



New Hands On Training Now Available



Kingshay has always had a great training offering, addressing all areas of the farming business, from animal health and welfare to recruitment and environmental management. The Kingshay team and our network of trainers have an extensive experience of delivering training to audiences across the UK. From facilitating workshops and presenting at farmer discussion group meetings such as Women In Dairy and EDF or hosting expert speaker sessions conferences or shows.

For those who prefer to learn on their own terms, **FarmIQ**, which has been with Kingshay for some years now, provides expertly written online courses, connecting thousands of online participants with industry leading expertise. The wide range of online learning topics include 'Responsible Use of Medicines', Red Tractor assurance approved courses for cattle and sheep, with another for pigs. These sit alongside other animal health and welfare, recruitment, and soil management courses, to name just a few.

But something was still missing... In April 2025 we launched our new training service **Hands On Training**. This brings together an extensive network of consultants and professionals to offer training on a wide range of essential topics from foot trimming, artificial insemination, and responsible medicine use, to team building, first aid, and farm management. Whether you're looking to upskill new employees or refresh best practices, we can design a training programme that works for you.

What sets us apart? Flexibility and personalisation. We have built this service to enable us to tailor every workshop to meet your specific needs and can provide ongoing support and follow-up training as required.



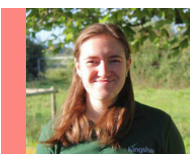
Our highly skilled facilitators ensure a dynamic and interactive experience, so you can get hands on with your training in a practical and engaging atmosphere.

Leading this exciting new venture is Michael Head (aka Spike), our Lead Trainer at Hands On Training. Spike is passionate about making the learning process both practical and fun and ensures all participants receive a positive and engaging learning experience when attending any Hands On Training course. He joined Kingshay in April as a Training Consultant, bringing with him a wealth of clinical practice as a vet and a drive to help upskill the next generation of farmers and those new to the industry.

Behind the scenes, our dedicated admin team are working hard to make sure everything runs smoothly, from bookings to logistics. Together with Spike, they're committed to making your training experience the best it can be.

Hands On Training completes the **Kingshay Training** offering; on-farm or online, as one-off workshops or as part of a longer-term development plan. Let us help you and your team gain the skills and confidence needed, so your business reaches it's full potential.

Call 01458 851555 or email training@kingshay.co.uk.



Written by Lucy Hicks,
Kingshay Services Support &
Marketing Coordinator

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Written by Felicity Gale,
Farm Services Specialist

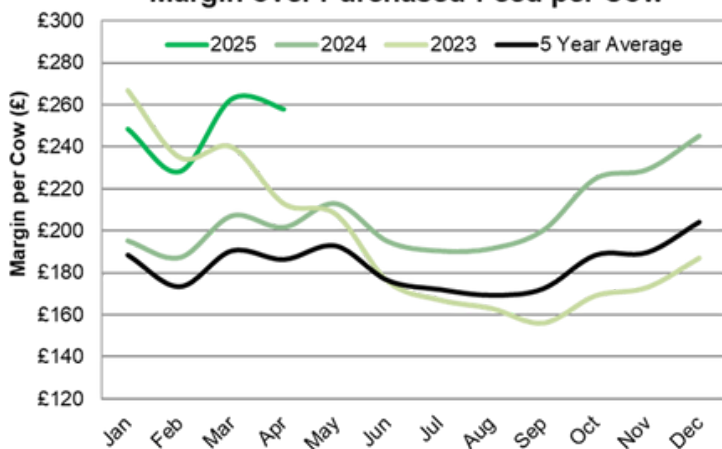
Dairy Manager Update

The latest monthly results for herds using Kingshay's dairy costings service are showing milk prices beginning to slightly decrease, month on month. April 2025 averaged 43.9 ppl, an increase of 13% compared to the same month of the previous year, where prices were at 38.8 ppl in April 2024. Milk prices had been rising due to lower milk volumes than expected, both in the UK and EU but also globally. Although UK milk production is now 5.9% higher in April 2025, compared to the same time last year. This is due to the high milk prices alongside the decrease in concentrate prices.

