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# AGRI-BIP NEWSLETTER

## **Prospects for Agriculture in the European Union 2006 - 2013**

The EU Commission has recently published its latest report on the prospects for Agriculture. Overall things look optimistic, agricultural income is expected to improve by 11% in the 15 original EU member states.

Looking at individual sectors, dairy incomes are expected to decrease as milk prices continue to fall as a result of the CAP Reforms. However, production is likely to be fairly constant. Beef prices are expected to increase as production falls as more and more countries act to de-couple the Single Payment Scheme payments. Ireland however are due to introduce a welfare scheme for Suckler Cows with a payment of 100 euros per head, hardly decoupling!

Sheep meat production is forecasted to fall quite sharply in line with recent trends. Imports are likely to rise to allow consumption to be catered for but overall it is expected that prices will rise over future years. Poultry production will also increase as consumption increases over the period. Imports of poultry will significantly increase following a fall in the 2000 – 2006 periods.

Cereal production is forecasted to increase over the period with bio-energy being a significant user of grains, rising from ½ million tonnes in 2004 to some 8.7 million tonnes in 2013. Prices are expected to remain fairly static over the period.

As I stated earlier, the overall agricultural income is expected to improve by around 7% by 2013. Income per labour unit is forecasted to increase by 11% due to a continued decline in the number of working farmers. This perhaps is one of the starkest figures in the whole report, a fall of some 17% in the number of working farms and in the number of labour units working on the farms anticipated by 2013.

*So, what is the message from this report -*

Improvements in income can be foreseen, but these are not substantial and therefore continued diversification, improvements in efficiencies and in technological advances are required if people intend continuing to work in agriculture beyond 2013.

**Stewart Horne  
 Manager**

## Maintain the performance of your computer



Have you ever thought that it is time to complete a few maintenance tasks on your computer? Completing simple tasks can free up disk space, detect and repair disk errors, help protect your computer against viruses.

**Thursday 28<sup>th</sup> September 10.30 – 12.30am**  
**Teignbridge Business Center, Heathfield, Newton Abbot**

**Tuesday 3<sup>rd</sup> October 10.30 – 12.30am**  
**The George Hotel, South Molton**

Attend this workshop and learn how to restore and maintain your computer's efficiency.  
For more information, contact Deborah Turner in the office on **Freephone 0800 592872**.

### Be Aware – Mail / Phone Scam

The Trading Standards Office have brought the following scam to our attention: -

A card is posted through your door from a company called PDS (Parcel Delivery Service) suggesting that they were unable to deliver a parcel and that you need to contact them on 0906 6611911 (a premium rate number). **DO NOT** call this number, as this is a mail scam originating from Belize. If you call the number and you start to hear a recorded message you will already have been billed £15 for the phone call.

If you do receive a card with these details, then please contact Royal Mail Fraud on 020 72396655 or ICTIS (the premium rate service regulator) at <http://www.icstis.org.uk> or your local Trading Standards Office.

### Bookkeeping Help

Given how many hours of our lives we commit to our farm businesses, its surprising how little most of us spend on maintaining simple financial records to ensure we know just what our business is doing from one month to the next. You should not be content to let your accountant know before you do if you've managed to turn a profit or not.

Any kind of business development or diversification only increases the need for you to be in the driving seat regarding the financial demands and performance of your business.

For many it's a blind spot. "Can't do accounts" "Don't like numbers". But really if you have help to work out the basics, it's not at all difficult. In fact it can be very rewarding.

Agri-BIP can help you with one-to-one help. Our specialist farm Business Advisors can work with you to create a simple system from basic book keeping to more complex financial models for predicting future performance and anything in between.

Figures may seem dull compared to practical work, but they can also be very illuminating in showing you where and how to improve the performance of your business.

Get in touch with us at Agri-BIP on **Freephone 0800 592872** if you'd like to have a chat with us about some one-to-one advice and help.

## Events Page

### Soil Management Planning Workshops – 11.30am – 3.30pm

Friday 8<sup>th</sup> September – Dart Raffie Farm, Witheridge

Tuesday 12<sup>th</sup> September – Axewater Equestrian Centre, Kilmington

Thursday 21<sup>st</sup> September – West Devon BIP, Okehampton

Thursday 28<sup>th</sup> September – The Dartmoor Lodge, Ashburton

### Manure Management Workshops – 7.00pm – 9.00pm

Thursday 7<sup>th</sup> September – West Devon BIP, Okehampton

### Waste Management Regulations Workshop – 7.00pm – 9.00pm

Tuesday 26<sup>th</sup> September – West Devon BIP, Okehampton

## Computer Training

These workshops are ideal for beginners through to intermediate, and offer you a choice of topics such as Internet & Email, Managing Files, Spreadsheets, Web Page Creation, Database and Publisher with individual support from our in-house tutor.

