

MILK DIGEST

August 2019

Published by The Royal Association of British Dairy Farmers

'NEW' GOVERNMENT MUST TAKE ON BOARD POTENTIAL LABOUR CRISIS FACING DAIRY INDUSTRY

Boris Johnson was appointed as our new Prime Minister last month and with that comes a brand new cabinet that sees Theresa Villiers take up the position of Secretary of State for Environment, Food and Rural Affairs, someone who has previously said she would support a no-deal Brexit. Regardless of Mr Johnson's chosen cabinet we know that he is a devout leave campaigner and has said on more than one occasion that we will leave the European Union 'come what may' on 31 October.

The Royal Association of British Dairy Farmers has declared that the new PM and his cabinet must consider the drastic implications leaving the EU without a deal could have on our already strained overseas labour network.

Despite efforts from ourselves and other farming organisations, the Migration Advisory Committee and Defra continue to ignore the staffing crisis facing the dairy industry when instead they should be looking, in depth, at the scale of concern for permanent staff and definition of skills and skilled workers required on dairy farms.

DIARY DATES

13 Sept - Women in Dairy Yorkshire group

18 Sept - Women in Dairy Annual Conference, Worcester

24 Sept - RABDF 143rd AGM, Dairy House

29 Oct - Women in Dairy Hereford, Worcester & Gloucester group

30 Oct - Women in Dairy Somerset group

5 Nov - RABDF Policy Conference, London

29 Jan - Women in Dairy Somerset group meeting

5 Feb 2020 - Dairy-Tech, Stoneleigh Park

Full details and booking at
www.rabdf.co.uk or
www.womenindairy.co.uk



Previous work we have carried out concludes that EU-labour is making a significant contribution to dairy businesses with farms becoming more reliant on overseas labour with 56% of respondents (2016) employing staff from outside the UK in the last five years compared with just 32% in 2014.

Government must also realise that these gaps won't be filled by British workers – when we surveyed 2,000 UK adults only 4% were willing to consider job roles on a dairy farm. The main reasons for not considering a job in the sector were the unsocial hours, rural location and working with machinery and animals.

A further survey commissioned by RABDF and carried out by Ian Potter Associates in 2017 showed that the 1,000 dairy farms surveyed produce over 2.23 billion litres of milk – 15% of the UK's overall annual volume – and have between them nearly 270,000 cows. Almost 17% of these dairy businesses have foreign workers within their workforce and more than half of these non-UK workers are in skilled positions of herdsmen or herd managers.

RABDF managing director Matthew Knight says: "Labour issues have shot to the top of the list of challenges for many dairy farms after the Brexit referendum and it is clear a very significant proportion of our milk is dependent on foreign workers – over a quarter of farmers say

they have significant or intense problems recruiting making it one of the key limiting factors to growth, and to the effective operation of dairy farms.

"This is only going to continue with Brexit and could have catastrophic results if we leave the EU without a deal. The ready and steady supply of skilled, dedicated foreign workers is critical to the success of the sector, and to its long-term prosperity. With this in mind the Government must consider the issue as a matter of urgency and work together with the industry to avoid what will otherwise be a 'cliff-edge' shortage of labour in the near future."

The RABDF are therefore urgently calling on the Migration Advisory Committee to review the need for dairy herdsman to be added to the Shortage Occupation List, a list that consists of critical jobs in short supply. Herdsman play a vital role in the dairy industry and must be recognised as having a pivotal role when it comes to the prosperity and success of the British dairy sector. It is astounding that roles like this can be excluded from the SOL when others such as artists and dance choreographers are included, which in itself demonstrates the need for immediate action on the matter.

All previous work carried out by the RABDF into the potential overseas labour shortage can be found at www.rabdf.co.uk/labour



Complaint letter to BBC: report on the results of the new IPCC report



Following the BBC's coverage of the IPCC report, RABDF has submitted the following complaint. We will report back to members if we receive a response from the BBC.

The Royal Association of British Dairy Farmers representing the UK dairy farming industry, is annoyed and frustrated to see the BBC report the findings of the recent IPCC as they did – misconstruing facts and being deliberately misleading, at the expense of the reputation of dairy farmers and the whole agriculture sector – the dairy industry understands it has a responsible role to play in reducing GHGs but also recognises that our world class dairy farmers are already providing the solution to lower GHGs through

best practice, high welfare standards and extensive environmental work, the majority of which goes unrecognised and unreported.

Specifically, the IPCC report stated that reducing food waste and leading healthy diets – diets that include animal products from ‘sustainable and low emission systems’ – were both ways we could look at combating rising temperatures and reducing the overall amount of GHGs produced.

At no point did the report state that we should be ‘switching to plant based diets’ as the solution. While it outlined a balanced diet was of benefit it actually highlighted that including animal products in this diet – when

sourced sustainably and from low GHG emission systems – they could contribute positively as a solution to climate change.

