



# WHEAT FEED TRENDS

**BCF**  **A**

BRISTOL CORN & FEED TRADE ASSOCIATION

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# President's Report

By Dan Hughes

2021 has provided further challenges for the agricultural supply trade, with the well-publicised issues of road transport and freight impacting hourly on the operations of our member companies. Despite this, however, production volumes continue to move forward as businesses and employees continue to adapt to the ever-changing circumstances.

Many raw material buyers are having to increase their focus on logistics matters and the difficulties in the shipping markets have elucidated the excellent work importers have accomplished to ensure that raw material bins have been kept well stocked.

Internally, the BCFTA has also been reviewing its Modus Operandum, in a bid to adapt to ever changing needs of its members. An expansion in the total number of training courses and the development of an online course portfolio has resulted in a large increase in attendees and therefore the value offered to the industry by the association. This will continue into 2022 as a BCFTA specific training portal will be introduced to accommodate the requirements for a more tailored, flexible approach to training.

The aforementioned, coupled with a committee-based approach has led to a feeling of closer engagement with the membership, something that the BCFTA will look to further develop in the coming years.

With the effects of Covid having an influence on home working and therefore potentially reducing the demand for office space in the future, the committee took the decision to carry out long overdue work on the property portfolio.

Updates internally and structurally to the offices in Clevedon and Almondsbury will ensure the properties remain competitive in a difficult market and therefore maximise our opportunity for ongoing returns that ensure acceptable returns for our assets and continue to underpin the association's financial position.

The substantial investment portfolios of the both the BCFTA and The Guild continue to rebound after the initial covid related reduction in the financial markets, and the committee have updated the approach of the investment company to reflect the ethical demands faced by its members in the markets they operate in.

As we move towards towards 2022, we hope to see the return of the merchants lunch in May and the Dinner in November. We have come to realise that we cannot take anything for granted with this pandemic but let's take an optimistic stance and look forward to being able to meet up with fellow trade colleagues in a more relaxing and convivial environment – bring it on!

In the meantime, I wish all of our members and their loved ones a very happy Christmas and a peaceful and healthy new year. I'm sure Santa will manage to overcome any logistical issues surrounding his extremely complex operation and deliveries will be made on time and within budget!



# Update From The Secretary

By Victoria Bywater

My first year as Secretary of the Association has largely been conducted remotely due to the ongoing Covid-19 pandemic with the majority of committee meetings being held via Zoom.

In June 2021, the registered office for the Association changed to The Farm Office, Redend Farm, Station Road, Pilning, Bristol BS35 4JW. The telephone number and email addresses remain unchanged. The new office is located in a purpose-built building in the farmyard of my home in South Gloucestershire. We have the benefit of excellent parking, great access to the M4 and M5 and a fully interactive meeting room which is available for hire. Please do contact the office if you would like to find out more.

We eagerly resumed some face-to-face training in October this year with the welcome return of the Nutrition Course and two Trade Awareness Courses. My thanks go to everyone involved with these training courses for their time and input into three very successful events.

Networking events are an important element of Association membership. For 2022, the Executive Committee plan to hold the Merchants' Lunch at Ashton Gate Stadium, Bristol and a lunch in conjunction with Liverpool Corn Trade Association. Plans are underway for the Annual Dinner 2022 after an enforced break due to the pandemic. The Mercure Bristol Grand Hotel, Broad Street, Bristol is reserved for Thursday 10th November 2022 and details will be available regarding booking this and all other Association networking events in due course.

A forum for younger representatives will be held during 2022 where the Association will seek views on how we can offer more for those new to the trade and support their development. What would you like to see the Association offering to members young and not-so-young as we emerge into a changed world?

The link between fellow Trade Associations has been strengthened by the formation of a Trade Association Forum comprising the secretaries from Liverpool, Hull, Scotland, Northern Ireland, Southern Ireland and of course Bristol. These forums are a great way to share information on events, training and best practice.

Finally, I would like to thank the members, the Executive Committee and our President, Dan Hughes for all their support over the year and I look forward to seeing you in the coming year.







