



# **SAC** Consulting





# SAC

SAC Consulting provides leading edge, independent and impartial advice to the rural sector and associated industries. Across Scotland and the north of England we have 27 consultancy offices (24 regional and 3 campus based) and 8 veterinary disease surveillance centres. With over 400 staff we are the 'local provider' of consultancy services to the land based and related sectors.

We service over 12,000 clients annually across the UK including small rural businesses, vet practices, utility companies, local authorities, developers, food companies, development agencies and governments, providing advice on a comprehensive range of technical and business topics, from farm related issues to food and the environment.

Our international clients include the European Commission and the World Bank. We help these organisations support the development of rural areas, communities and enterprises abroad, as well as providing independent international companies with technical consultancy.

Our experience is rooted in our history which goes back over 100 years, and our business has developed to become the key provider of support to the land-based industries across Scotland. Our clients benefit from our multi-functional activities where leading-edge research feeds into the provision of consultancy addressing ever changing industry needs.

As the pre-eminent provider of consultancy to the rural sector we channel new ideas into practice. Knowledge of the latest developments and ideas, coming from SAC's own research and from other sources, is transferred to our clients to keep them at the forefront of market opportunities. Technical advice and expertise is of the highest professional standard and our service is customer focused and valued by our clients as making a real difference to their business. Market research has shown that our customer satisfaction rates are in excess of 90%. We make use of the latest technology ensuring efficient service delivery, whilst offering best value for money with well trained and developed personnel.



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# Consultancy Services

## Combinable Crops

Specialist services are available throughout the crop production cycle from the start with variety choice through to health management, harvesting, storing and marketing. Crop services include crop monitoring for pests, weeds and disease coupled with advice concerning appropriate treatment. Specific services include SAC's Crop Clinic and Analytical Services for diagnosis, approved trials work, Quality Assurance schemes and the development of industrial and non-food crops. SAC is active in research and consultancy in both biofuels and renewable energy. This expert knowledge is applied to a wide range of areas, from the agronomy of willow coppice for biomass to assessing the viability of large-scale biodiesel production. Our Agronomy team are certified to ISO 9001:2008.



## Potatoes

We provide tailored, practical services to clients across the supply chain supported by SAC Research and delivered by an experienced team with an established track record and profile in both the UK and internationally. Our expert advice and diagnosis on all aspects of potato management from planting through harvest and storage to marketing provides practical and innovative solutions that are valued across the UK and as far afield as Japan and Australia.

**We provide a comprehensive but flexible package of consultancy services designed to help our clients improve business profitability and plan for a sustainable future. This package is unrivalled in terms of the breadth and depth of services available from our network of locally-based consultants providing independent, unbiased advice.**

## Livestock Management

SAC farm business consultants provide a range of livestock management services including enterprise performance analysis, benchmarking, rationing, grassland management, marketing and livestock record programmes.

## Beef and Sheep

Our unique position with expertise throughout the supply chain, coupled with sound farm business knowledge, ensures clients are provided with the best advice concerning livestock performance and business profitability. Flexible livestock consultancy packages tailored to client needs make sure that appropriate management decisions are made for the future.





## Dairy

A consultancy package tailored to suit the individual dairy business is based on a subscription service, with a focus on key services such as Milk Manager Costings, Milk production forecasting and access to SAC's MilkNET – the web-based recording and benchmarking tool – plus FeedByte© rationing. Our consultancy delivery to the dairy industry covers all aspects of technical and business management.

## Organic Farming

Our organic supply chain experience comes from over 20 years of working within the organic sector and from SAC's own commercially run organic farm, coupled with our network of specialist expertise. We have a dedicated organic team who work directly with primary producers, processors, retailers, policy makers and certification bodies to ensure the best possible management, marketing and technical advice is available to existing organic producers and new entrants. Our organic helpline provides technical and marketing information to organic producers and those thinking of converting. We run a varied programme of events including training and farm walks across the country.

## Conservation

SAC's specialist conservation consultants are an experienced team of accredited environmentalists offering professionally tailored advice. We offer plans and reports on all aspects of conservation including habitat creation, monitoring and restoration. We have wide experience of all agri-environment schemes with associated grazing and moorland plans, including management plans for designated sites, catchment management plans, specialist species surveys and impact assessments.





## Forestry & Arboriculture

Advice and expertise on all aspects of forestry and woodland management is provided by our Woodlands Unit. Projects have included planting mixed commercial conifer and native riparian woodland designed for timber production, biodiversity and conservation and shooting. We also organise sales of timber and our specialist consultants carry out tree surveys.

