



**Independent
Dairy
Specialists**

NAVIGATING UNCERTAIN TIMES

Just when we thought the outlook for British agriculture couldn't get more uncertain, we had the shock election result and subsequent hung parliament. It now seems that the 'hard' Brexit line may be softened, raising ever more questions about what the future might hold.

The Pound reacted sharply to the election result, dropping from €1.15 to €1.13 overnight – a considerable change to the €1.30s achieved before the EU referendum and the €1.40s back in 2015. Naturally, this has a considerable impact on British trade, making our exports more competitive but driving the cost of imported inputs up. Careful sourcing of inputs will therefore be vital to keep a lid on costs in the months ahead.

Labour supply is a hot topic in the news at the moment – but who knows what deal the Government will reach, whether on migrant labour, trade, or the myriad of other implications of Brexit. All we can do is focus on factors that we can control. Right now, with the warm summer making for good grass growth, producers should be concentrating on maximising milk from forage and ensuring they have sufficient supplies for the winter.

Dairy Manager shows there is still a large gap between the top farmers and the rest of the industry, with the top quartile consistently getting more milk from grass and cutting production costs as a result. For all except the highest yielding herds, look at how your figures stack up and then focus on rotational grazing, good grass management and supplementary feeding to boost yields

from grass without affecting cow health or productivity.

In uncertain times, it's always good to know your costs of production so you can react quickly to changing circumstances and plan ahead with confidence. AgriBudget, developed by Kingshay and the Farm Consultancy Group, has the flexibility to cope with complex multi-enterprise farm businesses but remains straightforward to use. For a free trial call Kingshay on **01458 851555** or email **agribudget@kingshay.co.uk**.

The prospects for further milk price increases look promising, allowing non-aligned producers the potential of achieving a reasonable return but it is, as always, important to understand the market and adapt to new requirements or change practices to allay potential threats.

With the growing importance of antimicrobial stewardship and the need to ensure antibiotics are used responsibly to avoid both residues and antimicrobial resistance, a method of monitoring the use of antibiotics on farm is vital to allow better informed decisions. Kingshay are developing a new Antimicrobial Report within our Health Manager package – watch this space for further information.

With this and other exciting new developments, Kingshay endeavours to continue to help farmers realise their business vision.

News

July 2017

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INSIDE:

- Dairy Manager Update
- Feeding Trial Opportunity
- State of the art Dairy
- Dairying in the Czech Republic
- Dairy Costings Focus Report
- Choosing Grass Seed

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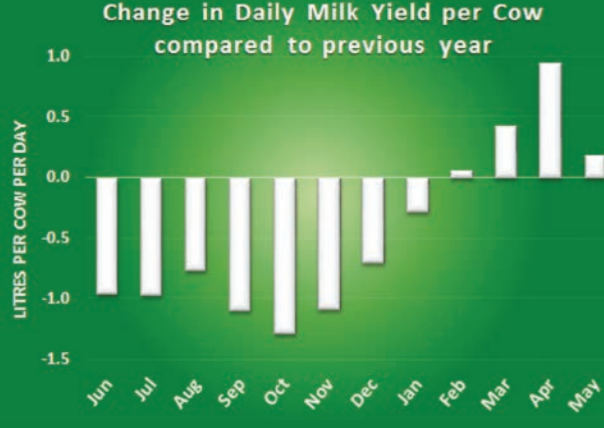
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DAIRY MANAGER UPDATE

Analysis of herds using Kingshay Dairy Manager costings show a continuing increase in margins with the milk price for May 2017 averaging 26.6 ppl, a 27% increase compared to May 2016. Concentrate prices have risen to £214/tonne, a 11% increase from May 2016, though due to the higher milk prices, margins are up by 32% in May 2017 to £152 MOPF per cow in herd.

The graph highlights monthly changes to daily milk yield compared to the previous year. Previously daily yields have been lower each month until February 2017, when the trend reversed.

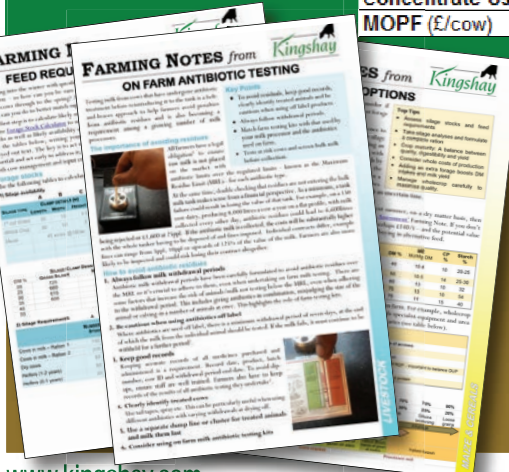


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The table highlights a slight decrease in milk from forage by 3% to 11.8 l/cow/day in May 2017 compared to the same time last year. Milk yield has stayed similar, only increasing by 1% to 27 l/cow/day for May 2017.

