



Development farm walk

Improving efficiencies to maximise profit

Friday, 19th May, 11am

Charlie Whiriskey, Kiltullagh, Co. Galway

Topics for discussion include:

Grassland

Breeding management

Land Development

Farm yard Development



Farm Summary

Land and Stock - 2017

Land farmed (ha)	59ha	Current Cow numbers	100
Milking platform (ha)	52ha	Current Heifer calves 0-1	54
Overall stocking rate	2.2	Current Heifers 1-2	41
Milking platform SR	2.2		

19ha on the milking platform are closed for first cut silage so the stocking rate on the milking platform is currently 3.6LU/ha. Charlie intends to sell surplus heifers in the coming months which will reduce overall stocking rate.

Milk production – annual and to date

	2016		Current (09-16 th May)
Yield (L sold/cow)	6100	Yield (L cow/day)	24.8
kgMS sold/cow	464	kgMS cow/day	1.81
peak MS/day	1.85	peak MS/day	1.90
Protein %	3.34	Protein %	3.25%
Fat %	4.04	Fat %	3.82%
Meal fed/cow	1161kg	Meal fed/cow to date	551kg

An extra 27kg of milk solids were sold per cow in 2016 compared to 2015.

Calving and Breeding 2016 vs 2017

	2016	2017
6 week calving rate	59%	69%
14 day Submission rate - cows	25%	42%
14 day Submission rate – heifers	48%	96%
Replacement rate – Never served	25%	N/A
Served but empty	19%	
Breeding season length	6%	
	14 weeks	

EBI

	EBI	Milk	Fert	Calv	Beef	Maint	Mgmt	HLth	M kg	F kg	P kg	F+P kg	F%	P%	CI days	SU %
Cows	87	5	52	30	-7	0	0	3	-34	1.2	0.1	1.3	0.05	0.03	-3.0	1.3
Predicted 2018 calves	165	52	75	38	-11	5	2	2	37	9.0	6.9	15.9	0.13	0.10	-3.9	2.2
Bulls used	242	98	98	47	-16	11	3	2	108	16.9	13.6	30.5	0.21	0.17	-4.9	3.1
Bulls used	AZG, SEW, Fr2249, Fr4099, Fr4102, Fr4103, AGH, Fr2232															

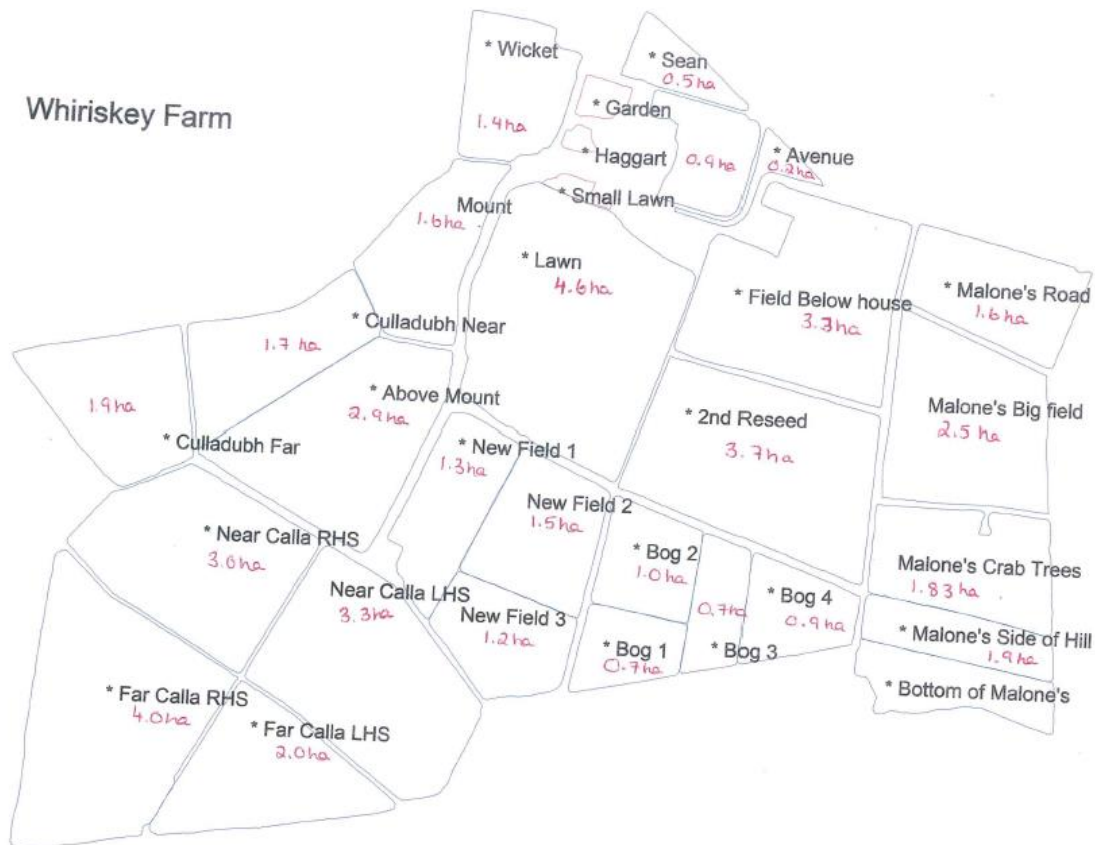
Last year the cows had the genetics to produce milk with 4.07% fat and 3.47% protein and they produced 4.04% fat and 3.34% protein indicating that gains can be made in grassland management to achieve these solids.