# Hope Amongst The Turmoil

By Cedric Porter

**Fast-changing. Those are probably the words that best describe the grain and feed world this year. Markets have been influenced by politics, the pandemic, supply chain challenges and the climate.**

The year started with a new relationship between the UK and EU. British shippers to the EU immediately had to certify what they were exporting and declare it to customs. As the year ends, EU goods can still enter the UK without the same checks. The plan is for them to start to be introduced from January through to July 2022. The small 2020 UK wheat harvest meant that for much of the year there was very little of the crop to ship to the EU or elsewhere anyway. A much more normal crop in 2021 means a return to greater exports and the greater paperwork that brings with it.

The pandemic is almost two years-old and continues to grip the world, having a direct impact on the grain trade. In the first year of the crisis, malting barley usage was down by 16.5% as the demand from pubs and restaurants plunged due to multiple lockdowns. The recent rise of cases in Europe and the emergence of the Omicron variant show there is still a long way before the virus is finally under control.

The stop-start recovery from the pandemic is one of the reasons behind problems in the global supply chain. The Baltic Dry Index soared tenfold between January 2020 and August 2021, although it has eased since. Rapidly rising fertiliser and fuel prices will influence the global area of cereal crops in 2022, with growers balancing the desire to produce as much high-priced crop as possible

with limiting the impacts of high input prices. Recent grain prices have been at all-time highs and there is the ability to lock in wheat values of around £200/tonne for grain from the 2022 harvest.

Perhaps the most significant long-term factor that has influenced the grain trade in 2021 has been the climate. Record temperatures in North America and mixed weather in Europe, Russia and elsewhere have tightened stocks of all grains. Rain in Australia is the latest global supply concern. Some of these are normal weather events, but there is increasing evidence that a changing climate is having a significant impact on the world's ability to grow the crops it needs. The COP26 conference in Glasgow may have disappointed many, but 90% of the world is now covered by commitments to reach net carbon zero when just two years ago only 20% was. Uruguay has even committed to achieve the target by 2030.

Amidst the turmoil of the last two years, one thing has emerged – the importance of the world's ability to feed itself, with the trade in grain essential to that goal. Supply chains have been stretched, but in most cases have not broken. If things are to stay that way, then the information, support and collaboration that is offered by organisations such as the BCFTA will be essential.

Cedric Porter is the editor of World Potato Markets and Brexit Food & Farming newsletters. He is vice-chair of LEAF (Linking Environment And Farming) and a member of the recently established UK Trade and Agriculture Commission

# Update From Agricultural Industries Confederation (AICC)

By Robert Sheasby, Chief Executive Agricultural Industries Confederation

**Change is the one certainty and the wavelength or interval is certainly shortening, known better as uncertainty or volatility. Of course this creates opportunity for those prepared, however culturally I think we had become comfortable with the general tempo within the EU of longer wavelength cycles. In the EU, policy changes would be leaked, tweaked, circulated as proposals, amended, before consulted on and then further changed before becoming a Regulation or Directive for subsequent implementation in the UK.**

At the recent AIC conference in November we raised the prospect of a 25 year agricultural plan to enable the whole industry to plan for the long term ambition of Government towards agricultural production. The idea was not dismissed out of hand. If we want some element of confidence that all can invest for the future, we could do a lot worse than ask for a considered and engaged with industry plan for agriculture. If you have children of the right age perhaps they can still write to Father Christmas and ask for this.

It feels as if our Government is not quite geared up for the agility that being outside the EU provides us with and the opportunity of being much more fleet of foot. Readers I am sure are frustrated with Farm policy remaining far from clear across the UK. The statement at the end of November by the Farming Minister that policy will be constantly changing to meet Government needs on public goods is an example that leaves the whole agrifood sector unclear on how to strategically invest for the future. This does not provide a stable platform from which investment decisions can be taken. If ever there was a time to establish a 25 year agricultural policy, now would seem to be that time.

Meanwhile at the time of writing the EU have moved on US maize tariffs into Europe with effect from 1st January 2021 but our own Government has yet to make a decision of its own on this. Similarly, the FSA is struggling to establish a process for approving new GMO varieties for feed. Both show how we are behind the EU and not ahead of it.

