

FARMERS FIRST

FRAM
FARMERS
GREAT BRITISH FARMERS CO-OPERATING

Issue 64 | Summer 2022



PAGE 7

FARMING UPDATE FROM UKRAINE



PAGES 12-13

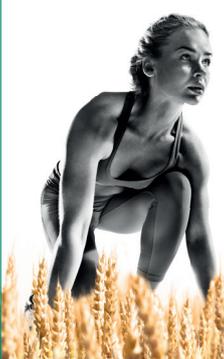
SUFFOLK FARMING CONFERENCE



PAGES 18-19

MEMBER CASE STUDY - PADDY REED

Nutritional advice from the Livestock Team on page 11 and RABDF Gold Cup winner and Fram Farmers member John Torrance on pages 8 & 9.



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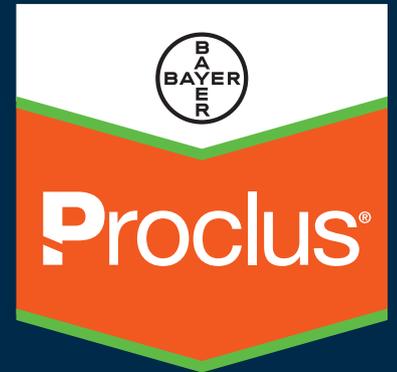
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RISING TO THE CHALLENGES TOGETHER

Firstly, I would like to offer a very warm welcome to all new members who have joined in recent months, and for whom this will be the first copy of **Farmers First**. I am pleased you share our belief in the co-operative benefits of working together to help our industry, and your business thrive, despite the current uncertainty and unprecedented challenges.

As I said in our Spring issue, we once again reiterate that our thoughts continue to be with the brave people of Ukraine, with their inspiring and fearless defence of freedom, democracy and decency.

Of course the conflict continues to have serious repercussions, reverberating across the global agricultural and food industries. In this issue, on page 7 we get a first-hand account of the picture on the ground in the Ukrainian farming sector, putting harsh reality on how the invasion has disrupted traditional grain market flows and raised food security concerns.

While we are feeling the knock-on effects in terms of availability and price across all inputs, products and services, our teams are working tirelessly on your behalf to ensure Fram Farmers members have the products and services needed to run your businesses in these exceptional times of volatility and uncertainty.

While concerns are invariably drawn to availability, supply and delivery times, we are also using all our resources to not only procure products and services required, but in doing so also securing the best prices possible. This is evident

across all of our departments from fertiliser to fuel, ag-chem and feed to electricity and telecommunications.

See page 22 to find how the fuel team have been addressing the challenges of supply, further hampered by Red diesel legislation changes and protestors at terminals. We also give advice to make sure you are ahead of the game, particularly looking ahead to harvest and other important dates in the farming calendar.

On a more positive note, we are now moving into the busy summer show season, our first one since 2019. We are looking forward to getting out and about and meeting members old and new at various summer shows, as well as Fram Farmers hosted events – see more on page 4.

This follows on from the highly successful inaugural Suffolk Farming Conference we launched in March to great acclaim. Read our full report on the successful event with an overview of the key presentations on pages 12 and 13.

I would also like to offer a special thank you to all of those members who took part in our annual members survey,



Andrew Knowles, Fram Farmers CEO

conducted over January and February. We had a fantastic response and some really positive feedback.

We are always looking at how we can improve and enhance our services and performance for our members, and the survey has given us some fantastic pointers on how we can help achieve this, while also reassuring us that we are adding value to our members.

I would also like to congratulate the livestock team, including Jessica Frost, for their hard work in establishing the new Fram Farmers own-brand mineral buckets range. These have been extremely well received by our members – see the Spring issue of **Farmers First** (page 13) for full details.

Finally, hopefully the end is in sight regarding the issues with electricity invoicing caused by VAT rule changes and supplier IT changes. Your patience on this issue is very much appreciated. We hope you enjoy reading this issue, and we look forward to seeing you on the summer show circuit.

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FRAM FARMERS
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Every precaution has been taken to ensure that the material published in **Farmers First** is accurate at the time of printing. For further details about anything featured in this edition please call Fram Farmers on 01728 727700, or Juliette Tompkins at Kendalls PR and Marketing on 01502 475110. If you would like to opt out of receiving **Farmers First**, please email mail@framfarmers.co.uk

NEXTGEN SPRING EVENT

The Next Gen events programme for 2022 kicked off with a tour of Direct Meats, a catering butcher and distributor in Colchester owned by Martin and Linda Blackwell. Attendees were treated to an insight into the large number of products processed at the facility, and a butchery demonstration from skilled staff.

The tour included a view of the dry-aging chamber, designed to keep the beef at 1-2 degrees Celsius with a humidity control of 75-80%, and the sausage making facilities, where pork, lamb and beef sausages are made. Once back in the office, they learned the history and scale of Direct Meats, supplying restaurants across the UK with a large presence in London, as well as over 17 countries globally.

Attendees also viewed the charcuterie factory, built in partnership with Dingley Dell Pork. The factory comprises of bespoke Italian-designed curing chambers which use state-of-the-art technology to mimic the perfect conditions for the curing process. The result, Dingley Dell Cured, is an award-winning, artisan range of fermented sausages, salamis, and air-dried whole muscle cuts, all using Dingley Dell Pork.

Afterwards, the group headed to the local pub for some food and a talk from Mark Hayward, Owner of Dingley Dell Pork. Third generation farmer Mark and his brother Paul started the brand 20 years ago with a simple philosophy - Welfare, Taste and Sustainability.

The pigs are kept outdoors with the highest standard of welfare, and they believe that



human-animal relationships define welfare and make for all round happy pigs. They run a unique breeding programme on farm where the pigs are scanned live for Intermuscular Fat (IMF). The higher the IMF, the better the quality of pork, as this increases flavour and tenderness.

They also run a sustainability project in partnership with Direct Meats called 'A Million Bees On Farm'; thirty four hectares of nectar rich plant mixes are planted in staggered blocks around their farm each year.

This was a great start to the 2022 Next Gen events calendar and Fram Farmers is very grateful to Martin and the team at Direct Meats, as well as Mark Hayward at Dingley Dell Pork, for an insightful afternoon. The next event is a tour of RAGT Seeds on 13th June and we look forward to seeing our NextGen members there. If you are interested in joining the group, please don't hesitate to contact Jono or Hollie in the Fram office - 01728 727700.

STAFF UPDATES

There have been a few changes to the team over recent weeks. In the General Farming Inputs department, we said goodbye to Harry Nesling in April. Harry joined Fram Farmers straight from school as Machinery Apprentice and after two years developing his skills, he will be joining the machinery sales team at Ernest Doe in Framlingham.

We also said goodbye to Adam Tobin, GFI Administrator, who has left the team due to family commitments. Despite only being with us for 6 months, Adam made some great contributions to the fuel department and will be missed. Gemma Oliver has also accepted an exciting new opportunity after 5 years with Fram Farmers to take on a new role at Fen Farm Dairy in July.