Grassland management

AFC (kgDM/ha)	627	Meal (kg/cow)	3
Cover/cow (kgDM/cow)	173	Grass grown 2016	10.45 tonne/ha
Pre-grazing yield (kgDM/ha)	1400	1 st rotation	11/02 – 28/04
Demand (kgDM/day)	56	Fertiliser	
Growth (kgDM/day)	59	March – 1 bag of urea/acre on dry paddocks only	
		April – 1 bag urea/acre everywhere and 2 bags of 0:7:30	
		May – 1 bag of CAN/acre	

Ideally the first rotation on this farm should end the 15th April, this year it finished on the 28th. Last year it finished on the 10th May. The delay in fertiliser applications this spring saw a fall-off in growth in April even though the dry conditions suited the heavy land. Next Spring we will be focusing on getting the first rotation completed sooner and using a contractor to get out the fertiliser.

Whiskey Farm



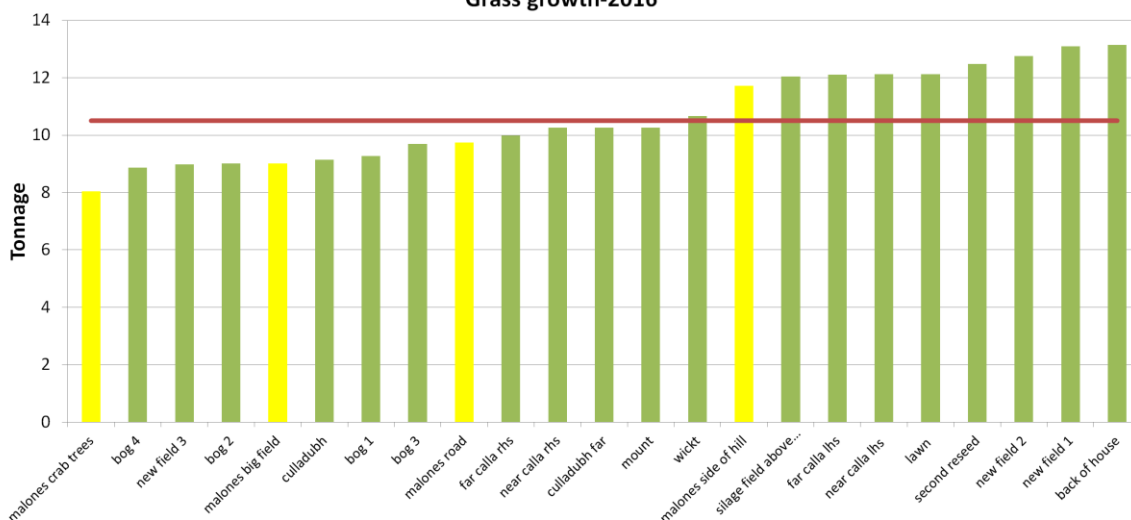
Farm progression



- Home block – 52ha
- Rented ground – 7.3ha
- SR – 2.45 LU/ha
- Stock
 - 100 cows
 - 41 heifers going to the bull
 - 54 calves
- Facilities
 - 7 unit milking parlour
 - 90 cubicles



