



WHAT DOES THE FUTURE HOLD?

With only six months until Friday 29th March 2019 when the UK leaves the EU, there is still huge uncertainty on what the post-Brexit food and farming policy and trading conditions will look like. The next six months, however, could hold all-together different and more immediate challenges for dairy farmers, brought on by the trials of the previous 9-months.

The year had certainly been one of discernible seasons, with much of the country having seen snow over the winter/early spring and an exceptionally hot summer, challenging grass growth for both grazing and silaging alike.

experienced drops in FPD levels – the Freezing Point Depression *insight* publication was timely for many farmers to provide solutions to the issue.

While milk yields have held up well, data from **Kingshay's Dairy Manager** (graph over page) shows milk from forage has been running at its lowest levels for some years following the cold weather in April, exacerbated by the heat and drought conditions. Increased concentrate use and higher feed prices have eroded some of the benefits of recent milk price gains.

Going forward, margins are likely to be further challenged by higher concentrate prices while grass silage stocks for many are low. All this combined with variable maize crops, means that the outlook for the winter is uncertain. However, help is at hand...

Kingshay has the expertise, tools and services to guide you through your decisions to drive efficiency and profitability of your dairy enterprise, through these difficult times.

How can you be sure you have sufficient feed to see your cows through to spring turnout?

There has never been a more pertinent time to calculate your current forage stocks and compare with your expected forward requirements. The first step is to calculate likely supplies against demand. Use our online **Forage Stock Calculator** or the new **Kingshay App** calculator, to work out silage requirements and stocks as well as likely availability of standing crops.

The key is to plan and act now – find out if you're facing a shortfall and work early to address it; any delay will be detrimental to both cow management and input costs.

Continued inside...

News

October 2018

INSIDE

- Fertility Focus
- Open Day - 3rd October 2018
- Welcome to associate consultants and corporate members
- Dairy Costings Focus Report



Kingshay reacted quickly to produce an *insight* publication on Dealing with Hot Weather - for farmers signed up for the **DAIRY insight** Service – looking at what additional considerations needed to be taken into account due to the unprecedented conditions.

As a result of the weather, milk quality was also affected. Many producers

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.

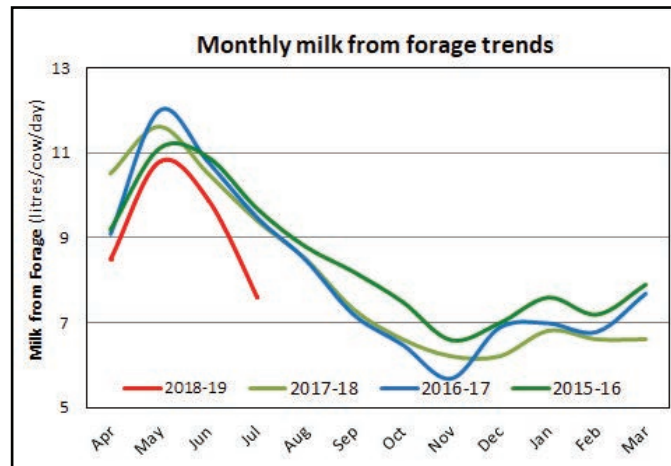
The service is funded by DEFRA through Rural Development Programme for England (RDPE), so there is no cost to eligible farmers. To find out more please contact us:

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

Now, more than ever, it's important to have robust data for your herd and farm performance, to know where you are, compare to other similar herds and plan your way forward.

The Kingshay App already gives you a more convenient method of viewing your **Dairy Manager** monthly herd performance. New, soon to be available, developments will give you the option to track key measures on a daily basis.

To support future decisions on how new technologies



can be used to further improve efficiencies, the new Kingshay developed and managed **South West Dairy Development Centre**, funded by Agri-EPI is now up and running. Breaking new ground in many areas, the unit combines robotic milking and feeding technologies with cows managed on an efficient grass-based system. We look forward to keeping you in touch with what is happening at the unit and future events.

