

LKL Newsletter January 2024

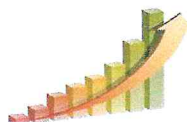
HAPPY
NEW
YEAR



Editor: George Gordon Layout: Amanda Hargrave

+ 3.08PPL RISE FOR ARLA TO 39.18PPL

Following 0.89p in December Arla have further raised their price by 3.08ppl to 39.18ppl for conventional.



Organic has risen a further 3ppl to 46.5ppl to narrow the gap on Organic Herd (Omsco) 49ppl. Arla commented that sales have continued to pick up during quarter three of 2023 and both conventional and organic markets have returned to growth with a stable outlook. Let's hope Arla can lead prices back up to 40ppl+ very soon!

BARBERS + 1.03PPL TO 37.17PPL

Barbers has raised its price which will hopefully set the tone for higher milk prices to be paid by cheesemakers in 2024.

GDT + 1.6%

December's auction saw continued improvement in prices across the board.

MEADOW FOODS UP 1PPL TO 35.75PPL

Still a miserable price but at least a movement in the right direction at last!

SAINSBURY'S CUT 0.14PPL

Sainsbury's reduced its SDDG milk price by 0.14ppl from December to 40.49ppl. The cost tracker puts the cost of fuel and fertiliser down to a cost tracker total of 38.87ppl.



WAITROSE

Waitrose reduced its milk price by 0.75ppl from December to 44.55ppl. Organic decreased 1ppl to 50.6ppl.

ORGANIC SECTOR

Organic dairy farmers have been urged to hold their nerve after a horrible 2023. There have been financial pressures across the UK dairy market; but for organic farmers there have been greater challenges with organic feed costs and availability. AHDB organic daily milk delivery was 14% lower compared to the same week last year. Demand for organic has been hit by the cost of living crisis. Organic Herd (formerly Omsco) has offered 49p for the last 16 months due to its ability to export cheese into the USA.



FRESHWAYS BECOMING A MAJOR PLAYER

The privately owned company has bought the doorstep delivery giant, Milk and More from Muller. It has merged with rival Medina and sold its Acton (London) processing site. Accounts are deliberately impossible to understand and are composed from dozens of different holding companies. Controversial boss Bali Nijjar has just announced it is building a new 300m litre greenfield site in West Bromwich and its Hampshire Watsons plant is going to expand a similar capacity to cope with the closure of Acton in two years' time. It took over Kent Dairy last year as Pensworth folded and bought five rival wholesalers in recent years. It also purchased milk shake manufacturer Indul. The business is going to need a lot more milk and is likely to be competing to persuade more farmers to sign up.

Are you paying more than you should for energy?

We've partnered with Matthew Lamb at Agri Power solutions to help you, our farmers, to get cheaper rates on your energy bills; he can help whether you are in a contract or not, so get in touch for some cheap rates if you quote LKL2023

Contact Number:
07425 129570

sales@agripowersolutions.co.uk

Please see attached brochure for the KANDI MoonRaker E500 UTV. For more information call 01980 611555 and quote 'LKL'.

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NEWS

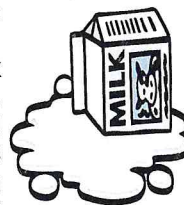
DOWNER COWS

Research carried out by Poulton et al looked into over 1,300 down cow cases. Research highlights correlations between the length of time a cow has been down and her chances of survival. Prioritising early intervention and proper management can reduce the damage to down cows. First aid can vary from ways to stem bleeding milk veins, to administering calcium to a fresh-calved cow. Whenever possible the cows should be safely moved to a deep straw yard and provided with fresh water and food. Secondary damage to muscles and nerves is often worse than the original problem. When cows lie in the same position for prolonged periods, the muscles and blood vessels in the legs become compressed, damaged and bruised. Damage causes fluid to leak into the muscle bodies and the swelling caused adds further to the compression of nerves and blood vessels. Correct treatment of a toxic mastitis case early on starts by taking the cow's temperature. Temperatures indicate an infectious cause, like toxic mastitis, severe uterine infection or peritonitis. Purple gums indicate blood poisoning. Checking the cow's udder is vital, because toxic mastitis is one of the most common causes. Dark and watery milk with a hot, hard, inflamed udder indicates an E.coli infection. Strip the udder and treat with potent anti-inflammatory medication and consider other treatments.