Clearly there are more immediate issues around labour supply, haulage availability, supply of materials, energy costs and inflation that give cause for concern. The global cycle of inflation was not predicted by anyone twelve months ago, indeed we are all hoping that 2021 would see Covid becoming a memory, clearly not the case yet.

At AIC we continue the work on the sustainability roadmap, we await the Government response to the National Food Strategy and we continue to monitor closely and work to shape the development of agricultural and environmental policy across the United Kingdom. There is much to face up to in the coming years but we are ready with continued membership support to fight for the outcomes the agri supply industry needs.

As we look toward s2022 I wish you all a Merry Christmas and prosperous 2022. It looks as if autumn crop establishment has been improved on recent years, so the potential for a good crop is there. It does remain the opportunity of Government to continue to engage with industry to set the policy framework across the UK for a bright future, but we must have some sense of direction and one better than looking only a couple of years forward for such a strategic industry.





# The Feed Industry Faces a Challenging Future

By Oliver Longworth, *Primetics Limited. Feed Management Software Supplier.*

The animal feed sector has been defined in recent years by the rising demand for meat, dairy, and other livestock-based goods. According to the 2021 World Population Data Sheet, the global population is expected to reach 9.7 billion by 2050, implying that the feed industry would have to feed an additional 2 billion mouths.

In the UK alone, the volume of manufactured feed has seen a 30% increase from 3.3 million to 4.3 million tonnes, over the last 50 years. Despite rising production, the number of animal feed mills continues to decline. In 1965, there were over 800 feed mills in the Great Britain; by 2025, there are predicted to be fewer than 100. This presents a clear challenge where fewer feed mills are dealing with larger demand than ever before.

Despite the ever-increasing need for food, businesses are constrained in their ability to expand their operations due to rising environmental concerns. Agriculture, forestry, and other land use are major contributors to global warming, accounting for 24% of total greenhouse gas emissions. As a result, the feed sector is faced with the difficult task of satisfying food demand while both addressing environmental issues and remaining profitable.

Over the last 50 years, there has been a significant rise in technological innovation in the feed industry, which has improved the scope and speed of production practices. Nonetheless, according to a recent sector analysis, agriculture is one of the least digitised industries. Though technological improvements have yielded many great outcomes, there is a new emergent transformation that places data and connectivity at its core.

This emerging transformation is marked by the heavy funding and pursuing of R&D initiatives by government bodies. In order to meet established targets and advance the feed industry closer to more efficient production processes, the UK Government recently announced the commencement of its Farming Innovation Programme.

The programme's aim is to create solutions that have the potential to increase the overall productivity, sustainability, and resilience of England's agricultural and horticultural sectors while driving them toward net zero.

On the new programme, Parliamentary Under Secretary of State, Jo Churchill, stated that 'Innovation is vital to address the challenges facing the agricultural and horticultural sectors' and that 'The Farming Innovation Programme will enable the sector to be more environmentally sustainable and resilient, whilst helping it achieve its net-zero ambitions'.

Emerging solutions utilise data and connectivity to integrate multiple aspects of a business's operations into a single solution. These solutions not only streamline and optimise production, but increase risk management while delivering higher returns and reduced costs. Furthermore, the ever-increasing analytical capabilities for identifying issues have increased the demand for transparency. Feed businesses may trace numerous factors to demonstrate compliance with regulatory legislation and other quality checks by embracing data and connection through these new solutions.

What is certain is that the feed industry faces a challenging future that includes achieving the ideal balance between meeting growing demand for food and attaining efficient feed manufacturing processes, all while the number of functioning feed mills continues to decrease. With significant research and substantial governmental funding, it appears that the answers may lie in innovation and the adoption of software solutions and new emerging technologies.

Written by: Oliver Longworth @ Primetics Limited. Feed Management Software Supplier. [www.primetics.co.uk](http://www.primetics.co.uk)



## Remaining Constant

By Nick Green,  
*Farm Operations Director, Lyecross Farm*

**We have gone through an extraordinary twenty months with many peoples' lives being turned upside down. One of the few things that has remained constant though is peoples' need to eat. By default, this meant the feed and food supply chains had to keep working.**

BCFTA members know farming hasn't changed much over the period. Cows, pigs and poultry still need to be fed. Grain still needs to be bought and sold. The Government's plea for everyone to work from home had to fall on deaf ears for many in the supply chain. It's difficult to make animal feed at home and for those employed on farms it's not possible to take a flock or herd home to look after.

