrate use (kg/cow)	2,773	3,759	3,826
Concentrate use (kg/litre)	0.34	0.37	0.36
Concentrate price (£/tonne)	309	311	296
Other purchased feed cost (£/cow)	76	88	220
Total purchased feed cost (£/cow)	931	1,258	1,353
Total purchased feed cost (p/litre)	11.35	12.53	12.74
All P. Feed @ 86% DM equiv. (kg/cow)	2,989	3,969	4,391
MARGIN OVER PURCHASED FEED (MOPF)			
MOPF (£/cow)	2,573	3,032	3,175
MOPF (pence/litre)	31.37	30.19	29.90

86 robotically milked herds are included in the analysis above.

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# INPUT PRICE ANALYSIS

The past year has been relatively benign in terms of input costs, although global political instability remains a threat.

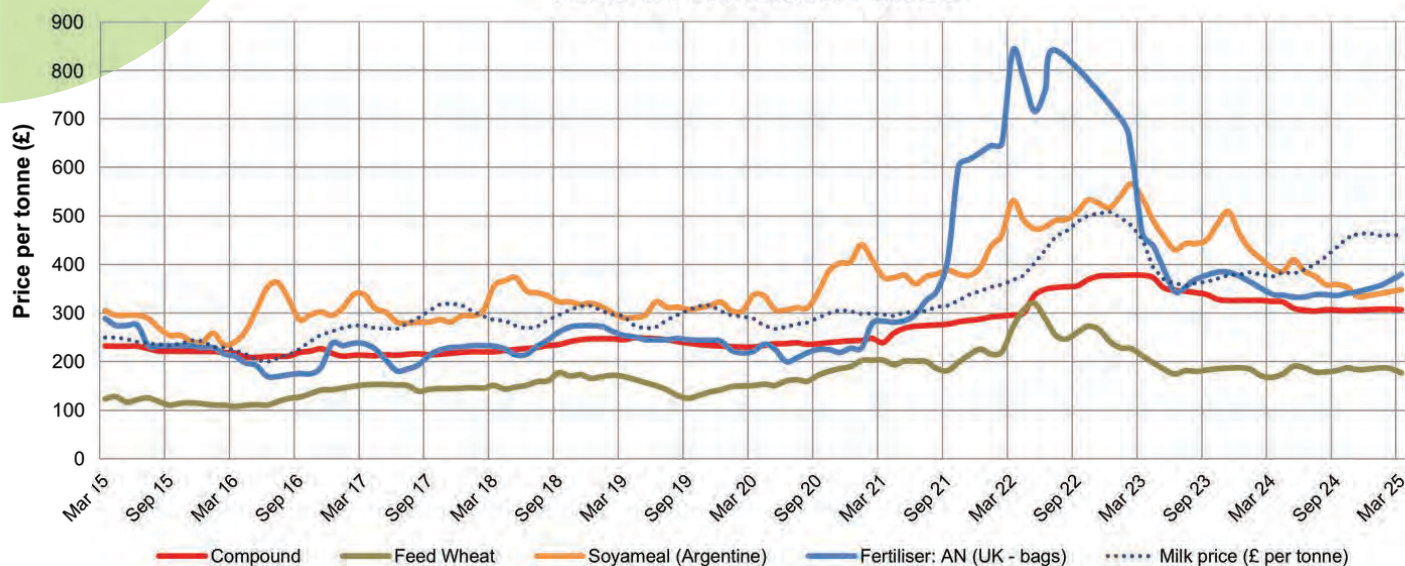
The number of milk litres required to buy 1kg of ammonium nitrate fertiliser continued to ease throughout most of 2024, bottoming out at 0.74 litres/kg in November – the lowest since November 2020. However, it then rose slightly, to 0.83 litres in March 2025 as AN prices crept up to £380/t – their highest since November 2023.

Soya has become a lot more affordable over the past year, requiring 0.76 litres of milk/kg in March, with a price of £349/t. However, the EU Deforestation Regulations, which were postponed until December 2025, could see soya availability tighten as importers struggle to secure compliant supplies.

