



McGregor Farms

Colin McGregor



NORTHERN FARMING CONFERENCE

Risk and Resilience

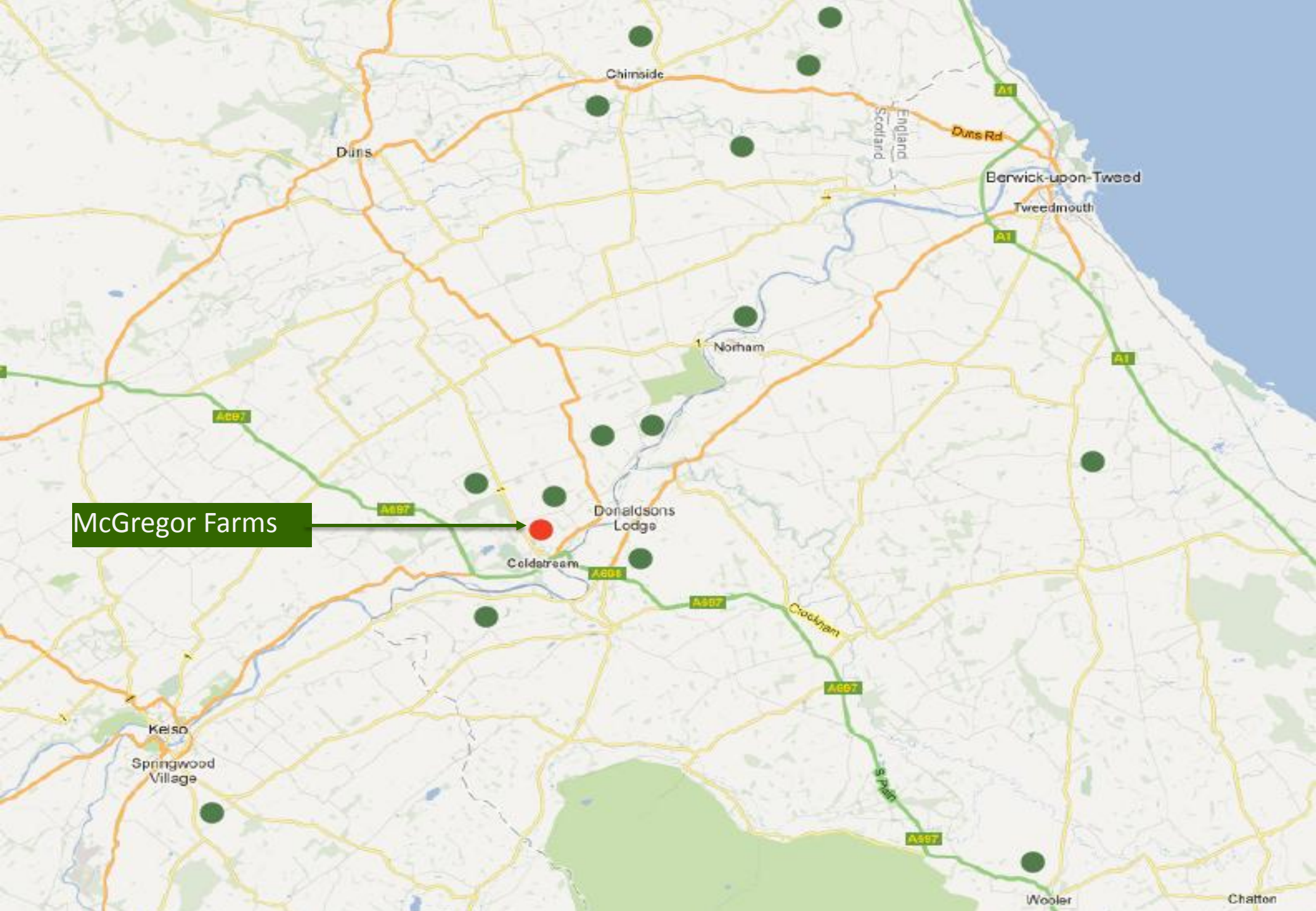
Wednesday 13 November 2013



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Who are McGregor Farms ?

- Core Family Business of 304ha – Arable Farming
- Contract Farming 2976ha – 14 separate businesses
- 15 mile operating radius from Coldstream Mains
- Based on winter cropping rotation + spring break crops
- 9 Full-time Employees plus Colin & Jill
- **Business Aim** – to be the Leading Large Scale Arable Farming Business in The Scottish Borders/North Northumberland



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The Current State of the Arable Sector

Harvest 2012

Weather ! Poor yields. Good prices but difficult marketing. Difficult Harvest conditions. Poor crop establishment.

