



**Independent
Dairy
Specialists**



AgriBudget

THE FLEXIBLE FARM FINANCE PLANNER

AgriBudget brings a refreshing simplicity and flexibility to planning the financial future for your business.

Developed by Kingshay in conjunction with the Farm Consultancy Group, whatever the range of enterprises in your business, we have designed AgriBudget so that you can select the headings you want. So, if you have a diversification such as a caravan site, a farm shop, B&B, property rental or livery stables running alongside your farming enterprises, you can create an enterprise with that name and set a budget, deciding for yourself which

account headings are used.

Budgets can be completed for periods of up to 5 years.

You can select from a full range of business reports to produce bespoke professional reports for your own use, presentation to the bank manager and so on. Reports include, profit and loss, flow of funds and balance sheet, cashflow forecast and enterprise gross margins.

We also provide you with the facility to monitor actuals against budget and review these on a month by month and cumulative basis.

AgriBudget is available in farmer only, 1-5 client or unlimited client versions. Consultants can manage the budgets for several clients within one program, with the option to create several budget scenarios for a client. At every level, client confidentiality is assured through secure logging in procedures.

More information inside...

News

April 2017

**Dairy
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INSIDE:

- Dairy Manager Update
- Grass Seed
- The Next Generation
- Droning On
- Meet the Consultant
- Recent Mailings
- Coming Soon

“Having looked at a lot of options, AgriBudget provided by far the simplest yet robust data entry, as well as the most professional results”

David Owen, independent consultant, Dumfries

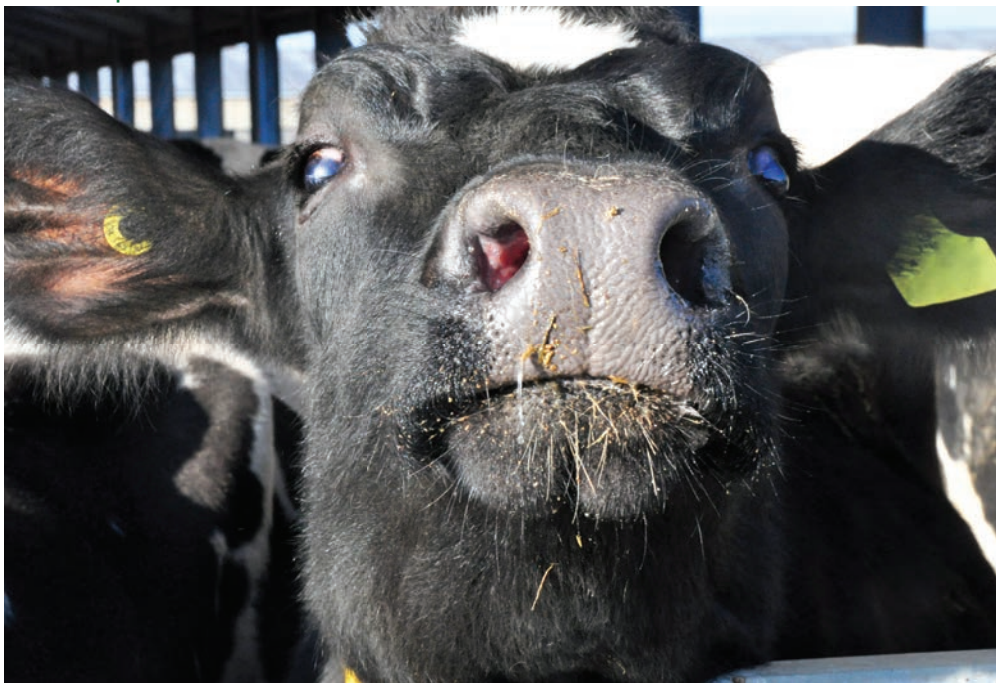
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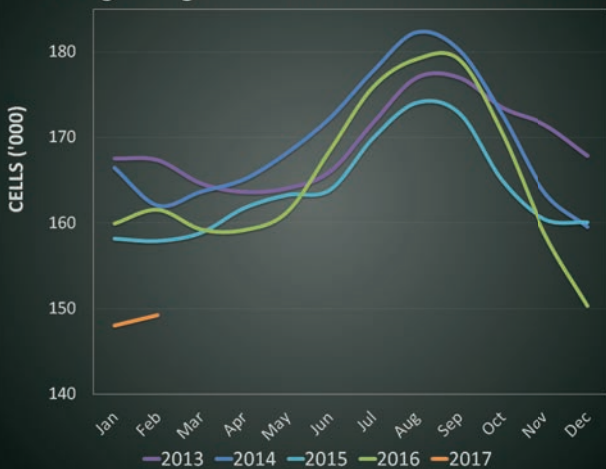


