



FIRST MILK & KINGSHAY COLLABORATION

Kingshay are proud to be performing an instrumental role in supporting First Milk's award winning regenerative farming programme.

First Milk is a British farmer-owned dairy co-operative with a vision to enrich life every day to secure the future. It has a well-established sustainability programme which includes the UK dairy industry's largest regenerative farming programme.

The programme's objective is to facilitate real change at farm level. It is encouraging members to implement regenerative farming practices using robust data to reduce the net carbon of milk and enhance biodiversity and watercourse protection in a practical, realistic and wholly deliverable way.

So far, 90% of First Milk's farmer members, representing 96% of its total milk volume, have committed to over 130,000 active or planned interventions across 78,000 hectares through farm-level regenerative farming plans. These members are in the vanguard of sustainable and ethical farming, making the business a leader in its field.

Kingshay has been a crucial partner in the development of First Milk's programme through its collaboration on the regenerative farming programme website and app. The programme's integrated digital platform allows First Milk members to record field-level interventions.

It combines production and milk quality information with a range of data from industry stakeholders providing members with a powerful and easily accessed dataset from which to make smart management decisions.

Most recently, we have been working with First Milk to provide a series of meetings for vets working within First Milk's main milk fields. Kingshay's vet consultant Sarah Tomlinson has been discussing antibiotic use reduction, improving health and welfare and progressing aspects of the regenerative cow principle. First Milk's extensive work on sustainability has received notable recognition. It has been honoured with the first ever King's Award for Enterprise for Sustainable Development, awarded for commercially successful products, services and management benefiting the environment, society and the economy. First Milk is one of only 15 award recipients in their category.

Previously known as The Queen's Award for Enterprise, it is the most prestigious business award programme in the country, recognising and celebrating business excellence across the UK. The company has also successfully completed certification as a B Corporation (B Corp), which sees it join a growing group of companies using business as a force for good, leading a global movement for an inclusive, equitable and regenerative economy.

firstmilk™

The Regenerative Co-op



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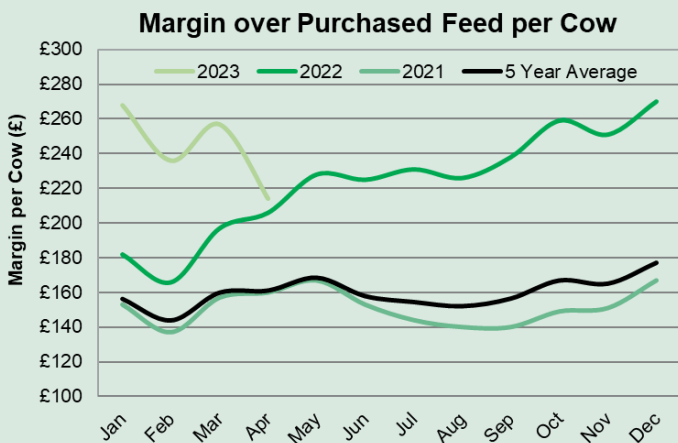


Written by Felicity Gale,
Farm Services Specialist

Dairy Manager Update

Latest monthly results of herds using Kingshay's dairy costings service are continuing to show a decrease in milk prices month on month. April 2023 averaged 41 pence per litre, although this is still 8% higher than the same month of the previous year. Concentrate price per tonne have fallen, but only slightly, down £7 from February's high of £378 per tonne. This is still 24% higher than in April 2022. Total concentrate use increased slightly by 2% to 8.4kg/cow/day in April 2023 and all purchased feed cost/litre rose by 27% to 12.22ppl.

Monthly Results	Feb-23	Mar-23	Apr-23
Milk Yield (l/cow/day) Change on last year	27.5 ↑ 2%	27.3 ↑ 1%	27.6 0%
Milk from Forage (l/cow/day) Change on last year	8.0 ↑ 6%	9.3 ↑ 7%	9.6 ↓ -7%
Milk Price (ppl)	48.0	45.0	41.0
Concentrate Use (kg/cow/day)	9.2	8.6	8.4
All Purch. Feed Costs (ppl)	13.9	12.9	12.3
MOPF (£/cow) Change on last year	£232 ↑ 41%	£244 ↑ 24%	£214 ↑ 3%



Overall, the margin over purchased feed per cow was just 3% higher in April 2023 at £214/cow, compared to £210/cow in April 2022. Previously Margins had been up by 41% in February 2023 at £232/cow, compared to the same month of the previous year.

With many other milk production costs remaining stubbornly high, this focusses producer minds on gaining efficiencies where possible.

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

Profit Manager

A one-off Independent Analysis of your herd's profitability and costs of production with comparisons against similar production systems (Conventional or Organic).

Simple forms to fill in with annual figures taken from your farm accounts.

Suitable for Mixed farming systems with costs allocated to the Dairy Herd.

kingshay
— Profit Manager —

Monitor and compare your true costs of production.

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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 the recent months.



