

NEW YEAR, NEW START

Taking time to reflect on the past year can be extremely beneficial. What has gone well? What were your main challenges? Carrying out this review should highlight some opportunities to do things a little differently.

Planning changes now will give you time to develop ideas to avoid the same pitfalls this coming year. Make a positive start to 2020 by making a New Year's resolution for yourself and your business!

Every business needs a strong sense of direction that include plans for the future. Identify where you want your business to be, by setting focused and obtainable short and long-term goals. These are best laid out as written objectives. Involve your staff when setting farm targets; motivated and enthusiastic staff are crucial to keep a business moving forwards.

Understanding your herd's profitability and costs of production are essential. You should not only know what it costs to produce each litre of milk but also understand how that cost is made up. Only then, can you compare and benchmark to highlight where change is needed in your business. Kingshay's Profit Manager can be used as a stand-alone package for this analysis. Who knows what the future holds for the industry? So, building a resilient business is essential.

Budgeting is an increasingly important part of running a farm business. With the uncertainty around Brexit, as well as ongoing pressure on farm margins, it is more important than ever to produce accurate forecasts. It's only when you have realistic figures in front of you can you then make an informed decision about the future direction of the business.

Planning your budgets with confidence for 2020 could not be easier than with AgriBudget, Kingshay's financial planning software developed specifically for flexibility and ease of use. AgriBudget caters for any farm business, no matter how many enterprises and diversified activities it has, allowing production of budgets for any timescale up to five years. Monitor your actual budgets against your projections and produce a full range of bespoke business reports for your own use or presentation to the bank.

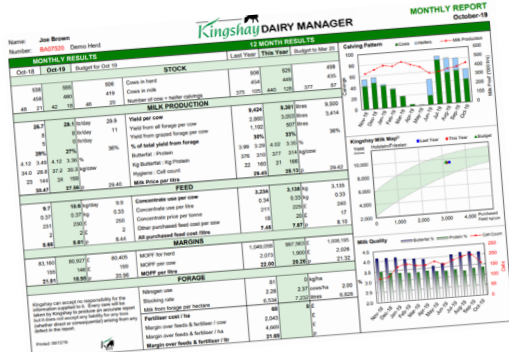
Whether you are a budgeting expert or a novice, now is the perfect time to look ahead and get a financial plan in place. For more information or to register for a free 14-day trial contact our Kingshay's team on 01458 851555 or email agribudget@kingshay.co.uk.

News

January 2020

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Using your own on-farm herd performance data, such as Kingshay's Dairy Manager Monthly Report, will allow you to compare this year's 12-month results with last year, bringing to light any matters for concern. In addition, benchmarking your herd against others on similar systems, using the Special Interest Group Report, may also help you identify further opportunities for change.

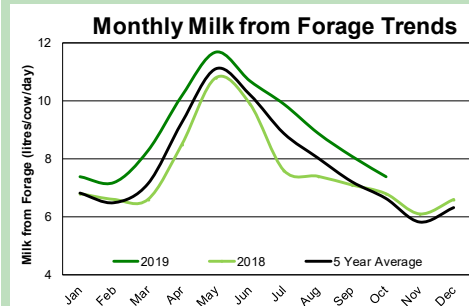


AgriBudget

FLEXIBLE FARM BUSINESS
PLANNING SOFTWARE FOR
CONSULTANTS AND FARMERS

DAIRY MANAGER UPDATE

Since Kingshay first began doing Dairy Costings 20 years ago, Milk from Forage has always been a key indicator of herd performance and played an important part in benchmarking and trends. Analysis of Milk from Forage trends for the year ending October 2019 show a significant improvement compared to last year, but also compared to the 5-year average. However, when you look back



over the 20 years, Milk from Forage has fluctuated over the years (see Dairy Costings Focus Report 2019).

Given that producing milk from forage is seen as a key indicator of financial efficiency, why has it been so difficult to improve on this situation? The answer, of course, is because it is difficult and multifactorial. Building and farm layout, labour availability, the drive by some

milk buyers towards level milk profiles, changing weather patterns, volatile feed prices and limited management time have all contributed to the static milk from forage figure over the last 10 years.

Analyses of this quarter's results show margins are dropping month on month going into the winter as feed costs increase. The graph above highlights average milk from forage is the highest it has been in the last 5 years. The rolling milk from forage average was up 13% on last year to 2,687 l/cow. This summer saw most areas of the UK benefitting from a better growing season, whereas last year saw a dry summer having a knock-on effect on herd performance. How does your herd compare?

Further monthly & rolling trends are available at www.kingshay.com/dairy-costings/latest-results/

Monthly Results	Aug-19	Sep-19	Oct-19
Milk Yield (l/cow/day)	25.4	25.5	25.6
Change on last year	1%	1%	1%
Milk from Forage (l/cow/day)	8.8	8.0	7.5
Change on last year	19%	13%	10%
Milk Price (ppl)	28.3	28.9	28.8
Concentrate Use (kg/cow/day)	7.7	8.2	8.6
All Purch. Feed Costs (ppl)	7.6	8.1	8.3
MOPF (£/cow)	£134	£134	£139

2020 YEAR PLANNER

Did you get your copy? Would you like another for the dairy office?