We are pleased to welcome Kelly Collins to the team as GFI Administrator, who joined in early May and has quickly established herself as an excellent addition to the team. Julie Milne also joined in late May as another GFI Administrator. We are still on the lookout for a Machinery Specialist to join the team.

In April we welcomed Lea Brooks to the team in the capacity of Business Services Administrator and she has quickly got to work taking on the Telecoms product area.

Kimberley Fearnley joined the Crops team as Crops Administrator in March. Kimberley comes to us with a farming background having been brought up on a family farm near Bury St Edmunds, Suffolk, and completed her Agriculture degree at the University of Nottingham in 2015.

Richard Snelham joined Fram Farmers as IT Manager in March, heading up the IT and Facilities operations. Richard brings with him 20 years of knowledge, skills and experience in business IT.

Josh Sharman has left the Fram Farmers team to join the trading team at ADM. His departure means we are currently in the process of recruiting for a Feed Buyer to join the Livestock team.

After a year of heading up the Marketing Department, Alice Foreman is leaving Fram Farmers to pursue a new challenge in digital marketing. Grace Hayward, who joined Fram in November, has been promoted to Marketing Executive, which means we are currently looking for a Marketing Assistant.

DIARY DATES:

May	31st – 1st June	Suffolk Show, Trinity Park
June	8th – 9th	Cereals, Cambridgeshire
	13th	NextGen Summer Event: Tour of RAGT Seeds, Cambridge
	14th	Cornwall/ Devon Farm Walk
	29th – 30th	Norfolk Show, Norfolk Showground
	29th	Mowness Hall Trials Day
July	1st	Kids Food and Country Fair, Peterborough
	5th	10:30 – 16:00 NMR/Gold Cup Open Day, hosted by Fram Farmers members the Torrance Family. Albyns Farm, Albyns Lane, Stapleford Tawney, Romford, Essex, RM4 1RS. Tickets are free, but please register for the event here - https://bit.ly/RABDFGoldCupOpenDay
	12th	Sussex Farm Walk & Trials/ Moisture Meter Clinic
September	TBC	NextGen Autumn Event: House of Commons Tour
	21st	Laughton & District Ploughing Match
October	5th	The Dairy Show, Somerset
	12th	Suffolk Skills and Careers Festival, Trinity Park

FRAM FARMERS MEMBERS SURVEY

Fram Farmers ran a non-incentivised online member survey earlier this year from mid-January to mid-February. Almost 200 hundred members responded to the survey from across the national members, covering all business and enterprise types, and including owners, farm directors and managers, and farm administrators.

In terms of overall performance in Fram Farmers’ three key areas:

- Price - Overall, members provided very positive feedback on Fram Farmers’ performance for price and terms
- Advice - The survey revealed consistently very good scores on quality and timeliness of advice
- Service – Fram Farmers’ current online ordering platform undermined overall service quality experience, which is something Fram is aware of and looking to address with the new members’ site, which is in construction.

The NPS (Net Promoter Score - a metric used in customer experience surveys to measure the loyalty of customers to a company, and the go-to customer

experience metric) came out at 38%, which means, overall, members are very likely to promote and recommend Fram Farmers to other farmers.

When asked to rank in order of importance their reasons for joining Fram Farmers, members said securing good prices remains the main driver, with service and convenience becoming increasingly important, followed by access to objective advice.

Subjective Feedback

Performance within individual products groups is very similar, although difficulties with the post-harvest fertiliser pool and securing some ag chem products are reflected in the scores and feedback by some members. Electricity invoicing

challenges due to Npower changing IT platforms has also caused some members understandable frustration.

The survey took place ahead of Russia’s invasion on Ukraine but after issues with fertiliser pools, and members complimented the Fram team on levels of service whilst dealing with these challenges, as well as supply issues brought about by the pandemic.

Some members were unaware of the broad range of services Fram Farmers provide, whilst others questioned whether Fram Farmers is growing its membership and range of services too quickly, as well as commenting on the number of new faces who have joined the Fram team.

Andrew Knowles, Fram Farmers Chief Executive, says the farming cooperative is constantly looking at how it can improve its service and performance for members, and that the feedback from the inaugural membership survey has been invaluable at shining a spotlight on what they are doing well and where they can improve.

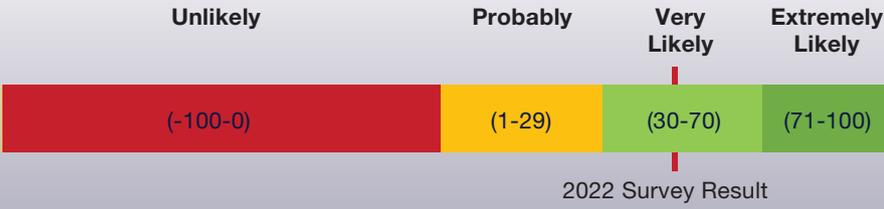
“It is very encouraging to see how strongly members feel in promoting their cooperative to other farmers as well as the strong endorsement on how we are performing overall in delivering great prices, service and advice,” he adds.

“The past 12 months has not been without its difficulties in specific markets, such as fertiliser and fuel, and with some suppliers, such as those in the utilities sector. This is reflected in the survey results, and we are continuing to work hard to overcome these challenges to enable members to focus on their own farming activities.

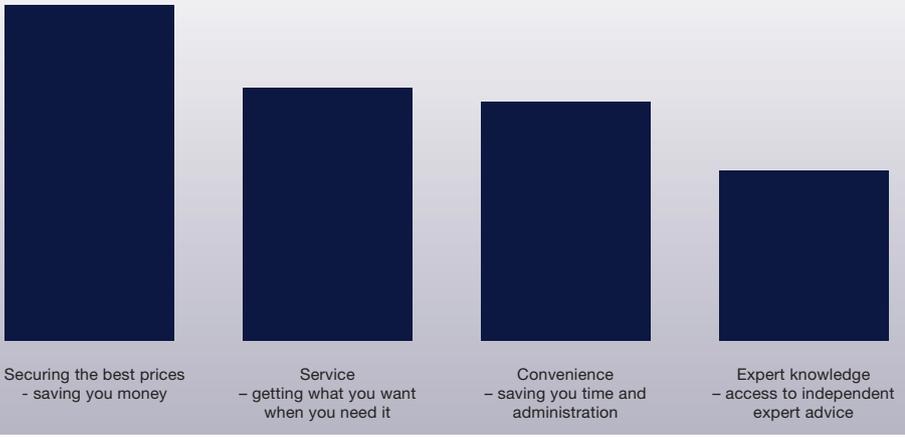
“The growth in membership is testimony to the hard work of all the staff including those who have recently joined the team at Fram Farmers and the terms and service from our suppliers,” he concludes.

A new annual staff survey and board performance evaluation programme is also in place to get a full picture of how members, board members and staff view Fram Farmers.

