

Getting the basics right

Developing New Crop Markets

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ITLUS Winter Conference 2016

- Family business
- One full time, two part-time July – Oct
- Own 40% Lease 50% Share Farm 10%
- Farm fragmented
- Dry and store 95% grain



Crops

- Winter barley 40%
- Winter wheat 35%
- Oil seed rape 15%
- Spring barley oats 10%

- Min-till 20% rotationally
- Plough 80%



Agronomy

- Increase organic matter in soil
- Feed, Malt or Gluten Free?
- Check P, K, pH
- Varieties?



Agronomy

- Keep records
- Certified seed or home-saved seed
- Plant counts November and February



Fertiliser

- Compound Fertiliser
- Neutrog chicken dung pellets
- Pig Slurry
- Dry chicken dung



Weed Control

- Autumn weed control
- Assess weeds in Spring
- Attention to detail
- Hand roguing



Machinery



Financial Management

- Accountant
- Good field records
- Cost per tonne
- Buying inputs – value



Marketing

- Building relationships
- Actively seek out markets
- No brokers
- Forward selling
- Straw – adding value



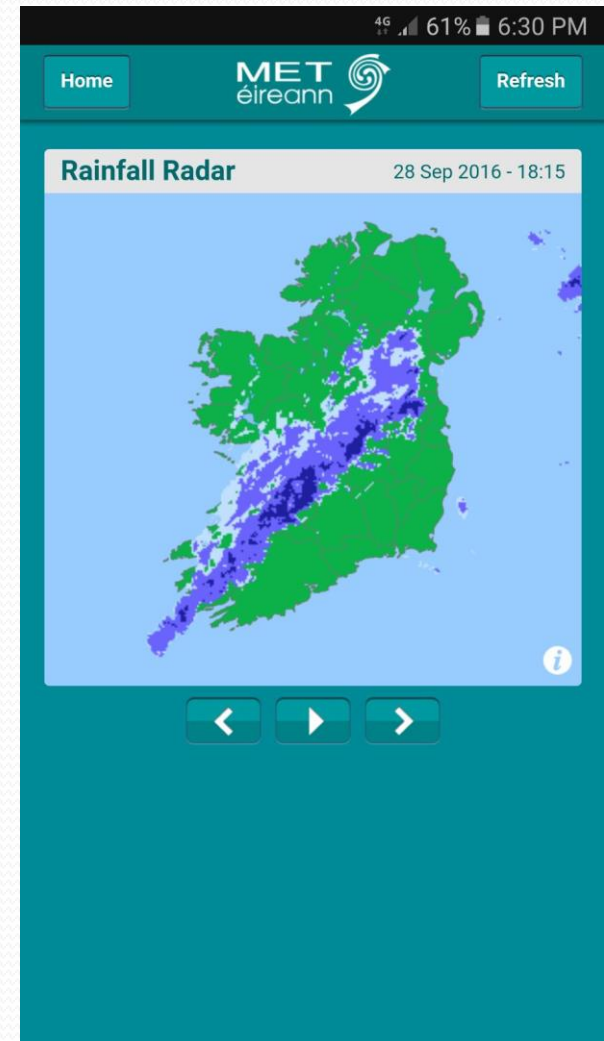
People

- Success depends on a number of people - not a one man show
- Awareness of life outside of farming



Future challenges

- Climate change
- Aphicide resistance
- Blackgrass
- Brexit?
- Reduction in BPS



Future plans

- Increase organic matter in soil
- More forward selling
- Add further value to straw
- Slurry store
- Treat grain ADESCO
- Form a company
- Keep up with new developments
- Drop min till /direct drill?
- More rotations





Thank you!