JAMES EVANS
PARTRIDGE FARM, BISHOPS CASTLE

WALCOT FARM
J. W. EVANS AND SONS

- South West Shropshire
- Family Partnership
- Walcot Farm 760 acres
- Partridge Farm1300 acres
- Contract Farming Agreement
- 300 Suckler cows plus followers
- 1200 breeding ewes
- 800 Acres of Arable crops
- One Full time employee
- Both Farms in HLS Schemes

CONTRACT FARMING

A Contract Farming agreement is not a partnership; it is a joint venture between two parties. The Farmer is engaging the services of the Contractor and this trading position is preserved insofar as tax, VAT, etc. are concerned. Both parties retain their individual identity as farm businesses in their own right.

CONTRACT FARMING

The Farmer provides (Mr Coldwell)

- Land
- Buildings
- Livestock
- New bank account - ‘the Contract a/c’

The Contractor provides (J W Evans & Sons)

- Labour
- Machinery
- Management expertise

CONTRACT FARMING

Advantages to the Farmer

- Avoids creation of tenancy or complex partnerships
- Retains occupation of the farm with associated benefits, including both residential and sporting
- Greater stability of returns
- Retains taxation reliefs where applicable
- Release of working capital
- Benefits from Contractor’s economies of scale
- Incentivises the Contractor to perform.

CONTRACT FARMING

Advantages to the Contractor

- Broadens the farming base
- Achieves economies of scale
- Cash Flow benefits – quarterly or six-monthly payments enable forward planning
- Opportunity for performance related returns.
- . Business model for older farmers leaving the industry and new entrants coming in.

FARM HOUSE

TIME FOR CHANGE!

- Farming with a Concience
- Lim X Holstein
- Continental Bulls
- Attractive cattle in the Market
- Reliant on Subsidy
- Too much focus on end product
- Lack of focus on costs
- Open accounting
- Study Tour to Cumbria

STABILISER CATTLE

- This is a composite breed 50% British and 50% Continental breed
- Designer cow
- Maternal Breed
- Highly Fertile
- High growth rates
- Easy managed
- Polled
- Profitable

SUCKLER HERD MANAGEMENT

- 180 spring calving cows
- 120 autumn calving cows
- Aim to produce a calf for every cow bulled
- Focus on cow and bull fertility(semen Testing), reducing calving spread
- High Health Status (SAC Health Scheme)
- 2 year calving

EBV'S
ESTIMATED BREEDING VALUES

- Sceptical at First
- Understanding how to use them
- What do I want to achieve ?
- Achieving Balance
- Maternal Production Value

MPV
MATERNAL PRODUCTION VALUE

- Calving Spread & Calving Index
- Shorter Gestation
- Milk
- Low birth weights
- High Growth rates
- High herd Output

