



30 YEARS OF KINGSHAY

Kingshay celebrated its 30th anniversary with a lovely celebration at the 2021 South West Dairy Show in Somerset with cake, familiar faces and wonderful decorations.

So much has changed in the industry since the company began back in 1991, but Kingshay's core values have stayed the same with informed non-biased advice still at the heart of everything we do. Advancements in technologies have drawn us towards data services and industry developments including projects such a DigiFarm and Dairy Costings but our traditional services such as our Dairy Insight service and extensive knowledgebase endure.

Looking to the future we are continuing to develop and advance our services, supporting farmers across the country.



ALEX PIZZO FERRO



Alex joined Kingshay as a Senior Software Engineer in October 2021. He has over 15 years of professional software development experience as a web solutions architect specialising in Microsoft's technology stack. Alex was born in Surrey and is half Italian, he also lived in Scotland for around 12 years. He enjoys visiting family and friends in both Italy and Scotland. In his spare time, he loves playing with and looking after his two young sons, going for long walks and bike rides, exploring quieter places away from the hustle & bustle of town life.

NEW RECRUITS

ASHLEY SUTTON

Ashley joined Kingshay in September 2021 to further mobile App development on several different projects. He brings with him 5 years of Android app development experience in several different sectors, mainly the Attractions and Banking industry. Although Ashley is not from a farming background, he is eager to learn more about farming. In his spare time Ashley is a wonderful dad to his child who was born at the beginning of the first COVID lockdown, which presented many challenges, but he is loving the new experience.

FARMIQ COURSES RED TRACTOR APPROVED

FarmIQ has launched vet led responsible use of medicine courses that are suitable for beef, lamb, and dairy, as well as a course specifically for pigs. These courses are all Red Tractor approved. To use as evidence for your farm assurance, all you have to do is print your certificate at the end. All courses are easy to access, cost effective and filled with valuable and engaging content. To sign up to one of these courses

go to FarmIQ.co.uk or email info@farmiq.co.uk for more information and support.



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A STRONG PATHWAY TO SUCCESS?

As 2021 draws to a close we are seeing the initial details of the Environmental Land Management Scheme (ELMS) which is the eagerly anticipated replacement for Basic Payment Scheme (BPS) in England. The devolved regions are progressing their own schemes, retaining hectareage payments in the short term.

The recently announced DEFRA funds of £27 million provide grants for farmers (and contractors) investing in new technology, equipment, and infrastructure to improve productivity and benefit the environment. The Farming Investment Fund is made up of 2 parts: The Farming Transformation Fund and The Farming Equipment and Technology Fund, where grant funds will be available to farmers if strict eligibility criteria are met. (See *BUSINESS Insight* Farming Investment Fund).

When considering these grants, do ask yourself: What value either from an efficiency or additional data source does it add to your business? Would you purchase the item if there wasn't a grant available? Additionally, the cynic in us will always ask, have suppliers put up the price because a grant is available on the product? - check, where possible, that this is not the case!



Defra has also published details of the payment rates for the four standards that will be available to farmers in England through the new Sustainable Farming Incentive (SFI) from Spring 2022. The scheme will be gradually expanded until all elements are

available from 2024/25. Defra has set itself a target of 70% of farms and land being part of the scheme by 2028.

Initially you can sign up to three standards: Arable and Horticultural Soils, Improved Grassland Soils, and Moorland and Rough Grazing. Within each of the standards, you will be able to pick whether to follow an introductory, intermediate, or advanced level of activity.



This is coupled with the Animal Health and Welfare Pathway, which is set to start in Spring 2022 with a funded vet visit to undertake a health and welfare review, including diagnostic testing. The initial focus will be on improving disease prevention and controlling or eradicating an industry agreed list of diseases in each species. We understand the ambition is that over time everyone, including your neighbours and small-scale producers, will be engaged, thereby reducing the risk of re-infection to those who have forged ahead with the programme.

While there are valid frustrations that these schemes only replace a proportion of the BPS, they are a start. The focus on animal and soil health supports good farming practice and while costs involved need to be budgeted, engagement will support long term productivity improvements.

For more information on the Farming Investment fund visit: www.gov.uk/guidance/farming-investment-fund#farming-transformation-fund.

See *BUSINESS insight* Sustainable Farming Incentive for further details.



News Winter 2021



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NEW CORPORATE MEMBER

Agrovista working in partnership with UK livestock farmers to maximise forage production.

