

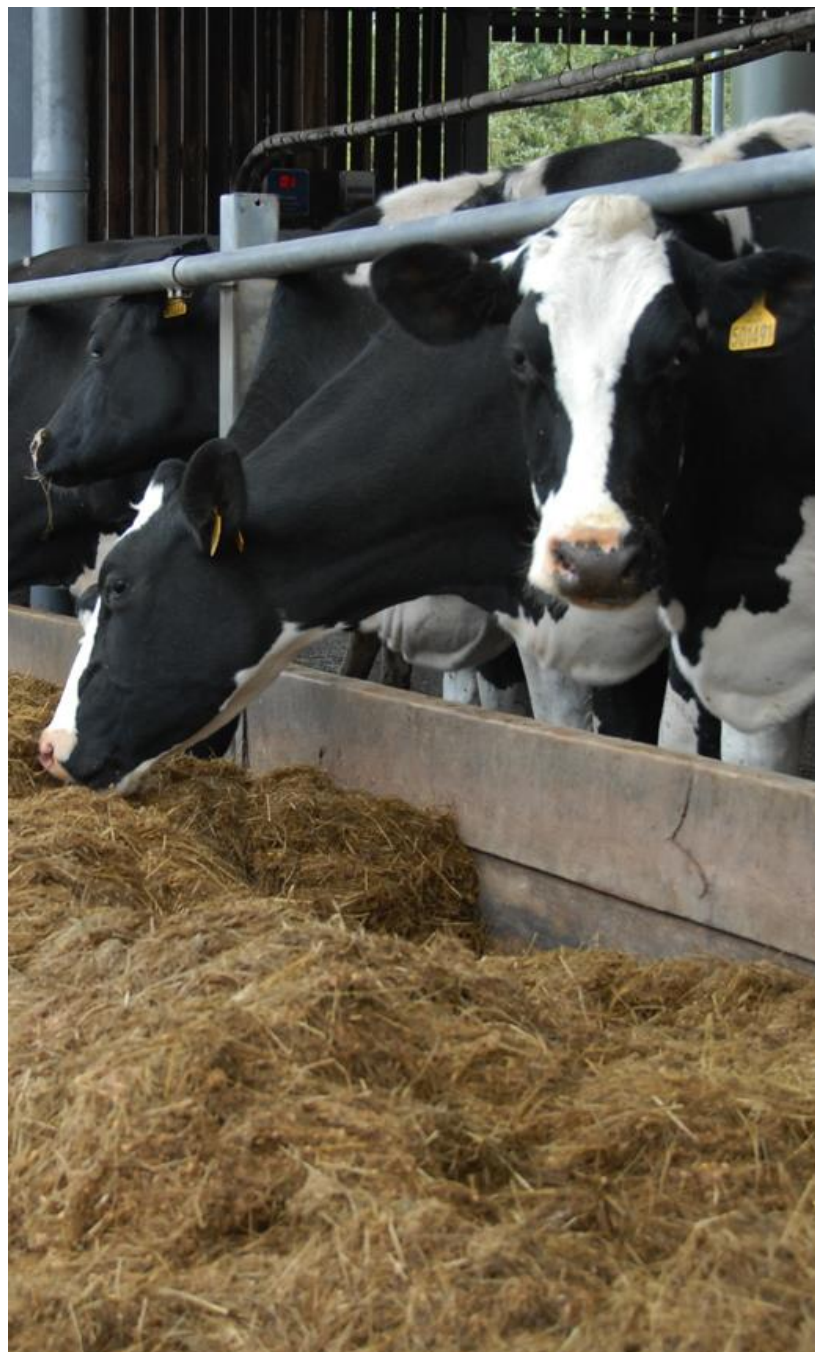
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Milk Manager NEWS



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Market Update

UK Wholesale Dairy Commodity Market

- Fonterra's recent online GDT auction (7th February 2017) produced little change with the weighted average price across all products reaching US \$3,537/t – an increase of only US \$20/t or 1.3% from the previous auction on 17th January. Since December 2016 there has been a noticeable levelling of GDT prices which has filtered through to UK commodity prices shown in the table below:

Commodity	Jan 2017 £/T	Dec 2016 £/T	% Diff Monthly	Jan 2016 £/T	% Diff 2016-2017
Bulk Cream	1,620	1,880	-10%	900	+80
Butter	3,600	3,700	-3%	2,025	+78
SMP	1,850	1,850	0%	1,175	+57

Source: AHDB Dairy - based on trade agreed from 1st - 27th January 2017

- Bulk cream saw the biggest reduction in price due to milk production continuing to increase and the strengthening of the pound, while butter and SMP remained fairly stable. This resulted in a decrease in AMPE of 0.5ppl in January. MCVE increased only marginally by 0.2ppl. While the price for mild cheddar has remained stable, whey powder increased by 5% and whey butter fell by 3% compared to December.

