

Kingshay

Independent Dairy Specialists



NEW TB ADVISORY SERVICE DELIVERS BENEFITS TO FARMERS



Cattle keepers in England are benefitting from specialist advice on building resilience to bovine tuberculosis (bTB), through the TB Advisory Service (TBAS) launched in October.

The service, fully-funded by Defra through the Rural Development Programme for England (RDPE), is available to farmers in the High Risk and Edge areas of England and provides bespoke advice on biosecurity and the risks associated with cattle movements and trading.

TBAS aims to help maximise farm biosecurity and minimise risks associated with cattle movements. According to technical director, vet Phil Elkins. "There are many practical ways to reduce risks or impact of bTB," he says. "On a bTB-free unit, advice will focus on helping keep it that way. For farms under bTB-restrictions, guidance will include trading options and steps to prevent repeated re-infection. On every farm, the advice will be specific to that business and its unique local environment."



So far, over 50 farmers have received advice from experienced consultants – either by telephone or bespoke, on-farm visits. Sarah Tomlinson, an advisor and a member of TBAS's Technical Board explains: 'Whilst there is a wealth of general information available on websites such as the TB Hub, farmers often want to know how this applies to their specific circumstances. If the issue relates to rules and regulations around trading, for example, we can often provide advice over the telephone. For more complex questions, where the farmer wants to discuss a number of issues, an advice visit may be more appropriate.' These visits typically take around two hours to complete, with the advisor spending time looking around the farm and buildings, and then completing a structured questionnaire with the farmer.

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News

December 2017

Dairy Specialists

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- Member Spotlight
- Welcome Baby Samuel

**REGISTER FOR YOUR
FREE ADVICE:**

www.tbas.org.uk

e-mail: info@tbas.org.uk

call: 01306 779410.

www.kingshay.com

contact.us@kingshay.co.uk

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NEW TB ADVISORY SERVICE DELIVERS BENEFITS TO FARMERS CONTINUED:

The adviser will then make a number of recommendations to either reduce the risk of TB entering the herd, or to reduce the impact of the disease for farms already under restriction.

Holly Shearman, who manages the TBAS Service, added 'The farmer receives a written report from the visit, which will include all the data collected and the recommendations. We hope that farmers will share the report with their own veterinary surgeon, who will provide ongoing help and advice to further reduce the risk and impact of TB on their businesses.'

Findings so far...

For many farms that have taken part in the project, the threat of TB-infected badgers transmitting the disease to cattle has been a major concern. Recommendations have focussed on actions farmers can take to reduce the risk of badger-to-cattle contact. To determine the level of badger activity it can be useful to install a wildlife or trail camera.

There are many simple things that farmers can do to reduce badger-to-cattle contact, including sheeting gates

to buildings, fencing off badger latrines in fields and raising up mineral licks.

Buying in cattle is another significant risk for bringing TB onto your farm, but again, there are a number of things farmers can do to reduce the risk. Whilst being a truly 'closed herd' is the gold standard from a disease perspective, many farmers will still have to buy in young bulls occasionally. 'Here, using resources such as the ibTB website to look at the potential risk of buying in stock from a certain area can reduce the risk, whilst isolation and post-movement testing may also be considered' added Sarah Tomlinson.

Further information on the service is available at www.tbas.org.uk. Farmers wishing to register for the service can e-mail info@tbas.org.uk or call **01306 779410**.



KINGSHAY'S DAIRY INSIGHT SERVICE

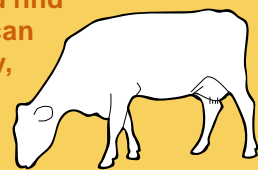
We are adding value to our Membership Package!

Kingshay, are set to launch an exciting new business focussed Dairy Insight Service at the Dairy-Tech show on 7th February, designed to help farmers improve their businesses in a post-Brexit world.

On-farm efficiency is all about making the best use of resources, and Kingshay's Dairy Insight Service will help you utilise your unique farm data to feed into better management decisions that will help you get the best from your farm through improving farm efficiency and herd health.

By measuring and monitoring on-farm performance, dairy farmers can use Kingshay's Dairy Insight Service to meet the needs of the future by identifying opportunities for change and utilising technical advice to make small adjustments in management that can lead to huge savings.

To learn more about the New Dairy Insight Service come and see us at stand I13 at Dairy-Tech on Wednesday 7th February 2018 at Stoneleigh, and find out how we can help you today, and in the future.



