

# nfscO



**NFSCo CIC**

**Working in Partnership**

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

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## 2022 Report from Chairman

In 2022 NFSCo utilised the developments of previous years and began the roll out of the KoLeCt system. I am pleased to report that by the year end, one third of our business is now through this modern IT system. Roll out continues and we hope that by the end of 2023, the vast majority of our collectors will utilise this solution.

Inflation has impacted the cost of collection to our collectors but has not yet worked through to farmers. The value of rendering products in part mitigating additional rendering costs. However, towards the year end we detected a gradual increase in charges to farmers across the UK.

The collector network has largely been able to sustain the service standards we aspire to in the face of a continued driver shortage alongside an escalating rise in energy prices. Whilst physical collections remain consistent with a normal year, turnover has remained static as price pressure from within the rendering sector has kept the cost down for some farmers and hence our turnover has been similar to 2021.

The company has continued to develop the collector and farmer apps (KoLeCt) and feedback has helped the designers enhance the systems to the benefit of all users, reliability is the cornerstone of our success. Improvements will continue into 2023.

We have engaged with governments across the UK in looking at possible solutions to integrated databases for livestock movement and the automation of death reporting in bovines. We have also engaged with the equine industry and stakeholders such as the NFU, LASSA and others.

We routinely work around Zoom, however, whilst we still make use of technological solutions, for the operations meetings, we have throughout the year returned to face-to-face board meetings. The tasking of non-executive directors with various aspects of company management has continued and will remain a facet of the company's operation.

We have operated for the first part of the year with one director side-lined due to a serious illness, but we were pleased to see him return to duty in the second half of the year.

Learning from 2022, we will see the continued roll out of KoLeCt for our collectors alongside the farmer app, starting in Scotland for the betterment of the service we offer.

As a company we continued to play our role in ensuring a stable and competitive service for farmers. I would like to thank the administration team, our IT team and my PA who have all played a significant part in developing our IT and enabling the successful roll out of KoLeCt. The directors and all of the collectors and stakeholders NFSCo have, by working together, enabled us to have another successful year. Thanks to them I have every confidence in the future, and our ability to respond to the many new opportunities and challenges that will arise during this year.





## Mission Statement

NFSCo is an established Community Interest Company focussed on the agricultural industry. We utilise our unique model to provide cost effective delivery of a wide range of services to the farming community.

Our motivated and ambitious team consists of experts from across the industry whose wide range of experience and skills ensure we deliver appropriate solutions for today and develop new opportunities to improve our industry for tomorrow..





# NFSCo Key Facts

Originally set up in 2003 as a partnership between DEFRA and the industry to support farmers with new fallen stock regulations;

- It is not a government organisation, nor a non-governmental public body, but a partnership across industry;
- Management is formed of industry and sector representatives from across the UK;
- Offers free membership for farmers;
- Works with 44,000 farmers and 100 fallen stock collectors, covering the majority of the fallen stock market;
- Provides a transparent option for farmers and collectors to use, while also not being proscriptive – collectors and farmers can choose to use NFSCo's services or not;
- Liaises with Government and other animal health organisations over animal health issues and monitoring;
- In 2009 NFSCo became a community interest company (CIC), working for the benefit of the farming community;
- Operates a low-cost model across its support, administration, finance and IT teams;
- Has an innovative approach to new technology, with website and apps to better facilitate collections;
- Acts as an intermediary for Government financial support for the livestock sector on issues of animal disease and weather-related animal loss.







# NFSCo Today

- Works with 44,000 UK farmers and 100 fallen stock collectors, covering the majority of the fallen stock market
- Provides a transparent and competitive option for farmers
- CIC working for the benefit of the farming community
- Operates a low cost model
- Has an innovative approach to new technology
- Liaises with Government and other health organisations over animal health issues and monitoring
- Acts as an intermediary for Government financial support for the livestock sector on issues of animal disease and weather related animal losses
- Open to ideas to use it's model within other industry sectors



## How the NFSCo model works

The NFSCo model is simple in principle. It effectively acts as a conduit for animal owners requiring a fallen stock collection service by harnessing its network of fully licensed collectors, and offering transparent prices based on postcode areas.

