

# Spring 2020 Newsletter



## New Members 2019

Lycetts Insurance Brokers, Hanover Street, Edinburgh  
Gibson Farm, Forret Mill Steading, Kilmany, Cupar  
W F L (U.K) Ltd, Lindum House, Causeway End, Brinkworth  
The Logie Farm Partnership, Logie Farm, Newburgh, Fife  
Roger Mcstravick, Knockhill Of Nydie House, Strathkinnes  
Donibristle Skip Hire, Ferryhills Road, Inverkeithing  
Marshall Construction Ltd, Balquharn Farm, Alva  
S & A Dwyer, Whitefield, Monimail, Letham  
Kilmac Ltd, Delta House, Dundee Tech Park, Dundee  
Stewart Timber & Forestry, Gain Farm, Cumbernauld  
William Baxter, Gryffeside Farm, Kilmacollm, Renfrewshire  
Bradley Harris, Woodside, Glenfarg, Perthshire  
D T Stewart & Sons, Bridgend, Ceres, Cupar  
Access Platforms Aberdeen, Wester Gourdie, Dundee  
Messrs David Steel, Fairfield Farm, Kippen, Stirling  
Charles Alexander Contracting, Gartmorn Hill Farm, Alloa  
Global Energy Systems Ltd, Dock Road, Lytham, Lancs  
William Wallace, Denbrae House, Melville, St Andrews  
Best Farms, Estate Office, Castlehill, Inchtute  
Rossie Home Farms, Estate Office, Castlehill, Inchtute  
S R Aerial Drone Services, 24 Fernhill Drive, Windygates  
Property Care, 4 East Road, Cupar, Fife  
Caledonian Marts, Stirling Auction Centre, Stirling,  
J W & E Watson, Kersebrock Farm, Falkirk, Stirling  
Ember Energy Ltd, Waterside Farm, Glasgow Rd, Galston  
T S Transport (Scotland)Ltd, West Pitkerro Ind Est, Dundee  
J & J Barr Farm Ltd, Easter Buckleyvie Farm, Crossgates  
Solway Precast Products Ltd, Main Street, Barrhill, Girvan  
Forth Farming, Orchard Farm, Alloa, Clackmannanshire  
M C S Services, 2 Netherbeath Road, Crossgates, Fife  
Calypso Marine Ltd, Rock House, Pierhead, N Queensferry  
Andrew Gemmell & Co, Findlayston Farm, Cumnock  
Ramsay & Jackson Ltd, Knowehead Works, Mauchline,  
D.G Inglis & Partners, Blebo Mains Farm, Cupar, Fife  
Stewart Medcraf, 18 Brunton Quadrant, Glenrothes, Fife  
Connar Venters Contractors, 185 Linburn Rd, Dunfermline  
Fulton Project Management, Kincardine Court, Stonehaven  
Gordon Brown, Nowell, Fossoway, Kinross  
Direct Energy & Utilities Ltd, Arran Road, Perth  
Robbie Mcneill, 28 Castlehill, Doune, Stirling  
R & J Dixon, Solsgirth Home Farm, Dollar, Clacks  
M S O Spurway, Whistlebrae, Feddal, Dunblane  
Elie Estate Trust, Po Box 55, Dundee, Dd1 9J  
A & C Bissett, East Bowhouse Farm, Nr Leslie, Fife  
Good Life Farming, Unit 6, Lower Friarton, Perth  
Agricar Ltd, 4 Lochside Road, Forfar, Angus  
Archibald Billett, Gualann, Gartmore, Stirling  
James D Simpson, Muir O Lea, Crieff, Perthshire  
Agricycle Ltd, Barff Farm, Caenby, Lincoln  
M V V Environmental Ltd, Forties Road, Dundee  
Smylie & Erwin, Greenyards Farm, Dunblane, Perthshire  
A B Caldwell Ltd, Leffinwyne Farm, Kirkoswald, Ayrshire  
James H Ireland, Feoch Farm, Darvel, Ayrshire  
Robert Mackie, Goodockhill, Newhouse, Motherwell  
Alex Mckenzie & Partners, Ardgate Farm, Gartocharn  
John M Paterson Ltd, Kirkoswald Sawmill, Maybole  
W R Raeside, Linnhead Farm, Uplawmoor, Glasgow  
Messrs Robert M Smith, West Loudoun, Galston,  
Tormitchell Farms, Tormitchell Farm, Girvan, Ayrshire  
D M S Agri, South Woodhill Farm, Kilmarnock

## Manager's bit

Tayforth has been successfully helping its Member's businesses for 30 years now and to celebrate this we are giving Members a woolly hat on demand. You can get one from the office, local shows or on training courses.

