



# Spring 2017 Newsletter

## New Members

John Roberts Firewood, 12 Church Street, Ladybank  
Saline Shaw Estate, Saline Shaw Farm, Saline  
Morton J Welsh, Nethersfield Farm, Sorn, Mauchline  
M & M L Struthers, Old Higham, Newburgh  
Scotia Cabins Ltd, Wester Greenside Farm, Abernethy  
A.G & J.A Dunlop & Sons, Raithhill Farm, Sundrum  
Gregor Allan Agri Services, Fiveways, Charlottetown  
W Y Smith & Sons, Hallroom Farm, Guildtown  
Energen Biogas, Dunns Wood Rd, Cumbernauld  
West Dron Farm Ltd, Ballendrick House, Bridge Of Earn  
Nurture Landscapes Ltd, Nursery Court, Windlesham  
Tom Mckechnie, Bottomcraig Steadings, Bottomcraig  
Henderson Agri Services, 3 Walton Park, Craigrothie  
C & A Meiklem, Brucefield Farm, Ladybank  
W & R Mccoll, Nether Cambushinnie Farm, Cromlix  
Green Cut Garden Services, Balmacraig, Saline  
Mana Kau Contracting, 2 Mid Feddal Cottage, Braco  
Cheviot Heat & Power Ltd, The Old Coach House, Rothbury  
Lumgair Farming, Falside Farm, Boarhills  
Louise Topping, Lochmalony House, Cupar  
Rural Finance, Suite 1B, Striling Agricultural Centre  
Mark Wilson, 4 Holdings, Longcroft  
Boyle Drainage Ltd, 5 Marshall Place, Milnathort  
R & R Gray, Claish Farm Cottage, Callander  
Travis Perkins Trading Co, Lodge Way, Northampton  
A & J Orr, Foodie Farm, Cupar  
Clark Candlish, The Gables, Cowdenbeath  
M M R Engineering, 40 Oakwood, Kippen  
M & S Contractors, West Meetings, Windygates  
W & A Anderson, Kettlehill Farm, Baldernock  
Fairfield Farms, Balcarres Mains Farm, Colinsburgh  
Webster Developments (Scotland), 23 Sunnypark, Kinross  
Logline Limited, Bogside Farm, Bogside  
Donne Guttering Specialists, Harryleyoch, Solsgirth  
S & J Duff, Wester Auchentroig, Buchlyvie  
W.G & E.M Harrison, Hyndfordwell, West Linton  
Ochil Training, 16 Pine Crescent, Menstrie  
James Tainsh & Son, Drummond Earnoch, Comrie  
Callendar Estate Biomass, Slamannan Road, Falkirk  
B3 Environmental Ltd, Woodmill Farm, Dunshalt  
Colin Inglis, Craegorry, Dalachy Farm  
Western Toyota, 2 Loanhead Drive, Newbridge  
M Mckenzie, Old Pentland Sawmill, Loanhead  
Aimera Ltd, Studio 3004 - 3008, Mile End Mill, Paisley  
J W Hodge Forestry Co., 8 Caledonia Gardens, Carluke  
Messrs James E Taylor, Lochhill Farm, Mauchline

## Managers Report - Bruce Hamilton

Between last Summer and now a record number of Members have joined the Ring. They are joining for very diverse reasons such as: needing Ring services; buying a 4x4 or CaselH tractor; wanting to market their services to other members; and existing members diversifying their business.



the Ring we now have all of the major builder and timber merchants in the Ring meaning the deals we can offer are unbeatable.

CaselH have confirmed their rebate scheme for another 2 years and changed their dealer from AM Phillip to J Low Agri Services. This provides a retrospective rebate of £1,000 - £3,000 just for being a member.

Straw sales are still continuing with up to £75/t now being paid. Fertiliser is still available for Spring delivery but stocks are getting tight.

With another AD plant coming on stream this Summer we will be looking for lots of tractors and silage trailers 16t+ in July. If you would like to assist please tell us and we will add you to the list.

