



CHALLENGES BUILD RESILIENCE

Resilience is defined as the ability of a farm system to withstand and/or bounce back from sudden or acute shocks.

OneFarm Research Project

As 2020 draws to a close few would argue that dairy farming has been hit hard due to COVID-19. AHDB Dairy estimates the financial impact to British dairy farmers has been in the region of £9.4 million on the back of milk being dumped, severe price cuts, deferred payments and further introduction of A/B pricing systems.

However, there have been great examples of innovative approaches. Face to face business meetings that would normally have taken place routinely on farm, have been replaced by online discussions with the wider farm team. These types of meetings present an increased opportunity to review multiple sources of farm data, from individual cow information to overall business level evaluation. Each piece of data allows for informed evidence-based decisions to drive business performance and build resilience.

Looking at where to cut costs and build resilience is never easy. Taking time to ask yourself, are there areas of performance in the business that could be improved on, leading to more profit? A key part of knowing where to act is through benchmarking your herd's physical and financial performance and knowing your cost of production.

Quick wins to build resilience:

1. Challenge your system
2. Challenge your use of resources
3. Challenge your use of cash flow management options

In summary, there is a positive outlook for efficient producers – so, how can I make sure that I am one of those efficient producers?

- Be unrelenting in the pursuit of cost control
- Ensure a good return on every pound spent
- Focus on milk from forage, health, youngstock & labour
- Manage volatility as far as possible
- Most milk contracts don't allow for forward selling however you can forward buy inputs
- Effective management time has never been more necessary & valuable

Measure, Monitor, Manage

The data currently produced both at a farm level and from future technologies have the potential to revolutionise productivity and sustainability. However, data sharing with technology providers should be a prerequisite for this success and the industry should take the opportunity to work harder to remove these barriers.

Kingshay has a range of tools and services to suit your monitoring needs, providing a suite of reports that can be particularly useful to discuss at team meetings, provide physical and financial KPI's on areas the team can influence.

For further information visit www.kingshay.com.



News

Winter 20/21



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?? HOW DOES YOUR HERD'S FERTILITY COMPARE? ??

UNDERSTAND HOW FINANCIAL SAVINGS CAN BE MADE WITH HEALTH MANAGER

VISIT WWW.KINGSHAY.COM FOR MORE INFORMATION

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Dairy
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SOUTH WEST DAIRY DEVELOPMENT CENTRE UPDATE



As we head from one year into the next, reflection is inevitable. Nonetheless, if we work on the principle that, “the past is where you learned the lesson, the future is where you apply the lesson”, we should indeed be looking to the future too.

The autumn block calved from September through to November. These 119 calves along with some additional purchases are being fed a grass/maize silage-based ration. They are now milking well, averaging 37 litres per cow, with overall milk quality across the whole herd at 4.42% fat and 3.44% protein. Serving started at the end of November, with early indications showing very good submission rates. SenseHub collars have been added to the cow wearable technology at the farm, joining the GEA

CowScout, Smartbow tags and IceRobotics Cow Alert – the cows will probably be some of the most monitored of any cows. Managing the data output from these systems is a key focus – with data comes knowledge, with which to aid those management decisions!

The spring calves grazed through until early November, leaving a closing average grass cover of 2,128 kg DM per hectare across the grazing platform, providing the base for the grass wedge going into next spring. Looking forward, this block is not too far from drying off and before we know it, they too will be calving in. So, what lessons did we learn, that we will now apply?

When it came to the calves this season, we did things a little differently. Calf health has been visibly improved. Firstly, our hutches are now much drier thanks to the new JFC calf hutch slats on which they now sit, straw usage has also dropped as a result. Secondly, we also changed to a simpler ad lib milk feeding system which has significantly improved the daily labour routine and contributed to calves leaving the unit at 10 to 14 days old in noticeably better condition and well grown. We will certainly be doing this going forward with the next groups of calves.

Overall annual production stands at 8,474 litres or 676 kg solids per cow, with 4,006 litres from forage.



JOURNAL OF DAIRY SCIENCE

Reducing Antibiotic Use on UK Dairy Farms



Congratulations to Lisa Morgans, Head of Livestock at Innovation for Agriculture, on your recent publication in the Journal of Dairy Science.

Kingshay's membership development manager, Sarah Bolt, is a co-author, and worked closely with Lisa, facilitating the 'Farmer Action Groups' which were established as part of Lisa's PhD. The research involved 30 dairy farmers spread

over 5-groups in the south west of England. It

looked at an innovative approach to reducing antimicrobial use on dairy farms, harnessing farmer-to-farmer learning.