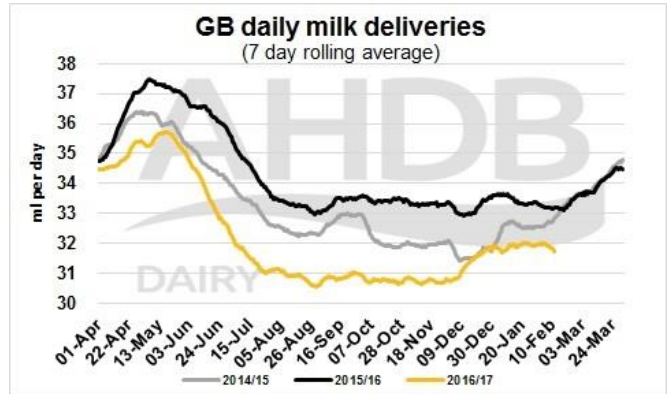
	Jan 2017 ppl	Dec 2016 ppl	12 months previously ppl	Net amount less 2ppl haulage Jan 17 ppl
AMPE	30.50	31.50	16.10	28.50
MCVE	33.70	33.50	17.70	31.70

Source: AHDB Dairy

- Intervention stocks of SMP are still static, with a recent 3rd tender of 7500t failing to be sold. From a total public stock of 351,000t and three tenders, only 40t have been sold. There is concern that with SMP prices levelling off and movement of stock being required shortly due to shelf life, emergency selling may result,

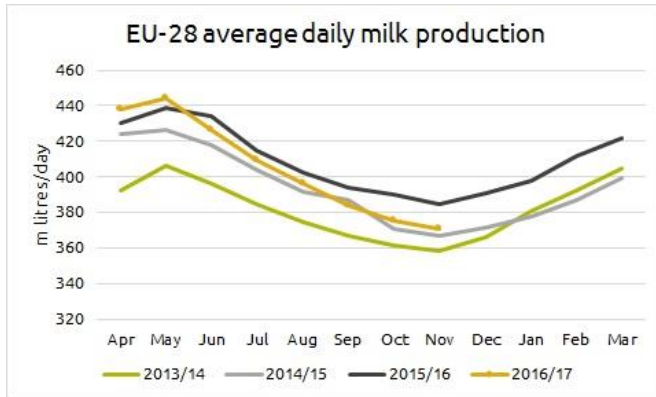
causing ex-farm gate milk prices to steady or worse, take a hit.

UK and EU Milk Deliveries



- After the significant milk production increase in December, milk deliveries have continued to rise in January and February with a week-on-week increase of 0.1% for the week ending 4th February. In comparison to the same week last year, deliveries are 3.8% lower, which equates to 1.3m litres per day.
- Milk volumes are increasing almost daily and in just over a month, cream prices are back nearly 25% and butter and SMP prices are weakening. If there is a decent spring and a flush of milk on the market, ex-farm gate prices are likely to steady. Current spot milk price has dropped considerably to around 26ppl.
- In the EU, milk production for 28 member states for November 2016 is running at 3.6% below the same month in 2015. It will be interesting to see if the production levels start to increase from December 2016 onwards, as has been the case in the previous years.
- Germany, France, UK, Netherlands and Poland were the largest milk producing countries in the EU for November 2016, producing a total of 7,137 million litres, which was 4.7% back on production compared to November 2015. The largest percentage increase in production was by Cyprus with an extra 3.3 million litres or 24.1%. UK production was down 7.3% or 84.6 million litres, when comparing November 2016 to the same month in 2015 (AHDB Dairy).

