




**NORTHERN FARMING
CONFERENCE 2014**
Which way forward?

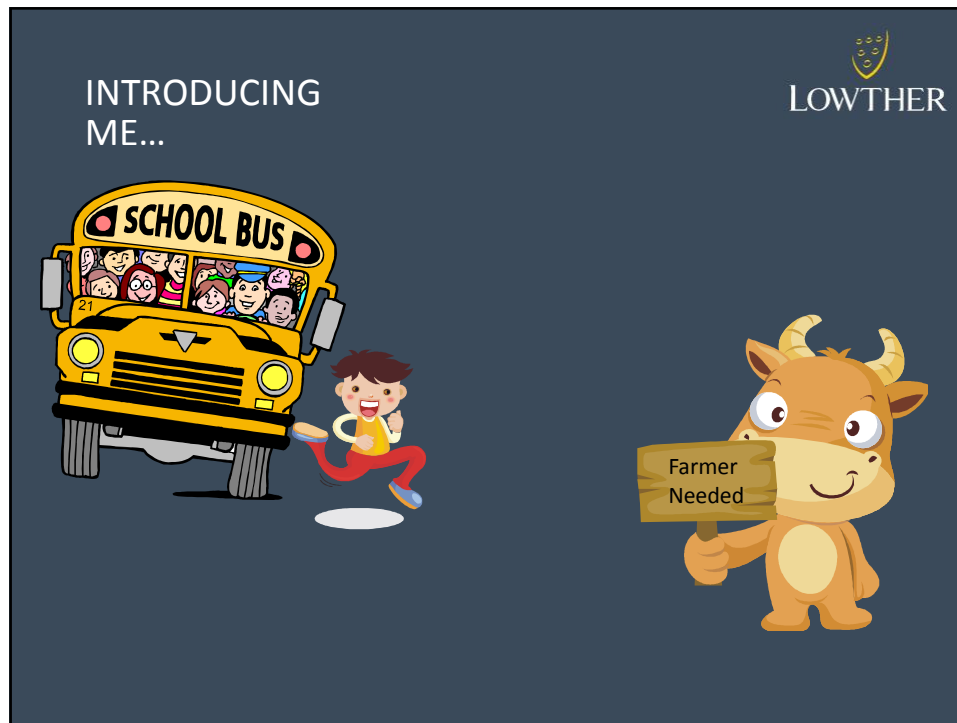


Lowther Park Farms Ltd

Mr. Richard Price
Director of Farming and Commercial Events



- Introduction
- Introduction to Lowther
- Lowther Park Farm
- Enterprises
- Events
- Lowther Castle
- Questions










LOWTHER

- NDAg at Warwickshire College of Agriculture in 1994
- Shepherd/GFW at Pilkingtons Estate until 1997
- USA Harvest for 12 months
- Assistant Manager at Pilkingtons Estate in 1998
- Farm Manager at Warwickshire College Of Agriculture
- Farm Manager for Lowther Estate in 2008

H.C Pilkington, Greenland's Estate



- 1300 Acres in total
- 180 Suckler Cows
- 1200 Breeding Ewes + 500 Ewe lambs
- 300 acres of arable



H.C Pilkington, Greenland's Estate



- Indoor Lambing and Calving
- Ewes from 1st March and Ewe lambs from 1st April
- Cows calve from 25th March and Heifers from 10th April
- Winter Wheat, Winter Barley and Oil Seed Rape



Contract Shearing



- Home made trailer built in 1993
- 8,000 sheep sheared p.a.
- 3 clippers on trailer
- Earn extra money and very enjoyable!



Naegale Combining Inc. Kansas

Naegale Combining Inc. Kansas



LOWTHER





- 12 Months in USA
- Texas – Canadian Border
- Placement arranged through Young Farmers Club
- Great experience to travel and learn

Naegale Combining Inc. Kansas



LOWTHER



- Header trailers used very rarely
- Mail boxes could be an issue when travelling between customers!!
- CDL taken on arrival




Naegale Combining Inc. Kansas



- 90% of USA cattle finished on contract
- Huge feed lots for finishing cattle, 300,000 cattle in one feedlot
- Maize corn being ground and rolled in clamps
- Large machinery used for efficient throughput. (In excess of 1400 artics / day)



Naegale Combining Inc. Kansas



- Maize grown on two systems – Circles and Flood plains
- Up to 32 tons / acre of dry matter produced on heavily irrigated land
- Flood plains up to 2 miles long!
- Typical Cont x cattle in feed yards



