

Collector conference will discuss future of fallen stock sector

Calling all collectors! **On Wednesday 2 June 2010 NFSCo is holding a conference at the Hotel Miraj in Ashbourne to discuss fallen stock issues and the future of the sector.** All NFSCo collectors are invited. Topics to be covered by outside speakers will include enforcement of the animal by products regulations with specific emphasis on sheep enforcement, developments in the EU and each of the UK's devolved regions, and how NFSCo operates to the benefit of farmers and collectors. The conference will start at 11.00, with coffee served at 10.30am. Speakers include Jackie Price, from The Welsh Assembly, on "compliance with the Animal By-product legislation in Wales", Neil Leach on "changes to Animal By-Product legislation" and Ian Potter on "Sheep EID and the fallen stock sector" and "How NFSCo works for collectors". The conference will finish after lunch, provided by NFSCo. **Please email the office if you are planning to come.** Any collectors intending to fly-in should contact the office and we will attempt to co-ordinate and assist transfers.



Open invitation to visit offices

NFSCo's offices at Stanton, near Ashbourne in Derbyshire aren't exactly on the beaten track . . . but any collector who wishes to visit will be very welcome. All we ask is that you ring in advance and make an appointment so we can make sure all of the staff you need to meet are in. We look forward to seeing some of you soon.

Contact NFSCo

Need to get in touch? Then contact us on the following numbers and addresses:

Helpline number: **0845 055 9993**

Email: collector@nfscO.co.uk

Fax: **01335 324584**

Address:

NFSCo,
Sallyfield Lane,
Stanton,
Ashbourne,
Derbyshire,
DE6 2DA

NFSCo pays in half the time!

Small and medium businesses are waiting over 40 days for payment according to latest official figures, and are currently owed over £30 billion. Collectors working with NFSCo have no such problems. We pay in half the time – and *guarantee* payment for 100% of non-disputed collections made under the scheme!

It is naturally impossible to calculate the financial benefit to the industry from collectors not having to chase invoices, or be subjected to bad debt. But there is no doubt that the more farmers who have their fallen stock picked-up through NFSCo the more profitable it is for collectors, as you will be able to run your businesses more efficiently.

Collection costs through NFSCo are undoubtedly extremely competitive – which begs the question as to why some collectors offer cheaper prices *outside* of the scheme! This does not make economic sense! Some farmers don't wish to join NFSCo, of course, and naturally collectors will want to provide a service to those farmers. We understand that. But it's undoubtedly better for collectors and NFSCo to encourage more farmers to be members of NFSCo, and to put their collections through the scheme. The main question is, though: How do we incentivise reluctant farmers to join, now that the major "subsidy incentive" is no longer available. It's one of the challenges we'll be tackling at our "collector conference".

Don't forget to register for the conference!

Compliance moves up the agenda

You know they're buried . . . We know they're buried. And the officials do too, although it's pretty obvious at times that the issue doesn't get the attention it deserves unless a major incident - such as that detailed opposite - comes to pass. The farmer involved here was fined over £4000 and told to do over 180 hours of unpaid community service.

But NFSCo believes that compliance with the Animal By-Product laws will move onwards and up the agenda, not least because of the introduction of the new sheep EID rules, which means every ewe will have to be tagged and recorded.

NFSCo will be exploring the opportunities presented by the EID rules on fallen stock traceability with collectors, and whether they can be used for compliance purposes.

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Dead sheep carcasses left in field
Thursday, January 28, 2010, 06:54

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A JUDGE has described a North Devon farm as a "disgraceful state of affairs".

Albert Heal, of Leworthy Farm, Brañon Flem, possessing animal by-products and two of at his sentencing at Exeter Crown Court on

The court heard that Heal risked spreading carcasses in fields at his 350-acre farm by

Prosecutor David Sapiecha told how animal Council repeatedly asked Heal to dispose

Mr Sapiecha said: "A complaint was made to animal Council. They visited the farm on April 10 and it was clear from their arrival and

Insist on one collection point for faster pick-ups & better biosecurity. . . and what about a receipt box too?

It's probably happened to each and every one of you: you arrive on farm to collect a carcass or dispatch some animals and you can't find where it is or work out which animals you are meant to shoot, and which ones you leave. How much better would it be if you insisted on a single pick up or dispatch point for each farm.

Pig and Poultry farmers and collectors insist on this and it works well. It will not only save you time in hunting around for animals, but it's much more biosecurity friendly. Oh, and it will also avoid a repeat of the case when a collector went on farm, shot some calves, left, and arrived back at base to be told he'd shot the wrong ones. Messy!

It has also been suggested that collectors provide farmers with a box for their collection receipts, rather than leaving them in different places. If a number of collectors think this is a good idea then let the office know and we'll get some quotes on having some professionally made and branded.

Special Services - don't abuse it!

The provision for "Special Services" is exactly what it says on the tin e.g. it is to be used by collectors under *special circumstances*. This could be as a discount for bulk collections, or to add additional charges to a collection for special vehicles, unsociable call outs etc. A couple of collectors have been using, or rather abusing, Special Services as a facility to undercut competitors who tendered significantly lower prices. NFSCo carefully monitors the facility and has spoken to those collectors who we feel are routinely abusing the facility. Once warned the next step, unless it stops, is expulsion from NFSCo.

And be warned. . .

Recent investigations into a handful of NFSCo's debt problems have uncovered serious misuse and abuse from two collectors, both of whom failed to be paid for collections they invoiced privately. Both decided to try their hand and push the jobs through NFSCo to pass the problem to us!

The collections have been inputted on to the system outside of the 60 day limit from the date of collection, and the collection date was amended so our system accepted the job. Please Note: A heavy line will be taken with collectors who operate in this way and the Board will have no hesitation in suspending or expelling collectors, irrespective of the size of their operation.

Remember - no membership fee!



Please remember that there is no annual fee for farmers to be a member of NFSCo. Some collectors, and farmers, still believe that there is one! The only fees imposed are a £10 joining fee, and the monthly cost for invoicing if a collection has taken place!