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DECEMBER PROFESSIONAL PONDERINGS

Over the past few weeks, I have been fortunate enough to spend a few days out of the office on farms and shoots, and one thing that really stands out to me is how varied the industry now is. This reiterates the importance of moving away from a 'one size fits all' approach to subsidy schemes and, instead towards a more tailored scheme to suit various types of individual farming systems. The current Countryside Stewardship Scheme goes someway to addressing the issue, but it should be far simpler. Oh how we long for a scheme as simple as ELS..... let's hope that the BREXIT gives us the opportunity to develop a scheme that's simple to administer, but offers real environmental benefit.

Continuing in a similar vein, it has also become apparent to me in recent months just how important it is for a farming business to have some sort of diversified/non-farming income. This comes in all sorts of shapes and sizes, it may be your more typical office let, but it can be as subtle as entering into an environmental scheme to provide a 'guaranteed' income. As we head towards the future with reducing subsidy payments, now is the time to be appraising your business. Please consider, could your business survive without £70-£90/acre BPS?

BIG ENOUGH TO COPE - SMALL ENOUGH TO CARE

Oakleigh House
High Street
Thrapston
Northamptonshire
NN14 4LJ

For market advice and your entries for next week, please ring the office or out of office hours ring:
Brian Pile on 07778 970628,
Alastair Brown on 07885 804450,
Shaun Barron on 07969 097704,
Paul Goodwin on 07753 895716,
Claire Worth on 07801 337583.



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If not, what are you going to do about it? Convert the old cattle barn? Install a bore hole or turbine, to reduce your fixed costs? Enter into a share farming agreement to pool and maximise resources? Whatever it is, it is important that it compliments what you do. As a local farmer said to me the other day, if he takes his eye off the ball with his pure farming business because he's concentrating on non-farming activities, resulting in yield loss of say 10%, then that could easily cost more than the income generated by the diversified/non-farming activity.

Given that I've mentioned shooting already, I thought I would share with you the contents of an interesting article I read, contained within the National Gamekeepers' Organisation Winter magazine concerning the handling of game meat. I appreciate that this may only apply to handful of you, so I shall be brief. The regulations concerning game meat have been in place since the mid-2000s, but there is a new move to ensure that they are complied with. If you shoot game, but eat the meat yourself or give it to friends and family, then you do not need to do anything, as you are already within the law. However, if you supply game direct to a game dealer, local retailer, pub or somebody other than friends or families i.e. beater, paying gun etc, then you are considered a 'food business' and therefore you must register as such with your Local Authority. If you supply game shot by you or on your shoot, in fur or feather to local pubs and restaurants or to the final consumer, then that meat must be traceable and safe for human consumption. If you are storing meat in fur or feather for any period of time you will need a chiller and your premises will need inspection by the local authority. If you supply to a game dealer in fur or feather, then you must comply with general hygiene for your game larder and vehicles, have a Hazard Analysis and Critical Control Point Plan and use it, plus ensure that all game is inspected by a member of the shoot who has a Game Meat Hygiene/Handling Certificate. If you process and supply game shot by your or on your shoot to local retailers and pubs or to the final consumer, then more rigorous and thorough criteria apply. This is an area of law which is probably well known to the larger more commercial shoots, but probably less well known to the smaller farm shoots. I've tried to pick out the salient points from the article, but if you would like a copy of it, then I would be happy to email you a scanned copy.