Our Agrovista agronomist aims to provide the best practical and technical approach in grassland and forage crops with the objective of optimising forage efficiency to produce more milk and / or meat from forage.

In addition to thoroughly researched and tested advice on chemical, fertiliser and seed variety usage, additional services are also available including crop nutrition, soil health, rural consultancy and precision farming.

Optimise forage production with careful planning of cropping, soils, varieties, fertiliser and chemical.

With an attention to detail, Agrovista agronomists conduct field and sward assessments, soil sampling and offer rotation, nutrition and reseeding planning, to help customers maximise output from forage. This includes exploring options such as multi-cut and grazing strategies and the use of silage additives.

By running our own in-house field trials, advice is underpinned by science and practical application, backed up by trusted industry research organisations.

But it's not just grass. Recommendations can be given for all forage options, such as grain maize or feed stock crops for anaerobic digestion.

Contact details:

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TEL: 0115 939 0202

WEB: WWW.AGROVISTA.CO.UK

SOUTH WEST DAIRY DEVELOPMENT CENTRE

From the end of January, Kingshay will be stepping away from the management of the Dairy Centre herd to allow us to focus on other key projects. We are proud to have been involved in the success of the herd and together we have been at the forefront of pioneering new technologies and techniques to support sustainable, efficient and high health and welfare milk

production. A big thank you to the Dairy Centre team of Byron, Hannah and Callum for all their valuable work with the herd and we wish you all the success for your next endeavours. We also appreciate the support of our sponsors Barbers, ForFarmers, Galebreaker, GEA & RMS and Zoetis. We look forward to continuing an involvement in future events and projects at the Dairy Centre.



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:

OPTIMISING FERTILISER USE FOR GRASSLAND

The costs of ammonium nitrate and urea have more than doubled in the last year, taking prices to over £500 and £600 per tonne respectively. Optimising fertiliser use should therefore be at the forefront of every farmer's mind.

"IN MY FIELD" DON'T FORGET YOUR CORE BUSINESS



Written by Kingshay Associate Consultant, Mike Feneley
To contact Mike Feneley call 07974 707317 or email mrfeley@gmail.com.

One thing that we can be sure of, and is very noticeable in the agricultural farming press, is that change is afoot... What is happening to Basic Payment levels going into the future and the new Environmental Land Management Payments. There is also plenty about the whole range of different grant schemes which have either been launched or are planned to be launched over the coming months or years. Although it is incredibly important to be aware of these changes and their impact on your business any agricultural business owner needs also to make sure they do not lose focus on the core agricultural activities of their business.

When I am assessing a business for the first time there is a great deal of information available at the farm which has been neglected. As a minimum, do make sure to benchmark your business using the farms tax accounts against a reputable source of benchmark data. This is particularly important with the current levels of cost inflation. In the ideal world, management accounts can often provide far better data to use for benchmarking purposes. By benchmarking both the financial and technical performance of your farm you will have

a far better understanding of the areas on the actual business that need attention, and the stronger parts of your business that you can continue to build upon.

Without analysis of your current position, it can be extremely difficult to create a business plan that is suitable to take you forward. Once you have a long-term perspective on where your business is heading you will have the ability to convert that into a short-term plan showing how the business needs to perform over the next twelve months. This will provide the data which you can use with your management accounts system to gain a clear understanding as you work your way through the year, and whether you are succeeding in realising your goals.

As I mentioned at the start of this piece although it is important to understand where agricultural policy/grant/subsidies for the industry are heading, it is incredibly important that you do not lose sight of your core farming activities. With successful core farming activities in place the gains that you can make from adopting some aspects of the new agricultural policy regime will provide additional benefits to the business going forward.

HEALTH MANAGER UPDATE

Kingshay Health Manager herds have seen a rise in health costs per case over the last six months with rising milk prices having a big impact on milk production and financial losses due to disease factors. The figures shown in the table are from the Dairy Costings Focus Report published in July. These were calculated using an average milk price of 28.4 ppl and concentrate costs of £245 per tonne.