So, the food chain has carried on almost as normal but with added precautions. What we did see at the outset was a shift from the normal pattern of consumption to something very different. Frothy coffee consumption from coffee shops and the like disappeared overnight along with the premium market for those farmers supplying milk. Out of home chicken, beef and pork consumption fell off a cliff as did sticks of cheese for packed lunches. However, we did see a re-alignment of consumer habits.

After the initial hiatus, consumption returned but often in a different format, in a different place and from a different source.

What did that mean for British agriculture? Other than those directly impacted, farming carried on as normal but there was a greater realisation that supply chains could be shortened.

Many farmers responded to the market that wanted food with known provenance produced as close to home as possible. This exploded in the early days of Covid and to a degree has continued. It is something the industry needs to exploit to add value to farmgate prices.

Farming is entering a seven-year period of unprecedented change. Going are the days of public funding just because people own or farm land. Hello public money for public goods. Farmers are being encouraged to farm the environment to receive public money rather than produce food. Taking this to the ultimate conclusion, if farmers are managing their farms solely for nature and extracting money from the public purse there will be a shortage of domestically produced food and a vastly reduced feed supply industry. The Government need to ensure everything is in balance.

Farming has gone on forever and the BCFTA isn't far behind. Farmers and the feed trade need to demonstrate what we can do together to be sustainable. We can have a green and pleasant land and produce our own food.







## Brexit Ready: Bristol Port's New Border Control Post

The Bristol Port Company was formed in 1991 when entrepreneurs Terence Mordaunt and David Ord purchased the Port of Bristol from Bristol City Council. Since privatisation, over £600 million has been invested to create a modern, thriving business offering the full range of shipping, distribution and logistics services.

With the UK's Brexit Referendum in 2016 resulting in a vote to leave the European Union, ports across the country have had to adapt to the consequent regulations. Customs, security and health checks will all be a part of the new inspection operations as Britain gears up for the full Brexit implementation. It is yet another investment at Bristol Port to ensure that there is the right infrastructure in place to keep the country trading.

By 1 July 2022 (a date that has been pushed back by a year), all UK ports must meet Government guidelines specified in the Border Operating Model (BOM). For The Bristol Port Company, this required new infrastructure on their 2600-acre dock estate – a Border Control Post (BCP). A BCP enables government agencies including Public Health England and APHA (Animal and Plant Health Agency) to inspect cargoes that have been imported by container from EU countries to the UK. Extensive high-tech facilities must be installed on site to perform biosecurity checks on all food and animal products originating from outside the UK. Examples would include meat, fish, prawns, petfood, food contact materials, spices, nuts and dried fruits.

In October 2020, the Home Office gave Ports the opportunity to bid for grant funding to construct the necessary facilities in which all Ports received only two thirds of their grant proposal as all other ports, leaving a remaining balance of circa £1 million to be paid from the Port's own funds. Located at Royal Portbury Dock, the Bristol Port's BCP was completed July 2021. Despite a late instruction to start and various challenges, Hopgrove Construction managed to complete the works both on time and on budget - both ambitious targets. David Hopkins, Managing Director of Hopgrove Construction said:

"We were delighted to assist The Bristol Port Company with the initial bid for the Port Infrastructure Fund grant and to subsequently have been engaged for the delivery of the project."

Dan Wilmott, Lead Port Health Officer at the Bristol Port Health Authority said:

"Bristol Port Health has worked very closely with the Bristol Port Company and Hopgrove Construction, who have produced a very well-constructed specialist facility in a short timescale."

The Bristol Port Company has never been afraid to adapt and diversify, as exemplified by extensive investment and development to accommodate the eclectic mix of trades handled at the Port. Therefore, it is safe to say Bristol Port is well-prepared for Brexit's impact with their Border Control Post.

