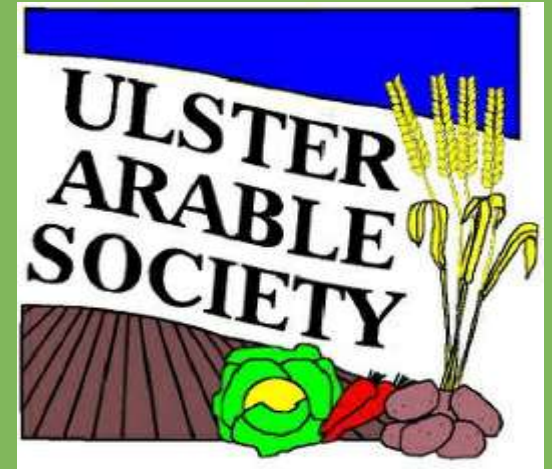




**ULSTER
FARMERS'
UNION**



MAXIMISING YIELD

Tuesday 12 January 2016

Who are McGregor Farms ?

- Core Family Business of 304ha – Arable Farming
- Contract Farming 3169 ha – 14 separate businesses
- 17 mile operating radius from Coldstream Mains
- Based on winter cropping rotation + spring break crops
- 7 Full-time (2 Part-time) Employees plus Colin & Jill
- **Business Aim** – to be the Leading Large Scale Arable Farming Business in The Scottish Borders/North Northumberland



McGregor Farms – Cropping 2016

- Winter Wheat 1581 ha
- Winter Barley 330 ha
- Oilseed Rape 553 ha
- Spring Barley 77 ha
- Spring Beans 73 ha
- Potatoes 230 ha
- Vining Peas 274 ha
- Spring Oats 20 ha

6 year rotation WW, WB, OSR, WW, WW, SpBe

8 year rotation WW, OSR, WW, VP, WW, OSR, WW, Pots



Investment : People

Investment : Infrastructure

Investment : Machinery



Investment : Technology



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



Precision Farming Technologies used :

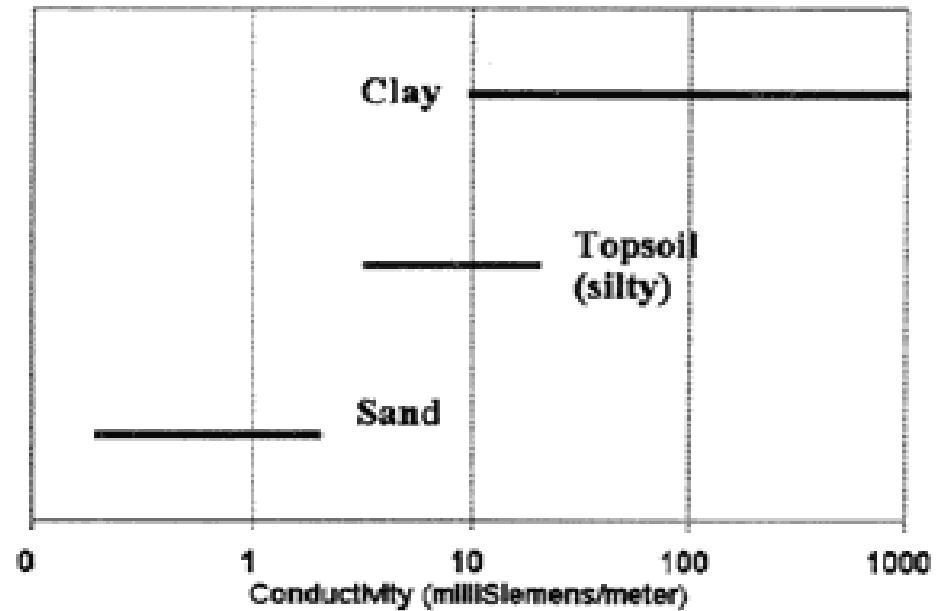
- Variable Targeted Application of Soil Nutrients
- Steering Systems
- Variable Rate Seed Drilling
- Automatic Sprayer Boom Switch on/Off & Leveling
- Variable Targeted Application of Nitrogen
- Yield Mapping
- Machinery Telematics

“To be good stewards of the soil, we must take full advantage of what science and innovation can offer”