RECENT MAILINGS

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



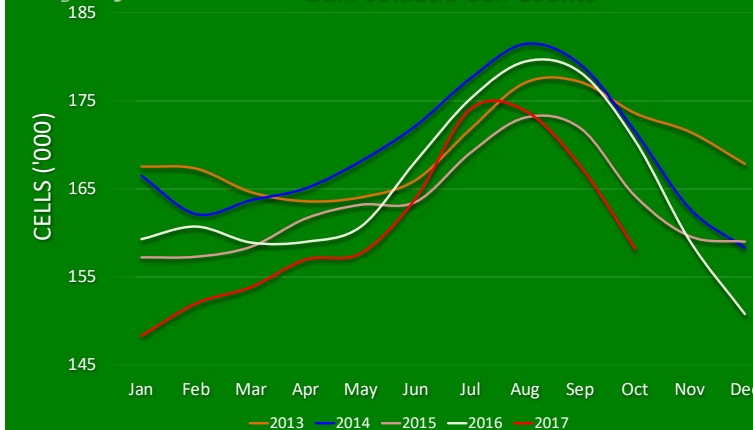
DAIRY MANAGER UPDATE

Kingshay Dairy Manger herds are continuing to see a welcome increase in margins following the increasing milk prices over the last year, with October 2017 averaging 30.78 ppl, a 30% increase on last October when prices averaged at 23.63 ppl. Concentrate use remained similar at 8.6 kg/cow/day but prices increased to £215/tonne, this resulted in an increase of purchased feed costs by 9% to 8.12 ppl. The monthly margins were significantly higher compared to last year, by 47% to £153 per cow.

The positive trend towards reducing somatic cell counts continues. October 2017 cell counts were 7% lower at 158 compared to October 2016. The full reasons for this are not clear however breeding selection for lower SCC's combined with improving management are the most likely factors.



DAIRY MANAGER Bulk Somatic Cell Counts



It is notable that the 2016 figure was higher than 2015 probably reflecting that the progress being made in this area was adversely affected by the economic pressure within the industry.

If you are interested in our Dairy Manager service, call our team on **01458 851555** or email dairymanager@kingshay.co.uk

DATA DRIVEN DAIRY DECISIONS FOR FARMERS

A project that investigates the role animal and environmental sensors can play in collecting real time information to help make more informed decisions on farm is now established. Innovation for Agriculture (IfA) are the lead partner of the Horizon 2020 EU Data Driven Dairy Decision for Farmers (4D4F) project, which has 16 partners across 9 EU countries.

The 4D4F network brings together farmers, farm advisors, technology suppliers, knowledge exchange professionals and researchers to identify, share, debate, disseminate and support the implementation of sensor data to reinforce and improve existing management.

The benefits associated with the use of sensors are far reaching, and include: improved animal welfare, profitability, and product quality as well as minimised environmental impacts and reduced use of antibiotics through preventive health measures.

Richard Lloyd, IfA's Precision Livestock Manager, suggests that the use of sensors can improve a farmer's quality of life by saving time, something that most dairy farms are short of. "Labour is one of the major challenges in our industry, the use of technology has a huge role to play in reducing labour requirements on farm" Richard explains.

If you are considering investing in sensor technology, visit to the 4D4F website www.4d4f.eu



FUTURE FARM

Our state of the art dairy unit is close to completion.

As a core member of the Agri EPI Centre, one of the four agtech centres established with Innovate UK funding, we are building a 180 cow unit with precision grazing, robotic milking, automated feed kitchen, robotic scraping and a fabric roof, which is the first of its kind in the UK. The facility will offer fantastic facilities for research and development for new and emerging technologies. We have already been part of a project investigating satellite measurement of grazing and there are several other leading edge projects in the pipeline.

More details will follow in the next issue of Kingshay News.



WHEN DID YOU LAST TEST YOUR SILAGE?