Monthly Results	Feb-25	Mar-25	Apr-25
Milk Yield (l/cow/day) Change on last year	↑ 27.6 2%	↑ 27.7 2%	↑ 28.5 5%
Milk from Forage (l/cow/day) Change on last year	↓ 6.8 -12%	↓ 7.8 -1%	↑ 9.4 8%
Milk Price (ppl)	45.7	45.7	43.9
Concentrate Use (kg/cow/day)	10.1	9.6	9.1
All Purch. Feed Costs (ppl)	12.3	11.7	10.7
MOPF (£/cow) Change on last year	↑ £227 23%	↑ £262 29%	↑ £257 28%

Source: Kingshay Dairy Manager

Margin over Purchased Feed per Cow



Whilst milk prices have decreased from last month, concentrate prices per tonne are also lower month on month, currently 5% lower at £306/tonne compared to Apr 2024. Total concentrate use increased by 5% to 9.2kg/cow/day in Apr 2025, all purchased feed cost/litre decreased slightly by 0.57% to 10.78ppl.

Overall, the margin over purchased feed per cow was 26% higher at £258, compared to the same month of the previous year where it was £204. This is nearly up to those levels seen in Jan 2023, where it peaked at £267/cow.

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



Written by Kate Butler,
TBAS Project Specialist

The role of Deer in bTB

Deer can play a role in the spread of bovine TB (bTB), acting as spill-over hosts and, in some cases, reservoirs of infection. While they typically contract TB from infected cattle or wildlife, they can also transmit it to other deer and cattle. Deer often share grazing areas, water sources, mineral licks, and feed with cattle, creating multiple potential transmission routes. Their agility allows them to bypass standard cattle fencing, making biosecurity more challenging.

The TB Advisory Service (TBAS), funded by Defra, has trained over 450 vets to support farmers in managing bTB risks. Deer keepers in England are eligible for a free TBAS visit to identify biosecurity measures that can be

completed to reduce the risk of bTB spread and recent TBAS adviser training has focused on deer-related transmission.

If cattle farmers are concerned about local deer risk, please speak to TBAS, as there are measures you can consider reducing your chance of bTB transmission, such as the use of deer-proof fencing, implementing disinfectant stations and keeping feed and water troughs covered or emptied when not in use.

Monitoring deer activity can be a helpful exercise and an idea of the level of bTB in deer can be identified through postmortem inspections of local deer which can be controlled under a general licence.

Key Actions

- **Protect resources:** Raise and cover troughs, secure silage clamps, implement disinfection stations and consider implementing deer-proof fencing.
- **Monitor deer activity:** Look for signs of deer intrusion and use local control for surveillance.
- **Report suspected TB cases:** Notify APHA if TB is suspected in deer.
- **Make use of TBAS:** Contact TBAS or your private vet to discuss TB biosecurity measures bespoke to your business, *free of charge*.

T	01306 779410
E	info@tbas.org.uk
f	@TBAdvisoryService
🐦	@TB_Advisory
📷	@tbadvisoryservice

If TB is suspected in wild deer, it must be reported to the Animal and Plant Health Agency (APHA).





EnviroSystems®
Innovating for Agriculture

EnviroSystems Celebrate Double Award Win!

We would like to welcome EnviroSystems as Corporate Members of Kingshay. EnviroSystems is a leading UK specialist in animal bedding, teat care, and slurry inoculants.

A huge congratulations goes to them as they have just won two awards at two prestigious ceremonies.

The Business of the Year award was presented at the National Women in Agriculture Awards, held in London on 6 May. Sponsored by the National Farmers' Union (NFU), the award celebrates a female-led agricultural business that demonstrates consistent year-on-year growth, operational efficiency, financial strength, and a forward-thinking approach to technology and innovation. Later in the week, EnviroSystems received The Green Award at the North West Family Business Awards, recognising family businesses that show outstanding commitment to environmental sustainability.



The Family Business Community.
North West Awards Winner!

Steph Bedford, Liz Russell and Sally Russell from EnviroSystems with The Green Award sponsor Philip Webb Investors in Community.

The feedback from the judges was as follows: "This winning family business showcases how passion and sustainability can shape every part of a business. With a strong, supportive culture and a deep commitment to reducing waste and driving long-term impact. They have overcome past challenges to emerge stronger than ever—a truly deserving winner."



Compère comedian Rachel Parris, Liz Russell and Sally Russell from EnviroSystems with Rachel Hallos Vice President of the NFU.

Founded by Liz Russell in 2001, EnviroSystems has grown steadily over the past two decades. The company is best known for its award-winning product, EnviroBed — a hygienic, sustainable bedding made from 100% recycled paper crumble. Dried to 95% dry matter using renewable heat, EnviroBed offers dairy producers an environmentally friendly, low-carbon alternative to traditional bedding. The innovation also earned EnviroSystems a Queen's Award for Enterprise, recognising its significant contribution to sustainable agriculture.

EnviroSystems can be contacted on [01772 860085](tel:01772860085) or visit www.envirosystems.co.uk.