## New FAR Qualification in Animal Nutrition and the Environment

By Robert Sheasby

**AIC has announced a new Feed Adviser Register (FAR) Qualification in Animal Nutrition and the Environment, which will build upon and complement existing full and development members' training and experience.**

It's never been more important for livestock farmers to receive professional advice on all aspects of animal nutrition and management and this new qualification, developed in partnership with BASIS and Harper Adams University (HAU) will give advisers the same level of professional qualification as FACTS qualified advisers, working in crop nutrition.

The new FAR qualification will be launched in Spring 2022 and is available for the ruminant and monogastric sectors.

The FAR core modules provide training and confirm understanding of whole farm feed planning, nutrition, health, welfare and fertility, environmental policies, and issues affecting the livestock sector. They also inform the adviser's understanding of how nutrition and feeding management can be used to mitigate environmental impact. The specific modules have been developed by experts in each of the different livestock species and feed advisers are able to complete these online modules around their work commitments.

The core module training will be supported by additional in-person training (either physically or virtually) to work through the knowledge gained and its practical application within each species.

Development members, both new and those currently working through the core training online, will be offered a selection of dates to attend three training days, concentrating on the practical application of the information within the four modules, with time allocated for revision before the exam. The exam is a combination of multiple-choice questions and scenario type questions which require short written answers. During their progression through the training, advisers will work on a short case study that considers a particular area of interest, issue, or action they have taken on farm where they have helped to make a positive difference.

Full members can gain the qualification by building on their existing training and participating in the three in-person training days, completing the case study and passing the examination.

More details will be published on the website and circulated to industry in the New Year, for any enquiries please email: [far@agindustries.org.uk](mailto:far@agindustries.org.uk)



THE BRISTOL  
PORT COMPANY



# Feed ingredient sourcing will be key to lowering the GHG Footprint of livestock products

By Dr Michael Marsden, Product Development Director AB Agri

COP 26 has brought the need to reduce the human impact of Climate Change into clear focus. The term Net Zero is used almost daily and plans in the agri-food sector continue apace. Sitting on what seems to be the start of a period of rapid change, it is safe to accept that everything from livestock product contracts to future farm support will be increasingly influenced by environmental responsibilities and sustainability goals.

Key recommendations coming out of the Trade and Agriculture Commission (TAC) report published in March very clearly resonate with the UN Sustainability Goals. The TAC recommends that the UK should champion the creation of a global standards framework for the environment, with clear metrics for measuring environmental sustainability. COP 26 and The Prime Minister appear to have made this more of a reality, not least by starting to turn the financial screw.

Is there a benefit to the livestock producer? In summary – Yes. While this may be seen as another reason to put negative pressure on livestock product price, every threat can become an opportunity to those who respond positively as primarily, it should be seen as another measure of efficiency.

If we wish to maintain consumer confidence in livestock products, and provide balance to the plethora of documentaries, environmental reports, and social media chatter, we need to address the issue. Let's not forget, many of the facts are not on the side of livestock products as a source of sustainable proteins, minerals, etc. Collectively we need to change this and be seen to be doing so.

In considering the environmental impact of livestock production, we need to remember it is important to express these per 'functional unit - per litre of milk, dozen eggs or kilo of meat leaving the farm.

Why? Well, the consumer buys these, or products produced from them, and doesn't know if it came from a 10,000 or 5,000 litre cow, large or small finished pig. And do they really care?

So, the goal is to achieve the lowest footprint per functional unit, where all elements to achieve this have been considered. For example, or milk these would include:

- number of cows needed to produce the milk
- the number of heifer replacements, which may be higher than required due to too many involuntary culls,
- not achieving an average first calving age of 24 months,
- milk that does not get into the tank,
- feed wastage, including surplus rumen degradable protein,
- 'avoidable' mortality,
- downgraded carcasses and many more.

Missing some of these elements, in any assessment, is part of what is called 'green washing' and it will be identified. The picture is similar in other livestock sectors.

Accusing fingers are often pointed towards the cattle sector, whether this be the methane belching cows contributing to a carbon dioxide equivalence of 26 times, or the nitrogen excreted in the manure producing nitrous oxide that has a carbon dioxide equivalence of 298 times. There is nowhere to hide, and these fingers do not discriminate between organic versus conventional, low or high input systems, a belch is a belch and manure is just that!