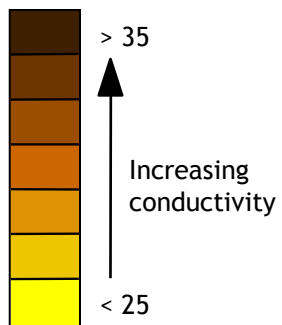
Variable Rate Seed Drilling



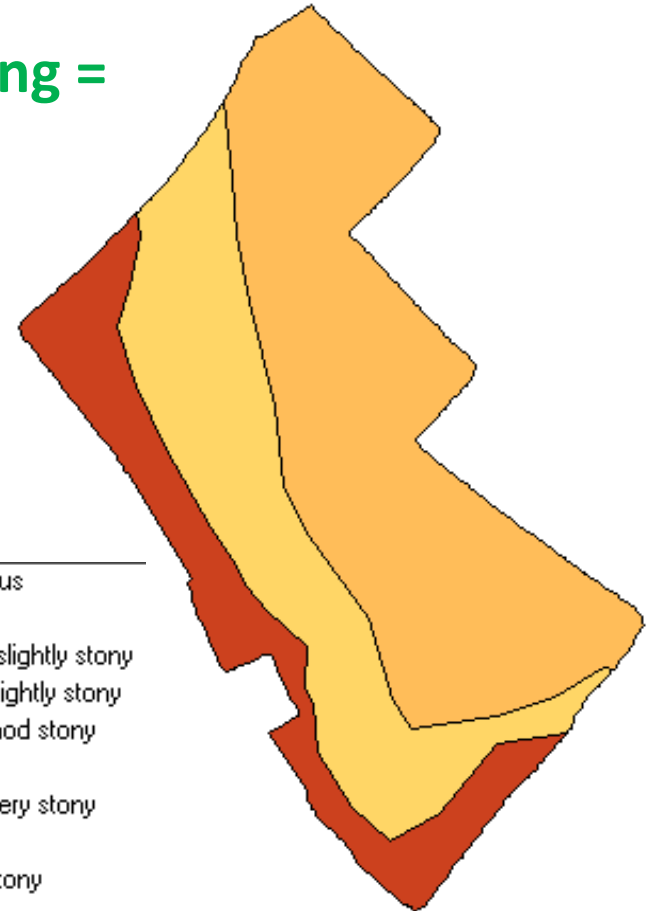
Electrical Conductivity (EC)



Electrical Conductivity



Ground Truthing = Soil Texture

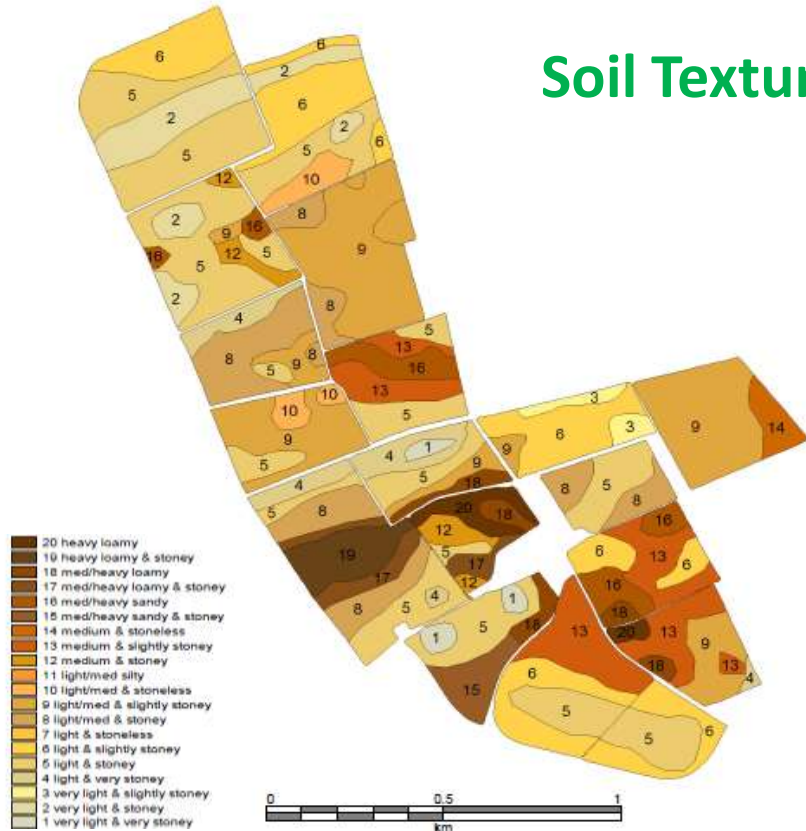


- 01) light calcareous
- 02) light non-calc
- 03) medium calc slightly stony
- 04) med chalky slightly stony
- 05) med chalky mod stony
- 06) med non-calc
- 07) med chalky very stony
- 08) med/heavy
- 09) med/heavy stony
- 10) heavy
- 11) heavy stony