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Source: AHDB Dairy

Monthly Price Movements for February 2017

Commodity Produced	Company Contract	Price Increase	Standard Litre Price for Feb '17
Liquid & Cheese	Arla Farmers UK	0.76ppl	27.07ppl liquid, 28.11ppl manufacture
Liquid & Cheese	Arla Direct	1.50ppl (liquid) 1.56ppl (manufacture)	24.75ppl liquid 25.74ppl manufacture
Liquid & Brokered Milk	First Milk Mainland Scotland	0.85ppl	26.09ppl
Cheese	Fresh Milk Company (Lactalis)	2.59ppl	28.47ppl. Level profile price 29.05ppl
Liquid & Manufacture	Grahams	1.25ppl	26.75ppl
Liquid & Manufacture	Muller	1.25ppl	26.69 ppl
Liquid, Powder & Brokered	Yew Tree Dairies	1.50ppl	27.5ppl Standard A litre price

- Muller's supplementary payment for February 2017 is estimated at 0.82ppl. Their standard litre price will remain at 26.69ppl for March, due to increasing supply volumes and commodity markets easing back. Milk supply in all Muller's milk field areas are now higher than this time last year and the need to closely monitor supply and demand as the spring flush approaches, is another reason for the static milk price.
- Arla is planning to invest €335m in its production sites around the world this year.

This is almost a 50% increase on how much was invested in 2016 (€227m). The investment is to support its Good Growth Strategy 2020, which plans to process more milk into branded retail products and develop and expand production for food service customers. One particular area of expansion is in mozzarella cheese production for the international pizza industry, by investing €13m in new technology at the Rødkærbro dairy in Denmark.

- The milk to feed price ratio is the milk price divided by the price of purchased feed and indicates how much kg of concentrate feed a farmer can purchase from selling one kg of milk. A favourable milk to feed price ratio would be >1.5 and the higher the ratio, the more economical it is to feed concentrates. This ratio has been increasing since June 2016 although is still below the 5-year average, and for December 2016, was 1.04 (AHDB Dairy).

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Straights Update

Straights prices for delivery in artic loads as of late February are as follows (varies depending on location):

£/T for 29t loads delivery + £6/t haulage	Jan 17	Feb 17	Mar-April 17	May - Sept 17
Proteins				
Hipro Soya	327	327	327	329.50
Rapeseed Meal	183	184	184	186
EU Wheat Distillers	203	203	198	-
Starch				
Wheat	142	142	143	144 May-Jul 136 Aug-Oct
Barley	122	122	124	125 May-Jul 116 Aug-Oct
Maize	175	180	180	185
Fibre				
Sugar Beet Pulp - Imported	159	159	161	165
Soya Hulls	145	145	145	139.50

Source: Straights Direct on 20th February 2017.

Barley and wheat prices are based on delivery to central belt. For North-East, deduct £5/t for wheat and add £1/t for barley. Courtesy of Julian Bell, Senior Rural Business Consultant, SAC Consulting. Prices do not include seller's margin.

- **UK wheat prices have risen** around +£8/t in the last month largely due to a tighter domestic supply situation on strong UK demand (ethanol production at Ensus is rising, poultry placings up sharply) and falling UK stocks. New crop prices responded less and were up around £3/t. Globally grain markets remain well supplied with a mix of supportive factors (lowest US winter wheat sowings in more than a century, tight EU maize stocks and drought in S. American maize) largely balanced by other news (large Australian harvest and high US maize stocks).
- **Scottish barley prices are up** but less than for wheat at around +£4/t in the last month. The large Australian barley harvest has started to weigh on export prices in the south, which is important, given the UK still has around 1mt of its barley surplus to export.
- **Rapemeal is tracking soyabean meal prices** but is likely to come under pressure with the confirmation that Australian rapeseed is destined for both the UK and Europe.
- **Soyabean meal prices remain buoyant**, with Chinese imports strengthening and showing a year-on-year increase of 2Mmt for January. Weather in South America over the coming weeks will be key as the Brazilian harvest is well underway.
- **Distillery byproducts in Scotland remain scarce** with barley distillers dark grains unavailable. Demand for anaerobic digester plants, coupled with lower production in distilleries means higher prices for distillers dark grains on farm. There is very limited availability of pot ale and if it has not been bought on contract, the likelihood of spot loads is virtually zero. Limited volumes of draff are available in the region of £24-30/T in the North East, getting more expensive the further south you go.

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Positive Farmers Conference

The 17th Positive Farmers Conference was held on the 11th and 12th of January 2017 in Cork, Republic of Ireland and was attended by three of our consultants – Robert Ramsay and Andrew Taylor from the Ayr office and Alasdair Scott who is

based in Lanark. The conference aims to showcase new research and first hand farmer experiences in the four key areas of grass, cows, people and finance.