SUCKLER COW EFFICIENCY

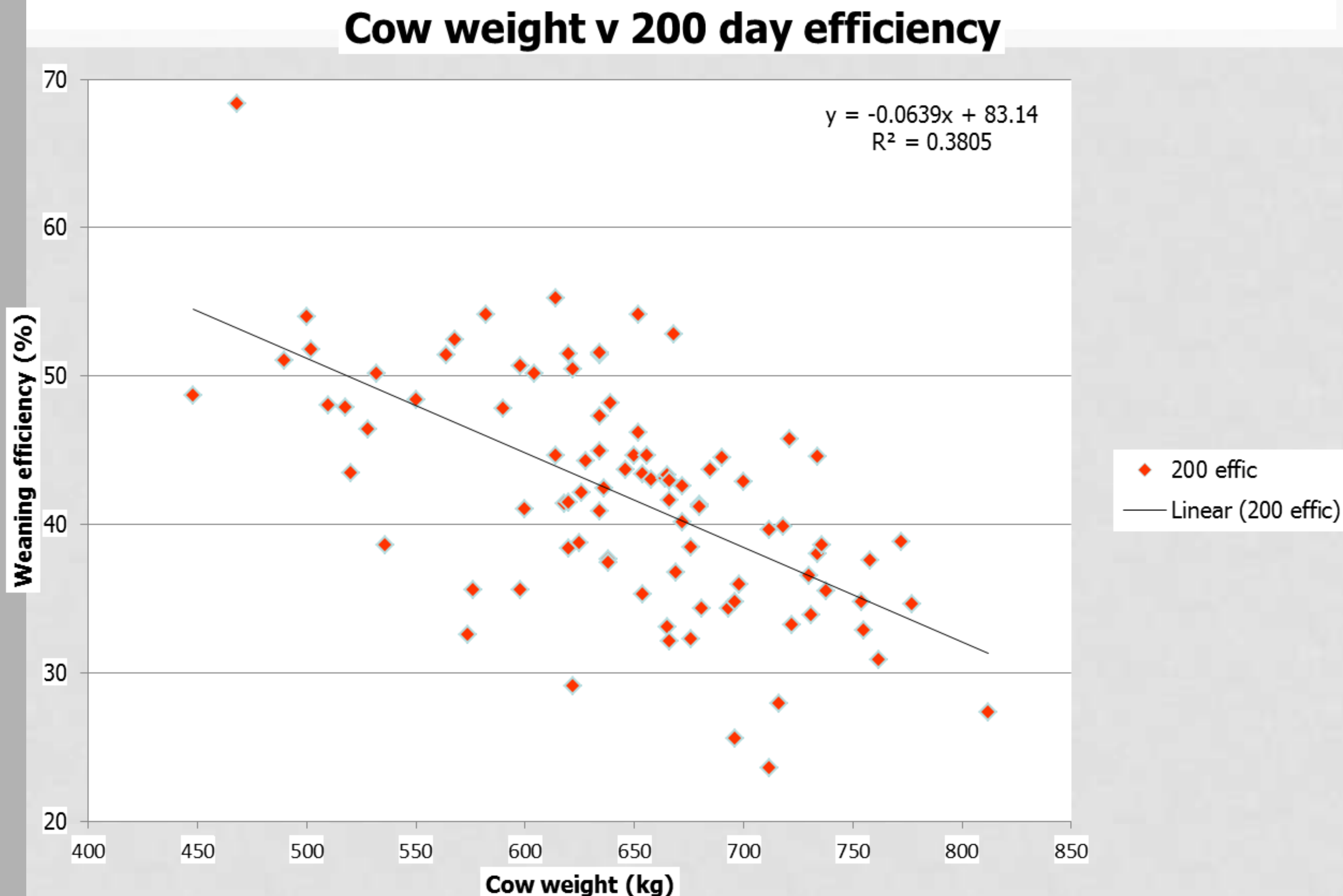
Average 200 day weaning weight
-- X 100 = Cow efficiency
Average kg of cow mated

333kg x 88 calves = 29,304kg of calf weaned x 100 = **54%**
580kg x 93 cows = 53,940kg of cow mated

Herd Efficiency = **54%**

Both Herds now achieving 95% weaning from cows put to bull
Average DLWG of Bulls since weaning is 1.8kg/day