The main focus of livestock feeding has historically been on driving profitability using a plethora of key performance indicators such as margin per head, hectare, unit of production (either litres of milk or kgs of meat), all within strict health and welfare guidelines and legislation.

However, the world of animal protein production is changing very rapidly, with consideration for the environmental impact racing up the priority list of processors, retailers and consumers. Publicly respected environmentalists, like Greta Thunberg and David Attenborough, are entering our homes via TV and social media, delivering a broad tranche of environmental impact messages. We need a complete 'mindset' change with environmental feed specification considerations moving rapidly up the priorities.

The starting point in seeking to reduce feeding emissions is using robust methodology and reliable data for all feeds. This has been at the core of a global initiative that started with the Food and Agriculture Organization (FAO) in late 2011 in a partnership with the EU Feed Association (FEFAC), followed by the recently approved EU methodology for measurement of environmental impacts (EI) of animal feed embracing more than 16 environmental impact categories ([https://ec.europa.eu/environment/eusds/mgp/pdf/PEFCR\\_feed.pdf](https://ec.europa.eu/environment/eusds/mgp/pdf/PEFCR_feed.pdf)). A significant milestone was reached in 2020 with the launch of a free at point of use global database by GFLI with FEFAC and other stakeholders globally ([www.globalfeedca.org](http://www.globalfeedca.org)).

The feed supply industry needs to respond positively to these challenges and continue to take advantage of current and emerging knowledge and technologies which will deliver desired environmental benefits.

The methodology to measure the environmental footprint of feeds embraces cultivation and processing and this can have benefits for co-products commonly used in compound feeds including bioethanol DDGS; reprocessed former foodstuffs such as biscuit meals; maize meals; rape and soya products, and sugar beet pulp. A technique called 'economic allocation', places a lower proportion of the total footprint on the co-product than the head products of ethanol, beer, whisky, starch and sugar etc

A further element in the methodology called 'land use change' 'punishes' crops and their co-products for the release of emissions when forests, savannas etc. are cleared and the land is cultivated, releasing locked up carbon, increasing the carbon footprint of some feeds such as soya from South America, up to eight-fold.

Co-products are highly desirable packages of nutrients, so using more co-products in feed rations can provide the majority of nutrition required, while driving down the carbon footprint of the daily ration significantly.

DEFRA's clean air strategy states 88% of UK ammonia emissions come from agriculture and it is a major source of pollution, especially when it combines with other gases such as sulphur and nitrogen dioxides, to form particulates that have very negative effects on human health. A recent Royal Society publication recognises that over feeding protein contributes to this.

Ruminants are not efficient converters of feed protein to milk or meat protein, compared to pigs and poultry, but there is significant scope to improve for them all. Firstly, we have to throw away old rules of thumb and benchmarks that are deployed as insurance policies and for our peace of mind, i.e., over feeding protein and using milk urea as a measure of protein adequacy, when cudging rates, rumen fill and dung scores are all seen to be optimum. A much greater use of high rumen by-pass proteins, with rape expeller (e.g., NovaPro) or extract as the starting material is an easy way to start to reduce excesses.

Feed ingredients and feeding management can make a very measurable impact on emissions. Sourcing and feeding more low environmental impact co-products, recognising the drivers of rumen methane production and nitrogen emissions in manure can significantly reduce the emissions per litre or kilo of meat products.

When the latter are integrated into feeding strategies, we can start to turnaround the negative environmental image of milk and meat production.





# Bristol Corn Trade Guild (BCTG)

By Richard Cooksley

## What is the Guild?

The Guild, as most of us refer to BCTG, is a very longstanding charity set up to provide financial support for those who work or have worked within the Grain and Feed Trades, and their relatives, who fall on hardships.

Within the UK, most of the industry regional trade associations have charitable arms with the largest one being the Corn Exchange Benevolent Society (CEBS) which the Guild has strong links with. This means that if we identify a person in need who requires more assistance than the Guild can provide, we are able to link with other organisations to support them.