For more information on all of Kingshay's tools and services contact the office on 01458 851555 or email contact.us@kingshay.co.uk

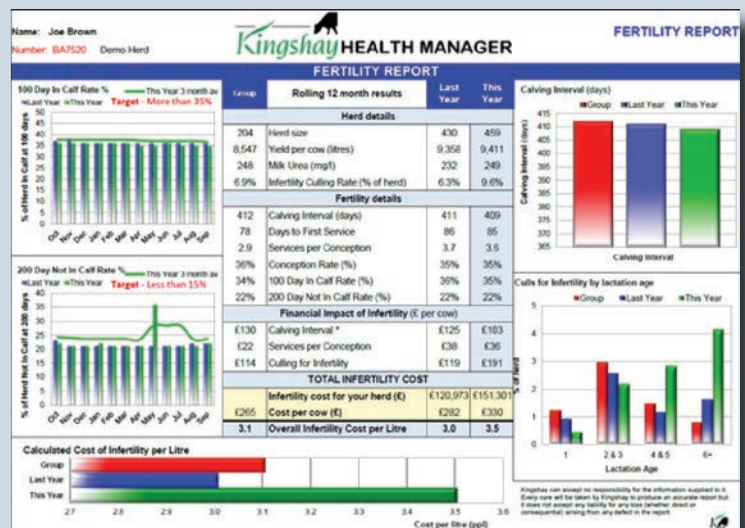
FERTILITY FOCUS

When comparing dairy herd costs to last year, a significant change came from the cost of sub optimal fertility. Although the main fertility indicators showed a year on year improvement, the negative effect on production of extended lactations combined with higher milk prices have outweighed any advantages gained from this improvement. For the year ending July 2018, the true cost of infertility increased by 41 pence per day for every day that calving interval is extended. Overall, this now equates to £4.76 per extra day of calving interval.

Currently the UK median for calving interval is 402 days, while the top 25% run at 389 days (NMR 500 herd KPI survey). For a typical 200 cow Holstein Friesian herd achieving 8,500 litres per cow, the financial benefit of reducing calving interval from the average to top 25% performance is £12,376, driven mainly by increased milk sales value.

This clearly indicates that the overall economic impact of poorer reproductive performance, and the associated financial losses are greater as milk prices increase. Reproductive performance continues to be the major reason for culling in the UK herd as shown in this year's Dairy Costings Focus Report, accounting for over 25% of culls. For many farms, using sires with strong fertility indices will deliver benefits through the direct milk sales increases associated with reduced calving interval but also through cost reductions on replacements, services and veterinary costs.

The Kingshay fertility cost calculator can be used to calculate the fertility costs for your herd within the Health Manager package of Dairy Manager, please do not hesitate to contact us if you would like to discuss in more detail.



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

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:

RESEARCH INSIGHT

This issue looks at Cow and Calf Behaviour. Providing an environment where dairy cows and calves can exhibit natural behaviour is considered to contribute to a high level of farm animal welfare.



SOUTH WEST DAIRY DEVELOPMENT CENTRE

OFFICIAL LAUNCH AND OPEN DAY SOUTH WEST DAIRY DEVELOPMENT CENTRE



Agri-EPI and Kingshay are preparing for the October launch of a new dairy development centre set in the heart of the South West milk field. The 180-cow dairy unit provides a state-of-the-art environment for the development, testing and demonstration of new technologies and techniques to support sustainable, efficient and high welfare milk production.

The Dairy Development Centre has been established in close partnership with us at Kingshay and we will be managing the running of the facility. The £1.4 million Centre has been created by Agri-EPI using funding from Innovate UK and support from Kingshay and other industry partners: Barber's, ForFarmers, Galebreaker, GEA and Zoetis.

The formal event on October 2nd will see Earl Bathurst (Joint President of the Royal Bath and West of England Society) perform the opening ceremony.

OPEN DAY 3RD OCTOBER – ALL WELCOME

Following the official launch, the South West Dairy Development Centre will be open to visitors on their way to or from the Dairy Show at the Bath and West Showground. So, come and see this state-of-the-art unit for yourself.

SOUTH WEST DAIRY

DEVELOPMENT CENTRE - KEY OBJECTIVES

To provide state-of-the-art dairy facilities that will enable UK companies to develop innovative technologies across the dairy sector.