Grass growth-2016



Land area	Index 1	Index 2	Index 3	Index 4
P	46%	40%	14%	0%
K	92%	8%	0%	0%



**instead
of**



27kg MS more per cow

€85/cow

€7650

Meal purchased 2015 =
€31777

Meal purchased 2016 =
€27392

€4385

€12,035

2016
Breeding season shortened
Batch of heifers
synchronised

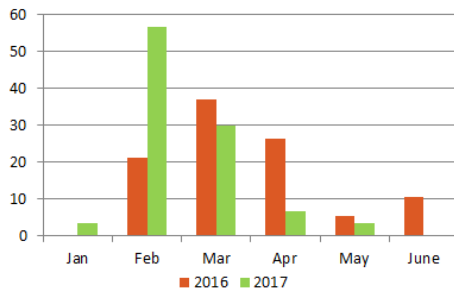
Six week calving rate

59%
2016

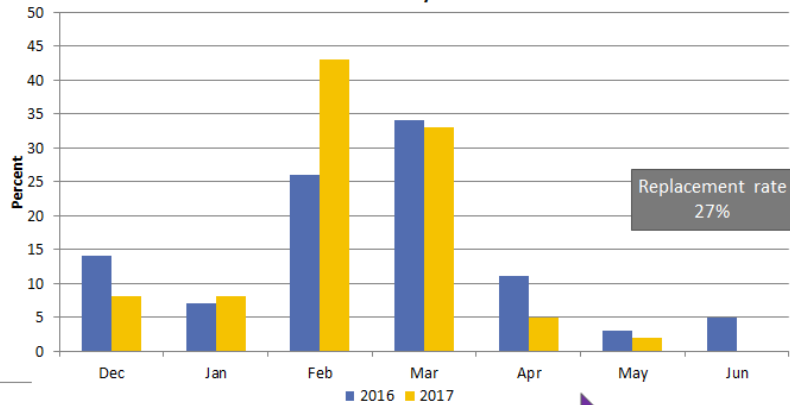


69%
2017

Percent heifers calved each month



Calf births by Month



Replacement rate
27%

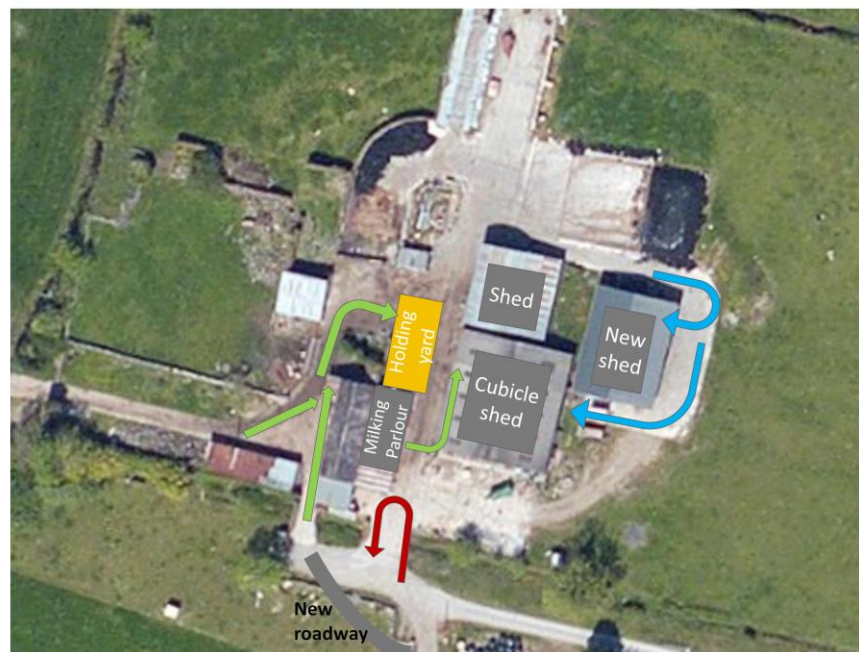
Synchronise all heifers
Improve submission rates
Distinct calving and breeding season