Or if you would like to advertise in next year's year planner, contact us on 01458 851555 or email contact.us@kingshay.co.uk



LABOUR SURVEY HAVE YOU COMPLETED YOURS?

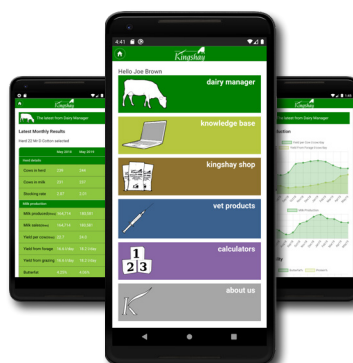
The UK dairy industry is facing a number of long term challenges, with the availability and retention of labour ranking highly for many individual farm businesses. We are looking to gather the facts surrounding labour on today's modern dairy farms and to appreciate how modern technology affects this.

We're calling on dairy farmers to take a few minutes to fill in the survey online or by post, simply visit <http://bit.ly/2owHwmxm>

All applicants will receive a free report of the results and entered into a prize draw for the chance to win a £100 'Buy a Gift' voucher.

DOWNLOAD THE KINGSHAY APP FOR **FREE** NOW!

- Keep up-to-date with your herd's performance*
- Practical and technical information at your fingertips*
- Download the app by searching 'Kingshay' on the Apple App store or Google Play



*Access subject to services purchased from Kingshay



RECENT MAILINGS

Twice a month, Kingshay's farmer, consultant and vet members receive Insight publications. A library of previous publications are available in the members area on our website. Here are some highlights from those produced in recent months:

DECEMBER CHECKLIST

- Are You & Your Workers Falling Foul of HMRC Rules?
- Mastitis during the Housing Period
- Sheep on Tack
- When did you last re-calibrate your feeders?
- Maize Silage Analysis

SOUTH WEST DAIRY DEVELOPMENT CENTRE UPDATE



The new Joz robot scraper has been installed with its docking station where it recharges its batteries and takes on water for the system that sprays ahead of the scraper. It is doing a great job especially in the crucial area along the heel-stone. It is programmed to scrape the cubicle area eight times a day and the feed area twice a day. We have seen immediate benefits in cleaner cows.

The molasses tanks supplied by ED&F Man have been installed together with the GEA pump system. We are now feeding 1Kg per head per day of molasses in the mixed ration which is formulated in the feed kitchen and delivered by the rail mounted feed carrier. Currently the milking ration is being distributed 12 times a day to keep

it really fresh. This achieves fantastic forage utilisation even though our grass silage is a bit wetter than we would like this time.

The cows are milking well with 143 in milk giving an average of 30.9 litres. Daily robot visits are averaging 3.4 per cow with some cows milking themselves just over 5 times a day. Some modifications to the robot exit doors has helped to solve the problem of cows pushing their noses in to pinch feed from the cow being milked!

It's as important to look after the welfare of the people involved as it is the cows. Our herdspeople, Hannah and Mark have just had their reviews with farm manager Justin and both have said how much they like the 40 hour week system they work. Hannah and Mark have chosen to work 10 days on with 4 days off. They rotate their shifts so that one starts early and works 8 hours through to lunchtime while the other starts later and finishes at 6. That way they overlap in the middle of the day to complete tasks that need two.

Plans are afoot to make some improvements to the cow tracks near the grazing gate ready for early Spring grazing. Right now the ground is very wet as it seems to be right across the UK, but we need to be ready to get the cows out when conditions permit.



EUROPEAN DAIRY FARMERS - Innovative Technologies & Making the Most of Data

Kingshay recently hosted dairy farmers from the UK and across Europe at the latest EDF-UK meeting. European Dairy Farmers (EDF) is a club of visionary dairy farmers, which serves as a platform for the exchange of knowledge, ideas and experiences on an international level. One of the key focuses of the group is to compare economic performance to highlight business strengths and opportunities for change. Kingshay facilitate the EDF-UK group activities throughout the year, and at the end of November EDF-UK Members met for their autumn meeting, joined by EDF farmer council representatives, the scientific team, and EDF members from across Europe. In all 60 people attended over the two days, representing 15 different countries. The theme for the meeting, which was held in Somerset, was how innovative technologies can be effectively applied, and the challenges that need to be overcome to be able to make effective use of the data generated on-farm.

Farm visits included a tour around the Kingshay run South West Dairy Development Centre, long-term EDF members the Christensen Family at Steanbow Farms and Finalist in the British Grassland Society's Grassland Farmer of the Year - Chris Brake's. All visits provided an excellent opportunity for discussion, particularly the facilitated debate around 'what does the future EDF farm look like?' Progressive Farmers interested in joining EDF-UK group and learning more about the EDF Cost of Production process should in the first instance contact Richard Simpson at Kingshay (Tel: 01458 851555).