2019 was a very successful year with 67 new Members bringing an even more diverse range of services for the members to access.

Every year is different weather wise, but 2020 seems to be one of the most challenging for agriculture. Tayforth is always there to help with extra labour, machines, materials and advice to help you overcome tiny weather windows and dramatically increasing equipment prices.

Training has continued to grow year on year with some new courses such as PASC and mental health being added to the portfolio of available courses.

The Tayforth Team is now seven strong and we have included a brief profile on the back page for your benefit. We have also included some interesting articles and a resume of the benefits of membership to give you a glimpse of other things your co-op is involved in that perhaps you were not aware.

The charitable side of your Machinery Ring continues to grow with us being able to support RHET to ferry hundreds of school children to and from farm visits ensuring the next generation of youngsters understand where their food comes from. We are also continuing to support RHABI and our own Next Generation group of local farmers.

*Ring the Ring for Anything*

## AGM

The AGM on 3rd March reported on the following:

**Accounts** - Another small profit with the balance sheet stronger at £230,000.

**Membership** - Another 67 new members joined during the year bringing us to nearly 1,100 Members.

**Turnover** - Total turnover again nearly £15m. Core business and number of requests up again.

**Staff** - Henry joined the contract team and Becky left to go travelling. Lynne and Anna are back from maternity leave.

**Directors** - John Hutcheson retired after many great years on the board including being a good Chairman.

After the AGM we had a lively panel session of: Margo Wills, RSABI; Ali Brunton, Agri Affairs trip to California; and John Weir, Arable Farm of the year.



## Scottish Arable Farm of the Year

- John Weir, Lacesston

It was an honour and surprise to win Scottish arable farmer of the year considering the stiff competition. I was nominated back in the summer and was asked to fill in a questionnaire covering use of renewables, soil management, use of technology, collaboration and marketing. Being active members of Tayforth and a local benchmarking group impressed the judges when they came to visit. With ever increasing costs it is important to know them and be willing to work with other businesses.

I started GPS soil sampling 22 years ago, firstly vari-applying lime, P & K. When I bought my own kit I then moved onto vari-rate nitrogen as the tractor was set-up anyway. With being in an NVZ I was keen to make best use of "allowed" nitrogen. I now use vari-rate maps for sowing cereals and plan to do the same with potatoes.

Technology is also used to monitor the turbine output to use the energy to cool the potatoes. We over cool when it's windy to store the energy and allow the temperature to rise slightly when it's calm. PV panels also help reduce the electricity costs.

Well done also to the runners up Craig Peddie, Corneres and David Aglen, Balbirnie Home Farms. Both also very active members of Tayforth Machinery Ring.



## Next Generation

We have started hosting next generation meetings with great success. The meetings are facilitated by SAOS who are the main advisors for co-ops in Scotland.

We started the 2019 year with a meeting held in the Green Hotel having an afternoon discussing 'making tax digital' and 'personal development' ending the afternoon discussing business costings. It was a very interesting day.



Our Summer 2019 meeting took the form of a farm walk and discussion at Pitillock Farm by kind permission of David Aglen and Balbirnie Home Farm. After the meeting we had a BBQ supplied by The Buffalo Farm. This was a great visit discussing 'mob grazing' and 'arable operation' all with the aim of improving soil structure and therefore maximising productivity.

Our most recent meeting, held in February 2020, saw an even larger group come together. We had a panel discussion, listening to fellow Tayforth members John Weir, Craig Peddie & David Aglen talk about their businesses and how they are using technology to aid business improvement. It was great to hear from the group's

thoughts and ideas regarding the Ring and how we can work together going forward.

We aim to hold a couple of meetings each year so if you are interested in coming along please contact Lorna in the office to register your interest.



## Vehicle Rebates & Discounts

In 2019 Members benefited by over £200,000 in savings and rebates on purchases of CaseIH tractors, Toyota Hilux and Ford Ranger trucks.