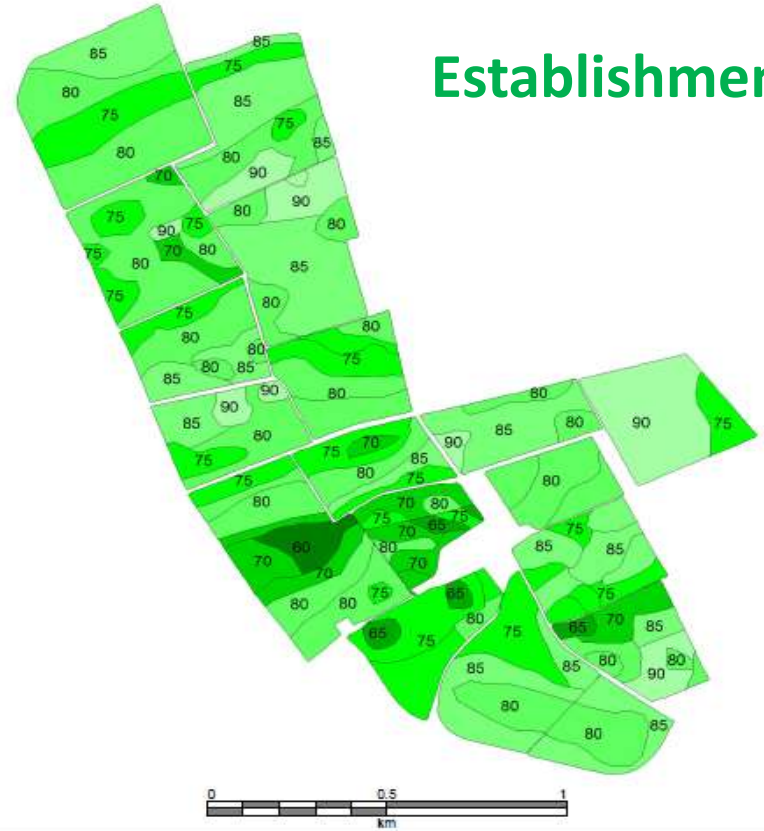
Shallow Conductivity Profile: 0-30 cm
Deep Conductivity Profile: 0-120 cm