Also in an online report, published on 8 August, by Roger Harrabin there is more than one reference to the need to reduce consumption of animal products – with the headline stating ‘a plant based diet can fight climate change’ – and your only quote coming from Compassion in World Farming. This is an example of bias with the article stating facts only against eating animal products with no counter argument. We have seen this across all BBC reporting platforms when it comes to farming recently.

We also want to question why the focus of your overall reporting into the IPCC results was aimed at farmers when this sector makes up less than 10% of the overall contribution to GHGs. You should focus on all sectors, especially those posing more serious risks and challenges than agriculture when it comes to emissions and their contribution to climate change – eg transport, energy supply, business and residential.

UK Farm Livestock Brexit group

RABDF is one of the many UK farm livestock organisations that form part of the UK Farm Livestock Brexit group. Originally started by the Livestock Auctioneers Association this group has grown in importance in that Defra now see it as the main channel in which they can communicate thoughts and ideas to the whole sector.

At the last meeting Robert Goodwill, the Farming Minister within Defra attended, and Tim Brigstocke, RABDF's Policy Director was able to update him on the continuing issues affecting labour on many dairy farms – an area the RABDF have done a lot of research and lobbying on.

Previous work carried out by the RABDF concluded that EU-labour was making a significant contribution to dairy farms with farmers clearly concerned that Brexit will have a major impact on their future sourcing of skilled EU-labour. It is clear that dairy farms are becoming more reliant on overseas labour with 56% of respondents (2016) employing staff from outside the UK in the last five years compared with just

32% in 2014.

Our current position; that we relayed to the Minister, is that the main issue still not being appreciated by the government is the scale of concern for permanent staff and definition of skills and skilled workers required on dairy farms. Our research shows that this gap simply won't be filled by British workers, when we surveyed 2,000 UK adults only 4% were willing to consider job roles on a dairy farm. The main reasons for not considering a job in the sector were the unsocial hours, rural location and working with machinery and animals.

It is therefore imperative that government take on board the fact that people working on dairy farms have an enormous skill base ranging from basic manual work to complex computer farm management and feeding matters.

RABDF will be following up the progress from this meeting with the Minister over the next couple of months to try and drive forward a solution to the potential labour problem facing many dairy farms across the UK.

Defra's Clean Air Strategy – help us to help you

Have you heard about Defra's Clean Air Strategy and the potential implications its legislation could have on dairy farmers across the UK? RABDF is focusing on this area as part of its current policy work and is asking you to help out by completing the short survey at - www.rabdf.co.uk/clean-air-strategy

We are looking to collate as much information as possible on the topic from all types and sizes of dairy farms - this means we want to hear from you regardless of what you do or don't know about Defra's proposals.

Your feedback will enable us to progress our influencing and lobbying work by putting a comprehensive report together that challenges certain areas of the proposed new regulations put in place by Defra.



Since the last edition of Milk Digest, plans for Dairy-Tech have really taken shape with over 200 companies joining us at Stoneleigh Park on 5 February.

The main exhibition halls have now sold out and the new machinery hall is almost at capacity. If you have not yet booked your stand please contact Charles Neale to ensure you don't miss out. (charlesneale@rabdf.co.uk or call 02476 639317)

AHDB have again been confirmed as technical partners for the event and join a host of other sponsors including Hi-Peak, SEMEX, Cogent, World Wide

Sires, Mole Valley Farmers, EM Agitron, Alltech and Keenan.

Speaker programmes for the Innovation Hub, Dairy Hub and Skills Studio are taking shape and are set to inspire new thinking and showcase the latest innovations and research across the sector.

All RABDF Members receive free entry to Dairy-Tech. Details of how to claim tickets will be sent later in the year.

Visit www.dairy-tech.uk for the latest information or follow us on Twitter @Dairy_TechUK

and @theRABDF



Representing You

It's difficult to believe that after all this time everything is still Brexit orientated. Many of the things that RABDF have campaigned for in the recent past remain sadly unresolved in particular access to labour, which in the words of John Allen at Kite remains the biggest issue facing the large progressive dairy farmer. Yet despite all our efforts both on our own and in conjunction with the NFU much remains incredibly unclear. With Seasonal workers the situation is fairly clear but for skilled full time herdsman/herd managers on dairy units there remains much uncertainty.

RABDF were able at the last UK Farm Livestock Brexit group meeting to give a short presentation to the then Minister, Robert Goodwill MP on this subject only for him to remark as he was leaving the meeting that as a Jeremy Hunt supporter he was unlikely to be in post for long! That has come to pass but the returning George Eustice is well aware of the issue. The difficulty is trying to get the Home Office and particularly the very influ-

ential Migration Advisory Committee to see that there is a problem. We will keep trying. If any member has a particular case study/example that they are prepared to share with us that would be hugely helpful. The MAC want concrete examples.