UK LITRES PER PERSON PRODUCED FALLS

In 1993, the population of the UK was at 57.856 million. The nation's dairy cows produced 13.905 billion litres of milk; 241 litres of milk for every person. By 2008 it had fallen to 218 litres and in 2013 was at 207 litres a head. In 2023, production was at 14.781bn litres but the population had grown to 67.624m. Milk production is growing at half the rate of UK population growth.



INTERNATIONAL COMPARISONS

Over 30 years Irish milk production jumped by 73%, while population is up by 42%. Milk produced per person is up by 21% to 1,750 litres. Dutch milk production rose by 29% in the last 30 years, a 14% increase in output per person to 780 litres. New Zealand production soared 170% with a 35% increase in the population, meaning a doubling in the amount of milk available per person at a colossal 3,990 litres produced per person. Production in all three countries appears to have peaked. There were 1.842 million UK dairy cows in 2022, 45% fewer than the peak in 1983. New Zealand dairy cows numbers have fallen by 8.4% from a 2014 peak of 6.968m. Irish dairy cattle increased by over 50% since 2010 to 1.647m. The Dutch dairy herd has increased by 14.5% to 1.57m but is likely to fall with their new environmental constraints.



FOUR-DAY WEEK WANTED BY DEFRA STAFF

Hundreds of Defra staff members signed a petition urging their bosses to move to a four-day working week with the same pay. The petition was signed by 1,300 staff, headed up by employees belonging to the Public and Commercial Services (PCS) union. The "reality gap" between Defra staff and the hardworking farming community who produce food 7 days per week, not 4, continues to grow!

COW NUMBERS FALL

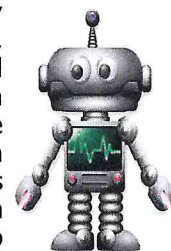
The UK cattle breeding herd was reported at 3.24 million in the June 2023 census, 1.9% down on the previous year. The suckler herd shrank 3.8% to 1.4 million head. The dairy herd was stable at 1.8 million head.



- Reductions in the breeding herd and beef expected to continue.
- Supply of beef appears stable as use of sexed semen means more beef calves from the dairy herd.

ROBOTIC SCRAPER

The Lely Discovery 120 vacuums and collects slurry while applying a jet of clean water in its tracks. Once it is full the Discovery returns to its storage bay to empty, recharge and reload with clean water. The docking station requires an access point cut into a slurry chamber to unload collected material. The Lely achieves up to nine passes down each cubicle passage within a 24-hour period. Support from the Farming Equipment and Technology Fund (FETF) is available.





NEWS

AUTO GRASS MEASURING AND A THREE-WEEK GROWTH FORECAST

Artificial intelligence and climate technology from Agribot, with Agri-EPI Centre, has launched the Grasslands Modelling for Improved Utilisation project. It will focus on the development of a grassland modelling solution which gives farmers grass growth measurements via an app. The technology combines the use of innovative Synthetic Aperture Radar (SAR), a radar which can easily pass through clouds with a two-week probabilistic weather model. The technology can provide year-round reliable data on the dry matter mass cover in an identified grass field. Using



real-time satellite radar data to find what is happening now, creating a two-to-three-day weather forecast; preparing a two-to-three week growth forecast for grass. Farmers are not required to do as many regular field walks and can more accurately plan fields which the cows should be grazing and when fertiliser should be applied. Farmers may be able to stop doing laborious paddock walking and measuring if the system works. Increasing the utilisation of grassland in the UK would increase the annual profitability of the UK dairy. The project aims to have the technology in farmers' hands by next spring, before making it commercially available in the near future.

NATURAL MINERAL POLYSULPHATE SUITABLE FOR GRASSLAND

Naturally occurring polysulphate, mined from a seam of polyhalite rock 1000m under the North Sea, could be a better source of sulphur for grassland, with a composition of 48% SO_3 , 14% K_2O , 17% CaO and 6% MgO . Polyhalite rock was formed by evaporation of the shallow Zechstein sea 260 million years ago in the Permian period. Hot and dry conditions meant the shallow sea kept evaporating leaving behind polyhalite, halite and potash minerals. It's the world's first and only polyhalite mine. Concentration of sulphur maximises the N produced from legumes in grass mixes reducing the dependency on inorganic fertilisers. Research has estimated separation of N and sulphur could decrease ammonia emissions. Another advantage is prolonged release characteristics that deliver the sulphur over a period of eight to 10 weeks throughout the growing season. Additional sulphur improved the protein content of the grass to denser, heavier, more nutrient-rich forage. As a natural mineral requiring only minimal processing, polysulphate has the lowest carbon footprint of any fertiliser and is approved for organic grassland systems.

