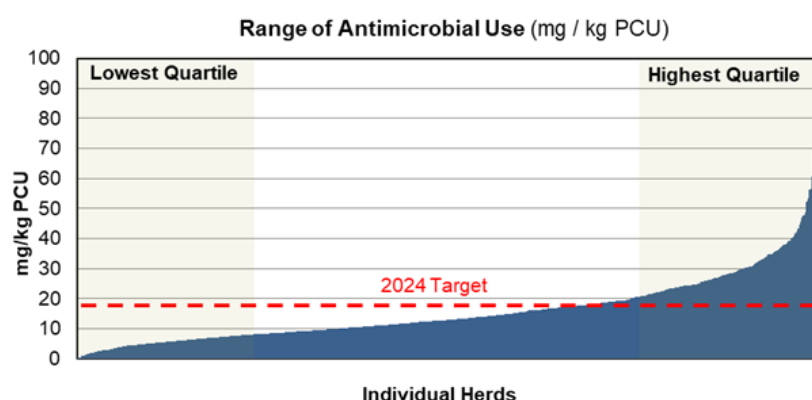


2ND ANNUAL ANTIMICROBIAL FOCUS REPORT OUT NOW!

The latest Kingshay Antimicrobial Focus Report shows a quarter of dairy farmers from those sampled are responsible for 49% of total antimicrobial usage. The report, which is now in its second year, draws on data from 1,044 dairy herds across the UK in the year to March 2022.

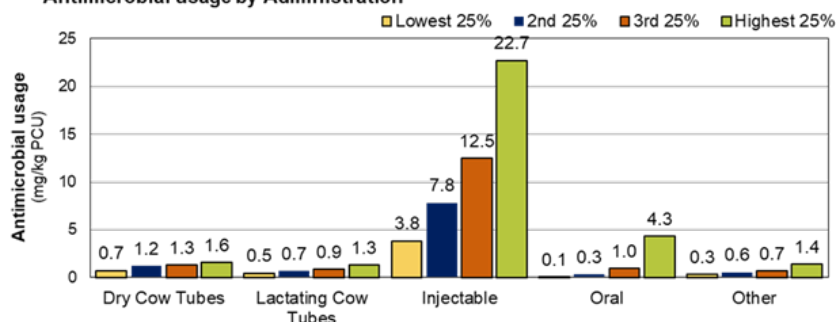


The individual herd antimicrobial use ranged from 0.26 to 87.17 mg/kg PCU, with an average total antimicrobial usage for the year at 15.9 mg/kg PCU. This has plateaued in the last 3 years, showing that the 'easy wins' have been made and now we need to focus on a more targeted approach. Nevertheless, 69% of dairy herds were below our 2024 target of 17.9mg/kg PCU and critically important antimicrobial usage was very similar to last year at a low rate of 6.7% of herds using one of these products.

Within the report, routes of administration are analysed highlighting that the majority of treatments are through injectables, which account for between 70 and 76% of usage, irrespective of whether the farm has high or low usage of antimicrobials. Regular reviews can help identify potential management changes such as improvements to buildings, disinfection protocols and nutrition, or the introduction of vaccination programmes, which could all help reduce the need for antimicrobial treatments in the first place.

Regional breakdown of the data shows antimicrobial usage was higher in the North, Wales, and Scotland, when compared to the southern regions. The North had total antimicrobial usage 44% higher than the Southwest at 20.7mg/kg PCU compared to 14.5mg/kg PCU.

Antimicrobial usage by Administration



Lower teat sealant usage was also observed by the northern regions, however a more detailed analysis is required to find out why these differences exist.

Written by Christina Ford, Product Owner.

To download your copy of the report, visit www.kingshay.com.

IN THIS EDITION...