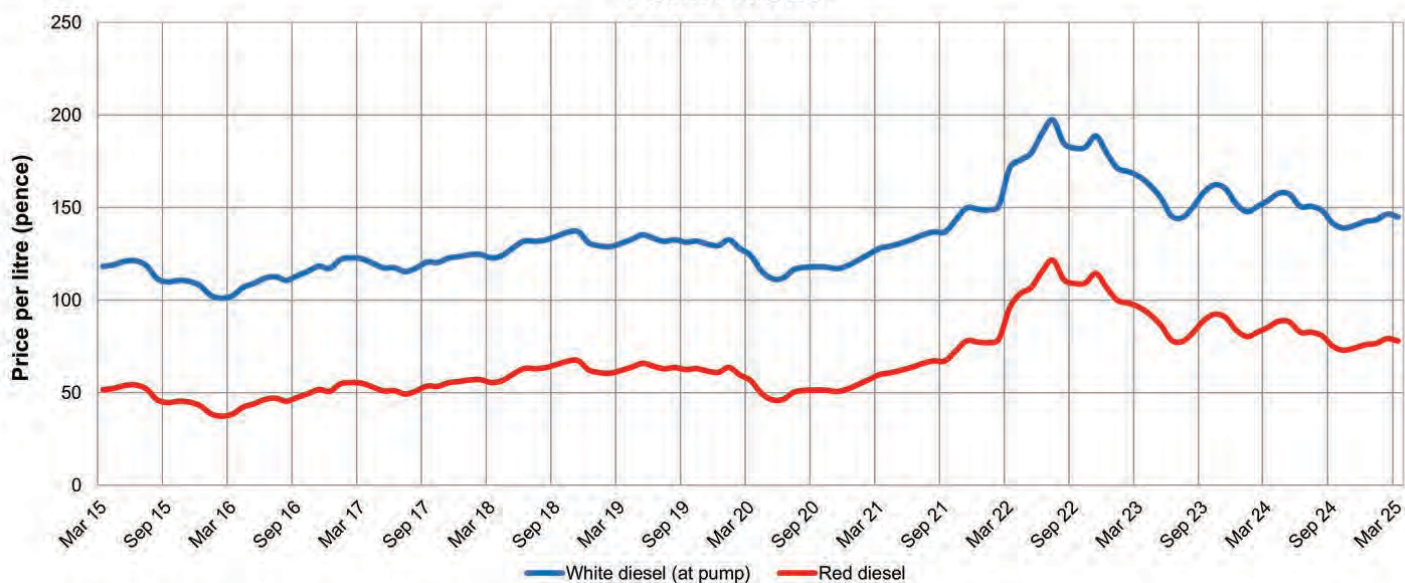
Dairy compound and feed wheat prices remained fairly static in the year to March 2025, although higher milk prices made them more affordable. Fuel prices have also been steady to slightly lower over the year, although they remain above the levels seen from 2015 to 2020.

Looking across the decade, the more volatile inputs like soya and fertiliser have created more pressure on margins, so producers should look to a future of soya-free diets and more efficient fertiliser use. Strategic cost control and forward purchasing will play an important role in managing risk.

## FEED & FERTILISER PRICES



## FUEL PRICES





# MILK YIELD BANDS

At a glance, the expected trends apply when ranking herds by yield: As yield per cow increases, so does herd size, concentrate use and total feed cost per cow. But there are a few little surprises this year.

For instance, last year margins directly followed yields – the highest yielders topped per cow, at £2,855, while the lowest yielders led per litre, at 27.75ppl. But that trend hasn't followed through this year – on a per-cow basis it matches, but the highest returns per litre were in the 7,000 to 8,000 litre band at 32.52ppl, with the up to 6,000 litre band lagging well behind at 30.66ppl.

So why is this? Yields were slightly down across the board, year-on-year, with the exception of the highest yielders who managed an increase of 67 litres/cow – perhaps by maintaining other purchased feed use rather than slashing it like many other producers did.

But the lowest yielders saw the largest decline in production, dropping 50 litres/cow. They also had a much lower milk price in comparison to the other bands, at 39.9ppl versus an average of 42.44ppl. Last year the difference was just 0.73ppl.

Yields from forage all dropped, year on year, due to the poor growing season, and higher yielding herds derived a consistently lower proportion from forage, as might be expected. Milk constituents followed the same trend, but bactoscan and cell counts went in the opposite direction – it appears that the higher yielding the herd, the greater the focus on udder health.

ANNUAL RESULTS - YEAR END MARCH 2025						
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	165	175	187	210	260	316
Stocking rate (cows/ha)	2.46	2.34	2.23	2.38	2.33	2.57
MILK PRODUCTION						
Milk yield (litres/cow)	5,192	6,543	7,507	8,471	9,479	11,157
Yield from all forage (litres/cow)	2,402	2,639	2,565	2,507	2,226	2,376
Total yield from forage (%)	46%	40%	34%	30%	23%	21%
Milk price (pence/litre)	39.90	42.56	43.28	42.63	42.66	42.28
FEED						
Concentrate use (kg/cow)	1,504	2,005	2,462	2,923	3,433	4,027
Concentrate use (kg/litre)	0.29	0.31	0.33	0.35	0.36	0.36
Concentrate price (£/tonne)	313	316	310	307	304	307
Other purchased feed cost (£/cow)	9	24	46	66	119	172
Total purchased feed cost (£/cow)	480	658	808	963	1163	1409
Total purchased feed cost (pence/litre)	9.24	10.06	10.77	11.37	12.27	12.63
All P. Feed @ 86% DM equiv. (kg/cow)	1,541	2,092	2,606	3,120	3,778	4,468
MARGIN OVER PURCHASED FEED (MOPF)						
MOPF (£/cow)	1,592	2,127	2,441	2,647	2,881	3,308
MOPF (pence/litre)	30.66	32.51	32.52	31.25	30.39	29.65