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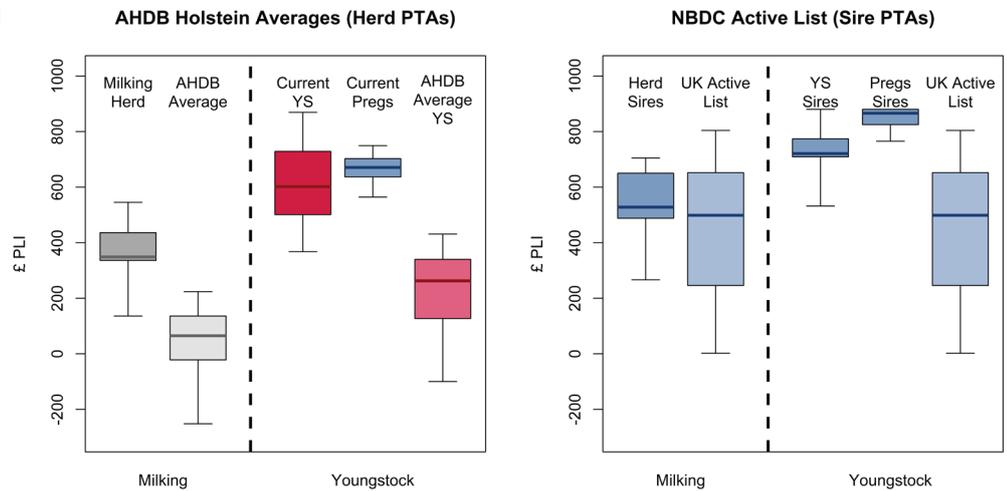
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FARMING UPDATE FROM UKRAINE

Russia's invasion of Ukraine in late February has disrupted traditional grain market flows and raised food security concerns. We hear from Elena Tkacheva who works for the OREXIM Group as a logistics manager, sourcing grain from farms to the company's grain export terminal at the Black Sea port of Mykolaiv. Risk of missile attacks in Mykolaiv means the port is blocked; Elena has escaped to the UK with her mother and sister, and is currently living near Woodbridge in Suffolk. Elena gives an update on the situation on the ground and catches up with Petro Labaziuk, general manager of Vitagro Group.

Elena says the hostilities mean that mined fields, fuel shortages and land occupation by the Russian army have become the 'new normal' for Ukrainian farmers since the February 24th invasion. At the same time, a great number of Ukrainians who normally work in agriculture have joined the military forces defending their country, which added to delays in sowing this year's spring crops. It is estimated that the average spring crop area will be at least 20% lower in 2022.

But the instability means that harvest cannot be guaranteed – "no one can predict what will be within the territory tomorrow, or in a month or two," she says. Even if crops are in the ground, she questions whether there will be the fuel, inputs, labour and equipment to ensure the crops meet their full potential and can be harvested safely – quite apart from the usual weather challenges.

And harvest is not the end of the story – already there have been instances of the Russians destroying grain stores with missiles. Ukraine is a major crop exporter, but with ongoing hostilities and most of its Black Sea ports blockaded, its ability to move grains has been severely reduced. This means old crop is still in stores that will be needed for the new crop.

Petro Labaziuk is general manager of the Vitagro Group which farms 85,000 hectares in the Khmelnytsky region of Ukraine, some 150 km east of Lviv near Ukraine's western border with Poland. He says the war has forced rotational changes on his company.

The Group has increased its spring wheat, spring rapeseed and soybean areas. Wheat because it is a strategic food crop needed to meet domestic demand; rapeseed as it is in short in the EU, so can be exported there to raise revenues; and soybeans, which being a legume, require less mineral fertiliser as this input is both short and very expensive at the moment. These increases are at the expense of the corn (grain maize) crop area, as corn both requires a higher level of fertiliser and needs expensive gas to dry the crop for safe storage.

Despite a cold, dry start to April, Mr Labaziuk says subsequent rainfall enabled most crops to be planted in a timely fashion, with spring barley and spring wheat sown by mid-April, followed by spring rapeseed and sugar beet. Sunflower crops have been going in from April 5th and corn and soybeans from April 20th. He was confident of being drilled up by mid-May.



Elena Tkacheva, Logistics Manager at Orexim Ukraine LLC

Fortunately, Vitagro had placed contracts for its 2021/22 season seed, fertilisers and plant protection products in the early autumn before the shortages started, so has all the crop inputs it needed for the current season. However, the company was faced with fuel shortages for its fieldwork as well as labour constraints as many workers have joined the defence forces since hostilities began.

Mr Labaziuk reports that Vitagro's winter crops have come through the winter in good condition and are growing, while early spring crops have established well. The business is busy fertilising and spraying crops, and he predicts that harvest 2022 production will be similar to last year's levels.

"The terrible situation in Ukraine has had a massive impact on global grain markets," observes Fram Farmers' commercial manager Barry Howard. "The disruption of supply from the fifth largest global exporter of corn and wheat has come at a time when available stocks from the major exporting countries are running tight.

"Since the invasion on February 24th, new crop wheat prices have rallied by over £100 per tonne or by 50% of their previous value (at the time of writing). With Ukraine exports effectively cut off - other than limited volumes transported by rail - buyers have switched to other origins to secure supplies.

"Oilseed rape has also rallied sharply as Ukraine exports most of its rapeseed to the EU as well as being a major supplier of both sunflower seed and sunflower oil. It is really interesting to hear the update from Petro, as many traders are trying to calculate what volumes may be available from the region and what impact the war is having on local farmers' ability to grow and harvest a crop."



Petro Labaziuk, General Manager of the Vitagro Group

RABDF GOLD CUP SUCCESS FOR FRAM FARMERS MEMBERS

Two Fram Farmers members were among the six finalists for the prestigious Gold Cup award for the UK's best performing dairy herd this year – with one emerging triumphant.

The Torrance family from Stapleford Abbots near Romford in Essex were winners of the 2020 NMR RABDF Gold Cup - the Covid pandemic and its control measures delayed the presentation until the Dairy-Tech 2022 exhibition held in April this year. The Gold Cup recognises efficiency in commercial milk production – not just yield – and the Torrances came top of six finalists.

John Torrance farms in partnership with his father Robert, mother Janet and wife Lucy. The family's Curtismill herd of pedigree Holsteins comprises 700 cows housed all year round, plus 430 followers, based on 429 hectares of Crown Estate land just inside the M25. The unit grows 550 acres of maize and 300 acres of Italian ryegrass for forage, alongside 450 acres of winter wheat.

The business is a member of the Tesco Sustainable Dairy Group, with 60% of its milk going to retailers and 40% to Muller



The Torrance Family, RABDF Gold Cup Winners 2020

Direct on contract. John Torrance was the 2020 Tesco Sustainable Dairy Group farmer of the year.

The average annual yield in September 2021 for the herd was 13,700kg of milk sold, at 4.08% fat and 3.26% protein. The

calving interval was 382 days. Ranking among the top UK herds for Profitable Lifetime Index, the family aims to breed cows that will produce 70,000 litres of milk during an average of five lactations.

