



SUCCESS AT THE NATIONAL TB CONFERENCE 2023

On Wednesday 29th November, the Kingshay team headed to Sixways Stadium, Worcester for the National TB Conference 2023. The conference, entitled 'A collaborative approach towards a TB free future' welcomed a variety of speakers from DEFRA, APHA, the bTB partnership, National Farmers Union and Farming Community Network and included two question and answer panel sessions allowing the opportunity for delegates to drive in-depth discussions. The conference was filled with networking opportunities and brought many stakeholders together to help combat this infectious disease.

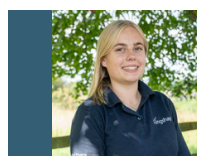
The Farming Community Network (FCN) CEO Jude McCann and Stephen Dennis, FCN South West Regional Director, reminded the audience of the financial, emotional and physical affects bTB has on people. They shared results from their recent UK-wide survey which saw over 450 farmers talk about their experiences with bTB and the impacts it has on their farms. Over 80% of farmers that took part had experienced a bTB breakdown with 60% having changed their farming business as a result of bTB. It became apparent that the threat of bTB was significantly impactful on household situations, physical wellbeing and mental health highlighting the need for collaboration between all stakeholders for a successful bTB free future.



Throughout the day, speakers, panellists and delegates praised the work of the TB Advisory Service (TBAS) and the positive impact the service has for farmers in England. Sarah Tomlinson, TB Advisory Service Technical Director and Kingshay Veterinary Consultant said 'We need to start seeing everyone as a vital part of the eradication strategy. We need legislation to protect our disease status and to allow us to trade, equally we need some control, choice and trust to be given to vets and farmers to allow them to manage TB in-line with their business objectives'.

Ele Brown, Head of DEFRA Bovine TB Programme displayed encouraging statistics to delegates, highlighting that bTB is at the lowest levels in England for 15 years and that we must all work in partnership to continue seeing this downward trend. Looking to the future, we can expect to see the rollout of new tools to help combat the disease, including the roll out of a cattle vaccine.

Continued overleaf...



Written by Kate Butler,
Kingshay Projects Specialist
TBAS Project Manager

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Ruth Little, shared a social science approach, focusing on the potential barriers to implementing biosecurity measures on farm including financial measures, practicality, trust and awareness.

Ruth ended the session with the message that there are three factors to working collaboratively to achieve a bTB free future: A shared mission, finding workable solutions and developing policy with each other rather than for each other.

As delegates left the conference they were asked 'Do you feel positive that becoming officially bTB free by 2038 in England and 2041 in Wales is achievable?'. It is encouraging to see that over 70% of delegates felt that OTF status was achievable by these targets.

Kingshay are proud of their involvement and support towards the event from the initial planning stages through to the successful delivery, bringing together many stakeholders and focusing on a collaborative approach towards a bTB free future.



Written by Felicity Gale,
Farm Services Specialist

Dairy Manager Update

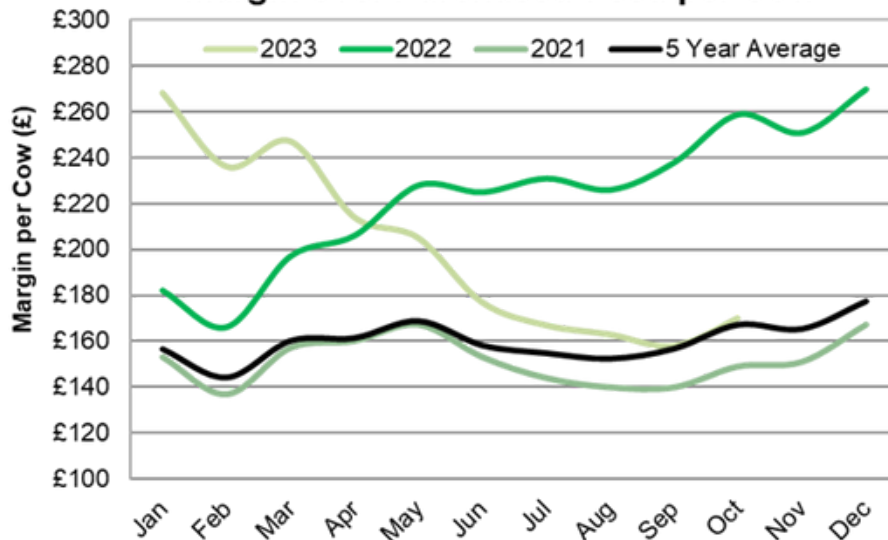
Latest monthly results of herds using Kingshay's dairy costings service are showing that the decrease in milk prices are starting to slow month on month. Oct 2023 averaged 37 pence per litre, although this is still 27% lower than the same month of the previous year.

