



LATEST NEWS FROM CIS | February 2017

Welcome to the February edition of the CIS Newsletter.

This month we focus on diversification and how you can join the milk revolution with new ways of marketing your milk, herd or farm. AHDB have published an interesting article by Doug Jackson, Savills on what to consider when reviewing diversification ideas. CIS customer Fen Farm share insight into their diversification to maximise sales of raw milk.

We also recognise the CIS team members who were presented with long service awards at Christmas, in total 1,253 years of service between them. Regional Manager Elizabeth Brown has certainly seen the industry change over her 45 years of service and shares her insight on those changes and the types of diversification she has seen.

AHDB Decisions4Dairy: Non milk revenue

You have decided you might want to do something in addition to dairy farming but are undecided what to do. It is important to remember that diversification is not just farm shops and campsites. Diversification is about having a good balance of revenue streams. One of the challenges for the dairy sector is that incomes, are usually mainly milk, which is one reason current low prices have such a significant impact. Therefore, try not to become reliant on one single revenue stream. Doug Jackson, Director of Savills Food & Farming, writes an insightful article for Decisions4Dairy. [Read more...](#)

Source: AHDB Dairy 2016/17



FARM FOCUS: Diversification at the farm gate

The Crickmore family have been farming the land at Fen Farm for three generations and believe they have rediscovered something that many have

forgotten: that the very best food in the world is the simplest, straight from nature to the plate. The herd graze the beautiful marshlands of the Waveney River Valley in Suffolk and the delicious raw milk produced is made into the finest cheese, raw cultured butter and raw cream. [Read more...](#)



The last 45 years

A lot has changed in the last 45 years, milk was 5p per pint, a pint of beer 20p and to buy a mobile phone you would have needed £2,300! Liz Brown, CIS Area Manager for Scotland shares her insight on the changes she has seen in her 45 years of service working for the company. The early days involved carrying to each farm a heavy wooden box with lots of equipment including scales, sulphuric acid and centrifuge. Moving between farms involved all types of transport. [Read more...](#)



Milk Recording

Milk Recording helps make informed decisions about the future herd from feeding to breeding.

CIS offer a number of packages from a simple DIY system to a full milk recorder service, with reports supplied within 48hrs after sample receipt.

Milk recorders visit farms on a regular basis to take samples, deliver to the laboratory and return results by post or electronically. [Read more...](#)



WHAT'S ON

NFU Conference, Birmingham	21st & 22nd February 2017
UK Dairy Expo, Carlisle	11th March 2017
Western Spring Show, Nantwich	11th April 2017
Celtic Dairy Showcase, Carmarthen	13th April 2017
AHDB Events & Webinars	Various dates and venues



LONG SERVICE AWARDS



Congratulations to CIS team members that were presented with long service awards at Christmas.

Awards ranged from 10 years to 45 year of service for the business.
In total 66 awards presented, a total of 1,253 years of service.

NEW TEAM MEMBERS

New Assistant Area Manager



CIS welcomes Amanda Wilkes who joins as Assistant Area Manager, covering Staffordshire, Derbyshire, Nottinghamshire, Leicestershire Warwickshire, West Midlands.

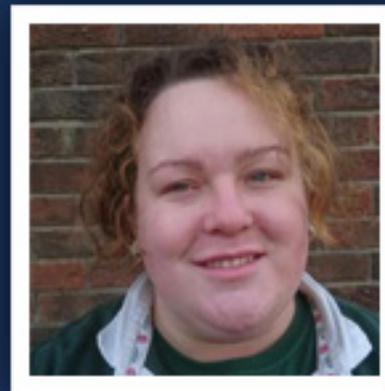
Mobile: 07921 452789

Interested in a career with CIS?

We have opportunities across the UK to work on farm as self employed contractors.

Send us your CV and a covering letter. Post to Lizzie Yates, CIS, Speir House, Stafford Park One, Telford, Shropshire, TF3 3DB

New Milk Recorders



Welcome to Hana Brockett, who lives on a dairy farm near Middlewich. She has joined CIS as a Milk Recorder covering Cheshire.

Mobile: 07789 467 547



Returning to CIS following maternity leave is Sophie Anderson as Milk Recorder covering North Shropshire and the North Wales Border.

Mobile: 07951 793350

Tel: 01923 695213

Email: info@thecis.co.uk

Website - www.thecis.co.uk

KEEP IN TOUCH   