The family also won the NMR Silver Salver,

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FRAM MEMBER FINALIST

Gold Cup finalist 2020, Joe Ives of W&P Ives who farms at Herriard near Basingstoke in Hampshire, is also a Fram Farmers member.

The business runs 245 milking cows on 550 acres of tenanted land with the herd calving all year round. The housed herd is milked through a Lely robotic system and averages 14,000 litres per cow which is sold to Arla Foods. Mr Ives aims to obtain at least 5,000 litres from forage, with both grass and maize silage utilised.

The company has been a Fram Farmers member since 2014, after a conversation with Fram's Jodie Allen at the Bath and West Show that year. He has developed a good working relationship with the Fram livestock team, buying straight feeds, minerals and animal health products through the co-operative as well as electricity, machinery, and harvest requisites.

“Overall - but particularly on the feed side – having the livestock team is a real advantage, saving me time and enabling me to do other things,” Mr Ives says. “Their knowledge is fantastic, and their network of suppliers provides everything I need. I used to do all the feed buying myself, but it was very time consuming.”

Mr Ives recently converted some redundant old dairy buildings into a farm office, using Fram to source some of the building materials needed. “The building materials team was knowledgeable in sourcing items I knew nothing about – they provided that expertise.”



Joe and Claire Ives, finalist

Kanco and Vitfoss. Calf milk powder is supplied by Trouw Nutrition – Mr Torrance believes in feeding young calves the best quality milk replacer to give them the best start in life. All semen straws are purchased from Genus – only genomic bulls are used, with the farm having an Elite programme allowing it to access pre-release genetics.

All dairy requisites such as animal health products, parlour hygiene materials and paper towels and forage additives are sourced through Fram.

The farm also buys all arable inputs through the co-operative, including seed, fertilisers and crop protection products, with wheat and barley cereal crops marketed through Fram's trading team. The farms sources farm equipment, tyres, livestock services and seed cleaning through Fram, as well as everyday utilities such as electricity, fuel, telecoms, and building materials.

The Torrance family are committed to helping the dairy sector move to net zero and use carbon footprinting to measure the unit's carbon efficiency – currently 873g Co2e/kg milk. Efficiency can be improved through breeding higher yielding cows and reducing the herd's age at first calving. Other actions include the greater use of co-product feedstuffs, ceasing the use of urea fertilisers and extending the farm's slurry storage to make the most of manures. It is also exploring methane inhibitors and slurry acidification.

John Torrance says his team's close attention to the cow environment and parlour routine, together with commitment to key disease control and eradication schemes for dairy herds, contributes to his herd's disease incidence and high health status. He adds that future developments are focused on raising the benchmarks for performance, with environmentally sustainable measures high on the agenda. Having Fram Farmers support to carry out routine purchasing and administrative tasks frees more of his time to develop the herd and the business.

which is awarded to the Holstein herd with the highest combined fat and protein (CF&P) production, for its CF&P score of 960.53kg.

CO-OPERATIVE SUPPORTERS

The Torrances are longstanding farm co-operative supporters. Robert Torrance was originally a member of West Essex Farmers where he was a board director. That business merged with Cambridge Farmers in 2004 to form Atlas Farmers (of which John Torrance was a director) before joining Framlingham Farmers to create AtlasFram in 2008. The co-operative subsequently rebranded as Fram Farmers in 2014.

Fram Farmers' Livestock Manager Jodie Allen describes John Torrance as a well-known member of the co-operative who uses his membership to the huge benefit of his business – he is “gold member standard”, she says.

“The livestock team specifically know his business well and how it works – they know his ordering routine and can work out his daily usage based on buying patterns,” Jodie continues. “This means they can pre-order so much for him, pre-empting his requirements – or automatically book in the deliveries, as they know it's required.”

John Torrance adds that he has enjoyed a great relationship with the Fram business over many years. “Specifically on the

livestock front, they take the hassle out of ordering inputs, which saves me a huge amount of time that would otherwise be spent in the office,” he says.

Considerable investment at the unit over the last decade has seen the herd move to all year-round housing in spacious, sand bedded cubicle housing with the cows milked three times daily. The change has both increased the average herd yield and reduced herd health problems.

FRAM FARMERS FOR PURCHASING

Mr Torrance uses his Fram Farmers membership to purchase 100% of his dairy and arable farm inputs.

On the dairy side, Fram sources straight feed materials through a range of suppliers including W L Duffield & Sons; Duynie; ForFarmers; GLW Feeds; Mole Valley Feed Solutions, KW and Trident. Minerals are bought from Darlingsons Group, Glasson,

GOLD CUP FARM OPEN DAY

Fram Farmers is sponsoring an Open Day at 2020 NMR RABDF Gold Cup award winner R Torrance & Son on Tuesday July 5th 2022.

The open day will showcase the herds, the new technology the farm has introduced and the way that the farm has embraced new opportunities over the past few years to ensure success as a profitable dairy business.

The event is free to attend, but please pre-register via the <https://bit.ly/RABDFGoldCupOpenDay> webpage.



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PRECISION KEY TO COST EFFECTIVE MILK PRODUCTION

If precision is key to cost-effective milk production, understanding the true energy values of fats will underpin building a successful diet for healthy, fertile dairy cows.

Dairy farmers need to look beyond just forage analysis, and also take a closer look at oils and fats if an accurate assessment of the energy content of feeds is to be achieved.

Of course, when formulating a diet, one of the key building blocks is forage analysis, and dairy producers understand quality will vary and will plan to take this into account. Unfortunately, many will not consider the same targeted approach to fats, assuming all oil and fats will provide similar energy content when looking to build a diet.

Nothing could be further from the truth. Each fatty acid has a unique role in the animal, so it is important to ensure the right fatty acids are fed, in the correct balance, to meet the cow's needs at different stages of lactation.

CORRECT FAT CHOICE CRUCIAL FOR OPTIMUM PERFORMANCE

Taking time to choose the best fat product for your system will have a big impact on performance, health, fertility and, most importantly margins.

Fats are an essential component of all dairy cow diets, but it is vital to understand that all fats are not the same. They differ in their composition and the effect they have in the cow, meaning it is possible to choose a fat best suited to your circumstances.

Feed the right fat and you can expect a good return on investment. Feed the wrong fat and costs may exceed the return, and the cows will definitely suffer.

C16 IS NOT THE ONLY FAT

Many producers believe that a cow's requirements for dietary fat can be met simply by feeding a source of C16 fats, but cows need a blend of different fats for different roles.

Only by considering all of the fatty acids, and understanding how the balance in requirements will be affected by the stage of lactation, is it possible to optimise performance and health with tailored supplements, while also controlling feed costs.

It is important to ensure cows are receiving a balanced fatty acid supply, adequate in



C18:1, C18:2 and C18:3. Also, consider the huge role essential Omega 3 fatty acids, EPA and DHA, have in supporting the immune function and fertility during the transition period and early lactation period. As fats are involved in many functions in the cow it is important to understand what you are looking for and to choose the fat supplement correctly.