# HERD SIZE BANDS

Herd size is closely linked to performance, with larger herds typically achieving higher yields and gross margins per cow. However, this comes at a cost: concentrate use per cow also increases, from 2,524kg in the smallest herds to 3,535kg in the largest.

Larger herds benefit from lower concentrate prices due to greater buying power, paying £289/t compared to £323/t in smaller herds. Nevertheless, their total purchased feed cost per litre is the highest at 11.85ppl.

One band which perhaps slightly underperformed last year and has turned the tables back is the 300 to 400 cow group. It managed to marginally increase its proportion of milk from forage when most others dropped, while also reducing concentrate use by 117kg when all others increased usage. These farmers also secured the best milk price against third spot last year. As a result, this group managed not only the second highest margin per cow, but also the highest per-litre margin.

ANNUAL RESULTS - YEAR END MARCH 2025							
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	76	126	176	225	273	340	585
Stocking rate (cows/ha)	2.01	2.22	2.26	2.34	2.58	2.59	2.97
MILK PRODUCTION							
Milk yield (litres/cow)	7,654	7,880	8,136	8,541	9,135	8,883	9,852
Yield from all forage (litres/cow)	2,624	2,456	2,523	2,360	2,461	2,454	2,190
Milk price (pence/litre)	42.30	42.30	42.27	42.24	42.19	43.29	42.99
FEED							
Concentrate use (kg/cow)	2,524	2,680	2,731	2,961	3,208	3,024	3,535
Concentrate use (kg/litre)	0.33	0.34	0.34	0.35	0.35	0.34	0.36
Concentrate price (£/tonne)	323	315	312	308	302	299	289
Other purchased feed cost (£/cow)	32	53	76	89	110	114	145
Total purchased feed cost (£/cow)	849	897	927	1000	1080	1017	1167
Total purchased feed cost (p/litre)	11.09	11.38	11.39	11.71	11.82	11.45	11.85
All P. Feed @ 86% DM equiv. (kg/cow)	2,648	2,831	2,939	3,227	3,469	3,338	3,968
MARGIN OVER PURCHASED FEED (MOPF)							
MOPF (£/cow)	2,389	2,436	2,513	2,607	2,774	2,828	3,068
MOPF (pence/litre)	31.21	30.91	30.89	30.53	30.37	31.84	31.14

Last year, the 250 to 300 cow group topped the table on a per-litre basis and came second per cow, demonstrating that there is nothing wrong with being middle of the road when it comes to herd size.

Scale can drive output and margin per cow, but does not automatically lead to the greatest efficiency. Strong forage use, controlled feed costs, effective feed management and favourable milk pricing are all key to maximising returns.

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# HEALTH TRENDS

It's been another good year in terms of cow health – all of the areas scored in the report showed a reduction, year-on-year.

Cases per 100 cows	2021	2022	2023	2024	2025
Mastitis	32	30	29	26	24
Lameness	36	35	33	37	34

Mastitis dropped by two cases, to 24 cases per 100 cows, with lameness down from 37 to 34 cases. Lameness had experienced quite a jump in 2023/24 due to the extremely wet autumn, winter and spring, so this is a return to previous levels.

The only departure from this trend is in mobility scores, with the proportion of cows scoring 2 to 3 rising marginally from 5.9% to 6.7%. Given the reduction in lameness overall, it's likely that this is due to better reporting, rather than increased mobility problems.

Although overall health parameters improved, the higher milk price meant the cost of each case increased on the year. Given the higher cost of lost milk and replacements, the average overall cost of poor health rose by £320 to £27,655. These figures are based on a milk price of 42.4ppl, concentrate costs of £309/t, a herd size of 200 cows and yield of 8,500 litres/cow. It's also important to note that they don't include the knock-on cost of poor health on fertility, which should be taken into account.

