

July 2016

Improve your cash flow by £2926 per month!



An Independent report confirms that, based on a herd of 200 cows and 10,000 litres of milk, cost saving of 1.8 ppl are made. Lower concentrate feed rate generates £210 savings per cow per year from £90 per cow capital cost.

Time spent by cows idling potentially unproductively in passageways was almost negated.

The cows are milked twice daily achieving 10,300 litres per cow milk sales; they are housed partly in building with 3 rows of hooped cubicles with feed passage on mats and partly in a kennel building with similar beds

Lights are set to be on from 5.15 am until 10 pm. Sensors enabling dimming/turn off during daylight hours, depending on amount of daylight penetrating the buildings, with all lights turned off completely at night. The collecting yard and parlour standings (over the cows) are lit to the same level during milking;

The report is the first independent recording we have, based on farm generated data before and after twelve

weeks' installation. Research has always suggested that using Dairy Light resulted in milk increases of between 7-10%.

We knew these response times were feasible, so we were delighted when the Alltech E-CO2 report proved that payback is achievable in months rather than years, meaning farmers can or cut cut cow numbers and/or feed costs or increase yield with almost immediate cash flow benefits.

A 9% yield increase was confirmed after the installation of Unilight's patented LED Dairy Light and control system. This, coupled with a reduction in concentrate usage from 0.35 to 0.31kg/lit, improves margins by 1.9 ppl for the year totalling £263 per cow.

Unilight's Dairy Light is the only LED light on the market designed to optimise melatonin suppression.

Offering a very specific light, It is a patented, power efficient LED that reduce power consumption to save money, increases yield and improve cow health and fertility.

Dairy Light, the special version of Unilight's IP65 integrated light has been developed in conjunction with dairy industry experts to offer a very specific light for use with dairy cattle.

The light is designed to operate standalone or to form the basis of an automatic system controlling light levels within a dairy environment.

Unilight's Dairy Light:

- Increases cash flow
- optimise melatonin suppression
- improves cow health and fertility
- reduces feed costs
- increases milk yield up to 10% in 4 weeks
- is quick and easy to install, thanks to Plug and play technology
- gives payback within six months



| Altech E-CO ₂ | | Results for Court Farm | | | |
|---|--------------------------|---------------------------|----------|------------------------------|----------------|
| | Pre Installation Average | Post Installation Average | % Change | Financial Implementation (£) | |
| 1. Milk | | | | | |
| Average milk yield per cow per day (l) | 31.1 | 31.5 | 1.29% | 35 | *per cow |
| Milk butterfat (%) | 4.12 | 4.23 | 2.67% | | |
| 2. Replacement and culling | | | | | |
| Herd culling rate (%) | 52 | 52 | 0% | | |
| Heifer first calving age (months) | 27 | 27 | 0% | | |
| 3. Crop and resource use | | | | | |
| Nitrogen use per ha (kg N per ha) | 105 | 105 | 0% | | |
| Diesel use per cow (l per cow) | 126 | 126 | 0% | | |
| Electric use per litre (kWh per l) | 0.052 | 0.050 | -3.85% | 178 | *per 1M litres |
| 5. Feed | | | | | |
| Total feed use per litre (kg concentrate equivalent/ litre) | 0.35 | 0.28 | -20.00% | 17,272 | *per 1M litres |
| Carbon performance (g CO ₂ e per litre BFC 4%) | 941 | 880 | -6.48% | | |

Financial implication of adopting 'Post Installation' Scenario

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| Financial implication of adopting 'Post Installation' Scenario | £42,492 |
| Impact on finances per litre (p/litre) | 1.8 |
| Impact on finances per cow | £210 |
| Impact on carbon per litre | 61 |

Notes

Figures for Fuel, Fertiliser, Culling rate and Calving age have remained the same due to the time period of this review. Pre installation core results relate to the performance for the year January 2016. The post installation relates to the performance of March 2016.