SUSTAINABLE ALTERNATIVES

With some 40,000 dairy cows under 125 different accounts, Fram Farmers works with our suppliers to provide a wide range of fat supplements to help meet performance, profitability and sustainability goals.

Increasingly, processors and retailers are placing more pressure on meeting sustainability goals, particularly in terms of removing or reducing the use of soya and palm-based supplements. Fram Farmers' suppliers offer a range of alternatives to balance environmental responsibilities while maintaining margins and performance.

One such option is Dynalac, from UFAC-UK, a palm-free fat supplement, with its unique combination of fatty acids achieving the same and additional benefits of calcium soaps, while reducing the impact on the environment.

Dynalac supplies C18:1 fatty acid, helping to reduce body condition loss, especially in early lactation. In addition, long chain Omega 3 fatty acids help support fertility and gives the immune system a boost. UFAC-UK has also developed a new palm-free fat supplement, Envirolac, available

later this year. Trial results reveal Envirolac has a potential financial benefit to the entire UK dairy herd in excess of £85 million, based on current prices for the products under trial and liquid milk. It can also reduce the feed carbon footprint.

The trial, undertaken by Professor Phil Garnsworthy of Nottingham University, and supported by CIEL, revealed that cows were more efficient when fed on the new feed supplement, increasing milk yields and protein concentrates, with no differences in dry matter intake.

Another alternative to C16 fats as a means of promoting milk fat production is Kanco Butter Fat Farm Pack.

Containing RumenSmart, a molecule which promotes beneficial rumen microflora, it steers the fermentation of plant oils away from the production of compounds that inhibit milk fat synthesis, and towards those that facilitate it.

It is possible to replace up to 250g of C16 in the diet with 100g of Kanco Butter Fat Farm Pack. Depending on the farm requirements, the RumenSmart additive could be used on its own, rather than as part of the farm pack, offering the possibility to replace 250g of C16 with 30g RumenSmart.

These are just a few examples from our comprehensive portfolio of products from all the leading UK manufacturers and suppliers of fat supplements and additives. Speak to our Livestock Team to find out more on 01728 727 716 or livestock@framfarmers.co.uk



SUFFOLK FARMING CONFERENCE 2022: GETTING TO GRIPS WITH THE FUTURE

March 2022 saw Fram Farmers and the Suffolk Agricultural Association, supported by Scrutton Bland, launch the first ever Suffolk Farming Conference.

The objective of the conference was to keep farmers informed of topical developments from across the agricultural industry. The theme of the conference was 'Getting to Grips with the Future' with a variety of speakers presenting on subjects impacting farmers now and in the all too near future. Exclusively open to members of both organisations, the conference proved to be an excellent success with over 250 delegates in attendance.

Bill Baker, Chairman of the Suffolk Agricultural Association, says, "As a farmer and landowner, I am delighted that this conference addressed the major challenges that currently face our industry. As a delegate myself, it was a fantastic event providing insightful presentations and also the opportunity to network with colleagues and industry partners. As we strive to meet the demands of an ever growing population, cope with volatile markets and focus on urgent climate change mitigation, we increasingly rely on up to date information which this conference delivered."

Taking place at Trinity Park, Suffolk, on Thursday 3rd March, the conference was introduced by Fram Farmers Chairman Andrew Read with a video message from NFU President Minette Batters. The morning saw Jonathan Lane, Head of Grain Trading, and Marc Ostwald, Chief Economist & Global Strategist, join us from ADM for a Commodity Review and Outlook. Their insight into the market and futures was remarkable, especially given the impact of the war in Ukraine and the after effects of the Covid pandemic and Brexit.



Andrew Read, Fram Farmers Chairman

The second session of the day was 'Farming Beyond BPS' with Emily Norton, Head of Rural Research at Savills, presenting a Summary of Changes and Potential Impact, followed by Giles Cooper, Partner at Wilson Wraight, talking about the Implication for Contract Farming Agreements & FBTs.

Carl Atkin from Terravost and Thomas Gent from Agreeena came together to discuss the final morning topic – 'Net Zero in Agriculture: Income, Cost or Mission Impossible'. Carl gave an overview of where commercial opportunities lie within regenerative farming, who may end up bearing the transition costs and what it might mean for supply chains and supply chain relationships in the coming years. Thomas presented his experience of being a farmer entering a carbon offsetting scheme and the important features for fellow farmers to look out for when considering joining such a scheme as well as how these systems work in practice.



Jack Deal, Business Advisory Director, Scrutton Bland

Jack Deal, Business Advisory Director at Scrutton Bland – the principal sponsor for the conference, gave a summary of the morning discussions before the conference was then intervalled by a lunch break. This time also provided the opportunity for delegates to have the chance to speak to dozens of suppliers who sponsored the conference, as well as catch up with fellow farmers, given the event was one of the first opportunities post-Covid for the community to meet without restriction.

In the afternoon, the conference resumed in the form of breakout sessions, for which delegates were free to choose which of the six talks they attended. These sessions included 'Automated Farming', presented by Fram Farmers member Andrew Williams of Home Farm Nacton, who in 2021 purchased the first commercially available robotic tractor in the UK. Bent Christiansen of Agointelli, the Danish company behind Robotti, also



David Barker, Suffolk Agricultural Association President 2022, Andrew Knowles, Fram Farmers Chief Executive and Philip Ainsworth, Suffolk Agricultural Association Chief Executive

John Patrick and Paul Bradford of Sustainable Water Solutions presented their breakout session on 'Water Management'. With climate change impacting rainfall and increased demand for water, this topic is both timely and directly affects the majority of farmers, with the discussion examining how habits need to change in regard to better water management.

David Barker, President of the Suffolk Agricultural Association, brought the conference to an end with a closing summary thanking the participating speakers, suppliers and sponsors who supported the event as well as the attendees for making the day a success with hopes the information departed would be utilised across Suffolk and beyond to benefit farmers across the country.

presented within this breakout session, as did Eddie Pedersen of Farmdroid, another Danish robotics company which has produced an automated robot for sowing and weed control. "Farmers at heart and engineers after that" says Andrew Williams of Farmdroid and Robotti - the three speakers discussed the real-time and practical application of robots in farming and the development process of these machines.

Paul Putland, BT, and Harry Fordham and David King of Syngeta presented a session on 'Data & Sensor Innovations' and discussed how developments in technology can accurately be applied to the changing arsenal of plant protection products, and how new tools can be used to capture the data to further these developments.

The conference was highly rated by attendees – a post event survey captured the following comments from members: "One of the most timely and informative events of its kind I have been to. Congratulations" and "Overall, a very good day indeed, well organised and delivered. Topical and relevant, very good speakers and well chaired."

Business Services and Membership Development Manager of Fram Farmers, Dan Cox presented 'Navigating the New Grants Landscape', discussing the pre-Brexit landscape and subsequent changes to grants, new support scheme and the application process available to UK farmers today.