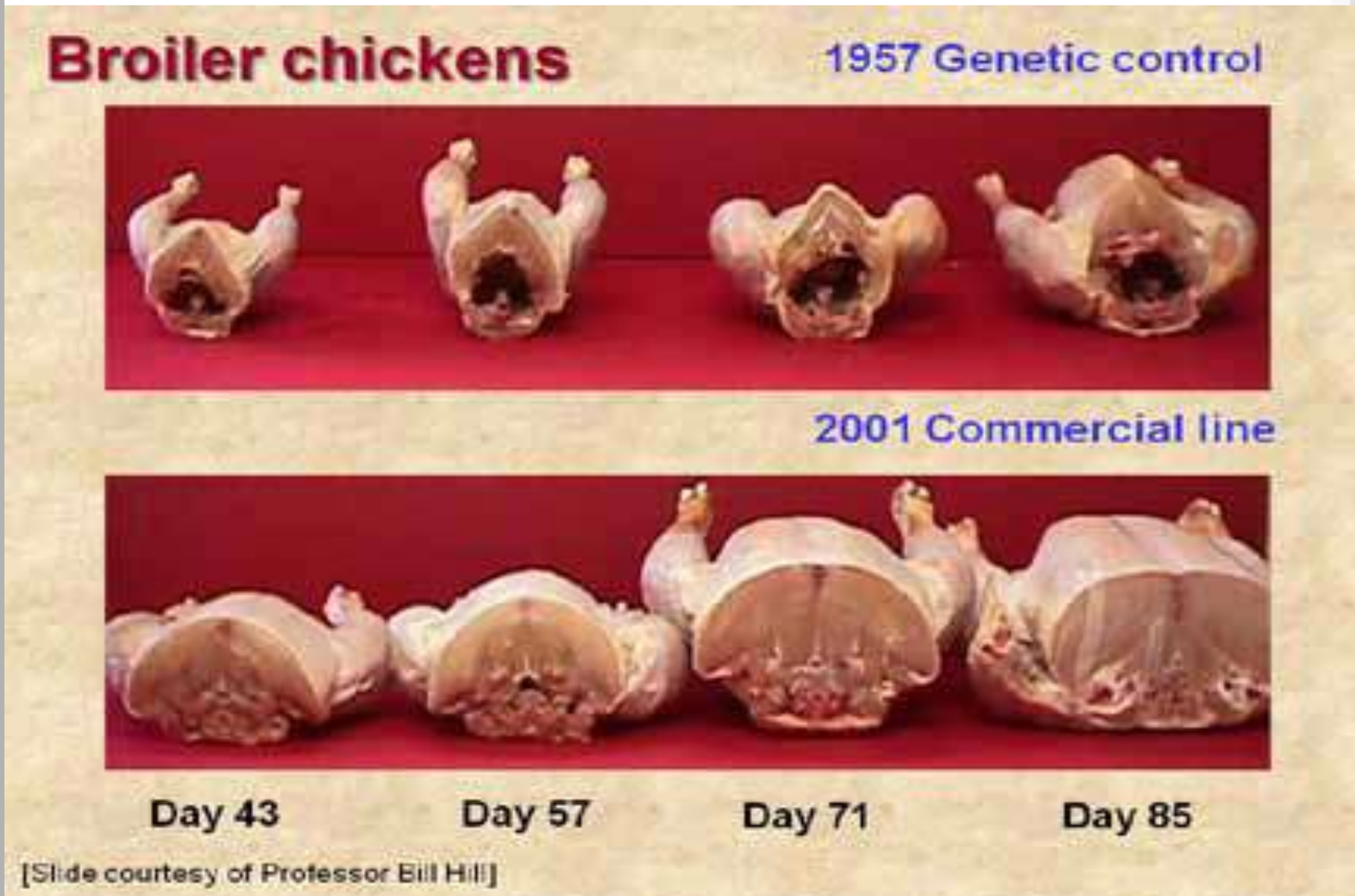
COW EFFICIENCY



STABILISERS U.S.A

STABILISERS U.S.A

THE ENEMY!



Broiler chickens
1957 Genetic control
2001 Commercial line
Day 43
Day 57
Day 71
Day 85
[Slide courtesy of Professor Bill Hill]