Warwickshire College



- 1040 acres of heavy clay soil (490 Let on 12 mth FBT's)
- 260 Dairy cows
- 45 Pedigree Simmental cattle
- 650 breeding ewes
- Student Involvement on farm
- Mixture of different enterprises available
- Crucial that students see the farm as a realistic and are shown accounts

Warwickshire College



LOWTHER

TO LOWTHER PARK FARMS

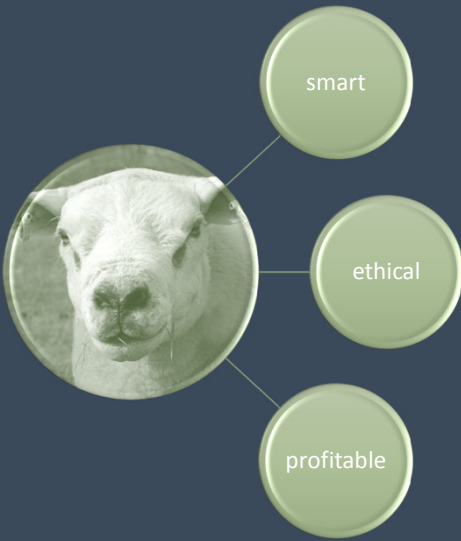
THE EARLY YEARS

- Loss Making
- 16 Full time Employees
- Future unviable

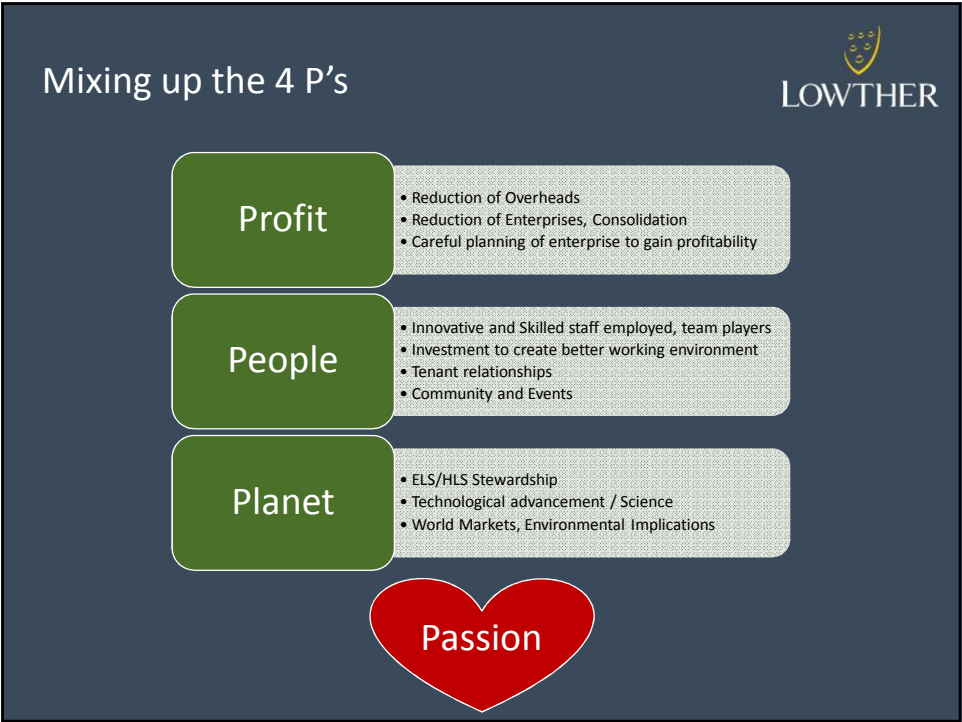
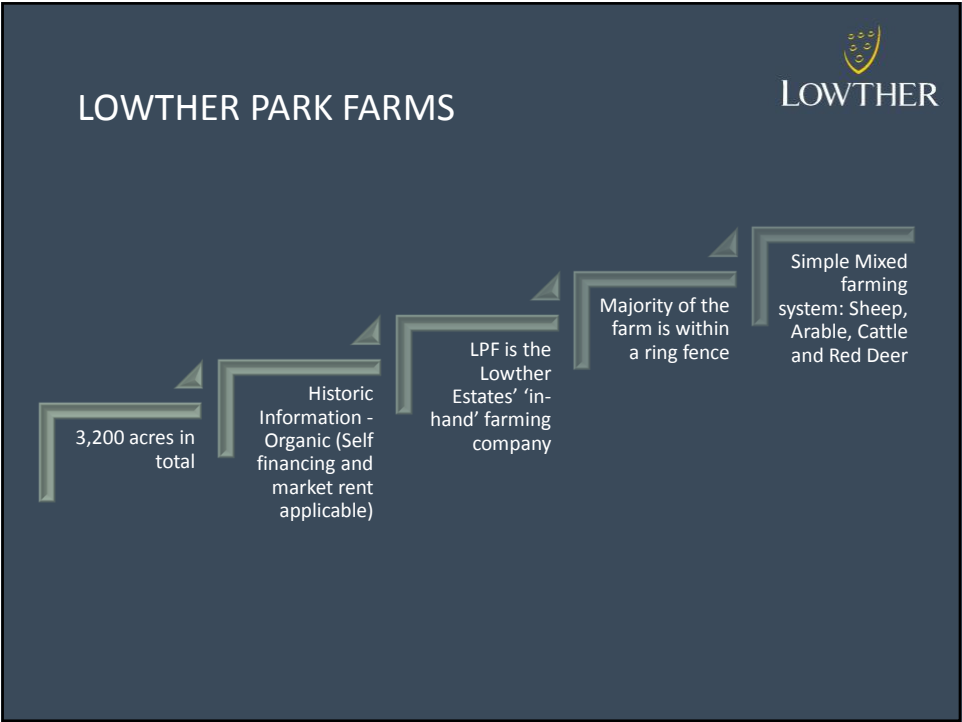