The next session of the All Party Parliamentary Group (APPG) on Dairy Farming will start in the autumn and the chairman Scott Mann MP wants to concentrate on good environmental practice in the dairy supply chain. So once again we are on the lookout for any examples of good practice that we can use to brief the MPs and members of the House of Lords.

There are only a very few projects within Government which are continuing unaffected by Brexit or indeed continuing Government cut backs. One is the Livestock Information Programme (LIP) which is aiming to bring all the various farm animal data bases under one package incorporating both the statutory requirements of government

with the more useful added value things wanted by the farming sector. RABDF represents the dairy sector on the Traceability Design Users Group (TDUG), which is the main industry advisory group. This massive IT project has now been established as a joint AHDB/Defra activity and a new Board of Management is currently being established. LIP was the subject of discussion at the last Dairy Science Forum which RABDF administer through the good offices of John Sumner. I was surprised the level of concern that many leading dairy farmers had about this activity in that they saw Big Brother issues rather than seeing any added value benefits to their farming activities. This goes to show how important communications are within the industry and why a new marketing/PR group has been formed to create the correct messages about this programme. RABDF sit on this new committee.

If any member would like to raise any issues with us please do let us know.

Tim Brigstocke, Policy Director

Five essential steps: IMPORTING from the UK

1. Get an EU EORI number

- To import goods from the UK post-Brexit, you will need an **Economic Operator Registration and Identification** (EORI) number. These are issued by the **customs authority** of the EU country in which you are established and are essential for all EU **import procedures**.
- EORI numbers granted in the UK will no longer be valid in the EU post-Brexit.

2. Check the commodity/tariff codes

- An import declaration will need to be filled out using the correct commodity code. Using the wrong codes for your products in customs declarations risks paying the wrong tariff, costly delays at the border or potential fines.
- Search for your commodity code codes and **find the tariff** your imports from the UK will face. The EU's Binding Tariff Information (BTI) system **can advise** on tariff classifications (**It will depend on your own Incoterms as to who is responsible duties incurred by the goods**).

3. Check the product labelling

- Products must be **labelled correctly** to reflect the UK's third country status. UK products can no longer use 'EU' in country of origin labelling while products marketed as **organic** may face EU export restrictions until the UK becomes an approved third country.
- An EU importer/Food Business Operator address will be required on product labels and products of animal origin must include the **new UK health and ID mark**.

4. Know what certificates the products need

- To ensure imported products can enter the EU, they need to be able to pass regulatory checks for third country goods. Products of animal origin require **pre-notification** via **TRACES**.
- Products of animal origin need to be accompanied by an Export Health Certificate and must arrive via a **Border Inspection Post** (BIP) for inspection by a Veterinary and Phytosanitary Border Inspection Office. Most fish products will need a **catch certificate**.

5. Decide if you will use a customs agent

- Most businesses use a customs broker, agent, or **freight forwarder** to make **customs declarations** for them. This can make exporting simpler and faster. You may want to explore EU customs simplifications and facilitations with your **national customs authority**.
- You may want to work with the UK exporter to ensure they are ready to submit an export declaration.

Food and Drink Federation | 6th Floor | 10 Bloomsbury Way | London WC1A 2SL | Tel: +44 (0)20 7836 2460 | www.fdf.org.uk

Registered office as above. Registered in London with limited liability. Certificate of Incorporation no. 210572. VAT number: 761253541. The Food and Drink Federation seeks to ensure that information and guidance it provides are correct but accepts no liability in respect thereof. Such information and guidance are not substitutes for specific legal or other professional advice.

Updated 13 August 2019

Food and drink no-deal Brexit: 20 essential actions businesses should take



IMPORT PROCESSES

- Ensure you have a **UK EORI number**. You will not be able to import without one and it only takes a few minutes to apply.
- Check you are using the correct **commodity codes** to ensure you are ready to pay the right **tariffs** on any imported goods.
- Check your eligibility to use **Transitional Simplified Procedures** (TSP) and if possible register now.
- Ensure you are aware of any new processes and procedures that will apply to imports of **high-risk food and feed**.
- Decide if you will use a **customs agent**.

EXPORT PROCESSES

- Ensure you have a **UK EORI number**. If you need to interact with EU customs, you will also need an **EU EORI number** from the country where you first lodge a declaration.
- Check you are using the right **commodity codes** to avoid problems when your goods arrive in the EU.
- Ensure you are aware of required **certification and pre-notification processes**. If you export animal products to the EU, **confirm** to FSA that you would like to be added to the of approved UK exporters.
- Ensure **product labelling** meets EU third country requirements. Prepare packaging artwork changes.
- Decide if you will use a **customs agent**.