The first day had some very notable speakers, and none more inspirational than Matthew Jackson. Growing up in the centre of Manchester, he left school at 15 with no qualifications and went to work on a small farm in Wales. He left for New Zealand aged 17 and worked a season for a shearing contractor. Upon returning, Rhys Williams and David Wynne Finch offered him a job on a 1,100 cow, spring block calving farm. With some spare cash, Matthew started to buy weaned calves and rented small blocks of land. These calves were rotationally grazed and sold as yearling heifers. All profits were used to buy more calves for the next year. From only owning 20 calves in 2009, Matthew owned 50 cows, 109 bulling heifers and 110 weaned calves in 2013. Managing time became a big concern for Matthew. Along with his stock he still had his full-time job and had a child with the second on the way. It was at this point David Wynne Finch offered Matthew a 50/50 share farming opportunity on a newly converted farm. Thirteen years after leaving school Matthew now share farms 400 cows. His drive is fantastic and has let nothing get in his way.

Another new entrant at the event was Will Grayling. Along with his wife they farm 3,300 cows on two sites in Canterbury, New Zealand. Will talked about the importance of managing your biggest asset – your staff. With 16 full-time it is important that he has reliable workers and good staff morale. From his experience communicating with staff is vital. You must understand what they want out of the job and what their concerns are. Along with text messages and a weekly farm email, Will tries to have a face-to-face conversation with each employee once a week. This, he says, is invaluable in making the employee feel valued.

Growing grass, and the managing of grass, is big in Ireland. There is a big drive to increase the amount of grazed grass in the diet to improve margins on farm, with many pieces of on-farm research highlighting the importance of this. If farmers could grow 14 tonnes grass/ha, compared with the average of 10 tonnes/ha, then farm profits could be raised by over 60%. These extra four tonnes are achievable by investing in improving

soil fertility and grazing management. Teagasc studies at Moorepark have shown that every extra tonne of grass per hectare equates to a net profit increase of 180 euros. However, the biggest piece of research to be announced was about the importance of clover in a sward. Three years of trials at Moorepark and Clonakilty have shown that the inclusion of clover in the sward can increase profits by up to 30%.

Cow type was another area for discussion. The Jersey-Friesian crossbred on a spring block calving system is seen as the way to maximise profit on farm. John McNamara emphasised the importance of fertility and heat detection. He spends 20 minutes, 5 times a day watching cows for signs of heat. As a result in 2016 he calved 96% of the herd in 6 weeks, with 98% of the 226 cows bred in the first 3 weeks of the next breeding season. When selecting bulls a strong emphasis is placed on fertility and calving ease, as a difficult calving will impact on her ability to get in calf again.

Not everyone however was focused on spring milk production. Kay Carlsaw runs a benchmarking group in Sussex, where all the producers are autumn and winter calving. The peat soils mean that grazing is only possible on these farms for three months of the year. Cows are housed on outside cubicles and cow kennels, and are all fed self feed silage. Cows average 7500 litres at 4.3% butterfat and 3.3% protein. He uses six KPIs (Key Performance Indicators), which he calls the 'six for £100', to assess the financial performance of his farms:

1. Vet and med – under £50/cow.
2. AI and breeding – under £15/cow. All DIY AI and Friesian straws at £6.50.
3. Electricity – under £25/cow. Aim for under 40,000 units per million litres.
4. Water - £5/cow. Using own water including pumping and filtration costs.
5. Milk recording – only SCC/Johnes. Arla tests for every pick up.
6. Diesel - £5/cow. Yard work, fertiliser and topping.

Total £100/cow or 1.5ppl
Group Range - £90-£300

Despite the severe disadvantage of only being able to graze for three months of the year, these

farms have a cost of production that is in the top 10% in Europe.

The focus on financial performance was strong. Seamus Quigley discussed how by having budgets and reviewing them monthly he was able to grow his business to 750 cows. It has allowed him to be proactive when there may be shortfalls in cash and assess if any expansion options are viable. He also stressed the importance of time management when running a farming business, and to set aside enough time to carry out financial planning regularly.

Tadhg Buckley from AIB Bank stressed the importance of knowing your cost of production. Without this you cannot benchmark and find where the strengths and weaknesses of the business lie. He also encouraged the younger generation to be more actively involved with the financial side of the business. Investments should be made in assets such as stock and land before investing in liabilities, using the phrase 'four wheels depreciates, four legs appreciates'.