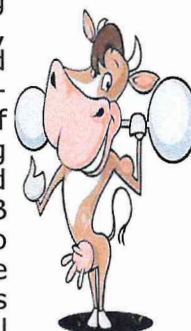
VETCHES (TARES)

Vetches (or tares) offer fast establishment and growth and can produce plant material containing 20-25% protein. Vetches have deep tap roots and rapid coverage on the surface of the ground which keeps moisture in the soil. To cut vetches for conservation wait for pods to form. Vetches can be grown as a monoculture or in mixtures. Be warned that silage bales with vetches in them are attractive to rats. Legumes can fix 200kg/ha of nitrogen, but typically 100kg/ha is more realistic.

HEALTHYCOW INDEX

AHDB introduced HealthyCow (HC) in 2021, the first time UK producers had a single genetic figure to represent overall health. HealthyCow pulls together a range of health or health-related traits. These include three major causes of culling

- mastitis, lameness and fertility - alongside calf survival, calving ease and lifespan. AHDB was able to assess the impact HC is having on actual performance. It analysed the actual phenotype and related this to its sires' HealthyCow index and looked at the sires of these cows. The top 25% (Q1) HealthyCow bulls were compared with the bottom 25% (Q4) sires, daughter mastitis doubled in some instances. (Q1) sires had a 12.2% incidence of mastitis, compared with 24.9% in daughters of Q4 bulls. For fertility, the difference between Q1 and Q4 daughters is 11 or 12 days. Daughters of Q1 sires survived on average an extra half lactation compared to those by Q4 HC bulls. Once sires are shortlisted on the relevant profitability index, HealthyCow is a good option for secondary selection. The exception should be when a herd has a specific problem, fertility or somatic cell count. HealthyCow is expressed in £ and represents the financial saving each sire is predicted to pass to his daughters. If a bull has an HC of £400, he'll transmit, on average, £400 of benefit to each of his daughters during their lifetime.





PEOPLE CELEBRATING SPECIAL BIRTHDAYS!

Augustin-Ovidiu Luncan, Alexandru Secosan, Rafal Myszak
James Foxton, Adrian Scott, Anastasiia Kavalzhy, Jack Hawker

WELCOME TO:

FARMERS Shipton Lane Dairies Ltd, W J Masters & Sons Ltd



Congratulations and
'THANK YOU' to David Evans
@ Messrs Hawkins on your
retirement after 30 years'
service with **LKL**!

'Ted', as he's affectionately known,
has worked at Hawkins Farms,
Hereford, for 30 years; firstly as a
herdsman and then latterly as tractor
driver / stockman, after the dairy
cows were sold. Ted loves his
vintage tractors and enjoys nothing
more than going on vintage tractor
runs, which he will be doing more of
in his retirement.

We hope you and Christine enjoy a
long and happy retirement to West
Wales, you will be sadly missed by
everyone!

My bestie: I thought you
were doing dry January.

Me: This is dry....it's a
Sauvignon Blanc.

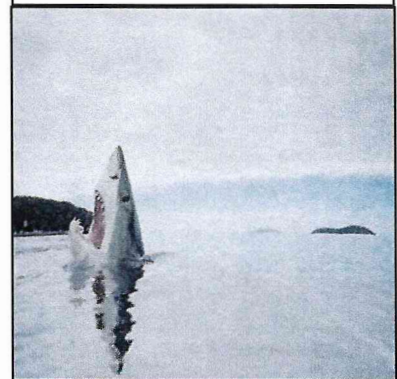
I can't understand why
my calculator stopped
working. It just doesn't
add up!

Being a Brit is reporting
to people that you got
SO annoyed with
something that: - "I
nearly said something".

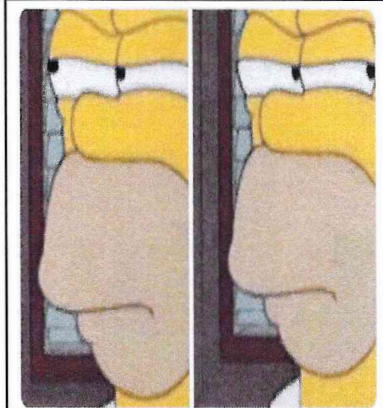
10 minutes into the family walk



A rare image of a shark
stepping on a piece of Lego



When everything goes well for 3
days in a row



My girlfriend poked me in
the eye. I stopped seeing
her for a while.