THE 2 KILO CHICKEN

Year	1963	2013
Weeks to slaughter	12	5
Food conversion ratio	4-1	1.6-1

NET FEED EFFICIENCY NFE

BUYING A NEW BULL, HOW DO YOU CHOOSE?
A TALE OF TWO BULLS……

A

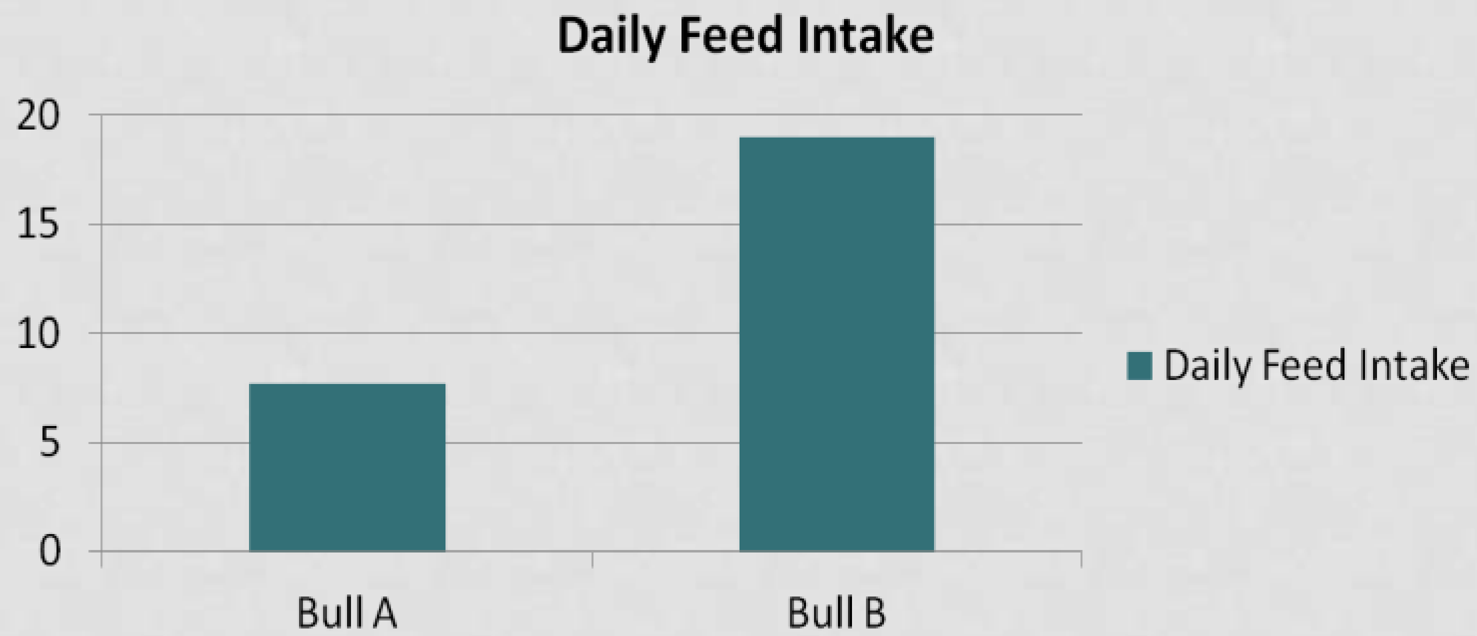
B

HOW DO THEY COMPARE?

	Bull A	Bull B
Birth Weight (Kg)	38	37
Calving ease	Unassisted	Unassisted
Yearling weight	561	565
DLWG	1.53	1.54

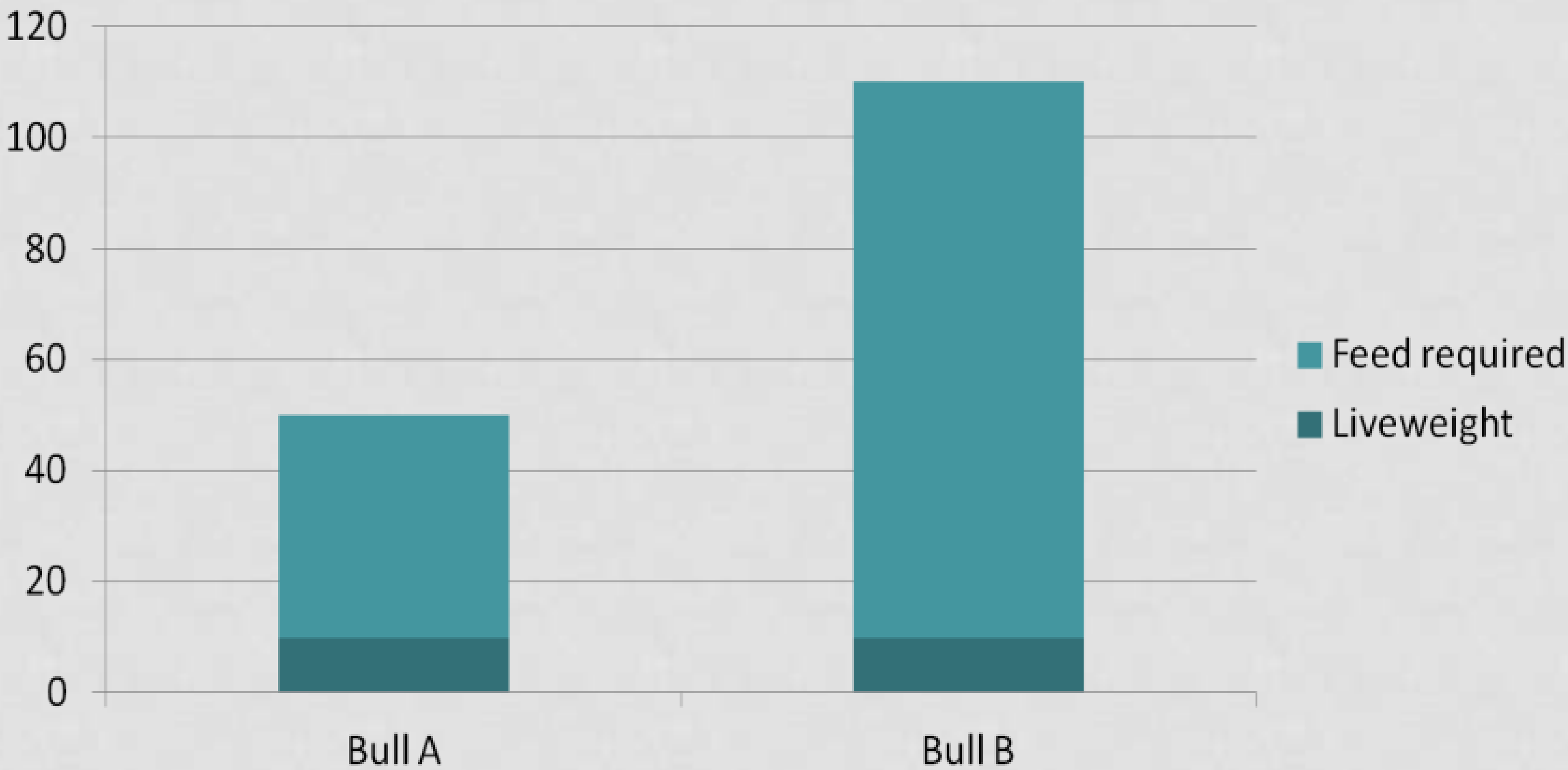
Based on the above data: Bull B is marginally the better bull

