



**Independent Dairy Specialists**



### ANTIMICROBIAL STEWARDSHIP

Current concerns over the emergence and spread of antimicrobial resistance have led to pressures to reduce antimicrobial (AM) use on farm, particularly those considered important in human medicine that are termed critically important antimicrobials (CIAs).

A government target has been set across all livestock sectors to reduce on-farm antibiotic use to below 50mg/kg by 2018. Alongside this, a dairy specific antibiotic-use target will be announced at the RUMA (Responsible Use of Medicines in Agriculture Alliance) conference to be held later this month. This new target will be set by an industry-wide Dairy Antimicrobial Stewardship Group, which was launched earlier this year. The group, made up of farmers, processors, veterinary and other industry representatives, will also advise on the strategy to meet these targets and is chaired by Di Wastenance, a dairy farmer from Devon. Mrs Wastenance said: "Antimicrobial resistance is of growing importance. The group has been formed to deliver the strategy and guarantee the dairy sector is well positioned to reach these goals."

Essentially, farmers face the challenge of maintaining or improving dairy herd health and wellbeing, while using medicines responsibly.

### NEW KINGSHAY SERVICE

To help farmers take a proactive approach to monitor current AM usage, Kingshay has developed a new 2-page Antimicrobial Report. Following the tried & tested approach of identifying current farm usage, comparing to others and planning a route forward, this report creates an easy to use account of antimicrobial purchases with a comparison to the previous year, together with highlighting use of CIAs.

This report allows farmers to have a proactive discussion with the vet, to adapt the herd health plan to ensure CIAs are only used as a last resort and to reduce overall antimicrobial use without compromising herd health, following the RUMA mantra "as little as possible but as much as necessary".

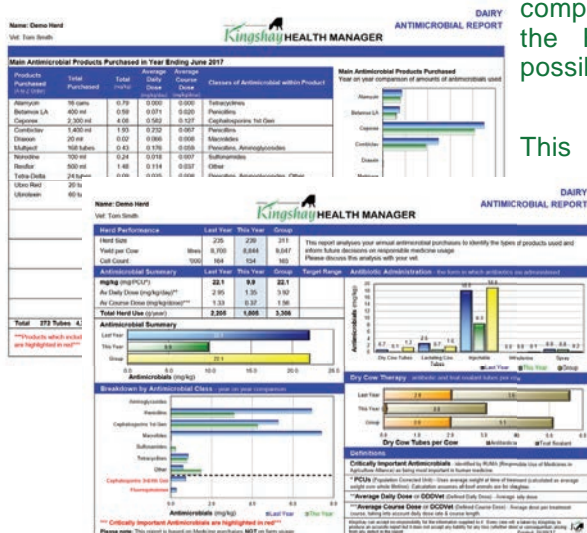
This new Antimicrobial Report sits within our Health Manager service, alongside health parameters for fertility, lameness and mastitis, to allow evidence based management decisions.

For further details call Kingshay on **01458 851555** or email [dairy.manager@kingshay.co.uk](mailto:dairy.manager@kingshay.co.uk)

**News**  
October 2017

**Dairy Specialists**

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[www.kingshay.com](http://www.kingshay.com)  
[contact.us@kingshay.co.uk](mailto:contact.us@kingshay.co.uk)  
**Bridge Farm**  
**West Bradley**  
**Glastonbury**  
**Somerset**  
**BA6 8LU**  
**Tel: 01458 851 555**

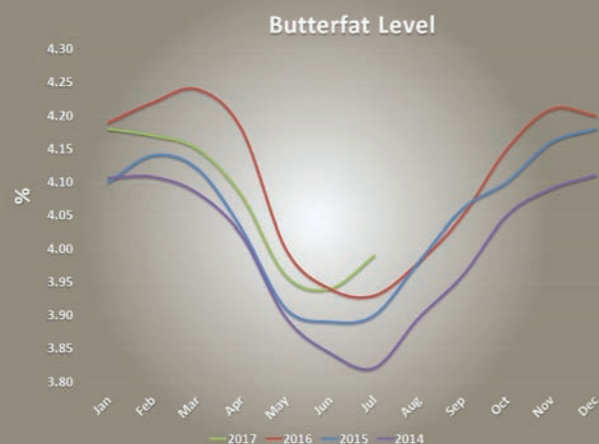


## DAIRY MANAGER UPDATE

Kingshay costed herds are continuing to see welcome increases in milk prices. The July 2017 price of 27.4 ppl is an increase of 31% compared to July 2016 (20.9 ppl).