I want to start a new diet.
I just feel like I have way
too much on my plate right
now.

LKL Services Ltd

The Old Cowshed
Harepath Farm
Burbage
Marlborough
Wiltshire
SN8 3BT
Phone: 01722 323546
amanda.hargrave@lkl-services.co.uk
george.gordon@lkl-services.co.uk

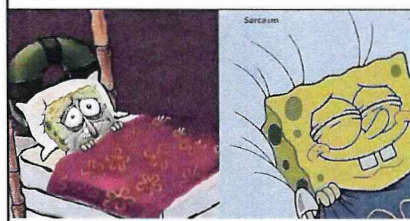


www.lklservices.co.uk

I have two problems in
life

Difficulty
sleeping

Difficulty
waking up



ANNUAL ROLLING RESULTS										All breeds All systems Herds										Ranked by:										Bactoscan Cell Count Index														
		Average		WOO1		JEA1		BUT6		IVE1		SEA1		BRA2		ROT1		PIC1		STA2		BOW3		Cwt		ROT1		MER3		SKI4		WAL2		HEA1		LOT2		SAL1		BUT1		DUT1		
Latest Recording				Sep 23	Nov 23	Sep 23	Nov 23	Sep 23	Nov 23	Sep 23	Nov 23	Sep 23	Nov 23	Sep 23	Nov 23	Sep 23	Nov 23	Sep 23	Nov 23	Sep 23	Nov 23	Sep 23	Nov 23	Sep 23	Nov 23	Sep 23	Nov 23	Sep 23	Nov 23	Sep 23	Nov 23	Sep 23	Nov 23	Sep 23	Nov 23	Sep 23	Nov 23	Sep 23	Nov 23	Sep 23	Nov 23	Sep 23	Nov 23	
Cows in herd		303	276	181	298	246	155	533	191	302	440	250	388	176	211	434	217	525	279	213	180	338																						
MILK PRODUCTION																																												
Yield (ltrs/cow)		9396	13541	9077	9383	13536	8645	8621	9793	11320	8112	10712	5659	9971	6663	10630	7286	11910	9911	6420	8487	8518																						
Yield from all forage (ltrs/cow)		3228	2249	4823	3978	4403	3480	3731	3973	4230	3631	3347	2427	3394	3089	2716	1323	2461	2414	3421	2715	3184																						
% of total yield from forage		36%	17%	53%	42%	33%	40%	43%	41%	37%	45%	31%	43%	34%	46%	26%	18%	21%	24%	53%	32%	37%																						
Butterfat (%)		4.22	3.89	4.40	4.05	4.04	4.47	4.37	4.59	4.06	4.29	4.02	4.52	4.26	4.22	4.10	3.86	3.77	4.24	4.87	3.98	4.50																						
Protein (%)		3.37	3.25	3.41	3.32	3.22	3.57	3.40	3.44	3.15	3.41	3.37	3.55	3.45	3.31	3.31	3.23	3.35	3.34	3.75	3.17	3.42																						
Hygiene		22	8	9	13	14	19	20	19	18	17	23	25	20	14	31	18	27	30	38	29	36																						
Cell Count		144	78	85	121	126	113	110	123	138	141	127	134	169	199	122	187	168	174	138	194	172																						
Bactoscan / Cell Count Index		59	86	84	73	71	69	68	67	65	64	61	58	56	56	54	54	49	46	45	42	40																						
Milk Price (pence)		45.03	46.32	45.20	47.27	38.58	47.26	42.93	45.16	42.79	48.57	44.42	40.29	43.09	52.50	40.99	48.45	43.45	44.55	51.02	38.98	50.69																						
FEED																																												
Concentrate use per cow (kg)		2804	4045	2144	2723	4249	2721	2532	2367	3101	2277	3569	1568	2817	1846	2555	2837	4141	3529	1652	2604	2904																						
Concentrate use (kg/ltr)		0.30	0.30	0.24	0.29	0.31	0.31	0.29	0.24	0.27	0.28	0.33	0.28	0.28	0.28	0.24	0.39	0.35	0.36	0.26	0.31	0.34																						
Concentrate price per tonne (£)		352	312	369	306	307	332	369	368	347	344	306	321	372	512	307	545	358	331	346	310	314																						
Other purch feed cost per cow (£)		157	755	0	119	390	0	7	275	195	34	103	51	192	15	501	0	155	140	48	79	0																						
All purchased feed cost (p/ltr)		11.98	14.90	8.70	10.14	12.50	10.44	10.90	11.70	11.23	10.08	11.16	9.81	12.42	14.40	12.08	21.20	13.75	13.22	9.66	10.46	10.70																						
MARGINS																																												
MOPF per cow (£)		3063	4254	3313	3484	3530	3183	2761	3277	3528	3115	3563	1723	3058	2538	3073	1985	3537	3105	2655	2421	3394																						
MOPF per Litre (p)		33.04	31.42	36.50	37.13	26.08	36.82	32.02	33.46	31.56	38.49	33.26	30.48	30.67	38.10	28.91	27.24	29.70	31.33	41.36	28.52	39.99																						
FORAGE																																												
Stocking rate (cows/ha)		2.35	2.07			1.64		2.02	2.03	1.74	2.35					3.98	1.92		4.29	2.17		2.32																						
Milk from forage (ltrs/ha)		7226	4649			7206		7537	8058	7360	8551					10797	2539		10349	7410		7389																						
MOPF per hectare (£)		7343	8795			5777		5578	6647	6138	7335					12217	3810		13311	5750		7876																						