It does not dictate which collector a farmer should use, but rather provides a menu of all the collectors in their region, with a price list for each collector. These prices are updated by collectors every quarter on the 1st January, 1st April, 1st July and 1st October, and NFSCo publishes details of those who have changed their charges on its website.

The customer then chooses which collector to use, and contacts them directly saying they wish to put the collection on the NFSCo scheme. The animal is picked-up and disposed of through an approved and licensed animal by-product processing centre. NFSCo records the collection, and then invoices the farmer for all the collections made on a single invoice. It also secures payment to the collector via Direct Debit.

NFSCo runs one of the most comprehensive Direct Debit programmes operating in the livestock industry. It thus guarantees payment to the collector and mitigates bad debt risk. This is important because paying for the collection of a dead valueless fallen animal is generally not high on the list of payment priorities for farmers.





# Member Benefit for Farmers

- FREE membership
- Annual compliance statement for traceability
- Encourages competition amongst collectors
- Simple invoicing
- Payment by direct debit
- Electronic application for booking
- Professional collectors with high bio-security standards
- No collection – no invoice
- Call now to join!

nfscO





The logo for nfscO, featuring the lowercase letters 'nfscO' in a blue, serif font with a blue wave underneath. The background of the entire page is a photograph of a flock of sheep grazing on a green hillside with rolling hills in the distance under a clear sky.

# nfscO

The logo for KoleCt, featuring the word 'KoleCt' in a blue, serif font with a blue wave underneath.

# KoleCt

## **Introducing the new booking in fallen stock app for farmers**

***FREE to download & available to all new and existing members***

***You can book your collections in at any time, you don't need to wait for the collectors office to open***

***You can track the status of your collection in real time***

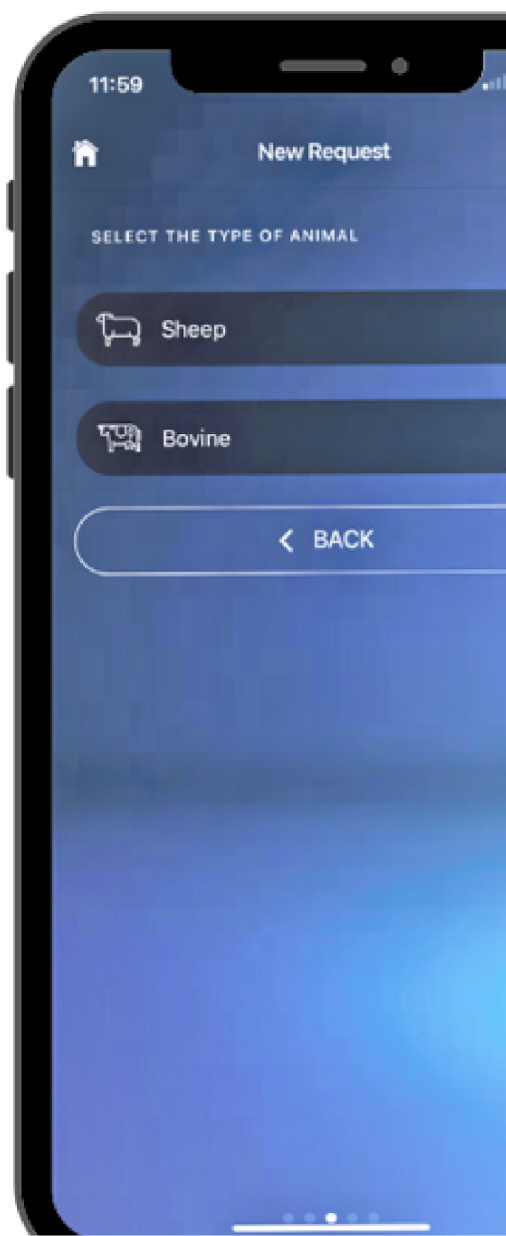
***Collection history stays on your App for three months***

