

NFSCo Bolsters Board With Two New Directors



Ian Potter & NFSCo
Admin

We were both shocked and saddened to learn of the sudden passing of Ian Potter in February. The board paid tribute to Ian and his enormous contribution to the success of NFSCo. Ian will be greatly missed both personally and as the face of NFSCo. His youngest daughter Lydia Clare will continue the IPMS business and indeed the excellent administrative service they provide for NFSCo alongside Joanne Sowter, who has worked for Ian for over 30 years, 15 years of those have been heading up the NFSCo Administration Team

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Michael Seals CBE, Chairman of NFSCo is pleased to announce the appointment of two non-executive directors to the Board. "After a wide-ranging search, we have found two highly experienced individuals who will bring ideas and enthusiasm to take the Company forward over the coming years. I am delighted to welcome Charles and Andrew to the Board and look forward to working with them in the challenges and opportunities that lie ahead." Andrew Blenkiron and Charles Sercombe will take up their roles in July.

Andrew is Estate Director on the 11,000 acre Euston Estate in Suffolk, this includes a substantial and varied in-hand farming operation extending to around 7,000 acres, including suckler cows and breeding sheep. The estate also supports free range chickens and outdoor breeding pigs. Andrew comes from a family farming background, with his grandparents having run a small, tenanted hill suckler and sheep farm in Nidderdale, Yorkshire. He is presently Chairman of NFU Suffolk and sits on various industry committees and is a Professional Fellow of the Institute of Agricultural Management and a Fellow of the Royal Agricultural Societies.

Charles is a sheep farmer with a 2000 flock of breeding sheep. He has extensive experience with active participation in cross industry initiatives such as SCOPs, RUMA Targets Taskforce and Chair of Sheep Breeders Round Table. Charles is currently a non-executive director of AHWBE, Trustee for National Sheep Association and Chair of British Charollais Sheep Society and is Sheep industry lead for Animal Health and Welfare Pathway and Chair of Legislation Sub Group.

NFSCo Working with Industry Stakeholders

NFSCo continues its work with industry stakeholder for the good of the farming community. Listed below are examples of what we do, and how we provide trend information. We strive to improve ways in which we can continue to benefit our farmer members. Any ideas? Get in touch!

- 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



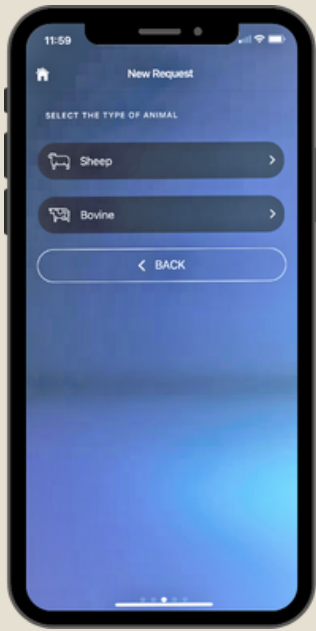
NFSCo In Numbers
Jan - March 2023

Active Members
44,373

No. of Jobs
103,021

No of Invoices
45,777

KoLeCt Member App



KoLeCt is an electronic app available on either IOS or Android devices which will allow the farmer to book a collection of their fallen stock in 24/7.

The system allows farmers to capture tag information, which gets printed both on the electronic receipt and the monthly invoice. Receipts are generated automatically and emailed immediately once the driver has collected the animal. Farmers can trace the status of the collection in real time via the app and details of all their collections will be available to them for 90 days.

Following the successful roll out of our member application KoLeCt continues to rise in the North of England and Scotland, where both collectors and members have reported favourably on the benefits to them. NFSCo will be hoping to expand the availability to other areas in the very near future.

NFSCo is committed to using IT solutions to make life easier for it's members and collectors at the same time doing it's bit for the environment in saving in the use of paper.

Member Feedback

Mr Richardson

"The sheep love it that much they keep dying! Can use anytime of the day and night, no need to give the details over the phone. Why isn't everybody using it? Its spot on!"

Mr Catto

"Downloaded the app as soon as I received the email. I used to call out of hours and leave a message which took up valuable time. But this is so much better, it makes booking in collections a seamless process. The first time I used the app the driver was there within 20 minutes and the collection receipt was emailed even before the driver left the yard"

Mrs Scott

"It works really well, its so much easier to book in collections. My husband took some persuading at first but now he's happy to use it - and we dont forget to ring the collector now! The collection receipts are received instantly which is great!"

The year so far

Michael Seals CBE, FRAGS



The last year in NFSCo has been one of highs and lows. The development and roll out of the KoLeCt system, with paperless, online records and now the farmer app, has seen the streamlining of our offering to farmers and the continued development of our aim, to ensure fair and competitive pricing. This has engaged us as a company for almost two years in developing, testing, piloting and the roll out. For a small team of five people plus our IT support this has been a mammoth task and one that I am proud to say is working brilliantly.

Then we have the low, the loss of Ian Potter from both his company's point of view and the wider industry has robbed us prematurely of someone who, whilst challenging, was an individual who felt passionately about our industry widely, the dairy sector specifically and was never afraid to challenge anybody who he believed was standing in the way of progress. I have known Ian for over 30 years, worked with him during that time and even now, feel his loss, as many of us do.

That aside, we have to look ahead. As a company we will continue to offer a competitive service, we will seek to improve traceability through our IT system and from that, in time, we can give you real time information about losses in your area. That is where IT can have an impact. This all feeds into the future, the Animal Health and Welfare Pathway, (<https://www.gov.uk/government/publications/animal-health-and-welfare-pathway>) free to all those of you in England with livestock, demonstrates the commitment of Government to developing endemic disease eradication and control schemes. Those schemes need testing and intelligence, I think NFSCo can play a part in helping deliver those schemes and benefits. Time will tell. But its a brave new world out there full of opportunity.