The Ringleader

www.ringleader.co.uk bmr@ringleader.co.uk Borders: 01896 758091 Lothian: 0131 339 8730 November 2026

Rise of the farming apps

The app is something that we are all going to have to learn to live with. It's here to stay no matter what business you run. And with every new day it seems we can expect a new app aimed at helping improve our daily work.

Anyone working in the farming sector will have seen the steady invasion of technology from advanced GPS systems, complex land mapping systems to mobile apps that allow you to manage the myriad of paperwork and compliance documents.

In fact, recent research has found that over half of UK farmers have adopted new technology. The Tesco annual Greenprint survey found 58% of farmers in its supply chain introduced an innovation over the past 12 months, up from 46% in 2025.

The research found 83% of farmers believe innovation can improve farm efficiency, while 72% said it can boost profitability; but 76% of those surveyed said that bringing new technology onto farms remains challenging, with funding and opportunities to trial innovations among the main complaints. New apps are being launched constantly, offering solutions to help increase productivity, profitability and sustainability on farm.

NatureScot has been developing a biodiversity audit through the Farm Biodiversity Project and piloting a mobile app and web platform for farmers and crofters. The NatureScot Farm Biodiversity Scotland tool helps create a biodiversity audit habitat map for your farm or croft and to carry out simple assessments on some of these habitats.

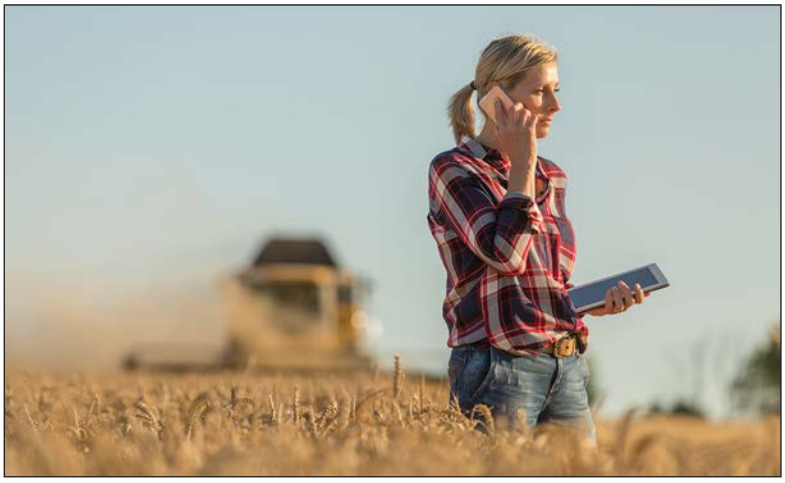
The tool allows farmers to complete their habitat map for the Whole Farm Plan which will be a mandatory condition for accessing future government agricultural payments, including the Basic Payment Scheme (BPS) payment.

The app will automatically show your field boundaries from the Scottish Government as soon as you sign in. It will allow you to select habitat types for each field and capture the condition of each habitat; it will then provide an interactive summary of your field habitats and their condition. It will also identify plants and insects using the species ID tool and log bird and animal sightings into your farm's biodiversity list for future reference.

Another tool that might prove to be useful to farmers is the Merlin Bird ID app. Developed by the Cornell Lab of Ornithology, this free app uses Sound ID to listen to the birds around you and provide real-time suggestions for identification; it works offline too, so you don't need a signal.

At this year's BMR AGM, Hectare Trading will be our guest speakers and they will explain how their grain trading app can help improve the profitability of your business. Find out more by joining us on 11 November – more details below and on page 3.

The app seems set to become a permanent fixture of farming life and something that will help improve how you manage your business. If you are not using an app today, you will be tomorrow.



39th Annual General Meeting of Borders Machinery Ring Ltd will be held in

Lauderdale Hotel

1 Edinburgh Road, Lauder TD2 6TW

Wednesday 11 November 2026

join us for breakfast at 9am

Guest Speaker

Lizzie Blower & Meg Glen

Hectare Trading

"Transform your Grain Marketing"

RSVP to **bmr@ringleader.co.uk** or call **01896 758091** to book a place and allow for catering

Nominations for new Directors should be sent to the BMR office by post/email before close of business on 6 November 2026. Forms available on request from the office.