The CaseIH rebates have been improved for 2020 and ex demo machines are now 50% of the rebate – up from 35%.

Ford Ranger and Toyota Hilux discounts vary from 19—22% each month so please check with us what the current best deal is and where to get it.

Ring the Ring for more details .



## Tayforth App

The latest version of the Smartphone App has been released and allows Members to both submit items and view important information from your tractor seat or even lying on a beach.

For example if you have just finished baling a field you can submit the worksheet for us to process, tell us you are available, order some fuel or some concrete and ask for a copy invoice.

On the information side you can see the up to date training calendar, Vehicle Rebates & Discounts, current Sales & Wants as well as access to the Annual Handbook's prices, Rules and Transport Legislation.

To find it search Tayforth on the App Store or Playstore and download it.

Log in with your own e-mail address and everyone has the same password—ring.





## TAYFORTH MR's MEMBER VALUE STATEMENT 2020

# What's in it for you?



**£14.4m**

...turnover  
from 1,072  
members

All invoicing  
& payments  
made by  
direct debit  
saving time  
& hassle



We set contract  
guide prices for the  
farming community



Guidance on agriculture  
recognised by local police  
and carried in their vehicles



**779** trainees trained at  
**236** training events



**4105** "man"-days of labour to...  
**106** member demanders



**213** farmer-members  
sold or bought feed or  
bedding between each other

[www.tayforth.co.uk](http://www.tayforth.co.uk) ~ 01577 830616



## TAYFORTH MR'S MEMBER VALUE STATEMENT 2020

# What's in it for you?



£'s in your bank account within **28 days**



**6** fuel suppliers

**14** million

litres of fuel supplied to

**491** members

**£265** average saved per member

Recycling over **300** tonnes of farm plastic from members farms



**£200,000+**

saved annually by members through vehicle rebates and discounts.



over **250** school children received transport thanks to **Tayforth** for RHET organised farm visits in the region



**97%**

success rate to members' requests and over

**90%**

of members would recommend



**Tayforth Machinery Ring** to a friend or neighbour



**£170** annual subscription ensures peace of mind to cover all emergencies

[www.tayforth.co.uk](http://www.tayforth.co.uk) ~ 01577 830616

## Training - Lynne

I would like to thank all our members for their continued support with training. We've had another good year in 2019, training up 779 delegates in a range of courses. As usual we have a high demand for Telescopic/Industrial, First Aid, ATV, Chainsaw and Pesticide courses. However we do have access to wide range of courses, so please do not hesitate to contact myself even if the course is not listed in our handbook.



As you are aware you can access all our training courses on our Training calendar in our app, where you can view when and where our courses are getting held and book yourself a space.

I've had a few enquiries for Tractor Driving for 13-15 year old, the school holidays are just around the corner and many family members will be helping with the day to day tasks on the farm. We can offer a course that enables younger workers to develop or expand on the skills and knowledge required to operate a tractor safely and competently.

We have been running PASC Training with Assessment or Assessment only over the winter months which have been very successful. If you still require to do this please contact me for more details.

We are now offering Mental Health Awareness courses. The content of the course provides basic lifesaving first aid, recognition and treatment, covering the following: • What is Mental Health? • Stress vs Mental Health, • Stigma, • Warning Signs, • How to Help, • Resources and Signposting. Understanding mental health and the key warning signs is fundamental for any Manager or employee in the workplace. If interested please contact Lynne.

For all your training requirements call Lynne on 01577 830616, e-mail [lynne@tayforth.co.uk](mailto:lynne@tayforth.co.uk) or use the App.

## Invasion from the North!

In January 2020 Ringlink, the Ring to the North of us, incredibly, opened an office in Cupar. Along with every member we have talked to so far, we consider this neither helpful nor welcome.

There has been a gentleman's agreement in place for 30 years as to the areas we trade in. Not surprisingly, we trade between the Estuaries of the Tay and the Forth and West from there right to Loch Lomond.

Please rest assured that with the few members they do have in Fife, they cannot provide anything like the excellent service we can give you from our 1,100 members. We have better prices than they do for most commodities and our training is far cheaper as they provide it through a profit making limited company, rather than a not for profit Machinery Ring as we do.

Any feedback on this or anything - especially how we could service the Members better is always welcome. - Do support your LOCAL Ring.



