

Tipperary Co Op

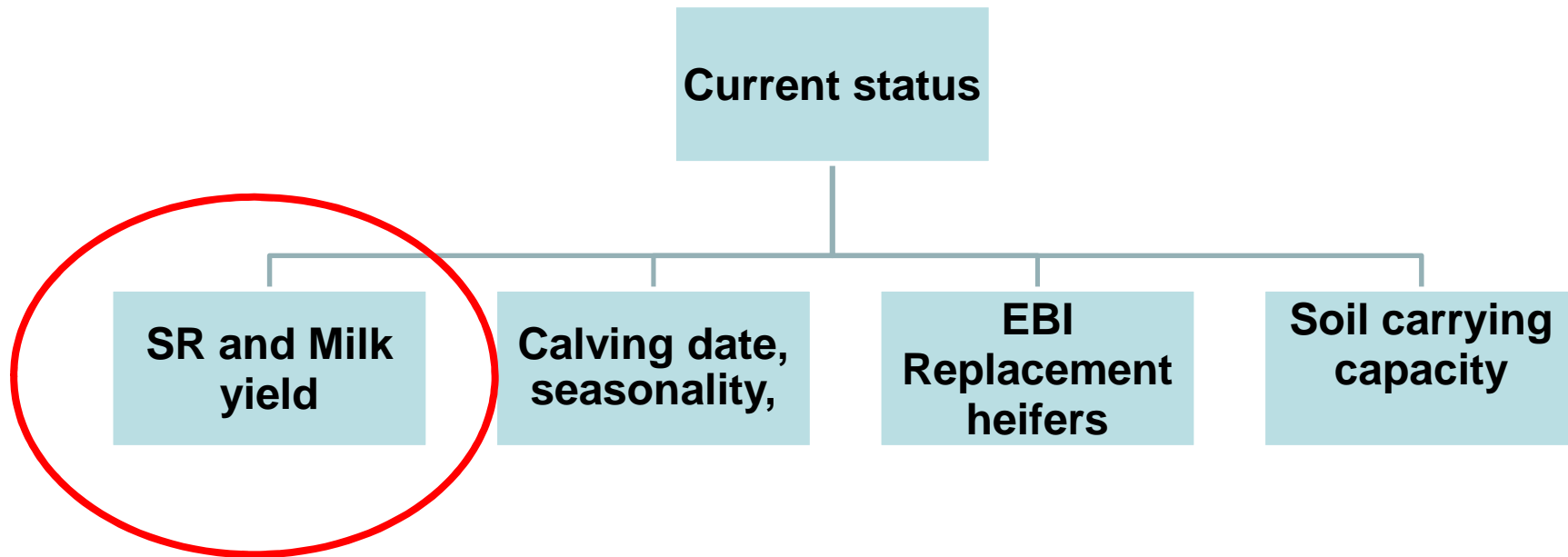


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Background

- Study of key factors affecting productivity in Tipperary region
- Data sources
 - Tipperary Co Op
 - Supplier survey
 - ICBF
 - PastureBaseIreland
- Key outputs from the study
 - SR and milk yield
 - Seasonality
 - Milk supply profiles
 - Calving dates
 - Herd EBI and heifer generation
 - Regional breakdown of soil carrying capacity and potential expansion