Some of you may be aware of the recent renewed interest concerning Land Value Capture, which has featured heavily in certain sectors of the surveying world and is something the industry is following closely. The first question you may have is, 'What is Land Value Capture?'. In short, it is a method to ensure the distribution of increases in the value of privately-owned land, where those increases have arisen from public policy decisions, such as the granting of Planning Permission. The concept behind it is that the increased land value should be shared between the land owner, the local community and national government. By way of explanation, if agricultural land is worth £10,000/acre, but £500,000/acre with planning permission, then there is a £490,000/acre uplift. It is this uplift which the Government would be looking to capture and share. Those lobbying for this, argue that the increase in value is entirely due to public policy decisions. This is not a new concept and there have in the past been similar efforts to capture this uplift, such as development taxes, to ensure that money is redistributed to Government. However, in the past it has served to suppress the market and slow the supply of land, which is clearly not what the government want, as they are working towards their target of building 300,000 homes per year. The Government are seeking not to suppress the market, but do want a positive contribution to the significant infrastructure projects, such as the upgrading of the M1 through Northamptonshire, and the re-routing of the A14 around Godmanchester etc. It is claimed that planning permission enhances land value by up to 100 times, upon which there are direct taxes to capture value such as VAT, Stamp Duty Land Tax and Capital Gains Tax. However, it is estimated that land owners retain on average 50% to 75% of the uplift. Within a recent government report there are three mechanisms to capture the uplift, namely 1) improving existing mechanisms, 2) legislative reform, and 3) more fundamental measures. This could see a reform of Section 106 Agreements, or could be as drastic as granting compulsory purchase powers to development bodies, which have, of course, been used in the past to create new towns, such as Milton Keynes and Telford. It is possible that this is just another 'storm in a tea cup', but with the conservative party in a precarious position over BREXIT and a socialist labour party chomping at the bit, there are many that believe this is a real possibility.

I suspect that I will not see many of you in the period leading up to Christmas and therefore I wish you all an enjoyable festive period and prosperous New Year.

With best wishes,

Chris Templar - Rural Surveyor

MONDAY 3RD DECEMBER 2018
102 VENDORS SOLD 1472 HEAD OF STOCK
THROUGH THRAPSTON MARKET

TOP PRICES OF THE WEEK

CATTLE SOLD

Store Steers to £1095
Store Heifers to £825
Calves/Weanlings to £340

SHEEP SOLD

Prime Lambs to £90
Cull Ewes to £76
Store Sheep to £70.50
Ewe Lambs to £74

PIGS to £22

REPORT FOR SATURDAY 1ST DECEMBER

Store & Breeding Cattle

A big shortage of cattle this week, but more trade and more bidders came forward looking for cattle, as more will from Monday 3rd December when the BPS payments will start to be made, injecting £1.7 billion into the rural economy. Let's hope some of it is invested into cattle from Thrapston.

Prices topped at £1095 for a Charolais steer from Robert Munns; whilst 19 month Aberdeen Angus heifers sold to £825. First in the ring today was an 11½ year Lincoln Red stock bull, which sold to £730. In the store section, RD Holland topped at £770 with a Limousin heifer, 31 months, and his Limousin steers sold to £675; John & Rodney Darby entered their usual quality Limousin steers and heifers, which sold to £850 for steers and £785 for heifers; others from Woodside Fisheries topped at £775 for 21 month Limousin steers and £790 for two Blonde heifers, 20 months.

More are needed each week. If you have some to market please contact Alastair, who would be pleased to assist you in marketing your cattle to the best advantage for you.

Pigs

A busy section this week with over 40 weaned pigs forward, not a lot of size and age though, with the heaviest pigs weighing 25kg.

Prices topped at £22 for a pen of 9 pigs from Freddie Wootton, with his others, Oxford and Sandy Black x Tamworth, selling to £19; smaller pigs from B Burrows topped at £8 for two pens of seven; some coloured and black pigs entered by E Atkins sold to £4; and C Davies entered Tamworth x pigs, which sold to £2 each.

Prices not the best at the moment, but there are buyers looking for pigs to finish, if you have some to sell, with the cost of feeding and slaughter costs, it may be better to sell them as strong, weaned pigs and let someone else take on the work and cost. Or, if you like pigs, try Guinea Pigs, which sold to £11 each in the Fur & Feather sale!!

Calves

Only 4 forward but demand was keen, as 6 bidders put their hands in the air, wanting to purchase the calves forward. Prices topped at £340 for a 7 month Black Hereford steer, and the other Red Hereford steer sold to £300 from DR Bradshaw; and Gordon James entered two British Blue bulls, 3-4weeks old, which sold to £230 and £210.

