

The Shinagh Dairy Farm Open Day



Carbery Group are delighted to be associated with the Teagasc Monitor Farm Programme, and Shinagh Dairy Farm as part of that programme.

We have worked with Teagasc for over 10 years in a Joint Programme and appreciate fully the value of all Monitor Farms, in helping other farms improve their profitability.

Monitor farms such as Shinagh lead by example, in setting and meeting targets through efficient planning and excellent technical support from advisors.

Shinagh and all Monitor Farms are a guide to all Suppliers, irrespective of scale, in helping to Improve Profitability through Increased Yield and Reduced Costs. By focusing on our strengths such as our Grass Based and Environmentally Friendly Farming System we have a lucrative export future.

With the end of Milk Quotas in sight, Carbery see the continuous improvement of Milk Quality, Increased Volume and the implementation of Herd Health Programmes as key drivers of our industry. We endeavour to continue to promote profitable and environmentally sustainable dairy farming to take advantage of all opportunities after 2015.

Derry Connolly, Chairman Carbery

Shinagh Dairy Farm

I am pleased to welcome you all here today on behalf of the Shinagh Estates Ltd. We are partners in this demonstration farm along with Teagasc. Shinagh Estates Ltd is made up of the four west Cork Co-ops: Bandon, Barryroe, Drinagh and Lisavaid.

This is a demonstration farm, and the aim is to see the issues related to building a dairy herd, How to plan money, cows, buildings and grass to make it possible and above all, how to make a profit.

By doing this, and showing to you the issues that arise and the unexpected pitfalls that occur, it will help any of you in expanding your herds. We hope you will learn and benefit from our experience. We hope you will increase the productivity and profitability of your own farms and in so doing enhance your own living standards and that of the whole rural community.

Neil O Leary, Chairman Shinagh Estates



EU milk quotas will be gone by April 2015. The Food Harvest 2020 report has a target of 50% increase in milk output. This increase in milk solids production will take place on existing family farms plus on new farm

conversions from alternative enterprises. Dairy farmers who exploit our competitive, grass-based advantage will benefit from the growth opportunities. The key technologies which must be adopted include compact calving, higher stocking rates, increased grass utilisation, higher numbers of high EBI replacements and low cost, labour efficient farm infrastructure. Project management of the expansion is of equal importance. Experience to date suggests that unless the project is correctly managed, there is a high risk of cost overruns leading to increased pressure on cash flow. For these reasons, Teagasc wants to provide leadership for the anticipated dairy expansion by way of demonstration farms at a number of regional sites, including the Shinagh Greenfield Dairy Farm in West Cork.

The Shinagh Greenfield Dairy Farm will focus on low cost, high productivity, grass-based technologies. The farm will be run as a commercial dairy farm business. The key drivers for the business will be the achievement of high levels of productivity, generating high sustainable profit and surplus cash which will be used to pay down the debt associated with the development.

The farm will also demonstrate best practice in a number of areas including grassland management, breeding decisions, cost control, milk quality and environmental sustainability. It is envisaged that the lessons learned from the Shinagh Greenfield Dairy Farm experience can be extended to all dairy farmers in West Cork to allow them maintain and develop profitable and sustainable farming businesses.

The Department of Agriculture, Fisheries and Marine (DAMF) are partners in this programme. The Department has made EU milk quota available (1,000,000 litres) for the development of the Shinagh Greenfield Dairy Farm; this has been granted under licence for the period January 1st 2011 to March 31st 2015. Without the availability of milk quota, this programme would not have been possible.