Tipperary Region



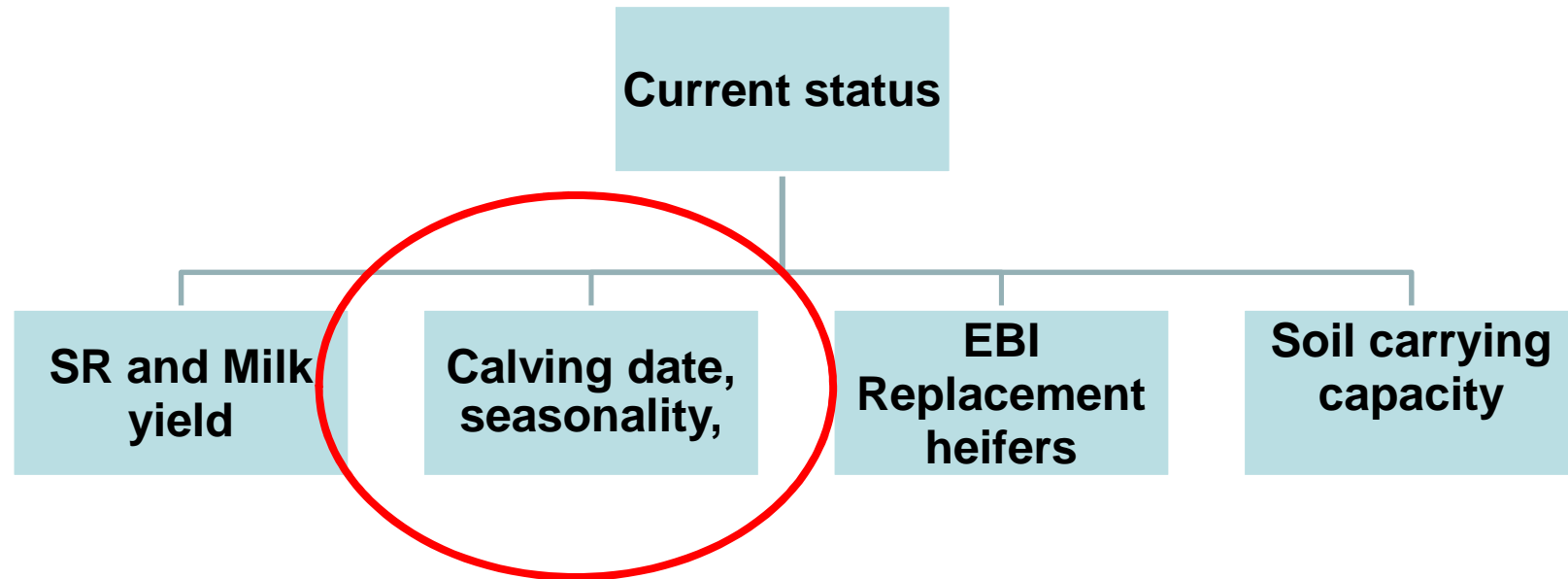
Milk Yield and stocking Rate

	Tipperary Average	National Average
Milk Yield L/Cow	4,515	*4,645
Stocking rate Cows/Ha Milking Platform	1.88	11.89
Stocking rate Dairy LU/Ha Total Area	1.42	11.54
% Area of the outside farm	77	166

- Significant volumes of milk being fed to calves
- Every 1 acre on the platform is associated with an additional 0.77 acres on outside block

