

DLG-Unternehmertage 2006

5 September 2006, Hanover

TOMORROW'S FARMERS : SOME STRATEGIES FOR SUCCESS

presented by

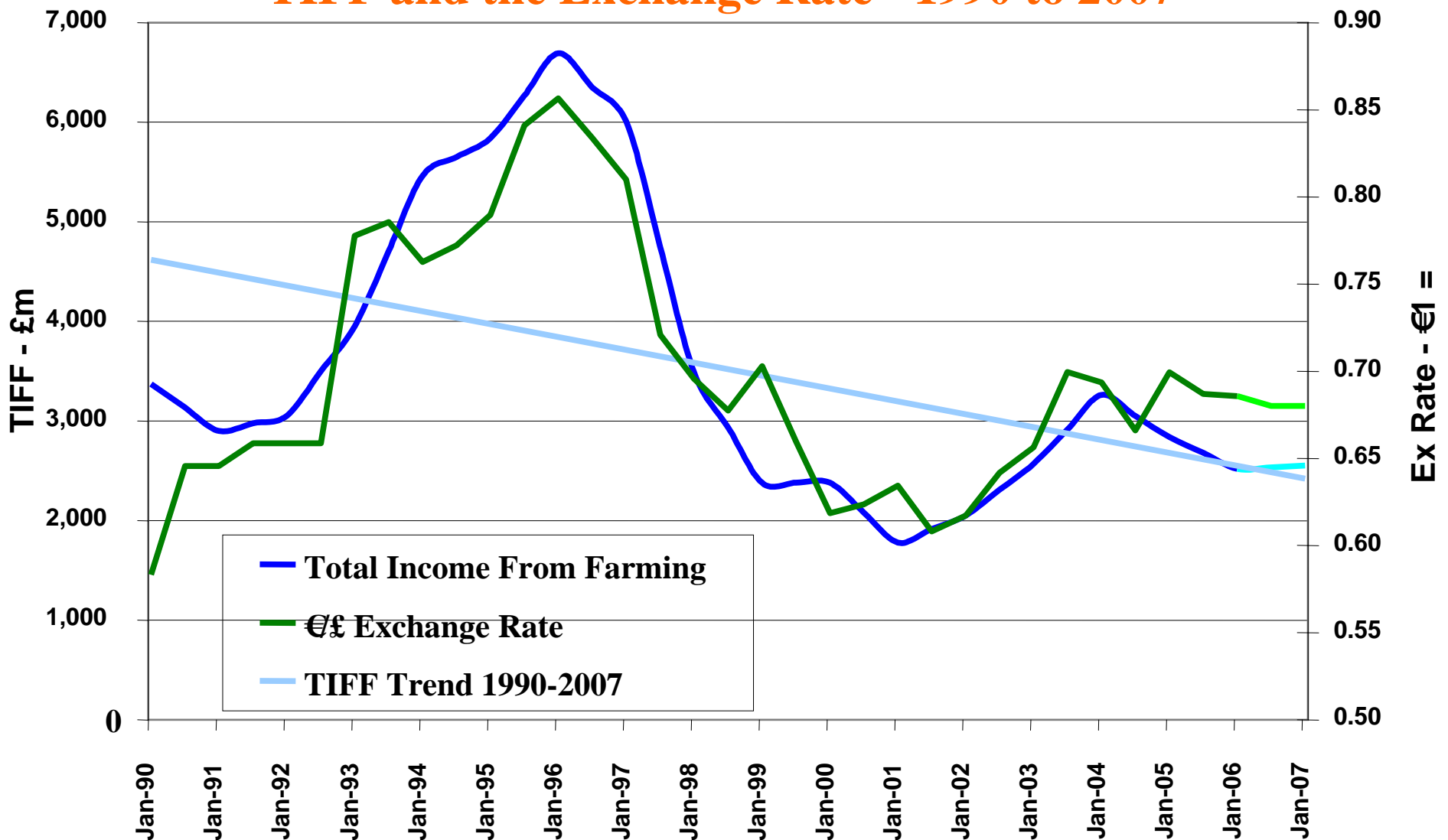
DAVID BOLTON



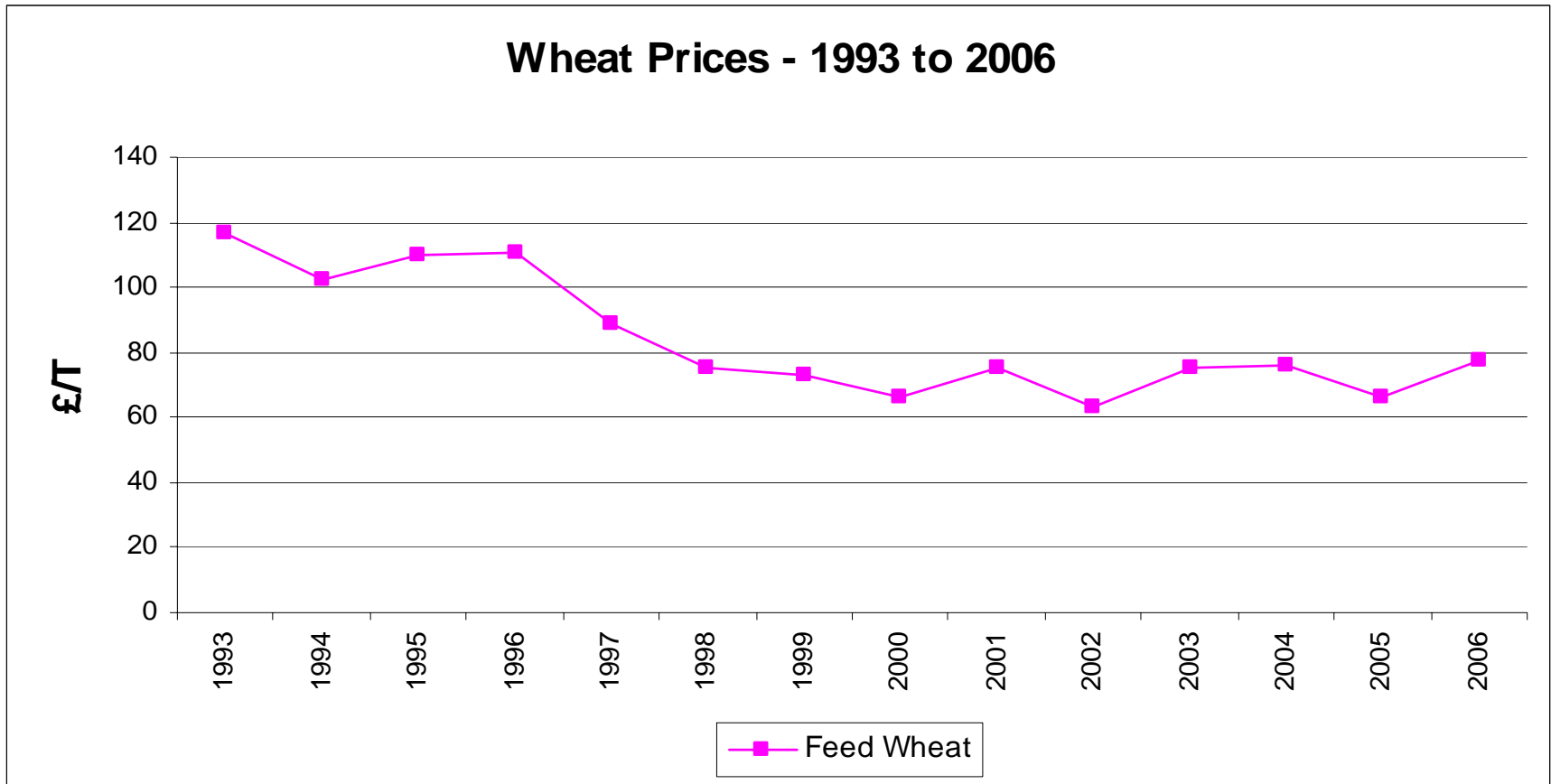
www.cheffins.co.uk
www.cheffins.co.uk
Cheffins

