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# TOMORROW'S FARMER



DECEMBER / 2023  
ISSUE 64

YOUR NEWSLETTER FROM CREDITON MILLING COMPANY

## Focus on concentrate feeding

**Purchase feed is the biggest input cost on most dairy farms, so when it comes to cost saving small changes can make a big difference.**

**DAIRY** To maintain yields and ensure good levels of health and fertility animals need to be fed well. Short term cost cutting such as reducing feed rates, using cheaper ingredients or having an unbalanced ration can have profound long term effects on output.

So what are the options on farm to improve feed costs without the prospect of negative long term affects. The key here is feed accuracy, ensuring that you are targeting feed so it is giving you the biggest return.

Feeder calibration is an area that is often over looked, but can have a massive impact on farm, not only on total feed usage but on the variation on individual animals in the herd. Over the last month we have been encouraging some of our farmers to go through this process, the results have been interesting to say the least. On average the total overfeed was in the region of 10%, with large variations



seen on individual feeders within a parlour (+ and - 50%). Ideally this needs to be checked whenever your cake changes as bulk densities may well vary.

Feed tables is also an area that people tend not to look at especially the feed to yield part. With many lead feeding up to a certain number of days it's worth looking to see

how these are set and comparing to the average days to peak of your herd, can these be tweaked? The feed to yield settings need to be reviewed regularly in conjunction with your outside ration and forage analysis to ensure your maintenance + figures are a true reflection of what's going on outside.

Feeder wagon calibration, this is another area that we tend to assume stays the same. Doing a quick check to see that a known weight (bags of fertiliser are often used) is measuring correctly. Look at ration presentation as well, is it chopping

properly or could the knives do with replacing. Also look at the order that ingredients go into the feeder as getting this right will have an effect of the uniformity of the diet.



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FORAGE & NUTRITION SPECIALIST

DAIRY

POULTRY

BEEF & SHEEP

FORAGE

# Making time for management

For those of you that know me you well, you will wonder what on earth gives me the right to say anything about time management!

BEEF & SHEEP

I recently attended a seminar delivered by Pasture Podcaster, Michael Blanche at the Total Dairy Conference as I was hoping he was going to revolutionise my time management skills. Perhaps an hour's seminar to deliver such a difficult task was a bit much to ask but he did provide some useful tips that I wanted to share.

Time is finite. Work out your age, work out when you are hoping to retire and then calculate the years that you have left to work – this can be quite a scary exercise but starts with the end in mind. We need to make life count and sometimes concentrating on our remaining productive years can really focus the mind on what we really want to achieve in life.

Working with farmers, we appreciate the challenge of time. Its already November, its dark by 5pm and the daylight is short. Michael interviewed an Australian sheep farmer, Andrew Freshwater, and discussed what is possible in terms of labour efficiencies in UK farming. One of his key KPIs is 5-6000 ewes per labour unit. He challenges the thought that "you might be doing things right but are you doing the right things?"

Parkinson's Law is the adage that work expands to fill the time allotted for its completion. Look at your attitude to hard work and challenge yourself to answer the following questions:

- What do you want to stop doing?
- What do you want to start doing?

Farming systems are complex and many. Do you feel that you optimise your current farming system? Is this system of your choosing and does it meet with your lifetime goals or are you trying to mould your lifetime goals around a pre-existing system? Food for thought. American business investor, Warren Buffet, has a famous quote "It doesn't matter how hard you row. It matters which boat you get in." Pick the boat (or the farming system) that creates the lifestyle you want to live.

People tend to make the same mistakes again and again. The key to efficient time management is to recognise the mistakes that are being made and change your (or your team's) behaviour pattern. We are all so busy on farms that sometimes we are not looking after the little things. Michael said, "you have got to plant time, to harvest time." We need to invest time in the priorities. Have you



DR KAREN WONNACOTT  
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RUMINANT NUTRITIONIST



ever made a list of your priorities? I hadn't. Michael asked us all to list 25 things that we would like to achieve in life. Look at priorities 1 – 5 and you should pour all your time into these things. The next 20 things you should avoid like the plague as you have established that these are not as important as your top five and they will be distracting.

Michael concluded with The Four Ps of effective time management:

#### **Perception** –

Be aware of time and making the most of it.

#### **Purpose** –

Provide a way of measuring and ordering events and processes.

#### **Patterns** –

Change what you need to change.

#### **Priority** –

Work out what really matters.

Time is precious and finite. We all think we are busy people (and maybe we are), you might be doing things right but are you doing the right things.....for you, your family and your business?



# HP product update

**With the requirement of Urea fertiliser that will be spread after the end of march 2024 to be treated with an inhibitor to reduce ammonia release.**



**FORAGE** Urease inhibitors are chemical compounds that block the activity of the enzyme urease, which is found in soil as well as in plant residues. Urease, along with water, will hydrolyse, or break down, urea into ammonium.

Urease inhibitors improve nitrogen use efficiency (NUE) by minimizing nitrogen losses from volatilization and ensuring optimal nitrogen is available for crops. They can reduce ammonia emissions by up to 98%.

Our high-efficiency HumberPalmer fertilisers are also treated with a urease inhibitor and tick the box when it comes to urea fertilisers. They are still developed to maximise dry matter output providing vital Trace Elements to the animals and plants. Manufactured at our purpose-built UK factory, HumberPalmer fertilisers comprise an Organic Base rich in humates.