Concentrate prices have also increased by 13% to £215 per tonne, which has contributed to an 11% increase in purchased feed costs to 6.5 ppl. Overall there has been a positive change in margins, with the average MOPF per cow in herd increased by 42% to £134 compared to only £95 in July 2016.

Butterfat levels are seeing an earlier rise this Autumn compared to previous years, as the graph demonstrates. July 2017 saw levels at 3.99%, a 0.6% increase compared to July 2016 (3.93%). This may be due to several factors, including an improvement in the quality of forage/grazing available and appropriate supplementation, potentially linked to producers responding to increased incentives from



Monthly Results	May-17	Jun-17	Jul-17
Milk Yield (l/cow/day)	27.0	26.2	25.5
Change on last year	1%	3%	4%
Milk from Forage (l/cow/day)	11.7	10.4	9.6
Change on last year	-3%	-6%	0%
Milk Price (ppl)	26.7	26.5	27.4
Concentrate Use (kg/cow/day)	6.9	7.1	7.2
MOPF (£/cow)	£154	£135	£134

several milk buyers. If you are interested in comparing your herd performance, call Felicity or Kathryn on 01458 851555 or email [dairy.manager@kingshay.co.uk](mailto:dairy.manager@kingshay.co.uk) for more details on Dairy Manager.

## NEW TB ADVISORY SERVICE LAUNCHED

Launching at the Dairy Show, cattle farmers will be able to access specialist advice on building resilience to bovine tuberculosis, through a TB Advisory Service. The service, which is fully-funded by Defra through the RDPE, will be available to farmers in the High Risk and Edge areas of England and will provide practical advice on biosecurity along with cattle movements and trading.



Funding has been secured to provide on-farm advice visits to 2,400 businesses over a three-year period, with delivery due to commence in October 2017. A telephone advice service will also be available for farmers with specific questions relating to bTB.

Trained consultants from Kingshay, Westpoint Farm Vets and ADAS will be available to give advice on all aspects of TB. Where farmers are currently free of bTB, advice will focus on the steps available to protect from disease incursions. For farms under TB restrictions, advice on trading options will be available, both on and off the holding, together with measures to prevent repeated reinfection of cattle.

Farmers wishing to pre-register their interest in the service should email [info@tbas.org.uk](mailto:info@tbas.org.uk) or call 01306 779410. Further information is available at [www.tbas.org.uk](http://www.tbas.org.uk).



## HOW HEALTHY ARE YOUR SOILS?

There is plenty of scientific evidence to prove a direct link between healthy soils, healthy livestock and healthy profits. Something that Kingshay and Jo Scamell (Ground Level Nutrition) firmly believe in. Getting the mineral balance in your soils right can save thousands on expensive minerals in dairy rations. Our independent analysis is free from commercial bias - often it is a case of getting the basics right first rather than spending money on expensive treatments.

A combination of basic and comprehensive soil analyses of your fields will highlight key areas and help put together a management plan for the next 2 to 5 years.

To discuss an action plan for your farm, give us a call.

Kingshay Soil Sampling Tool - Our foot operated, steel soil sampler makes sampling quick and easy. Durable and hard wearing, samples are collected in a funnel and can be well mixed before boxing the samples for dispatch.

## REDUCING ANTIBIOTIC USE ON FARM

The industry has focussed on the use of selective dry cow therapy to reduce antibiotic (AB) use, identifying cows that justify AB therapy at drying off. However, this is just one small area of AB use on dairy farms.

Reducing AB usage can be best achieved by a proactive approach to disease prevention. Reviewing current disease incidence along with implementing best practice to prevent disease on farm will reduce the need for ABs. Effective vaccination and good biosecurity protocols will eliminate diseases such as BVD and will boost inherent immunity. Whilst small changes in management protocols, housing, environment and day to day working can have a big impact.

One easy step that can be made on all farms is to assess where critically important antimicrobials (CIAs) are being used. Then with advice from your vet, where animal health won't be compromised, select alternative treatments that are not within this category of antibiotics. There is also a role for the use of support treatments, such as anti-inflammatory medicines within a treatment protocol, from youngstock through to milking cows.

The responsible use of ABs within youngstock should not be overlooked and good colostrum management is key to healthy calves and disease prevention, helping to reduce overall use.

Before making any changes on your farm, always consult your vet.

### Steps to reduce AB usage on your farm:

- Keep records up to date and benchmark your current AB usage – Kingshay's Antimicrobial Report will aid monitoring.
- Can you avoid using critically important antibiotics? Discuss alternative ABs with your vet.
- Can you further improve your husbandry practices or use more preventative medicines & vaccines?
- Is there a role for other products to support health within treatment protocols? Discuss with your vet.

