

Kingshay

Independent Dairy Specialists



THE LARGE GET LARGER

The eighth annual Dairy Costings Focus Report analysed herds by the volume of milk sold, highlighting some interesting trends. As might be expected, the higher output herds tend to be larger both in terms of herd size and produce more litres per cow. But it is the rate of annual growth which is particularly notable.

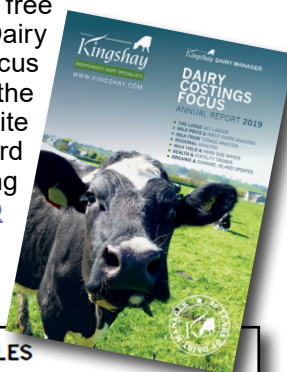
Based on actual figures from almost 2,000 herds with 400,000 cows across the UK, smaller herds produced less milk in 2017/18 than the previous year, likely due to the summer drought curbing production from grazing. In contrast, the higher producing herds boosted milk output by progressively larger amounts – rising by 1.2% in the 0.5m to 1m litre bracket all the way up to a 5.1% increase in the over 5m litre band.

Not only have the highest producing herds boosted milk yields per cow, they have grown their herd size by an average of 17 cows, to 743 head in 2017/18. This trend can be seen in each of the past three years.

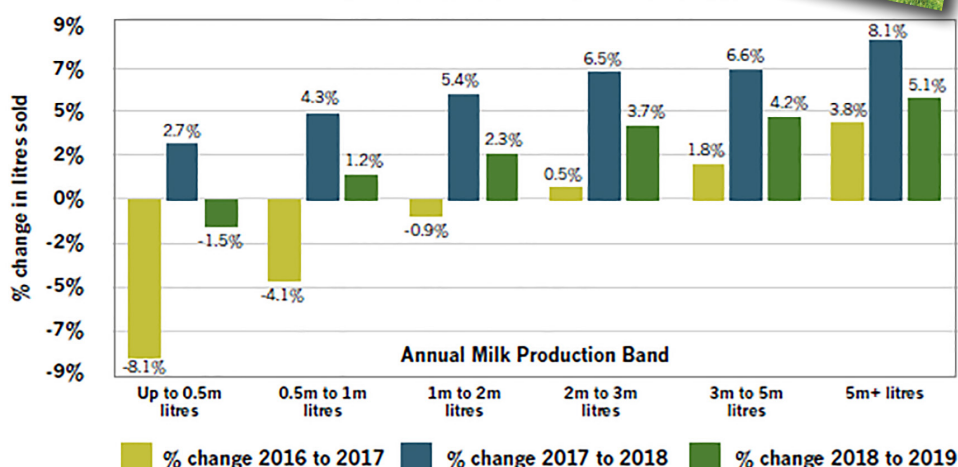
Large herds have a disproportionately high impact on UK milk production. Herds producing over 5m litres represented only 3% of Dairy Manager costed herds, and yet contributed 14% of the total milk sales – and they accounted for a whopping 27% of the year-on-year increase in production across the whole pool.

Other notable trends in the report include the impact that the 2018 drought had on production, culling rates and herd size. For the first time in the past decade, the average herd size dropped, with culling rates up from 27% to 29%, probably due to the lack of forage.

Download your free copy of the Dairy Costings Focus Report from the Kingshay website or request a hard copy by emailing dairy.manager@kingshay.co.uk



YEAR ON YEAR CHANGE IN MILK SALES



News

October 2019

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ADVERTISE IN OUR 2020 YEAR PLANNER AND REACH OUT TO OVER 10,800 DAIRY FARMERS

Contact sarah.bolt@kingshay.co.uk or 01458 851555 for more details!



SOUTH WEST DAIRY DEVELOPMENT CENTRE UPDATE



Since our last newsletter update, we bid farewell to David Pettitt who did a superb job of project managing the build of the dairy, whilst still doing the final elements of managing the herd of cows, none of which had ever experienced robot milking. Although David is still working for Kingshay, he deserves a huge thank you for achieving so much in establishing our state-of-the-art dairy farm of the future. We have welcomed Justin Birch as our new farm manager, who has taken up the challenges of running a commercial dairy, accommodating research projects and a lot of visitors!