- Dairy Manager update
- Challenges of 2023
- Is TB affecting you?
- Barber's Nature Positive
- Staff news
- New courses on FarmIQ



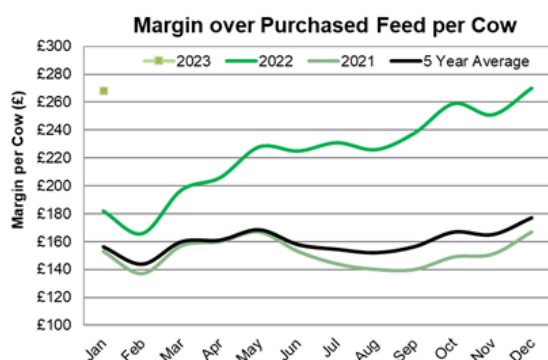
Written by Felicity Gale,
Farm Services Specialist

Dairy Manager Update

Analysis of herds using Kingshay's dairy costings service are beginning to show a decrease in Jan 2023 milk prices compared to the previous month, now averaging 49.8ppl, compared to 50.8ppl in Dec 2022. Although milk prices are still up by 41% compared to the same month of the previous year.

Whilst milk prices are starting to decrease, concentrate prices per tonne are also expected to decrease, currently 32% higher at £377/tonne compared to Jan 2022. Total concentrate use increased slightly by 2% to 9.1kg/cow/day in Jan 2023, all purchased feed cost/litre rose by 34% to 13.9ppl.

Monthly Results	Nov-22	Dec-22	Jan-23
Milk Yield (l/cow/day)	26.6	26.8	27.2
Change on last year	3%	2%	2%
Milk from Forage (l/cow/day)	6.7	7.3	7.9
Change on last year	-2%	-2%	-2%
Milk Price (ppl)	50.5	50.8	49.8
Concentrate Use (kg/cow/day)	9.4	9.3	9.1
All Purch. Feed Costs (ppl)	14.6	14.3	13.9
MOPF (£/cow)	£252	£266	£267
Change on last year	71%	60%	48%



Overall, the margin over purchased feed per cow was 47% higher in Jan 2023 at £267/cow, compared to £183/cow last year. Although this has needed to cover other costs that have also risen significantly, though we are likely to see a drop in prices for fuel, fertiliser and electricity costs in coming months.

Monitor your herd's costs today and receive the first 2 months free. Kingshay Members get the Regular package included in their membership.



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Kingshay What do you think will be your biggest challenge in 2023?

Falling Milk Price

Feed Costs

Forage Costs

Energy & Fuel

Labour

Lack of BPS

Health & Disease of Stock

Other

- Spring block calving, grazing focus
- Autumn or split block calving, grazing focus
- Autumn or split block calving, housing focus
- All year calving, grazing focus
- All year calving, housing focus
- Organic System 1 Organic low or moderate yield
- Organic System 2 Organic high yield

What do Dairy Farmers think will be their Biggest Challenge of 2023?

Visitors to the Kingshay stand at Dairy Tech were asked to share 'what they thought would be their biggest challenge of 2023' by putting a coloured sticker to represent their dairy system on our chart.

One third of dairy farmers surveyed thought that the falling milk price was going to be their biggest challenge. At a time when price reductions were beginning to impact the farmgate

continued to fall, proving many farmers instincts are 'spot on'.

Feed costs were considered to be the 2nd largest challenge. This was particularly high in the 'all year round, grazing focussed herds' and the organic high yielding herds, this is unsurprising as feed prices have risen significantly.

The 3rd biggest challenge across all systems was labour – this challenge is not new. However, this is one challenge that farmers do have some influence over, by addressing how we can make the industry and farms more appealing to work on. My conclusion to this exercise leads me to think of Steven Covey's 'circle of influence'. He reminds us that we should focus our attention on things that we can do something about, rather than those that are out of our control. What can you influence to positively impact your business?

For more information on dairy systems see our Dairy Costing Focus Report 2022.

Written by Sarah Bolt, Technical Knowledge Exchange Manager

RECENT PUBLICATIONS

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



Milk Lactose





Written by Sarah Tomlinson,
Director of TBAS

"IN MY FIELD" Is TB affecting you?

Most farmers have either suffered a TB breakdown or know someone who has. Alongside the loss of reactors and having to get cattle in and test them every 60 days, goes the stress and anxiety that surrounds being "shut down". Rarely do farmers want to admit to their neighbours they are the reason they have been caught up in a new testing zone. They may not want to show their face at a sale and explain why they haven't bought their cattle. We should talk more about TB and the human impacts.

