

Kingshay

Independent Dairy Specialists



WHAT IS THE MOST COST-EFFECTIVE DAIRY SYSTEM?

With Brexit just around the corner and global dairy markets remaining volatile, farmers are going to have to manage risk more carefully than ever. This demands a critical focus on profitability, which needs a complex blend of technical efficiency and business focus.

Our latest report - **Kingshay Dairy Production Systems** - analyses the information supplied by the 457 farmers who responded to the 'Cows In or Out Survey' and encourages farmers to align themselves with one of seven systems (5 conventional and 2 organic systems), categorised by the method of milk production, the calving pattern and whether there is a focus on housing or grazing the herd.

The report encourages farmers to ask themselves difficult questions about their business and to identify if they are really on the optimal system for maximising efficiencies. This may require a change of mindset or taking time out of the day-to-day running of the business.

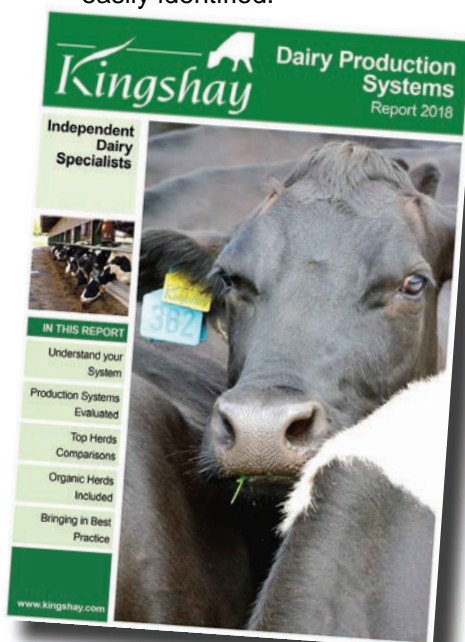
Using the opportunity to step back to take stock of the current situation and plan the strategic direction will help reduce risk and make sure the business is more secure for the future.

There is no such thing as a model dairy system. Every farm has unique assets to bring together in varying ways – the key is to make the most efficient use of what you have available.

We have identified seven different systems and compared them to see where farmers might be able to learn from each one.

Strategic planning is not only important in evaluating the long-term strategy of a business, it is vital that everyday decisions help work towards the goals and achieve targets set.

If changes are to be made, the report includes information and potential issues that need to be considered. If, however, farmers recognise that they are on the right system for their situation, the report encourages them to ask themselves, if they are making the most of it? By benchmarking against the top 10% in the particular system, comparisons can be made and areas for improvement or opportunities for change can be more easily identified.



Whatever challenges farmers face, Kingshay has the expertise, tools and services to drive the dairy business forward.

News

April 2018

Dairy Specialists

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NEW DAIRY INSIGHT SERVICE

Giving potential savings of over £27,000



Free Dairy Costings

Kingshay now include the UK's leading costings service, Dairy Manager, as part of their package. The regular package allows you to track your dairy herd's performance on a monthly basis and benchmark against others on similar systems.



Fortnightly Mailings

Kingshay's Insight publications are packed with technical and business advice including business best practice, legislation and finance and scientific research from around the globe as well as timely updates from practical matters to policy changes.

Discounts on products and services

Dairy Insight users save up to 20% on Kingshay products and services, including:

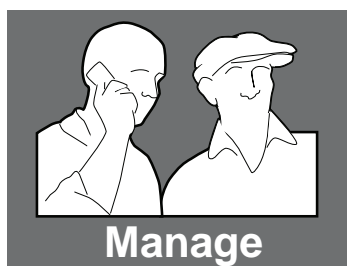
- Plate meters
- Soil tools
- Costings services
- Analysis services
- Grass Seed



Potential savings of over £27,000,

based on a 200 cow herd

- How much can you save?



WHICH HOOF BLOCKS OR SHOES ARE THE BEST?

Early identification and prompt action is key to the successful treatment of claw lesions. Trimming the hoof is often not enough to remove weight from the lesion, so applying a block to the undamaged claw and treatment with an anti-inflammatory would be considered best practice. But, which blocks or shoes are most effective?