In its first year, the herd has achieved an annual yield of 8,800 litres per cow with 4,100 litres from forage and 650kgs of milk solids. Close to our long term targets, so not bad for a herd set up from scratch!

With the extraordinary swings in the weather this summer, most of us have seen drought conditions and tropical rainstorms. At the South West Dairy Development Centre, this has been reflected in grazing shortages and more recently by fabulous spring-like regrowth. The cows have been doing a great job of leaving good residuals but with surprisingly high daily growth rates of over 60Kg DM/ha through the second half of August (and a lot of dry cows), the cows in milk have their work cut out to keep up! Our fresh calved cows are doing well with some using the robot milkers five times a day, meanwhile some stale cows are only milked once a day.

We are delighted to report that molasses supplier ED&F Man are working with us to install two tanks so that we can incorporate liquid feeds into our mixed ration. These will be fitted with GEA pumps to deliver the products into our Mullerup automated feed kitchen.

As an innovation centre, we always say that if we are being truly innovative some things are not going to work. We've been having some challenges with our robot scraper which we are using "off label" to scrape the slurry across to the slatted channel down the centre of each passageway whereas, it is built to scrape a fully slatted floor. We have had over 1200 visitors since the opening last October and many have commented that they like the floor design because it's good that cows are not always on slats and we don't store the slurry under the cows. So we are going to try a different scraper with a water spray on board to help the slurry move across to the channel. It should be able to clean the building more often as well. So watch this space!

On October 2nd, call in and say hello on your way to or from The Dairy Show; we're just next door.

HAVE YOU TESTED YOUR ON-FARM WATER SUPPLY?

Regular testing of water quality for both mineral and pathogen levels is essential not only for Farm Assurance but also for the health of your stock. Poor water quality may present a disease challenge or a mineral imbalance, as well as potentially causing a reduction in water consumption and subsequently affecting feed intakes which will negatively influence animal health and production. High yielding cows are particularly sensitive to poor water quality because of the amount of water they need to consume daily.

WATER ANALYSIS SERVICES

- **Microbial Water Analysis** – £57+ VAT (Member price £48)
- **Mineral Water Analysis** – £52 +VAT (Member price £44)

SHOW SEASON THE DAIRY SHOW

Join us at The Dairy Show on Wednesday 2nd October, to guess the number of sweets in the milk bottle, with your chance to win 1 of 20 Dairy Manager prizes.

For more information, visit www.bathandwest.com/the-dairy-show

October

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EFFICIENT FARMING ON THE EDGE



The annual European Dairy Farmers (EDF) Congress attracts people from across Europe and beyond every year. This year, the congress was held in Denmark - Kingshay's Richard Simpson joined almost 400 delegates, largely farmers gathering in Kolding for conference sessions, workshops and farm visits. The theme 'Efficient Farming on the Edge' focussed on the drive for higher output per cow and input efficiencies to cover the high levels of investment and debt often seen on Denmark's high input farms, discussing how this can be balanced against environmental considerations and the demands from society. The UK branch of EDF are hosting a meeting in Somerset, including a visit to the South West Dairy Development Centre on Tuesday 26th and Wednesday 27th November.

If you are interested in joining and learning more about the EDF Cost of Production process, speak to Richard Simpson at Kingshay.

RECENT MAILINGS

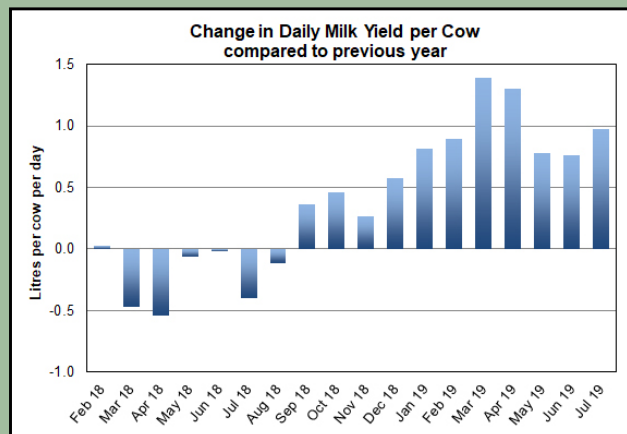
Twice a month, Kingshay's farmer, consultant and vet members receive Insight publications and a Monthly Checklist and have access to previous ones in the members' area of the website at www.kingshay.com. Here are some highlights from those produced in recent months:

SEPTEMBER CHECKLIST

- Do you know what is in your clamp?
 - Focus on variable costs
- Agricultural Farm Waste Exemptions
- Is your crop at risk of Maize Eyespot?
 - Grass Catch Crops
 - Preparation for Winter

DAIRY MANAGER UPDATE

Analysis of herds using Kingshay Dairy Manager costings show a decline in margins over the last 3 months, but these were still higher than last year due to a 5% increase in herd milk output, at a similar milk price. Concentrate prices have risen to £234/tonne, a 2% increase from July 2018. However, with most areas of the UK benefitting from a better growing season, overall purchased feeds use and subsequent cost has fallen by 3% on last July.



The graph highlights monthly changes to daily milk yield compared to the prior year. Previously daily yields were lower each month until September 2018 onwards, when the trend reversed.

Monthly Results	May-19	Jun-19	Jul-19
Milk Yield (l/cow/day)	27.6	26.7	26.1
Change on last year	2%	2%	4%
Milk from Forage (l/cow/day)	11.8	10.9	10.1
Change on last year	10%	11%	31%
Milk Price (ppl)	27.6	27.8	27.9
Concentrate Use (kg/cow/day)	7.3	7.3	7.3
All Purch. Feed Costs (ppl)	6.7	6.9	7.1
MOPF (£/cow)	£158	£144	£138

The table highlights an increase in milk from forage by 31% to 10.1 l/cow/day in July 2019 compared to the same time last year, as the dry summer last year had an impact on grass/forage availability for many producers. Milk yields were up 4% to 26.1 l/cow/day for July 2019.

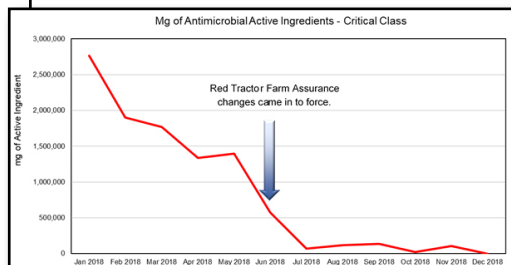
Further monthly & rolling trends are available at www.kingshay.com/dairy-costings/latest-results/

MEASURING AND MONITORING ANTIMICROBIAL USAGE ACHIEVES RED TRACTOR TARGETS

On the 1st of June 2018, new Red Tractor standards came into force with a specific focus on the responsible use of antimicrobials.

Kingshay and Westpoint Farm Vets teamed up to analyse the effects these new standards had on antimicrobial purchases, examining results from Westpoint herds monitoring their antimicrobial usage using the Kingshay Antimicrobial Report Service.

The results showed a 99.9% drop in HP-CIAs from January to December 2018. Along with all antimicrobials dropping by 22% when comparing the months before the changes in farm assurance standards (Jan-May 2018) to those months after (Jun-Dec 2018).

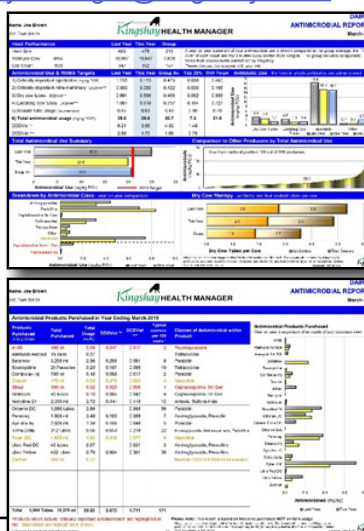


By setting meaningful objectives, these results demonstrate the dramatic

effect that changes in farm assurance schemes have on encouraging positive change on farm by the responsible use of antimicrobials. The report, developed by Kingshay, enables vets to provide tailored advice to farmers on specific areas for improvement and allows farmers to benchmark against others.

If you would like to analyse your antimicrobial usage give us a call on 01458 851555 or email

dairy.manager@kingshay.co.uk.



BRITISH GRASSLAND SOCIETY SUMMER MEETING

This year, the BGS summer meeting was held in Gloucestershire and was attended by over 90 members from all over the country including some from Northern Ireland. A total of 5 farms were visited during the course of the 2-day event.