* Calculated based on June cow numbers
© Connell et al., 2008

Tipperary Region



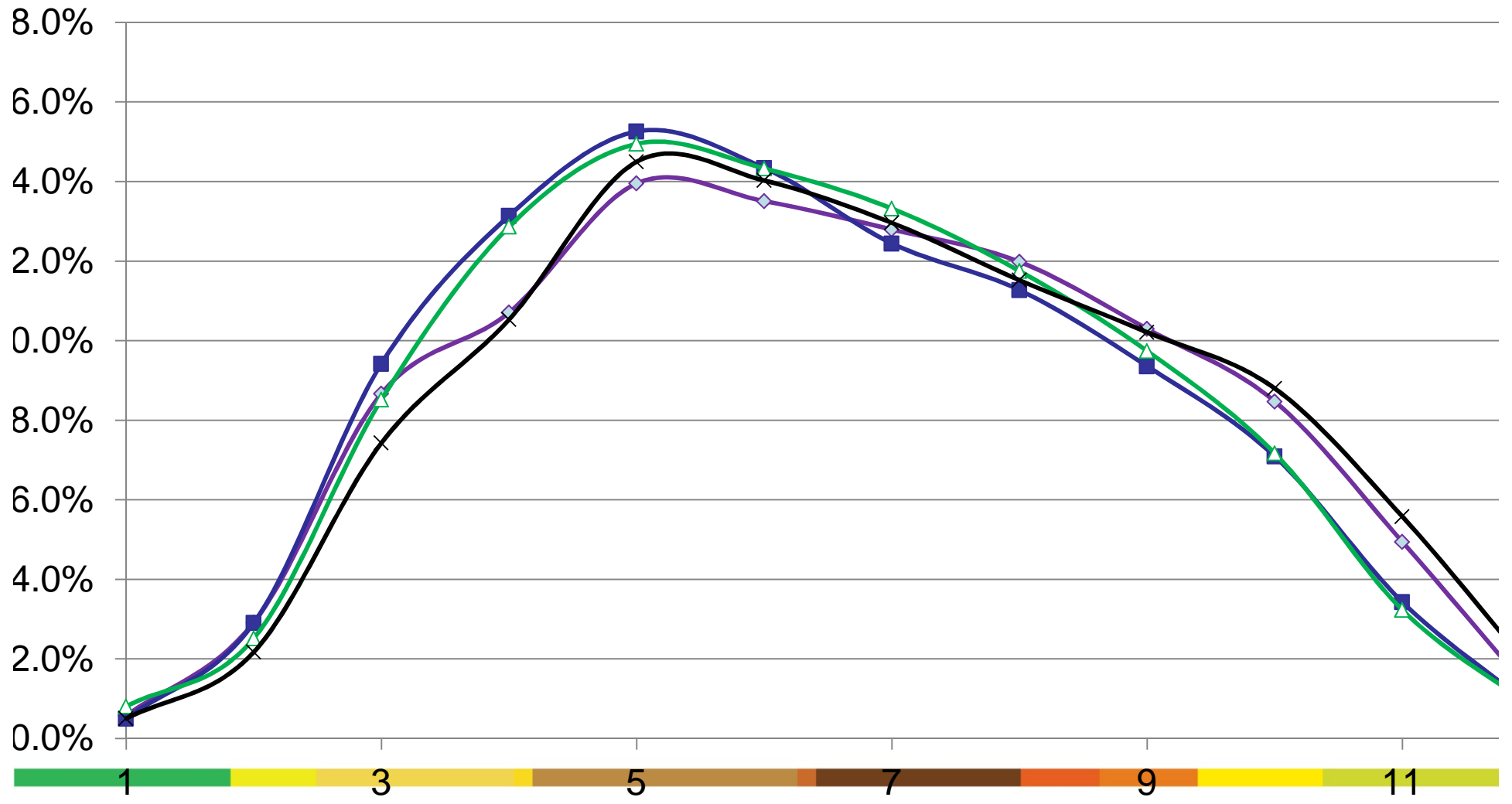
Milk Supply Profile

◇ 2013

■ 2012

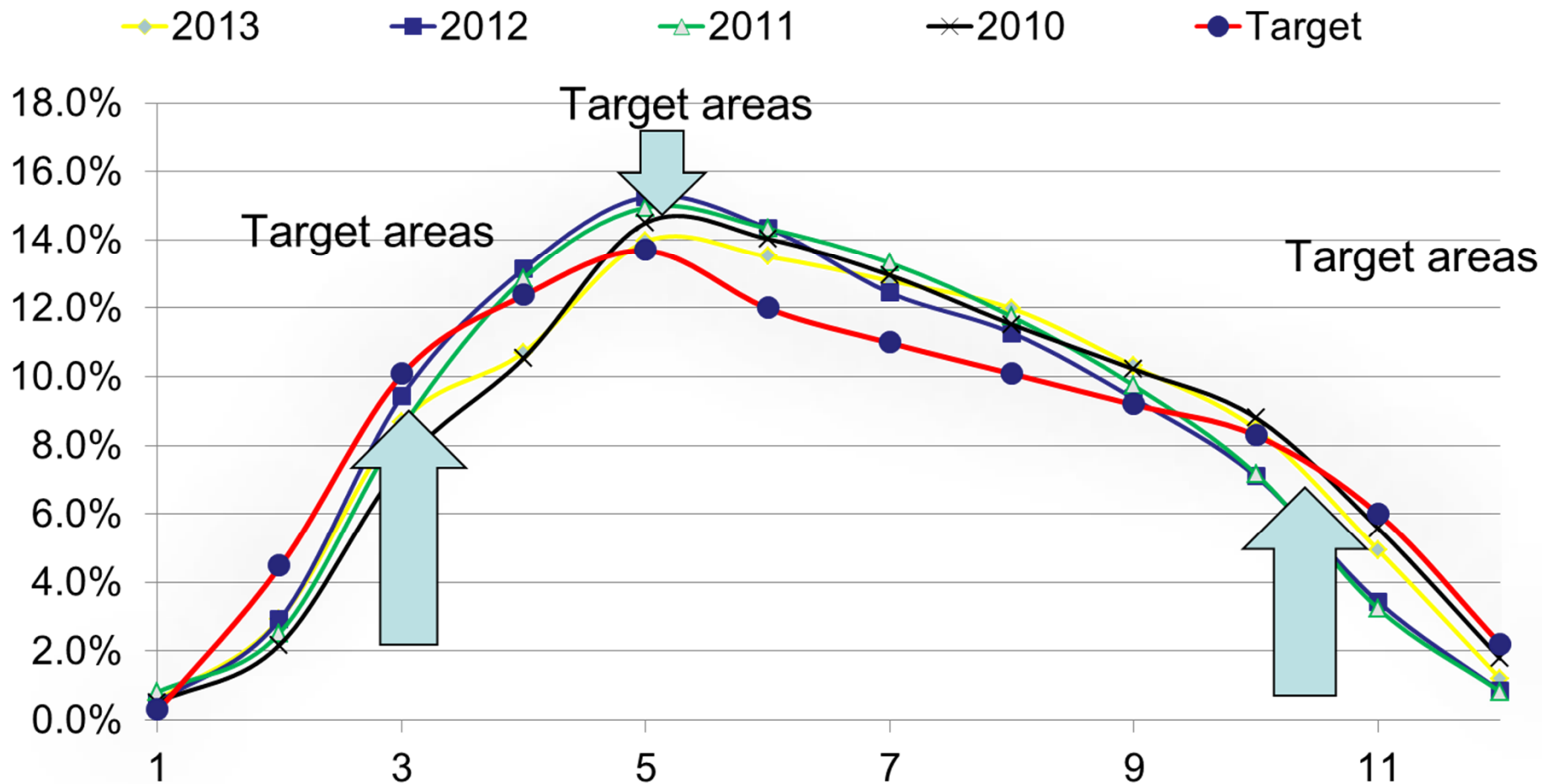
△ 2011

✕ 2010



The Irish Agriculture and Food Development Authority

Milk Supply Profile



Calving Date

- ICBF Data
 - Mean calving date 7th March
 - Mean calving date Heifers 28th Feb
 - Nationally March 8th

Profitability associated with Calving date and lactation Length

Lactation Length	Jan 15th	Feb 15th	Mar 15th	Apr 15th
Milk yield L/Cow	5,230	5,177	4,811	4,421
Milk yield kgMS/Cow	378	380	352	333

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Milk yield L/Cow	5,230	5,177	4,811	4,421
Milk yield kgMS/Cow	378	380	352	333
Grass kgDM/Cow	3,434	3,836	3,500	3,245
Silage kgDM/Cow	1,214	1039	1,278	1,538
Concentrate kgDM/Cow	606	299	289	196

Profitability associated with Calving date and lactation Length

Farm profit €	Jan 15th	Feb 15th	Mar 15th	Apr 15th
Projected milk price 24.5c/l				
No Quota 40Ha	2,156	12,783	70	-4,508

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Projected milk price 29.5c/l