Further trends are discussed in the Dairy Costings Focus Report.

Monthly Results	Mar-17	Apr-17	May-17
Milk Yield (l/cow/day)	26.6	27.3	27.0
Change on last year	2%	4%	1%
Milk from Forage (l/cow/day)	7.6	10.5	11.8
Change on last year	-5%	11%	-3%
Milk Price (ppl)	27.5	26.9	26.6
Concentrate Use (kg/cow/day)	8.6	7.7	6.9
MOPF (£/cow)	£144	£148	£152



STATE OF THE ART DAIRY

Kingshay's new state-of-the-art 180 cow dairy is rapidly taking shape to deliver an innovative dairy farm of the future for research and demonstration, combining robotic milking and feeding with precision grazing.

The main housing, which has a translucent fabric roof and is 90 meters long by 26 wide, has leapt up in the last week (see picture taken 7 days into the build). The cows will be cubicle housed and three of GEA's new Monobox robots will do the milking. Slurry will be robotically scraped into slurry channels

while the silages will be mixed in an automated feed kitchen and delivered by rail mounted dispenser to pre-programmed sections of the feed manger up to 7 or 8 times a day if required. Grazing gates will give the cows access to three grazing zones, with a fresh 8-hour paddock allocated in each zone each day to maximise grazing utilisation. We are already well through a pilot project using satellites to measure grazing availability and quality.

The project is funded by Innovate UK's Agri Tech strategy through the Agri EPI Centre www.agriepicentre.com, of which Kingshay is a core member, and supported by key stakeholder industrial partners. For more information call Duncan Forbes on 07957 862 515 or email duncan.forbes@kingshay.co.uk



OPPORTUNITY TO BE INVOLVED IN FEED MONITORING EVALUATION

Glycal Forte® is a new feed ingredient containing rumen-protected glycerol which helps post-calving, high yielding cows reduce weight loss, thereby reducing the incidence of metabolic disorders such as ketosis, SARA and milk fever. Glycal Forte® also optimises rumen pH, is a source of highly available calcium and through its beneficial effect on the immune system, provides an opportunity to reduce the prophylactic use of antibiotics. If you are interested in discounted product within an evaluation, email us at contact.us@kingshay.co.uk.

FUTURE PROOF YOUR HERD

FOCUS ON PROFIT MANAGER

DISCOVER YOUR TRUE COSTS OF PRODUCTION

Profit Manager provides you with a true representation of your dairy enterprise costs and profits, allowing you to plan your business future.

The detailed reports will highlight performance, strengths and weaknesses, showing areas for further improvement.

With just 3 simple input forms Profit Manager can help you build and improve on your dairy business.

Contact us to find out more on 01458 851555

DAIRYING IN THE CZECH REPUBLIC

Richard Simpson recently attended the European Dairy Farmers (EDF) Congress in Prague, Czech Republic where they discussed 'What is key for efficient farm management?'. The annual EDF Congress saw over 300 farmers and other dairy enthusiasts meet for a series of presentations, workshops and farm visits, all with a clear focus and discussion on the detailed costs of production.



The Czech Republic dairy industry has seen substantial change since the end of communism in 1989, with the development of large individual farms, companies and co-ops, often renting much of their land from 100's of landlords. The EDF monitored group had an average herd size of over 700 cows, yielding 10,118 litres per cow. Economies of scale and high forage yields contribute to a relatively low cost of production, one of the lowest of all EDF monitored countries but the milk price was also low. Take home messages of Czech dairying were summarised in a SWOT analysis at the end of the Congress:

Strengths	Weaknesses
<ul style="list-style-type: none"> Large farms and herds. High yielding Holstein & Czech Fleckvieh cows. Low labour costs. Diverse agricultural production. 	<ul style="list-style-type: none"> No farmer owned co-ops. Large number of land owners. Lack of qualified labour.
Opportunities	Threats
<ul style="list-style-type: none"> New technologies. Selective breeding. Countrywide system of production quality. Czech consumers interested in food origin. 	<ul style="list-style-type: none"> Increasing land values. Imports of processed milk products. Multinational food retail & unfair trade practices. More demanding community & activists.

For more information about EDF activities, see their website or contact Kingshay.

SHOW OFFS

Join Us at UK Dairy Day on Wednesday, 13th September at the International Centre, Telford, Shropshire.

We will be on Stand F7 in the Concourse ready with our new 'Forage Game' and lots of lovely prizes to be won.

For more information see www.ukdairyday.co.uk

AgriBudget

Flexible farm business planning software for consultants and farmers

Call us now for your FREE 14 day trial 01458 851555

www.agribudget.co.uk

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.co.uk. Here are some highlights from those produced in recent months:

On Farm Antibiotic Testing

This Farming Note covers the key actions required to avoid antibiotic test failures and explains how the different on-farm antibiotic testing kits work. It also includes a summary of on farm milk tests and their sensitivities to different antibiotics.