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Autumn Report 2026

It has been a very busy and positive year for BMR following the merger with Lothian Machinery Ring last December. We recently held a meeting at our new Ratho office for the Lothian, Lanarkshire and Peeblesshire members and it was great to see such a good turnout. Thank you to everyone who came along, it was a valuable chance for members and staff to meet and talk about how BMR's diverse range of services can help support and benefit your businesses.

BMR saw a new recruit to the team in July as Abigail Logan joined us and will be based at our Ratho office, joining David Spencer and Frank Maxwell who are known to you all.



The exceptionally unusual weather during 2026 means that, for many, autumn work largely completed. So, as the winter months approach, this is an ideal time to consider your training needs. Whether you require a refresher or want to try something new, BMR has the training you are looking for with a winter season of planned courses at Earlston and Ratho including First Aid and Vermin Control. Take a look at the training calendar on our website to find out more.

We have plenty of wheat and oat straw available in various locations if any members are looking to top up supplies. If you're pricing fertiliser and lime for the coming season, remember to call BMR: we will do our best to get the right deal.

BMR is proud to continue its support of RHET Borders with school bus transport costs. Demand from schools for farm visits keeps growing and many pupils, even in rural areas, no longer have any family connection with farming, so getting them out onto farms to learn where their food comes from and about careers in the industry is important.

Our long-standing partnership with the AF continues and we recently collaborated on a new promotional brochure to highlight the services and benefits that BMR members can access. Take a look at the new AF section on our website!

Our 39th AGM will be held on Wednesday 11 November at 9am at the Lauderdale Hotel, Lauder. This year's speakers are Lizzie Blower and Meg Glen from Hectare Trading, an online marketplace for buying and selling grain. They will talk about how digital trading can help farm businesses reach more buyers and get a better price for their crops. We hope to see you there for some bacon rolls and refreshments.

SAOS: **A farewell to Hamish**

BMR bids farewell to long-serving SAOS team member Hamish Walls who recently made his bid for freedom over the barbed wire fence having completed 28 years with the company.

Hamish was known for his particularly dry sense of humour and innate ability for cutting through the "manure"!

He joined the SAOS team in 1998 and added to his original Agricultural (Hons) degree from Newcastle, when he completed a post grad CIM in Marketing which was of great benefit to many through his Director Development training modules on member communications.

Hamish was an excellent sounding board and voice of good sense for both the co-op and the supply chain teams and his list of project involvements is impressively varied.

Hamish is looking forward to having more time to spend with Pip his wife and his girls, one of whom is in London and one in Australia. We are sure all our members will join us in thanking him and wishing him all the very best.

New Members

Elsoms Trees is a specialist that focuses on shaping the future of agriculture by unlocking the power of plants.

Grahamslaw Distillery a farm-based whisky distillery, near Kelso.

Thomson Hydraulic Services specialises in hydraulic services to the construction, agriculture, forestry & haulage industries.

Tanks for the deal



BMR Member/Director Annabel Hamilton was looking for a new 20,000-litre fuel (gasoil) tank and asked if we could help to source it.

After an extensive search, Mark Ross our Building Materials expert, managed to obtain a selection of quotes with the cost of a new tank coming in at around £26,000. But using the full resources available, Mark was able to locate a very good second-hand tank from Best Tanks who also offered to install the pump and dispenser, ensuring that Annabel saved over £16,000 in total.

In fact, Annabel was so happy with the deal that she has ordered a 9,000-litre kero fuel tank through BMR from Best Tanks, who fitted it with a pump and dispenser for just £6000.

Case IH dealer update

Case IH has been restructuring its dealership network in Scotland which has seen some changes to dealerships aimed at improving access to sales, parts, service and technical support for customers

Case IH has now confirmed that for customers based in the Scottish Borders and Lothians, the local Case IH dealer, G Marshall (Tractors), remains unchanged.