FARMER OPEN DAY

We would like to thank everyone that attended the Farmer Open Day on Wednesday 2nd October at South West Dairy Development Centre. It was lovely to meet everyone, demonstrate the achievements and downfalls. Thank you to Barbers Cheese for kindly donating cheese for the visitors.

MEETING ROOM FACILITIES

If you would like to visit the farm or hold a meeting, please contact us on 01458 851555 or email contact.us@kingshay.co.uk

HERBAL LEYS

Planting a diverse mix of species as part of a herbal ley could help protect farmers against increasing weather volatility, whilst benefiting soil health, extending the growing season and reducing fertiliser inputs.

NET ZERO EMISSIONS

This is the first in a series of dairy insight publications covering 'Net Zero Emissions'. We will attempt to identify the sources of each GHG, how it may be reduced and aim to outline current and future actions that may help the UK dairy industry become net zero by 2040.

Feedback on publications will be gratefully received, let Sarah know your thoughts on 01458 851555 or email sarah.bolt@kingshay.co.uk

CONGRATULATIONS TO HAYLEY AND HENRY



On the 28th of November Hayley and her husband, Henry, welcomed the birth of their baby girl - Maisie Elizabeth Jean Tincknell, weighing a healthy 8lbs 3oz. The Kingshay team wish them joy and happiness as a new family of 4 (including Ruby the dog!).



WELCOME TO LILY

We would like to welcome Lily Howard to the team at Kingshay, who will be covering whilst Hayley is on maternity leave. Lily will soon be known to many of you as support to the office, whilst coordinating and designing the marketing materials for Kingshay.

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"IN MY FIELD" WITH BRIAN LEGGAT BACTOSCAN AND THERMODURIC COUNTS

For many producers keeping Bactoscans in the top band can make a big difference to the end milk price, with many contracts now operating a top band of <30, the difference in a monthly average of 29 or 31 can be a change in payment banding. Some buyers now operate a sliding scale, so every point improvement is rewarded.

The introduction of Thermoduric counts brings further considerations for many. Levels of acceptable milk quality is a personal opinion and one person's high result may not be another's, but as a whole, all producers can reduce the number of bacteria in the milk produced. To improve consumers' perception of milk and all dairy products, it is key, that all milk produced is of the highest quality and this must start at the cow and pre-farm gate. Action should be taken immediately after any high or increase in results or even following a lift in the results trend.

The first step into reducing any level of Bactoscan is to understand the 3 main sources of bacteria, or areas: bulk tank, milking plant and cow - including teat preparation, and cow environment. Bacteriological testing is key to identifying first areas to focus attention.

Whether robotic milking or traditional parlours, more automatic washing systems are being installed, is it therefore more important than ever to know the stages of the cleaning cycles, temperatures, chemical doses and timings in the stage of wash cycles. All staff should be aware of the wash protocols being used whether manual or automatic wash cycles. It is now a requirement for Farm Assurance that producers have a written procedure but more importantly that relevant checks are still necessary i.e. amounts of chemicals used and temperature of water. Many water heaters are on timers and when clocks go back or forward, timings may be out. How often are these timers checked after interruption to power supply? It is also important to check with dairy engineers if they change any settings on the wash equipment - if so, find out about the new set up.

Water quality and water hardness can be of variable quality, even mains water, so checks should be made, particularly if non-mains water supplies are used. Water hardness testing kits are easy to use, and savings can potentially be made where incorrect dairy chemical is used or incorrect dosing, Kingshay provide a variety of water analysis services.

Simple checks throughout the milking process can help reduce your bactoscan results and for a full investigation and further information please don't hesitate to contact me at brian@milksupplysolutions.co.uk or on 07722 714458.



PRODUCTS & ANALYSIS

Whatever your challenges, from practical to strategic, Kingshay have the expertise to help you get the best from your farm. We offer a full range of analysis services and sampling tools, including the Kingshay designed Soil Sampling Tool (pictured to the left).

The **SOIL SAMPLING TOOL** is spade sized, foot operated with a steel soil sampler with funnel to collect individual core samples.

Soil health is key to crop yields and quality - but it relies on a complex balance between biological, chemical and physical factors. Whilst best practice to manage soil physics (soil structure) and the basic chemistry (nutrients) are well documented, soil biology is often neglected.

For further information on Soil Biology, please see our two **DAIRY insight** publications released early in 2019; *Soil Biology - An Introduction and Improving Soil Biology*.



THE DAIRY SHOW

We had a successful day at The Dairy Show, on Wednesday 2nd October. We had a large number of entrants to our "Milk Bottle" competition and winners have been contacted.



SHOW UPDATE DAIRY TECH 2020

Join us at Dairy Tech on Wednesday 5th February 2020, at Stoneleigh Park.



We will be holding the final "Guess the number of sweets in the milk bottle" competition, with your chance to win 1 of 20 Dairy Manager prizes. For more information, visit <https://dairy-tech.uk/>