## Rural Business

SAC's rural business specialists provide services tailored to enhance profitability and develop successful market strategies for the future. Business planning and strategic development advice is provided against a solid background of policy awareness, analysis and understanding. Impact assessments, examining regional and local implications of changes in agricultural policy and proposed infrastructure development, are delivered to a range of public and private sector clients. Our consultants can assist with appraisals and financial planning, feasibility studies, budgets, tenancy applications and farm purchase proposals, performance benchmarking, investment appraisal and grant applications. Our rural business consultants offer a wide portfolio of carbon management services including supply chain assessments and mapping of carbon emissions. We also offer a complete estate management service with tailored management and administrative packages delivered by accredited consultants.





## Food and Rural Marketing

Our food and rural marketing specialists provide expert knowledge and insight into all sectors of the food market, enabling businesses to achieve competitive advantage through a range of activities. Activities include market research and marketing advice, developing strategic focus, adding value, marketing planning, new product development, brand and exhibition management, along with industry programme management and regional food and drink strategy development. Our consultants have commercial experience of the whole supply chain from input supply at farm level through product, brand and business development for food processors and marketing and purchasing for major multiples and independent retailers and are certified to ISO 9001:2008.

## SAC International

SAC International focuses on the official development agency market and we have particular experience of managing projects in Central and Eastern Europe and the Central Asian Republics. Our expertise includes agricultural and rural development policy, agricultural research and extension, capacity building and institutional strengthening, rural diversification and micro and SME development, environmental management, agri-food marketing, animal health and welfare, veterinary sciences and education, training and continuing professional development. SAC International are certified to ISO 9001:2008.



## Training

Specific training delivered to the land based sector includes business, technical and environmental topics such as business benchmarking, diversification and the use of Estimated Breeding Value (EBVs) in beef production.

We also offer training in Food Marketing, financial management, computing skills and many more areas.





## Design

Our Design team have expertise in the design of specialist livestock and diversification projects. The SAC Design team has particular agricultural related specialisms in the design of livestock markets, lairage facilities and dairy units. The team is also able to provide informed, professional and independent advice on design and construction services relating to the residential, commercial, leisure, recreation and sports sectors. All work stages are offered ranging from feasibility studies, Planning and Building Warrant submissions to project management services, agronomic assessment and the design and build of new facilities. The team has a strong track record in this sector. Our specialists in turf management, soils, drainage, conservation, land surveying and building design can meet a range of client requirements for the upgrade of existing facilities or newbuild developments.

## Land

Land services include consultancy, analytical and design services for land resource management. We provide field and laboratory services for companies utilising the land resource for major projects in food production, leisure and recreation (golf courses and sports fields), minerals extraction and infrastructure development on both greenfield and brownfield sites. Our specialist consultancy and design services for land evaluation and land use planning are supported by a dedicated analytical service. Land renewal services deal with the reinstatement of disturbed, derelict or contaminated land for agricultural, amenity or development use. 'Soilcheck' is our dedicated British standard accredited Soil Quality Assessment service and provides the landscape industry with a unique soil quality assessment service.

## Waste

Our team of specialist consultants focus on the safe, cost-effective management, treatment and use of organic and inert wastes including biosolids, industrial and municipal wastes and agricultural manures. We help our clients to conduct risk assessments and to devise appropriate strategies for collection, storage, odour control, treatment, handling and application of wastes and recovered wastes (products such as composts and anaerobic digestates) to land. We have particular expertise in farm waste management planning and in composting systems and the development of novel markets for composts and digestate products in agriculture, horticulture and landscaping. We provide an analytical and design service for the sustainable recycling and treatment of wastes and waste waters and our cost-effective, dedicated waste quality evaluation service, "Wastecheck", provides our clients with all the information they need in order to be able to manage wastes effectively. We also offer vocational training courses for those involved in composting, compost use and waste-to-land operations through WASTeS (our Waste to Agricultural Land Systems Training Scheme).



**We have six integrated service areas providing innovative, cost-effective and practical solutions to rural and peri-urban environmental and design issues. This consultancy is based on quality research and delivered by professionally qualified staff.**





## Water

We provide water services comprising consultancy, analytical, design and installation for effluent treatment, drainage and flood control and water resource management. Our team specialise in the design and installation of constructed wetland treatment systems for effluents and wastewaters. Effluent treatment services include specialist consultancy, design and installation concerned with the use of environmentally sustainable treatment technologies and cover domestic sewage, urban stormwaters, industrial wastewaters and agricultural effluents. Water management services are concerned with the sustainable use and management of water resources and include sustainable urban drainage systems, flood risk assessment, land drainage and water audits.