SUPPLY CHAINS

- Work with suppliers, customers and service providers to map your supply chain, identifying where potential risks and problems could arise.
- Identify opportunities to change your supply chain to mitigate against disruption at the ports or added costs of raw materials.
- Be aware of stocks of key imports and exports in the UK or EU. The cost and lack of storage capacity in October mean stockpiling will not be possible for most businesses.

IRISH BORDER

- Assess **tariff and practical implications** facing goods that need to cross the Irish border.
- Monitor updates from Government departments in Northern Ireland and the Republic of Ireland.

WORKFORCE

- Help your EU national employees in the UK apply for the **EU Settlement Scheme** to ensure they can continue to reside in the UK. New EU employees arriving after 31 October can **register their stay** after three months.

TRANSPORT & LOGISTICS

- Speak to your freight supplier about the information they will need from you before they can transport your goods across the EU border.
- Check if the ports you use have traffic management systems. (e.g. **Operation Brock at Dover**) and the **correct authorisations**. Identify **EU Border Inspection Posts** (BIPs) you may need to use when exporting. Sign up for **road freight updates**.

FINANCIAL CONSEQUENCES

- Assess your **currency exposure** to volatility that could affect your costs. Speak to your bank about hedging to manage these risks and about your cash flow limits.
- Check supply agreements to understand who is responsible for **payment of duties**. Check who is responsible for goods that are delayed. Seek legal advice about potential breaches of contract or if you need to abandon a supply contract.

Principal sponsor



WOMEN IN DAIRY ANNUAL CONFERENCE

Resilience and emerging opportunities

18 SEPTEMBER 2019 - 9:30AM TO 3:30PM

SIXWAYS STADIUM, WORCESTER

INCLUDING THE PRESENTATION OF THE DAIRY INDUSTRY WOMAN OF THE YEAR AWARDS



- **Welcome address** - Gill Newman, Deputy Regional Director North for Corporate Banking, HSBC UK
- **In control of your own destiny** - Gemma Smale-Rowland, 3rd Generation Dairy Farmer, Cornwall
- **Creating the future of Dairy** - Graham Wilkinson, Senior Director - Agriculture, Arla Foods
- **Knowledge Exchange and Business (Succession) Planning to Enhance Your Resilience** - Beth Dooley, University of Exeter
- **The positive power of social media** - Dr Jude Capper, Livestock Sustainability Consultant, Dairy Industry Woman of the Year 2017
- **Small changes, big impact. Why I am optimistic about eradicating bTB** - Sarah Tomlinson, Westpoint Farm Vets Ashbourne
- **Calf health - reduce disease, reduce antibiotics and improve your efficiency** - Dr Ailsa Milnes, Veterinary Adviser, Boehringer Ingelheim

www.womenindairy.co.uk to book or call 02476 639317

CONNECT • SHARE • INSPIRE

Organiser

National sponsor

Media Partner



Sponsors



vetPartners

DAIRY INDUSTRY WOMAN OF THE YEAR AWARD FINALISTS 2019

The Dairy Industry Woman of the Year Award, sponsored by HSBC, will once again be awarded at the national Women in Dairy conference next month. Presented to the individual who has demonstrated the core values of Women in Dairy – connect, share and inspire – the award aims to celebrate the achievements of women in the British dairy industry.

This year was no exception when it came to fantastic quality nominations – evidence that there are some brilliant women working across a whole host of roles and jobs in the industry promoting the sector and everything it stands for. This year's four finalists were chosen by the advisory board and will now face an interview round ahead of the winner announcement.

Meet your 2019 Dairy Industry Woman of the Year Award finalists:



LYNSEY AWDE

- Location: Cumbria
- Owner of Broadmeadows Farm
- Farming 1,300 acres, managing 500 head of pedigree milking cows with 500 followers and 300 beef
- Ambassador for developing young female talent in the industry

Lynsey has always had a passion for British agriculture and succession from her parents plays a large part in where she is with her farm today. Her team comprises of family, students and long term employees – many of which are not only female, but come from non-farming backgrounds, with limited or no dairy knowledge or experience.

In addition to the farm Lynsey also has an active role on the regional board for Meadowfoods and has worked to develop an effective and successful working relationship with World Wide Sires Global Training Centre in Washington. This work has not only improved the health and welfare outcomes on farm but increased her knowledge which has made protocols and attention to detail

paramount in education and allowed some of her young female staff to be upskilled.

The farm is energy self-sufficient and aims to become one of the lowest carbon footprints of any farm. They run an anaerobic digester solely off waste manure, in turn contributing to the reduction of artificial fertiliser use. In running a successful enterprise the farm is able to produce food in a responsible way and through the use of education to help benefit nature as well as people's health and wellbeing.



MARY QUICKE

- Location: Devon
- Executive director of Quicke's Traditional Ltd – the largest British naturally matured traditional cheddar maker
- 1500 acre farm with 600 cows
- 14th generation

Quicke's is an integrated cheesemaking and farming family owned business producing world class cheese. Mary has been running the cheese business since 1987 and received an MBE for her contribution to farming and cheesemaking in 2006.