Some milk buyers are thankfully increasing their January 2024 milk prices due to lower milk volumes than expected, both in the UK and EU, and also globally.

Whilst milk prices have been decreasing, concentrate prices per tonne are also decreasing in price, currently 11% lower at £328/tonne compared to Oct 2022.

Monthly Results	Aug-23	Sep-23	Oct-23
Milk Yield (l/cow/day) Change on last year	↑ 25.5 1%	↓ 25.5 -1%	↓ 25.8 -2%
Milk from Forage (l/cow/day) Change on last year	↑ 8.7 8%	↓ 7.1 -5%	↓ 6.9 -9%
Milk Price (ppl)	36.5	36.8	37.0
Concentrate Use (kg/cow/day)	7.9	8.7	9.0
All Purch. Feed Costs (ppl)	11.5	12.5	12.5
MOPF (£/cow) Change on last year	↓ £161 -29%	↓ £156 -32%	↓ £168 -33%

Margin over Purchased Feed per Cow



Total concentrate use decreased slightly by 2% to 9kg/cow/day in Oct 2023, all purchased feed cost/litre dropped by 10% to 12.28ppl.

Overall, the margin over purchased feed per cow was 36% lower in Oct 2023 at £170/cow, compared to £264/cow in Oct 2022. This is back to the 5 year average margin, however doesn't at all cover the significant increases in non-feed costs that we have experienced over the last 2 years.

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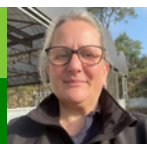
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Written by Sarah Bolt,
Technical Knowledge Exchange Manager

"IN MY FIELD"

Having a well-defined vision and objectives can provide a roadmap for success, enhance decision-making, and foster resilience in the face of challenges. *But how many farming businesses have a business strategy?*

Many businesses might not think they need a plan, however, every business needs a strong sense of direction and idea of where they want to be in the future. Involving the entire farm team in the strategic planning process is a great approach to ensure alignment and commitment, these are best laid out as written objectives, giving the farm targets and allowing family, staff and advisers to work towards common goals. The key to setting a strategy is to think about what the business needs to achieve in both the short and long term. Working through the following points in order will guide you through the process:

- Where are you now?
- Strategic objectives (How are you going to get there?)
- SMART Goals (Specific, Measurable, Achievable, Relevant, Time-bound)
- Action Plans and Responsibilities
- Where do you want to be in the future?
- Regular Review and Adaptation

By following these steps, you can lay a solid foundation for a resilient and forward-thinking farming business.

If you want help with strategic planning, consider some one-to-one advice.

