



Kingshay

Providing
Evidence-Based
Livestock Solutions

KINGSHAY SERVICES:

- DAIRY COSTINGS
- PUBLICATIONS
- PRODUCTS & ANALYSIS
- DATA SERVICES
- CONSULTANCY
- ONLINE LEARNING

Dairy Costings

Dairy Manager is the most well known of Kingshay's services. The service has been running for over 25 years and has grown to become one of the UK's leading costings services. It enables dairy producers to see where they are now and benchmark against others on similar production systems.

We can offer you:

Level 1	Level 2	Level 3	Level 4
Tracking margin over purchased feed.	Includes margin over feed and forage.	Focuses on health and fertility.	Monitors costs of production.

"The Dairy Manager service allows users to drill down into the economic performance of their herd and highlight opportunities to improve efficiency on farm. It helps track feed efficiency, herd health status and costs of production, as well as antimicrobial usage."

Kingshay's Senior Farm Services Manager, Kathryn Rowland.



Standalone Services	Publications
Health Manager - Target your approach to health and performance.	Annual Dairy Costings Focus Report
Profit Manager - One-off analysis of your herd's profitability and costs of production.	Annual Antimicrobial Focus Report
Antimicrobial Monitoring Service	Monitor you herds performance on the go with the Kingshay App .

Data Services

Kingshay help provide robust data services to support better decisions, for the farm and the business. Kingshay work with both vet practices and industry experts including milk processors and feed companies. We have developed bespoke digital tools including websites and apps that provide both data collection and efficient reporting. We have the expertise to blend together bespoke digital solutions with the unique understanding of the needs of the end user.

We can offer you:

Flexible Solutions	Targets	Software Solutions
Digital data solutions that grow and mould as your business changes.	Help you meet every business goal with targeted solutions.	Website and app software solutions.

"A lot of our work is very much about improving efficiencies, good advice and working as a team, it all starts with having good data."



Kingshay's Development Director, Richard Simpson.

Publications

Kingshay is a membership organisation, with members gaining access to our knowledge base of over 300 publications. Our Dairy Insight publications cover all aspects of the dairy business, taking advice from around the world to achieve practical solutions. They provide farmers, large animal vets, farm consultants and other interested parties, with the most up-to-date information.

We can offer you:

"My passion is to motivate and inspire change on farm for a profitable, sustainable future. I'm responsible for getting information out to farm, either direct to farmers or via the allied industry."

Kingshay's Technical Knowledge Exchange Manager, Sarah Bolt.



Knowledgebase Library	Convenience	CPD / Staff Insight
Our knowledge base features topics such as soils, the environment, forage, health, and welfare in the dairy industry.	We provide expert solutions directly to you, via remote services or posted paper copies. 4 publications are provided monthly via your preferred format - post or electronically.	Our insight publications are an ideal resource for enhancing your own skills and those of your staff, ensuring everyone stays informed.

Consultancy

"We are passionate about providing a service for farmers that suits their farming system, and has benefits to them financially, to the environment and to their animal health and welfare."

Kingshay's Project Coordinator, Emily Bunn.



Kingshay have been providing farmers with practical, un-biased information since 1991. For over 30 years we have been developing and building a network of consultants, each with their own unique skills set. We cover areas including livestock nutrition, sustainability, soil health, grant applications, mobility & lameness, fertility, mastitis, TB biosecurity and youngstock management. At Kingshay, we believe consultancy is more than just giving advice, we build relationships with farmers around the UK and provide bespoke solutions for individual needs.

We can offer you:

Support that Suits You	Unbiased Advice & Information	 Telephone Support
We can provide traditional, ongoing consultancy to support long term goals, or a one off consultation providing quick, informative solutions to your current farm challenges.	Kingshay are an independent company, trusted and proven. Information is based around our own research and trials.	We provide telephone support for our members for practical advice on all farming issues. Call 01458 851555

Products & Analysis

"Kingshay's analysis suite provides a wide range of options for farmers to test their samples. They can manage their decisions with accuracy."



Kingshay's Administration Team, Helen Frost and Molly Lee.

Having completed our own tests and trials, here at Kingshay, we have developed a profound understanding of the importance of soil health and good quality forage to farmers. That is why we supply a range of analysis packs, working with proven and trustworthy analysis labs across the county. We supply the most accurate analysis results, to comply with farming regulations.

We can offer you:

Analysis		Sampling Tools	Measuring Kits	Publications
Soil	Water	Soil Sampling Tool	Jenquip EC09	Dairy Insight
			Jenquip EC10	Farm Trial Reports
Feed & Forage	Manure / Slurry	Silage Corer	Jenquip EC20	Monthly Checklists (Members Only)

Online Learning Platform

FarmIQ

"I am passionate about agriculture and taking care of our countryside. Proper education and correct understanding is the core of that. I am proud to deliver industry-leading expert courses, through FarmIQ, to those who share my passions."

Kingshay's Services Support & Marketing Coordinator, Lucy Hicks.



Kingshay believe that continually developing skills and knowledge is crucial for farmers, but different circumstance demand different approaches. FarmIQ is the agricultural training provider that marries industry leading expertise with a convenient, user-led format. Whether you farm big or small, there are courses to suit all needs and abilities, fuelling agricultural ambitions.

We can offer you:

Flexible Learning	Regulatory Courses	Industry Expertise
Online courses allowing you to decide the time, place and pace of your learning, as well as face-to-face courses.	Our medicines courses meet standards for Red Tractor farm assurance, while our poultry courses meet poultry passport standards.	These courses are vet and industry specialist led, providing cost effective and engaging content.



Providing Evidence-Based Livestock Solutions

PUT OUR INDEPENDENT INFORMATION, SERVICES AND ADVICE TO WORK WITH YOUR FARMING BUSINESS TO BUILD A HEALTHIER, MORE PROFITABLE FUTURE.

Kingshay are a team of agricultural specialists, based on a working farm in Somerset. Kingshay was established over 30 years ago, in 1991. We're very much about providing evidence-based solutions for farmers, with much of our work based on our own research. Primarily, we are centred around dairy farmers and dairy companies across the UK. However we are increasingly working with other livestock, including beef and sheep farmers, developing solutions and aiming to support farmers and their advisors.

Like many companies, Kingshay are very much about the people, we have a dedicated team ranging from advisers and vets through to the key people in the office managing and running our services.

Kingshay offer a wide range of services and products to help bring clarity to farming businesses.



For any further information on our services, call the team on **01458 851555**.



Search 'Kingshay Farming'

Bridge Farm, West Bradley, Glastonbury, Somerset, BA6 8LU

T: 01458 851555 E: contact.us@kingshay.co.uk

WWW.KINGSHAY.COM

All rights reserved. All information provided by Kingshay in this report is copyright and is not to be reproduced, stored or transmitted in any form or distributed to other persons without written permission of Kingshay.

DISCLAIMER: Kingshay can take no responsibility for the consequences of actions carried out as a result of the information contained in this report.