Mary applies her cheese expertise by judging at a number of prestigious competitions including the World Cheese Awards, Bath & West Show, British Cheese Awards and the American Cheese Society Awards.

In 2013 Mary began work on the Academy of Cheese which launched in 2017, aiming to promote cheese knowledge and provide career development, both within the industry and amongst the wider public.

She holds several non-executive directorships including board memberships for the Food Standards Agency and AHDB Dairy and is trustee of Seale-Hayne Educational Trust and Devon County Agriculture Association. She also shares her experiences of farm life each month in her award winning column for Devon Life magazine.



BECKI LEACH

- Location: Yorkshire
- Senior Consultant at Kite Consulting
- Former Knowledge Exchange Manager for AHDB Dairy

Becki has worked within agriculture in a variety of roles since completing her BSc (Hons) Applied Animal Science in 2008.

Until recently Becki worked as a Knowledge Exchange Manager for AHDB Dairy and has been described as the driving force behind their Dairy Leader Programme. She has now joined Kite Consulting as a Senior Consultant, focusing on people and business management; facilitating farmer groups and working with individual farm businesses.

Becki says her personal and professional mission is to actively influence the success and positive reputation of British Agriculture and has developed a strong social media presence to help champion this cause.

She is widely known for her dedicated approach to her work and has embedded a layer of trust with dairy farmers and other participants in the dairy supply chain.

She is not only a team player but inspires those around her by taking farm related projects to the next level – engaging with farmers from all system types and sizes.

Becki has studied best practice in other industries which has allowed her to transfer this knowledge to those in the dairy sector.

She is currently studying a 'Lean Management' course with the view that, used as a management tool, it has the potential to benefit the industry at many levels.

Becki also works on a busy farm in Yorkshire focusing on livestock management and regularly participates in a milk delivery round.

DAIRY INDUSTRY WOMAN OF THE YEAR AWARD FINALISTS 2019



GEMMA SMALE-ROWLAND

- Location: Cornwall
- Founder of Cornish Moo
- Farming a 120 pedigree Holstein herd grazing for at least six months of the year

- 4th generation

Building her own dairy herd is something Gemma dreamt of from a young age. After much hard work and support from her family this is now a reality.

In February 2019 she created a new business 'Cornish Moo' – an on-farm vending machine which not only allows the public to buy the highest quality milk but helps them engage with where their milk comes from.

Despite the challenges facing the dairy industry Gemma continues to educate herself, push boundaries and constantly makes it her mission to connect, share and inspire others to change the perception of the sector for the next generation.

Despite her involvement with commercial farming Gemma still makes time to actively contribute to policy development and sits on a number of boards including the National Dairy Board and Red Tractor TAC Board.

She has previously held roles on the Dairy Crest Forum Board and is a past Worshipful Company of Farmers Scholar and RABDF Entrepreneurs in Dairying graduate.

Alongside this Gemma actively drives farm safety campaigns such as #buckleupforiceman and organises meetings at her farm to provide local farmers a chance to address key issues with their local MP and farming organisations such as the NFU.

We asked all our finalists how it felt to be nominated and selected as a finalist:

MQ: I feel so honoured – there are a lot of amazing women in dairy.

When I first went into farming, women were just as vital, and important, but

took a back seat. I suppose I've been fortunate to be in the driving seat since and it's been a fun ride!

GSR: When I heard I'd been nominated and selected as a finalist I was both shocked and honoured. I see myself as just a dairy farmer's daughter from Cornwall who wants to inspire and encourage others into our industry, promoting and making positive change for our future. To be honest it's amazing that someone has recognised me and taken the time and effort to nominate me!

BL: As a woman working in an industry that I am hugely passionate about it's a massive compliment to be nominated – not only alongside some fantastic finalists, but also amongst lots of other women throughout the industry. I hope it acts as a catalyst to raise the profile of all women in dairy and wider agriculture focuses on the invaluable contribution we make.

LA: No matter how old or young you are, positive recognition of your work is always a proud moment however, I was both shocked and overwhelmed.

We then went on to ask what future opportunities they see for the industry:

MQ: There are lots of future opportunities, we must make the best use of all the people, regardless of their background and where they come from. We also have the opportunity to make a chance for the carbon sequestration value of permanent pasture so people understand that eating dairy actually helps save the planet. We must also work on people's knowledge and appreciation of dairy – my aim with Academy of Cheese is that great cheese will be served in every pub and café in the land – like you can currently get great wine.

GSR: We face a huge number of challenges as we look towards the future but none that can't be overcome and changed into opportunities. It's important to remember that we need a lot of drive, passion, vision and work to move forward in today's agricultural industry in order to create a brighter future. I want to ensure the next generation know what a fantastic sector we have and what chances they have, so will continue to strive to be an industry spokesperson and role model working to create a bright path for the generations to come.