## Environmental Assessments

Our multi-skilled teams provide advice on a wide range of projects and assess their impact on the environment for developers, utility companies, local authorities and rural businesses. An example of this is our environmental impact assessment (EIA) service that assesses the effects of major developments in the rural environment including roads, pipelines, powerlines, housing, intensive agricultural units, landfill sites and open cast coal sites. With inputs from a variety of environmental and land-use specialisms we are able to undertake environmental assessments from screening through the determination process to project implementation and monitoring. We assist developers to adopt an iterative approach to design, develop meaningful mitigation measures and provide decision makers with all the information on potential effects on which to make robust determinations. SAC's environmental consultants also offer guidance on the impacts of environmental legislation including: Integrated Pollution Prevention & Control Regulations; Nitrate Vulnerable Zones; Groundwater Regulations; Control of Pollution; Sludge (Use in Agriculture) Regulations; Water Framework Directive and Waste Minimisation.

## Energy

Our team of consultants, engineers and technicians can advise on a wide range of energy saving options as well as conducting feasibility studies, EIAs and full planning applications. With the Scottish Government committed to producing 50% of electricity used from renewable sources by 2020, and as much of this will be produced in rural areas, SAC is ideally placed to help assess the most attractive options. Our consultants have experience of single wind turbine installations, wind farms, biomass for heating, biogas systems to produce heat and power and hydropower developments. Experience of planning applications has provided a good indication of what will be required for a successful application; be it visual assessment, noise, shadow flicker, groundwater issues, birds and mammals, community consultation or any of the other critical issues. Wind monitoring is an additional service that can be provided to ensure that sufficient resource will be available for a successful project. With input from SAC surveyors, building designers, hydrologists, conservation advisors and engineers a full range of services can be provided.





## Analytical Services

SAC Analytical Services tests a range of agricultural and other materials for consultancy and research purposes. This includes the testing of plants, forages, organic manures and waters. We also undertake analysis of animal feedstuffs and soils to support decisions concerning ration formulation and fertiliser applications. We provide a wide range of quality assured diagnostic services for farm animals to farm animal veterinary practices. The services include: microbiology, molecular biology, biochemistry, haematology, histopathology and cytology, parasitology, post mortems, urinalysis, fodder analysis, serology, fertility analysis and skins examination. A computer based Laboratory Information Management System (LIMS) is used for data storage and reporting and clients can choose to receive results via mail, fax, email or through our online LabPortal system.

Strict quality control procedures are observed and the laboratory is accredited to ISO 17025.



## Capital Diagnostics

Our Capital Diagnostics service provides a quality assured clinical pathology service for companion animals primarily from its UKAS accredited laboratory in Edinburgh. We provide a broad range of services including biochemistry, haematology and microbiology.

## Premium Health Schemes

SAC Consulting offer health schemes for cattle, sheep and goats which are aimed at producers wishing to enhance the value of their stock through accreditation. These schemes work in partnership with veterinary surgeons across Scotland, England and Wales and are serviced by our experienced vets.

## Specialist Advice

We also offer other key specialist advice including avian services providing specialist advice on avian health, disease prevention, medicine and pathology to veterinary practitioners and pig services providing diagnostic services and practical advice to improve health and productivity supporting veterinary practices and commercial companies.

**The eight veterinary disease surveillance centres within SAC employ 21 veterinary surgeons who, along with the backing of 99 scientific and support staff, provide a comprehensive, state-of-the-art service to veterinary practices and the farming community.**



Our consultants remain pre-eminent in helping explain the reform of the Common Agricultural Policy to farmers in Scotland and, as the farming community adjusts to the Single Farm Payment and anticipates further changes, SAC consultants continue to provide advice and guidance on opportunities arising from the reformed legislation.

SAC livestock consultants have been instrumental in the establishment of monitor farms in Scotland, helping fast-track new ideas directly to the farmer. Internationally we are heavily involved in the provision of pre- and post accession support to nations seeking to develop their rural development initiatives in line with EU requirements.

We are key providers of applied R&D projects to the levy-funded bodies such as Quality Meat Scotland, British Potato Council, Dairy Co and the Home Grown Cereals Authority. Our consultants have been at the forefront of Quality Meat Scotland funded projects looking at improving enterprise profitability. SAC was a key player in the development of the Dairy Co's Milkbench and their What-if? Project. As a main provider of services to the British Potato Council SAC has completed applied projects on Potato Blackdot and disease diagnostics. We also operate the largest field trials team in Scotland to provide up-to-date trials information to farmers, growers and the supply trades.