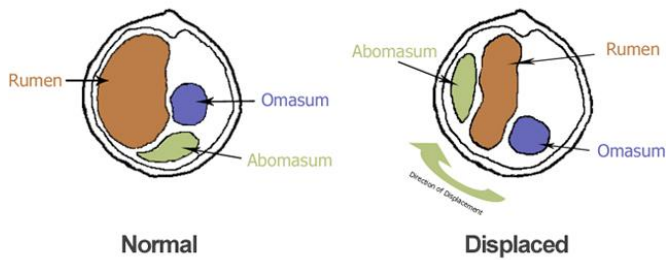
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Risk Factors for Displaced Abomasum

Displaced abomasums are a source of economic loss in dairy herds through production losses, veterinary and treatment costs, and premature culling. Left displacements are far more prevalent, accounting for 80-90% of cases and they tend to occur within the first month after calving.

The abomasum sits underneath the rumen and as long as the cow is eating normally and the rumen is relatively full, the abomasum is held in place due to the vast size of the rumen. However, if the rumen reduces in size for any reason (low feed intake), the abomasum is more likely to roll out from underneath the rumen and rise upwards in the abdominal cavity (see diagram below). The direction it rolls determines whether it is a left displaced abomasum (LDA) or a right displaced abomasum (RDA). LDA's are more common, where the abomasum is trapped against the left wall of the body. With RDA's, there is more room for the abomasum to move and rotate which can lead to serious complications. Occasionally RDA's can be life threatening because the abomasum twists and the blood supply to the organ is

compromised. Fortunately, this is quite rare as most RDA's do not twist and are present as digestive upset.



<http://www.mydairyvet.com/information/left-displaced-abomasum-lda-dairy-cow>

The cause of this condition is anything that reduces appetite and feed intake, therefore transition diseases (milk fever and metritis), mastitis and lameness are key factors. Cows carrying twins are also more at risk, as rumen volume is reduced and leaves more space in the abdominal cavity for the abomasum to move around. A reduction in rumen contractions and increased risk of gas filling the abomasum are also predisposing factors. This can be identified by cows not chewing the cud and may be due to clinical acidosis or a deficiency of calcium, which is required for muscle function.

Cows affected typically show a sudden drop in milk yield and decreased appetite. Milk yield may start to drop 3-4 days prior to clinical signs of a displacement. Symptoms may be similar to ketosis, with ketones being present in blood, urine and milk and in the breath. More severe symptoms are seen with RDA's, such as colic, increased heart rate (over 90 beats/minute) and diarrhoea.

Recommendations to reduce the risk of abomasal displacements are:

- Ensure cows are not too fat at calving (i.e. condition score not greater than 3.5), which can increase the risk of several transition diseases. Fat cows have lower appetites, increased risk of fatty liver and poorer post-calving feed intakes. High NEFA levels in the last 2-3 weeks of pregnancy are an indicator of increased risk and are a good monitoring tool.
- Good nutritional management of transition cows to reduce the risk of transition diseases (especially milk fever), as well as maximising comfort and minimising stress.

- Prompt treatment of diseases after calving such as milk fever, metritis, toxic mastitis and retained placenta to minimise any further drop in appetite.
- Ensure the forage component of the ration is a minimum 40% on a dry matter basis with no less than 20% NDF from forage. Physical presentation of the ration is important so that sorting cannot occur (avoid over processing).
- Feed a total mixed ration as opposed to large "slugs" of concentrate. Risk is lower with concentrate fed little and often, as is the case with out of parlour feeders.
- Provide adequate trough space to maximise dry matter intake: 80-100cm for transition cows and 70-85cm for the rest of the milking herd.

As the majority of cases tend to occur in early lactation, dry cow management is crucial for prevention. If your herd is experiencing more than 2 cases per 100 cows calving, it is worth reviewing dry cow nutrition and management practices with your nutritionist and vet to identify factors that could be leading to reduced appetite post-calving.