Kingshay's latest Tried & Tested survey of vets and hoof trimmers aims to compare the different kinds of hoof blocks and shoes on the market. We want to find out which are the most popular brands of block / shoe and how successful they really are.

If you are a vet or hoof trimmer, we would appreciate if you could spend a few minutes to complete the survey online at www.surveymonkey.co.uk/r/KINGSHAYHOOF18.

A free copy of the report will be sent to each person completing the survey (where contact information is given).

Look out for the Tried & Tested Report coming soon!



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:

Are you a cattle keeper in the High Risk or Edge Area of England?



If so, you can now access tailored advice to reduce the risk and impact of TB on your farm.

The service is funded by DEFRA through Rural Development Programme for England (RDPE), so there is no cost to eligible farmers. To find out more please contact us:

E info@tbas.org.uk
W tbas.org.uk
T 01306 779410

RESEARCH INSIGHT

Heifer Lameness & Visual Evaluation of Soil Structure

This is the first issue of our new publication, *RESEARCH insight*. The aim of the publication is to translate relevant scientific research into useful information for your farm.



KINGSHAY DAIRY CENTRE Q&A

Kingshay's Innovations Centre Manager, David Pettit, answers some questions about the new Agri-Epi Centre and how you can get involved.

Q. What is the Kingshay Dairy Centre and how is it funded?

A. The Dairy Centre is part of the Agritech programme which aims to provide facilities that will enable UK companies to develop innovative technologies across all agricultural sectors. Kingshay is part of a consortium called Agri-EPI which are part funding (via Department of Business, Energy and Industrial Strategy) the construction of three dairy centres across the UK (Kingshay, Harper Adams and SRUC). Agri-EPI also fund projects in horticulture, livestock, arable and aquaculture. All funding provided by BEIS is match funded by Industry including Kingshay/Origin.

While the Dairy Centre provides the facilities for industry to develop new ideas, the herd will be run commercially and will have the same financial constraints and depreciation charges as a similar farming business. Therefore, running a profitable system will underpin all decisions. With this in mind a key objective of the unit is to integrate robotic milking with precision grazing with a target yield of 9,000l (680kg F + P) with 4,000 l from forage.



Q. What kind of research will be undertaken?

A. We have some exciting research projects waiting to start. These include, in-line progesterone sampling, Internet of Farming things, Satellite grassland measuring, plus the unit will be one of

three test beds for the potential release of 5G internet access for rural areas (although there is still a long way to go before this will become commercially available).

Q. When will the Kingshay Dairy Centre be operational?

A. The cows will be arriving in mid-April 2018, with many of the research projects starting immediately.

Q. How do we get to see the results?

A. Many of the projects are long term projects, but there will be regular updates through Kingshay's Insight publications and newsletters.

Q. What are the long-term plans for the centre?

A. The long-term plans are to provide a facility to drive innovation in UK farming and allowing companies to develop their ideas into commercial propositions.

Q. How do companies get involved?

Contact Kingshay on 01458 851555 or Duncan Forbes directly at duncan.forbes@kingshay.co.uk

DAIRY MANAGER UPDATE

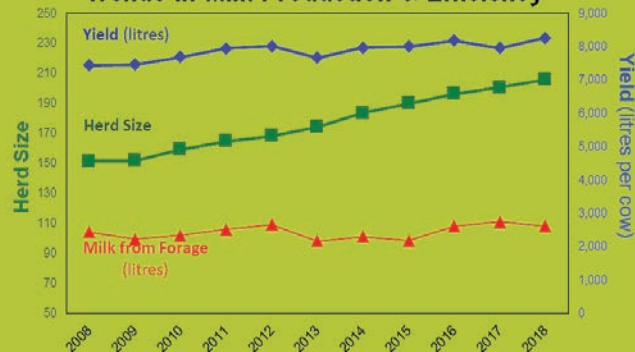
While the wet weather is delaying growth this Spring, it's still a key time to review the potential for milk production from forage. Maize areas and variety along with cutting decisions for grass can greatly affect production potential for next winter. The analysis (Right) shows that herd size and yields continue to increase but milk from forage has remained static across Kingshay recorded farms.

Across the quartiles the differences in production from forage are considerable, the top 25% achieving over 3 times more than the lowest quartile (3,923 vs. 1,185 litres).