*Ring the Ring for Anything*

With Travis Perkins joining

## AGM

The AGM on 7th March reported on the following:



**Accounts** - Another tiny profit with the balance sheet stronger at £180,000.

**Membership** - Another 68 new members joined during the year bringing us to over 1,000 for the first time.

**Turnover** - Core business and number of requests up again. Total turnover is dependent on fuel prices.

**Problems** - Several small non-farming businesses went bust during the year and this has had the effect of us imposing very tight credit limits on members with no visible assets and/or returned Direct Debits.

**Staff** - Lynne will be back soon from maternity leave; sadly Mark retired on ill health; Anna & Becky joined the team; Jessica is back mentoring the new staff; and well done Judith celebrating 15 years with the Ring.

*Tayforth Machinery Ring, Newhill Farm, Glenfarg, Perth, PH2 9QN. Tel 01577 830616 E-mail: admin@tayforth.co.uk*

*As most contracts are made orally calls may be recorded in order to protect your interests*

*All Members have a credit limit ranging from £0 to £50,000. These are set by the Management and are not negotiable.*

## AD Nutrients

energen  
biogas

Digestate is a nutrient rich liquid which is an accredited PAS110 product and meets quality assurance standards

There is a clear and substantial **financial benefit** in replacing artificial fertiliser with digestate.

An example application rate of 8 tonnes per acre will provide approximately;



Digestate application improvement example on grassland after 10days

90 units/acre  
Nitrogen, 30  
units/acre  
Phosphate

65 units/acre  
Potash & 66  
units/acre Sul-  
phur

The liquid fertiliser is delivered to farm at a cost of £2 per tonne, or £1 per tonne 1<sup>st</sup> October to 1<sup>st</sup> March. As a comparison to artificial fertiliser it is valued at approximately £6/t.

Delivery is in artic tankers and can be placed into farm slurry tanks or direct spread onto fields. Spreading with umbilical costs £2/t



This is a very simple system, saves money on fertiliser and SQC & QMS approve its use.

## Seed

All grass and forage crop seed (various varieties) are available through the Ring at great prices.

Grass incl wild bird seed mix, Kale, Forage rape, Stubble turnips, Fodder beet & Swedes



All orders received by 31st May 2017 will be entered in a free competition for a four ball golf voucher round.

## SU Herbicides



As usual, Rotam's excellent SU herbicides are exclusively available through the Ring. If you have an independent crop walker then remind him/her that these are cheaper than Dupont and approved by Scottish Agronomy. Delivery next day.

aimera  
same water. better price. great service.

## Save Money – Changing Water Supplier

Aimera water has teamed up with the Ring to promote this opportunity for the members to save money by switching suppliers. It's still the same water via the same pipes but at a lower price. Aimera are a Scottish based, independent licenced provider who can supply all your water and waste water services. The process for switching is simple, all we need is your details and we manage the whole process. You could save up to 30% against your old water charges, and it doesn't cost anything to change.

Call us on 0141 251 0060 or email [sales@aimera.co.uk](mailto:sales@aimera.co.uk)

## Increase soil performance with G-Lime

When field pH falls below optimum levels, fertiliser efficiency deteriorates, nutrients get locked into the soil, water infiltration and drainage slows, microbial activity decreases; resulting in fields with lower quality crops and smaller yields.

Statistics from a 2016 survey by the Professional Agriculture Analysis Group show that 67% of all agricultural land and 42% of arable land in Scotland have pH levels below 6.0.

One cost- and time-efficient solution is G-Lime. G-Lime makes it easy to release nutrients from the soil without any mess or organising a contractor.

A fast acting granulated calcium lime, G-Lime begins to work immediately in the soil with 300Kg/Ac on clay-loam lifting your pH from 5.5 to 6.0 in as little as 4 weeks. This helps get the most out of your fertiliser, and maintain high yielding and superior quality crops.

G-Lime is easy to apply with your own equipment, and once target pH is reached, G-Lime can be applied as a maintenance dressing in subsequent years at as low as 50Kg/ac to maintain your soil pH at target, thus avoiding the peaks and valleys of productivity that can be associated with ground lime applications at infrequent intervals.