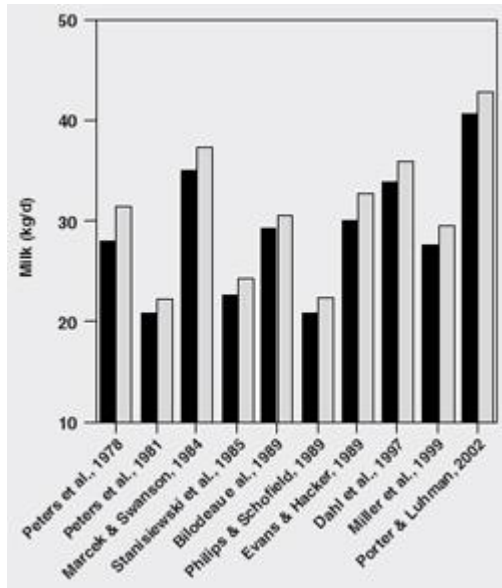
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Are your Cows Getting Enough Light?

The shorter day length in the winter months, particularly in December and January, often gets blamed for a drop in fertility and less visible signs of heat. With day length now starting to increase again, it is still worth looking at whether the lighting and "day length" provided for the dairy herd is optimal to maximise feed intake, milk yield and fertility. Cows are more likely to show better signs of heat with adequate light levels, being more active and making it easier to detect heats.

CowSignals® suggest that the optimal day length for milking cows is 16 hours at 200 lux light intensity. This has been shown to increase milk yield in the region of 8% compared to cows receiving 13.5 hours of light or less. Feed intake may also be increased in the region of 6%. The graph below from 10 trials shows milk production increases with increasing day length. The black bars indicate the average daily milk yield (kg/d) of cows on natural photoperiod (ranging from 8 to 13.5 hours light/day) and the grey bars indicate milk yield (kg/d) of cows exposed to extended photoperiod of 16 to 18 hours of light/day.

Summary of increased photoperiod on milk yield in lactating cows



Source: Dahl, G.E. & D. Pettilerc. 2003. Management of photoperiod in the dairy herd for improved production and health. *Journal of Dairy Science*, 81 Suppl 3:11-7

The remaining 8 hours of night-time should be at light levels less than 50 lux (and no less than 30 lux), which will still provide sufficient light for workers to carry out checks and allow cows to move around their surroundings with ease. Fifty lux is equivalent to visibility on a clear night with a full moon.

Consider the placement of lights in the milking shed. Cows do not like being in dark corners. Make sure light levels are good around the feed bunker, concentrate feeders, water troughs and the exit lane from the parlour.

The change between “day” and night” influences the production of the hormone melatonin in the brain. Melatonin is reduced with increased light levels, which stimulates the production of insulin-like growth factor 1 (IGF-1) from the liver, which boosts milk yield. More melatonin is produced during the hours of darkness which can suppress feed intake, milk production and activity levels. However, exposing cows to 24 hours of light has a detrimental effect on fertility, with very little improvement in feed intake. Therefore the 16:8 regime appears to be the optimum for overall productivity.

For short days in the winter months the use of a light programme with a timer and sensor is the best option. For example, have lights come on at 6am, with a sensor to switch them off when 200 lux is reached with daylight. At the other end of the day, the sensor can detect when light intensity drops below 200 lux to switch the lights on and then the timer can turn off lights around 10pm. If the lights are already on for half an hour or more before the workers arrive at the dairy in the morning, the cows are already in their normal daily activity and signs of heat are more likely to be observed.

In contrast to the milking herd, dry cows require the exact opposite lighting regime with 8 hours of light and 16 hours of darkness. This regime ties in with what the cow would experience in her natural environment, where she would typically calve in the spring, and dry during the darker winter months. This had a positive effect on dry matter intake at grazing and cows will have their milk yield boosted when moved to the milking accommodation after calving.

Immediate responses to improvements in light conditions should not be expected and can take 2-4 weeks to see the full effects.

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UK Dry Cow Management Practices

It is well known that the management of the dry cow can have an impact on her milk production in the subsequent lactation, so the aim of the management strategies in this period has been to maximise milk production with minimal impact on the welfare in the dry period. However, in recent years more attention has been paid to the health and welfare of cows in the dry period itself. Traditional dry cow management normally involves changes in routine procedures within a short period of time, and cows sometimes have a difficult time adapting to these changes. The process of drying-off itself can cause discomfort for high yielding cows due to increased udder pressure. The diet is changed, cows move between social groups (which can cause stress), and procedures like foot-trimming can take place during this period.