Farm progression

OPTION A

- 12 unit within existing building and extend holding yard
- Net cost ~€70,000
- €9000 annual repayments
- Planning restrictions

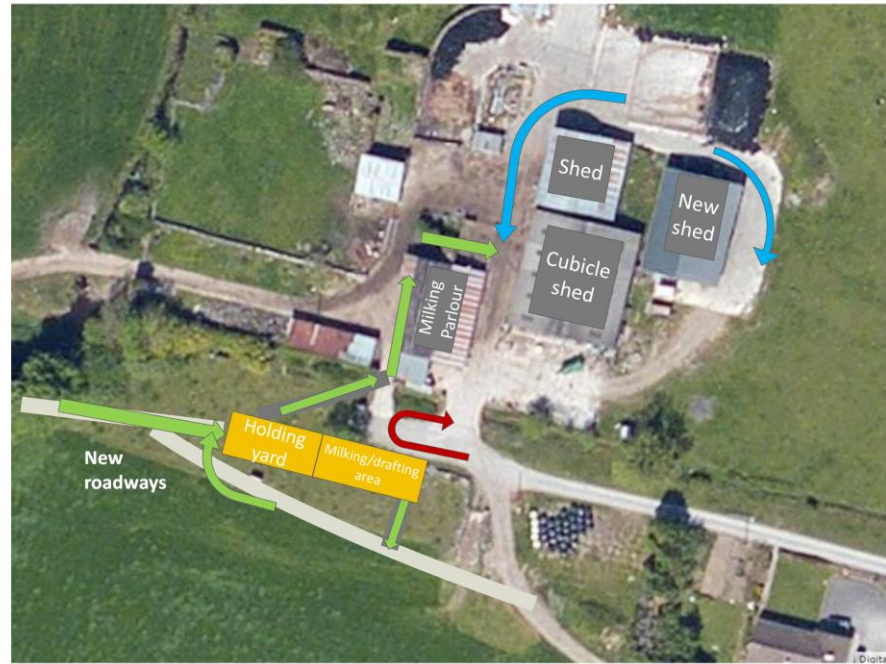
- Milk lorry route
- Cow route
- Silage feed



OPTION B

- 20 unit with holding yard
- Net cost ~€130,000
- €12000 annual repayments
- Greenfield

- Milk lorry route
- Cow route
- Silage feed



24 months

Research Phase - 12 months

- Teagasc, discussion groups, farm visits, contact various suppliers
- Budget - Teagasc, Accountant, Bank
- Engineer - Planning Permission
- Grant Application - TAMS
- Finance/Bank Approval



Everyday farm workload
Workload from February to June
Weather
Suppliers peak work loads

Build Phase -12 months

- Groundwork - slatted tanks, concrete work, etc.
- Shed - steel, sheeting, ventilation
- Overground concrete work - walls, cubicle beds, milking parlours etc.
- Internals - milking machine, barriers, cubicles, penning, doors, electrical, water, etc.
- Paperwork – cash-flow, pay suppliers, reclaim VAT, collect grant, etc.

Goals

Land development

- Improve soil indexes for P and K by spreading adequate amounts of compounds such as 10:10:20 and 18:6:12. On average the land needs 32 units of P and 84 units of K to meet buildup and offtake demands.
- Develop “new land” to deliver above average grass growth.

Grassland

- Aim to grow 13t of grass/ha within the next three years to allow expansion of cow numbers to between 110-120 cows (800kg meal/cow, MPSR of 2.5, 75% utilisation rate, 75% of silage requirement grown on silage ground).
- Get fertiliser out EARLY and consistently in spring.
- Finish the first rotation by the 15th April.
- Practice more on/off grazing in spring
- Change paddock layout

Breeding

- 12 week breeding season
- 85% 6 week calving rate
- All heifers synchronised
- 90% 21 day submission rate for cows

Farm yard development

- Milking parlour completed by September 2018

Any further developments on Charlie's farm are halted by the limited milking facilities. Currently the amount of time spent milking is not sustainable. By improving milking facilities more time can be spent managing the farm to make it more profitable and more importantly will free up time for Charlie and his family.