Cases per 100 cows	Group	Top 25%	Est. Cost per Case	Group Cost	Top 25% Cost	Difference
Mastitis	24	14	£367	£8,808	£5,138	£3,670
Lameness	34	20	£322	£10,948	£6,440	£4,508
Milk Fever	2.1	0.8	£263	£542	£216	£326
Displaced Abomasums	1.9	0.5	£348	£651	£174	£477
Difficult Calvings	2.9	1.6	£404	£1,180	£641	£539
Retained Cleansings	3.6	2.0	£549	£1,954	£1,109	£845
Abortions	3.1	1.6	£627	£1,944	£1,028	£916
Metritis	5.1	3.6	£318	£1,628	£1,145	£483
TOTAL				£27,655	£15,891	£11,764

The difference between the top 25% and total group also widened due to these higher costs, with the top quartile spending £11,764 less than the average group. There are clearly some good savings to be made by focusing on marginal gains when it comes to health, with mastitis and lameness likely to have the biggest impact.

# FERTILITY TRENDS

Fertility has long been improving in the UK, but last year saw a bit of a slide, most likely due to the poorer-quality forage.

Most indicators showed a drop in fertility, with the calving interval extending by a day, and days to first service creeping up by two days. The 100-day in-calf rate fell by four percentage points, with the 200-day not-in-calf rate up by the same amount.

Trouw Nutrition, which analyses forage for Kingshay, showed that most first cut silages had a higher neutral detergent fibre level and lower metabolisable energy content than normal, while second cuts suffered from increased lignin and lower rapidly fermentable carbohydrates.

Outside of nutrition, it's also possible that the increasing use of sexed semen, which has slightly lower conception rates, could be another factor contributing to the drop in fertility figures.

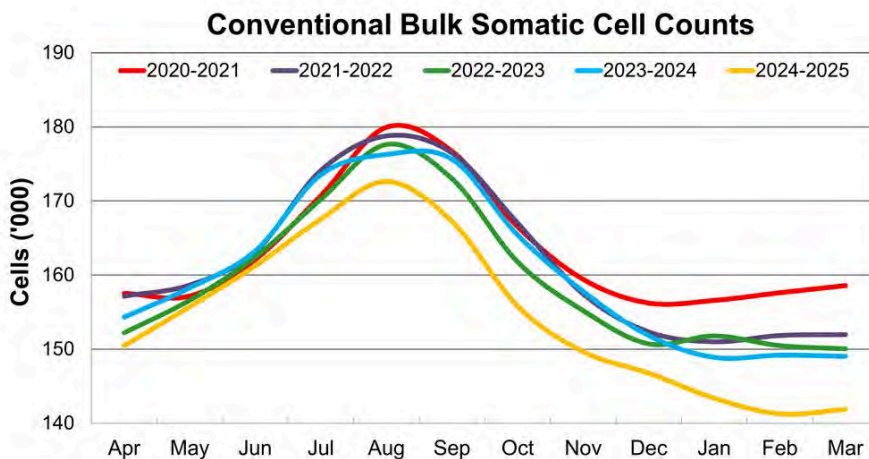
However, there remains long-term improvements in fertility. Since 2017, the calving interval has shortened by an incredible 14 days, with days to first service down by four days and services per conception dropping by 0.6. The conception rate is five percentage points higher, with the 100-day in-calf rate up by 11 percentage points. All good progress upon which producers can further build in the years ahead.

Fertility Status (Year ending...)	Last Year (March 2024)	This Year (March 2025)
Calving interval	393	394
Days to first service	70	72
Services per conception	2.2	2.2
Conception rate	41%	42%
100 day in calf rate	48%	44%
200 day not in calf rate	12%	16%
Infertility culling rate	6.7%	6.8%
Cost of infertility (p/litre)	1.91	2.15
Cost of infertility (£/cow)	£162	£182
Cost of extended calving interval per day	£4.88	£6.86



# CELL COUNT ANALYSIS

Somatic cell counts (SCC) in conventional herds continue to improve year-on-year, showing an 8.3% decline over the past decade, to a record low of 154,000 in 2024/25. This reflects improved udder health and proactive management over the years.