During the summer meeting the AGM was held and Richard Simpson took over the presidency from former president Chris Reynolds. The whole event was a huge success and was thoroughly enjoyed by all that attended, with lots of excitement for next year's meeting, which is to be held in Northern Ireland.



HOOF BLOCKS TRIED & TESTED REPORT

Exploring hoof blocking technique to establish an effective method of application. Also gaining a better understanding of the more popular blocks and shoes used on farm and evaluate their effectiveness in the treatment of lameness.

NO-DEAL BREXIT & UK DAIRY

The UK is poised to leave the EU on the 31st October. In the event of a No-Deal Brexit the UK will become a third country to the EU and trade will operate under WTO rules both with the EU and the rest of the world.

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

CONGRATULATIONS TO DAVID COTTON

Congratulations to David Cotton, (long-term Kingshay Member and our landlord here at Bridge Farm) on receiving the Dairy UK Award 2019. David was presented with the award in June, at a ceremony in central London, by actor and comedian Miles Jupp.

The award was presented in recognition of David's long-standing dedication to the industry. In addition to being a partner in Bridge Farm, David has dedicated much of his career to representing the UK dairy sector on the international stage, through the International Dairy Federation. David has also been an active member of the Dairy UK Farmers' Forum, has served as Chair of the Royal Association of British Dairy Farmers, and has served on the Dairy Board of the AHDB. He is currently a non-Executive Director of the RPA, Chair of Dairy Pro and Dairy Show Chairman.



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CONGRATULATIONS TO BETHANY WARD

Each year, Kingshay sponsor a trophy to be awarded to a student at the end of year graduation prize giving evening at The Royal Agricultural University. And this year, congratulations goes to Bethany Ward for winning "The Kingshay Trophy", awarded for "Best Ruminant Dissertation".



"IN MY FIELD" WITH GRAEME SMITH CONTROLLING STARLINGS

Graeme Smith is one of the Kingshay Team of Associate Consultants based in Somerset.

As Arnold Schwarzenegger said, "do it, do it now....."

What ever you do, do it now! If you look to control the ingress of starlings into buildings and onto feed fences, now is the time to act!! Wait until Christmas and it will be too late to do anything, as the birds have established a pattern and habit, which is nigh on impossible to break! With a severe starling problem leading to over a 1lt in milk loss/cow/day (without associated diseases issues), it is worth investing time and effort to try and keep the starlings at bay.

Various strategies are available to limit the persistency of starlings.

Physical measures, such as closing doors and or netting bigger openings can help keep birds out of buildings. Netting needs to be less than an inch in size to prevent the birds getting through.

"Terror Tactics", such as gas guns/crow scarers/bangers, placed around the farm and buildings, can stop birds becoming too comfortable. It is always worth putting the crow scarers near the trees the birds alight to once out of the buildings, just to keep the birds from becoming settled. Audio deterrents, which mimic the starlings distress calls, are also available, although the birds soon get used to them.

Laser pens can be valuable in scaring birds away, especially the green ones, as they are thought to mimic the eyes of birds of prey. Most effective in lower light levels, equip farm staff with them, so they can shine the lasers on the underside of building roofs whenever they are out with the stock.

Management tips to help, include; if feeding a TMR, do so in the afternoon when the birds have possibly left to roost! There are feed additives that can be included into TMRs, which are predominately garlic based. Costing in the region of five pence per cow per day, farms have reported varying successes using these products. Their effectiveness is certainly reduced if caustic wheat or alkaline feeds are included in the diets. Additives will also be more effective being feed on larger herds, due to the ratio of active ingredient versus number of starlings. Longer term, review the farm system and the need to feed maize/wholecrop or even a TMR, which are the main attractants for the birds.

Scouts and small groups of starlings will start looking for feeding sites and continue to do so through the winter, therefore it is important that whatever measures are undertaken and maintained consistently! Aim to make your farm less attractive than your neighbours!

For more information see the DairyCo Funded Kingshay Starling Report on our website.



WELCOME HANNAH PLACE

Hannah Place joined the team as our Assistant Herdperson at the SWDDC. Hannah joins us having completed a Diploma in Agriculture at Kingston Maurward College and a BSc Environmental Health at Cardiff Metropolitan University. In Hannah's previous roles, she has had experience in both milking and calf rearing and will be putting her skills to good use as we enter our busy calving period.