Cereal Options

Now is the time to assess forage supplies and consider if harvesting cereals as wholecrop will be beneficial to boost forage stocks and/or increase milk from forage. This Farming Note explains the options and key considerations.

Feed Requirement Assessment

Heading into the winter with questionable forage stocks is always a concern – so how can you be sure you have sufficient feed to see your cows through to the spring? How can you better match supply and demand?

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

DAIRY COSTINGS FOCUS REPORT 2017

Kingshay's sixth annual Dairy Costings Focus Report highlights key trends from herds using our Dairy Manager costings service.

Analysis of herd data to the year ending March 2017 shows many interesting trends in milk prices, herd performance and margins but the most notable difference compared to last year has been a significant improvement in the number of mastitis cases per 100 cows.

The number of cases of mastitis has gone from 58 cases per 100 cows in 2013 to 41 cases in 2017. In the

Cases per 100 cows	2013	2014	2015	2016	2017
Mastitis	58	50	49	49	41
Lameness	46	44	45	45	43

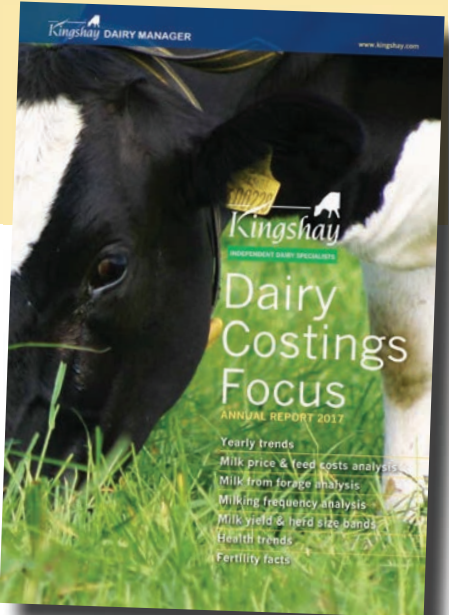
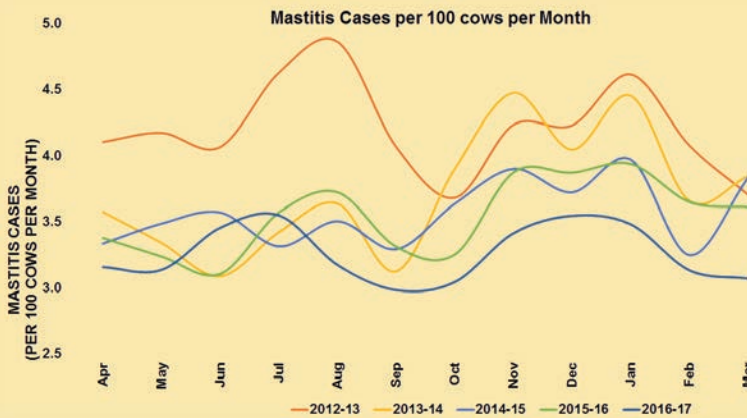
last 12 months, it has dropped by 8 mastitis cases, which when you calculate the cost of mastitis (using latest milk prices and estimated loss of milk production) this is a saving of £2,320 for the average herd. This drop was seen during August onwards, see graph below. The top 25% of herds averaged 22 cases per 100 cows.

When analysing Cell Counts and culling for mastitis, a similar trend was also seen. The winter of 2016/17 saw cell counts drop to below 150,000, the lowest level since we started the costings service back in 1998. Culling for mastitis also dropped from 8.7% to 8.3% of

leavers leaving due to mastitis related issues with culling for high cell counts similar to last year at 4.3%.

This report reviews milk price trends to March 2017 and ranks data by yield from forage, region, milking frequency, yield band and herd size using herd data from Dairy Manager. The report also includes additional results from Kingshay's Health Manager service, including fertility and cell counts.

Kingshay's Dairy Costings Focus Report 2017 can be downloaded for free at www.kingshay.com. If you would like to discuss these results further, get in touch with our Senior Farm Services Manager, Kathryn Rowland.



CHOOSING GRASS SEED

Effective reseeding is a key part of good grassland management and the higher yield, improved quality and better response to nitrogen from renovated swards often results in new swards covering the reseeding costs within 12 months.

Giving your cows the grass they prefer not only reduces waste, but also saves you money and increases yields. Kingshay seed mixes are 'Tried and Tested' by dairy cows. During the growing season plots are scored pre and post grazing for 'performance', 'persistency' and 'palatability'. With no allegiance to any specific grass breeding companies, best performing varieties are selected for the relevant mixes, allowing Kingshay to offer quality grass seed mixes to help improve your output from forage.



TO DISCUSS YOUR GRASS SEED NEEDS, CONTACT US ON 01458 851555

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