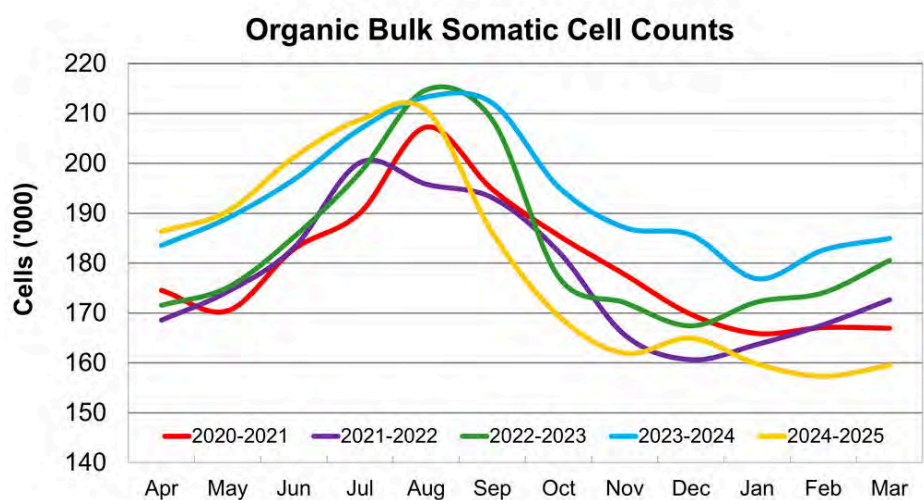


As would be expected, the highest SCCs are seen in the late summer – July to September – due to a combination of heat stress, flies, and lactation curves. Given that many of the UK's cows calve in the autumn, they are reaching late lactation over the summer, creating the seasonal increase. The lowest counts are from November to February.

However, organic herds tell a slightly different story. Although the decade also shows a decline for average bulk SCC – of 5.3% – the figures themselves are higher than for conventional herds, averaging 180,000 in 2024-25. Organic herds saw a much higher bulk SCC than usual during April, May, June and July 2024. These herds did see a lower than usual SCC during September, October and November, as conventional herds did, but this did not continue into the winter months.

Of course, organic herds have fewer tools at their disposal to manage udder health, so close attention to hygiene is even more important. Similarly to the conventional herds, the peak SCCs were in the late summer, and the lowest in the winter.

Bactoscans have not shown the same downward trend, generally remaining within a range of around 25 to 30 for conventional herds and 20 to 35 for organic herds. This is because bactoscan is linked to milking line cleanliness – and as these values are well within most contracts' requirements, there is little incentive to improve further.



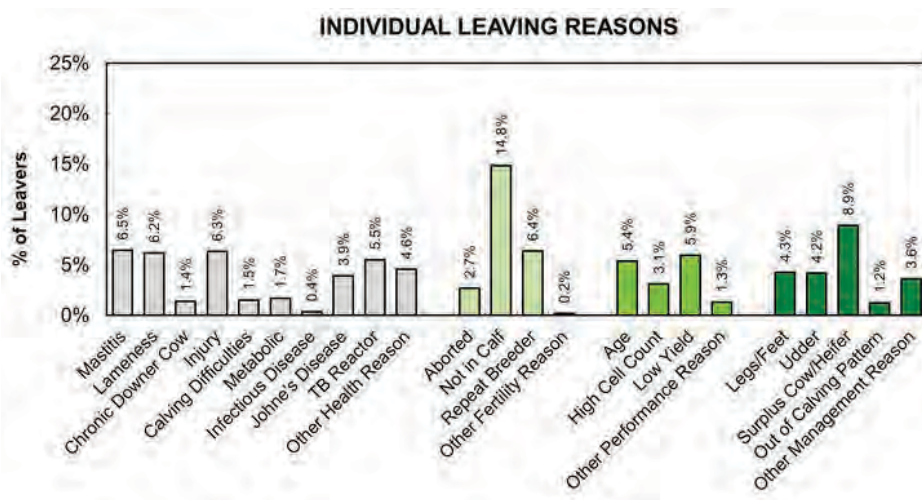
# REASONS FOR COWS LEAVING THE HERD

The proportion of cows leaving the herd reached a record high of 29.2% in the year to March 2025. Although rates do fluctuate slightly each year, the long-term trend is one that's creeping up – from 25.9% in 2015/16. The age at exit has steadily declined, from 3.76 lactations ten years ago to 3.43 now, meaning cows are having a shorter productive life.

However, the number of forced culls has dropped to its lowest level, at 63%, with selected culls comprising 37%. Producers are choosing the best cows to keep, and culling those with potential problems. Health reasons dropped from 41.7% last year to 40.1% of cows leaving, with management reasons easing from 14.7% to 14.4%. However, cows leaving for fertility and performance reasons were up, year-on-year, from 28% and 15.5% to 28.2% and 17.3% of total leavers, respectively.