Hectare Trading: the app explained



Hectare Trading provides one of the UK's leading independent online crop marketplace applications, helping arable farmers get the best price for their grain, understand the market, and plan and track their grain marketing, all in one place.

Trusted by over 3,000 UK farmers, Hectare Trading connects farmers to the UK's largest network of vetted and verified buyers, so they can trade how and when they want, on their terms, without the hassle of ringing around for quotes. Real-time alerts and unrivalled market insight, powered by Hectare Trading's proprietary pricing data, mean farmers never miss a selling opportunity. Hectare Trading says that the app is built by farmers, for farmers, and 100% independent and impartial, it's the only place UK farmers can access transparent local grain prices and trade with over 100 buyers nationwide, all from one easy-to-use tool.

In this presentation, Hectare Trading will explore how arable farmers can transform their grain marketing to boost business profitability. The discussion will cover the value of grain marketing and risk management, detailing how to transition from reactive selling to informed, data-driven decision-making.

By moving away from traditional phoning around and taking the emotion out of trading, attendees will discover how to leverage tools like the Grain Marketing Planner, Crops and Fulfilment Calendar to plan sales effectively and maximise the value of every tonne. The talk will conclude with a Q&A session, giving members the chance to ask direct questions about the current market and tailored marketing strategies for their own farms.

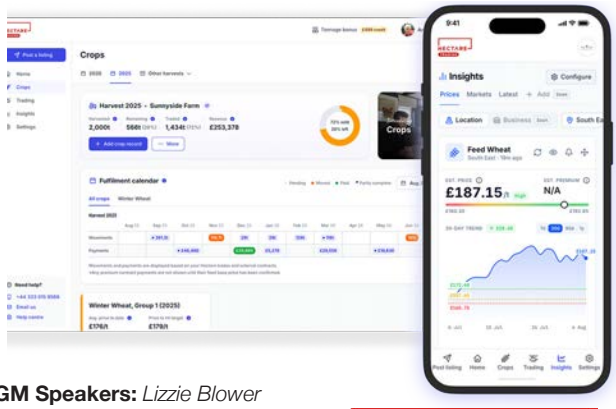
As Head of Trading at Hectare Trading, Lizzie Blower leads the trading relationships, working directly with farmers, buyers, and major industry partners such as Camgrain. Grounded in a deep, practical understanding of the grain market, she combines real-world trading experience with digital platform data to provide actionable, commercial advice on how farmers can leverage market insights to make smarter selling decisions.

Joining her is Meg Glen, Sales Manager at Hectare Trading, with extensive experience in talent recruitment across agribusiness sectors. Together, they will offer AGM attendees a clear, comprehensive perspective on navigating evolving market dynamics and smart commercial decision-making.

Book your place at the 2026 BMR AGM now – email us today at bmr@ringleader.co.uk







AGM Speakers: *Lizzie Blower (far left) and Meg Glen (left) will be at the BMR 2027 AGM to explain how members can transform their grain marketing using the Hectare Trading app*

HECTARE TRADING

BMR Members' Handbook 2027 Edition

The latest BMR Members' Handbook will be available in February 2027.

To place an advert contact BMR on 01896 758091 for current rates.

Copy deadline: 27 November

BMR will be exhibiting at AgriScot 2026

AgriScot The Farm Business Event

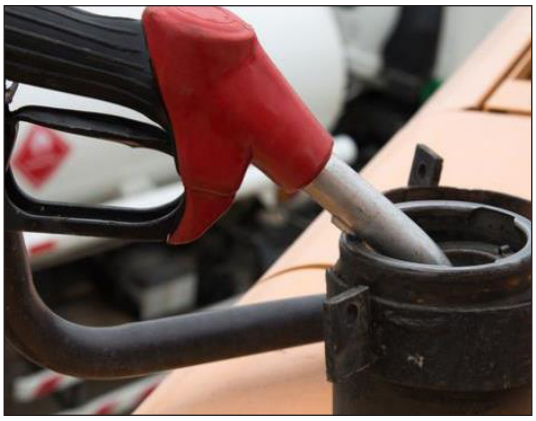
Wednesday 18 November 2026
Royal Highland Centre, Ingliston, Edinburgh

Come and see us in the Highland Hall
on stand 34 with the Scottish Machinery Rings
Register for your free ticket at www.agriscot.co.uk/registration

FACT CHECK

Did you know...?