Written by Emily Bunn,
Project Coordinator & Consultant

Capital Grants Update

Although I may have only been on maternity leave for 9 months, there has been a lot of change in terms of grants and what is currently available to farmers. Here is a round up of what is or is not on offer right now...

Sustainable Farming Incentive (SFI) – In March 2025, the RPA closed applications for the Expanded SFI 2024 unexpectedly, leaving those with ongoing applications or who were planning to apply, disappointed! Since then, they have announced that those who started an application on or after the 12th January 2025 could complete their application – with those still unable to apply, receiving correspondence from the RPA stating that further information on a 'reformed SFI' will be released in Summer 2025.

Capital Grant Scheme – Closing suddenly on the 27th November 2024, as a "temporary" closure, an announcement was made by the RPA in February 2025 that funding for future capital grants had been secured for 2025/2026. Some details have been shared on the grant limits which will be in place with a £25,000 cap on funding per category (water quality, air quality, natural flood management and boundaries, trees and orchards) on offer, not too dissimilar to how the capital grants worked in 2023, when the cap was £20,000 per category.

Farm Equipment and Technology Fund (FETF) 2025 – Currently open for applications (opened 29th May 2025), the FETF provides funding for improving productivity, managing slurry and improving animal health and welfare. This year there is funding available for a smaller range of items than previously, for between £1,000 and £25,000 per theme, with a percentage of the cost of the item paid, varying by item. Applications close midday on the 10th July 2025.

Keep an eye out for updates on the SFI and Capital Grant Scheme later this year, and get in touch if you would like support with your application.

Welcome Back Emily!

We're delighted to welcome back Emily Bunn, our Project Coordinator and Grants & Funding Consultant, from maternity leave following the birth of her son, Percy. Emily is now returning to the office to continue her excellent work supporting clients with grants and funding, as well as driving internal projects here at Kingshay.

KINGSHAY NEWS

Staff News

Farewell Kathryn

Our Senior Farm Services Manager Kathryn Rowland is stepping away from her role at Kingshay to pursue new challenges. We want to thank



Kathryn for all she has done for Kingshay over the past 23 years, predominantly within her work for Dairy Manager. **Thank you Kathryn.** We wish you all the best for the future in your new role.

Publication Coming Soon...



The 14th Edition of our annual **Dairy Costings Focus report** is set to make headlines once again on 14th July.

Highlighting key trends on key topics including margin over purchased feed, feed efficiency and herd health & fertility over the past 12 months.

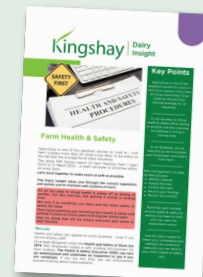
Recent Publications

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.

Farm Health & Safety Dairy Insight

Agriculture is one of the deadliest sectors to work in - with farm workers more than 20 times more likely to be killed on the job than the average for all other industries.

This Dairy Insight takes you through the current legislation and guides you to maintain safe systems of work.



Rethink Retirement Dairy Insight

Changes to inheritance tax (IHT) from April 2026 have brought succession planning to the fore, underlining the importance of open family discussions and retirement planning.

This is the second in a three-part business review series which aims to challenge your thinking, provide insights into "sailing your own ship," plan for the future and deal with a changing political landscape.

Subscribe to Kingshay's Dairy Insight Service and gain access to a comprehensive range of publications covering the latest news and industry topics - available in print or online.
Stay informed to drive success in your farming business.

Tried & Tested Update

In partnership with British Dairying, we're providing readers with valuable insights into dairy farm equipment and technology. The results of our first survey are now LIVE! So grab the **May issue of British Dairying** and flip to pages **28 to 30**, to see what we discovered!



Full report available soon!

Free to Kingshay Farmer Members

Our second survey on **Automatic Milk Feeders for Calves** is now LIVE so scan the QR code here to have your say on the matter!
We need YOU!



Kingshay Training

Expert Agricultural Training For you and your staff

Kingshay offers a wide range of training to suit everyone, addressing all areas of your business. Our network of trainers have extensive experience of delivering training to audiences across the UK.

- ✓ **DIY AI** (DEFRA Approved)
Full **3 day** courses and **1 day** refresher courses available
 - ✓ **Administering Medicines**
(Red Tractor Approved)
 - ✓ **Transition Cow Management, Fertility & Calving Individual Courses**
- Plus many more including bespoke training for you and your team.*

Online | Face to Face Workshops | Technical Speakers | Workshop Facilitation

Get in touch to explore how we can tailor our services for you.

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