



Independent Dairy Specialists

BETTER BUSINESS INSIGHT - INFORMING YOUR DECISIONS

Kingshay's new DAIRY insight Service now includes the regular package of our Dairy Manager Costings. With over 1800 farms nationwide using our costings as an invaluable part of their enterprise management, we take a look at the key message: Measure, Monitor and Manage.

MEASURE

There is wide range of herds within our data set, enabling you to benchmark against almost all production systems and geographic locations. Our quality data allows the identification of strengths as well as weaknesses, which are fundamental to the planning process. Once plans are made our costings service offers the opportunity to set budgeted figures and monitor performance against these on a monthly basis.

MONITOR

Our specialist reports help you to track and identify your herd's strengths and weaknesses.

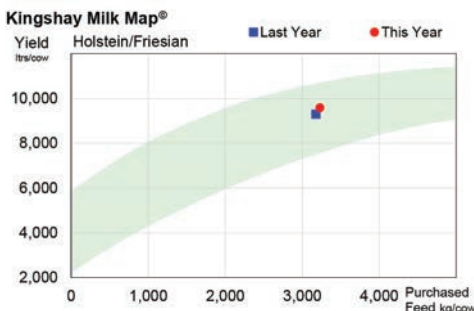
The **Herd Longevity Report** drills down on the annual rolling reasons for exits, both forced and selected. The output is displayed as charts, comparing current year results to your own herd in the previous rolling year, as well as a group comparison. The report provides a visual overview of the issues driving exits within your herd, in particular forced reasons, and gives a strong indication of where capital investment may generate the best returns. Selected reasons can indicate herd traits which corrective breeding may assist with.

The **Calves, Culls and Replacements Report** benchmarks your youngstock enterprise by generating a net herd replacement cost both by cow and per litre.

Identification of strengths as well as weaknesses should be fundamental to the planning process

MANAGE

The annual **Milk Prediction Service** compiles your annual forecast using past performance figures along with herd entries, culls and planned changes, including overall yield per cow targets. The results are available in report format and can also be imported into your herd's costings, allowing trackable, budgeted sales.



The **Monthly Report** includes the **Kingshay Milk Map** (above) which is used to identify efficiency in utilisation of purchased feeds. It compares tonnes used against milk sales per cow. This directly relates to production from forage so the map allows a reliable comparison of performance without the effects of milk price variation. By moving north or west on the map you are either producing more milk from the same concentrates or the same milk from less, either way these represent positive change and, as with many of our reports, you can set a target and compare to previous years.

News
 July 2018

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THE NEW DAIRY UNIT OUR HERDSMAN'S PERSPECTIVE

Our new state of the art dairy unit has been in milk production for six weeks. The South West Dairy Development Centre is designed, built and operated by Kingshay with funding from Innovate UK through the Agri EPI Centre.

We asked herdsman Mark Gough for his impressions of the dairy unit six weeks in. Mark is a key member of the core team that has met the numerous technical challenges of getting the system all up and running. Originally from New Zealand he has been running herds in the UK for 18 years.



can provide. The cows had never seen a robot system either but most of the them took to it really quickly. The beauty of the robot system is that it frees up your time from milking to spend more time on cow care.

Q. What's your overall impression of the unit?

Mark: I think the best measure of the system is how the cows are doing and they just love it. The cubicles really suit them – the Easyfix mattresses are really comfortable you can tell because you'll often see cows spark out in deep sleep! The automated feeding system delivers fresh silage around 15 times a day and the cows clear it all up so no old silage to fork out of the troughs. The ventilation in the building is working well and controlled by the Galebreaker automated curtain that has wind, rain and humidity sensors to control when it opens and closes.

Q. How do you view what we are developing?

Mark: I was really chuffed to be asked to run the herd here because all the innovative tech will mean we can keep a really close eye on cow health, welfare and performance.

Q. Have you ever run a robot milked herd before?

Mark: No this is my first experience of automated milking and it took a while to get my head round all the amazing information that GEA robots

must be looking forward to getting our precision grazing system in action?

Mark: Yes for sure! But these first few weeks we've focused on getting the housing system working. The cows start calving next month and then we'll get to graze some of the herd in the later summer. We've still got to build the cow tracks and install the grazing gate. That's the fun of developing a green field site from scratch – everything has to be bought and built as we go!

Thank you Mark!

We are working towards welcoming visitors in the autumn once we've got the last of the building work done. Watch this space for details.



Q. What would you change to make the building work even better?

Mark: Really very little – there are one or two small corners where we need to alter the concrete slightly to improve the ease of cleaning. And then there's the robot scraper which needs tweaking to get it working at its best but we're an innovation centre so we don't expect everything to work perfectly from day one otherwise we're not being innovative enough!