Store and Breeding Sheep - 626 Sold

Another large entry of store lambs today, with **over 600** penned and sold. Trade for the bigger stores very strong, with plenty of interest. Smaller lambs slightly less than last week, but still looking a very good shot in comparison to the prime, with some selling today at or around 200p/kg. **More stores needed to fill buyer demand. Please call Shaun to discuss marketing.**

Trade topped at **£74** twice for Suffolk x ewe lambs from Richard Harris. Stores topped at **£70.50** for Charollais from N Wallace; with a run of Shropshires from Stoke Lodge Farms selling to £70, with others at £68.50 and £66.50 twice; Richard Houghton sold Suffolks to £69; with Texels from Craig Baxter selling to £68.50, £66.50, £65 and £64.50; Tom Hinch sold Continentals at £68.50, with others at £66.50 and £64; while Stuart Wells sold Texels at £68 and £63; Suffolks from Mark Arrowsmith sold to £66, with others at £59 and £58; with pens of Suffolks and Texels from JF Fountain & Son selling to £65; Messrs Kingham & Sons sold Charollais to £64 and £61; and David Player sold Texels to £63.

More could easily be sold to vendor advantage, each and every Saturday.

Next week a good entry of stores anticipated, alongside our Special Purebred Sale, which includes a fantastic entry of in lamb ewes and theaves and empty ewe lambs. Also next week, the first entries of commercial in lamb ewes, with 20 flock age ewes due in mid January, alongside 50 Texel x Lley Double Theaves, due in March.

For further information on any of next week's store and breeding sheep, please speak to Shaun anytime.

**SPECIAL SALE OF PUREBRED IN-LAMB EWES
& EMPTY EWE LAMBS**

J & S Williams

7 Charollais Theaves & Flock Age Ewes

In Lamb to Hyde Terminator, due Mid Jan Onwards

2 Pedigree Texel Theaves

In Lamb to Cornmore Young Hustler, Due February, 1 Single & 1 Twin

G J & S L Gowling

3 $\frac{3}{4}$ Beltex Ewes In Lamb to Beltex

Due February, scanned with 2 Singles & 1 Twin

D M Blakemore

3 Texel x Charollais Theaves In Lamb to Beltex

Due 9th March (to be scanned prior to sale)

24 Charollais x Texel Ewe Lambs

A M T Pinny

5 Pure Texel Ewe Lambs

M J & J A Pinny

2 Pure Charollais Ewe Lambs

A & P Payne

4 Pedigree Texel Ewe Lambs

P Fraser

12 Pure Texel Ewe Lambs

G J & S L Gowling

12 Beltex x Ewe Lambs

2 Hampshire Down Ewe lambs

J Ayres

7 Ryland Theaves & Double Theaves Run with Ryland Ram

2 Hampshire Down Theaves Run with Hampshire Down Ram

ENTRIES FOR SATURDAY 8TH DECEMBER

CATTLE

T R & M Foss

2 Limousin Steers
1 Blonde Steer All 13-20 Months
1 Blue Steer

M A & J A Pinny

3 Angus x Heifers – *Homebred & By Named Sire* 14 Months
2 Simmental x Steers 14 Months
1 Hereford x Steer – *By Named Sire* 18 Months

N Webb

4 Simmental Steers 14 Months

C E Hancock & Son

20 Store Cattle 14-27 Months

S A C Holgate

18 Store Cattle 14-27 Months

SHEEP

D Evans

48 Texel x LLeyn Double Theaves
Run with Texel Ram, Due Mid March

R Paton

3 Suffolk x 2 Shear Ewes
In Lamb to Texel Tup, Due 9th January, Scanned at 166%, Hept P

R J Lee

20 Texel x Flock Age Ewes
In Lamb to Texel & Charollais Rams, Due Mid January Onwards

John Gowling & Sons

21 Texel x Mule Ewe Lambs

T P Hinch

40 Continental x Store Lambs

REPORT FOR THURSDAY 29TH NOVEMBER

A few less about today and averages back on paper, following last week's Fat Stock Show. Trade for the commercial lambs similar on the week, with handy weights (40kg-45kg) by far the best to sell. A few lambs now coming in very over fat and these were the hardest sell today. Weight as always coming to the money, but large numbers of these types available nationally. Ewes today also a similar trade to last week.