The real challenge for all the charitable organisations we have in our industry is to identify those in need, as so many people are too proud to ask or don't know the support that can be given. You are the eyes and ears of the Guild, and can help identify those who may be in need. All enquires are handled confidentially and all you need to do is to pass the contact details on and we can do the rest.

The Guild can provide financial help for those who are eligible. Support we can offer includes one off payments or quarterly grants covering such expenses as;

- Purchase of specialist access equipment such as stairlifts, bathroom modifications, building alterations and wheelchairs.
- Assistance with payment of day to day bills and debit payments.

## Guild Social Events

Traditionally the Guild holds several social events for present and past members of the trade. These include a spring lunch, Christmas Lunch, Summer Outing and Golf Competition, but all of which have been put on hold due to Covid.

## 2022 Events

Looking forward, and based on feedback from traditional attendees at Guild functions, we are planning to hold the 2022 Spring Lunch as follows:

- Thursday 12th May 2022
- 12.00 Noon at the Shirehampton Park Golf Club, BS11 0UL

The Spring Lunch is a great opportunity for present and past members of the trade to catch up. Given the events of the last almost two years we will all have lots to talk about!



**BRISTOL  
CORN TRADE GUILD**  
Founded 1898

**FINANCIAL SUPPORT FOR THOSE IN  
HARDSHIP WHO HAVE CONNECTIONS  
TO THE GRAIN AND FEED TRADE**

Hard times through force of circumstance can hit anyone, often out of the blue. The Bristol Corn Trade Guild has existed for over 100 years supporting individuals across the UK when they need it most. Those deemed eligible are helped with Guild funds in all sorts of ways – from support paying regular bills (e.g. electric, gas, phone) or a one-off payment for something larger but essential, for example, building repairs or special medical treatment.

The Guild is a registered charity separate from, but administered by, *Bristol Corn and Feed Trade Association*. BCFTA membership is by company and not individuals. **All employees of BCFTA member companies are members of the Guild.** Funds are used to support members and their dependents, former members (whether working or retired) and where the need is deserving, even non-members who have served in the trade.

In the language of modern big business, the amounts of money available may not be huge, but they are sufficient to make a real difference to the lives of individual recipients. If you, or someone you are aware of, is in financial difficulty and you think the Guild could provide

much needed support, please contact (in confidence) Richard Cooksley on:

**01275 373539** or **07801 435772**  
**richard@bcfta.com**



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Registered Charity No. 202404



# Training Courses Prove a Great Success

Providing industry training is a core activity of the Association, so we asked candidates at some of our recent courses for their feedback.

## TRADE AWARENESS COURSE OCTOBER 2021

An introduction to the supply trade journeying from source through storage, handling and production to farm.

The BCFTA trade awareness course is the start to finish guide of agriculture. Over the two days, I got exposure to multiple sub-sectors of agriculture: importing, blending, compounding, animal nutrition and an insight into multiple product lines, areas I wouldn't have come across before this course. In addition, I networked with people I wouldn't have had the chance of talking to in my existing job. Now, I have supplemented my understanding of current challenges and opportunities across the whole supply chains I sell into.

To begin, Paul Roberts set the scene of agriculture and introduced his role within the food by-products sector, where it was interesting to learn how SugaRich turn discarded food into consistent animal feed across multiple sites. Following this, Richard Greasley spoke about the intricacies of being a nutritionist for ForFarmers, being able to create hundreds of different rations for farmers across multiple compounding sites. James Reeson gave an impassioned tour of the Bristol Port Company at both Portbury and Avonmouth, highlighting the importance of the port for both the agricultural and non-agricultural trade. The evening brought us back together in the hotel with a seminar on quality assurance. Mark Ryland introduced us to certifications such as FEMAS.

Day 2 began with talk by both Brain Doran from Prime Molasses and Mark Cox from Trouw Nutrition GB who gave detailed insights into their very different product lines. Molasses and minerals have very different origins and logistical issues, which gave another dimension to my learning and made me appreciate trading soya even more. In the afternoon, we travelled to Alvis Bros, to see first-hand the challenges of a large-scale dairy farm.