Q. With your Kiwi grass roots, you

WELCOME GRAEME

We would like to welcome our newest associate consultant, Graeme Smith, who set up his own nutrition farm consultancy business in 2015. He covers the South of the UK working with farms running all types of herd systems, including organic and 2,000 cow herds.

Graeme has a passion for all things dairy. Having graduated from Harper Adams University in 1993 and then undertaking various roles within BOCM Pauls for 12 years, before joining a global animal health company, where he developed an interest in cow comfort, fertility, staff/team management and optimising milk and beef production.



RECENT MAILINGS

Twice a month, Kingshay's farmer, consultant and vet members receive Insight publications 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:

BOVINE TB DAIRY INSIGHT

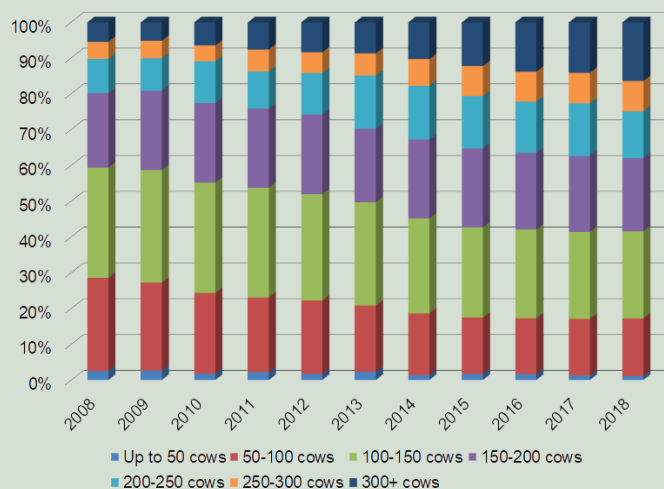
The spread of bovine TB (bTB) on farm can potentially be reduced by adopting certain management practices. This publication summarises the options available to reduce TB risk.

10 YEAR TRENDS IN THE UK DAIRY HERD

Everyone in UK dairy is well aware of many of the changes seen in our industry over the last 10 years, particularly the appearance of serious price volatility to add to the many other unpredictable factors that farmers manage their businesses around. But what else has been going on in the background and how does it fit with your perceptions?

Yield from forage - are our current cows more efficient producers from forage than their counterparts 10 years ago? Looking at Holstein Friesian herds, in 10 years we have seen a rise in production per cow of 740 litres and an increase in production from forage of 71 litres. Currently 31% of milk is generated from forage compared to 33% in 2008, probably driven by the move towards larger herds, longer housing periods and automated milking systems. In terms of those litres of increased production, less than 10% were derived from forage suggesting that feeding higher density rations has probably increased production more than any effects derived directly from improved breeding. Herd size profiles have changed dramatically in that period, with a trend towards larger herds driven by economies of scale and specialisation of farms. Reviewing the chart (below), there has been a consistent move northwards across the herd size bands over that period. Interestingly this means that the percentage of herds in the central bands around 100-150 cows has remained quite consistent as the number of expanding smaller herds have balanced those that have increased beyond those levels. Most notable is that herds of over 300 cows have tripled in that period (to over 16%) while herds of under 100 have dropped from 28.6% of producers in 2008 to just 17.3% now. 100-150 cows is still the most populated single herd band, with 24.3% of producers at this scale. Although this has dropped from 2008 when nearly 31% of herds fell into this category.

Kingshay DAIRY MANAGER Trends in herd sizes recorded

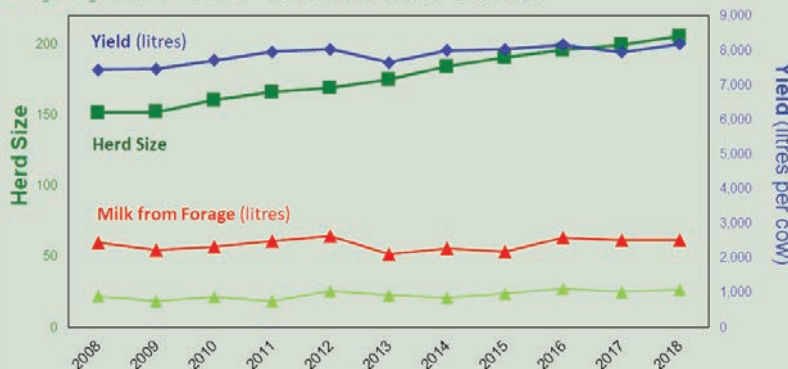


One of the most notable successes in 10 years is management of somatic cell counts, with averages falling every year to a current new low of just 159,000 a full 34,000 below that just 10 years ago. Other compositional and hygiene measures

have been consistent across the 10 years so milk price variation has been driven almost entirely from the contracts offered rather than changes to milk quality. The year ending March 2018 showed the second highest average milk price in the period at 28.8p, still 3.4p per litre less than the heights achieved in 2014. Perhaps the most notable change in respect of business is that of MOPF at herd level, in 2018 the combination of herd size increases and a strong milk price has moved this figure to an all time high level, some 83% higher than in 2008.