***Allows you to record tag numbers which will appear on your invoice.***

**Call us on: 01335 320014**

**Email us at:**

**member@nfscO.co.uk**

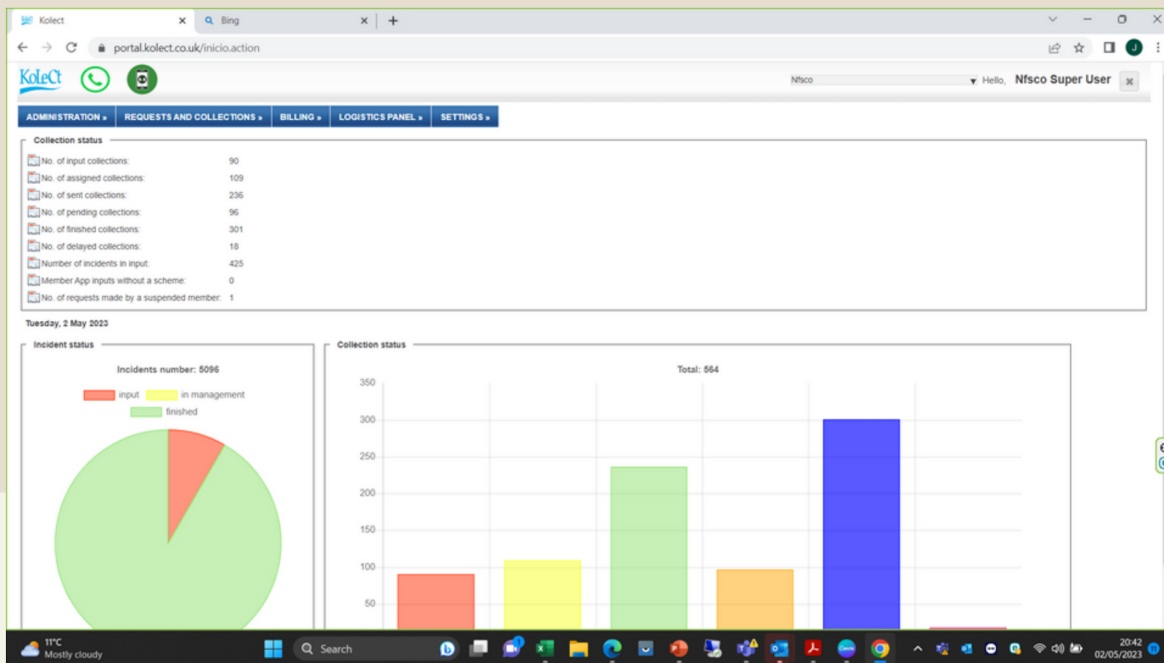


# Member Benefit for Collectors

- Guaranteed payment within 22 days of the month end;
- Administration of farmer payment collection is taken care of by NFSCo;
- Greater security of cash flow, and reduction in bad debt risk;
- Increased business opportunities arise;
- Increased credibility with members;
- One invoice per month to NFSCo, rather than numerous invoices to farmers, with one automatic payment per month from NFSCo rather than numerous payments from farmers;
- Develops innovative solutions on behalf of the industry to increase the efficiency of the collection and disposal service;
- Dispute resolution service.







# KoLeCt

Available to all fallen stock collectors - you dont have to be a NFSCO collector

Free trial

Promotional video available

Extensive back office support

Continuous development

Interested? Call us we would love to hear from you!





## Working with Industry Stakeholders



- **PEVD Pig Protocol**
- **Providing figures and trends to producers**
- **Improving data to obtain meaningful causes of death for analysis**
- **Working with Universities to provide statistical analysis of fallen stock**
- **Working with EGS to obtain samples for biobank**
- **Distributing contribution funds**

Please get in touch if you think we can be of any help - NFSCo are open to all opportunities!