Kingshay

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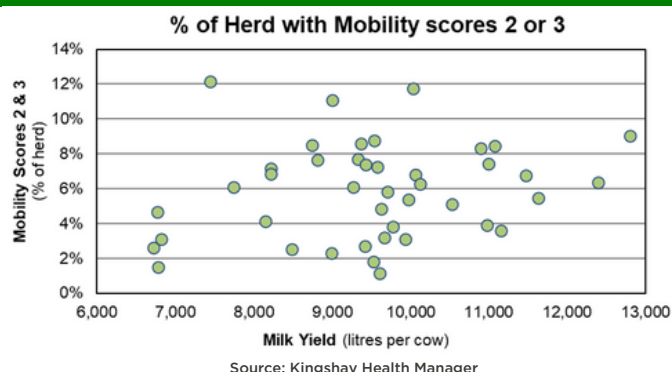
Written by Kathryn Rowland,
Senior Farm Services Manager

Lameness Focus Reviewing Mobility Scoring Results

In the recent Kingshay Insight series we have focussed on lameness identification, treatment and prevention.

Where mobility scoring is a requirement of milk contracts, it is key to utilise that information, rather than treating it as a tick box exercise and act upon it if there is an issue.

For herds recording with Kingshay's Health Manager service, lameness cases averaged 33 cases per 100 cows (to year end March 2023), falling from 40 cases per 100 cows 5 years ago. Lameness can be a grey area when it comes to recording due to over or under recording cases, particularly if using results from routine foot trimming records. Therefore, frequent mobility scoring can be an important way to assess herd lameness. The chart highlights there is a wide range among herds, between 1.6% and 12.1% for the ' % of herd with mobility scores 2 or 3'.



Culling for lameness also needs to be taken into consideration when assessing your herd's lameness. Kingshay reported 6.7% of cows leaving the herd were due to lameness related reasons in our Dairy Costings Focus Report 2023.

Regularly review your herd's lameness with your vet and critically assess housing/yard infrastructure, cow tracks, foot trimming protocols and footbathing procedures.

Evaluate your mobility scores with Health Manager

How do your herd's mobility scores compare?

Using actual milk prices, lameness incidences, mobility scores and lameness culling rates, calculate the cost of lameness for your herd.

For more details, go to www.kingshay.com or give us a call.

www.kingshay.com

KINGSHAY NEWS

Kingshay gains Cyber Security Certification

Cyber Essentials is a government backed scheme that helps to protect organisations against a whole range of the most common cyber attacks.

The vast majority of cyber attacks are very simple in their nature and by putting procedures in place, most of them can be stopped in their tracks.

We have implemented an improved password policy, use Multi-Factor Authentication and all the Kingshay staff have undergone security training to help them spot things like scam emails, learn which links are ok to click on and which attachments are safe to open.

Monitoring software has also been installed on all devices to make sure that they are always up to date and aren't infected with viruses or malware.

These measures (among the many others that have been implemented) will not only help keep ours and our clients data safe, but also instil confidence with customers and clients that we are doing all we can to defend against the growing threat of cyber crime.



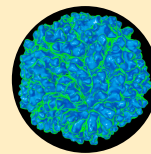
RECENT PUBLICATIONS

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.

Budgeting



Blue Tongue Virus



Building Resilience



Lameness Part 1: Identification



PUBLICATIONS
COMING
SOON!

WE ARE ATTENDING



Sponsors of
British Cattle Breeders Conference
Monday 22nd - Wednesday 24th January
Telford Hotel & Golf Resort



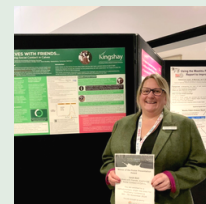
Dairy Tech
Wednesday 7th February
Stoneleigh Park - P61, Hall 2A

STAFF NEWS

Since the beginning of October, the Kingshay team have been competing in their very own "Bake Off" and taking it in turns to bake each week. The results have been counted and we can announce that the winner is Felicity with her amazing millionaires shortbread. Well done Felicity, everyone thoroughly enjoyed them!



At Kingshay we entered 3 posters into the Research Area at the Total Dairy Conference held on the 8th & 9th November. Congratulation goes to Sarah Bolt for her presentation of 'Calves with Friends - Exploring Social Contact in Calves', which was chosen as the Platinum Sponsor's winning poster for the conference this year.



[VIEW THE WINNING POSTER HERE](#)



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