LKL Services Herds					
Holstein/Friesian, Conventional Herds (matched herds)		Year Ending November 2022	Year Ending November 2023	Change	% Diff
Cows in herd		312	319	7	2%
Cow calvings		226	231	5	2%
Heifer calvings		100	105	5	5%
Stocking rate	cows/ha	2.57	2.51	-0.06	-2%
MILK PRODUCTION					
Milk Production	litres	3,072,264	3,171,179	98,915	3%
Yield per cow	litres	9,847	9,941	94	1%
Yield from all forage per cow	litres	3,087	3,260	173	6%
% of total yield from forage		31%	33%	2%	5%
Butterfat	%	4.16	4.19	0.03	1%
Protein	%	3.32	3.36	0.04	1%
Bactoscan		22	25	3	14%
Cellcount		145	148	3	2%
Milk Price	pence	41.18	43.42	2.24	5%
Total milk value per cow	£	4,055	4,316	261	6%
FEED					
Total concentrate use	tonnes	956	961	5	1%
Concentrate use per cow	kg	3,063	3,014	-49	-2%
Concentrate use per litre	kg	0.31	0.30	-0.01	-3%
Concentrate price per tonne	£	309	334	25	8%
Other purchased feed cost per cow	£	136	170	34	25%
All purchased feed cost per cow	£	1082	1177	95	9%
All purchased feed cost per litre	pence	10.99	11.84	0.85	8%
All P.Feed @ 86% DM equivalent per cow	kg	3,402	3,391	-11	0%
MARGINS					
MOPF per herd	£	927,576	1,001,341	73,765	8%
MOPF per cow	£	2,973	3,139	166	6%
MOPF per litre	pence	30.19	31.58	1.39	5%

Kingshay can accept no responsibility for the information supplied to it. Every care will be taken by Kingshay to produce an accurate report but it does not accept any liability for any loss (whether direct or consequential) arising from any defect in the report.

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K © 2023

LKL League Table — November 2023 milk production, inclusion for herds with a Bactoscan/Cell Count Index over 40.

(Bactoscan score 0 - 50 for rolling average Bactoscan of 50 - 0)

(Cell Count score 0 - 50 for rolling average Cell Count of 300 - 50)

Addition of two scores gives an index number, the highest wins.

CONGRATULATIONS TO THIS MONTH'S WINNERS:



Faye Woolhead
@ Hook Farm Partnership

(Wins £20 voucher)



Roy and Angela Williams
@ Messrs T K Jeans & Sons

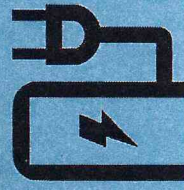
(Wins £10 voucher)



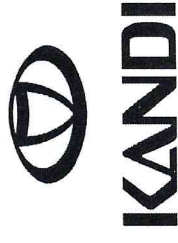
KANDI



MoonRaker E500 UTV



ELECTRICSXS



MoonRaker E500 UTV

When you get behind the wheel of our powerful electric off-road E500 UTV you start an exhilarating journey. Fitted with Dual Motors AC Electric boasting 200N.M of rated power, the E500 UTV can tackle any challenge with ease. Its all-wheel drive and 40 MPH top speed and ensure you have the muscle and agility to conquer any terrain with ease. The E500 UTV high-performance motors offer smooth, eco-friendly and near silent riding experience.

