



# Labour Machinery Resources

A Trading Title of Lincolnshire Machinery Ring Ltd 27398R

# Newsletter

LMR only acts as an intermediary not a Principal or Agent for either party

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**SPRING 2022**

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## MANAGER'S MESSAGE

The arrival of spring is usually an uplifting occasion and yet this year it is anything but, as Russia invades its Ukrainian neighbour causing untold misery on so many. The turmoil spread around the world as most nations reacted with horror and disgust and imposed wide ranging sanctions on the Russian state and its oligarchs. The disruption to trade, exceptional volatility in energy prices and concern for the availability of wheat and sunflower seed have led to extreme price rises for fuels, energy, cereals and commodities in general.

Despite the unpredictable and volatile market LMR is able to source fuel, however most firms have extended delivery windows. The wild daily price fluctuations result in most orders being priced on the day of delivery. We have to hope that this is a temporary situation and we have to trust our suppliers to be fair with members, which I believe they are. Our well established relationship with suppliers and members alike will see us all through this unusual situation.

LMR can help with our group deals and input purchasing. The relationships that we have built and the volume of business result in smoother pricing and preferential terms.

The massive inflation in prices and disruption to supply chains that will result from this war will make for supply crunches in some inputs such as fertilizer, spare parts and new machinery. If interest rates rise to quell inflation there will be additional pressure on business cash flow. Credit limits are also going to be stressed, particularly with fuel suppliers. Please consider how you will manage the situation. The next few years will require careful navigation!

With borrowing requirements rising significantly to fund inputs the money may not be

available for machinery purchases. Delivery times on new machinery are likely to be stretched too. The best option may well be to engage a contractor to assist or completely take over an operation. This is usually the least cost and most flexible solution for arable and root businesses. One of the greatest strengths of LMR is the range and availability of machinery and contractors for members to draw upon. This solution brings a skilled operator and flexibility to your business. Please call us to discuss this further.

LMR will be at LAMMA on the AB Components stand on the 4th May. Please call in to see Andrew and to consider the cost savings available on filters offered by AB Components.

As always, a big thank you to all members for their on-going support of LMR. We will continue to do what we do best and work through these volatile and risky times together, utilising our collective strength.

Kind Regards

Andrew & Jayne



### Arable, Root & Forage Services

Cultivations  
Drilling & Planting  
Spraying & Spreading  
Harvesting  
Baling & Wrapping

Contact LMR with your land work requirements  
**Keeping the work in the "Ring"**

**LMR Serving the East Midlands**

SEASONAL TOPICS – LMR CAN HELP YOU WITH  
SPRAYING - SPREADING - CULTIVATIONS - DRILLING - BUILDING REPAIRS – TRAINING  
DISCOUNTS ON WEARING PARTS

### Managing Credit Limits

LMR can foresee a period where credit limits become a problem. With fuel in particular costing at least double what we are used to, existing credit limits will only support the purchase of half as much fuel. This situation will be exaggerated for those members who were using gas oil for what are now non qualifying uses and they have to switch to derv. Businesses that are concerned that insufficient credit limits may be an issue should look at their options of resolving or mitigating the situation. Purchases made through LMR (LMR acting as an intermediary) will be assessed by the seller on the credit status of the purchaser, not on the financial health of LMR. LMR trades with multiple suppliers and can spread your purchases amongst them to manage this situation. However, this should not be relied upon as the solution. Each individual seller of goods will determine the level of credit risk that they are prepared to take on. LMR is not involved in the decision.

### Water Tanks, Rainwater Harvesting Tanks, Chemical Storage Tanks

Discounted prices to LMR members  
**Contact LMR**

### Spreader & Sprayer Testing

Do you need NSTS testing on your spreader, sprayer slug pelleter or granular applicator? We have LMR members that provide the service at competitive and discounted prices. Call LMR for details

### Fuel Tanks

Bulk Diesel Storage Tanks \* Fuel Stores  
Fuel Cubes \* Diesel Bowers  
Discounted prices to LMR members  
**Contact LMR**



LMR member AB Components supply filters and accessories for a vast array of applications and equipment. They are committed to providing quality filters and filtration accessories in order to satisfy their customers and the LMR members. ABC prides itself on a high standard of service.