DAILY FEED INTAKE: 7.7KG V 19KG!



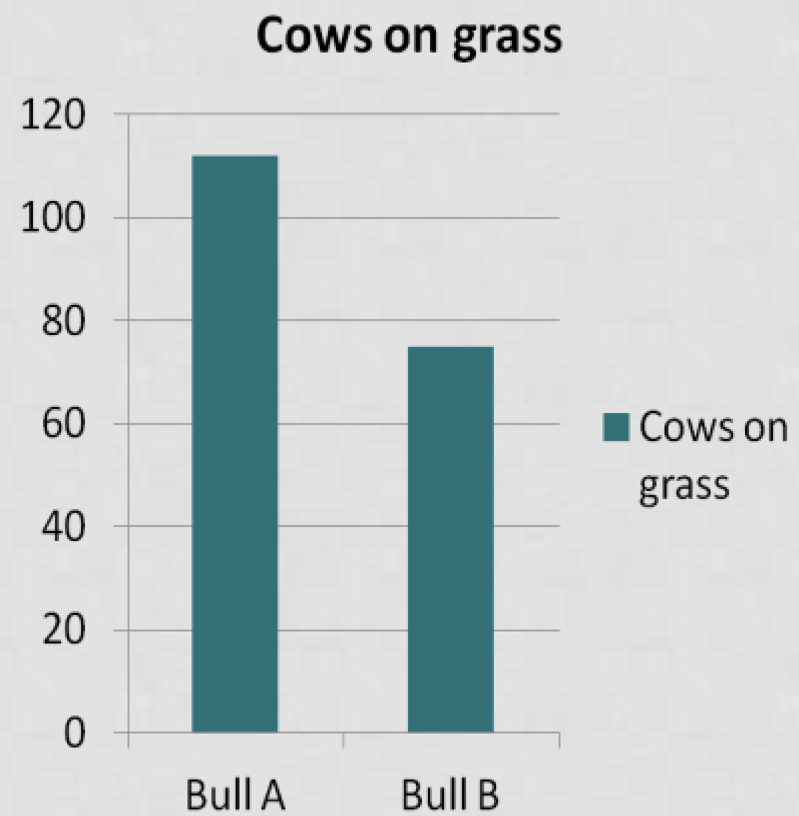
- 2.46 times more feed required for Bull B
- 4,124Kg per year higher dry matter intake
- £494 more to feed over 365 days (£120Kg DM)

FCR OF 4:1 V 10:1



SO WHICH BULL DO YOU WANT TO SIRE YOUR CATTLE?

