

Preparing for change

Stuart Hammond



- Background

- ▶ Family background
- ▶ J.W.Hammond started by my grandfather
- ▶ Business split in 2012
- ▶ J.W Hammond & Sons
- ▶ Hammond Poultry
- ▶ Hammond Energy Ltd
- ▶ 55Kwh solar
- ▶ Quackers



- Farming Systems

- ▶ Mixed Farming Enterprise
 - ▶ Beef
 - ▶ Suckler
 - ▶ 120 cows
 - ▶ Dairy Origin
 - ▶ Dunbia integrated supply chain
 - ▶ Receive calves at 180kgs



- Farming Systems

- ▶ Mixed Farming Enterprise
 - ▶ Sheep
 - ▶ 1650 Nz Romneys
 - ▶ 520 Ewe lambs
 - ▶ Poultry
 - ▶ 850,000 birds annually for Avara Foods
 - ▶ Arable
 - ▶ 120 acres



Sheep

- ▶ 1650 Romney's
- ▶ Reduced Ewe cake by £18k
- ▶ All lambed out in April
- ▶ 11% losses scanning to marketing
- ▶ Supply Waitrose
- ▶ 17.9kgs 85.2% in spec
- ▶ 30 lambs left on Christmas day.
- ▶ Ewe lambs mated





Poultry

- ▶ 850,000 birds a year grown for Avara Foods
- ▶ One crop treated in the last 2,500,000 birds
- ▶ Growing time reduced from 60-35 days
- ▶ 2% increase in growth standards each year
- ▶ Windows, perches, bales
- ▶ Rigorous inspections and high standards

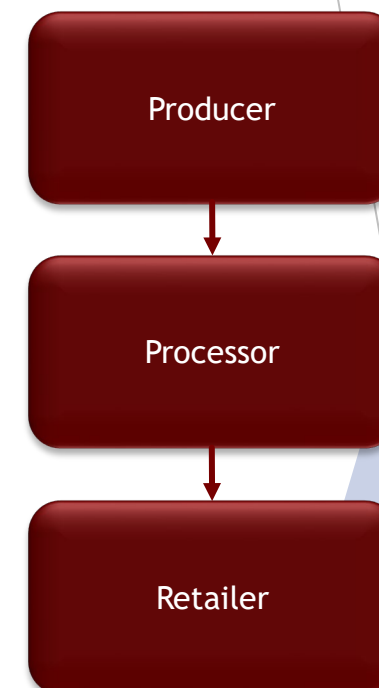


Dairy Beef

- ▶ Capacity to finish 400 cattle per annually COP contract
- ▶ All BVD tested
- ▶ Fully pneumonia and clostridia vaccinated
- ▶ Must achieve 1.5kgs/day live weight gain to be viable
- ▶ Matted slats
- ▶ Pressurized ventilation in sheds
- ▶ All EID recorded
- ▶ 200g/day reduced growth = 44 extra days on feed or £96/head lower margin

Exchange Theme - Optimising Beef Production

- ▶ Harnessing potential from beef sector
 - ▶ Optimising potential profit from integrated supply chain with particular focus on dairy origin beef
- ▶ Supply Chain Integration
 - ▶ “Close alignment and coordination within a supply chain”
 - ▶ Improved market transparency
 - ▶ Improved supply chain communication and cooperation
 - ▶ Improved market security for producers
 - ▶ Ultimately leading to a more resilient and sustainable industry



Exchange Theme - Current Challenges

- ▶ Fragmented supply chain
 - ▶ Average age at slaughter much too high
 - ▶ Average age of slaughter = 26.7
 - ▶ Significant losses at some point along the supply chain
- ▶ Low efficiency of production
 - ▶ Not utilising genetic potential
 - ▶ Health and disease an issue
 - ▶ Prerequisite to achieving efficient production

