



Issue 118 - August 2020

The Farm Consultancy Group



Welcome to our 118th edition of the newsletter. Included in this month's newsletter are articles on NVZ rules, phasing out of BPS 2021, solar energisers, commodities updates, improving your farm profit, mental health issues, fly prevention and fertiliser storage.

Your feedback and comments are most welcome. If clarification is required, please contact the article contributor or for more articles and news visit www.fcgagric.com.

Edited by Gerard Finnan of David Bardgett Ltd and The Farm Consultancy Group
Tel: 07976 426420.

Are You Meeting NVZ Rules? - Emily Wynder

Nitrate Vulnerable Zones (NVZ) rules are part of cross compliance requirements, inspected by the Rural Payments Agency (RPA). NVZ rules must be met to qualify for full payments of:

- Basic Payment Scheme (BPS)
- Rural Development Programme for England (RDPE) schemes such as, Countryside Stewardship and Countryside Productivity

To comply, you need to be producing records such as:

- Storage planning for slurry and poultry manure
 - Ensuring you have enough capacity for closed periods
- Application records for both organic manures and manufactured fertilisers
- N-Max limits
 - Ensuring you are aware of the limits for average amount of Nitrogen that can be applied to crops each year



We can help you produce these records and reduce the risk of penalty. Why not take the hassle and worry away by contacting Emily at emilywynder@fcgagric.com or Tel: 07944 680469.

Start of Phasing Out of BPS 2021- Emily Wynder

The phasing out of the Basic Payment Scheme (BPS) to the new Environmental Land Management (ELM) scheme will begin next year with the deduction of BPS payments.

Annual Payment	BPS	Less than £30k	£30K-£50K	£50K-£150K	More than £150K
BPS reduction 2021		-5%	-10%	-20%	-25%
Size (ha) of holding		<135	135-225	225-675	>675

Deductions after 2021 are not yet confirmed and all depend on the budget (following COVID 19) and ELM requirements. The ELM scheme is unlikely to be launched fully before 2024. There will not be any changes to the Countryside Stewardship, but the opportunity may arise for those already in the scheme to roll over their existing agreements yearly.

Contact Emily on Tel: 07944 680469 or email: emilywynder@fcgagric.com to start planning ahead for 2021 and see how you could enter a stewardship scheme on your farm to make up for future decreases in BPS income.

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A copy of this newsletter can be downloaded from our website @ www.davidbardgett.co.uk



It's All About the 1, 2, 3! - PEL Solar Energiser

When it comes to feeding your livestock, it is important to remember the 1:2:3 ratio.

1. Grazing Grass, the most economical way to feed your livestock.
2. As soon as you put anything in a bale or clamp, involving tractor and labour you are doubling your costs.
3. If you are getting forage delivered to your farm, you are at least trebling your original cost.



Effective use of grassland for grazing is also the cornerstone of good technical efficiency and good carbon capture in livestock units.

Implementing a rotational grazing system starts by either manipulating field size or the number of days the fields are grazed, in addition to the regular measuring of grass growth. Both systems need good quality fencing and the cheapest way to achieve this is through the use of electric fencing.

Using quality components is key to any installation. PEL have been powering many thousands of acres of pasture around the world since 1968 and offer a full range of Energisers from mains powered, to battery and also offer the most advanced range of solar energisers for land away from the farm. A PEL Solar Energiser can power up to 10km and run continuously for up to 21 days without sunlight. PEL Energisers work on output joules, not stored joules, unlike many brands.

When PEL Energisers come under pressure from an animal touching the fence, or vegetation growing through the fence, the output is increased to maintain optimum fence line security. You can start off with a simple low-cost strip grazing system and build from there. PEL Energiser supplier KiwiKit can offer advice and support to help get people started, and/or support those who already have a system in place and would like more information and advice on setting up a more in-depth grazing structure.

Contact Andrew on Tel: 07717 442888 / Email: andrew@davidbardgett.co.uk
or Steve on Tel: 07395 498175 / Email: steve@davidbardgett.co.uk
for more information and avail of your DBL Kiwikit discount.

Commodities Update - Andrew Jones

Over the last month the pound has risen by approximately six cents against the dollar and remained stable against the euro. Oil (Brent Crude) continues to firm, and overall is \$2/barrel up on this time last month at \$45/barrel.

The last two GDT auctions have dropped 0.7% and now 5.1% in the latest auction on 4th August. Expectation is these cuts are a correction on the big jump (8.3%) in early July.



Milk Powder - Prices have remained stable with no change over last month.

Feed - Cereals have overall remained stable this month, with harvest now commenced, with maize still putting a ceiling on the pricing. Meanwhile soya has decreased slightly on the back of the stronger currency, which along with harvest has put a little pressure on rape.

Fertiliser - P & K prices in the UK are low and are expected to firm as demand increases (for autumn re-seeds), but also to bring them more in line with Europe. Globally Urea prices are continuing to increase and the UK market is following with increases in urea & AN prices.

For all up to date quotes for your specific requirements,
contact Andrew - Tel: 07717 442888 / Email: andrew@davidbardgett.co.uk
or Steve - Tel: 07395 498175 / Email: steve@davidbardgett.co.uk



The Proof of the Changes Are in the Results! - Phil Cooper

Over the last five years we have been working with one of our clients to improve the milk quality and production efficiency. The table below summarises the improvements achieved over the last five years:

	March 2015	March 2020
Milk Yield (lts)	6871	7215
Yield from Forage (lts)	3867	4022
Milk Solids per Cow (kgs)	534	571
Feed Rate (kgs/lts)	0.21	0.20
Feed Used (kgs/cow)	1423	1453

The farm has moved to autumn block calving. This allows the cows to be fed, as one both winter and summer. The autumn block is suited to the grass growth curve of the farm.