MicroRNA Biomarkers



Slurry & Manure



Parasite Control



Metabolic Blood Profiling





Written by Dan Stevenson,
Board Director / Veterinary Surgeon

"IN MY FIELD"

When I hear the phrase 'I wanted to be a vet because I prefer dealing with animals to people' my heart sinks. Whilst I think we could all agree that much of the time animals are more straightforward, it is very rare that we can avoid dealing with the people side of things all together. To quote the ever inspirational Gordie Jones: 'Cows don't have problems. All problems have a first and second name'. If time is invested in the people, whether that be the farmer working on their own, the large farm team, young farmers or a group from a supporting agricultural business, then the gains to the animals involved in those businesses can be hugely magnified. This fact is reinforced to me on a daily basis.

When fixing a problem or trying to improve things at farm level the temptation can often be to look for a solution that arrives on a lorry. That may be a new bit of animal handling kit, parlour add-on or nutritional supplement. Whilst such solutions definitely have their place we can often forget that a person is integral somewhere in all the functions of farming and so investing time at this point is likely to have a significant benefit. Changing mindset is often cheaper and longer lasting and can be implemented with no changes in infrastructure. Some recent examples include the training of a milking team and subsequent changes to routine that reduced mastitis cases and animal behaviour and handling training that led to better cow flow and less stressful days.

Team training can be incredibly rewarding for everyone involved and is a good opportunity to get together, pool experiences and improve things for mutual benefit, including their livestock charges. When delivered well it is bespoke to your team and farm situation and leaves people feeling empowered in the difference they as individuals can make and involved in changes at farm levels. It is certainly one of the most rewarding parts of my job and I would have said I prefer working with animals to people!



Kingshay | Consultancy

Consultancy is more than giving advice

Whether you and your business are looking for traditional ongoing consultancy or one-off solutions, we can provide a fresh set of eyes to bring clarity to your business.

Kingshay have a network of consultants each with their own unique skill set.

Since 1991 we have provided farmers with practical, unbiased information and support to achieve business success.



Written by Will Gratwick,
Veterinary Surgeon

"THE VIEW FROM MY FIELD"

Are you gaining the full benefit NSAIDs? At the VetPartners Farm Event in May we ran a session focussing on this question. There has been a significant amount of research published over the last few years on the benefits of using these drugs. They work by targeting pain and inflammation. This encourages normal behaviour such as eating as well as reducing the damage caused by injuries and infections. The result is that treated animals often show improvements in recovery rate and production which more than offset the cost of the medication. Some of the key findings are as follows;

- Lamé cows were twice as likely to recover if given an NSAID alongside a block and a trim.
- Cows were 20x less likely to be lame 7 days after treatment for digital dermatitis if given an NSAID alongside an antibiotic spray.
- Administration of an NSAID immediately after calving increased yield in the following lactation by 664kg, with treated animals conceiving 22 days earlier.
- Giving an NSAID to calves immediately after birth increased growth rates to weaning by 0.1kg/day.
- Calves with diarrhoea ate more and grew faster when given an NSAID alongside fluids.

There are a variety of NSAIDs available, some of which have no milk withdrawal period. Speak to your vet about which products would be most suitable for use in your herd.

STAFF NEWS



Emily Bunn

Molly Lee

A big welcome to Emily and Molly!

Emily has lots of agricultural experience working as a Red Tractor Farm Assessor for dairy farms, and as a Rural Compliance Consultant, completing grant applications and providing a compliance service for NVZ, EA and Red Tractor.

Molly has completed her Level 3 diploma course at Cannington college. She has lots of experience within the agricultural sector, such as working on her family farm and doing a few years of local relief milking, also working at Sedgemoor Cattle market on a Saturday.

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WE ARE ATTENDING

**Down to Earth**

Kingshay are at Down to Earth where we will be showcasing an interactive demonstration of the different compositions of sand, silt and clay.

South - Wed 21st June - Stand S18

North - Thurs 6th July - Stand N7

If you are going, do pop along to our stand to see us & our soil demonstration.

Book your tickets at

www.projectdowntoearth.co.uk

UK Dairy Day

Wednesday 13th September

International Centre in Telford

**Mastitis Conference
Poster Presentation**

At the British Mastitis Conference, Kathryn Rowland will be presenting a poster titled "Regional variations in lactating & dry cow tube usage and teat sealants". This will display results from our 2022 Antimicrobial Focus Report.

Wednesday 14th June

Sixways Stadium, Worcester

Kingshay have teamed up with CowManagement magazine, the organisers of the National Youngstock Conference, to give all Kingshay clients/customers £5 off the delegate ticket price.

The 2023 National Youngstock Conference is on 20th July at Harper Adams University. This event is perfect for all producers and calf rearers looking to develop their knowledge and youngstock management skills. There will be a wealth of topics covered to interest everyone. Use the QR code below to book your tickets.

The conference sold out last year. To avoid disappointment please don't delay, book today.



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