Prime Lambs - 669 Sold to £90 or 191p/kg

Trade today on par with last week, for a few less forward. Lighter lambs good to sell and more required. **SQQ 171.02p/kg** and **All In 163.15p/kg**.

Standards (32.1kg-39kg) 39kg Texels from V Cross sold to **£71 or 182p**; with same weight Charollais from Kevin Morgan-Jones at £65 or 167p.

To	From	Average
£71 or 182p/kg	£55 or 153p/kg	£65.61 or 171.16p/kg

Mediums (39.1kg-45.5kg) Sold to **£82 or 191p** for 43kg Beltex from Rob Stamper; with 43.5kg and 45kg Texels from Rob Hutchinson selling for £80, or 184p and 178p; Ian Stancombe sold 45kg Texels at £78 or 173p; with 45.5kg Texels from Cambridge University Farm selling to £77 or 169p; Mark Knight sold 45kg Charollais to £77 or 171p, with 42kg from the same home at £75 or 179p; Ian Pentelow sold 45kg Continentals at £74 or 173p; with 39.5kg Continentals from RH Merrick selling to 178p; David Fortescue sold 41.5kg Texels to £73.50 or 177p; with 43kg Texels from John Childs selling for £74 or 172p.

To	From	Average
£82 or 191p/kg	£64 or 157p/kg	£73.46 or 170.93p/kg

Heavy Weights (45.6kg-52kg) saw a top of **£88.50** for 51.5kg Texels from V Cross, with 52kg Suffolks and Texels selling for £87.50 and £87; 51kg Continentals from Mark Arrowsmith sold to £82; equal to Ian Stancombe for same weight Texels; Rob Stamper took £81 for 50kg Texels; with 46kg Texels from Ian Stancombe selling for £80.50, and 47.5kg and 46kg similar types selling for £80; 49.5kg Texels from Rob Hutchinson sold to £80; as did 51kg Suffolks from Mark Arrowsmith.

Pence Per Kilo topped at **175p** and 174p, both for 46kg Texels from Ian Stancombe; with 51.5kg Texels from V Cross selling for 172p; 46.5kg and 47kg Texels from Ian Stancombe sold to 172p and 170p; with 46.5kg Texels from Cambridge University Farm selling to 167p; ahead of Ian Pentelow at 166p for 47kg Continentals.

To	From	Average
£88.50 or 175p/kg	£72.50 or 150p/kg	£79.92 or 164.41p/kg

Over Weights (52kg Plus) Sold to **£90** for 56.5kg Suffolks from V Cross, with the same vendor topping the pence per kilo at **170p** for 52.5kg Texels, selling to £89.50; 53kg Continentals to £85, or 160p twice, for T Benson; with George Mayo selling 59kg Suffolks at £88, with two further pens from George at 54kg selling to £86 or 159p.

To	From	Average
£90 or 170p/kg	£80 or 143p/kg	£85.19 or 155.68p/kg

Cull Ewes & Rams - 73 Sold to £76

A few less about and a large show of Mules in the entry. Continentals to **£76** from Mark Arrowsmith, with Mules from the same home at £64; Mules from DM Walsh to £50; and from RJ Paybody & Son to £49, with rams from the same home to **£61** for Texels.

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Shaun Barron - 07969 097704

Brian Pile - 07778 970628

Claire Worth - 07801 337583

Auction Team Direct Dial - 01832 736757

ANNUAL CHRISTMAS SALE OF DRESSED POULTRY & GAME

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For further information please contact Claire Worth
01832 736757 or claire.worth@bletsoes.co.uk



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Thursday 13th December 2018

7pm – 9pm

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Tickets **£10** each

Please contact:

Mary Maud ~ 07525 323450 / mary.maud@rabi.org.uk or

David Hutchinson ~ 07899 911178 / david@strixtonmanor.co.uk

Please note that space is limited so a swift reply would be greatly appreciated

Please note that photographs may be taken at this event to help publicise R.A.B.I's work

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