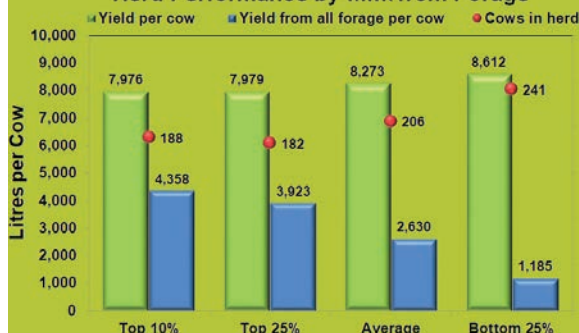
Headline average yields for these groups are 7,979 and 8,612 litres respectively. The top 10% take 4,358 litres from forage out of 7,976 litres overall. With weaker milk price prospects, improving production from forage could prove a useful strategy next winter.

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

Trends in Milk Production & Efficiency



Herd Performance by Milk from Forage



RESEEDING GRASSLAND

To achieve high levels of milk from forage, grass quality and good ley management are vital. Accurate measuring and recording of grass yields identifies under performing fields, highlighting areas for reseeding.

RB209 FERTILISER UPDATE

The updated Nutrient Management Guide (RB209) provides farmers with an easier to understand resource to better plan their use of manures and fertilisers this season.

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



INTRODUCING THE EC20

Kingshay now supply the next generation of plate meters:

The EC20 comes with both Bluetooth and an Android App to assist you with assessing grass covers for improved grassland management.

- Stores readings for an unlimited number of paddocks
- Can be used for multiple units
- Stores paddock names
- Data send from counter to app via Bluetooth
- GPS location per reading
- Low battery alarm

Other versions available are:

The EC 10 - has a USB port - allowing direct downloading of data

- The EC09 - has an electronic counter.

Find out more on our website

www.kingshay.com



WELCOME HAYLEY

Hayley Laphorne joined our Farm Services Team in January, covering Felicity Gale's maternity leave. Hayley will soon become known to many of you as she is responsible for the smooth running of the dairy manager costings service.

With previous experience working as a laboratory supervisor, personal assistant at a leading poultry veterinary practice, laboratory technician in a milk laboratory and office manager of a farm and poultry veterinary practice, she brings knowledge and understanding of the farming industry.

Hayley grew up on both dairy and poultry farms and has recently moved to the area to marry Henry, a dairy farmer. She can usually be found in her spare time, walking her dog, Ruby.

CONGRATULATIONS!

Well done to our Farm Services Specialist, Felicity Gale, and her partner Robin. They welcomed baby Isabelle Daisy Shepherd into the world on 22nd March weighing 8lb 4oz.

Mum and baby are doing well.



EMERITUS PROFESSOR JOHN NIX (1927 – 2018)

With great sadness, we have learned of the recent passing of John Nix. Amongst his many prominent roles, John played a key role in helping to establish Kingshay in 1991 and was our President through until 1996. John was instrumental in supporting Martin Hutchinson and the original farmer members to develop the initial vision and strategy of Kingshay, providing independent, practical research based advice to dairy farmers which is continued through to today.

John Nix (centre) with Martin Hutchinson and Richard Barber.

A message brought to you by



The Department
of Dairy Related
Scrumptious Affairs

**IT'S
IMPORTANT
TO GET
REGULAR
FRESH AIR.
ESPECIALLY
WITH FRESH
CREAM AND
STRAWBERRIES.**

BE SCRUMPTIOUS

Kingshay are keen to support AHDB's Department of Dairy Related Scrumptious Affairs campaign, aimed at reminding people of their love of dairy.

The humorous take on advertising to a younger audience seeks to remind people to value that quiet, essential part of their diet that is a staple in the majority of the countries' fridges.

You can follow the campaigning on Facebook (@TDDRA) or Instagram ([deptofdairyscrumptiousaffairs](https://www.instagram.com/deptofdairyscrumptiousaffairs)).

You can also find tips, guidance and social media tools at www.tellitlikeitis.co.uk and order marketing materials to pass on to customers here: dairy.ahdb.org.uk/materials#.WrON7kx2s-V

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