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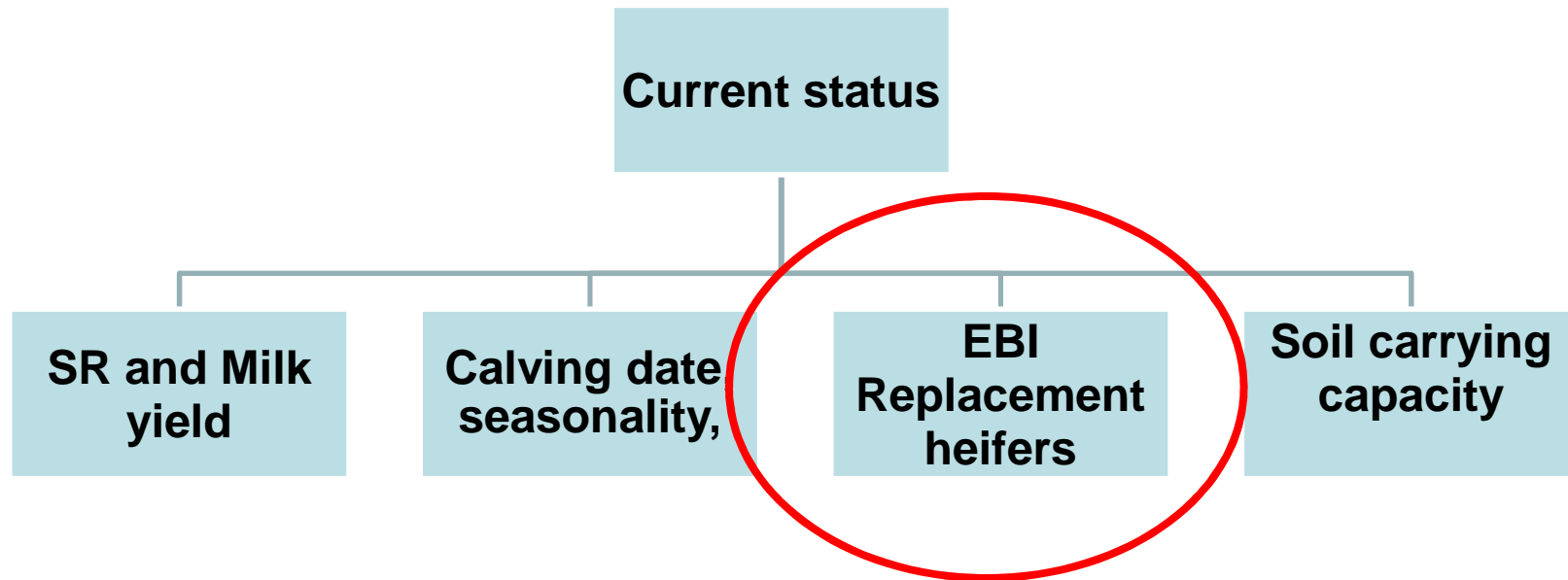
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Calving Date

1 day later than optimum costs €3.51 @Milk price of 29.5cpl

Optimum mean calving date between Mid and Late February depending on soil type

Tipperary Region



EBI

	Tipperary Average	National Average
Dairy Cows	117	121
1st lactation animals	123	124
Heifer calves born in 2012	132	133
Heifer calves born in 2013	143	150

