

NEWSLETTER

Storage and cleaning facility achieves organic status



We're pleased to announce that our 82,000 tonne crop storage facility has been awarded organic status by official UK certifying body, OF&G Organic.

This means that we're now able to meet the increasing demand for organic and even vegan farming production.

Speaking about the decision to invest in organic facilities, P.X. Farms Managing Director James Peck said: *"We're really proud to have been awarded OF&G organic status, and are grateful for the support the certifying body has provided throughout the process. We've always had a forward-looking attitude and hunger for new approaches to farming, so while many have decried the calls for farming that more helps meet the demand for organic and vegan produce, we've chosen to embrace it."*

The certification is testament to all the hard work and investment we've put into the P.X. Grain Hospital, and to innovative approaches to farming in general".

The P.X. Grain Hospital offers collection, cleaning and delivery service for all combinable out of spec crops; using state-of-the-art cleaning equipment to provide full colour and size sorting, and fine cleaning. We have bespoke programmes for commercial, organic and specialist commodities.

Closely aligned to the P.X. Grain Hospital is our fully equipped P.X. Laboratory, led by Grain Store Manager David Evershed. Here we offer a number of tests on different crops available to both local and national businesses as part of a combined or standalone solution.



Major investment in safety and service for high-spec fleet

Over the years we've made significant investment in telematics for our haulage fleet to improve safety and service. This gives everyone peace of mind during the haulage process. In 2019 we've installed cameras on our newest lorries for an all round view to improve visibility and safety of the surrounding environment. These cameras record in real time and transit wirelessly back to the office. The footage also helps us to identify areas where we need to support our drivers with training.

Back in 2010 we introduced innovative telemetric software that monitors the exact location of our lorries 24 hours a day. We've been successfully using this for nine years now and it is a valued part of our haulage service. It gives the exact locations of our lorries 24 hours a day, ensuring that constant communication is maintained between the office and customers, and routes are planned effectively.

Our 12-strong fleet of high specification 44-tonne lorries driven by trained, dedicated drivers hauls grain, sugar beet, fertilisers, and other agricultural products across the UK for a wider range of farming clients. The fleet hauls grain, sugar beet, fertilisers and other agricultural products across the UK for a wide range of farming clients, with drivers trained to use fork-lift equipment.

P.X. Transport Planner Nick Durkan said: *"What makes P.X. Farms haulage unique is the investment the company makes in both staff training and state-of-the-art equipment, like our onsite lorry washing facility, which is used by our uniformed drivers daily. Our team pride themselves on offering a top quality service 24 hours a day, seven days a week, and keeping in regular contact with customers to ensure utmost efficiency".*



Nick Durkan pictured above

Harlow Agricultural Merchants have used P.X. Transport to move grain for the last five years. The service Nick provides is of the highest quality, at fair rates. We know we can send him work and not hear anything until the weighbridge tickets are returned to us, which saves everyone time, and naturally, money. I would have no hesitation in recommending P.X. as a top-class haulier.



P.X. Farms Ltd
Agribusiness

Diversification into potatoes

This year, we will harvest our first crop of potatoes thanks to a huge investment in bespoke new machinery developed in partnership with agronomists and potato experts.

This serious investment in state-of-the-art technology is another example of our ongoing commitment to innovation that creates new opportunities, as well as greater efficiencies and yields.

We currently farm more than 8,500 acres of sugar beet and combinable crops across multiple counties on a farm business tenancy, contract or vegetable licence basis. P.X. Farms is proud to use state-of-the-art technology to increase returns on a per hectare basis and protect soil health.

Using the latest controlled traffic farming (CTF) and real time kinematic (RTK) techniques, highly trained staff and the latest precision farming equipment, the business aims to increase annual yields by as much as 18% over traditional random traffic methods.

Speaking about the farming, P.X. Farms Managing Director James Peck said: *"This notable investment to diversify into potatoes has given us a new opportunity to offer variation in cropping as a return back to our landowners. We're also able to complement this diversification with our existing services including haulage and storage. By combining scale for efficiencies of economics and building value through specialisms, we can directly benefit our customers. And as we have a highly trained team to support potato farming, we continue to ensure long term soil health, decreased costs, increased yields and proper custodianship of the countryside. We want to be the first to be using CTF for potato farming".*



Contact us to discuss your needs on 01954 210211

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Thoughts from James

The threat to farming's future

Never before has farming faced so many challenges: the pressure to feed a burgeoning population, climate issues, the growth of veganism and increasingly urban populations, price pressures, Brexit and so much more. Farming in today's environment is undeniably a challenge, and sadly I fear any farmers not adapting to the changing environment may pay the ultimate price.