If you are interested in comparing your herd performance, call Hayley or Richard Miller on 01458 851555 or email dairy.manager@kingshay.co.uk

Kingshay DAIRY MANAGER Conventional Trends



KINGSHAY'S NEW FARMER MEMBERSHIP

For Farmers looking for a new approach

To sign up for the DAIRY *insight* Service contact

Kingshay on 01458 851555

WWW.KINGSHAY.COM

MINIMISING SILAGE LOSSES

Wastage in silage making is inevitable – but careful management can reduce losses significantly, resulting in considerable cost savings and markedly improved silage quality.

RESEARCH INSIGHT JUNE 2018

The Impact of Heat Stress on UK Milk Production and Greenhouse Gas (GHG) Emissions from the Dairy Industry.

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

SPREADING THE WORD

Kingshay hosted a group of Hoogland BV dairy feed nutritionists from the Netherlands in June for a Grazing Management workshop.

Intensification of the dairy sector has led to grazing in the Netherlands decreasing from 90% in 2001 to 70% in 2013, leading to a strong public debate on cows at pasture. Grazing is seen as crucial for a positive image of the industry, as such the Dutch Ministry of Economic Affairs has expressed an ambition to increase the percentage of dairy cows grazing to 80%.

With an increasing number of Dutch milk processors now paying a premium for milk from grazing herds (minimum requirement of 6-hours a day for 120 days a year), the nutritionists were keen to learn more about how

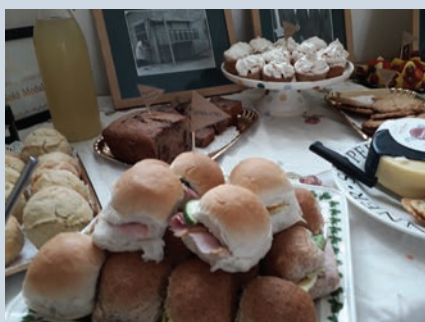
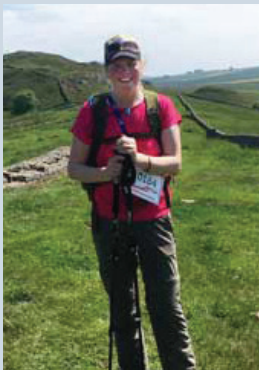
grazing can be effectively utilised within high yielding herds. Subjects covered included sward management, assessing pasture cover, monitoring & budgeting of grass and a plate meter demonstration.

The group were enthusiastic about learning the key aspects of grazing management and left with a new appreciation of the value of grass.



TEA PARTY

Kingshay staff were very happy to support our Data Projects Coordinator, Emily with her fundraising for Cancer Research. Emily has, so far, walked Hadrian's Wall and the Jurassic Coast in aid of this great cause. We held a tea party, ate a LOT of cake, and we were able to add £95.50 to the fund, which now totals a magnificent £858.50. Well done Emily. You can donate Here: CancerResearchUK



We also had a visit from Baby Isabelle and Mum Felicity. Both are doing well.



SHOW SEASON

Kingshay will be exhibiting at this year's UK Dairy Day and The Dairy Show – if you are attending either event, do make sure to come along and say hello!



The UK Dairy Day will be held on Wednesday 12th September 2018 at the International Centre in Telford, and is free to attend.

Further information can be found at www.ukdairyday.co.uk/



The Dairy Show 2018 will take place on Wednesday 3 October - the UK's Largest Dairy Show makes this an essential date in the dairy farmer's calendar

Further information can be found at www.bathandwest.com/the-dairy-show

COMING SOON:

July will see the launch of the 2018 Annual **Dairy Costings Focus Report** from Kingshay Dairy Manager.

The report is popular across all levels of the industry, from farm to academia, as it offers insights on the actual economic and physical changes seen in the industry over the last year along with 10 year trends across a range of herd measures.

This year the format will be similar but will include some surprising results in the area of herd energy balance, milk protein levels and a direct effect on farm profitability.

Other regular features include reviews of the Organic and Channel Island sectors, analysis by herd size and production yield bands alongside milk from forage trends etc. All *insight* members will receive the report in July, for any other enquiries please contact the team on 01458 851555.

Look out for our next publication: **Tried & Tested Hoof Blocks** – with analysis of survey data from vets and hoof trimmers – trimming over 60,000 cows a year.

Early identification and prompt action is key to the successful treatment of claw lesions. Applying a block to the undamaged claw would be considered best practice. But, which blocks are the most effective?

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