

Staff Team Day

After the strangeness of covid and having many working from home instead of in the office, the Kingshay team got to enjoy a team building day. The whole team took part in various escape rooms at Shepton Mallet Prison followed by a buffet lunch. The afternoon was spent catching up on recent trends in the industry, a whole team activity talking about our proudest moments and celebrating another year of Kingshay.



Kathryn's 20 Years of Kingshay

Kathryn first started at Kingshay back in 2001 during Foot & Mouth as a Seale-Hayne placement student. After graduating she joined the team full time just as the costings service was starting to grow. Over the years she has had several key roles and played a significant part in Kingshay's progress being promoted to Senior Manager.

Research into Practice

Kingshay led the initial research and development of the technology that has been brought to market as HerdVision, within an Innovate UK funded project with the University of the West of England and Bristol Robotics Laboratory.



TIME TO AUTOMATE MOBILITY AND CONDITION SCORING

The HerdVision 3D camera system automatically scores mobility and body condition of every cow after each milking.

- Reduced costs and labour time
- Early intervention
- Improved performance and welfare
- Instant alerts of problem cows
- Designed to meet milk buyer requirements

All potentially worth £22,169 for a typical 200 cow herd.

To find out more - Contact Kingshay on 01458 851555 or contact.us@kingshay.co.uk



WOMEN IN DAIRY CONFERENCE 28 SEPTEMBER 2022

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RISING INPUT COSTS PUTS A FOCUS ON EFFICIENCY

The unprecedented input cost increases are causing challenges across the industry, requiring a re-evaluation of break-even points and stricter planning of cash flows. Market led milk price increases give the opportunity to maintain, and for the more efficient producers, increase margins.

What's clear is that it's never been more important to keep a close monitor on performance and input costs to ensure you steer the right course. The eleventh edition of our Dairy Costings Focus Report has just been published, which highlights how many producers have focused on marginal gains and efficiencies to bolster bottom lines for continued survivability. The article on page 3 (inside) looks at this in further detail.

Kingshay's Development Director, Richard Simpson, recently attended the European Dairy Farmers Congress in Cork, Ireland, titled 'Sustainable Dairy - The Irish Story'. Delegates heard how Irish dairy had exceeded its target of increasing production by 50% post quotas. They are now focussed on improving sustainability to further grow the value of dairy exports, which have near tripled over the last 12 years. Indeed, the Irish dairy industry benefits from a joined-up strategy from Government, through research, marketing, farmer owned coop's, to farmers. This harmonises a focus on milk from grazed grass, resulting in Ireland being the lowest cost, highest profit nation within the EDF Cost

of Production monitor.

There was plenty of optimism at the Congress, with speakers from Ornuia and Dairygold highlighting the opportunities to meet population growth, with 60% more food required by 2050. However, we must not overlook the challenge of balancing production and the growing need to care for the environment.

Highlighting the three legs to the sustainability stool: Economic, Environment and Social, food security is finally being discussed at a UK Government level and in the EU. The recent Food Strategy recognises the need to create a more prosperous agri-food sector that delivers healthier, more sustainable, and affordable diets for all.

Frank Mitloehner, University of California and Prof. Patrick Wall, University College Dublin impressed the need for communication with consumers. Society has expectations around biodiversity, air and water quality as well as GHG emissions. We no longer have the luxury of not talking about farming and as an industry we must lead the discussion, communicating the facts across the board, from environmental issues to nutritional matters. Building trust with the public and looking upon them as a stakeholder with common values is essential. However, actions from dairy farmers as well as words will be necessary, such as using less antibiotics.

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The farming sector must also own the responsibility of adequate skilled labour, according to Paul Harris of REAL Success. Paul has emphasised this in his excellent white paper titled “Don’t just blame Brexit – the UK Farming sector must also own the labour shortage”. This publication includes a far reaching 10-point plan to help the industry recover from the impact of Brexit and historical poor investment in staff management, to support a sustainable and profitable future for the UK Dairy industry. (Download the paper at www.real-success.co.uk).

Investing in people is essential and Kingshay have combined with REAL Success to provide a set of FarmIQ e-Learning courses on key aspects of people management. Running a successful agricultural business is about looking after all your resources. Our novel farm management courses are designed to specifically address the challenges of people management, with practical advice based on extensive experience and success in the agricultural sector.

Visit www.farmiq.co.uk/courses/farm-management for full details.

Are you struggling with recruitment?

Book at: FarmIQ.co.uk

Our online course demonstrates the essential steps you need to take to find, select and take on the right candidates for your business

Management Courses

SHOW UPDATE



Dairy Tech 2022

Alongside our VetPartners colleagues we attended Dairy Tech back in April. We had the pleasure of officially launching FarmIQ as well as the excitement of having DigiFarm become a finalist for the Royal Dairy Innovation Award 2022.