The Bristol Veterinary School PhD project - Farmer Action Groups - were also joint winners of the Research Category for the Antibiotic Guardian Awards last year.



Sarah said, “I am delighted that the research has now been published, and in such a prestigious journal, a credit to all those involved in the project, from the farmers through to the researchers. I thoroughly enjoyed facilitating the discussion groups. Working on this research project merely confirmed my belief that farmer-to-farmer knowledge exchange plays an important role in on-farm learning.”



DID YOU KNOW THAT...

...within the **Kingshay app**, you can see an overview of your cattle movement records from BCMS?

If you are a Kingshay member and have given permission for us to access the records on your behalf, we will be able to provide a daily summary of the number of cattle you have in your herd.

You will get a breakdown of Dairy and Beef cows by age and breed (including numbers of male and female animals) along with a yearly summary comparison with graphs of cows leaving the herd and those bought in.

Using the BCMS data we are also able to give you analysis of the calves in your herd. This includes a comparison of the last 12 months against the previous 12 months for things like registered births, number sold or died. Number and percentages of dairy and beef births.

There is an analysis of calf mortality rates in both numbers and percentages split between dairy and beef and also a breakdown of calves on farm by age bands.

If you want to find out more, give Christina a call on 01458 851555.



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:

ANTIBIOTIC UPDATE

Antibiotics (AB) have played a major role in the health and welfare of cattle; they are vital for the treatment and control of bacterial infections. Whilst the use of antibiotics in farm animals has continued to fall (use has dropped by over 50% since 2014), they have persisted to come under heightened scrutiny.

DAIRY MANAGER UPDATE

The latest quarterly results for herds using Kingshay's dairy costings service show milk prices continue to recover, resulting in monthly margins over purchased feed per cow being 5% higher than the same month last year at £141 per cow. Also contributing was a 3% increase in average milk yields in October. Milk from forage saw a 6% improvement on the same month last year for October, although concentrate costs were higher at £241/tonne.

There has always been a wide gap between the highest and lowest milk contracts. Updating the Milk prices chart published

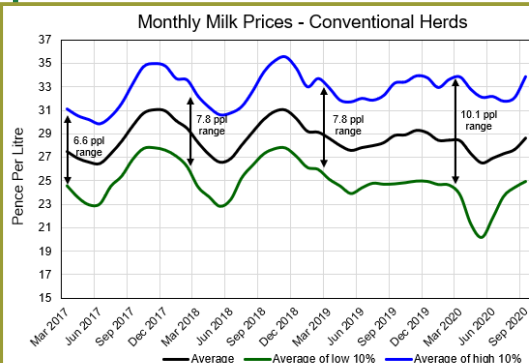
in our *Dairy Costings Focus*

Report, shows the influence COVID-19 has had on farmgate milk prices, particularly on the lowest 10% in May, where the gap stood at 11.9 ppl. In September 2020 this gap closed slightly to a range of 9.0ppl.

How resilient is your business to changes in markets? How does your herd's margins compare?

SIGN UP TO DAIRY MANAGER TODAY AND RECEIVE THE FIRST 2 MONTHS FREE.

Monthly Results	Aug-20	Sep-20	Oct-20
Milk Yield (l/cow/day)	25.3	25.7	26.1
Change on last year	0%	2%	3%
Milk from Forage (l/cow/day)	8.4	8.0	7.4
Change on last year	-4%	1%	6%
Milk Price (ppl)	27.6	28.6	29.2
Concentrate Use (kg/cow/day)	7.8	8.3	8.9
All Purch. Feed Costs (ppl)	7.9	8.3	8.9
MOPF (£/cow)	£126	£130	£141
Change on last year	-6%	0%	5%



SIMON WITHERS JOINS THE TEAM



We would like to give a huge welcome to Simon Withers who joined the Kingshay team in October as Business Development Manager. Simon brings with him a wealth of experience in the agricultural sector, originally from a dairy farming background near Bath

and for the last 20 years working with Arla Foods as a senior manager within the Arla Member Relations organisation.

His new role means he will be a key member of the Kingshay leadership team, initially focussed on supporting existing customers and developing further sales within our Dairy Manager costings service, alongside supporting activities at the Dairy Centre.

Simon attended Polytechnic South West, Seale Hayne Faculty achieving a BTEC Higher National Diploma (HND) in Agriculture Management & Production and a Certificate in Management (CIM) from Nottingham University Business School.

Simon's interests out of work, are his family, amateur theatrical productions, cycling, gardening and travel.



THE TBAS AWARDS 2021

#CONTROLTHECONTROLLABLE



The TB Advisory Service have announced their TBAS 2021 Awards. They are championing the hard work and effort many farmers are doing to reduce the risk of a TB breakdown and the impact TB can have on farm businesses.