A three-way cross of Friesian/Holstein x Viking Red x Fleckvieh has improved cow health and feet, fertility and increased milk solids per cow.

A paddock grazing system was put in place enabling one paddock per day to be grazed. Paddocks are measured weekly and recorded on Agrinet.

Having a good team on farm has been just as important. The herdsman is aligned with the aims of the business. He measures the grass and attends monthly consultancy meetings to discuss both the technical and financial performance of the business. It is easy to come up with plans but if the team do not buy into these they will not work.

The result of the above changes is worth £150/cow extra profit in terms of margin over feed. As the business has simplified and block calved the savings in labour, machinery and other overheads are another £150/cow. On a 250 herd that's an extra £75,000 profit per year!!

If you would like to discuss how we could help you improve the performance of your business, please contact Phil Cooper on Tel: 07798 673665 or email: pcooper@fcgagric.com

Parsons Farm Supplies

I grew up on my parent's dairy farm near Weston-super-Mare and worked there until I started for Genus as an AI technician, later becoming a product advisor. I joined Stanton Farm Supplies in 2009 and following our continued growth started Stanton Farm Supplies, Bristol a few years later. This joint venture between Andrew Stanton and myself, enabled us to cover and expand further north of our existing area.

In 2016 we picked up our first buying group, which we still supply to this day, since then other groups have been added benefiting from our customer service and extensive product range.

When Stanton Farm Supplies were acquired in 2019 by Wynnstay, I decided to continue on my own, concentrating on the supply of Dairy Hygiene chemicals and sundries. I started back then with just myself and one van, however the business quickly developed and another member of staff, extra van and a secretary in the office was added to keep up with the continued growth, and we have just added another van and delivery driver now.

We have tried to ensure all our staff come from a farming background, so they have a good understanding of our industry and a work ethic that matches the community we work in.

We believe that being an independent company allows us to give the personal touch that some of the corporate businesses lack, our company's aim always has been and always will be to provide quality products to individually match our customers' needs from a varied list of leading manufacturers, whilst keeping an eye on an ever-changing agricultural market and any new and innovative products that may be of interest in the future.

We can be contacted at our Head Office on 01934 310508 or sales@parsonsfarmsupplies.co.uk Ed Parsons – Director, 07545 184505.

Protect NOW to Prevent Spike in Numbers! - Steve Willats

Sounds like Covid-19!...

Getting on top of flies early will help keep the numbers down and prevent what could quite quickly become a massive problem. The two main fly types in cattle are biting flies, which can spread New Forest eye and summer mastitis, and nuisance flies, which will affect productivity.



Studies in cattle have shown that fly worry can cause growth rate losses of up to 0.3kg/hd a day and 0.5 litres/hd a day milk loss.

Farmers should also be operating good husbandry to reduce the breeding sites for flies. For example, this includes regular cleaning of bedding and use of disinfectant; having good slurry management and making sure deadstock is collected regularly.

All licensed fly control products use synthetic pyrethroids which kill flies on contact. However, products vary in the active ingredients resulting in different coverage abilities; milk and meat withdrawal times; and also differ in the type of flies and parasites they protect against.

When selecting a product, it is important to consider the coverage you require and whether repeated treatments are feasible and also the cost associated with extra handlings. Aspects such as whether you are treating a pregnant or lactating animal will also come into play.

The two main control options are:

1. **Fly tags**

The Electron fly tag is the only product you can use to ensure season-long control meaning there is no need to retreat.

2. **Pour on products**

There are a whole range of pour-on products that vary in the types of flies and parasites they protect against, the length of protection, amount needed, and meat and milk withdrawal times.

Contact Steve at stevewillats@davidbardgett.co.uk or Tel: 07395 498175, for up to date competitive prices and advice on what is best for your requirements.

Fertiliser Storage - Andrew Jones

The recent fertiliser explosion in Beirut, is a timely reminder about the rules when storing ammonium nitrate. Do you know the rules or who and when you should contact anyone?

According to the AIC (Agricultural Industries Confederation) Guide for "The Storage, Handling and Transportation of Ammonium Based Fertilisers 2015" **you should notify** and mark your storage site when you are proposing to store 25 tonnes, or more, of a 'dangerous substance', and do the following;

- Notify your local Fire and Rescue Service.
- Mark the entrance of the site with the designated warning sign.
- Notify the Enforcing Authority [HSE].

If you propose to store or are storing 150 tonnes or more, of 'relevant AN mixtures', defined as a mixture containing AN where the nitrogen content exceeds 15.75% of the mixture by weight, **you must notify** your local Fire and Rescue Service.

Where dangerous substances are stored on site, the site should be clearly labelled as required by the Dangerous Substances [Notification and Marking of Sites] Regulations normally with an "exclamation mark" sign at the entrance and an "oxidising" sign on relevant storage areas.



FCG Sherborne Office:

Tel: 01935 850093

Email:

midwest@fcgagric.com

4 Trent Court
Trent, Sherborne
Dorset, DT9 4AY