Tuesday 5<sup>th</sup> September – The George Hotel, South Molton

Thursday 14<sup>th</sup> September – Teignbridge Business Centre, Heathfield

Wednesday 20<sup>th</sup> September – West Devon BIP, Okehampton

Wednesday 27<sup>th</sup> September – West Devon BIP, Okehampton

Thursday 28<sup>th</sup> September – Teignbridge Business Centre, Heathfield

Tuesday 3<sup>rd</sup> October – The George Hotel, South Molton

Tuesday 10<sup>th</sup> October – West Devon BIP, Okehampton

Thursday 12<sup>th</sup> October – Teignbridge Business Centre, Heathfield

For more information or to book a place on one of these workshops, please call the office on **Freephone 0800 592872**

## FIRE SAFETY LAW CHANGES

The 1<sup>st</sup> October 2006 sees changes to fire safety law, which could be relevant to you if you have diversified into other areas of business such as tourist accommodation, tea rooms, workshops, offices, etc. Fire Certificates will be abolished and will be replaced by a system of self-assessment, with the enforcement authorities (usually fire authorities) carrying out inspections.

The new law makes it your responsibility to ensure the safety of everyone who uses your premises and in the immediate vicinity.

You are required to carry out a risk assessment, comprising of: -

- Fire hazards
- People at risk
- Formulate an action plan
- Record, plan and train
- Review

A set of self guidance notes has been developed to tell you what you have to do to comply with fire safety law, help carry out a fire risk assessment and identify the general fire precautions that you need to have in place. The guides are designed so that a person with limited formal training or experience should be able to carry out the fire risk assessment, but if you feel unable to apply the guidance then you should seek expert advice.

More information and the guidance notes are available for download at [www.communities.gov.uk/fire](http://www.communities.gov.uk/fire) or for more information contact us in the office on Freephone 0800 592872.

## BUTCHERY TRAINING

We currently have one space available on our Butchery Training Course which we are running at Kenniford Farm, Clyst St Mary. If you are interested in attending and would like further information, contact us in the office on **Freephone 0800 592872**.

### **More paperwork for the Single Farm Payment!!!!!!!!!!!!**

I do not intend to add to the stress of the paperwork burden but believe that you should be aware that not only are there requirements within Cross Compliance for the Single Farm Payment to maintain Cattle and Sheep Identification Records but also that requirements are needed to maintain the following records: -

- Veterinary Medicinal Products –
  - You should update medicine records whenever any medicinal drugs are taken onto the farm or any of the medicines are administered.
  - You should only use UK authorised veterinary medicinal products for the purposes as described.
  - You should obtain POM medicines through a veterinary surgeon or a UK registered pharmacy
  - You should only use as described in the instructions for use and following the withdrawal periods as laid out in the products instructions.
  
- Food and Feed Stuff –
  - You should put in place systems and procedures relating to food, feed or food produce for animals or any other substance intended or expected to be incorporated into feed that is delivered to the farm.
  - You should be able to identify whom they were bought from, what was purchased and when it was purchased.
  - Similarly you must also have a system in place for products that leave the farm including who they have been sold to, what was sold and the date that they were sold.
  - There is no set system for recording this information. Records could be kept computerised, written or just receipts filed in order. However, if you are using receipts then the records need to be comprehensive, organised and must be readily available so that they can be produced upon request of an inspector.
  
- Plant protection products and biocides –
  - Records of purchases and supply of these products including whom they were bought from, what was purchased and when they were purchased.
  - When the products are used, records need to be maintained of the date of use, the amount of product used and information such as withdrawal periods etc.

**For more information and help, contact us in the office on Freephone 0800 592872.**

### **Changes to Livestock Record Keeping Legislation**

A recent change in Livestock Record Keeping Legislation means that more flexibility is now possible with sheep record keeping. Firstly, a definition on what constitutes an 'Extensive Sheep System' has been clarified. 'Extensive' means that sheep lamb outside, 'Intensive' means that sheep are housed at some point through the year, so if you house your sheep you will be required to tag your lambs by 6 months of age or on leaving the farm if earlier. If you are able to show that you have an 'Extensive' system then the tagging can be left until the sheep are 9 months of age or earlier if leaving the farm.

On the record keeping side, the introduction of the Sheep Annual Inventory in January of each year has meant that it is no longer compulsory to maintain a running total of your sheep. This appears to be a flexible loophole which I doubt will be left open for too long. A recent inspection by the EU Commission on sheep traceability has enabled the UK to continue to avoid double tagging for a further 9 months or so. However, some new regulations will be implemented, the main one being that lost tags will need to be replaced within 20 days. At the moment this will require UK legislation which is not in place, so it is not compulsory at present but just be aware that this will be implemented in due course.

Whilst on the subject of sheep, there are reports of an alarming number of thefts of sheep equipment, and in some cases, sheep themselves. The favourites at the moment seem to be hurdles, creep feeders and handling equipment. Often these have been left in fields and in some case some distance from roads. This does not seem to be deterring the individuals. Please be vigilant with your equipment, anything that you can do to slow up peoples movements, locking gates etc maybe worthwhile considering. Let's just hope that these are isolated, but from the reports received, significant numbers of incidents seem to be happening in the Torridge area at present.

### **DISCLAIMER**

Every effort has been taken to ensure the information contained in these notes is correct, however, West Devon Business Information Point will not be liable for any loss arising from the use of these notes or any omissions or errors contained within.

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