What impact has TB had on your business? What changes have you made to manage the risk?

Tell TBAS your TB story - you could win a TBAS Award!

Do you know a dairy farmer who has significantly altered purchasing or breeding strategies to build resilience to TB into their business?

Maybe you have a farmer who has designed and engineered a badger-proofing solution?

Are you the vet or advisor who has shown a farmer that TB is something they can influence and they have used that information to reduce the risk of an outbreak?

To submit your entry visit -

<https://www.tbas.org.uk/tbas-awards-entry-form/>

Your entry could be a farmer, member of staff, client or yourself! Get your votes in soon though because the end date for applications is **31st December 2020!**

Judging will take place in January 2021 and the winners will be announced in February.

Good luck!



DECEMBER CHECKLIST

- Winter Proofing Calves
- Managing Excess Grass
- Preventing Lameness over Winter
- Cold Weather Preparation
- Timely Tips
- Key Dates & Milk Price Trends

REGENERATIVE FARMING

In recent years, the term Regenerative Farming has become more widespread in its use. This interest has not only been within the industry, but regenerative agriculture has also received attention from consumers, mainstream media and even politicians, particularly around the possibilities for positive impact on climate change.

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" WITH OWEN FARM SERVICES



Owen Farm Services, as part of the 5|Agri group, they provide services (from IACS to grant claims, business plans to drone flights) to farmers in Scotland and the North of England. We provide a modern innovative approach to farm consultancy. While we still provide all the detail and information required by a farmer, we do believe there are better ways of presenting information than a large, printed report.

We have developed new ways of harnessing data that is already available on farm, as well as more efficient ways of collecting it. For example, if we carry out a slurry and manure plan for farms, we now always include drone footage and a 3D model of the steading and fields which shows slopes in much more detail.

At Owen Farm Services we use farmers data all the time to provide advice. From IACS to grant claims, Cow Signals® to soil scanning, and drone surveys to cattle records; having the data available helps us be efficient. Utilising our new Agri Ignite platform (agri-ignite.co.uk) we can link multiple data sources together (cattle records and cloud accounting for example) to automate reports. This efficiency helps us spend more time on a farm speaking to clients and developing their business and help steer any changes required.

Owen Farm Services are associate consultants with Kingshay and make extensive use of Kingshay's AgriBudget financial planning software with their clients.



Owen Farm Services

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HAVE YOU GOT YOUR YEAR PLANNER 2021?

We hope you have received your copy of our 2021 year planner.

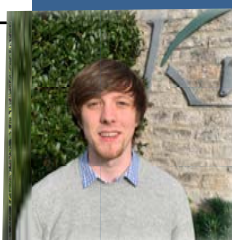
If you require further copies, please contact the office.

Don't forget to join in our competition by taking a picture of your year planner up on the wall and posting on social media with #mooyear & you could be in with a chance of winning a year FOC insight or a year FOC DM regular package! Full Ts & Cs on our website.



ARE YOU LOOKING FOR A DIFFERENT APPROACH TO CONSULTANCY?

SIGN UP TODAY TO HELP DRIVE YOUR BUSINESS FORWARD



WELCOME TO THE TEAM JAMES VICKERS

James joined the team in October as an IT Development Specialist. He recently graduated from the University of York where he studied Interactive Media and took a great interest in application development.

Although not from a background in agriculture, he is very used to the rural way of life from living in a farming village for most of his life. James's interests include game development, travel & tasting different food from other cultures.

DEVELOPMENTS TEAM

As you may have seen over the last few months the team at Kingshay has expanded somewhat, bringing in together expertise. We are very excited about the opportunities this will bring to our business and to our customers. The additions James and Richard Brown expands our already experienced development team, allowing us to offer our bespoke apps and websites along with data integration which can reduce data duplication and improve accuracy. We are focussed on using advanced technologies to allow farmers and their advisors to access their data at their fingertips and have a greater understanding of the true detail on their farm.



WELCOME TO THE WORLD BABY HARRY

A huge congratulations to Felicity and her partner Robin on the birth of their baby boy, a little brother for Isabelle. Named Harry John Shepherd, born Saturday 24th October and weighing 10lbs 6.5oz. Baby and family are all doing well and the team can't wait to meet the new arrival.



WELCOME BACK HAYLEY TINCKNELL

We are pleased to welcome Hayley back after having baby Maisie. She will now be covering Felicity's maternity leave, helping the Dairy Manager team, working Wednesday to Friday. She looks forward to hearing from you all again.

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