BL: Now, more than ever, we need to adapt and react to a quickly changing and

often challenging production environment. I think the biggest opportunities for our industry lie in the hands of its people and how they react to these challenges. There is so much we can do to connect, collaborate and share ideas and information between ourselves and allied industries. We can use these networks to also help improve and promote our industry. It is crucial to make sure everyone is valued for the skills and experience they bring, so ultimately, we have an industry where we don't need a "women" specific group. Finally, we should share our passion for our industry to engage the consumer and think creatively about how we can create opportunities to inspire the next generation into the industry.

LA: Whilst animal health and welfare continues to be a high priority we need to encourage the media usage in order for our sector to educate and interest future generations – welcoming agricultural press, farming groups, the local community, colleges and children to visit and get a better understanding of innovative approaches. By doing this the younger generation will then be able to better aid the development of future technology to make our industry more sustainable and desirable.

This year's Women in Dairy conference is on Wednesday 18 September at Sixways Stadium, Worcester. Tickets can be purchased online at www.womenindairy.co.uk/conference Members get a 25% discount on tickets and we have a number of FREE tickets available for students.

Latest News

- Sarah Caldwell, Calweton Vets, is the new facilitator for the Cornwall group.
- Anna Macpherson, Dairy Decisions, will be relaunching a Dorset group.
- Boehringer continue as National Sponsor and will be speaking on antimicrobial resistance at all groups over the next couple of months.
- Please see the website for meeting dates and topics, contact details and to get involved in your local group. www.womenindairy.co.uk
If you are interested to start a group, please contact Emily Egan (emilyegan@rabdf.co.uk or 02476 639 317). There will be a facilitator training day on 25 November at Dairy House please contact Emily for details.





METCALFE FARMS MAKE GOLD CUP OPEN DAY HISTORY

Almost 3,000 people flocked to Leyburn to visit the NMR/RABDF Gold Cup open day hosted by 2018 competition winner Metcalfe Farms.

The 1,300 pedigree Holstein herd at Washfold Farm not only made history with record visitor numbers but also with the number of trade stands in attendance. The event, principally sponsored by Barclays, saw 75 companies choosing to come along and exhibit, supporting the day and the Metcalfe Family. Both figures were a true reflection of the popularity and success of the Metcalfe enterprise within the industry.

Matthew Knight, managing director of RABDF, said it was a fantastic day for the dairy industry and one that would without doubt go down in the history books.

"It's days like this that demonstrate all of the brilliant things the dairy industry stands for. It has been a privilege to work with the farm to showcase everything they do as an example of best practice."

"I doubt there is one person who left without taking a piece of new information home to implement on their own farm which in itself shows how the sector is continuing to focus on progression and the implementation of new ideas and concepts – elements vital to future success."

Host farmer Philip Metcalfe said it was fantastic to have the chance to showcase their farm as a result of winning the Gold Cup competition. "It was a pleasure to host everyone – we are totally overwhelmed with all the kind comments we've received and can't thank everyone enough for taking the time to pay us a visit."

Oliver McEntyre, national agricultural strategy director, Barclays said: "We are thrilled to have sponsored the RABDF Gold Cup this year. Barclays, and in particular Tim Watson their Agriculture Manager, have supported Metcalfe Farms for a number of years and this is a truly outstanding achievement. It's important that we take a step back on occasions such as this to celebrate successes and reflect which helps to drive excellence and standards across the sector."

The day saw talks from a variety of industry specialists, all of whom have been integral to the farms success. Topics covered optimising the milking system, feeding for health and performance, early life nutrition and an overview of herd health. Talk stations rotated throughout the afternoon with all sessions being well attended. Dr Jim Reynolds from the US also spoke on achieving excellence in youngstock welfare as part of his tour to the UK with AHDB Dairy.

The finalists for this year's competition will be announced next month.



Annual DAIRY Business & Policy Conference

2019



About:

This will be the third conference taking place and the day is aimed at informing the industry and its decision makers on the latest topics, information and policy affecting the sector. The speaker programme will cover topics that are currently relevant to, and affecting the sector, such as future environmental regulation, the Clean Air Strategy, economic challenges and opportunities, consumer perceptions and genomics.

Whilst there will be some stand-alone speakers, the majority of sessions will see two or three speakers discuss the topic from different perspectives, in some cases focusing on what we can learn from other sectors. After each of these there will be a Q&A panel session with the relevant speakers taking questions from the floor.

When & where?