BMR Members do not pay a levy on fuel purchases



Order early to avoid fuel/fertiliser price rises

As the price of diesel in the UK hit £2/litre for the first time in October and with rising costs of red diesel, it is clear that the volatility of the fuel market is set to remain as we head into the autumn.

The G7 recently announced 100 million barrels of oil and diesel would be released to ease supply concerns. This was followed by President Trump negotiating a deal with Russia for the release of yet more fuel.

The cost of red diesel prices at the beginning of 2026 was around 65–70p/litre and after hitting a high of more than £1.20/litre in April it dropped slightly to around 112.95p/litre in September, according to AHDB. The disruption in global diesel markets, including Middle East tensions and reduced Russian refinery output seem set to continue and the prices of fuels is likely to fluctuate depending on how the situation develops over the coming months.

Farmers are also being urged to get their imported fertiliser delivered before January 2027 when the Carbon Border Adjustment Mechanism (CBAM) comes into force. This tax affects all nitrogen-containing products including solid and liquid nitrogen. UK-produced ammonium nitrate is also impacted.

Contact the BMR office to speak to a member of staff and discuss your specific fuel and fertiliser buying options.
Call: 01896 758091 or email bmr@ringleader.co.uk

Lantra launches ATV safety course targeted at young people

Lantra has launched a course to help young people understand the risks associated with using ATVs on farms.

Young people play an important role in helping to keep farms safe and this new course is aimed at helping them to understand the risks of operating ATVs on farms as well as to recognise common hazards, understand safety rules, legal requirements and make safe decisions when around ATVs.



Aimed at 13-15-year olds the course is an awareness program and does not provide practical ATV training, assessment, or certification to operate or ride an ATV.

The course will take around 3 hours to complete and is followed by 20 questions which must be completed to gain your certificate.

For more information about this course email: bmrtraining@ringleader.co.uk

See what our AF partnership has to offer

There has been a close working relationship between BMR and AF (formerly known as Anglia Farmers) for over 20 years now and it has brought a great number of benefits to our members.

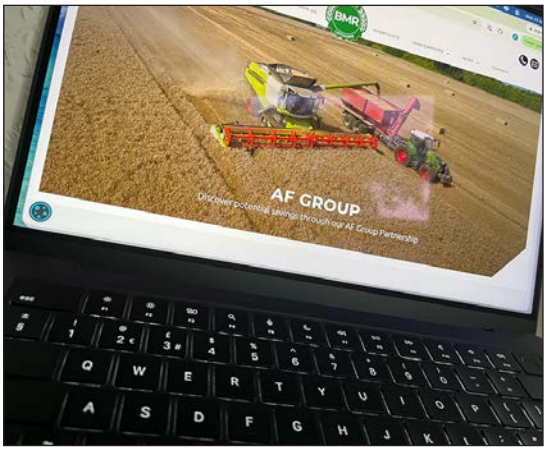
AF has a substantial purchasing power of over £330m and its current membership is in excess of 3,000, making it one of the most successful co-operatives in the UK. Working with AF has allowed us to offer a greater range of benefits to our members along with an excellent quality of service.

The AF team provide a range of independent experts in their fields, helping to save BMR members time and money when procuring farm supplies. Whether you're looking for crop chemicals, seed, fertilisers, electricity contracts, telecoms or a fuel card, the BMR/AF Partnership can help.

"I am confident that the close partnership that BMR and AF have built over the last two decades continues to provide real benefit to our member businesses," said Michael Bayne, BMR Manager.

To take a closer look at the range of products and services we can offer you through our AF partnership visit the new section of our website: **www.ringleader.co.uk/af-group**

For more information on how to make the most of this BMR/AF partnership please contact the BMR office on 01896 758091 or email us at bmr@ringleader.co.uk



Member looking for Spring Cropping Ground

Kanadevia Inova-Waverley Farm Contracts is looking for short term Spring Cropping Ground for 2027 harvest and is interested in speaking with farmers going forward for this and longer term options, as well as to potential growers who may have hard stand space or silage clamps available.