DAIRY MANAGER UPDATE

Kingshay Dairy Manager herds have seen a welcome increase in margins following recent rises in milk prices, with January 2017 averaging 26.9 ppl, compared to 23.7 ppl in January 2016. Concentrate use was similar at 8.7kg/cow/day but prices increased to £211/tonne, increasing purchased feed costs by 5% to 7.7ppl. As a result, monthly margins were 16% higher than last year, at £137 per cow.

Somatic cell counts have seen a dramatic drop; the lowest for 5 years. January 2017 were 8% lower at 148 compared to January 2016, due to a mild winter and efficient management to keep cell counts low. The same trend has been seen for Mastitis cases, with October, November and December all being lower than previous years.

Kingshay DAIRY MANAGER Bulk Somatic Cell Counts



Further trends will be discussed in the Dairy Costings Focus Report, due to be published in July 2017.

Monthly Results	Nov-16	Dec-16	Jan-17
Milk Yield (l/cow/day)	24.6	25.6	26.4
Change on last year	-3%	-2%	1%
Milk from Forage (l/cow/day)	6.1	6.9	7.4
Change on last year	-9%	-4%	-6%
Milk Price (ppl)	25.0	25.9	26.9
Concentrate Use (kg/cow/day)	8.6	8.6	8.7
MOPF (£/cow)	£109	£126	£137



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:



PRICES REDUCED!

Make the most of your cheapest resource.

Our plate meters can help you assess grass covers and improve your grazing management.

	Members Price (excl VAT)	Non Members Price (excl VAT)
Jenquip EC9	£455	£470
• Electronic Counter	£424	£435
• Pasture Manager Software		
• Easy fold handle		
Jenquip EC10	£515	£530
• USB port	£494	£505
• Electronic counter		
• Pasture Manager software		

carry case can be purchased separately

COMING SOON

Diet Feeders Tried and Tested Report will cover:

- Key considerations when buying a new diet feeder
- Getting the best from your diet feeder
- Machine comparisons



Slurry Nitrogen Efficiency

Utilising slurry to get the maximum from the available nutrients for grass growth can save money, without compromising forage output. Testing nutrient content and understanding the full extent of the contribution that slurry can make to plant growth and health, can help to improve margins.

AgriBudget

FOR FARMERS AND CONSULTANTS

We support you all the way. Our

dedicated team are on

hand to provide training and support by phone and email. We continually look to improve and develop AgriBudget. As soon as an upgrade is developed and tested it is made available to you as part of the package when you next go online.

No internet access? The program does not need web access to use. Your data is stored on your hard drive. When you do go online, you can back up your data to a secure cloud based server.

Not sure if it's for you? Try it for free for 14 days. Encourage your consultant to take a look.

Give us a call or go to www.agribudget.co.uk



THE NEXT GENERATION

A group of students from Chichester College visited Bridge Farm last month. They were introduced to Kingshay and were keen to learn about the cubicle demonstration unit and the importance of cow comfort. They also discussed grazing management and the benefits of optimising grazed grass.