## YOUNG FARMERS LEADERSHIP ACADEMY

The Young Farmers Leadership Academy is a new course that has been designed by farmers and agricultural lecturers at Myerscough College for aspiring farming leaders. The course is designed to develop leadership and management skills leading to a more strategic approach to farm business development.

For further details, contact Craig Thompson [cmthompson@myerscough.ac.uk](mailto:cmthompson@myerscough.ac.uk) or Anya Westland [awestland@myerscough.ac.uk](mailto:awestland@myerscough.ac.uk) or call 01995 642222.

**CLOSING DATE FOR APPLICATIONS IS OCTOBER 31ST 2017**



## LOOKING FOR FARM WORKERS?

European Dairy Farmer Member Christien Bas, from Denmark, has founded a Facebook Group: International Jobs/ Internships at Dairy Farms. The aim is to bring together farmers offering jobs or internships, with people looking for jobs on dairy farms worldwide. The group already has over 300 members worldwide, with postings from New Zealand, Canada, France, Belgium and the Netherlands. Who knows, this may be where you will fill your next vacancy? Have a look and join the group online.



## 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](http://www.kingshay.com). Here are some highlights from those produced in recent months:

### Ketosis

Ketosis is one of the most significant 'hidden' diseases affecting the UK dairy herd. Around 30% of cows are estimated to develop the metabolic disease during the transition period.

This Farming Note focuses on causes, diagnosis, testing and treatment.

### Staff Appraisals

Retaining and developing staff is a significant challenge on dairy farms, and it's more important than ever to get it right. This Farming Note helps you set up and hold appraisals as well as providing an example appraisal form and help setting realistic objectives.

### Body Condition Score

Body Condition Scoring is a simple and effective farm management tool that can be used to aid decisions or troubleshoot issues as they arise. The fine tuning of nutrition throughout the lactation and dry period improves the overall nutritional status and will impact on farm profitability.

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



# WELCOME TO SARAH BOLT

Kingshay are delighted to introduce Sarah as our new Membership Development Manager.

Many of you may know Sarah from her 8 years with AHDB Dairy, in the Knowledge Exchange team. Five of those years were spent working with farmers in Devon running open meetings and discussion groups, covering many production systems, from grazing to robotic groups, and everything in between. More latterly, Sarah's role concentrated on working with larger more progressive farms, running meetings on all aspects of business management, suited to this segment of the industry. Popular areas included: communication, recruitment, managing teams, technical meetings in foreign languages to meet the needs of staff, as well as showcasing top performing herds.

Previous roles have included working for Milk Link Ltd as a Technical Adviser providing support to farmer members, Depot Supervisor with Fullwood South West; managing the day to day running of the depot and 7 engineers. Other positions have been in agricultural sales. Firstly, with Mole Valley Farmers selling all major inputs in Mid-Devon; and then as Straight Trading Manager for West Devon and North Cornwall Farmers Ltd.

Whilst with AHDB, Sarah and a colleague held the first discussion group aimed at women. Its resounding success meant that other groups soon followed. Collaboration within the industry led to the founding of "Women in Dairy" as we know it today. Sarah now sits on its steering committee.

Her commitment to the industry, along with her Degree in Agriculture from Wye College and MSc in Animal Behaviour from University of Exeter, give her a good understanding across the dairy sector; with her main passions being calf rearing, reducing antibiotic usage and milk quality issues. Sarah brings fresh eyes to the industry she is passionate about. Her motivation is to inspire change on farm for a profitable future.

Sarah is looking forward to working with current Kingshay members, to enable them to achieve the maximum benefit from their membership and encourage new members to join. If you have a topic that you would like to discuss or feedback on our membership offer, contact Sarah by email [sarah.bolt@kingshay.co.uk](mailto:sarah.bolt@kingshay.co.uk) or call 01458 851555.

Dare You Play  
**The Forage Game**

**WE HAVE A WINNER!**

Congratulations to Mrs Mary Ackland who was the winner of our 'Forage Game' at the UK Dairy Day in Telford. Mrs Ackland won this lovely hamper full of Somerset goodies.

You could be in with a chance of winning our second hamper by playing our 'Forage Game' at the Dairy Show at the Bath and West Showground on 4th October.



**COMING SOON**

Our Annual Forage Costing Report will be available to all members free of charge in December.

To find out about becoming a member, or to purchase our reports, see our website [www.kingshay.com](http://www.kingshay.com)

**CONTACT US:**

[www.kingshay.com](http://www.kingshay.com)  
[contact.us@kingshay.co.uk](mailto:contact.us@kingshay.co.uk)

Bridge Farm  
 West Bradley  
 Glastonbury  
 Somerset  
 BA6 8LU  
 Tel: 01458 851 555

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