For further information email: bmr@ringleader.co.uk

Career bursaries on offer

If you are looking to advance your career, or start a new one, in agriculture, forestry, horticulture, or any one of the many rural business sectors that are located across the Scottish Borders and north Northumberland you might want to take a look at the financial support available from Border Union Agricultural Society (BUAS).

The Border Union Bicentenary Bursary Fund offers financial support to people with drive and ambition looking to acquire or develop leadership skills (for example through the Scottish Rural Leadership Programme) or undertake a study that is relevant to developing their business.

All aspects of business life across the rural economy are eligible; the fundamental criteria is that any support given should, with time, be to the ultimate benefit of the local economy.

Since the scheme was introduced in 2013, over 50 awards have been given to individuals across the BUAS area, ranging from bespoke study courses to formal programmes such as those offered by the Worshipful Company of Farmers or the Royal Agricultural Society of the Commonwealth.

So, if you have identified a learning opportunity which could enhance your career or if you're looking to start a new career or business which will benefit the rural Borders economy but want to do more background research or acquire the skills that you will need, the Border Union Bicentenary Bursary Fund could be the solution.

To find out more and to apply for a bursary, visit the BUAS website at www.borderunion.co.uk/education or email info@borderunion.co.uk

Deadlines for applications are currently on the last day of the following months: March, June, September and December.



BMR now accepting Pre-Apprenticeship 2027 applications

BMR is accepting applications for both the February and July 2027 intakes.

If you would consider offering a work placement for a young person or know of a young person looking to start their career path in Agriculture please get in touch.

For more information visit the BMR website at www.ringleader.co.uk or contact Fiona on 01896 758091 or email bmr@ringleader.co.uk

First Aid courses at Lothian office

BMR is running two Emergency First Aid at Work courses at our Lothian office at Ratho Park Golf Club.

Under current Health & Safety regulations, employers have a duty of care to ensure that employees can receive immediate attention if they are injured or taken ill at work; this can include the training of staff in areas of First Aid as well as the provision of adequate facilities.

The courses will take place on 10 December 2026 and 28 January 2027. **For more information and to book a place on the course, contact us on bmrtraining@ringleader.co.uk**



BMR Training Courses

Health & Safety

- Risk Assessment
- Dealing with spillages
- COSHH
- Manual Handling
- IOSH
- Safe working at Heights
- Fire marshal training
- Wildfire Danger Assessment
- Mental Health training
- Abrasive Wheel
- First Aid at Work (+Forestry)

Pesticides

- PA1 Safe Use of Pesticides
- PA2 Boom Sprayer
- PA2F Weed Wiper
- PA4A
- PA4B
- PA6 Knapsack
- PASC, PA12, PA11

Chainsaw

- Maintenance & Cross Cutting
- Felling

Estate Maintenance

- Brush Cutter
- Hand-Held Hedge Trimmer
- Pole Pruner
- Wood Chipper
- Dry Stone Dyking
- Hedge Laying
- Fencing
- Welding

Pest Control

- Rodent control
- Mole Trapping

Machinery & Vehicles

- ATV: Ride in, Ride on, Skid Steer
- Forklift truck: Counterbalance, Reach
- Telehandler
- Digger & Dumpers
- Access Platforms
- Mobile Elevating Working Platforms
- Tractor Driving:
  - Novice & Experienced
  - Special courses for 13-15 year olds
- Animal Transport – Long & Short Journey
- Sheep Dipping

Other Courses

- Bookkeeping & Administration
- Photography for Business

FOR MORE INFORMATION:
www.ringleader.co.uk/training
Jill Dickson – 01896 758091
David Spencer – 0131 339 8730
bmrtraining@ringleader.co.uk

The RHET Report

Our summer term was a very busy one with lots of farm visits across the county, two Estate Days at The Hirsel Estate for Kelso and Eyemouth S2 year groups and we also welcomed 250 local children to Scotsheep 2026 at Wedderlie farm; what a fantastic event and the weather Gods were definitely on our side.

