



FREE TB ADVICE FOR ALL FARMERS IN ENGLAND

Kingshay as part of our wider family of VetPartners has joined with other farm veterinary groups to form Farmcare Solutions to run the TB Advisory Service (TBAS). The Kingshay team is delighted to be part of this essential support.

The TB Advisory Service encourages farmers to look at TB as an infectious disease. As an industry we are great at identifying and controlling many infectious diseases on farm such as mastitis, BVD, and Johne's. TBAS appreciates there are many risk factors out of a farmers control due to TB being a notifiable disease and the main wildlife reservoir being a protected species but there are many TB risks that can be reduced if not eliminated.

If you would like more information or to book a free pair of visits, please contact TBAS directly or visit the website tbas.org.uk or follow us on Facebook, Instagram, or Twitter.

During the visit six areas of risk are discussed and explored. At the end of the visit, four recommendations that are appropriate to the risks are identified but also to the farm business, are agreed.

The six risk factors explored on farm by the TB Advisory Service.

1. TB history of the farm
2. Local/ geographical risk
3. Risk from incoming stock
4. Risks at pasture including badgers and neighbours
5. Risks in the farmyard including badgers, manure management and visitors
6. Risk TB poses to the farm business.

Six months after the initial visit the vet will return to the farm to see which of the recommendations have been completed. Alongside this TBAS would like to assess the costs both in time and money taken to complete the

tasks, to demonstrate to Defra what farmers are committed to putting into TB control on their own farm.

In 2017 with funding from the Rural Development Program for England (RDPE) the TB Advisory Service was set up to deliver TB biosecurity advice on farm and telephone advice to cattle keepers across the High Risk and Edge Areas of England. To date they have delivered TB Biosecurity Advice to over 3000 farmers.

So far feedback for the TB Advisory Service has been positive. 98% of farmers said the recommendations were useful (92% very useful) and 96% of farmers said the TBAS service was Excellent or acceptable (90% Excellent).

In 2021 Defra continued the funding and has made the service available to farmers of all TB susceptible species (camelids, deer, goats, pigs and sheep as well as cattle) and to all areas of England. Farmers who have previously accessed the service are eligible to have further visits. All visits are to be carried out by specifically trained vets, in most cases this will be the farmers own private vet.








Sarah Tomlinson a farm vet from Derbyshire with over 20 years clinical experience and Technical Director for the TB Advisory Service and Holly Shearman who project manages the practical delivery of the service, have joined the Kingshay team, working alongside Kate Butler. We are delighted to welcome them. Their varied skills will compliment those already within the Kingshay Team, and will contribute to future Kingshay client offerings.



News Spring 2022



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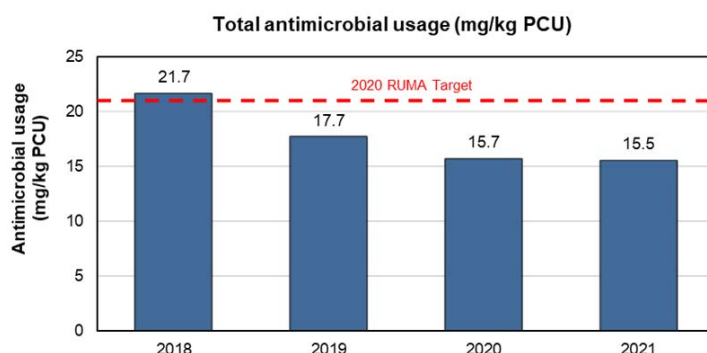
FIRST DAIRY ANTIMICROBIAL FOCUS REPORT LAUNCHED



Kingshay are pleased to have released their first annual Dairy Antimicrobial Focus Report, which highlights the trends and improvements made over the last 4 years. The report showed that 79% of herds were below the 2020 RUMA target of 21 mg/kg PCU, by March 2021 with an average total usage of 15.5mg/kg PCU. Another key trend observed was

the reduction of critically important antimicrobials with only 7% of herds using critical antimicrobials in 2021, down from 79% in 2018, a huge reduction in these products that need to be protected for human medicine. Another focus area of the report is that of dry cow therapy, the use and benefits of selective dry cow therapy has been encouraged for many years. Since collecting records in 2018 there has not been further improvements made and the use of teat sealants is lower than the 2020 RUMA target at 0.39 courses per cow.