Enquire today - The E500 UTV is cost effective and emission free workhorse. Ideal for farming, large estates, nurseries and more.

****QUOTE LKL WHEN CALLING****

E: sales@catalinaspas.co.uk T: 01980611555

MoonRaker E500 UTV - Unstoppable Power



KANDI

INCREDIBLE DRIVING RANGE-

Experience the freedom to roam further with up to an impressive 65-mile range. Embrace your adventurous spirit and go where no other utility vehicle has gone before! On road pack option available.

RAPID AND CONVENIENT CHARGING-

The MoonRaker E500 UTV has a robust 11.52 kWh Lithium battery recharges through a standard J1772 charging port in just 8 hours. With such efficient charging capabilities, you'll spend more time exploring and less time waiting.

HEAVY DUTY HAULING-

The MoonRaker E500 UTV spacious cargo bed accommodates up to 566kg and features an electric power cargo bed system for easy loading and unloading. With a towing capacity of 800kg and a 50mm hitch, you can haul even the most demanding payloads with ease. Ideal for agriculture, estates, nurseries, holiday letting, local authorities and eventing.

UNBEATABLE COMFORT AND CONTROL-

Boasting independent double A-Arm suspension on both the front and rear, The MoonRaker E500 delivers an incredibly smooth and stable ride. This exceptional handling is further enhanced by electric power steering (EPS) and reliable disc brakes on both the front and rear.

EQUIPT FOR LUXURY, WORK AND ADVENTURE-

The MoonRaker E500 UTV comes fully equipped with premium features like a 1100kg winch, roof, cool flow windshield, 10-inch touch screen with a backup camera, side doors, and running boards. Your ultimate adventure/work horse vehicle is ready for action!



KANDI

MoonRaker E500 UTV - Unstoppable Power

DIMENSIONS

OVERALL SIZE L*W*H	2860 x 1810 x 1850mm
DISTANCE BETWEEN WHEELS F/R	1470 x 1400mm
WHEELBASE	1900mm
FRONT SHOCK ABSORBER	435mm
REAR SHOCK ABSORBER	525mm
VEHICLE WEIGHT	780kg

SPECS

PASSENGERS	2
TOP SPEED	40mph (64 Km/h)
MAXIMUM RANGE (dependant on terrain, power, speed and driving conditions)	65 miles (100km)
CHARING TIME	8 Hours
RATED POWER	10kW
RATED VOLTAGE	72V
PEAK POWER/PEAK TORQUE	20kW/200N.M
RATED TURNING SPEED	3000r/min
MAXIMUM TURNING SPEED	6500r/min
MINIMUM TURNING DIAMETER	9.5m
MINIMUM GROUND CLEARANCE	225mm
MAX GRADEABILITY	30%
BRAKE DISTANCE	Approx 20m.
DRIVING TYPE	F/R Double Motor, 4WD
ELECTRIC MOTOR TYPE	AC Asynchronous
TYRE SPEC	AT26x9_14 / AT26x11_14
TYRE RIM	Alloy Rim 14x6J / 14X8J

BATTERY

POWER BATTERY TYPE	Lithium Ion Battery
TOTAL VOLTAGE OF POWER BATTERY PACK	25.6V
TOTAL CAPACITY OF POWER BATTERY PACK	150Ah

Battery combination: 3 boxes series, each box of the battery consists of 8 monomers in series.

OTHER

NOMINAL VOLTAGE OF CELL	3.2V
MONOMER CAPACITY	150 Ah
STEERING TYPE	EPS
BRAKE SYSTEM TYPE	Hydraulic F/R Disc Brakes
PARKING BRAKE TYPE	Foot Brake
FRONT/REAR SUSPENSION TYPE	Double Independent suspension
REMOTE CONTROL	Remote Unlock
ELECTRIC WINCH	1100kg
MANAGEMENT SYSTEM	TBOX/BMS/BTMS
CAR INFORMATION SYSTEM	PAD
SAFETY SYSTEM	Seat Belt/Hazard Warning/Light Switch/Reversing Video/Reversing Buzzer
TOWING CAPACITY	800kg

OPTIONS

COLOUR OPTIONS	BLUE, BLACK, SILVER, LIGHT YELLOW, GREEN, RED
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