After a nice summer break, RHET Borders were back with a bang at Peebles Show where we had a marquee full of activities, crafts and countryside learning.

At the end of September we hosted a day for all the advanced higher geography students in the Borders schools at Old Melrose, by kind permission of the Younger family,



where they learned techniques and hands-on activities to help their studies.

We have a full schedule of visits in the diary, including a collaboration between Jedburgh Grammar School and Kelso High School modern agriculture courses. This will involve visiting six local farms as well as visits from several RHET volunteers into the schools to explain their roles/careers, path/journey in Scottish agriculture as part of the course: if any BMR members would be interested in telling their story to the high school students then please get in touch at **bordersassistant@rhet.org.uk**

Blossom is always popular in schools and a special thanks to local farmers and BMR members who turn up to help Ann reverse her trailer into tight school car parks – you know who you are!

Looking forward to the winter term, volunteers will be delivering Reindeer dust packs to every Primary 1 class in the Borders schools; it contains sustainable and local produce explaining what the healthy reindeer eat to help them fly including hay, Hogarths oats and a Rice Krispie to whisper their Christmas wish into! Oat packs will be going out in February and we now have a schedule which means that we can interact with every primary class in the region at least once per year, rhubarb project, pancake project, countryside day, crucial crew etc.

We can't thank BMR enough for the extremely generous donation which allows us to offer the Borders schools free bus travel to all our farm visits, it is absolutely invaluable to them and the schools are very grateful.

If you are interested in becoming a farm host or a classroom speaker please get in touch, it's very rewarding!
Lesley Mason – borders@rhet.org.uk





Picture: © The Farming Enthusiast

Bad weather cuts short ploughing championship

The weather brought an abrupt end to the Scottish Ploughing Championships, held at Whitburgh Farm near Pathhead recently, after the rain fell for the entire first day of the event.

Organisers took the decision to cancel the second day of the competition after further rain and high winds were forecast.



Charity Bull: *Farmer Steve Nesbitt made 'Rusty' the bull from chains; it sold for £40,000, the proceeds going to the British Heart Foundation and the MND Association*
Picture: © MacGregor Photography

Father and son win at World Sheepdog Trials

After four days of intensive competition a father and son from Wales were both crowned world champions at the Sheep Dog World Trial 2026, held recently at Huntington Farm, Lauder. It is the first time that a parent and child have won both titles at the same World Trials.

David Howells, from West Glamorgan, took the world title with Wyverne Pip, while his son Jack Howells, aged 19, picked up the Young Handler world title with Cydros Boss.

There was also success for Team Scotland finishing third in the team competition behind Germany, who took the team title, and France.



Lothian is RHASS Presidential pick

The RHASS has begun a year-long programme celebrating agriculture and rural communities across East Lothian, Midlothian, West Lothian and the City of Edinburgh as part of its 2026/27 Presidential Initiative.

The Presidential team serves for one year and is made up of representatives from the regional 'host' area where the Royal Highland Show would traditionally have been held when it travelled annually, before moving to its permanent home at Ingliston, Edinburgh in 1960.

Over the coming months, the Presidential Team will lead a programme including farm visits, community events, a Day at the Races in January, a Gala Dinner in March, and a dedicated Presidential Showcase at the 2027 Royal Highland Show.

Throughout the year, the team will also work with organisations across farming, food, research and education to showcase the innovation, collaboration and people helping shape the future of Scotland's agricultural and rural communities.

Led by President Sir Muir Russell, alongside the Lothian Presidential Team, the year-long programme will celebrate the contribution of agriculture and rural communities across the Lothians.



Fundraising throughout the year will support RHASS and partner charities, the Royal Highland Education Trust (RHET) and the Scottish Association of Young Farmers Clubs (SAYFC).



AgriScot at 25

AgriScot returns on Wednesday 18 November, with a full house of 240 exhibitors as trade stands are once again sold out.