Royal Cornwall Show 2022

Joining our VetPartners colleagues, Penbode Farm Vets on their stand, Kingshay spent 3 days, talking to clients and potential customers on a range of our tools and services. Both TBAS and FarmIQ proved to be a particular draw.



Down to Earth 2022

June saw the inaugural regenerative farming event, Down to Earth. Kingshay were amongst the 1,700 visitors and exhibitors – focussing on ‘healthy soil is essential for sustainable profits’ with a spotlight on SOM and soil carbon.

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. Heres some highlights from those produced in recent months:



Cereal Options

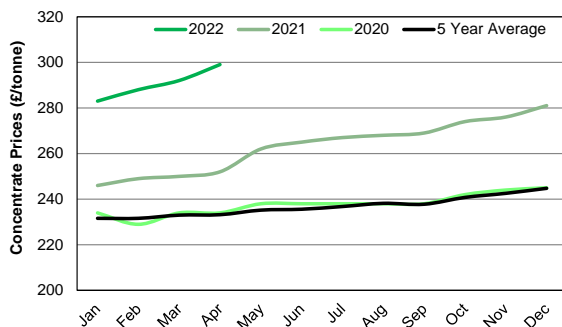


DAIRY MANAGER UPDATE

Latest monthly results of herds using Kingshay's dairy costings service are continuing to show a significant increase in milk prices, up by 29% to 37.7ppl in April 2022 compared to the same month of the previous year - the highest average milk price recorded. Whilst milk prices were higher, concentrate prices per tonne also continued to increase by 18% to £299/tonne compared to April 2021. Total concentrate use dropped by 6% at 7.9 kg/cow/day in April 2022, however all purchased feed cost/litre rose by 15% to 9.4ppl.

Monthly Results	Feb-22	Mar-22	Apr-22
Milk Yield (l/cow/day)	26.8	26.9	27.2
Change on last year	-2%	-2%	-3%
Milk from Forage (l/cow/day)	7.6	8.7	10.3
Change on last year	-6%	-5%	-2%
Milk Price (ppl)	35.7	36.7	37.7
Concentrate Use (kg/cow/day)	9.1	8.7	7.9
All Purch. Feed Costs (ppl)	10.7	10.2	9.4
MOPF (£/cow)	£165	£198	£207
Change on last year	21%	28%	32%

Average Concentrate Prices - On Farm



Overall, the margin over purchased feed per cow was 29% higher in April 2022 at £207/cow, compared to £160/cow last year. Although this needs to cover other costs that have also risen significantly and will continue to do so, such as fuel, fertiliser and electricity costs.

Sign up to Dairy Manager today and receive the first 2 months free. Kingshay Members get the Regular package included in their membership.

DAIRY COSTINGS FOCUS REPORT 2022 - REVIEW OF FERTILITY COSTS

With milk prices rising rapidly over the past 12 months, alongside higher costs, any losses in milk production can have a big impact on profitability and is a key area where producers can focus on to improve efficiencies. Our latest annual Dairy Costings Focus Report shows that fertility continued to improve in 2021/22, with the average calving interval dropping by four days to 393 days. The cost of infertility therefore decreasing accordingly, partly influenced by higher cull cow values.

Fertility Status (Year ending...)	This Year (March 2022)	Last Year (March 2021)
Calving interval	393	397
Days to first service	69	68
Services per conception	2.3	2.4
Conception rate	38%	38%
100 day in calf rate	44%	43%
200 day not in calf rate	13%	16%
Infertility culling rate	6.7%	6.7%
Cost of Infertility (ppl)	1.87	2.07
Cost of Infertility (£/Cow)	£159	£176
Cost of extended calving interval per day	£5.23	£4.03

At a cost of £5.23/cow/day for each extended calving interval day over 385 days, the sums quickly add up across the whole herd, totalling £1,046 per day in a 200-cow herd with a calving interval of 393 days.

The cost of infertility fell from 2.07p/litre last year to 1.87p/litre this year. On a per cow basis, the cost dropped by almost 10%, to £159/head. Looking further back, infertility costs narrowed from £199 - or 2.34p/litre in 2019/20, when the infertility culling rate was at 7.9% compared to 6.7% in these last 2 years. The report uses a milk price of 42p/litre and concentrate costs of £380/t to calculate the cost of infertility, with a typical herd size of 200 cows yielding 8,500 litres.

A **FREE** copy of the Dairy Costings Focus Report can be downloaded at www.kingshay.com

Kingshay's Health Manager service uses your own herd's performance figures to calculate what infertility is costing your herd.

Water Supply
at Grass

Multi-Species
Swards

Data
Security