

25% DISCOUNT BOOKING FORM

*For all prepaid bookings received by Monday 3rd June 2019

Pre-booking is essential as places are limited.

Book _____ member(s) at €50 €40 each.

Total: € _____

Book _____ non member(s) at €100 €80 each.

Total: € _____

Cheque enclosed: € _____

ATTENDING DELEGATE CONTACT DETAILS

NAME (DELEGATE 1): _____

ADDRESS: _____

TELEPHONE: _____

EMAIL: _____

NAME (DELEGATE 2): _____

NAME (DELEGATE 3): _____

YOU CAN REGISTER AND AVAIL OF THE ABOVE DISCOUNTED RATES IF YOU REGISTER AND PAY BEFORE MONDAY 3RD JUNE.

To avail of this offer:

- Make a prepaid booking online www.irishgrassland.ie
- Post this prepaid booking form and your cheque to: Discounted DAIRY Registration, IGA, Cookstown, Kells, Co. Meath
- Calling the office on 087 9626483

DISCUSSION GROUP DEAL (for groups of 10+ members):

€50 per head for discussion groups of 10+ members who book and prepay in one payment in full before Monday 3rd June (strictly no late applications accepted after this special offer date).

SUMMER TOUR FEE INCLUDES:

- Attendance at Dairy Summer Tour
- Copy of the proceedings
- Breakfast rolls and T/C served until 8.45am
- Hot lunch and desert with tea and coffee
- Bus transfers between farms

The attendance fee for non-members also includes one year's FREE membership to the Irish Grassland Association worth €60! (This offer is available for all new d/d memberships only)

If you are thinking of attending, then book today and don't miss out on these generous discounts and membership offers!

Photographs will be taken at all events and occasionally published.

 Irish Grassland Association IGA  @IrishGrassland

Web: www.irishgrassland.ie Tel: 087 9626483

LOANS & OVERDRAFTS UP TO €60,000 APPROVED IN 48 HOURS

JAMES, DAIRY FARMER.



1890 47 88 33
8am – 9pm Mon-Fri,
9am – 6pm Sat



WE BACK BRAVE

The customer received a gratuity. Lending criteria, terms & conditions apply. Over 18s. Security may be required. Decisions within 48 hrs for a min 85% of applications from AIB customers on business loans & overdrafts, upon receipt of all required information. Excludes Sat, Sun & Bank Hols and Customers who have been through a restructure. Allied Irish Banks, p.l.c. is regulated by the Central Bank of Ireland.



Irish Grassland Association

DAIRY SUMMER TOUR

23rd JULY 2019
ATHLONE

Achieving High Performance



 **BOOK EARLY**
For Discounted Tickets



Registration Location

Athlone Institute of Technology
Dublin Road, Athlone, Co. Westmeath
Eircode N37 HD68

Programme for the day

8.15 am	Registration and car parking at Athlone IT Hot breakfast rolls with tea and coffee served until 8.45 am
9.00 am	Depart by bus to first farm
9.45 am	Opening address by Ciaran Lynch, Irish Grassland Association President
12.30 pm	Return for lunch
1.30 pm	Depart by bus to second farm
4.30 pm	Return to car park at Athlone IT

No cars will be permitted on farm. Strictly IGA bus access only.



Radisson BLU
HOTEL, ATHLONE

€89.95* Room Only (Quote IGA2019)

€29.95 pp 3 course dinner option

Phone: 090 6442600

Reservations.athlone@radissonblu.com

*For reservations made by Mon 24th June



Mervyn and
Robert English

The opportunity of converting a block of 113 hectare of owned land into a dairy farm was what attracted Robert English to switch career from being a civil engineer to return home to farm in partnership with his father, Mervyn. However, it was not a decision that was taken blindly. Up to 2013, the farm was under beef and sheep. After six months on a dairy farm close to home, and with a business plan in place for development, he started milking cows in 2014.

The farm is located close to Lough Ree and is variable in terms of land quality. While approximately half the farm is good dry land, there it is also approximately 60 ha of low lying land that is heavily dependent on a pumped drainage system that was installed in the 1960's. Twenty hectares of this has been reseeded and is within the grazing block. The remainder is scheduled for improvement in 2019, but has not been prioritised as higher potential soils of the farm were being developed.

The dairy enterprise commenced with 50 bought-in heifers. Cow numbers and facilities developed over the succeeding years to reach 166 in 2018, as did herd performance, hitting 537 kg milk solids per cow in 2018. The herd (EBI 2019 = €151) has taken on cross-breeding, mainly driven by Robert's ambition to reduce the cow maintenance requirements.

Opportunity knocked in 2018 when an additional 28 ha neighbouring parcel of land came available for lease. Cow numbers have been increased to 260 for 2019 thanks to the purchasing of additional heifers, and the additional ground is reseeded and ready for cows. The journey of the farm to date, along with decisions being considered for future development will all be discussed on the day.



Peter Hamm

Peter Hamm was farming 25 suckler cows on a 16 hectare owned farm, with a rented out-farm of 8 ha. He was also working off-farm in his own construction business. With the economic downturn, Peter focussed on improving the farm income to secure a more viable living and lifestyle.

He began milking in 2014 with 30 bought in heifers. Cow numbers grew steadily to 50 by 2017, and the original business plan was achieved and performing well. Peter's next opportunity came in 2018 when 32 ha of neighbouring land became available for long-term lease – all of which could be accessed by cows. Peter is now milking 109 cows in 2019, and has ambition to reach 135-140 cows in 2020. Underpinning the development of this farm is a high level of performance of the herd, with milk solids per cow hitting 539 kg in 2018.

Peter's journey into dairying began with limited scope in terms of land base and cash flow, but he focussed on efficiency in terms of the grass and the herd performance. It has delivered hugely for Peter to date in achieving his family and lifestyle targets, and in being able to take on the additional opportunity for farm development. Peter is also not afraid of getting help in on the farm to help get work done without over-pressurising his own workload, and he keenly emphasises the importance of people management skills. All this, and more, will be well worth coming to hear on the day!