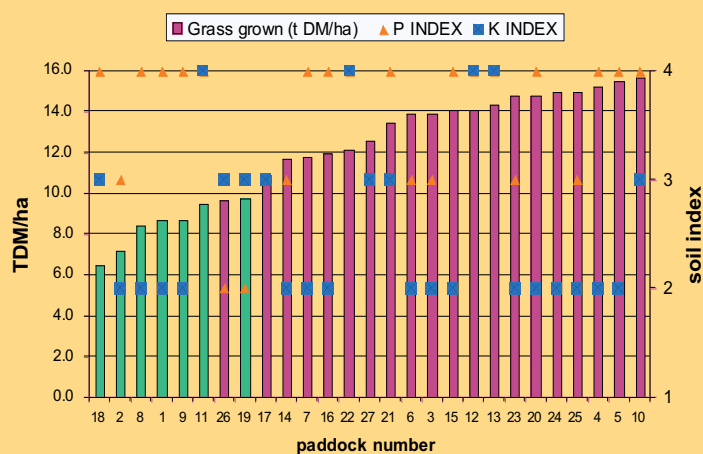
Communicating the key messages from both the Shinagh Greenfield Dairy Farm and the monitor farms will be a key element of this programme. It is expected that one public event/ open day will be held on each farm annually and that regular updates will be posted on a website (to be developed). Groups are welcome to visit the Shinagh Farm.

Gerard MacMahon, Regional Manager, Teagasc, Clonakilty, Co. Cork



Shinagh Performance Targets

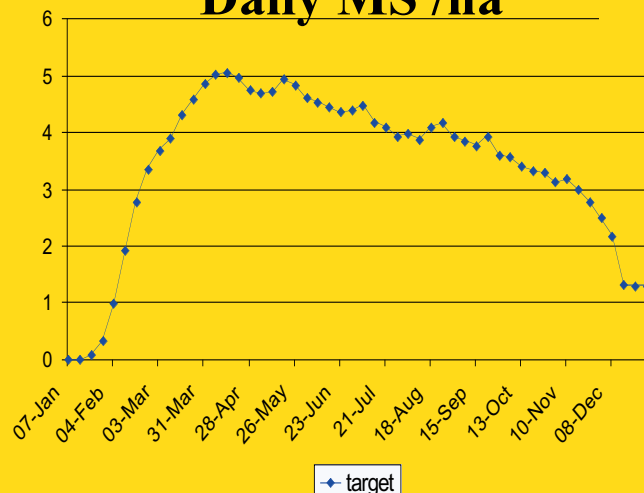
•Grow 14 t grass/ha



•Produce 100 t of MS

- 1. Good Grazing management**
(Utilise 11.5 t grass/ha)
- 2. High stocking rate**
(2.9 cows/ha)
- 3. Compact early calving**
(MCD 15-Feb, 90% by 15 Mar.)
- 4. Mature herd**
(5 lactations/cow
- 65% \geq 3rd lactation)
- 5. 430 kg ms/cow**
(400 kg conc./cow)

Daily MS /ha



Output & cost /kg ms

	2011	2012	2015
Gross output	€4.90	€4.61	€4.50
Land & debt	€0.77	€0.71	€0.85
Labour & heifer rearing	€1.25	€1.23	€0.90
Other costs	€2.43	€2.00	€1.65
Margin/kg ms	€0.45	€0.67	€1.10
Cash surplus (€)	€22k	€50k	€110K

Shinagh Dairy Farm Management

2012 Stock

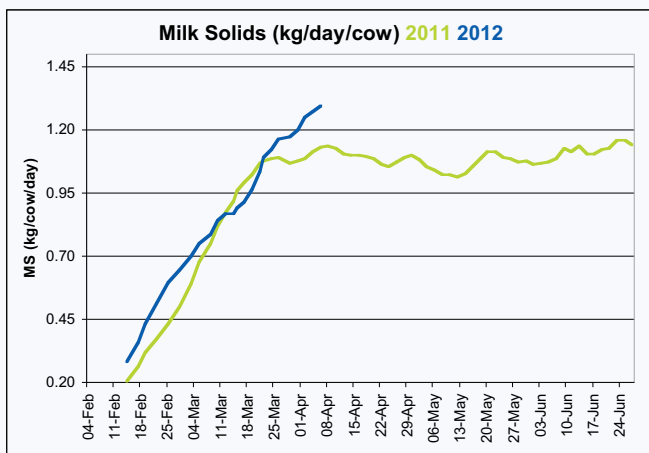
- 162 Second Calvers
- 37 First Lactation
- 70 Heifer Calves
- 55 Maiden Heifers - Rearer
- Stocking Rate 2.57LU / Ha