Harvest 2013

Late cold Spring. Crops written off. Good Summer. Better yields than 2012 but below average. Good working conditions. Tight Cash flows. Crops values ?

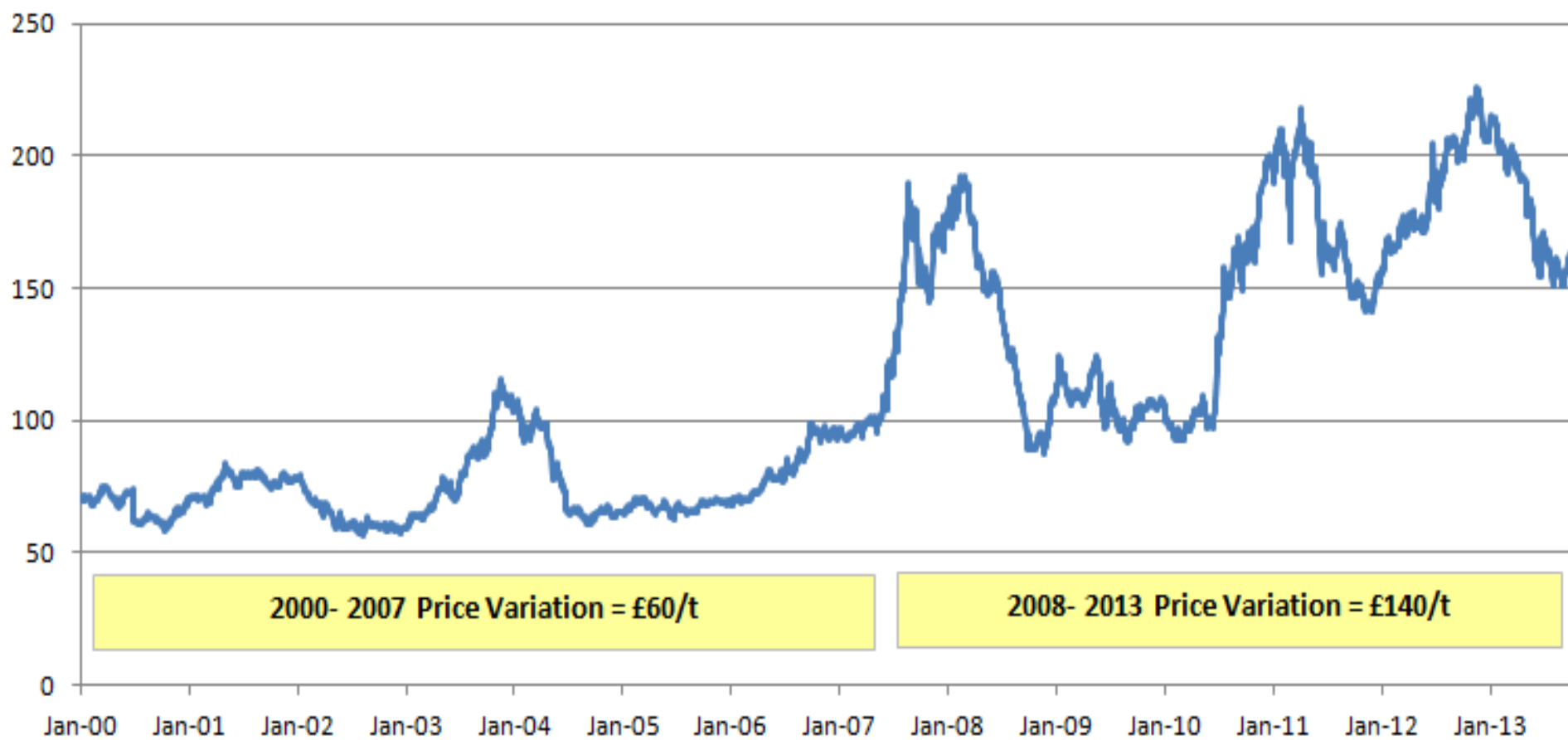
Harvest 2014

Good winter crop establishment. Pride & Job satisfaction restored. CAP Reform Reducing fertiliser prices. Harvest Yields and Values ?? WEATHER ??



