

This months contributors

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WELCOME James Dunn, Managing Director of Promar International



Welcome to the October edition of Promar matters. This month we

announce the regional and national winners of the Milkfinder Manager of the Year competition. As is the case every year, I thoroughly enjoyed judging the finalists and meeting them on their farms. The general theme that comes across is passion and attention to detail in

everything that they do, despite having differing interests and drivers in their businesses.

I would like to extend my congratulations to the regional winners and was delighted to name Leigh Woolmer as the national winner. Leigh has overcome disease challenges in the herd and is achieving fantastic results in terms of efficient milk production and outstanding milk quality. He was very keen to share the achievement with his assistant herdsman, Daniel Griffiths, and believes in a strong team ethic to deliver success.

Enjoy the read and please get in touch if you require more information.

SUSTAINED PRODUCTION COMES AT ADDITIONAL COST



At the time of writing, GB milk deliveries are reportedly

running at 1% above levels for the same period last year. Similarly, national milk deliveries this July were near levels reported in July 2017, despite excessive temperatures experienced this summer.

However, Nigel Davies, Promar's National Consultancy Manager, explains that this sustained level of production during July has not been without added cost.

"Analysis of the latest National Milkfinder matched sample, indicates that the additional cost of producing each litre of milk in July 2018 has increased by 1.24ppl in purchased feed alone, compared to the same month twelve months previously," says Nigel.

"It's important to note that producers in the worst affected areas of the country are likely to be experiencing even higher additional costs, and these figures don't take other costs and potential winter feed shortages into consideration," he adds.

These numbers are averages, but if these figures are replicated over the remaining 11 months of the year, Nigel highlights that this would result in an added cost of over £21,000 per annum for the average herd.

"Understanding the impact of these costs on wider farm profitability and future cash flow, as well as how they influence decisions around marginal milk production should be a significant consideration for producers."

NEWS IN BRIEF

Trade wars and higher tariffs

- Fear of continued escalation of trade wars and higher tariffs persist, both of which can negatively impact global economic growth and global consumption of dairy produce.

In mid-September, China confirmed retaliatory measures of increased tariffs of between 5 and 10% on the equivalent of \$109 million worth of US dairy products exported to China.

Agriculture Bill

- During September, the government presented the new Agriculture Bill, which among many other aspects, confirmed the intention that direct support payments will continue to be paid in 2019 and 2020, and then phased out over a seven year period.

KEY DATES

Promar will be at the following events this month, please come along to see us if you're attending:

- Dairy Show – 3 October
- Welsh Dairy Show – 30 October

	Feed rate	Concentrate price per tonne	Other purchased feed costs
↑	July 2018	0.31kg/litre	£235/tonne
	July 2017	0.29kg/litre	£215/tonne
			£433 across the herd
			£258 across the herd

MILKMINDER AWARD SUCCESS FOR OXFORDSHIRE FARM MANAGER



Leigh Woolmer of Stuchbury Manor Farm, Banbury has been named

Promar's 2018 MilkMinder Manager of the Year.

Leigh, who manages a 160-cow Holstein Friesian herd, on behalf of the 2,000-acre Marston St Lawrence Estates overcame tough competition to scoop the national title.

"Leigh's attention to detail has been a big driver in the success and technical performance of the herd, which averages 8,966 litres, with 4% butterfat and 3.2% protein. He uses his 19 years' experience to achieve great results," says James Dunn, Promar Managing Director and judge.

A rigid five-point parlour routine has been implemented on the farm and Leigh has achieved consistently good milk quality recordings as a result.

"Each cow is pre-sprayed, wiped, and

stripped before milking, and sprayed again before leaving the parlour," he says.

"This has led to an average somatic cell count from the last 12 months of 86,000/ml, along with a bactoscan of 9,000/ml."

MILKMINDER MANAGER OF THE YEAR AWARD 2018 RESULTS

- Finalists and regional winners (North) – J Burrow and Son, Tunsteads Farm, Lancashire
- Finalist and regional winner (Midlands) – Mr R Shufflebotham, Broken Flats Farm, Derbyshire
- Finalist, regional winner (South) and national MilkMinder Manager of the Year 2018 award winner – Mr L Woolmer, Stuchbury Manor Farm, Oxfordshire



Promar MilkMinder Manager of the Year 2018 winner Leigh Woolmer and his Promar consultant Caroline Tillner

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