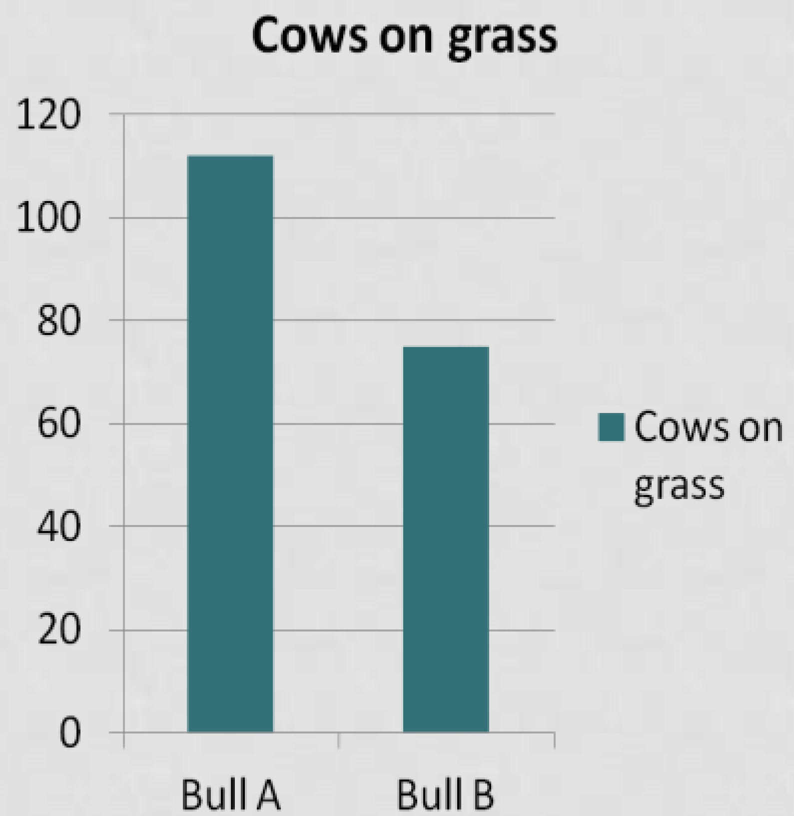
- 40% heritability
- 112 v 75 cows fed on same amount of grass!!
- 33% more output/profit



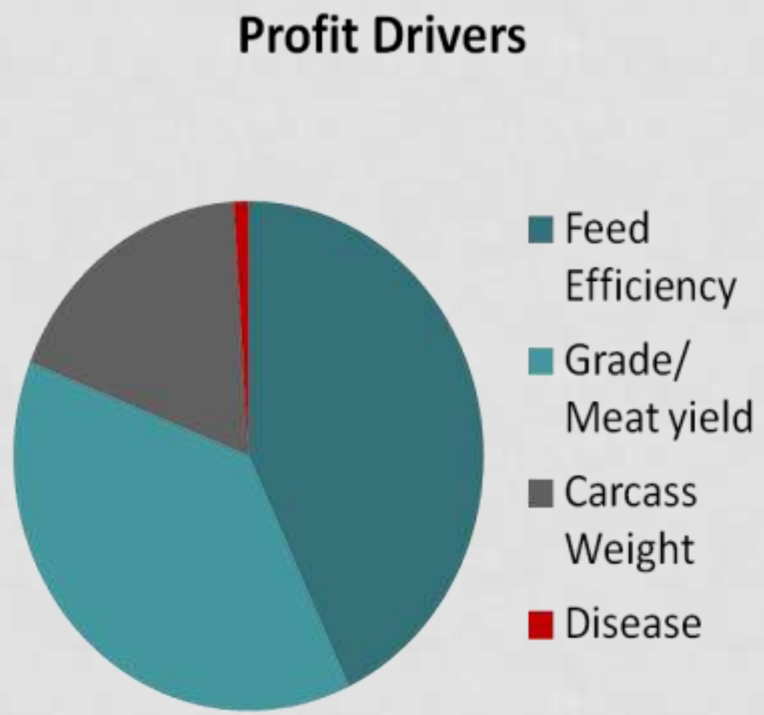
SO WHICH BULL DO YOU WANT TO SIRE YOUR CATTLE?