You can download your free copy at www.kingshay.com.



"IN OUR OFFICE"

The Dairy Manager Team

Over the last year we have made significant improvements to the Dairy Manager service, encouraging people to go paperless and enter data online themselves. Our Dairy Manager Client Survey showed some positive results with excellent feedback on our customer service. It also highlighted various areas for improvement. Thank you to everyone who took part. This gave us a valuable insight and is helping with our future plans for the service.

Currently the Dairy Manager Team are busy with various projects, as well as continuing to run the day-to-day costings service, involving farmer and feed specialist queries and analysing monthly milk/feed price figures.



[Kathryn Rowland](#)



[Christina Ford](#)



[Felicity Gale](#)



[Mary-Kate Mahony](#)

We have launched our first Antimicrobial Focus Report. Christina will present the findings at the AACTING conference in Germany and we have started compiling antimicrobial data for both Saputo and First Milk for the year ending December 2021. The Dairy Health Tracker service within DigiFarm for VetPartners vets and clients will be launched later this month. Beef & Sheep Health Tracker reports are in development and will be launched later this year.

The Omsco Compass website is taking shape, due to be launched in May - more details to follow. A new monitoring trial with Mootral is also up and running, evaluating the performance of herds feeding their natural supplement based on garlic and citrus extract, which has been shown to reduce methane emissions. We have also been out and about running training sessions on using the Milk Prediction Program for Mole Valley Farmers account managers.

To speak to one of the Dairy Manager team call the office or email us at dairy.manager@kingshay.co.uk.



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:

ZERO GRAZING

Zero grazing is the practice of cutting fresh grass daily to feed to housed cows. It is sometimes referred to as 'cut and carry'. With feed and forage accounting for the largest costs on a dairy farm, maximising the use of grass has the ability to reduce costs and increase profitability. One way to improve milk from forage is via zero grazing.

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DAIRY MANAGER UPDATE

Analysis of herds using Kingshay's dairy costings service have shown a significant increase in milk prices, up by 20% to 35.2 ppl in January 2022 compared to January 2021. A much needed rise, with higher costs an increasing challenge for all.

The table shows average monthly margins continued to rise through November and December 2021, up 10% on January last year. Concentrate prices rose by 12% to £283 per tonne in Jan 2022 compared to Jan 2021.

Margin over purchased feed (MOPF) per cow for Jan 2022 continued to rise, due to the increase in milk prices and a drop in concentrate use at 9.1 kg/cow/day (1% lower than Jan 2021). Overall, the margin over purchased feed per cow was 19% higher in Jan 2022 at £184 per cow, compared to £156 per cow last year.

Monthly Results	Nov-21	Dec-21	Jan-22
Milk Yield (l/cow/day)	25.8	26.4	27.2
Change on last year	-2%	-3%	0%
Milk from Forage (l/cow/day)	6.8	7.4	8.2
Change on last year	-5%	-5%	-4%
Milk Price (ppl)	32.7	33.8	35.2
Concentrate Use (kg/cow/day)	9.1	9.1	9.1
All Purch. Feed Costs (ppl)	10.6	10.6	10.2
MOPF (£/cow)	£150	£166	£184
Change on last year	8%	10%	23%

Call the Kingshay Dairy Manager team if you would like to get a better handle on your milk production costs.



WOMEN IN DAIRY CONFERENCE
28 SEPTEMBER 2022



DAIRY TECH

Are you attending Dairy Tech this year? If you are, make sure you come along and see us on Stand I13. We will be showcasing everything new that is going on with Kingshay as well as FarmIQ and the TB Advisory Service. In addition to our stand we have some team members presenting some important topics in the innovation Hub and Dairy Hub.