Fram Farmers and the Suffolk Agricultural Association are planning to establish the conference as a biennial event – watch this space as we progress with developments and determine the topic for the 2024 conference. The presentations and recordings of the sessions are available on the Fram Farmers Member Website.



Jake Fiennes, Director of Holkham National Nature Reserve

'Making Space for Nature' was presented by Jake Fiennes, Director of Holkham National Nature Reserve, exploring what can be done to encourage more nature within current food and farming systems without impacting on yield and productivity.

Joe Hilton, Sales Manager for JCB, presented 'Alternative Power Platforms', examining how JCB has developed agricultural machinery with the introduction of innovative electronic technology into the company's range of construction equipment, while reinforcing the fundamental role diesel power has to play in JCB's future in reducing harmful emissions.



The event provided the opportunity to network with colleagues and industry partners.



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WHATSAPP FERTILISER ALERT KEEPS YOU IN THE PICTURE

April saw the launch of Fertiliser Alerts via WhatsApp, which has proven to be a great success with members, given the strange and turbulent times of the present fertiliser market.

The consequence of last year's fuel crisis and the ongoing conflict in the East has resulted in unprecedented disruption to the fertiliser market, with change on a rapid basis.

With such volatility and uncertainty, it has been incredibly difficult for the Fertiliser Team at Fram Farmers to be able to offer products, given the lack of availability of resources within the supply chain and delays in production, coupled with the fact terms have been available for less time than ever before.

For the first time ever, Fram Farmers has been unable to offer members a Fertiliser Pool this year due to the impact of these constraints, as by the time decisions are committed to paper the market has changed.

As an alternative, in late April the Fertiliser Team were able to finalise a Fertiliser Requirement Form listing the main products they are able to offer, as well as an option for "other", giving members the opportunity to list required products not on the list.

With availability still being subject to change due to the afore-mentioned external factors, the team will endeavour to fulfil orders to the best of their ability, advising delivery delays are very likely to impact orders.

Recognising the need for a method to quickly and efficiently communicate changes to the membership during these turbulent times, without overwhelming members with information, a WhatsApp Broadcast has been established.

Due to the nature of many Fram Farmers members being out and about on farm, therefore without constant access to a desktop in the office, and with the majority of incoming 'phone calls from members coming via mobile rather than landlines, the team chose WhatsApp as an ideal channel for keeping members updated, ideal for the farmer on the go.

WhatsApp has allowed the team to give live updates in a cost-effective manner for members, allowing members to keep



track of the market and gain a better understanding of what it is doing with concise and frequent updates.

The process to sign up to receive these alerts is simple – make sure you have WhatsApp installed on your phone, save the following mobile number – 07890 602541 – to your contacts as Fram Farmers, and submit your details via the link in the Weekly Purchasing News email. The link can also be found on the home page of the Members Website.

We currently have nearly 300 members signed up to receive alerts about fertiliser specifically – a fifth of the Fram Farmers membership. The response from members has been very positive, with feedback describing the alerts as "brilliant", as WhatsApp is an easy way to keep informed, without the hassle of checking email inboxes, given the updates are so brief.

David Wilson, Crops Specialist who joined the Fertiliser Team back in August, says

of the WhatsApp broadcast "It's great we were able to find a way to send information out to a significant number of members instantly in one hit. The market really has been so unpredictable, we struggled with what was the best way to keep members in the loop and this has really hit the nail on the head.

"As soon as information is made available to us in the office with what is happening with the market, any member of the Fertiliser Team can put a message out to the members who are signed up to receive the alerts. It's been great to have so many members sign up and see that this is a system that works too."

With the terms of a new fertiliser season having been released in May, there is hope the market will stabilise in due course.

Pending the success of the Fertiliser Alerts, Fram Farmers hopes to expand the use of WhatsApp Broadcasts to incorporate other product areas within the co-operative. Watch this space for more details.

SIGN UP TO THE WHATSAPP FERTILISER ALERTS

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PLAN NOW FOR A SAFE HARVEST

As harvest approaches, Fram Farmers members are reminded to carefully plan to ensure their critical machinery performs efficiently and reliably through the busy season. Fram has a special deal - at an exclusive rate - on the hire of mobile compressors to blow down harvest machinery.

The NFU Mutual insurance agency reports that it dealt with more than 80 combine harvester fires in 2020. Eight of these machines were valued at over £100,000 each. Such fires are a threat to lives, property and the value of harvested crop in a difficult year.

The Mutual warns that such episodes – which can apply equally to hard working seasonal machinery such as balers and grain dryers – can be very stressful. “While insurance can cover the cost of a replacement, farmers still risk losing critical harvesting time during a tight weather window and face huge difficulty hiring a combine when machines are in high demand,” it says.

While losing equipment to fire is the worst-case scenario, Fram Farmers’ Manager of General Farm Inputs Gordon Cummings warns that a build-up of dust, chaff and straw can reduce the operational efficiency of harvest machinery. For example, blocked air filters can reduce engine power and combine output while increasing fuel consumption – which is not ideal at current diesel prices.

“The small compressors on a combine can lull farmers into a false sense of security,” he advises. “Straw, dust and chaff, combined with hot machinery is a recipe for disaster. It pays to do a full blow down every morning.”

An effective compressor to blow down combines and balers can also help reduce the spread of weed seeds between fields and farms – particularly blackgrass.

Fram Farmers member James Nott of JR & EH Nott, Ovington near Sudbury in Suffolk farms around 4,000 acres of wheat, barley, oilseed rape and beans, both owned and contracted.

The company procures many inputs and services through Fram Farmers - fuels, fertilisers, plant protection products, building materials and utilities – and vehicles such as the recent purchase of two Toyota Hi Luxs. Mr Nott has hired compressors for harvest through Fram for many years now.

“We have one combine to cover all the



acreage, so it is worked hard. Blowing down has got to be done properly to prevent fires, which would hold up the harvest,” he stresses. “It is normally a few key staff members who do the blowing down at the start of each day.

“The beauty of the mobile compressor is that during the day it can be used elsewhere on the farm - on the JCBs pushing up in grain stores, on tractors, generators or the grain stores themselves.”

Mr Nott hires a mobile compressor through Fram Farmers every year from the middle of May to the middle of September. It is used for pre-harvest cleaning of grain stores, then during harvest to service the combines daily – especially air filters and radiators – and tractors and all other machinery. Then at the end of harvest, all machinery is blown down and cleaned thoroughly to remove debris that could be attractive to rats and mice during out of season storage.

“We used to run our own large compressors but found they could be quite unreliable as they have to be maintained,” Mr Nott adds. “The Fram hire is competitive and good value for money. The compressors are fully serviced, run well and have a good level of back-up service should there be any minor issues – which are to be expected, given the amount of

dust the machines have to deal with!”

Fram Farmers has used Sunbelt Rentals as its main supplier of compressors for over ten years, in addition to a wide range of hire tools, plant, generators and temporary accommodation for farm and construction projects.