| Cases per 100 cows | Group | Top 25% | Est. Cost per Case | Group Cost | Top 25% Cost | Difference |
|---------------------|-------|---------|--------------------|----------------|----------------|----------------|
| Mastitis | 32 | 16 | £244 | £7,808 | £3,904 | £3,904 |
| Lameness | 36 | 19 | £204 | £7,344 | £3,876 | £3,468 |
| Milk Fever | 2.7 | 0.8 | £217 | £586 | £174 | £412 |
| Displaced Abomasums | 2.8 | 0.9 | £299 | £837 | £269 | £568 |
| Difficult Calvings | 3.8 | 1.7 | £331 | £1,258 | £563 | £695 |
| Retained Cleansings | 3.9 | 2.5 | £463 | £1,806 | £1,158 | £648 |
| Abortions | 3.7 | 1.8 | £502 | £1,857 | £904 | £954 |
| Metritis | 6.9 | 4.2 | £178 | £1,228 | £748 | £481 |
| TOTAL | | | | £22,724 | £11,594 | £11,130 |

Updating these costs using an average milk price of 31.3ppl and concentrate costs of £269 per tonne shows a significant rise in cost per case. Mastitis costs saw the biggest change in the last 6 month with an increase of £18 per case to £262, mainly due to the rising milk price. Lameness cases also saw an increase of £10 per case. The calculation also took into account any savings in concentrates used.

To analyse your health costs, contact the Dairy Manager team on 01458 851555.

New Dairy Antimicrobial Focus Report
Coming Soon
If you would like a copy of this FREE report please contact the office

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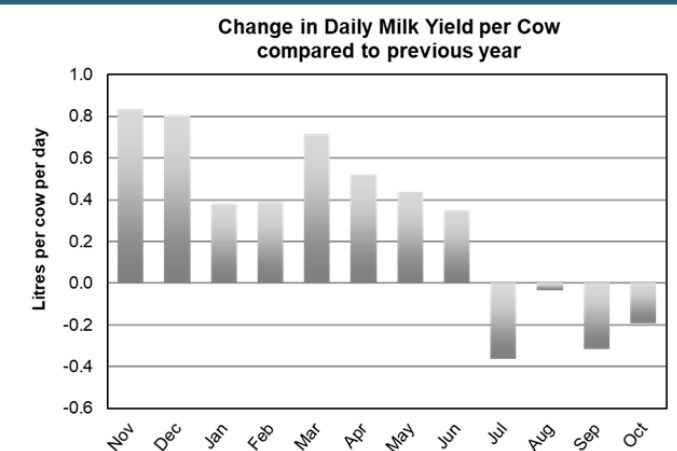
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DAIRY MANAGER UPDATE

Analysis of herds using Kingshay's dairy costings service continue to show a positive increase in milk prices, up by 9% to 31.86 ppl in October 2021 compared to October 2020.

The table shows average monthly margins continued to rise through August and September 2021, up 10% on October last year. Concentrate prices rose by 12% to £272 per tonne in Oct 2021 compared to Oct 2020.

| Monthly Results | Aug-21 | Sep-21 | Oct-21 |
|-------------------------------------|--------|--------|--------|
| Milk Yield (l/cow/day) | 25.3 | 25.4 | 25.5 |
| Change on last year | 0% | -1% | -1% |
| Milk from Forage (l/cow/day) | 8.7 | 7.9 | 7.8 |
| Change on last year | 3% | -1% | 5% |
| Milk Price (ppl) | 30.5 | 31.1 | 31.8 |
| Concentrate Use (kg/cow/day) | 7.8 | 8.2 | 8.4 |
| All Purch. Feed Costs (ppl) | 8.8 | 9.5 | 9.7 |
| MOPF (£/cow) | £140 | £140 | £151 |
| Change on last year | 10% | 9% | 10% |



Margin over purchased feed (MOPF) per cow for Oct 2021 continued to rise, due to the increase in milk prices and a drop in concentrate use at 8.4 kg/cow/day (5% lower than Oct 2020). Overall, the margin over purchased feed per cow was 8% higher in Oct 2021 at £151 per cow, compared to £142 per cow last year.

FEEDING STRATEGY

With feed costs rising significantly month on month, the instinct is to do something drastic and change feed type or reduce feed rates. However, this may have a negative impact on milk yields. With other variable and overhead costs still needing to be covered, this will negatively impact your costs of production on a pence per litre basis, as costs are spread over fewer litres.

FARMING INVESTMENT FUND

On 16th November DEFRA launched a £27 million fund to provide grants for farmers (and contractors) for investing in new technology, equipment and infrastructure to improve productivity and benefit the environment.

Feedback on publications will be gratefully received, let Sarah know your thoughts on 01458 851555 or email sarah.bolt@kingshay.co.uk