Sarah Tomlinson - Is TB impacting your productivity and sustainability? - 11:30 Dairy Hub

Tim Potter - Maximise the performance of your herd with training - 14:05 Innovation Hub



The Kingshay developed web solution, digiFarm has been shortlisted to the final 3 for RABDF Royal Innovation Award.

7TH
APRIL

DAIRY TECH
2022
Stand I13

SLURRY ACIDIFICATION

The use of acidification or pH reduction systems to reduce the pH of slurry is increasingly being talked about by Government as a means of hitting ammonia and methane reduction targets. In fact, acidification equipment was listed as one of the big budget items eligible for the Improving Farm Productivity Grant released at the start of the year.

CALF MILK REPLACER

Calf milk replacers (CMRs) have been available in the UK since the 1950s. Over the last couple of decades there have been significant changes to formulations, with many of the products available today a result of extensive research. With so many CMRs available at a range of prices, ingredients and nutritional quality, finding the correct one for your calves can be difficult.

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

"IN MY FIELD"

Contributed by Paul Robinson
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If I had written this article a month earlier, it would have been a completely different topic. The turmoil caused by the Russian assault on Ukraine is affecting every individual in Europe, but at least we do not live in the Ukraine. The dairy industry is already suffering the impacts of increased energy, fertiliser and feed prices to name but a few. In a year where world milk production is down and farm gate prices are up, it should have been a time for many dairy farms to reinvest, recharge the bank account and finally get some payback after years of average returns. Unfortunately, any extra margin is being eroded by inflated input prices. We are now in such a volatile market, and we must concentrate on areas where we

can have an influence. Forage output and quality has never been as important because some raw materials may be too expensive or not even available. Make sure clamps are full or alternatives are covered; take on extra acres if necessary or stock the farm accordingly. Tough times are ahead, and plans may have to change on a weekly basis and it's important to keep your support network closely involved.

It is difficult to see milk production rising under current conditions and if that is the case, farm gate prices will continue to be high. If this crisis is resolved, the future prospects for dairy farming still look good so keep focused.

WELCOME NEW TEAM MEMBERS



Sarah Tomlinson

Sarah is passionate about improving livestock welfare and productivity by reducing the risk and impact of endemic disease, particularly bovine TB. She has joined Kingshay to head up the TBAS project as well as beginning her role as a vet consultant in the company. Sarah has three children and two Labradors, and loves walking around our beautiful countryside. She is also an active member of the local farming community.



Mark Puttick

After working as an academic researcher in evolutionary biology for several years, Mark joined Kingshay in 2022 as a member of the data development team. Being new to agriculture, Mark is eager to learn more about the farming industry. He will be working on several projects including TBAS. In his spare time, Mark enjoys photography and watching cricket.



Holly Shearman

Before joining Kingshay Holly was a Project Manager at Westpoint Farm Vets, she is also on the VetPartners Production Animal Clinical Board and is based in the Southeast, on a small mixed livestock farm. Holly has joined Kingshay as a project manager for the TBAS project and is very passionate about helping farmers to reduce the risk and impact of the disease.

ARE YOU STRUGGLING TO RECRUIT OR RETAIN STAFF FOR YOUR FARM?

Recruiting and retaining staff on a dairy farm is more challenging than ever with pressure on availability of skilled labour, the need to look outside the industry and the competition with other farming businesses also chasing the best staff. Leading and managing staff is also a skill that has been neglected by the industry for far too long with limited training and development offered to help you become an employer of choice. Kingshay and FarmIQ have partnered with Real Success Ltd, the leading provider of people management solutions to the farming sector in the UK, to develop an online programme that covers all important aspects of recruiting, retaining and leading a team. In bite size video-based courses taking no more than 30 minutes to an hour to complete, the programme consists of 10 modules split over four course areas. **The bundle of courses is available with great discounts at farmiq.co.uk.**



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