The course certainly gave an invaluable insight into the complex and integrated agricultural supply chain and certainly achieved the objective of trade awareness

**Spencer Morris**, Cargill

I really enjoyed the Trade Awareness course that I attended recently. I found the talks to be very informative and the trip to the docks to be particularly useful. To actually visualise how the raw materials come into the country makes understanding the challenges and costs involved more understandable and easier to discuss with farmers. To stand beside thousands of tonnes of soya is quite a breath-taking experience! I also enjoyed the history of the dock, told by a gentleman who had spent his life watching those changes.

I also found the networking aspect of the course to be very useful. The fact that it was only small groups meant that it was easy to interact with other companies and that lead to a nice group atmosphere when we did have discussions or ask questions.

All in all, definitely the best course I have attended.

**Amanda Rae**, For Farmers

## HEALTH AND NUTRITION OF LIVESTOCK SEPTEMBER 2021

This course introduces the nutrition of both ruminants and monogastrics. It explores the role of the feed advisor, provides an introduction to feeding systems for ruminants and monogastrics, and the requirements of farmers and consumers.

Covering such a wide range of topics meant that everyone on the course had visited an area of their business or something that they enjoyed learning about too.

A handful of topics we covered were, rumen digestion, silage additives, emissions, poultry/pigs, and rationing. A particular subject that I didn't know much about before the course was how as an industry, we are doing our bit to help global emissions. Victoria talked about sustainable proteins, and milk contracts which are encouraging the use of different sources of protein, avoiding soya in diets.

The most enjoyable and relatable topic to my job role at NWF was youngstock. Learning about the development of a newborn calf from a monogastric to a ruminant always intrigues me, how good nutrition and careful management can be the difference between a healthy and strong calf or a poorer health calf.

**Elysha Chell**, NWF Agriculture

On the course brought together a mixture of people from all parts of the sector and with all different levels of experience. I thought this course was suitable for all and those without a lot of experience said they felt they learnt a lot from the more experienced ones asking questions and explaining their scenarios.

The first day of the course was on ruminant nutrition looking into the differences between monogastrics and ruminants. Then we started to investigate the digestion process. We also looked at rumen development, silage production and animal health issues in the first day.

The second day of the course was on intermediate nutrition looking into each element what makes up a diet including vitamins and minerals. I learnt a lot from this section as there was quite a few deficiencies I hadn't heard of. Next, we looked into feed rates for different animals. These slides will be ones I have to hand in my car as they are really useful guides.

**Eliza Burton**, NWF Agriculture

Practical uncomplicated examples were used meaning we could all relate the concepts back to our own customer's farms. The standout part from me was the talk on reducing greenhouse gases and how modern rationing can reduce the usage of soya and palm kernel at a time when processors are becoming increasing stricter on inclusion rates. I have come away with more knowledge than I went with, and I also have more tools that can be used with existing customers and new prospects.

**Iain Couturier**, NWF Agriculture



## BCFTA Training Courses 2022

1. An Introduction to Agriculture
2. Mental Health Course
3. Trade Awareness Courses
4. Nutrition Courses
5. Quality Systems
6. Project Management
7. Continuous Improvement (5S)
8. Customer Service
9. Traders Technical Analysis
10. Understanding Sustainability and Carbon mapping in Agricultural Supply Chains
11. Feed Production Courses



For details on any of the above courses and to book places, please go to [www.bcfta.com/events](http://www.bcfta.com/events)

If you have any ideas for courses for the 2023 programme, please email [Victoria@bcfta.com](mailto:Victoria@bcfta.com)



# Our members

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## DATES FOR YOUR DIARY 2022

**12th May** – Bristol Corn Trade Guild Lunch

**17th May** – BCFTA Merchants' Lunch

**19th May** – Hull Corn & Feed Trade Association Golf Tournament

**8th June** – GAFTA Annual Dinner

**7th July** – Liverpool Corn Trade Association & Bristol Corn & Feed Trade Association Joint Merchants Lunch

**13th October** - The Bristol Maritime Trade Association Annual Dinner

**20th October** – Hull Corn & Feed Trade Association Annual Dinner

**10th November** – BCFTA Annual Dinner





**Bristol Corn & Feed Trade Association**

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