Replacement Heifers

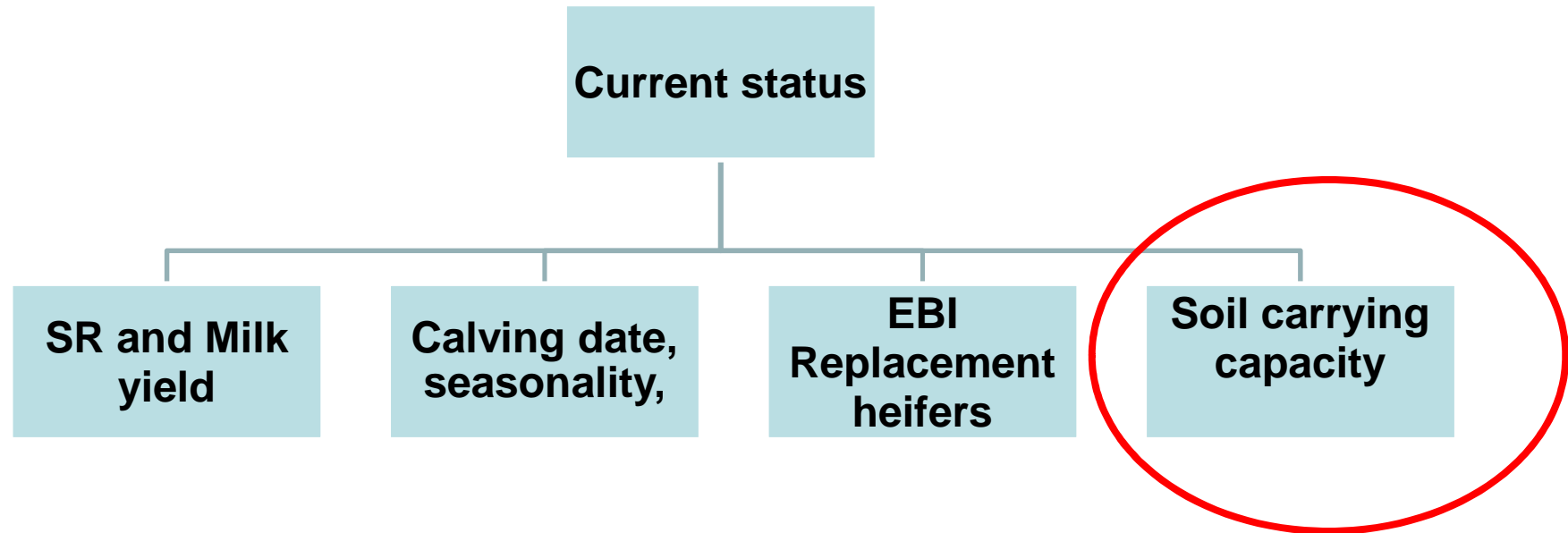
	Heifers per 100 cows	
	Tipperary	National
2013 born heifers	28	36
2012 born heifers	25	*32

Tipperary Region

Enough heifers to maintain herd size

More heifers needed for expansion

Tipperary Region



Soil Type

- All farms were grouped into three categories
 - Dry
 - Mixed
 - Wet

Definition

- Dry > 70% of land area free draining
- Mixed Between 30%-70% free draining
- Wet < 30% of land area free draining

Current Performance

	Dry	Mixed	Wet
No. of farms	134	147	111
% of farms	34.2	37.5	28.3
Av. milk plat size (Ha)	41.1	40.8	32.8
Cow SR (cows/ha on MP)	2.03	1.90	1.67
Total Area Ha	5,216	5,514	3,287

Soil carrying capacity & expansion potential

Soil Type	Milking platform SR
Dry	2.8 cows / ha
Mixed	2.5 cows / ha
Wet	2.2 cows / ha

Milking platform stocking rates
– *silage can come from out farms*

Potential expansion on existing land base

	Dry	Mixed	Wet
Stock carrying capacity	2.8	2.5	2.2
Additional cows	4,845	4,086	2,170
Additional Milk (m. litres)	25.4	19.3	10.2
% Increase	70.5	64.0	54.2

Supplier stated expansion

	Actual	Supplier Projections	
	2013	2014	2015
Milk Production L	277,858	293,703	317,629
% Increase		10.9	19.5
No farmers expanding		244	295