The specialist granulation process of HumberPalmer fertilisers combines highly beneficial complex humates with mineral nutrients, and supports improved and even distribution, whilst a unique phasing ability enhances soil health and crop productivity.

HumberPalmer offers the complete fertiliser solution, as we all strive to fully participate in expanding Government environmental targets for the years ahead.

Independent research confirms that our HumberPalmer fertilisers:

- Out-perform the best mineral fertilisers by up to 35% in terms of increased dry matter yield.
- Deliver 25% higher take-up of applied Nitrogen, Phosphate and Potash,

compared with high quality mineral fertilisers.

- Increase trace element levels.
- Lowers soil and plant nitrate content considerably.
  - Imperative when caring for the environment.
  - Essential under the Water Directive Rules.
- HumberPalmer compound fertilisers are particularly suited to grassland, either for intensive or extensive grazing systems or on cutting ground for silage, haylage or hay.
- The Arable sector also benefits from HumberPalmer fertilisers especially 1st applications on wheats and barleys to improve grain yield and quality in addition to maize crops where a phosphate requirement is not required.
- Our Grassland Range all benefit from HumberPalmer unique Humate Base which acts as a stimulant helping to promote soil and plant health, whilst improving the uptake nutrients to the plant. This plant and soil stimulant improves the functioning of the plant systems and in turn helps the plant make better use of the available nutrients. Humates help protect the plant from the effects of weather variation and disease.
- All HumberPalmer Nitrogen grades contain a mixture of Nitrogen sources ensuring a controlled and extended nutrient release with reduced risk of leaching. Delivering a phased release effect and a notable persistency in the regrowth

## Happy, healthy hooves

We are running a series of practical meetings across the southwest in December, the focus is on foot trimming with opportunity to learn some new skills and or just have your knives sharpened.

Please ring the office to book your place at the following.

**Monday 4th December  
10am-2pm**

by kind permission of the Button Family, Polshea Farm, St. Tudy, Bodmin, PL30 3PA

**Monday 4th December  
6pm-9pm**

Holsworthy Golf Club, Killatree, Holsworthy EX22 6LP

**Tuesday 5th December  
10am-2pm**

by kind permission of the Williams Family, Higher Hampton, Shute, Axminster EX13 7PA

**Wednesday 6th December  
10am - 2pm**

by kind permission of Tibbs and Simmons vets, Nates Lane, Wrington, Bristol BS40 5RS

and recovery period of the pasture. The inclusion of Sulphur further improves Nitrogen uptake, boosts yields and increase grass proteins.

- HumberPalmer grassland range has been developed to maximise high dry matter output and improve the quality and yield of grasslands. Additional Sodium in some grades further improves palatability and grazing utilisation.
- All grades include a Trace Element pack benefitting the soil, plant and animal, these include; Calcium, Iron, Selenium, Manganese, Molybdenum, Boron, Zinc, Copper, Cobalt and Sodium.



**MARK TUCKER 07703734530**  
FORAGE SPECIALIST

# BFREPA Live 23 **BFREPALIVE 23** THE FREE RANGE EGG SHOW

I write this article having just returned from BFREPA Live 23, which we attended with the CMC stand Poultry team.

POULTRY

The show was especially well supported, with over 750 delegates registered to attend, and it certainly felt like a lot of them had turned up judging by how busy we were on the stand. Shows are always a great opportunity to chat to our existing producers, and meet some new ones, and it was super to see so many of our farmers there.

BFREPA had organised some informative speakers, and after a welcome from James Baxter (chair) and Noble Foods, the programme kicked off with a discussion on AI Vaccination,

from Dave Hodson (Rosehill Poultry), Ian Lowery (Crowhill Vets) and Gordon Hickman (APHA). This was a great discussion, looking at the that potential vaccine has to offer the industry, but raising the question of who funds it, the current cost of the surveillance requirements, and how quickly we are able to react to the changes in the virus – especially in layers, due to their longer productive lifespan.

Gary Ford gave a presentation on the Lion Code, and the importance it's standards have held in upholding consumer confidence in eggs over the years. There was some robust challenge presented to him from the floor relating to the new standards in Lion Code V8.

The afternoon session brought some fascinating talks from Ralph Bishop of Premier Nutrition, Charles Macleod and Nick Bailey.

Once the conference was finished, it was onwards to the Dinner and awards, which were given to the deserving winners by comedian Al Murray. It is always great to hear of the wonderful work producers are doing on their farms around the country, and super to see it recognised in an awards ceremony. We would like to express our congratulations especially, to joint winners of the lifetime achievement award – Colin Gravat and Steve Marriott!

Next show for the team is the Royal Welsh Winter Fair.

Keep an eye on our social media pages for updates of the shows we attend, and if you see us out and about, do come and say hello.



**LIZ WARNER**  
POULTRY SPECIALIST



## CHRISTMAS & NEW YEAR PLANNING

To assist us with our production and transport planning, we would appreciate your orders in by:

**Monday 11th December for Pre-Christmas Delivery**

**Monday 18th December for Pre-New Year Delivery**

We will be manufacturing throughout the festive period, however the office will be closed on bank holidays.

On these occasions please contact your representative for assistance.

**Glad tidings to all!**



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