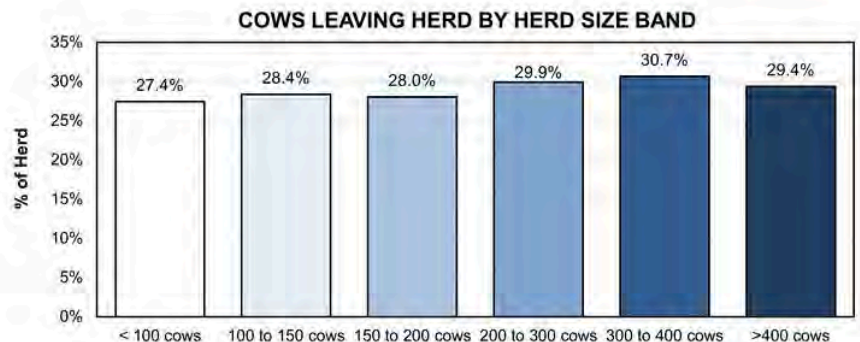


Proportion of Cows Leaving the Herd  
(Forced Vs Selected)

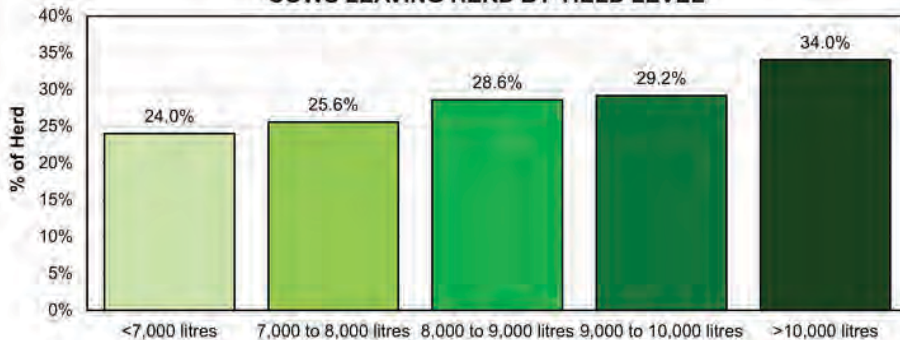


Looking at all individual reasons, not in-calf remained the primary problem, at 14.8%. New in at number two was surplus stock, at 8.9%, up from 5% last year. In third place was mastitis at 6.5%, down from 8.1% last year.

When comparing herd size bands, traditionally, exit rates increase with herd size, but that wasn't the case last year. Herds with under 100 cows had the lowest rate of cows leaving the herd at 27.4%, with 300 to 400 cow herds the highest at 30.7%. Those with the highest proportion of forced leaving reasons were in the 150 to 200 cow band, at 67.3%, while the smallest herds had the highest selected proportion of selected leaving reasons, at 43% of leavers.



COWS LEAVING HERD BY YIELD LEVEL



Higher yields were directly related to higher leaving rates, rising from 24% in the lowest yield band to 34% in the highest. Comparatively, health was a bigger issue for 9,000 to 10,000 litre herds, and fertility for 7,000 to 8,000 litre herds, whereas the smallest herds culled more for performance reasons, and the largest herds culled more for management reasons, such as conformation or not fitting into the calving pattern.

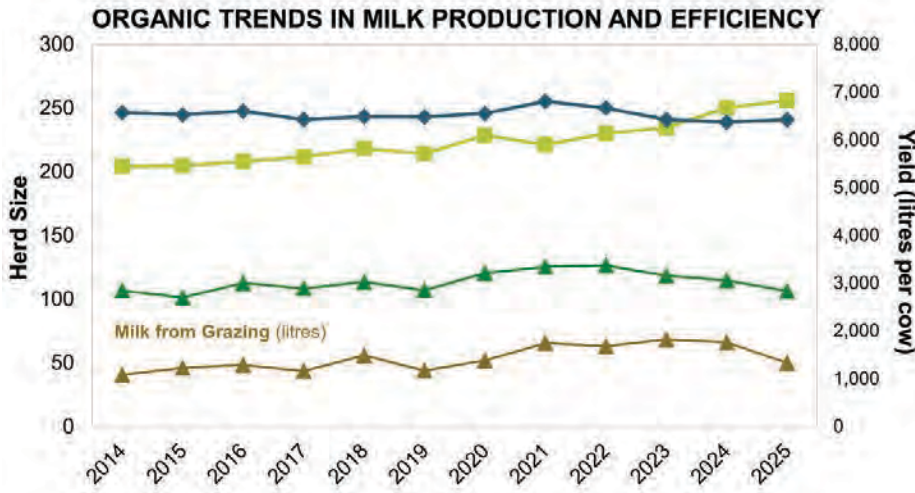
**Call Kingshay to discuss monitoring leaving reasons for your herd.**



# ORGANIC HERDS

Organic herd size continued its upward trajectory in 2024/25, growing to an average of 258 cows, up from 255 last year and now 25% larger than in 2014. Herds are continuing to outpace growth of conventional herds, which have increased by 22% over the same period, to 226 head.