LOWTHER

OBJECTIVES



... but not necessarily in that order" Hon. J Lowther





THE WORKFORCE



Emma Nelson-Slack
Administrator


Richard Price

Antony Price
Shepherd

Stephen Forrest
Tractor Driver

John Harrison
Head Shepherd

Peter Horn
Shepherd







BREEDING SHEEP ENTERPRISE



5,298 North Country Mules


1,000 Replacements purchased annually


March 28th Lambing

New Ritchie Handling System (incl. combi clamp installed 2012. 180ft long)



BREEDING SHEEP ENTERPRISE


LOWTHER






Lambs marketed dead weight direct to Sainsbury's and Morrisons plus export option

1.68 lambs / ewe sold from 2014 crop. Extreme weather 2042 mm (83 inches)

Beltex / Charolais, Texel and Suffolk Rams

Efficiency, throughput & longevity essential for a positive margin



ARABLE ENTERPRISE


LOWTHER





Three Year Rotation – Winter Wheat, Winter Barley, Oil Seed Rape (Grass seeds)

Increase land quality post organic era





Increase grass yields from benefits of an arable rotation

As many operations carried out in-house as possible



ARABLE ENTERPRISE


LOWTHER

One third of the park is quality cereal ground

An extensive sustainable farming business producing our own feed and straw

Local market place for grain and straw. (90% of straw sold directly off the field 2013)

Improve soil PH, post organic.



CATTLE ENTERPRISE


LOWTHER

250 cow suckler Herd dispersed in June 2011

Policy to take in 'agistment' cattle over a 20 week grazing period

'Bed and Breakfast' cattle to graze rougher ground and aid grassland management

Cattle buildings put to alternative use, storage, sheep, events and B and B cattle!



12

LOWTHER

DEER PARK

130 Head of Red Deer

Established in 1283

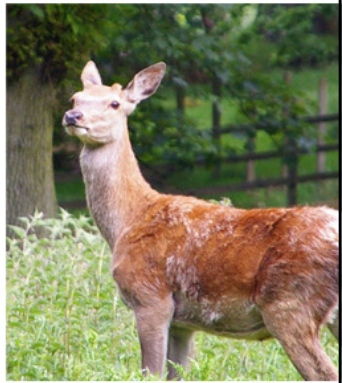

Deer park condensed after the 2nd World War

110 acres in total

The herd shares its home with a number of key events

Annual cull takes place in November of each year

Carcases are sold into local food hall - Cranstons



LOWTHER

EVENTS



30th July to 02nd August 2015 - Kendal Calling – voted Best Medium Festival at the 2013 UK Festival Awards.



15th & 16th August 2015 – Lowther Show



04th April 2015 and 19th September 2015
Born Survivor



LOWTHER CASTLE... 2006



LOWTHER CASTLE... 2009



LOWTHER CASTLE... 2014



View from North Park



The Future



- Make sure the owner is proud of the parkland and its farming business
- To run a sustainable farm, environmentally and profitably
- Manage the park to its full potential
- Not to make short term decisions
- Guide the business into profitability post SFP
- Be an exemplar to our tenant farmers

▪ *Smart, Ethical and Profitable!*



Any Questions??

Thank you

www.lowther.co.uk