- Bull A = 112 **cows** x .96 weaning = 107 calves x £1,200 = 128,400
- Bull B =75 cows x .96 weaning = 72 x £1,200 = £86,000
-

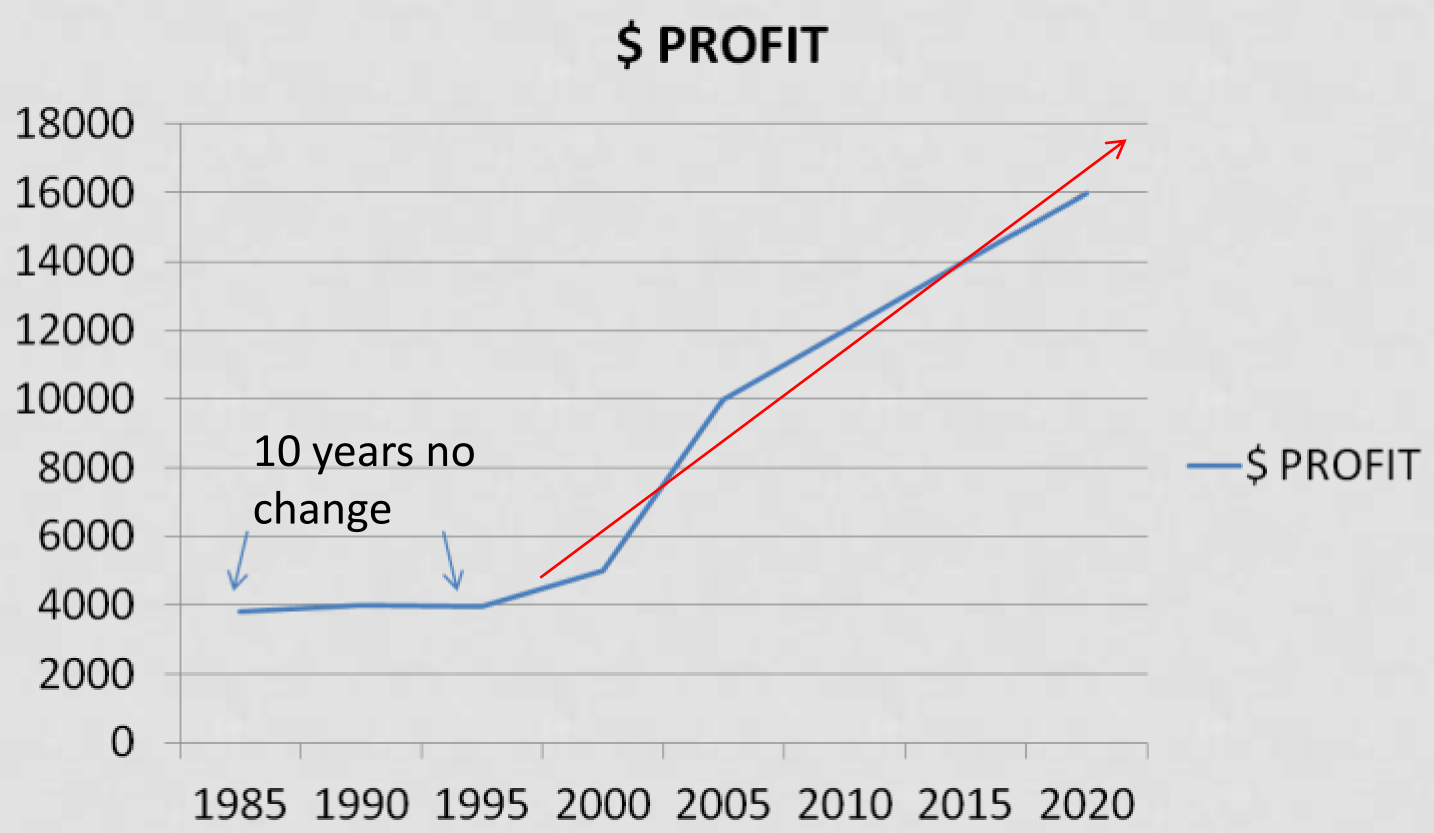
£42,400 extra income!