As a businessman, as well as a farmer, my response to this is how can we ameliorate this risk? How can we draw on the experiences of other industries to help us overcome the challenges?

The role of us all is to look after each other. Employers, staff, neighbours, people in the industry - we all face difficult times especially with mental health and health and well being. It's important we consider those around us and how we can help support each other. The Worshipful Company of Farmers' recent 'Health & Wellbeing Research Report' published in April 2019 highlights the challenges around mental health, long working hours and rural isolation. It makes recommendations to support each other through support groups and evidence-based learning, encourage collaboration and introduce a nationwide programme like Farm Strong in New Zealand.

The future of farming is two fold for me: it's supporting and working together through the challenging times and celebrating the good times; and about combining scale for efficiencies of economies and specialism to build value. Supporting each other, blending the latest research with

practical agricultural knowledge, and implementing best practice farming techniques all help underpin a strong industry foundation to create premiums, increase yield, reduce inputs and protect our countryside that we can all benefit from.

I've travelled extensively over the years to Europe, Australia, New Zealand, the US, China, Canada and India to see first hand the application of innovative farming techniques which we've been able to adopt and develop to the benefit of our customers and our own farms.

That experience, in particular, was the motivation for me to drive P.X. Farms to be a leading innovator in arable farming here in the UK. And to be a business that can credibly and capably support others to give farming a future.

A key driver for me is to ensure we make money for our customers and remain profitable for future stability. Though innovating can be costly and you might fail, it's what you do next and how you adapt that is crucial.

We're a professional and highly skilled agribusiness dedicated to ensuring profitability for both our clients and our family farm, whilst working in harmony with the countryside.

"The future of farming is two fold -supporting each other, and combining scale and specialism"

It's all about the P.X. Family

Without the P.X team, we wouldn't be where we are today - our 38 strong workforce are the core of our business.

We provide high quality accommodation to our team and plan working shifts in advance so we are able to give our families real quality of life working in an agricultural environment. This results in staff retention and stability.

Investment in training is vital to us. In addition to our current staff training programme, last year we started the P.X. Farms Graduate Programme, which employs one new young person every two years, and puts them through a range of farm experiences - including combining in Australia.

We also organise regular educational trips and speakers' meetings for all farm staff to encourage continuous learning. Most recently a group of staff,

including the current P.X. Farms Graduate Jamie Willoughby, went on a learning trip to SIMA in France (pictured second from the right).

We're always investing in ways to keep our team and those working around them safe, and looking after our team's health and well being. Recent examples include the new CCTV system on our latest lorries to ensure drivers are more aware of their environment and who is around them, and the purchase of an onsite cherry picker to reduce the need for our team to go up and down ladders.

But it's not just our employees we feel are part of the P.X. Family, it's the partners we team up with - our machinery suppliers, trades people like plumbers, builders, electricians, those with specialist expertise and our clients. Together we build the foundation to expand and the opportunity to provide value.



P.X. Farms was established by James Peck in 2003 as a development of the existing family farm and his contracting business Peck's Contracting Services. The P.X. Estate Office is headquartered just outside Cambridge with easy access to the A14, A428, M11 and A1.

Over the last 16 years, James has developed the business to support innovative farming techniques for a varied range of crops, haulage, commercial and specialist crop storage, and testing and cleaning facilities. Most recently he has diversified into converting disused and run down farm/estate buildings into more usable buildings like storage, stables and holiday let.

He was Farmers Weekly Young Farmer of the Year; is a Nuffield Scholar; and is currently Chair of the Henman Brooks Committee of the Worshipful Company of Farmers which promotes opportunities for young people in farming. James believes strongly in helping each other with mental health and well being challenges.

He has a range of qualifications in farm mechanisation, crop management and agribusiness, and travels all over the world to see first hand innovative farming techniques that can be applied for the benefit of his clients and own farms. His family includes The P.X. Family, his wife and two young daughters.



Pictured above some of the P.X. team at SIMA

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