



## FOCUSED ON SUPPORTING YOU

In these unprecedented times we want to keep you all updated on our current position and assure you of our intentions to keep supplies of feeds and other farm inputs available to you all. Kynan Massey explains some of the actions we are taking.

### Key Industry workers

Farmers and the supply chain are quite rightly, designated as key workers, and we need to work together to ensure home produced food reaches the consumer. With this comes some serious responsibilities. We must try to keep production up without compromising the health of our families, employees and those we do business with.

### Feed Supplies

We have seen massive demand for our feeds in recent weeks as many farmers seek to build a reserve stock of feed just in case. We are pleased to supply extra to accommodate this but would not like to think that anyone is stockpiling and we will query excessive ordering to check the needs.

The worldwide market for feed ingredients has firmed considerably in the last two weeks with Hi-Pro Soya over £380 /tonne ex-docks. Hopefully this is short lived but we need to think about what we can do to help.

We will be looking carefully at the protein levels in dairy diets as soon as cows are out. We will keep feed price rises to an absolute minimum but will never compromise on the quality of ingredients. It will be as important as ever to keep up production as efficiently as possible.

### Staff and Haulage

Our objective is to continued to maintain high levels of service across all our mills, whether in production, customer services or deliveries. However, we are constantly planning for a situation where we have a number of staff off, either sick, self-isolating or caring for household relatives.

When delivering products on-farm, while always respecting social distancing, our drivers will practice good hygiene and not touch any of your surfaces. Our drivers will not operate any of your machinery, so you will need to have someone available to unload the bags or to see the cake is blown in as you want it. To help you, we will call ahead with an estimated arrival time.



Kynan Massey

## HERE FOR YOU



### Holmes Chapel

Monday – Friday 8.30am – 5.30pm

Telephone 01477 536 300

Phil Stirk	07787 104 565
Dai Lewis	07973 881 573
Alan Webster	07787 104 578
James Thomson	07870 896 601
Matt Oldnall	07976 418 027
Will McNiece	07787 104 570
Dawn Jones	07787 104 558
Rob Chell	07817 253717
Richard Ford	07968 529 332
Mal Boocock	07787 104 582
Ruth Howard	07787 104 576

### Preston

Monday – Friday 8.30am – 5.30pm

Telephone 01772 206 200

Robin Bartlett	07817 257 740
Paul Drake	07900 270 233
Sam Wellock	07468 697 679
Andrew Rudman	07787 104 577
Stephen Howes	07715 495 472

### Longnor

Monday – Friday 8.30am – 5.30pm

Telephone 01298 83234



## Working with you

We pride ourselves on providing outstanding service and are committed to doing this during the crisis to the best of our ability. Here are a few ways we will be changing what we do.

- Our opening times will remain the same, but we may have fewer people available to take calls so please be patient if you can't get through straight away. If we have to change any opening times, these will be posted on the website and our social media channels
- Our sales specialists and nutritionists will only call on farm with an appointment. When on farm they will carry out their role but without seeing anyone. They will call you after the visit to discuss their recommendations, changes to the diet etc.
- If you want pre-cut grass or silage analysis bags, speak to your feed specialist and we will get the bags sent straight to you. You will have to take your own samples. Pre-cut grass samples must be sent to Trouw Nutrition, with silage samples sent to us at Holmes Chapel for analysis.
- **The grass season is now in full swing and we have an excellent selection of grass seed, fertiliser and silage inoculants.**  
**To discuss your requirements or place an order call Dawn Jones on 07787 104 558.**

**WE ARE HERE IF YOU NEED TO TALK**

## The future

It is interesting to see, that mankind's basic instinct in times of uncertainty is to gather food. We will get through this and when we do hopefully people will remember the great efforts that were put in by British farmers, the supply industry, processors and retailers to keep food on the shelves.

We must keep our eye on the ball and continue to do our jobs to the best of our ability and make the most efficient use of our livestock and land assets.



## RAW MATERIAL SUPPLY DURING COVID19 EPIDEMIC



In the current situation we all find ourselves, it is vital that we have continuity of supplied raw materials delivered to our mill.

We are part of the food chain and the supply chain are doing their absolute best to keep it moving.

We are working very closely with shippers and suppliers to ensure continuity of raw materials.

	11.03.20	1.04.20
Hi Pro Soya	£312	£368
Rape	£210	£270
Maize Distillers	£203	£246
Palm Kernel	£164	£190
Wheat	£170	£174
£ TO \$	1.29	1.24
£ TO EURO	1.13	1.13

Markets have become very volatile (see table). Raw material stocks look good at source but logistics is becoming the biggest worry with ships being delayed, making it harder to get commodities where they are needed.

With the lack of movement in the world at the moment the oil price has crashed and ethanol along with it, leading to plants cutting down on production. In addition, rape crushers look to have thrown in the towel as crushing margins do not meet their requirements. This has caused mid protein prices to soar over recent weeks.

Hopefully the volatility will dissipate and lead to prices returning to a more reasonable level, but we will need help from currency and good availability of raw materials.

We want to re-assure our customers that we are taking all precautions and measures to keep you supplied with the quality feeds you have come to expect from us. If you have any questions, please do not hesitate to speak to your Feed Specialist or call the office:

Holmes Chapel - 01477 536 300

Preston - 01772 206 200

**MASSEY FEEDS - FEEDING THE ANIMALS THAT FEED THE COUNTRY**



www.masseyfeeds.co.uk

### MASSEY FEEDS

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