## **Working in Partnership means flexibility**

- Systems Tailor-made Industry Requirements
- Bespoke Branding for Schemes
- KoLeCt system for quick & easy collection job bookings
- Open minded and receptive to all suggestions
- Backed up by a professional and efficient back office team

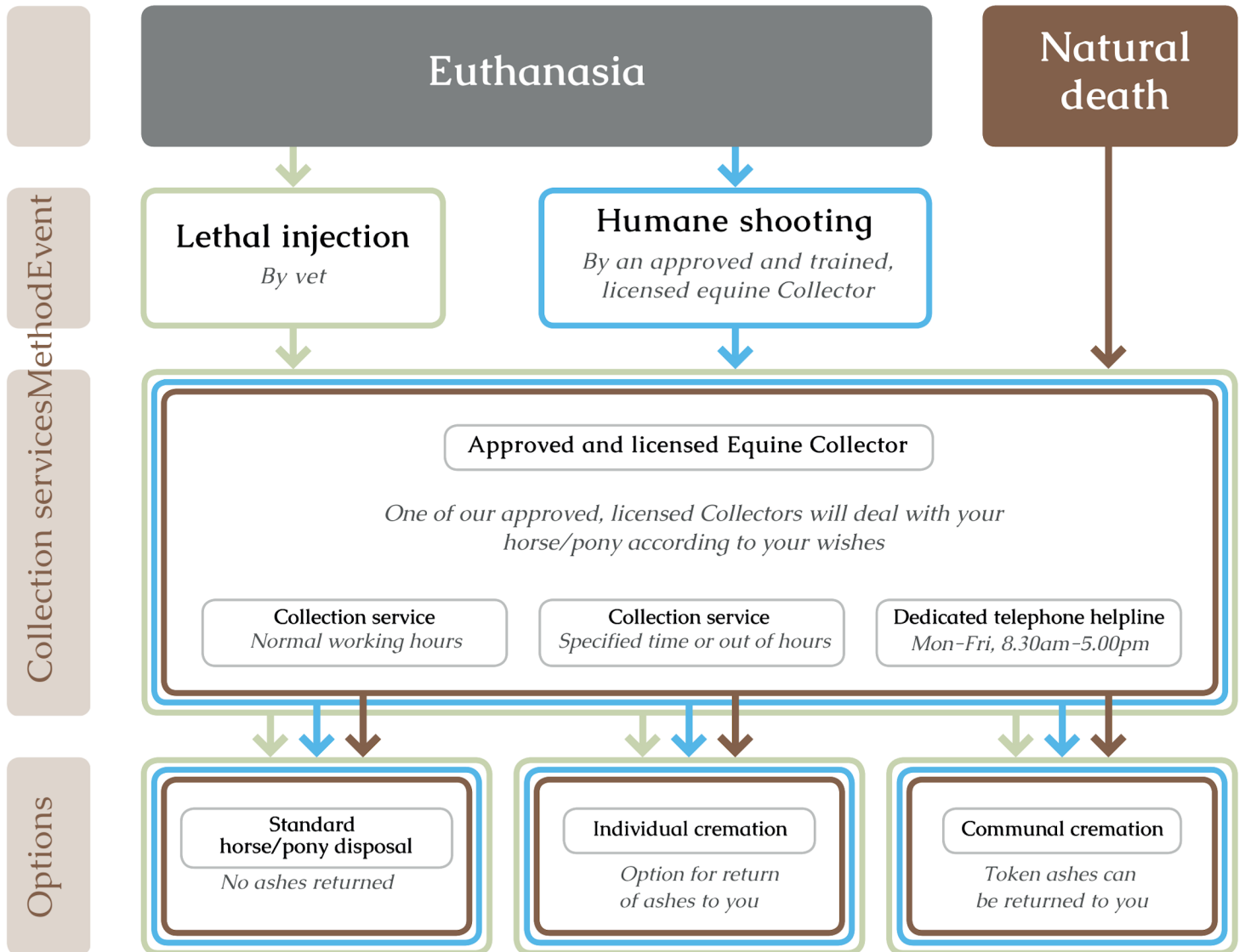
**Call us on: 01335 320014**

**Email us at:**

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# END OF LIFE OPTIONS

The Equine End of Life Service team, together with our network of skilled, professional, licensed Collectors, will help you deal with everything. We won't be able to take away the pain of loss, but we can help take care of the practicalities.



## NOTES

Equine Collectors are all APHA and ABP registered. All our Collectors adhere to the code of practice stipulated by The Equine End of Life Service. Cremation: Options for ashes vary by crematorium.

Contact a member of The Equine End of Life Service about the options available to you:

01335 320030

info@equine-endoflife.co.uk www.equine-endoflife.co.uk