### Discounts to LMR members

Visit LMR at Lamma on member, AB Components' stand on the 4<sup>th</sup> May



**PAN ANGLIA**  
FARM PARTS SPECIALIST

**25% discounts to LMR members**

[www.pananglia.com](http://www.pananglia.com)

Or contact LMR



**12<sup>th</sup> June**

LMR will have a stand at Hall Farm, Stainton Le Vale  
LN8 6HP

**10am until 4pm**

**Or contact LMR**

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### Cash flows and Credit Risk

It is inevitable that budgets and cash flow forecasts for the years ahead will be nothing like those that we have grown accustomed to. Businesses will need access to much working capital, whether that be from overdrafts or business reserves. Plan ahead to minimise these problems. The need for additional working capital will affect many businesses in the agricultural sector including merchants and suppliers. There will also be additional risk from the disruption to supply chains and sanctions on foreign businesses.

Please consider the implications to your own business and question the credit worthiness of other businesses that you trade with. No business will want to be burdened with bad debt in these challenging times.



**Discounts to LMR members**  
[www.withamgroup.co.uk](http://www.withamgroup.co.uk)  
Or contact LMR

### Tractor & Trailer Hire

LMR has access to a wide range of tractor makes and horsepower to suit your needs, along with various types of trailers available.  
Contact LMR



**15% discounts to LMR members**  
[www.spaldings.co.uk](http://www.spaldings.co.uk)  
Or contact LMR



**Discounts to LMR members**  
[www.chemodex.co.uk](http://www.chemodex.co.uk)  
Or contact LMR

### Grain Stores

Specialist members that undertake cleaning, maintenance, repairs or full installation.  
Contact LMR for details



**Equip – Discounts to LMR members**  
[www.equiprasentld.co.uk](http://www.equiprasentld.co.uk)



Come and join us on the  
**LMR stand**  
**Fourth Avenue**  
Enjoy a cold beer, wine, hot and cold soft drinks  
We look forward to seeing you there

### Are you concerned about the removal of BPS and the move to ELMs?

The first part of ELMs will open to farmers this spring, for actions on farm this autumn with payments in bank accounts through next winter, which can be almost 12 months quicker than payments for previous schemes. Payments under the first part of the Sustainable Farming Incentive (SFI) will be made automatically, quarterly in arrears. So, no need to keep paying agents after the three-year agreement is set up.

The Arable Soils and Grassland Soils standards make up the 2 main parts of the SFI 2022 scheme which can be designed now ready for applications opening in the spring. The remaining 14 parts of the SFI will be added over the next 3 years as BPS reduces. Other parts of ELMs are expected to run alongside the SFI and boost farm income significantly above BPS; where farms make it work best for their farming profitability.

We have independent members who can help advice farmers now. Some of which are already involved in the Pilot schemes and have received payments under ELMs.

Speak to LMR for contact details on who can help maximise farm payments.

### Generator Hire

LMR has specialist member suppliers who stock a wide range of Generators.

Contact LMR

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### MEMBERS' BOARD

#### Wanted

Baler/Chaser operator required for Harvest  
Mablethorpe area

Contact Jayne

#### Wanted

Land for a DIY shoot within 40 miles of Melton  
Mowbray

Contact Andrew

#### Wanted

Miscanthus straw wanted North Nottinghamshire  
and South Yorkshire

Contact Andrew

#### Wanted

Grain store needed with underfloor grills for wood  
chip drying

Rutland

Contact Andrew

#### For Sale

Ford fronted loader with brackets & muck fork  
Came off a Ford 3600

Contact Jayne

#### For Sale

20m Gem trailed sprayer 2000 litre tank  
Louth area

Contact Jayne

#### For Sale

5ft King Kutter topper

Louth area

Contact Jayne

#### Available

Toilet hire & Welfare units hire

Contact LMR

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### NEW MEMBERS

APOLLO GARDENING LIMITED  
J S HIGHFIELD LIMITED  
T.A.C. FARM SERVICES LIMITED  
ROCKTHORN LIMITED  
J C O DEVELOPMENTS LIMITED