Give Bruce a ring to discuss how G-Lime can benefit your farm this spring. Direct deliveries on loads over 10t. Less than this collect from our store.





Ochil Training Limited, 16 Pine Crescent, Menstrie, FK11 7DT

Ochil Training Limited is delighted to announce that we are now proud members of Tayforth Machinery Ring. Providing operator training and assessments for Telehandlers, Excavators, Loading Shovel to name but a few

We work to the NPORS accreditation standards. Our aim is to advance safety standards by instructing our delegates with the necessary knowledge to work safely and to the highest standards. Ochil Training offer bespoke training packages tailored to the customer's needs, our courses are held at or training centre near Glenfarg but experience operator assessments can be carried out on your own premises using your own equipment.

For further information contact Tayforth Machinery Ring.....

## Forestry & Biomass



Following on from the Forestry Commission grant aiding our members to get

woodland plans and felling licences, we are working our way through these and making money for all of them as well as replacing their unmanaged woodlands for the next generation. Most of this wood goes very locally to one of the MW plus biomass plants that 10 of our members have invested in.

We are looking to provide 15,000 t of timber to the new biomass boilers and so if you would like to turn your unmanaged woodland into profit please get in touch. We can handle everything from 0.5Ha up.

We are also providing vast tonnages of pellets, logs and chip to boilers and one of our new members Callendar Biomass has invested in a continuous flow dryer to provide year round low moisture G30 chip for a rapidly growing market.



Phone the Ring for prices and delivery options.

## What are the benefits of being a member of Tayforth?

(Jim Booth, Head of Co-op Development, SAOS)

A co-op's purpose is different from a commercial company whose aim is to maximise profit. Co-ops transfer the benefit back to farmer members through their use of the co-op's services and facilities.

If a co-op's primary purpose is to provide benefit to members, how can we measure how successful, or not, it is at doing that? In truth co-ops are weak at measuring and reporting the benefits of membership. Why? Simply, it is too complex and we don't know how to do it!

Which brings us to why SAOS is conducting a pilot study with 4 farm co-ops to research and identify a practical solution of how to measure and report the benefit of co-op membership.

The good news is that Tayforth was one of the four co-ops selected to be part of the study. The motivation for your Board to be involved is that this is a good route to better understand members' needs, how Tayforth creates value and how its performance could be improved. Their aspiration is to measure and report member benefit on an annual basis to all members.

The first step was then to conduct a focus group with a representative sample (13) of members, who met at the Green Hotel, Kinross, to gather their views on why they joined Tayforth and what they valued.

The following table shows the ranking of benefits of Tayforth Membership from the Focus Group.

### TOP 15 MEMBER BENEFITS

- All invoicing & payments are by DD
- Access to daily fuel prices
- Help is always at the end of a phone
- Membership saves me money
- Provides good, efficient service
- The Handbook with prices for specific jobs
- Commodity purchase at competitive prices
- Allows me to raise invoices
- Tayforth encourages co-operation
- Membership saves me time
- Route to sell things amongst other members
- Provision of local, bespoke training
- Provides an insurance policy, making business more resilient
- Provide supplier vetting
- Access to good quality local labour

If you would like to participate in this by telling us how important each of 20+ possible benefits then please take the survey on our website [www.tayforth.co.uk](http://www.tayforth.co.uk)



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Kilwaughter Lime

# G-LIME

CALCIUM  
GRANULATED LIME

...Results Naturally

COST EFFECTIVE CONTROL OF YOUR SOIL'S pH

- ▶ G-Lime reacts quicker than aglime giving better results
- ▶ G-Lime is more cost effective per square metre than aglime
- ▶ Less compaction damage on the ground than aglime
- ▶ G-Lime lands on target
- ▶ Easy to keep on farm and treat problem areas
- ▶ Easy spreading with your own equipment



*"The difference was unbelievable, it was a far healthier looking crop from the day it was established."*

Victor Hunniford  
Beef & Arable Farmer, Co Armagh

Use your smartphone to scan the QR code to view our G-Lime testimonial video (QR app required, downloadable free from any App store.)