Stocking rates have fallen slightly, to 1.92 livestock units per hectare (LSU/ha), well below the conventional rate of 2.39/ha, reflecting the need to produce more from home-grown forage.



But milk yields increased very slightly, following falls in previous years, to 6,449 litres/cow, now. By contrast, conventional herds have broadly held steady in the 8,400 to 8,500 litre range, with just a 64 litre drop from the peak. This is, despite organic producers ramping up their concentrate use over the past year, from 1,678kg/cow to 1,872kg (all p.feed at 86% conc. equiv.), in a bid to make the most of higher milk prices and lower concentrate costs.

Milk from forage remains a strength of the organic sector. In 2025, 44% of milk came from forage, down five percentage points on last year but still comfortably ahead of conventional levels, which typically sit below 30%. Grazed forage contributed 1,500 litres per cow, a drop from last year's 1,787 litres, reflecting a tougher grazing season. This, and the poorer-quality silage, are likely behind the drop in yields, despite the higher concentrate use.

After a tough few years, the organic milk market is back on track, and milk prices bounced from 46.07ppl in 2024 to a record high of 53.32ppl in March 2025. The organic milk margin has therefore widened from 7.92ppl to 10.88ppl, while the margin over purchased feed increased to £2,565/cow (39.82ppl) compared to conventional at £2,602/cow (30.92ppl). This could attract more farmers to return to organic production in future.

**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 2024	Year Ending March 2025	Difference	% Change
Cows in herd	255	258	3	1.2%
Stocking rate (cows/ha)	1.96	1.92	-0.04	-2.0%
MILK PRODUCTION				
Milk yield (litres/cow)	6,359	6,449	90	1.4%
Yield from all forage (litres/cow)	3,097	2,841	-256	-8.3%
Butterfat (%)	4.25	4.26	0.01	0.2%
Protein (%)	3.34	3.34	0.00	0.0%
Cell count ('000)	184	179	-5	-2.7%
Milk price (pence/litre)	46.07	53.32	7.25	15.7%
FEED				
Concentrate use (kg/cow)	1,629	1,819	190	11.7%
Concentrate use (kg/litre)	0.26	0.28	0.02	7.7%
Concentrate price (£/tonne)	512	471	-41	-8.0%
Other purchased feed cost (£/cow)	12	14	2	16.7%
Total purchased feed cost (£/cow)	846	871	25	3.0%
Total purchased feed cost (pence/litre)	13.47	13.44	-0.03	-0.2%
All P. Feed @ 86% DM equiv. (kg/cow)	1,678	1,872	194	11.6%
MARGIN OVER PURCHASED FEED (MOPF)				
MOPF (£/cow)	2,084	2,568	484	23.2%
MOPF (pence/litre)	32.77	39.82	7.05	21.5%

# CHANNEL ISLAND HERDS

Channel Island herds bucked the trend when it came to milk production in 2024/25, by increasing yields despite the challenging season. Average yields rose from 5,525 litres/cow to 5,818 litres, driven by higher concentrate use, given that yield from forage fell by 75 litres/cow, to 1,929 litres.

ANNUAL ROLLING RESULTS				
Channel Island, Conventional herds (comparing matched herds)	Year Ending March 2024	Year Ending March 2025	Difference	% Change
Cows in herd	215	206	-9	-4.2%
Stocking rate (cows/ha)	2.93	2.62	-0.31	-10.6%
MILK PRODUCTION				
Milk yield (litres/cow)	5,525	5,818	293	5.3%
Yield from all forage (litres/cow)	2,004	1,929	-75	-3.7%
Milk solids (kg/cow)	513	536	23	4.3%
Milk price (pence/litre)	43.86	52.08	8.22	18.7%
FEED				
Concentrate use (kg/cow)	1,944	2,074	130	6.7%
Concentrate use (kg/litre)	0.35	0.36	0.01	2.9%
Concentrate price (£/tonne)	342	314	-28	-8.2%
Other purchased feed cost (£/cow)	93	101	8	8.6%
Total purchased feed cost (pence/litre)	13.72	12.93	-0.79	-5.8%
All P. Feed @ 86% DM equiv. (kg/cow)	2,160	2,339	179	8.3%
MARGIN OVER PURCHASED FEED (MOPF)				
MOPF (£/cow)	1,665	2,278	613	36.8%
MOPF (pence/litre)	30.14	39.15	9.01	29.9%

Having reduced herd size by seven in 2023/24, producers cut numbers again this year, to 206 head. They also reduced the stocking rate, to 2.62 cows/ha – although that is still well above the conventional and organic stocking rates of 2.39 and 2.05, respectively.

