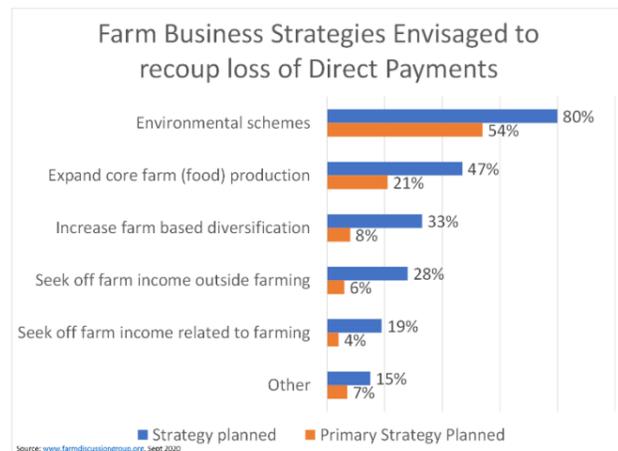


Farmers Plan for BPS

A new farm survey shows that most farms are trying to figure out how to deal with one of the biggest changes affecting them in recent years - the phasing out of BPS. The same survey indicates that whilst only one quarter of farms use farm management and planning tools, over half see them as becoming essential over the next five years.

The survey is run by Prof. Inman of University of Exeter as part of the regular survey of the UK Farmer Group Discussion Network.

Planning for BPS reduction



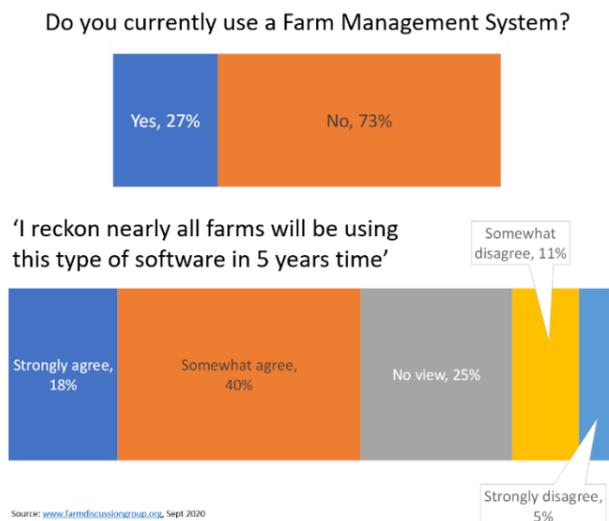
8 out of 10 farms responding to the survey are planning to make up the BPS shortfall from direct payments from environmental schemes, but 5 in 10 are also looking to expand their core farming activities such as expanding crop production or diversification.

When considering the primary strategy for recouping income from direct payments, the response profile indicates those surveyed are split 50/50 between going down the environmental route (54%) or adopting an alternative approach (46%); be that increasing core farming activity, on-farm diversification or off-farm income generation.

New Supplier

We welcome Red Horse Vale Ltd to Orion Farming Group. Red Horse Vale provide fuels and country supplies and supply to all areas in the Midlands and Southern England. You can find out more via the Orion Supplier Catalogue or at www.redhorsevale.co.uk.

Farm Management Systems



The Network (www.farmdiscussion.org) were consulted on envisaged technology adoption in the industry with an emerging view that technologies focussed on data analysis would become embedded before physical technologies such as robotic machinery. With this in mind, Network members were surveyed about use of farm management systems. Only one in four farms currently use any type of farm management system and yet over half of farmers surveyed believe that such systems will become important over the next five years, with less than one in 8 farms saying they will not be of any use.

Further analysis indicated that for those farmers who do use some form of farm management system, over three-quarters find them 'extremely' or 'very' useful.

For more information on the survey, contact **Adam Donaldson** at Orion HQ on **01865 393 132**

Orion Farming Group

3 St John's Yard, Fyfield, Nr Abingdon, Oxon, OX13 5LN
Orion Office: 01865 390011 www.ofg.org.uk



October 2020

Orion move to a more balanced fee structure

Orion Farming Group will be introducing a new fee structure which will come into effect from 1st November 2020.

Following consultation with a large number of Members at the beginning of the year, Orion confirmed the fee change at the Annual General Meeting in July 2020.