Sunbelt has offered a compressor deal to Fram members for the past 5 years, and now supplies over 70 compressors a year. The tier 5 machines meet environmental requirements, with a reduced CO2 output and better fuel efficiency than earlier models.

The package, including a two-line air compressor, with two hoses and a lance, is available for only £60 per week. Orders placed before the end of May are charged £10 delivery and collection each way, rising to £25 each way from June 1st. Insurance is not included – the hirer is to add it to their farm insurance.

Mr Nott says he would give Sunbelt 10/10 for service – the Sunbelt team are reliable and efficient in the case of problems. He believes the service is both competitive and worth the hire cost.

More details from the Fram Farmers Machinery Team on 01728 727719 or machinery@framfarmers.co.uk

BUILDING TO THE FUTURE...

New holiday lodges form the latest part of a diversification project that has transformed the business for one Fram Farmers member.

A major new development born out of the lockdown period has formed the latest stage of an on-going diversification project for one entrepreneurial Fram Farmers member, supported by the efforts of the Fram Farmers Building Materials team.

Paddy and Hazel Reed have been transforming and extending their business interests over their two sites in the Suffolk villages of Barrow and Higham, ever since Paddy took over what was at the time a beef finishing business from Hazel's father.

They came out of beef in the 1990s, moving into finishing pigs for several companies over around 25 years. Now just over 220 acres, the farm business includes an arable operation growing wheat, barley and sugar beet, but Paddy's entrepreneurial spirit soon developed to extend beyond the farming operation.

What really sets Paddy apart is his foresight and ability to think ahead and outside of the box, and the support of Fram Farmers has particularly helped as he has extended his business interests into varied diversification projects that have steadily expanded over the years.

Paddy, current President of the British Hay and Straw Merchants Association, started up with the introduction of a straw business, baled from cereals grown on the farm, as well as bought in. Initially selling mainly to the west country and also into Holland,



before market saturation and Brexit red tape interrupted these markets, the straw is now sold to power stations as fuel.

As this business thrived, Paddy continued to look ahead and saw more opportunities from his main site at Grove Farm, Barrow. In what was back in 2007 an 8-acre wheat field, today hosts a modern development of storage units, rented office space, workshops and is home to a thriving haulage business.

"I started building to create a modern yard back in 2011, and haven't stopped since," says Paddy.

Straw Barn 1 went up in 2011, closely followed by a new office building, a workshop and an additional straw barn, aptly named Straw Barn 2. A building which was initially a beef unit went up in 2014/15, before being converted into



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further storage space in 2019. Paddy also has planning consent for a further 10,000 sq ft building.

An additional grain store is currently being rented out for agricultural purposes on a 12-month contract, and has never been empty since it went up. The workshop is used for commercial haulage purposes as well as for agricultural engineering.

“My son Will is a builder by trade, so he has put up all of the buildings on-site, including the office buildings,” explains Paddy. “All of the building materials for the work was sourced through Fram Farmers, including the concrete for our new pad, our most recent addition to the site.”

A large concrete yard was necessary due to the growth in the haulage business and to facilitate additional activities on the site. Investment in the infrastructure of the large, concreted area has enabled Paddy to explore additional commercial activities. Work began in June 2021 and was completed before Christmas that year.

“The new concrete yard is of benefit to all those on site, particularly with the growth of the haulage business,” explains Paddy. Indeed, the transport fleet has continued to grow over the years, now numbering a total of seven lorries, with seven full-time and one relief driver employed, for the general haulage of straw and wheat.

As well as himself and son Will, Paddy also employs a full-time mechanic in the workshop and normally around four casual staff for harvest during the summer months.

“Being an independent sole trader has allowed me to make quick and decisive decisions to help drive our various enterprises forward without unnecessary delays or red tape,” says Paddy. “We have lots of flexibility in the team, for example Will can jump on a lorry for the day if needed, to cover drivers on holiday.

“Between us, Will and I juggle many elements of the business every day to keep things running smoothly,” he adds.

Paddy has also developed a unique mechanised straw stack sheeting system that covers straw safely, protecting valuable stock from the worst of the wet weather. Initially launched at Cereals in 2016, the ProStraw Systems enterprise continues to thrive.

Alongside this, Paddy and Will are also the exclusive importers of Parkland Bale Accumulators throughout the UK and Ireland. This new technology from Denmark has been designed with controlled traffic farming in mind, and is revolutionising harvest-time regimes, saving valuable time and money on farm.

MEADOW VIEW LODGES

Never one to stand still, the latest addition to the business portfolio has been the introduction of holiday lodges on the Hall Farm site in Higham, forming part of a family project. The lodges were a lockdown project, with work starting in October 2020, with the first guests staying in October 2021.

Originally home to pig sheds many years ago, with planning permission secured a couple of years before work commenced on the build, Meadow View Lodges now offers luxurious holiday accommodation for up to ten people, with all the planning and design undertaken by a Sudbury based architect.

There are two 3-bedroom lodges, sleeping up to six people, and four 2-bed lodges, sleeping up to four. Cowslip and Bluebell are the larger lodges, while the smaller lodges are equally aptly named Daisy, Primrose, Clover and Buttercup.

Paddy's wife Hazel runs the lodge, it is her project. Paddy and Hazel's daughter Lucinda is currently studying for a degree, and on completion it is envisaged that she will also come on board.

The lodges are rented out through Airbnb, with the business plan for a third-party to always organise hosting and sales.

All the lodges have a fully fitted kitchen, and are fully equipped and furnished.

Commenting on the build project, Paddy says, “Basically all the materials and inputs were sourced through Fram Farmers. We dealt directly with Nick Millar (Fram Farmers Building Materials Buyer), who was able to always provide prices and a range of options.”

Aside from the bathrooms and showers, paint and labour, everything else came through Fram Farmers. This included fencing, paving, drainage, bricks, weatherboarding and tiles. The Building Materials team directly sourced and priced materials in stages, as the build progressed, while Paddy also went to some local merchants directly, such as Ridgeons.

Using his Fram Farmers members card, he was able purchase items at pre-agreed rates, putting it on to his Fram account. “We were lucky with the timescales, as we started sourcing items just ahead of the current supply issues and price increases,” says Paddy

“All was very competitively priced and efficiently delivered, ensuring we could turn around the renovation in 12 months. Everything ran so smoothly, I can only give strong praise for the Building Materials team,” he adds.

RESOURCES AND SUPPORT

Very much an ‘evaluate the risk’ type of person, Paddy is a natural entrepreneur, not just a farmer, as demonstrated by his diversifications. Taking advantage of the expert services available through his Fram Farmers membership, has given him the resources and support to steadily expand that portfolio.

The Building Materials team can reached on 01728 727718 or building.materials@framfarmers.co.uk should you wish to discuss potential future projects.

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FRAMTRADE BENEFITS FRAM FARMERS MEMBERS IN DIFFICULT TRADING TIMES

Through challenging times, Framtrade's strong working relationship with Cylinder Gas, Bulk Gas and Liquid Fuel suppliers has paid dividends, with all areas of trading showing growth when most have struggled to get product.