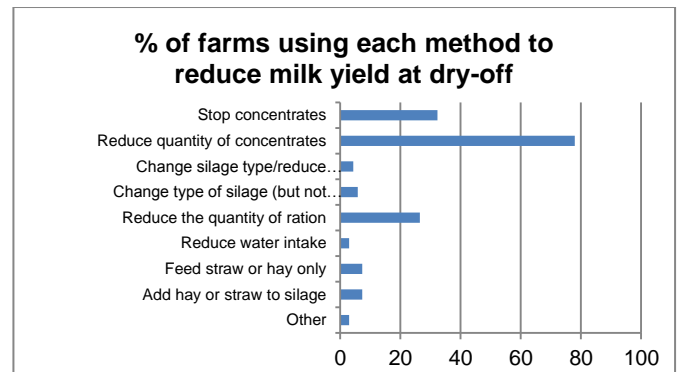
Despite considerable research highlighting potential welfare problems of dry cows, there is limited information on typical management practices on commercial dairy farms. To find out more about these practices, a survey of UK dairy farmers was carried out. The aim of this survey was to investigate normal management practices for dry cows, particularly focusing on potentially stressful experiences in commercial dairy farms. The survey was conducted from November 2014 to April 2015. The questionnaire asked about general farm characteristics (such as number of cows, cow breed etc.), drying-off procedures, feed management for dry cows and housing.

There were 148 respondents to the questionnaire. The majority of farms (73%) managed dry cows in two groups, dividing cows according to the stage of gestation (far-off and close-up groups). Cows were more likely to be kept in dynamic social groups where cows were regularly added to and/or removed from the group (84.2%). The majority of farms (95.9%) used antibiotic dry cow intramammary tubes at drying off, and an internal teat sealant was the second most common procedure, which was practised by 82.2% of farms (120 farms). Seventeen farms (11.6%) used an external teat sealant, including 13 farms that used both internal and external sealants. Antibiotic intramammary tubes were mainly used in combination with internal or external sealants (77.9%).

Sixty-nine per cent of farms kept their late lactation cows outside and 72.1% kept far-off dry cows outside. On the other hand, only 38.7% and 34.6% of farms kept their cows outside during the close-up and calving periods, respectively, and more than half of the farms kept cows inside during the close-up (56.9%) and calving periods (60.3%, n=82/136).

One hundred and sixteen farms provided information on how they stopped milking at dry-off. The majority of farms (83.6%, n=97/116) stopped milking abruptly. Twenty farms (17.2%) reduced the frequency of milking to once a day, including two farms that also reduced the frequency of milking to every other day (1.4%). Reducing feed quality or quantity is another way of reducing milk yield towards dry-off. The percentage of farms that did not change the cows' diet to reduce milk production before dry-off was 53.4% (n=78). The remaining farms practised a dietary change before

dry-off for all cows (35.6%, n=52), or for cows with a high milk yield only (11.0%, n=16). The most common change in diet (77.9% of farms, n=53/68) to reduce milk production at dry-off was to reduce the quantity of concentrates (see following graph). This was followed by stopping all concentrate feeding (32.4%, n=22/68) or a reduction in the quantity of the milking cow ration fed (26.5%, n=18/68).



The results showed that the majority of late lactation or dry cows have access to pasture and most farmers use antibiotic treatments in combination with teat sealants. Research has shown that cows dried-off with a yield of >20kg/day milk yield experience udder discomfort. Guidelines for dry-off procedure by AHDB Dairy (2016) encourage an abrupt dry-off when cows are producing less than 15 kg/day of milk. It has been reported that high milk yield at dry-off increases the likelihood of milk leakage and risk of new intramammary infections. Thus the results of this survey suggest that the dry cow therapy for more than a quarter of cows from this survey may not be as effective as it could be.

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with contributions from SRUC's Mayumi Fujiwara and Kenny Rutherford and Alastair Macrae (University of Edinburgh).

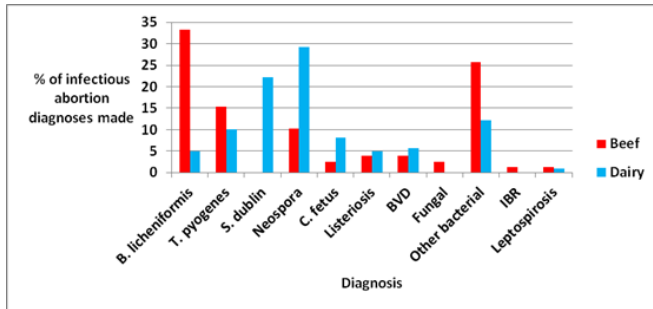
Causes of Abortion

Many farmers have not heard of *Bacillus licheniformis*, yet this bacteria takes first prize as the most commonly diagnosed cause of abortion in Scottish cattle. SAC Veterinary Services data shows that during the last 10 years it has accounted for one third of all infectious abortion diagnoses. *B. licheniformis* abortions are most common in housed, pit silage fed, spring calving beef cows in the last 2 months of gestation. It can

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also have a role in still births. As shown in the graph below it is much less of a problem in dairy herds.