Total Income from Farming

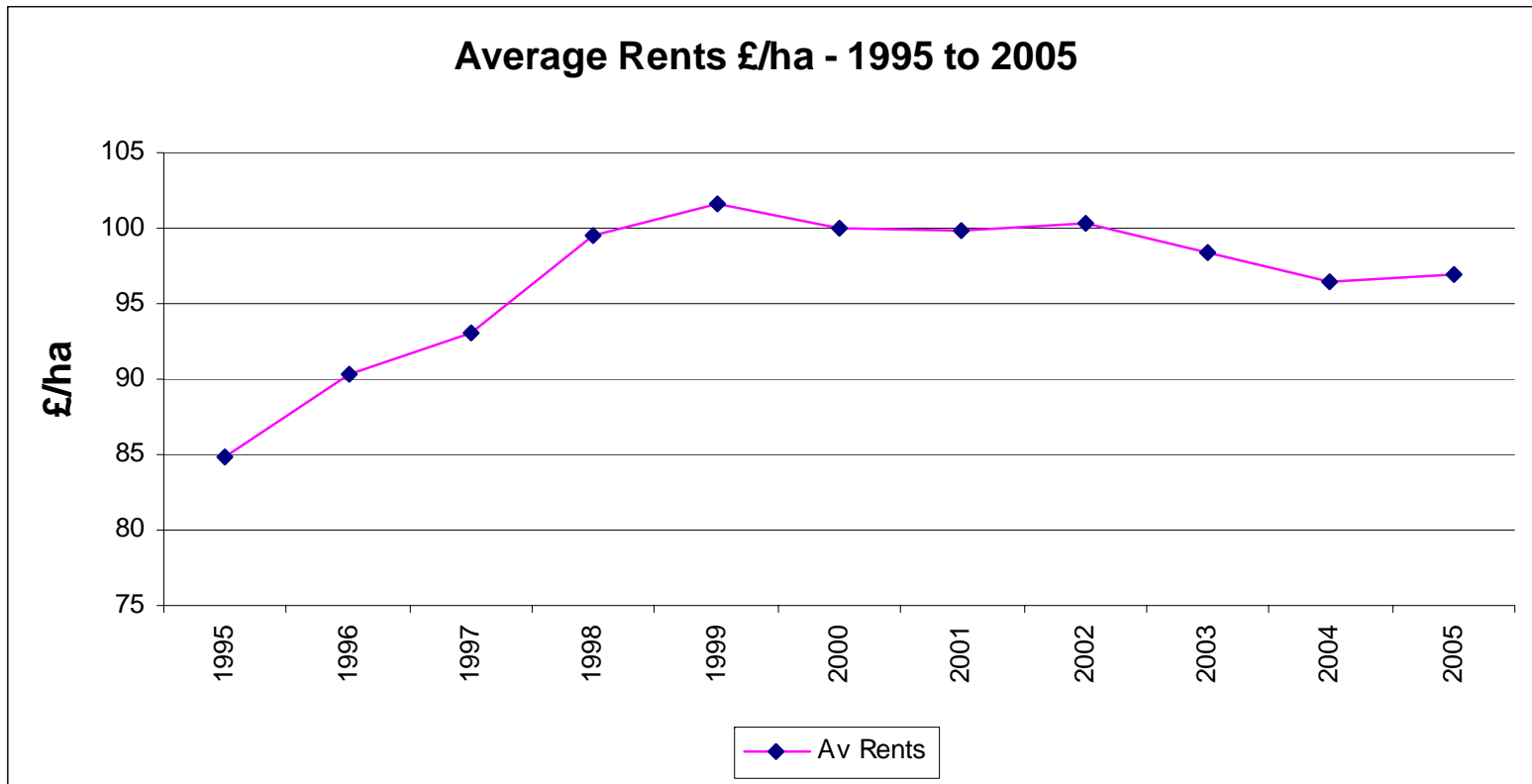
TIFF and the Exchange Rate - 1990 to 2007