Current Milk kgs _____

Fat % _____ TBC _____

Protein % _____ SCC _____

Kgs MS _____



Calving Pattern

	2011	2012
6 week	58%	62%
Mean calving	28 Feb.	22 Feb.
Empty rate	12%	

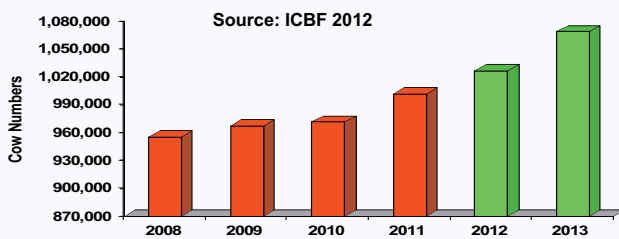


Farm Grazing Objectives

- **Spring**
 - Rotation planner
 - Post grazing 3.5 cm
- **Summer**
 - Weekly walk & wedge
 - 160-200 kg/cow cover
 - Pre-grazing 12-1600 kg/ha
 - Post grazing 4 cm
- **Autumn**
 - Rotation plan
 - 400-450 kg cow max
 - Post grazing 4 cm

Milk Quota Management

Cow numbers



- Super levy's likely over next three years
 - Increased heifer numbers
 - Quota removal 2015
- Requirement for quota management plan

Quota management Planning

- Supplementary feeding
- Calf feeding
- Lactation length
- Once Daily Milking
- Livestock numbers
- Cows or heifers

Per Cow	Supply effect (%)	Profit effect (€)	Levy effect (€)	Net effect (€)
Concentrate	-10	-	129	129
OAD Milking	-26	-197	370	173
Calf feeding	-3	-22	36	14
Lactation length	-9	-147	141	-6

Planning Quota Management

- Cow numbers
- Heifers available
- National Situation

Long Term

- Breeding 2012 for Post Quota



Maximising Farm Profit Through the Use of High EBI Genetics

Genetic Improvement is 'Key'

- Powerful tool to deliver HIGH PROFIT COWS!
- Increase herd productivity → **Increase output**
- Increase fertility / survival / health → **Reduce costs**
- Use high EBI – sub-indices to 'fine tune'
- Genetic change - **Cumulative and Permanent!**

€€€ EBI Improves PROFIT €€€

- Teagasc Profit Monitor (2007 – 2009)
- 1,131 spring calving dairy farms
- Net margin per cow: €1.94 per unit increase in EBI

icbf Stay Focused on Fertility!

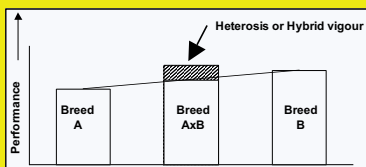
CATEGORY of new Fertility index	No of Cows	FERT		Phenotypic calving interval					Avg Civ
		SI new	SI old	CIV1	CIV2	CIV3	CIV4	CIV5	
FERTSI €100+	129,084	€118	€94	375	375	376	379	375	376
FERTSI €50 - €100	542,110	€71	€59	385	385	384	385	385	385
FERTSI 0 - 50	546,629	€27	€23	399	399	397	398	399	398
FERTSI -50-0	205,470	-€20	-€18	423	425	421	418	423	422
FERTSI < -50	42,621	-€68	-€62	457	460	454	448	457	455

Shinagh - Sires to be used 2012

				EBI	Rel%	Proof	Milk	Fert	Calv	Beef	Maint	Health
2	BGJ	BAGWORTH PF GRANDEUR SIF	HO	€272	81%	GS	€93	€180	€31	-€35	€25	-€3
3	HYZ	SCOTT'S VHA HYDRAULIC SZF	HO	€207	61%	DP-INT	€85	€138	€17	-€49	€21	-€6
13	BSJ	BOSNES	NR	€213	56%	DP-INT	€52	€132	€22	-€8	€9	€6
22	EKE	EIK	NR	€201	47%	DP-INT	€53	€119	€21	-€11	€11	€8
23	OKM	OKURA LKA MURMUR SJJ	JE	€217	48%	DP-INT	€112	€93	€13	-€68	€63	€3
27	MJS	MULLINS MAUNGA ORION SJJ	JE	€172	65%	DP-INT	€86	€76	€16	-€53	€51	-€4
32	TIO	TIRONJUI OM JOSSIN	JE	€229	53%	DP-INT	€102	€110	€19	-€55	€52	€0
35	ASV	ASHVALE CAPS IZE	JE	€218	47%	DP-INT	€85	€118	€19	-€52	€52	-€3
				€216			€84	€118				