Coldstream Mains

Soil Texture

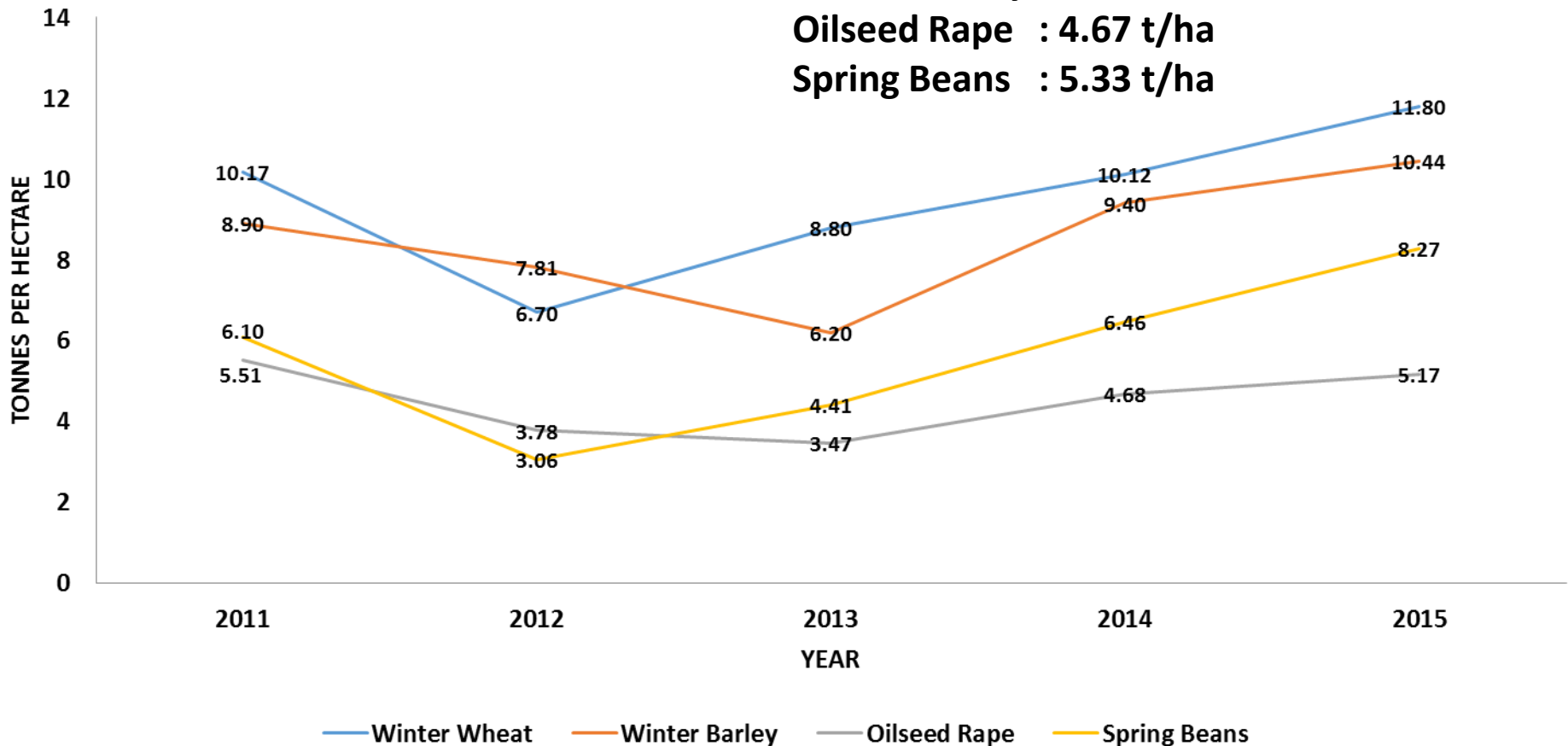


Establishment

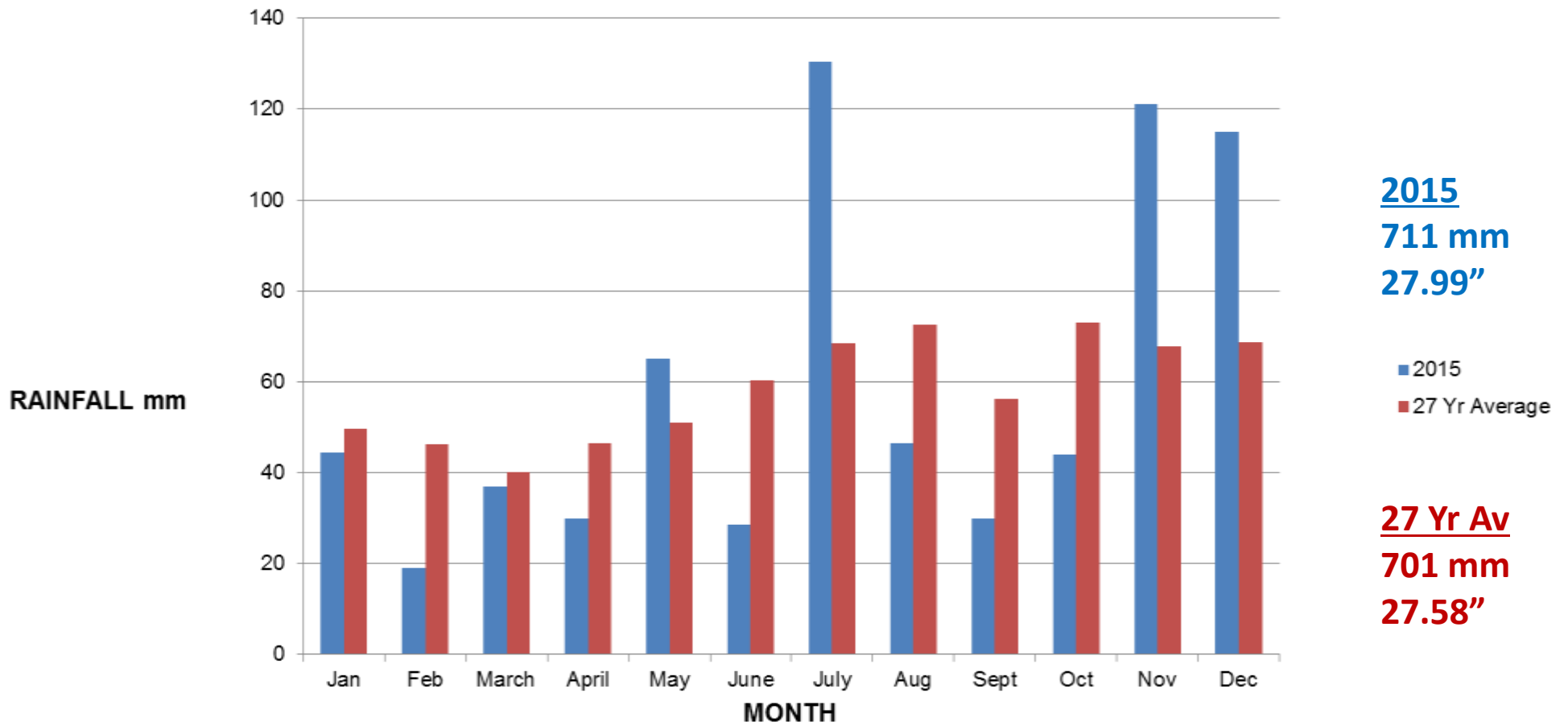


5 Year Yield Data