Wheat Prices

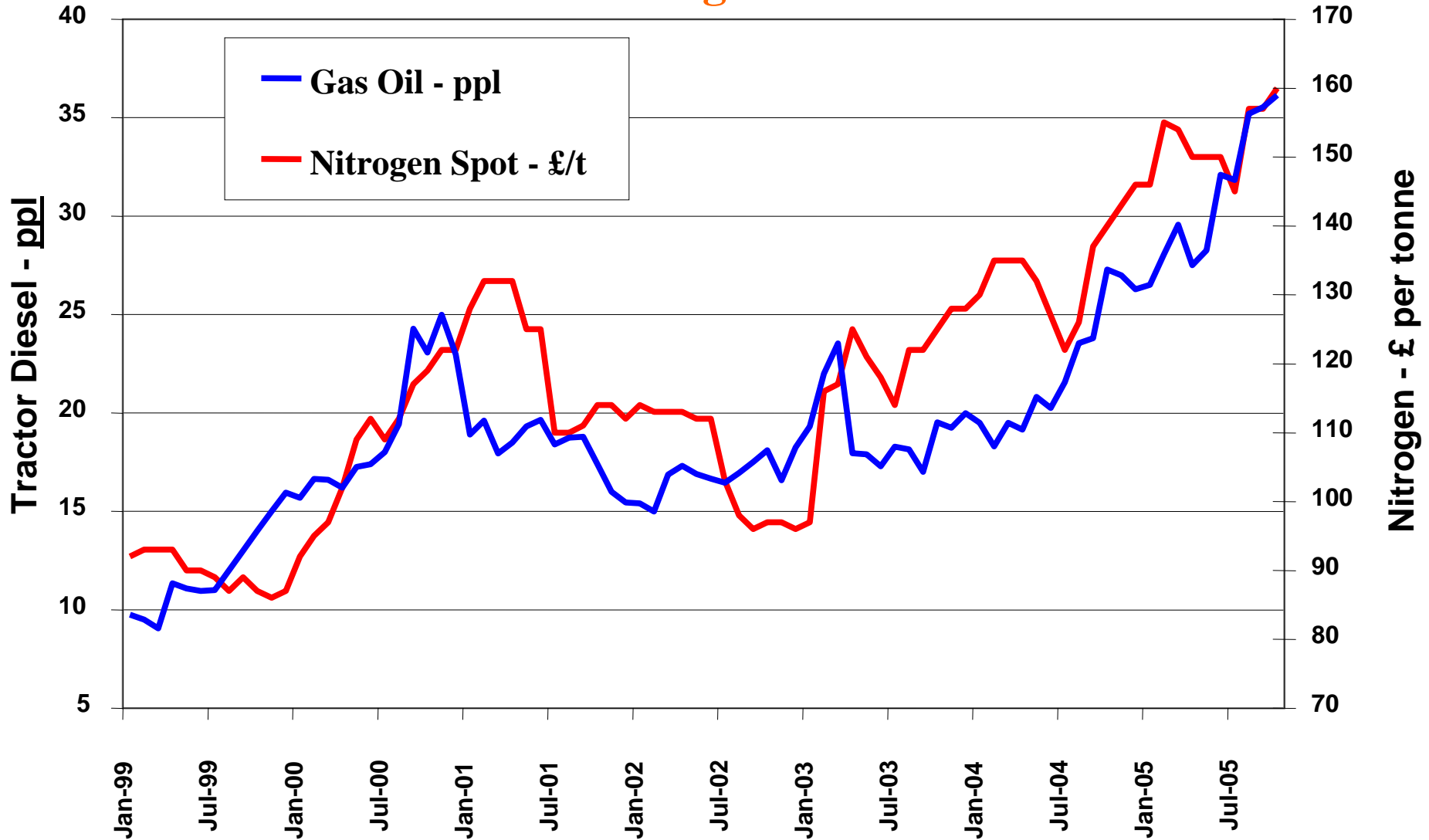


Land Rents

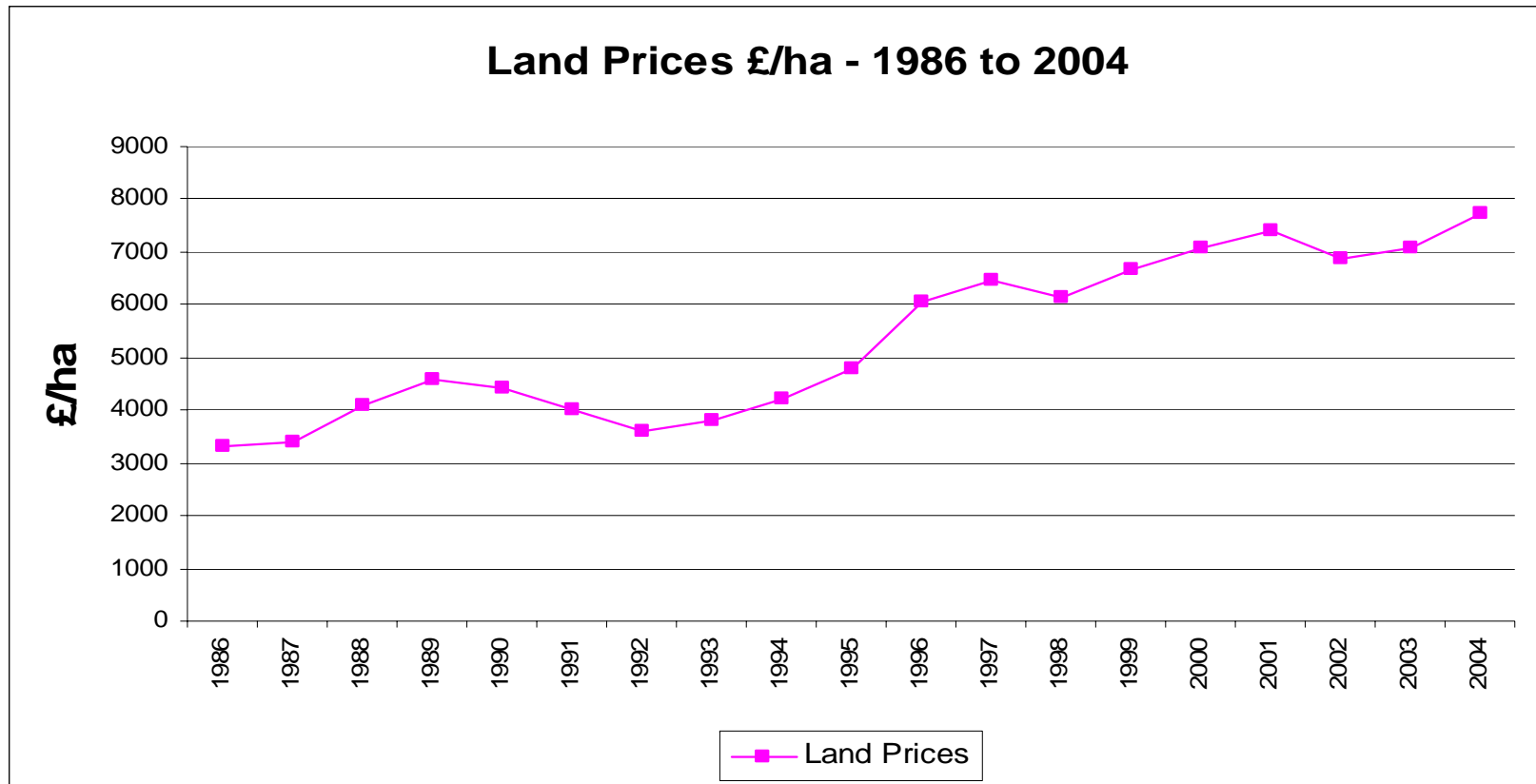


Cost Increases

Tractor Diesel and Nitrogen Prices - 1999 to 2005



Land Prices



The Political Climate

- Urban UK Government's indifference
- Single Payment System and RPA's chaos
- Waste Regulations May 2006
- Further CAP reform pressure – capping & modulation
- Attitudes to GM and Science
- Sugar Beet Reform

The Economic Climate

- 25 EU countries
- Trends and expectations
- Romania, Bulgaria, Turkey?
- Financial Discipline
- Modulation
- Cross-compliance
- Currencies



Strengths

- Base – owned or rented
- Office
- Land and buildings
- Employees, skilled, experienced
- Machinery
- Bank support
- Reputation



Strategies for Success

- No sacred cows
- Labour cost control
- Optimise mechanisation
- Better science and agronomy
- No idle assets nor resources
- Management figures
- Act upon decisions



Future Concepts for Successful Businesses

- Keep it simple
- Know your costs
- Good market information
- Stay close to customers
- Optimise production
- Constantly plan and manage tightly



DLG-Unternehmertage 2006
5 September 2006, Hanover

TOMORROW'S FARMERS : SOME STRATEGIES FOR SUCCESS

presented by
DAVID BOLTON



www.cheffins.co.uk
Cheffins