It is recommended that you sample your silage monthly:

- Maximise your forage use
- Minimise your concentrate costs
- Optimise cow performance
- Gain advanced warnings of spoilage or poor potential

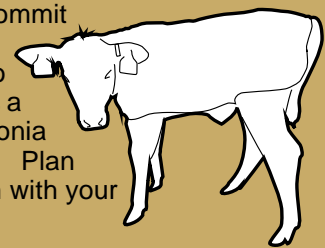
Get 2 samples for just £30.50
(non-members price - £36.50)
www.kingshay.com



COMBATting CALF PNEUMONIA

Winter is here, and with it the inevitable rise of clinical cases of pneumonia. Here are a few top tips from Farm Vets South West's Dr Chris Butterworth to reduce the impact that it may have on your farm:

- **Correct diagnosis** – samples should be taken from calves that have only just started showing signs of infection and that have **not** already been treated with an antibiotic! This will help with the decision on how best to treat them.
- **Prompt treatment** – the earlier signs are spotted and treated, the better! Calves left a few days before treatment often suffer from lung damage.
- **Correct treatment** - which antibiotic to be used should be discussed with your vet and ideally based on laboratory testing. Blanket treatment in groups of calves should only be considered on veterinary advice.
- **Nonsteroidal anti-inflammatories** reduce the severity of clinical signs, however these are surprisingly still widely neglected.
- **Vaccination** – if pneumonia proves to be a persistent problem, a vaccination programme should be considered with your vet.
- **Housing** – a warm, dry and well-ventilated housing area will reduce the infection pressure of pneumonia pathogens. Simple things such as reducing stocking density and not mixing age groups of calves can result in significant improvements.
- **Planning** – prevention is always better than cure! Many factors influence the severity of calf pneumonia and it is essential to commit some time to discuss a Pneumonia Control Plan through with your vet.



ENCOURAGE YOUR FRIENDS & NEIGHBOURS TO JOIN - THE MORE MEMBERS WE HAVE, THE MORE INDEPENDENT WORK WE CAN DO FOR YOU.

MEMBER SPOTLIGHT

In a series of articles we would like to introduce our members, both corporate and individual, to illustrate their services and contributions to the dairy industry. This addition we highlight Reg Coles, our newest corporate member and a leading expert in concrete grooving:



KEEP YOUR LIVESTOCK SAFE, HEALTHY AND PRODUCTIVE.

It is always a tragic loss when an animal must be put down due to slipping and falling on smooth concrete. Apart from the emotional distress caused, there is a severe financial loss, which need not and should not happen in today's farming climate. With an increasing focus on welfare in farming and how to improve health and longevity in livestock, what farmer or livestock manager would not want the best for his or her herd?

With over 35 years of trading, Reg Coles Agricultural Services has built up a reputation as the UK's leading expert in concrete grooving for all types of livestock. The business is owned and run by Reg Coles himself and carries out work anywhere in the UK, with no job too large or small. Reg has provided the concrete grooving for some of the top names in livestock farming, including state of the art livestock markets, agricultural colleges, show grounds, and leading pedigree and commercial herds.

With the quality of workmanship always rigidly maintained to a very high standard and specification, no farmer, landowner or building professional will be disappointed with the high safety standards achieved and the aesthetic appearance of any building or yard.

If you have smooth and slippery concrete walkways or yards, then now is the time to act. You will probably already know the cost of losing livestock this way and Reg will always try to fit emergency jobs into his tight work schedule, where and when possible, although as Reg himself points out, "Prospective customers should try not to leave things to the last moment. You can always speak to me on 07850 700190, and I will be happy to give you an idea of the cost for the work you need."

CONTACT : REG COLES at REG COLES AGRICULTURAL SERVICES Ltd Tel : 07850 700190



WELCOME TO BABY SAMUEL

Congratulations to Kingshay's Senior Farm Services Manager Kathryn Rowland and her husband Tom who welcomed baby Samuel Thomas into their family on 3rd December weighing 7lb 13oz.



INTRODUCING RICHARD MILLER

Richard Miller has recently joined the Kingshay Dairy Manager team as Services Development Manager.

Many of you, particularly in the South West, will be familiar with Richard from his previous 7 years spent as Regional Business Manager for National Milk Records plc. His role is to ensure the smooth running of the Dairy Manager Service while Kathryn Rowland is on maternity and also to develop new business opportunities particularly in the costings and antimicrobial service areas.

Richard spent the first 20 years of his working life running the family dairy unit in South Dorset then moved to NMR in 2007, initially as an Area Manager before taking on management of the South West region. He has a Research Masters from Plymouth University awarded from a project based upon dairy reproduction economics alongside a BSc in mathematics. Richard's particular interests in the dairy industry are emerging technologies particularly genomics and sensor technology alongside performance economics.

Most of his spare time is spent doing family things with occasional help on the family farm but he also can be found cycling, at the tennis club or watching rugby.

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