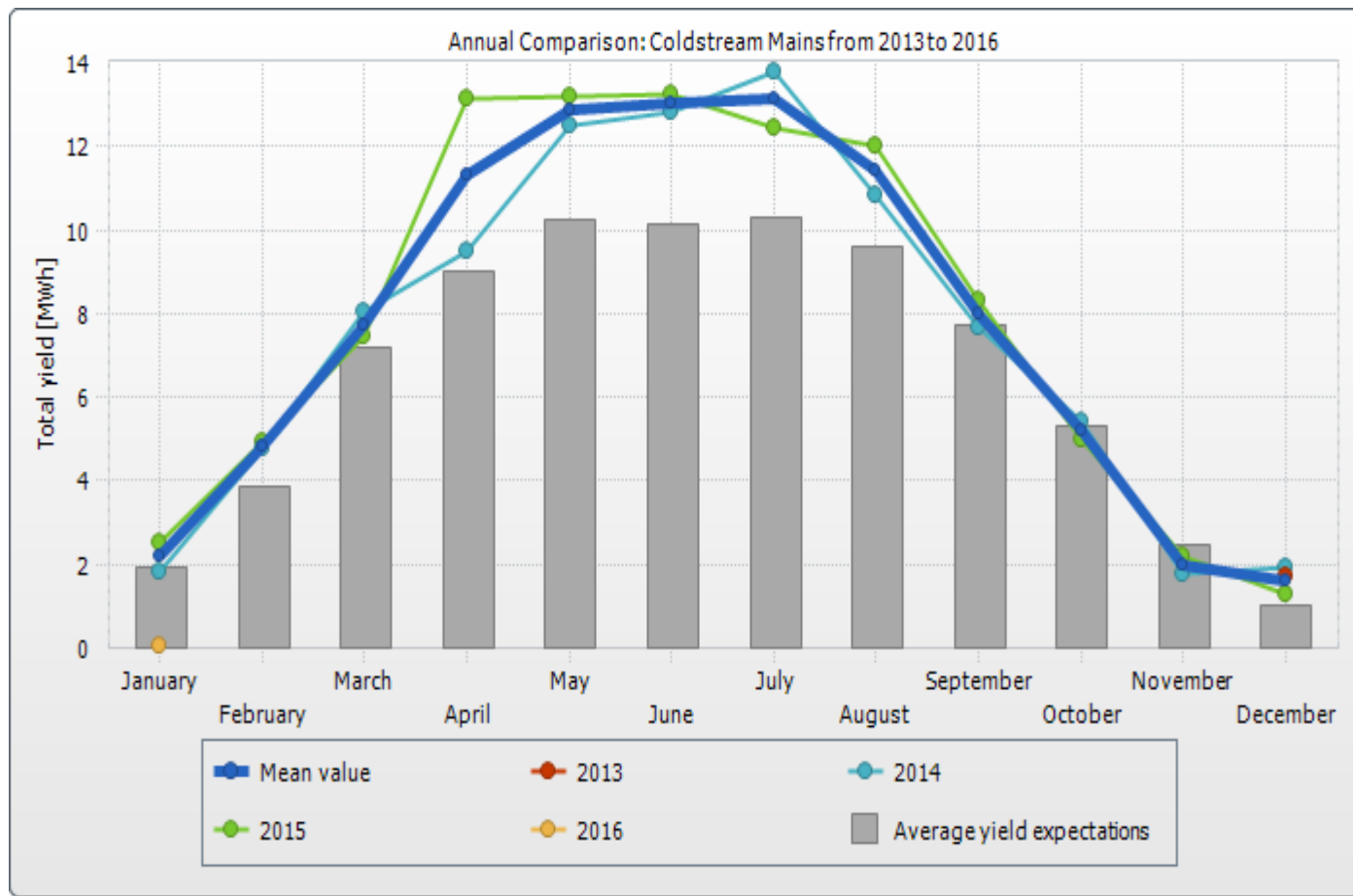
Winter Wheat : 9.74 t/ha
Winter Barley : 9.15 t/ha
Oilseed Rape : 4.67 t/ha
Spring Beans : 5.33 t/ha