Tuesday 5 November

10:30am - 4:00pm

**One Birdcage Walk,
Westminster, London,
SW1H 9JJ**

Tackling challenges in a post-Brexit market

Tuesday 5 November

Timetable

10:15am	Official open from Scott Mann MP
10:35am	Update on current environmental policy and regulatory that the industry will have to face in the coming months - Tim Mordan, Deputy Director, Defra
The future economy	
11:15am	What are the future challenges of external risk factors affecting UK dairy farms both nationally and globally? - TBC
11:35am	Economic success factors on UK dairy farms - Edward Lott, Kite Consulting
11:55am	Economic success factors on global dairy farms - Brendan Horan, Moore Park
12:15am	Q&A panel session with the above economy featured speakers
12:30pm	Lunch (1 hour)
Are we delivering on Defra's Clean Air Strategy?	
1.30pm	What does the latest regulation mean for dairy farming and what can be learnt from the pig and poultry sector - Kate Morley, Policy Adviser on Climate Change and Agriculture, Defra
1.50pm	What is being done to lower emissions in other sectors and can it be adapted into the dairy industry? - David Alvis
2.10pm	The practical aspects of Defra's Clean Air Strategy proposals - David Ball, AHDB Dairy
2.30pm	Q&A panel session with the above Clean Air featured speakers
Consumer focus	
2.45pm	Current dairy trends and statistics - Rachel Knight, Kantar World Panel
3.00pm	How are dairy trends impacting consumer behaviour and what work is the industry doing to transform the image of dairy products - Susie Stannard, AHDB Dairy
3.30pm	'Every calf has a value' - Arla Foods
3.40pm	Q&A panel session with the above consumer featured speakers
3.55pm	Closing remarks
4.00pm	Depart



Confirmed Speakers

Kate Morley, Policy Adviser on Climate Change and Agriculture, Defra

Kate Morley is a policy advisor in the air quality team at Defra leading on agriculture and ecosystems impacts. Kate's role includes implementation of the measures to reduce ammonia emissions from farming set out in the Clean Air Strategy published in January 2019. Kate joined Defra in 2005 as a scientist and has since worked in policy roles on various areas, including EU agriculture, agri-climate and sustainable farm management. Before joining Defra Kate worked as an ecologist at the Centre for Ecology and Hydrology and has a PhD in horticultural entomology.



Susie Stannard, AHDB Dairy

Susie Stannard has spent 19 years in the market research industry, focusing on consumer insight. She has worked for two of the largest market research agencies (Millward Brown and Nielsen), focusing on the food and drink industries in areas such as brands, advertising, consumer usage and attitudes and how attitudes shape buying behaviour. She also worked for H.J. Heinz, providing insight to support marketing and innovation in the soup, beans and pasta meals categories. For the past two years she has brought these skills to the agriculture sector at the Agriculture and Horticulture Development Board (AHDB), within the Consumer and Retail insight team, where she focuses on leading insight into the dairy sector.



David Alvis, Elsham Linc Ltd

David Alvis is a consultant Project Manager to Elsham Linc Ltd, one of the UK's largest pig producers, where he is currently overseeing the design, construction and commissioning of slurry acidification systems for 11 of the company's pig farms in North Lincolnshire. This significant investment is intended to ensure compliance with future Environmental & Air Quality regulation as well as driving significant welfare and productivity benefits across the business and its associated arable farming operations.

David has 30 years of management experience across the arable and livestock sectors and prior to his current role, was Managing Director of Yorkshire Dairy Goats, Europe's largest goat milk producer. Previously he co-managed the Sustainable Agriculture and Food Innovation Platform for the Technology Strategy Board (now InnovateUK) that invested over £90 million in collaborative R&D projects in the UK, between 2010 & 2014, to support sustainable agricultural productivity growth.



Early bird ticket prices*

Supply trade:

£135

Corporate members: 2 free tickets with additional tickets

£100.80

RABDF members:

£34

Farmers:

£45

Students:

FREE

*Early bird rate available until: 1 September 2019

Standard rate ticket prices

Supply trade:

£150

Corporate members: 2 free tickets with additional tickets

£112

RABDF members:

£38

Farmers:

£50

Students:

FREE

Book your tickets

Tickets available at
www.rabdf.co.uk/business-policy-conference
email office@rabdf.co.uk or call 02476 639 317



Dairy House, Unit 31 Abbey Park, Starleton,
Kenilworth, Warwickshire CV8 2LY

#rabdfconf #rabdfconf

What's going to be discussed?

- Future environmental regulation
- The Clean Air strategy - what we know and what we can learn from other sectors
- Economic challenges and opportunities
- How are highly successful UK and global farms achieving economic success across different system types?
- Consumer insight and perceptions
- How does the consumer regard dairy products and their place in the market?

Rachel Knight, Kantar World Panel

Rachel is a Consumer Insight Director at Kantar, with over 6 years' experience of working with Grocery manufacturers to uncover shopper and consumer insights across industries such as Confectionery, Soft Drinks and most recently Dairy. Rachel is also a media spokesperson for Kantar, commenting on wider Grocery trends in the media and presenting at conferences such as the Food and Drink Innovation Network and to government bodies, including the Scottish Government and at the House of Lords.