Production - To integrate robotic milking and feeding with precision grazing, with a yield target of 9,000 litres per cow and 4,000 litres from forage.

Operated by  and supported by:



SHOW SEASON

UK DAIRY DAY - 12TH SEPTEMBER 2018

We had a very busy stand at the UK Dairy Day in Telford, speaking to both members and non-members alike. It was lovely to see all of you that called in to visit us.

THE DAIRY SHOW - 3RD OCTOBER 2018



We are looking forward to The Dairy Show, at The Bath and West Showground on the 3rd October. We are in our usual place on stand 226, in the Edmund Rack Building, so make sure you drop in to see us and to hear about our full range of services. Find out

more at www.bathandwest.com/the-dairy-show



PARLOUR CHEMICALS

Expanding dairy export markets and increasing consumer interest means processors are tightening up on milk quality standards, which means an effective parlour circulation cleaning routine is more important than ever.

PROMOTING MILK

Promoting milk to the public is something that both industry organisations and individual farmers can – and many say, should – be doing. This insight publication looks at what initiatives are under way, and how producers can get involved.

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

WELCOME TO OUR TWO NEWEST ASSOCIATE CONSULTANTS

We are pleased to welcome Brian Leggat and Simon Smith to our growing team of Kingshay Associate Consultants.



BRIAN LEGGAT

Growing up on a dairy farm in Sussex, Brian gained experience on the family farm and in New Zealand. Brian has spent time working for dairy companies, in farm support roles, advising on milk quality and milk supply issues, before setting up Milk Supply Solutions in 2018. Brian specialises in Milk Quality Consultancy across the South of England and South Wales, including bactoscans, thermoduric counts and SCCs as well as best practice for reducing antibiotic residue failures.

SIMON SMITH

Following a 22-year career in national technical and management roles within the feed supply and animal health industry, Simon has formed his own company specialising in independent nutrition and farm business management for the dairy and beef sectors. Areas of specific interest include nutrition and herd management, ration formulation, with a particular focus on the dry and transition periods, enterprise costings and budget formulation, as well as general business and animal management advice. Simon is proud to be associated with Kingshay having used Dairy Manager with his farm clients for nearly 20 years. Based in Oxfordshire, Simon can offer on-farm consultancy across the Midlands, South and South-East.



WELCOME BACK TO KATHRYN

We are pleased to welcome Kathryn Rowland back after having her son, Sam, last December. Kathryn will re-join the Dairy Manager team of Hayley Tincknell and Richard Miller, with a key focus on developments and analysing industry trends.



CORPORATE MEMBERS

Kingshay welcome ED&F Man as new Corporate Members.

ED&F Man Liquid Products is the UK's leading supplier of molasses based liquids to the animal feed industry. They produce a range of products suitable for all classes of livestock, from standard molasses to high protein blends. They have the ability to add a range of other feed ingredients such as oils, magnesium, vitamins and minerals, amino acids, organic acids and other micro ingredients. Backed by an International R&D program, they are continually developing a range to meet the ever-changing needs of the livestock feed sector. They also offer a range of storage tanks and feeding equipment all backed up with industry leading advice.



To find out more about becoming a Kingshay Corporate Member, contact the office on 01458 851555 or contact.us@kingshay.co.uk

DAIRY COSTINGS FOCUS REPORT

The seventh Dairy Costings Focus Report highlights key trends for the year ending March 2018. Milk prices, and therefore farm returns, have improved sharply over the past year but higher feed costs pose a risk according to the report.

The report reveals that average margins over purchased feed increased from 16.83p/litre last year to 21.21p/litre in the year to March 2018. This was mostly due to a 5.14p/litre increase in milk price, to average 28.78p/litre - a welcome and necessary improvement after the very challenging low milk price period. However, higher feed costs eroded some of these gains, so it remains important to focus on efficiencies.

FREE COPIES OF THE DAIRY COSTINGS FOCUS REPORT ARE AVAILABLE AT WWW.KINGSHAY.COM

For more details on how to monitor your herd performance, please contact the Dairy Manager team on 01458 851555 or email dairy.manager@kingshay.co.uk



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