Rainfall



Solar Radiation

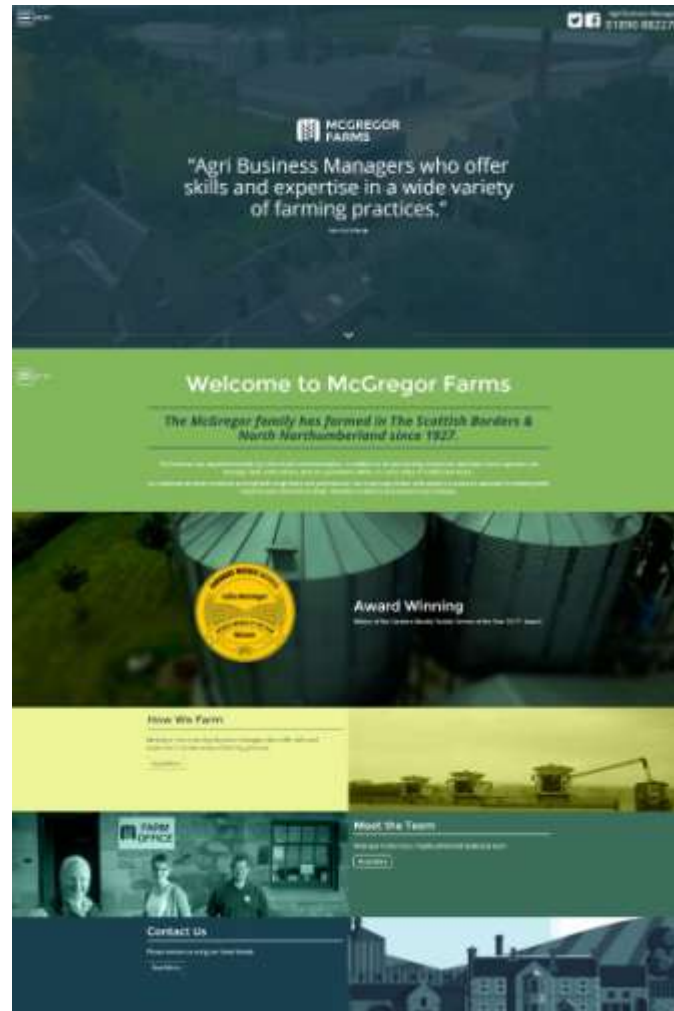


Contract Farming Agreements (CFA) :

- Farmer makes “Executive Decisions”
- Meetings held & minuted
- Risk must be taken by both parties
- Mechanism for both parties to share
- Inputs purchased in Farmer’s name



- 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 !”



The screenshot shows the homepage of the McGregor Farms website. At the top, there is a navigation bar with a phone icon and the number 01830 882278. The main header features the McGregor Farms logo and a quote: "Agri Business Managers who offer skills and expertise in a wide variety of farming practices." Below this is a green banner with the text "Welcome to McGregor Farms" and a sub-headline: "The McGregor family has farmed in The Scottish Borders & North Northumberland since 1927." The next section is titled "Award Winning" and features a gold award medal. Below this are three columns: "How We Farm" with a yellow background, "Meet the Team" with a photo of three people, and "Contact Us" with a dark blue background. The footer shows a row of buildings.

01830 882278

MCGREGOR FARMS

"Agri Business Managers who offer skills and expertise in a wide variety of farming practices."

Welcome to McGregor Farms

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

Award Winning

How We Farm

Meet the Team

Contact Us