The event's 25th anniversary sees just 14 new exhibitors manage to secure stand space at one of this busiest agricultural business shows with many exhibitors being long time regulars.

David Ritchie Agricultural Implements has exhibited at AgriScot for all 25 years of the show's history – and before that, at its predecessor event, DairyScot.

"AgriScot just works," says Director Bob Ritchie. "It's a busy one-day business event and there's no time wasted. Admission is free for visitors and it's a good time of year, coming into the winter. At AgriScot, the conversation is about the products and industry – it's a real business focus."

To register for free entry and parking and beat the queues on the day, head to **www.agriscot.co.uk**



RED POWER

OPPORTUNITIES FOR SCOTTISH MACHINERY RING MEMBERS

Scottish Machinery Rings are working in partnership with Case IH dealers to provide an exclusive rebate on selected new Case IH tractors, combines and balers purchased by their members.

Simply visit your Case IH dealership and complete the deal. Then, ask your local machinery ring for claim details or visit **www.scottishmachineryrings.co.uk**

caseih.com

CASE IH

A.B.L. Agriparts Kelso Superstore A.B.L. Agriparts



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Tungsten Wear Parts are a Speciality

Agriparts Borders Ltd Kelso TD5 8DL - 01573 226 526.



IN THE FRAME: *A Land Rover pick-up used to be a common site on farms across the UK and now it is rumoured that the company is developing an new model... although it looks like it will only be available in the USA*

Farm toys go online

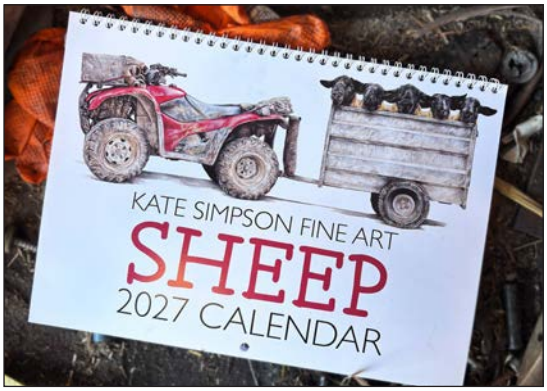


An exhibition of Farm Toys is available online. The collection of toy farm vehicles and implements was assembled over 20 years.

It includes hundreds of British-made horse- and tractor-drawn implements highlighting the diversity of equipment, manufacturers, materials and age range within the collection.

Visit the Museum of English Rural Life website, part of the University of Reading.

Artist's calendar on sale



Farmer and artist Kate Simpson has released her new 2027 calendars including a Sheep and Beef version available through her online shop.

Based in Northumberland, Kate travels to many of the local shows and events in the Scottish Borders including the Kelso Tup Sales and Border Union Show.

Visit Kate's website: www.katesimpsonart.uk

Hawkstone choir launch first single

Jeremy Clarkson's Hawkstone Farmers' Choir have released their first single, with the song a "recognition of the daily grind" farmers go through.

The choir – which describes Clarkson as its "biggest cheerleader" – won Britain's Got Talent earlier this year, and has since announced a nationwide tour and an album.

Absolution, the first song from the debut album, was released recently and explores reconnecting with other farmers in the often lonely agriculture industry.

Fancy a cuppa

Susie Walker-Munro is one of a handful of tea growers in Scotland.

She says the acidic soil creates ideal conditions for the perfect artisan brew.

Droughts, intensive downpours and diseases have created challenges for tea growers across the world as they deal with the impact of a warming planet.

Thanks Tup Taxi drivers

BMR would like to thank all the Tup Taxi Drivers that took part in the 2026 Kelso Ram Sales, helping to make the event a huge success.

The event saw a huge crowd with 3638 rams finding new homes with an average price of £1584.10, up slightly on last year. The highest price of the day came for a Texel shearling which fetched £45,000.



CASE IH

REBATE SCHEME

If you are looking to purchase a new tractor, baler or combine, remember that our Case IH Rebate Scheme can save you money when buying new machinery.*

Make sure that you send a copy of your invoice to the BMR office by 5 December 2026 at the latest.

**excluding ex-demos or ex-hires*

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