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Wheat Nearby Futures - 2000 - 2013





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Technology to REDUCE Risk : PRECISION FARMING



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VARIABLE TARGETED APPLICATION OF SOIL NUTRIENTS



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VARIABLE TARGETED APPLICATION OF SOIL NUTRIENTS

pH - Lime

Phosphate & Potash

Nitrogen



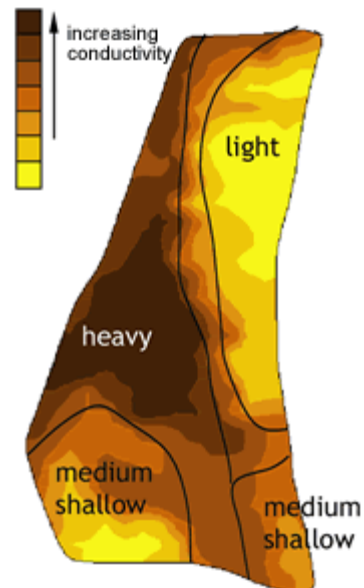


VARIABLE RATE SEED DRILLING

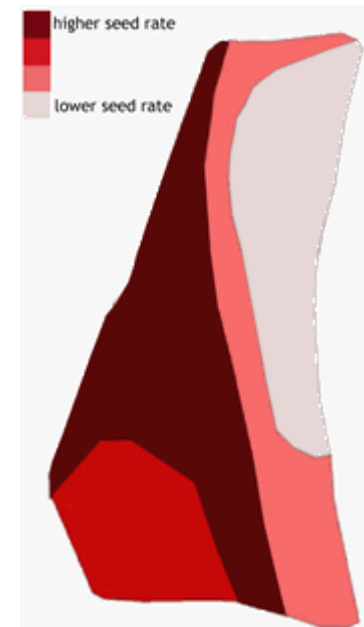
Scanning



Zoning



Seed Rate





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RTK STEERING SYSTEMS



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AUTOMATIC BOOM SWITCH OFF & LEVELLING

Accuracy of Application

2 3 3 3 3 4 4 4 3 3 3 3 2

40 metres





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Technology to REDUCE Risk :

Precision Farming

Reduce Risk of Environmental Damage

Reduce Risk of Crop Failure

Resulting in ↑ Output ↑ Profit

Roof Mounted PV



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100 kw roof mounted system – 402 panels

Average Annual Usage (part site) 414,000 kwh

Predicted PV output 82,000 kwh

Predicted 90% own usage – Potato Cold Storage & Grain Plant

Payback – 5 to 6 years





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Technology to REDUCE Risk :

Precision Farming

Roof Mounted PV

Reducing risk of ↑energy prices & resilience against supply lines



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Technology to REDUCE Risk - COMMUNICATION



- Financial & Commodity Market Information – www.
- E mail communications – Snail mail too expensive !
- Financial Transactions – cheques ?!!
- Systems management – eg. PV system monitoring, remote diagnostics
- Machinery management
- Social Networks – marketing, awareness etc.





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Technology to REDUCE Risk :