GRASS SEED

For over 15 years Kingshay has been running field-scale, individual grass variety trials to enable the selection of the best performing varieties for our grass seed mixes.

Effective reseeding is a key part of grassland management. Using the correct type of grass is vital to get the most out of your swards and skimping on mixture quality will cost a lot more in the long run. It is estimated that renovated swards yield 33% more in the first year than a 5 year old ley, and 10% more thereafter.

Kingshay trials

Our grazing preference trials put the most promising grass and clover varieties through their paces in independent, field scale trials.

We now have active trials in the first, second, third and sixth years of growth, comparing different diploids and tetraploids, hybrids and perennials as well as red clover monocultures and hybrid mixes. The trial plots are managed under normal farming conditions with a typical fertiliser and grassland management policy.

There are hundreds of grass varieties on the market and a poor variety can spoil a mixture.

Kingshay grass seed grazing mixes

We aim to achieve the optimum blend of yield and palatability to support maximum intakes and a good graze-down.

Kingshay grass seed mixtures use the most productive and palatable varieties.

We supply a wide range of mixes - from short term mixes to long term cut and graze, as well as organic mixes.

Find out more

To find out more about our grass seed trials, products and services. See our website:

www.kingshay.com

or call us

01458 851555



Monitoring Cameras

Whether your aim is to protect your farm, to monitor pregnant animals or to sharpen management protocols, there is a product for every need, but there are also key legal obligations to abide by when installing such equipment.

Leptospirosis

Leptospirosis is a bacterial disease of cows which causes infertility, abortion storms, higher cell counts and lower milk yields. As it can also be transmitted to humans, employers are legally obliged to carry out steps necessary to protect their workers.

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



PAUL ROBINSON AGRICULTURE LTD

Paul Robinson has recently set up as an independent consultant, continuing to provide consultancy to a number of Kingshay members in the north. Here he talks about life changing decisions for himself and milk producers with the opportunity to turn the recent challenges into long term business benefit.

Dairy farmers have endured the toughest two years in recent memory and many producers have arrived at a turning point in their businesses. There are two main choices, commit to milk production and develop their dairy businesses or quit milk production and restructure their farming systems. After six years of spending most of my time involved with ruminant feed sales and nutrition with William Thompson of York Limited, I had a life changing decision to make too. Did I want to stick with my main workload of nutrition or did I want to play a greater role in the development of dairy farms within my catchment? The decision was easy, I have been very lucky during my farming career to have experienced a number of different roles in agricultural production including

being a herdsman, farm manager, consultant and a Nuffield Scholar. So I want to be more involved in the future sustainability of dairy farms and hopefully give something back to an industry that has given me so much enjoyment.

My long term relationship with Kingshay has recently been re-invigorated. We were invited to provide an independent speaker for a series of Keenan roadshow meetings. I have talked to audiences around the country on the costs of production and specifically hidden costs within the dairy enterprise, such as poor fertility, forage quality and replacement costs. Out of necessity we have learnt a lot about cost control over the past two years and dairy farmers must use this to their advantage for future years. Any future investments must protect or improve on farm costs of production. This year's cost control could start now, with an earlier turn-out and plans for a season of multi-cut silage, to maximise the potential value in home grown forages.

Paul can be contacted via Kingshay or direct on 07812 280 292

DRONING ON

The first phase of the satellite grazing project is coming to end, but it is likely that data collection will be extended through the summer months. The Technical Team have been busy collecting data and fresh grass samples fortnightly, across Bridge Farm and the AgriEpiCentre farm, Beard Hill. A team of scientists at Cranfield are analysing the results with the aim of being able to create a way to use satellites to both remotely measure the cover in a field, and also to direct exactly where fencing needs to be placed in a field for the herd to have exactly the right amount of forage. MIND.. BLOWN!

As part of this project, drone pilot Ben Smith visited to take aerial photos of the fields last week.



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