CYLINDER GAS

Framtrade supplies 25,000 cylinders of gas per year to dealers, stockists and direct to commercial and domestic customers. During the last two years, supply has been very difficult, with the impacts of Covid affecting shortages of both product and drivers. During that period the business has prioritised its supply to the Agricultural sector ensuring members had gas for grain drying, bird scaring and holiday lodges.

BULK GAS

Framtrade supplies 4 million litres of bulk LPG to customers throughout the UK. Product shortages and a lack of drivers has also caused issues with the supply of bulk LPG in the UK, and customers of all bulk LPG companies and distributors have suffered from delayed deliveries and a reduction in the quantity of product delivered. In most cases, Framtrade's group buying power has enabled them to make the right call at the appropriate time to ensure that members do not run out of

gas. Cases of customers not receiving gas on time over the last 2 years is in single figures across the whole business portfolio.

NEW DEVELOPMENT

A new and exciting development for 2022 is that Framtrade Limited is due to become one of only eighty UK businesses to be invited to become a Calor Gas Strategic Partner. This will further enhance Framtrade's cylinder gas business, increasing its customer base, whilst at the same time giving the company better access to products during these difficult times.

For all bulk and cylinder gas requirements, speak to the Framtrade team - 01728 723723
mail@framtrade.co.uk



SOURCING VEHICLES THROUGH FRAM FARMERS

It will not come as a surprise to hear that the vehicle market is going through a challenging period due to a range of reasons, with the pick-up market particularly affected. We take a look at the current market, look at the reasons for supply issues and outline a fantastic offer on the last few Ford Rangers available in the UK.

Annually, Fram Farmers purchases over 100 vehicles for members, around 70 percent of which are pick-ups and farm vehicles. Fram's strong relationships with vehicle manufacturers and Tyson Cooper finance means members can save thousands of pounds off list prices whilst removing the need to deal directly with dealerships.

The main challenges facing the market

are due to some main players exiting the market, meaning production and delivery times have been greatly extended globally. Lack of components, especially microchips (semi-conductors) has also further extended these production times. The knock-on effect is that some manufacturers have reduced or even cancelled fleet discounts, and Fram Farmers is hearing of anecdotal stories of

dealers charging over retail price.

In the Spring Issue of Fram Focus, we provided a summary of position of the main players and models, including the Ford Ranger, Nissan Navara, Mitsubishi L200, VW Amarok, Isuzu, and more.

Please contact the Machinery Team for more information – 01728 727719
machinery@framfarmers.co.uk

CURRENT DEALS AT FRAM FARMERS

Fram Farmers currently have a fantastic fleet deal with Audi, which is still running. For example, we can achieve an additional 9% discount on top of dealer discount on an A4, an additional 18.5% off an A8, and an extra 4% off a Q5 petrol, as well as 5.5% off an ETRON Technik. A member recently purchased a new Audi A5 Sportback, 2 litre diesel automatic through the cooperative, saving themselves £11,000 off a list price of £45,000 OTR.

While order books for the current Ford Ranger model have closed, and are not expected to open until later this year, fortunately, Fram Farmers and partners Tyson Cooper have secured twenty Ford Ranger Wildtraks at pre-increase prices. They are fixed spec and are due to be delivered in September - 2.0 litre Eco Blue, 213ps, diesel automatic, metallic paint with tow pack.

With the Fram Farmers finance offer, they are available under straight HP, with no mileage or usage restrictions. Retailing at £37,601 OTR excl. VAT, they are available to Fram members for £29,164 OTR excl. VAT.



A DAY IN THE LIFE OF FUEL BUYER SAMANTHA PARNELL...

Looking at the challenges as Fram Farmers fuel team addresses supply concerns.

The Fram Farmers fuel team purchases over 45 million litres of fuel per year for members, purchasing Red diesel (tractor diesel), White diesel (road diesel), Kerosene (heating oil), GTL (Gas-to-Liquid off-road diesel) and Therma 35 (gas oil for heating). But with demand high and concerns over the security of supply, how does the fuel team manage member requirements?

We speak to Fram Farmers Fuel Buyer Samantha Parnell, as she gives us an insight to the role of the fuel team.

Q. How does a standard day start and how you adapt to the changing market?

A. Out of our 1500 members, the vast majority order their fuel through Fram Farmers, with more coming to us as the market tightens. It is therefore crucial that we maintain supply and secure the best prices to satisfy demands and requirements.

We receive our daily prices from our 18 suppliers from all over the UK every morning. Any orders then taken during the day will either be placed that day at the agreed rate, or depending on the market, will be held for a day or two to obtain the best price for our member.

This would particularly be the case if the market is looking set to drop significantly for the next day, and it would also be dependent on when the delivery is required.

Q. How does this translate into developing your client relationship and helping members plan ahead?

A. We arrange fixed price contracts for our members, this allows our members to budget their fuel costs for the coming months/year. This also secures the product for our member and a massive

benefit is the ring-fenced delivery window, which gives contracted members priority over any orders placed on the spot market.

Q. So, does this mean constantly evaluating the market?

A. Absolutely. In order to determine what the market is likely to do the next day, we constantly watch the live oil market and any news updates. For larger orders, over 10,000 litres, we will spend time negotiating the best prices for our members, regardless of market movements.

Q. How else do Fram Farmers members benefit from your team?

A. As well as fuel purchasing, the fuel team also purchase AdBlue and arrange fuel cards. Our Fram Farmers fuel cards are consistently saving members between 5ppl to 15ppl compared to forecourt prices.

Q. Obviously we have encountered a volatile period in recent months. What are the key challenges you are facing?

A. The fuel team have recently faced some challenging times with panic buying, Red Diesel legislation changes, the Russia/Ukraine war and protestors at terminals. All of which have caused a huge impact on delivery times and availability in certain areas.

Looking ahead, we see security of supply being our biggest challenge. This year will be very much about ensuring we can get fuel on farms, rather than just how much it is going to cost.

We also face red diesel challenges now that it has been removed from a lot of sectors and remains predominately for agricultural use only. Many of our suppliers have changed their infrastructure within depots; many



Samantha Parnell

going from 80% Red Diesel, 20% White Diesel to 20% Red Diesel, 80% White Diesel.

Q. What is your advice to members as you negotiate these challenges?

A. Our advice to all members would be to continually keep an eye on stock levels, and keep two weeks' worth of supply at all times. As fuel is something farmers cannot do without, price watching brings little advantage. Instead, the team are advising members to explore storage options, looking at larger storage tanks to ensure harvest and other important times of year, such as drilling, are not interrupted.

Samantha has been working for Fram Farmers for six years, initially within the Grain Marketing department as logistics administrator before moving to the Purchasing Team. She has worked in the Fuel Team for the last five years, working alongside General Farm Inputs (GFI) administrator Kelly, and supported by GFI Manager Gordon Cummings.

For more information contact Samantha on 01728 727714 or Samantha.parnell@framfarmers.co.uk





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