Precision Farming

Roof Mounted PV

Communication

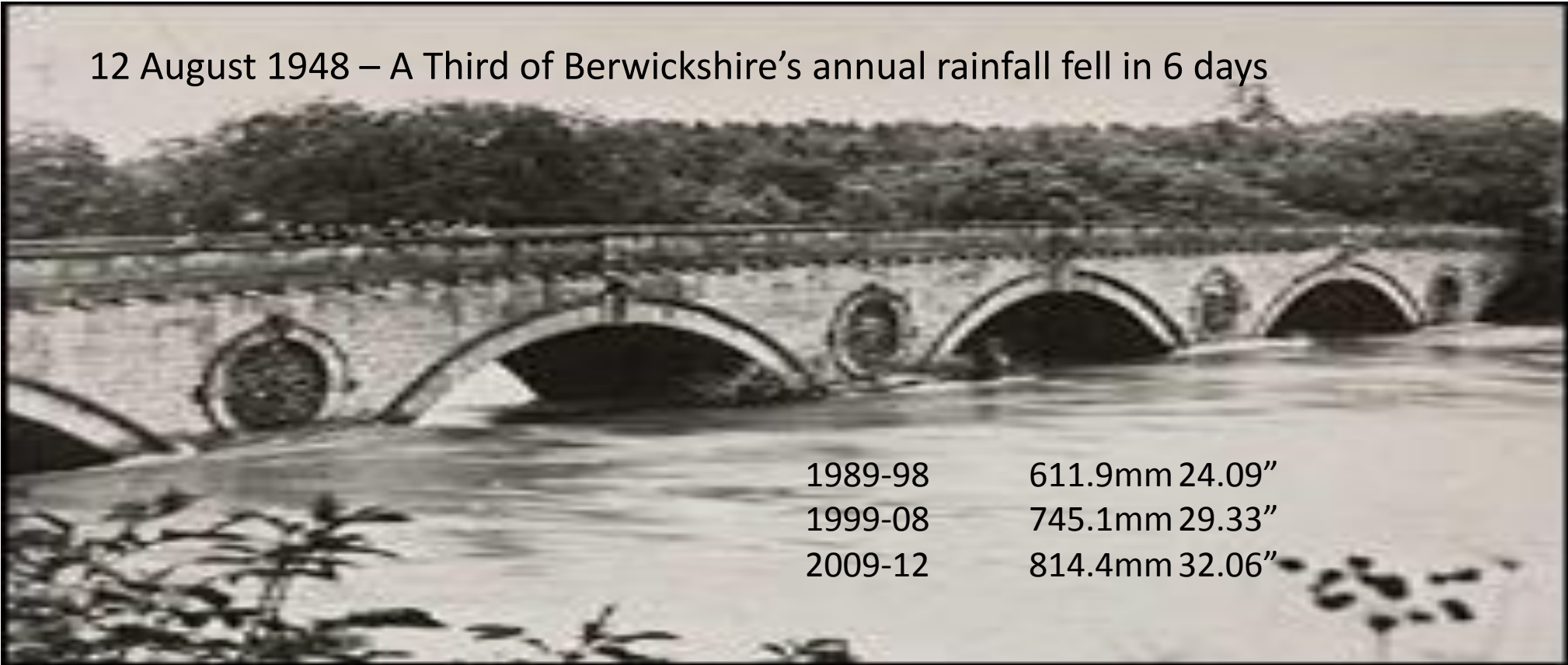
Aids Management Time & Decision Making.



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Weather Volatility :

12 Aug 1948 – A Third of Berwickshire's annual rainfall fell in 6 days



1989-98	611.9mm 24.09"
1999-08	745.1mm 29.33"
2009-12	814.4mm 32.06"



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Surface Based Cultivations



Väderstad Cultivator Drill



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Surface Based Cultivations



Plough Based Cultivations



Väderstad Cultivator Drill



Combination Power Harrow Drill



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3 Tracked Combines - 2009 combined header width – 27m : 90’
 2014 combined header width – 36m : 120’

All Trailers on Flotation Tyres

RTK GPS – Controlled Tramlines ?

“The CYCLE OF EARLINESS”





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CONTRACT FARMING AGREEMENTS :

- Farmer makes “Executive Decisions”
- Meetings held & minuted
- Risk must be taken by both parties
- Mechanism for both parties to benefit : take pain !
- Separate banking arrangements with variable cashflow
- Grain Sales/Assurance Schemes in Farmer’s name
- SFP should not be part of No.2 Account – “Real Time Farming !”
- Inputs purchased in Farmer’s name





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McGREGOR FARMS – Top 7 Business Priorities

1. Yield Consistency - Technical Input : Precision Application
2. Price Volatility - Inputs : Outputs – Risk Management
3. Labour - Skill & Motivation
4. Machinery - Output Efficiency
5. Energy Costs - Measure & Manage
6. Financial Control - Planning & Monitoring
7. Farming Partners - Innovative Agreements

REDUCE RISK : BUILD BUSINESS RESILIENCE



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McGregor Farms

Agribusiness Managers

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FARM VISITS



FARM HISTORY

Latest News Update

- Harvest 2010 Results
- Farm Visits
- Rainfall Chart

Weather Update



Welcome to McGregor Farms

The McGregor family has farmed successfully in The Scottish Borders & North Northumberland since 1927.

The business has expanded steadily, by referral and recommendation, and in addition to its own farming enterprises McGregor Farms now manages a substantial acreage under various contract agreements.

As a business we pride ourselves as being both progressive and professional. Too many large arable units adopt a broadacre approach to farming which results in poor attention to detail.

Attention to detail is paramount in our business.



RSS News Feed

Latest Feeds

Morning markets: wheat prices gain as supply squeeze tightens

Wheat prices get off to a firm start, as US cold threatens new crop supplies just as importers are in a buying mood. Sowings data help New York cotton

Evening markets: firm dollar keeps pressure on crop futures

US jobs data send the dollar higher, creating a negative backdrop to farm commodity trading. Wheat dips, with soybeans feeling harvest pressure too

Morning markets: dollar releases pressure on crop prices

www.mcgregorfarms.co.uk