SAC veterinary laboratories at Aberdeen, Edinburgh, Inverness, St Boswells and Thurso are accredited by UKAS to ISO 17025:2005. This accreditation extends to the opinions and interpretations provided by the veterinary surgeons and technicians working in these laboratories. Laboratories at Ayr, Dumfries and Perth are working towards accreditation in Summer 2009.



A blue-tinted background featuring a microscope. The text is overlaid on the image, centered and written in a bold, white, sans-serif font. The text is arranged in five lines, with the first line being the largest and the last line being the smallest. The microscope's lens and body are visible, with a circular field of view in the lower right quadrant.

**To  
enhance  
the  
rural economy  
and  
environment**



# Key Contacts

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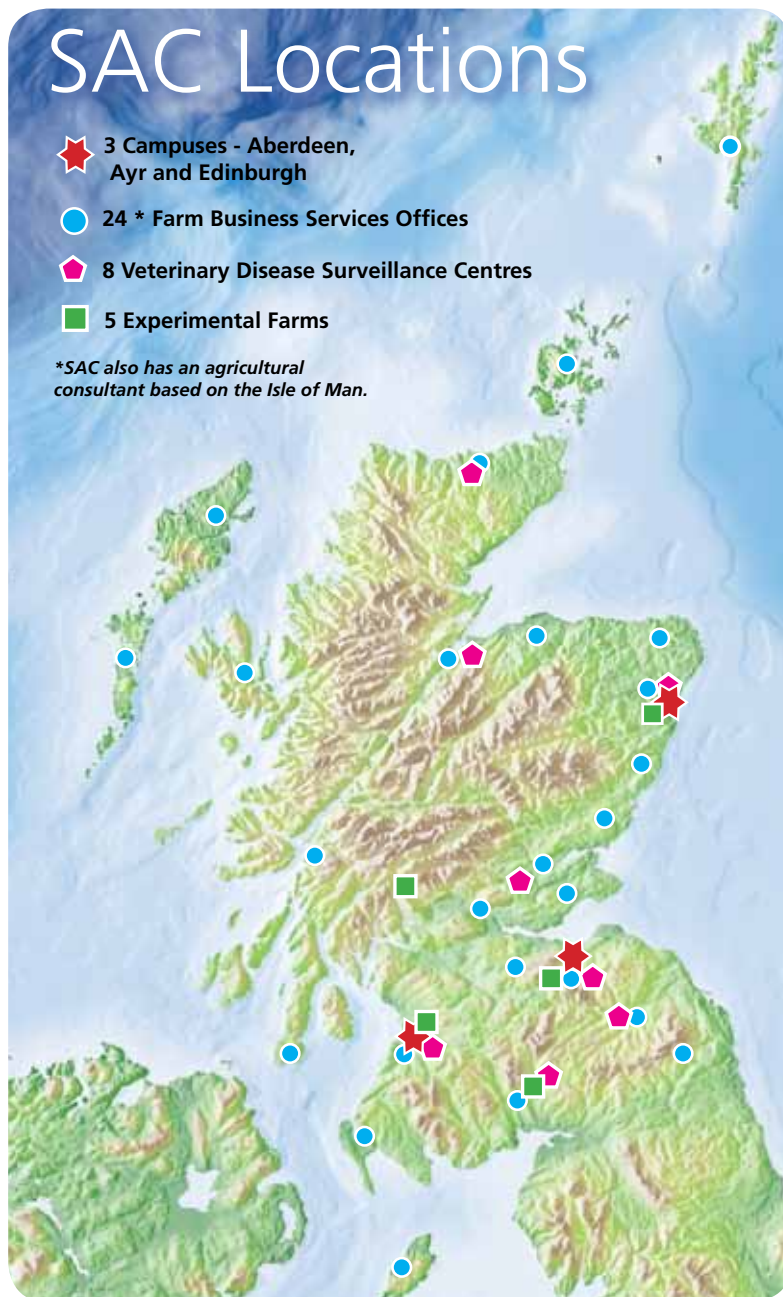
## SAC Central Office

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# SAC Locations

- ★ 3 Campuses - Aberdeen, Ayr and Edinburgh
- 24 \* Farm Business Services Offices
- ◆ 8 Veterinary Disease Surveillance Centres
- 5 Experimental Farms

*\*SAC also has an agricultural consultant based on the Isle of Man.*



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