## Social Media Review – Anna & Lorna

Last year Anna and Lorna attended a social media course. This highlighted how we can make use of the different social forums to help advertise and publicise Tayforth and what we have on offer to our members.

We started off with having our Christmas Competition which proved very popular with members winning prizes every day in the run up to Christmas. We are going to do something similar later this year and will keep you posted.

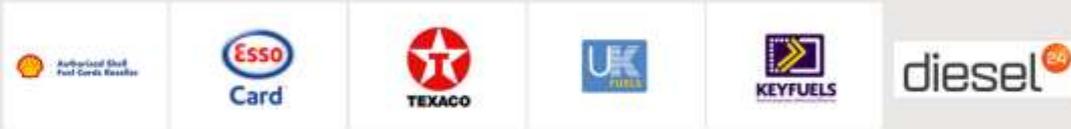
Lynne will advertise different training courses on the Facebook page so if you see anything advertised that you are interested in just give us a call to get booked in early to avoid disappointment.

For any events that we will be holding/attending, such as the AGM or Next Generation Meetings, or any Agricultural Shows we will create events where all information can be found, and we can also invite you along.

We would like our social media pages to be a fun and informative platform so we would love to see any photos or work you have carried out for us, by tagging 'Tayforthmachineryring' in your posts this will advertise us and your own business working together helping others. **#TALKTOTAYFORTH**



# FREE FUEL CARDS FOR ALL MEMBERS



**Diesel 24** are a family run fuel card supplier working with **Tayforth Machinery Ring** to save members money on the cost of fuel.

We would like to issue you with **FREE** fuel cards with no contract – simply pay for the fuel used.



[www.diesel24.co.uk](http://www.diesel24.co.uk)

*For more information phone Andy at the Ring office*

# Meet the Tayforth Team 2020



**Bruce Hamilton – Manager (BSc Agriculture)**

Bruce has been here with Tayforth since 1990. This is a big year for him with us celebrating 30 very successful years in business. Bruce primarily deals with the business development, problem solving and of course keeping his staff on their toes!

Out of work, Bruce is a keen skier and has a love for motorsport too, frequently taking his rally car for a spin round Knockhill. He is also a part time farmer.



**Judith McNeill – Accounts/Admin**

Judith has been here at Tayforth since 2003. Our longest serving member of staff (after Bruce) Judith is in charge of all the accounts/finance sides of the office and deals with a lot of the admin requested jobs that are needed too.

Out of work, Judith loves spending time with her daughter & of course loves a good walk with her Labrador – Bonnie. Most weekends you can find Judith having a cheeky drink/catch up with friends.



**Andrew Kyle – Contracts Manager**

Andrew joined the team in 2015. Andy leads the contracts team giving help and advice to everyone whether it is fuel related or concrete enquires, straw sales and fertiliser sales.

Out of work, Andy loves spending time with his children & getting out and about on his motorbike especially in the better weather.



**Lorna Hume – Contracts (BSc (Hons) Agriculture with Animal Science & AMTRA Qualified)**

Lorna joined the team in early 2018, she is part of the contracts team and helps coordinate the 'next Generation' meeting. She works along with Anna on the Tayforth social media pages. Lorna also knows a good proportion of the Fife members.

Out of work, Lorna enjoys spending time with her horses and competing on one of them at the weekends – Champion veteran on many occasions. She also gets stuck into helping on the family dairy farm.



**Anna Forrest – Contracts/Admin (BSc Rural Business Management)**

Anna joined the team at the start of 2017, she is part of the contracts team and also helps Judith with some admin jobs when needed. Anna is also involved with the running of the Tayforth Social Media pages.

Out of work, Anna loves spending time with her daughter and helping her fiancé do jobs on the farm. Anna is currently planning her wedding just now, which is happening this Summer.



**Henry Taylor – Contracts (HND Agriculture & PGd Farm Business)**

Henry joined the team in November 2019. He is also part of the contract team. He brought his knowledge on running A D plants and grain trading along with knowing a proportion of Fife members.

Out of work, Henry loves spending time with his children & wife. He also enjoys coaching Kinross minis rugby and catching up with friends for a beer.



**Lynne Nelson – Training Coordinator**

Lynne has been with Tayforth since 2008, she is in charge of organising the many training courses that we offer. She also does some of the contract requests.

Out of work, Lynne used to use up her energy at the gym, but now will be found using her energy running about after her children.