Both butterfat and protein dropped slightly, but despite this the milk price rose from 43.86ppl to 52.08ppl, pushing total milk value per cow up from £2,423 to £3,030. That compares to an organic price of 53.17ppl and total organic milk value of £3,377/cow.

To make up for lower quality forage, producers increased concentrate use by 130kg to 2,074kg/cow.

Overall, the margin over purchased feed increased by 36.8% per cow and 29.9% per litre, to £2,278 and 39.15ppl, respectively. That compares quite favourably against organic herds, at £2,517 and 39.62ppl for the year and conventional at £2,602 and 30.9ppl.

# CROSSBRED HERDS

Yield per cow for crossbred herds decreased by 1% to 6,282 litres, while butterfat and protein increased by 1.3% and 0.6% respectively, to 4.64% and 3.61% – well above organic and conventional constituents but still significantly below Channel Island (CI) herds.

As with other groups, yields from forage dropped due to the poor weather, down 144 litres to 2,944. Forage however still comprised 47% of yields, against 44% in the organic sector and 33% in CI herds.

As expected, the biggest change on the year was the milk price, which was up by 5.86p to 45.58ppl, leading to a £342 increase in total milk value per cow. Feed use remained stable, suggesting good feed efficiency, while feed costs dropped – a positive for margins, particularly with milk price on the rise.

The margin over purchased feed (MOPF) increased by 20.6% per cow, to £2,341, while it was up by 21.9% on a per-litre basis, to 37.27ppl.

ANNUAL ROLLING RESULTS				
Crossbreeds, Conventional herds (comparing matched herds)	Year Ending March 2024	Year Ending March 2025	Difference	% Change
Cows in herd	312	313	1	0.3%
Stocking rate (cows/ha)	2.49	2.49	0.00	0.0%
MILK PRODUCTION				
Milk yield (litres/cow)	6,348	6,282	-66	-1.0%
Yield from all forage (litres/cow)	3,088	2,944	-144	-4.7%
Milk solids (kg/cow)	519	518	0	-0.1%
Milk price (pence/litre)	39.72	45.58	5.86	14.8%
FEED				
Concentrate use (kg/cow)	1,689	1,687	-2	-0.1%
Concentrate use (kg/litre)	0.27	0.27	0.00	0.0%
Concentrate price (£/tonne)	329	296	-33	-10.0%
Other purchased feed cost (£/cow)	24	23	-1	-4.2%
Total purchased feed cost (p/litre)	9.14	8.31	-0.83	-9.1%
All P. Feed @ 86% DM equiv. (kg/cow)	1,786	1,780	-6	-0.3%
MARGIN OVER PURCHASED FEED (MOPF)				
MOPF (£/cow)	1,941	2,341	400	20.6%
MOPF (pence/litre)	30.58	37.27	6.69	21.9%



# MEET THE DAIRY MANAGER TEAM



**L to R: Emma Puddy, Mary-Kate Foster and Felicity Gale**

If you want to get a handle on your farm's figures, the Kingshay team are here to help provide you with the tools you need for your business. Whether it's our Starter level package, putting your margin over purchased feed into perspective, up to our Premium Plus service, giving you a comprehensive cost of production analysis and cash flow budgets, Kingshay can give you the power to make informed decisions based on your farm's data.



**MARY-KATE FOSTER**  
*Senior Farm Services Specialist*

Mary-Kate is the key contact for larger corporate clients, and helps manage the antimicrobial reporting service. She joined the team in 2021 and also deals with any Dairy Manager queries.



**FELICITY GALE**  
*Senior 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.



**EMMA PUDDY**  
*Farm Services Specialist*

Emma is a main author of this report, enjoying data analysis and exploring trends to relay to the wider industry. She is also part of the core team supporting clients on a day to day basis.



**CHRISTINA FORD**  
*Product Owner*

Christina joined the team in 2019 and manages the antimicrobial reporting service alongside other corporate projects, including carbon monitoring services. She is also involved with data analysis and industry trends.



**RICHARD SIMPSON**  
*Development Director*

Richard has been 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.



**LUCY HICKS**  
*Services Support & Marketing Coordinator*

Lucy creates all things marketing including, social media posts, adverts, fliers, newsletters and more. She also looks after Kingshay Training services.



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**.





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

Our team of Agricultural Consultants and Associates bring their skills and expertise to your door wherever you farm in the UK. We offer traditional ongoing consultancy or one-off solutions, tailored specifically to you and your business.

### 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.

### Training

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We offer a wide range of training to suit all farm types and species, addressing all areas of the business, from animal health and welfare to recruitment and environmental management. The Kingshay team have extensive experience of delivering training to audiences across the UK.

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



Search 'Kingshay Farming'

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