The current fee is a monthly flat fee for full Members of £68 plus a £5 fee for paper/postal invoicing, equating to £876 per annum. The new fee will comprise two parts:

- 1) A lower monthly fee of £40, equating to £480 per annum, plus
- 2) A 0.6% levy on purchases, with the levy capped at a maximum of £660 per year.

In addition, in order to both more fully reflect the costs of supporting paper/postal invoicing, and in order to reduce our carbon footprint, the charge for paper / postal invoicing will increase from £5 to £7 per month as of 1st November 2020. Please note that you can opt out of paper billing and avoid paying the fee by contacting the **Orion Office on 01865 390 011**.

More equitable fee

Andrew Farrant, Chairman of Orion Farming Group, says of the change "Orion Farming Group, as a not for profit buying group, is fully focussed on delivering maximum savings to our Members. We have a wide range of spend levels amongst our Members and the Board wants to deliver a more equitable solution whilst maintaining income at current levels and ensuring affordability for all Members."

The vote to modify the fee structure was unanimous at the AGM.

Spend levels across our Members varies widely with individual farms spending from under £10,000 via the Group to over £1.2 million per year. Over half our Members spend less than £50,000 via Orion (based on 2019 figures).

John Norton, General Manager at Orion Farming Group, says "Members will not need to take any action regarding the change as the monthly fee change and the levy will be automatically applied in the November invoice. Please also note that the paper invoicing fee will also increase and we would be pleased to move Members across from paper to electronic invoicing if Members want to avoid this additional surcharge altogether".

To find out more please contact **the Orion office on 01865 390 011**.

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Members Section



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- Silage Harvest, Hay Making, Maize Harvest

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Please do look at our website for further information - www.tkmr.co.uk

Paul White Fertilisers

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- **Standard Soil Analysis plus Organic Matter:** includes Phosphorus, Potassium, Magnesium, pH and Organic Matter - *£22 per sample*
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- **Comprehensive Soil Trace Element Suite:** includes Phosphorus, Potassium, Magnesium, pH, Organic Matter, Sodium, Calcium, Manganese, Iron, Copper, Zinc, Sulphate and Boron with Cation Exchange Capacity (measures soil's ability to hold onto essential nutrients) - *£36 per sample*
- **Plant Tissue Analysis Suite:** includes total Nitrogen and Sulphur with N:S ratio, total Phosphorus, Potassium, Magnesium, Calcium, Manganese, Copper, Zinc, Iron and Boron - *£33 per sample*
- **Full Plant Tissue Analysis Suite:** includes total Nitrogen and Sulphur with N:S ratio, total Phosphorus, Potassium, Magnesium, Calcium, Manganese, Copper, Zinc, Iron, Boron, Molybdenum and Sodium - *£43 per sample*
- **Grain Check Suite:** Includes Nitrogen, Phosphorus, Potassium, Sulphur, Calcium, Magnesium, Manganese, Copper, Zinc, Iron, and Boron, with N:S ratio - *£36 per sample*

Contact **John** at Orion HQ on **01865 393 131** for more information

Feed & Livestock Section

Minerals

Group prices have been received for the Orion spec minerals for Q4 (Oct – Dec) and members have been informed in a separate email as to which supplier is the preferred choice to supply the Group during this period. Don't forget, Group suppliers can change from quarter to quarter, so if you do place direct orders for standard minerals it's always advisable to make a call to find out who is the most competitive supplier for minerals during that particular quarter.

Molasses

At the time of going to press, the old molasses tender was still in effect (until 30th September) and a decision had yet to be made as to which company would supply the Group for the winter period (Oct – Apr). By the time you receive this newsletter the new period will have started, so if you order your molasses directly from a supplier, again put in that call to the office to ensure you are purchasing your requirements from the most competitive supplier.



Autumn Housing

As the summer draws to a close and the onset of autumn and the risk of more unpredictable weather looms, autumn housing will become a priority. Group prices for wormers, pour ons, injections and drenches, as well as offers on certain products have been received for this season. It's worth taking a minute to call the office to find out which supplier is the most competitive on a particular product prior to placing your order.

For more details on any matter raised in the Feed & Livestock section, please contact Joe in the office:
Joe Cobb, Feed & Livestock Manager,
01865 393 139



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