Edward Lott, Kite Consulting

Edward has more than 15 years experience in dairy consultancy and works with a wide range of dairy businesses across the south of England and Wales. Edward's areas of expertise include dairy herd management, business management, cost of production analysis and strategic planning. He works across the industry with dairy farmers, processors and retailers as clients.



Brendan Horan, PhD Moore Park

Brendan Horan, PhD is a Principal Research Officer in Dairy Production Research at Teagasc, the Agricultural and Food Development Authority in Ireland. He is based at the Teagasc Animal and Innovation Centre at Moore Park, Co. Cork where he is responsible for multi-year farm systems research projects and has published widely in the field of grazing dairy systems and their impacts on animal performance, farm system profitability and environmental efficiency. His research interests include the development and evaluation of more resilient systems of dairy production. He holds a PhD in Dairy Science from University College Dublin and an MBA from University College Cork.



Additional speakers include:

Tim Mordan Deputy Director, Defra

David Ball Environmental & Building Senior Manager, AHDB

SOUTH WEST DAIRY FARMER SCOOPS DAIRY INDUSTRY ACCOLADE

Dairy farmer David Cotton was honoured by the dairy industry yesterday, presented with the Dairy UK Award 2019 at a ceremony in central London.

David Cotton yesterday received industry recognition and thanks for his long-standing dedication to representing the dairy industry, going above and beyond to promote the interests of sector.

David is a fourth generation farmer with over 30 years' experience in the dairy sector, who runs the successful family partnership Bridge Farm in central Somerset, a 520 hectare farm with over 250 pedigree Holstein Friesian Cattle.

In addition to being a partner in Bridge Farm, David has dedicated much of his career to representing the UK dairy sector on matters relating to animal welfare and farm management on the international stage, through the International Dairy Federation. David has also been an active member of the Dairy UK Farmers' Forum, has served as Chair of the Royal Association of British Dairy Farmers, and has served on the Dairy Board of the AHDB. He is currently a non-Executive Director of the RPA and the Chair of Dairy Pro.

Commenting, Dr Judith Bryans, Chief



David Cotton receives the award from comedian Miles Jupp

Executive of Dairy UK said: "We're thrilled to present David with the Dairy UK Award; he's gone above and beyond on behalf of the dairy sector, and his enthusiasm and knowledge have made him a pleasure to work with".

Commenting on his award win, David Cotton said: "Wow, what a surprise! It's an honour to receive this award from Dairy UK, and was certainly unexpected. I have always enjoyed working with the

great people in the dairy sector, and will continue to do what I can to promote our people and products in the future".

The Dairy UK award is given annually to an individual working within dairy, who has demonstrated an outstanding contribution to the sector over the course of their career.

The award was presented by comedian Miles Jupp at this year's Dairy UK Annual Dinner, at the Royal Garden Hotel.

Farms Needed for study into Reducing Phosphorus Loss



A PhD project funded by AHDB Dairy is looking for 50 UK dairy farms to participate in a project to identify the best practices to reduce phosphorus loss.

Research suggests phosphorus surpluses are common on UK dairy farms. By reducing these surpluses, dairy farms could minimise phosphorus pollution whilst also benefiting from increased phosphorus use efficiency and reduced feed costs.

Many of you helped with the initial survey, but what practices can be used to achieve this? A PhD project at the University of Reading, in collaboration with Harper Adams University aims to answer the important question: What are the best practices to reduce phosphorus loss on UK dairy farms?

The University is currently recruiting 50 dairy farms across the UK to sign up. Participating farms are being asked to complete a simple form to

collect data on the annual amount of phosphorus being imported into, or exported out of their farm (livestock, feed, fertilizer and milk). In cases where phosphorus contents of feed, manure or soil are unknown, a single farm visit to collect samples for analysis is arranged. These visits should take about an hour and will be done between September 2019 and March 2020.

Farms are encouraged to get involved with the incentive that participants will:

1. Receive a report of their farm's performance, including phosphorus balance and concentrations in soil, manure and feed.

2. See the anonymized data of all participating farms to allow for benchmarking of their performance.

3. Participants will also benefit by receiving the project's findings, which aim to identify best practices to reduce phosphorus loss.

For more details or to get involved, please contact Brad Harrison:

b.harrison@pgr.reading.ac.uk

Application deadline - 30 August



Entrepreneurs in Dairying

The next step in your career

Do you want to know more about contracts, joint ventures, finance and presenting your business case?

Entrepreneurs in Dairying is designed to cover these areas and help you plan the future of your dairy business.



The course will be held at the following colleges:



For more information or an application form, go to www.rabdf.co.uk or call 02476 639317

RABDF would like to thank our Corporate Members for their support



Genetics for Life



SHEPHERD AGRI