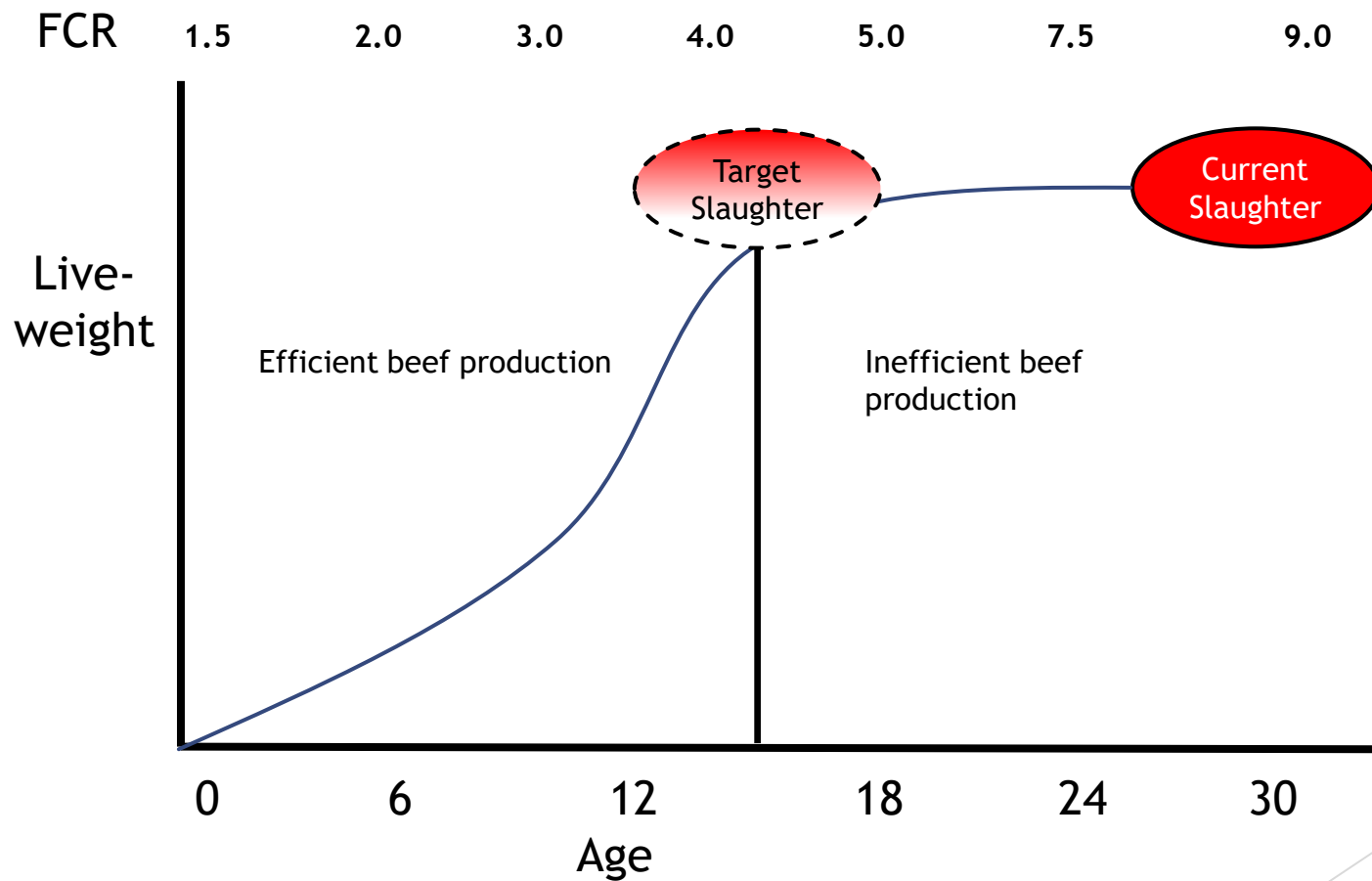


Exchange Theme - Dairy Origin Beef

- ▶ Supply chain integration will facilitate establishment of effective dairy origin beef system
 - ▶ Currently approximately 57% of prime cattle slaughtered originate from the dairy herd
 - ▶ This is predicted to increase due to decreasing suckler cow numbers
 - ▶ Current Dairy Origin Beef supply chain not optimised
 - ▶ Calf quality poor
 - ▶ Rearing methods inferior
 - ▶ Product I receive could be improved
 - ▶ My methods could also be improved



Dairy Origin Beef – Slaughter targets



The Future



Challenges and Opportunities

- ▶ Meeting customer needs
- ▶ Data recording and improved efficiency
- ▶ Brexit
- ▶ TB
- ▶ Biosecurity
- ▶ Continue to grow
- ▶ Staff

Thank you for listening