Dumfries Infectious Bovine Abortion Diagnoses 2014-2016; Beef and Dairy Comparison (beef n=78, dairy n=99)



B. licheniformis is present on all farms - in the environment, slurry, silage and water troughs. We would advise the following steps to help reduce cow exposure to it:

- Feed the best available silage to late pregnant cows.
- Feed out the silage face in as short a time as possible. Don't work left to right then right to left.
- Use a shear grab.
- Never feed silage that is obviously mouldy/slimy in appearance.
- Beware of silage from the top and sides of the pit and consider feeding it to young stock.
- Clean away any uneaten silage before adding more.
- Clean out water troughs frequently. Stir up the water and see how much debris is present on the bottom.

Testing has shown that:

- Big bales often contain lower numbers of *B. licheniformis* than pit silage.
- A sample of slimy silage contained 36 million cfu. *B. licheniformis*/gram.
- A sample of debris from the bottom of a water trough contained 5 million cfu. *B. licheniformis*/g.

There may be a role for silage additives in reducing the risk but more work is needed to confirm this.

As *Neospora* has been shown to be the most common infectious cause of abortion in dairy cattle, there will be an article on *Neospora* in the March issue of Milk Manager News.

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Dates for your Diary

- 22nd February – **Sustainable and Profitable Dairying**. Hardgrove Farm, Carrutherstown, Dumfries, DG1 4NT, by kind permission of Alistair Marshall. Time 11.00-14.00. To book a place contact: fbslanark@sac.co.uk or call 01555 662 562
- 22nd February - **Ensuring All Calves Get the Best Start –Dystocia's Effect on Early Beef and Dairy Calf Nutrition**, Green Valley Golf Academy, Castle Kennedy, Stranraer, DG9 8SH. Time 19.00. To book your place contact SAC Consulting Stranraer Office on 01776 702649 or email frbsstranraer@sac.co.uk
- 23rd February - **New Entrants to Farming: Do you know what happens after you drop off a sample or carcass?** Mill of Craibstone, Bucksburn, Aberdeen, AB21 9TB. Time 19.30-21.30. Book via website: <https://www.fas.scot/events/event/new-entrants-farming-know-happens-vet-lab-drop-off-sample-carcass-aberdeen/>
- 22nd – 23rd February – **SRUC Cattle Foot Trimming Course**. SRUC Barony Campus, Parkgate, Dumfries, DG1 3NE. Time: 10.00-15.30. Ask The Hub (Stuart Martin) for more details: 03454 755110.
- 24th February – **Open Day Oatridge Campus**, SRUC Oatridge Campus, Ecclesmachan, Broxburn, West Lothian, EH52 6NH. Time 13.30-16.00.
- 28th February - **Cow Health and Comfort in Your Shed** (Woodhouse Focus Farm Group). Muirhouse Farm, Crosshouse, Kilmarnock, KA2 0BT. By kind permission of the Love family. Time 11.00-14.00. To book your place contact SAC Consulting Ayr Office on 01292 525252 or email frbsayr@sac.co.uk

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- 28th February – **New Entrants Gathering 2017 Perth Racecourse.** Scone Palace Park, Park Place, Perth PH2 6BB. Time: 10:30 - 15:30. To book your place visit the website: <https://www.fas.scot/events/event/new-entrants-gathering-2017-perth-racecourse/>
- 1st March – **Royal Northern Spring Show.** Thainstone Agricultural Centre, Inverurie, Aberdeenshire, AB51 5WU.
- 8th March - **North East Organic Discussion Group.** Aberdeen Campus, Aberdeen AB21 9YA. Time: 13:30 - 16:30. To book your place visit the website: <https://www.fas.scot/events/event/north-east-organic-discussion-group/>
- 11th March – **UK Dairy Event.** Borderway Mart, Carlisle, Cumbria, CA1 2RS. Time 09.00-17.00.

For any further enquiries regarding the information in this newsletter please contact:



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