



DN NEWSLETTER

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Accurate records should be the first step in all management planning decisions. Making decisions on your farm based on validated records of what is actually happening means the results are more likely to improve animal welfare and benefit you financially.

Costings

The aim of recording production and financial data is to monitor and evaluate the production efficiency, health status and costs associated with the farming system. For dairy herds we utilise the Kingshay Dairy costings service. For beef and sheep systems, the AHDB Farmbench programme.

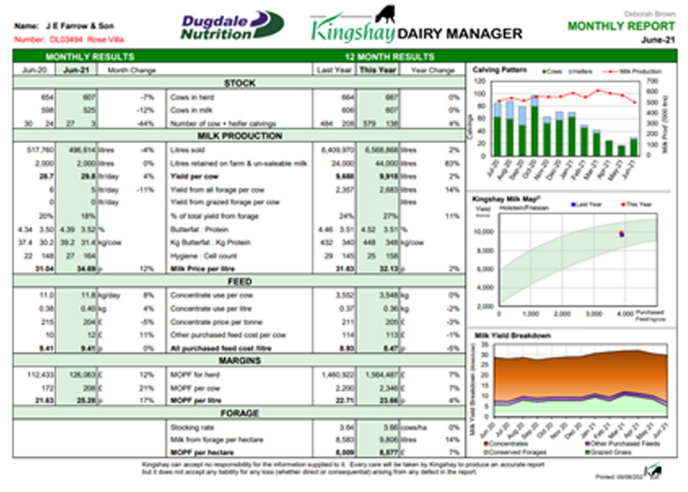
The aim is achieved by identifying key performance indicators to follow, providing easy to use methods of recording key factors, analysing trends within the farm system, evaluating the financial impact of management decisions and benchmarking against similar herds.

Dairy Costings

With Kingshay, the information is collated monthly and gives the farmer a monthly report. The individual farm data remains confidential. Overall reports of herd performance and trends can be provided. There are four packages available, of which, Dugdale Nutrition will cover the cost of level 1 if you are working with us.

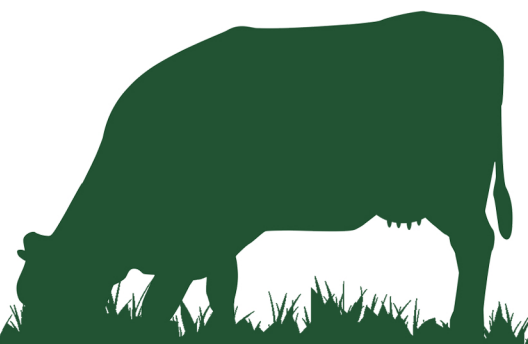
Level 1 is the Margin Over Purchased Feed package and enables reports which shows the efficiency and performance of your herd. In the report you can track your herd's monthly performance. You can utilise The Milk Map to compare actuals for the latest and previous years and budgeted figures, if they are set. Figures can be compared against the previous year and give both monthly and rolling results.

Our Dugdale Nutrition report provides a graph to easily see the trend in milk from forage vs concentrate or other purchased feeds. You can also receive a special interest group report where your herd can be ranked against other Dugdale Nutrition herds or against herds using similar systems to yourself. The milk predictor tool is available to allow you to track month on month performance against forecasts with the ability to complete milk production forecasts for both recorded and non-recorded herds.



Level 2 is the Management package which details herd longevity and replacement rates. On top of the level 1 reports, you also get a summary of feeds fed during the year, a comprehensive analysis of feed and forage utilisation and costs, a report to track the cost of replacements brought into the herd and a longevity report which enables you to look at the reasons for culls and react to why cows are leaving and any underlying health problems.

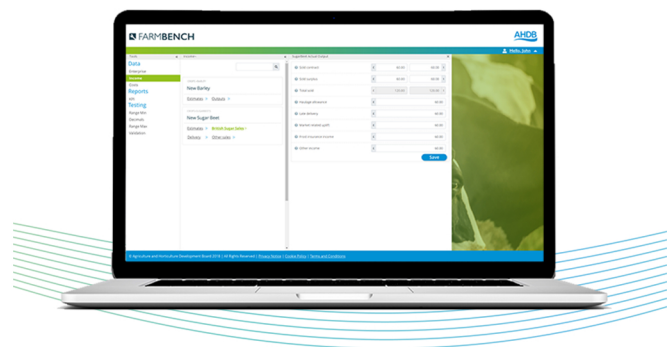
Level 3 is the Health package and this helps you to link health issues to cow performance and herd profitability. Quarterly reports are produced to allow targeted approach to cow records. The reports include a health summary which highlights herd performance with a summary of fertility and health status, including replacement costs and vet and med costs. Also, a fertility report, a mastitis report, a lameness report and a farm assurance measures report which contains all the data required for compliance for an audit.





Farmbench is available for beef, lamb, dairy, combinable crop, potato and sugar beet enterprises. It is funded by the AHDB levy and so the service and support is free to access.

If a full costings review is not something you are quite ready for there is also the option to work with us to look at a Farm Business Review. This is a new programme produced by AHDB which allows you to choose the key performance indicators you would like to look at. This programme is simple and easy to use and is available for dairy, beef and lamb. The beef and lamb KPIs are currently production focused at the present time but we can work with AHDB to further develop the programme and options available.



The farm business review also gives the opportunity for you to prepare for the reductions in BPS payments. There is a calculator that allows you to understand how these reductions will impact your business and also an assessment which looks at your business resilience to determine if you are fit and ready for the future. The tool is free and impartial.

Here at Dugdale Nutrition, we would love the opportunity to work with you to ensure your business is profitable and healthy.

For further information about recording and monitoring, please do not hesitate to contact your local DN Sales Specialist or email our Veterinary Technical Manager, Debby Brown:

debby.brown@dugdalenutrition.com

Finally, Level 4 is the Profit Manager package which allows full financial monitoring. This provides either an annual or quarterly assessment and set of reports developed to identify dairy herd profitability under any milking system. All costs of dairy production are assessed and benchmarked against a comparison group of other progressive herds. Annual figures can be taken from farm accounts. The report shows a 12 month comparison of this year vs last year and covers output and variable costs as well as overhead costs.

Data can be collected by your Dugdale Nutrition sales specialist and inputted online providing an immediate report, or you can input the data yourself and review the report with your sales specialist.

Beef, Lamb & Other Enterprises

Farmbench is an online benchmarking tool that allows you to compare your farm to similar businesses. It helps you to identify where you can improve efficiency and increase profits. The platform allows you to evaluate your fixed costs and therefore understand the strengths of your business.

At Dugdale Nutrition we can work with you to collate and input the data, or you can input the data yourself and we can review the reports with you. We can also provide the opportunity to link you with other, similar farmers, as a discussion group to compare results and give the opportunity to share best practice and get ideas for areas of improvement.