				M Kg	F Kg	P Kg	F %	P %	CI	SU%	CD%	GL
2	BGJ	BAGWORTH PF GRANDEUR SIF	HO	353	24	16	0.18	0.09	-7.2	6.2	1.17	-2.9
3	HYZ	SCOTT'S VHA HYDRAULIC SZF	HO	251	17	14	0.14	0.11	-6.3	5.3	4.36	-3.06
13	BSJ	BOSNES	NR	137	10	10	0.09	0.1	-7.6	3.5	1.4	-1.6
22	EKE	EIK	NR	49	5	8	0.07	0.13	-7.1	2.9	1.5	-1.1
23	OKM	OKURA LKA MURMUR SJJ	JE	-31	23	14	0.46	0.29	-3.28	4.5	0.8	-1
27	MJS	MULLINS MAUNGA ORION SJJ	JE	-290	21	6	0.65	0.32	-4.51	1.8	0.8	-2
32	TIO	TIRONJUI OM JOSSIN	JE	-4	23	13	0.44	0.24	-5.4	3.8	0.8	-2.2
35	ASV	ASHVALE CAPS IZE	JE	-337	18	6	0.64	0.35	-5.8	4	1.1	-1.9
				16	18	11	0.33	0.20	-5.9	4.0	1.5	-1.8

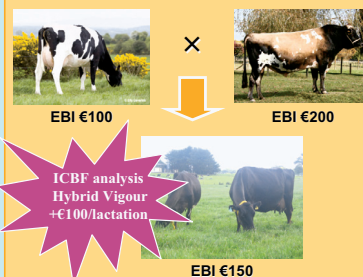
Crossbreeding



What will crossbreeding deliver?

- Superior profit generating capacity!
- Productivity
 - Milk sales : +€2500 to +€13000/yr or +2% to +8%
 - Milk quality: Protein% +0.40, Fat% +0.65 → +4.8c/l!
- Significant cost savings
 - Replacement costs: -€12000/yr or -30%
- Feed efficiency
 - Jersey crossbred > Holstein-Friesian: +10%
- Robust/easy care – SCC, body condition
- Quick fix
- **Proven to be successful!**

Maximise EBI



Technology to drive genetic gain

- Increase genetic gain : increase profit potential
- Target
 - Maximise AI and record use!
 - 5 to 6 straws per heifer milking
 - >112 AI straws for 20 heifers
- Utilise the best genetics!

Breeding management: Cows & Heifers

Mating Management (cows)

- Pre Breeding Heats (-21 days)
 - Tail Paint
 - OAD: late calvers & thin cows
- Start AI
 - Change colour tail paint
 - Scan non-cyclers after 1 wk
- AI Technician service
- 9 weeks AI & 12 wks breeding
- Mop-up Bulls (beef)

Maiden Heifers

- Contract reared
 - Left farm April 1st
 - Calves leave Aug 1st (May 1st 2013)
- Target weights
 - 320/330kg for Fr/NR
 - 290/300kg for JX
- Heat detection aid
- Synchronisation Used
 - AI 7 days / PG / AI again
- Stock Bull after 12 days AI

Breeding management: Nutrition & Disease

Nutrition

- Grass Based Diet
- Body Condition Score (BCS)
 - Best Measure
 - Use of Once-A-Day milking
 - Genetics
 - Average BCS = 2.9
- Post Grazing Sward Height
- Minerals

Disease

- Mixed Herd
- Vaccination Policy
 - IBR
 - BVD/Lepto
 - Salmonella
- Bio-Security
 - Stock Bulls: Disease tested
- Diagnostic Tools
 - Milk & Dung Sampling