In the Low-Risk Area rarely is the first reactor found, the cause of the local breakdown, it is just the first animal to test positive. We shouldn't be making anyone feel responsible. Undeniably, if only more farmers with herds positive for infectious diseases like Johne's were more responsible about trading, we would have far better control over the spread of disease!!

There is help out there, many of the rural charities like Farm

Community Network (FCN) and Royal Agricultural Benevolent Institute (RABI) can offer emotional support alongside financial help. Thankfully, mental health is something that more and more of us feel able to talk about.

There is also practical support in the form of TB Advisory Service (TBAS) in England and Cymoth TB in Wales.

TBAS can help farmers identify TB risk on farm and agree recommendations that are cost effective and bespoke to your farm. One of the areas discussed is planning for the worst, so if the day comes when your TB tester says "I am sorry- this is a reactor" you know you have a plan as to how your business and you will cope. Importantly for both farmer and vet it is time (funded by Defra) to talk.....

For more information contact your local vet or TBAS on 01306 779410 or visit www.tbas.org.uk.



Written by Christina Ford, Product Owner

Barber's Cheesemakers Carbon Report

At the end of last year the Kingshay team were very busy collating and analysing a wealth of data collected from the farms that supply Barber's cheesemakers, to release the first Barber's Nature Positive report.

Kingshay have worked very closely with Barber's in previous years looking at antimicrobial stewardship, progressing to health and welfare aspects. Taking it a step further this year, we incorporated carbon footprinting using Trinity AgTech to help with this.

The results were very positive and after six producer meetings all the farmers had their reports, and the feedback was very encouraging. The reports highlighted key areas for improvement in efficiency, biodiversity as well as building resilience. Unlike many other carbon footprinting tools, some sequestration was also included in the analysis.

We were really excited to pilot this with Barber's and we hope to develop this service further in the future, do get in touch if this is something you are interested in, via contact.us@kingshay.co.uk.



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STAFF NEWS



Welcome Hannah Burns

Services Support & Marketing Co-ordinator

Hannah joined Kingshay in February 2023. She has 5 years' experience in marketing that includes working in the retail, interior and education sectors. Hannah is looking forward to learning more about farming and agriculture whilst at Kingshay.

Outside of work, Hannah loves to spend her weekends in the countryside with her fiancé, family and French Bulldog, Daisy-May.

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FARMING NEWS

Ballymoney dairy farmers Alan and Christina Pinkerton were named the overall winners of the Dale Farm Dairy Herd Efficiency award, which took place in December at the Royal Ulster Winter Fair. Runner up was Lois Kirkpatrick, who farms outside Antrim with her father John.

Sponsored by Kingshay, the awards recognise producers who manage efficient herds through maximising milk value, utilising purchased feed effectively with the result of optimising milk produced from forage. Photo of the winners pictured with Kingshay's Simon Withers and Dale Farm Co-op chairman Fred Allen.



NEW COURSES ON FARMIQ

Kingshay continues to manage and develop new courses for FarmIQ, the online training provider for farmers.

FarmIQ has recently launched new content that is particularly relevant to livestock farmers, firstly a course associated with the first National Youngstock Conference, which took place at Harper Adams on July 27, 2022. The conference was the result of the desire to create an event that provided attendees with up-to-date practical advice on all aspects of youngstock management and rearing.

The full programme of presentations, now uploaded to FarmIQ, look at all aspects of youngstock management and calf rearing. These range from genomics and breeding management, colostrum, and calf management during the first few weeks of life, through to weaning and nutrition during the growing phase. The programme also addressed some of the key disease challenges seen on farm including pneumonia, coccidiosis, and cryptosporidiosis.

The second new launch is the Youngstock Management course, 'The Future of Your Herd', this course looks at the key areas to consider when managing the calf from birth to weaning. The course has been divided into the following sections, Colostrum, Routine Tasks, Calf Feeding, the Environment, Calf Health and Performance monitoring.

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