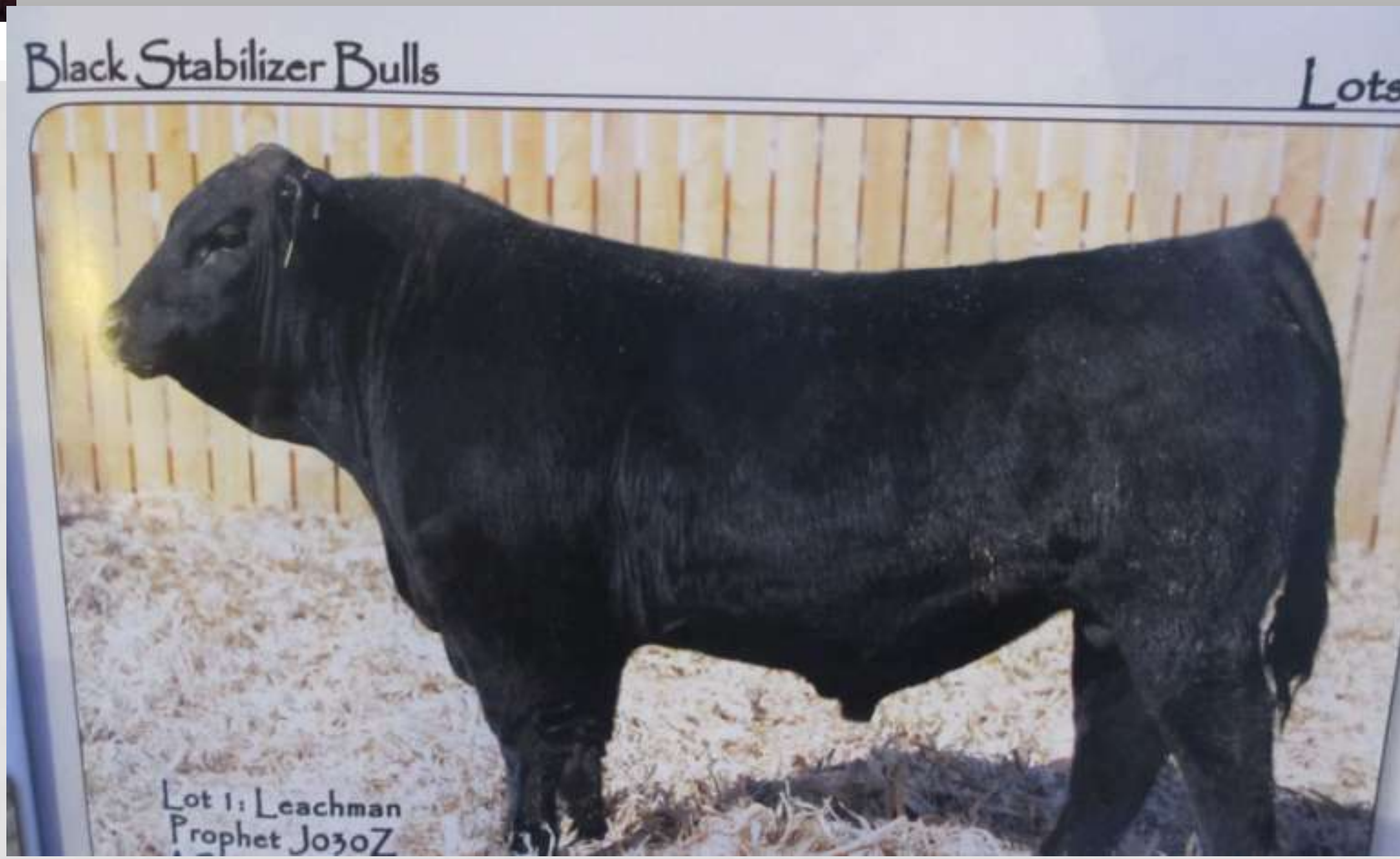
FINISHING UNIT PROFIT DRIVERS



HOW SELECTING FOR FEED EFFICIENCY EFFECTS THE PROFITABILITY OF BEEF PRODUCTION



STABILISERS U.S.A



Leachman Prophet ate 7.5kg of DM/day. 2.7kg less than his contemporaries.
Average DLWG of 1.6KG and weighed 90kg more than his contemporaries (800 bulls)

HAPPY COWS, HEALTHY PROFITS, HAPPY FARMER!