Potential is 64% increase

Grass growth required - milking platform self sufficient

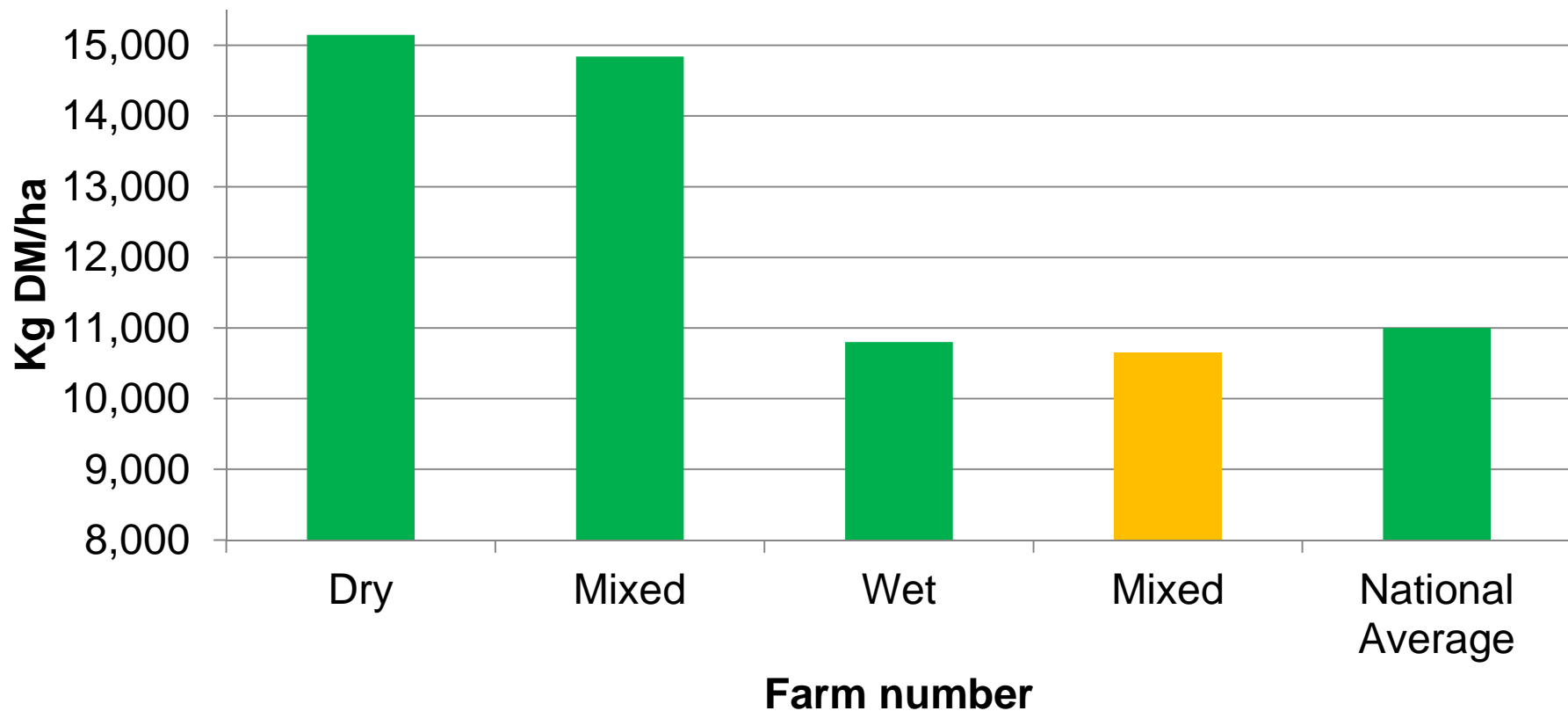
	Dry	Mixed	Wet
Stock carrying Capacity	2.8	2.5	2.2
Grass growth (T DM/Ha)	14.8	14.1	12.4
Grass used (T DM/Ha)	12.6	11.3	9.9

Grass growth required - 50% silage from out farm

	Dry	Mixed	Wet
Stock carrying Capacity	2.8	2.5	2.2
Grass growth (T DM/Ha)	13.2	12.2	10.5
Grass used (T DM/Ha)	11.2	9.8	8.4

Tipperary Farms PastureBASEIreland

Herbage Production



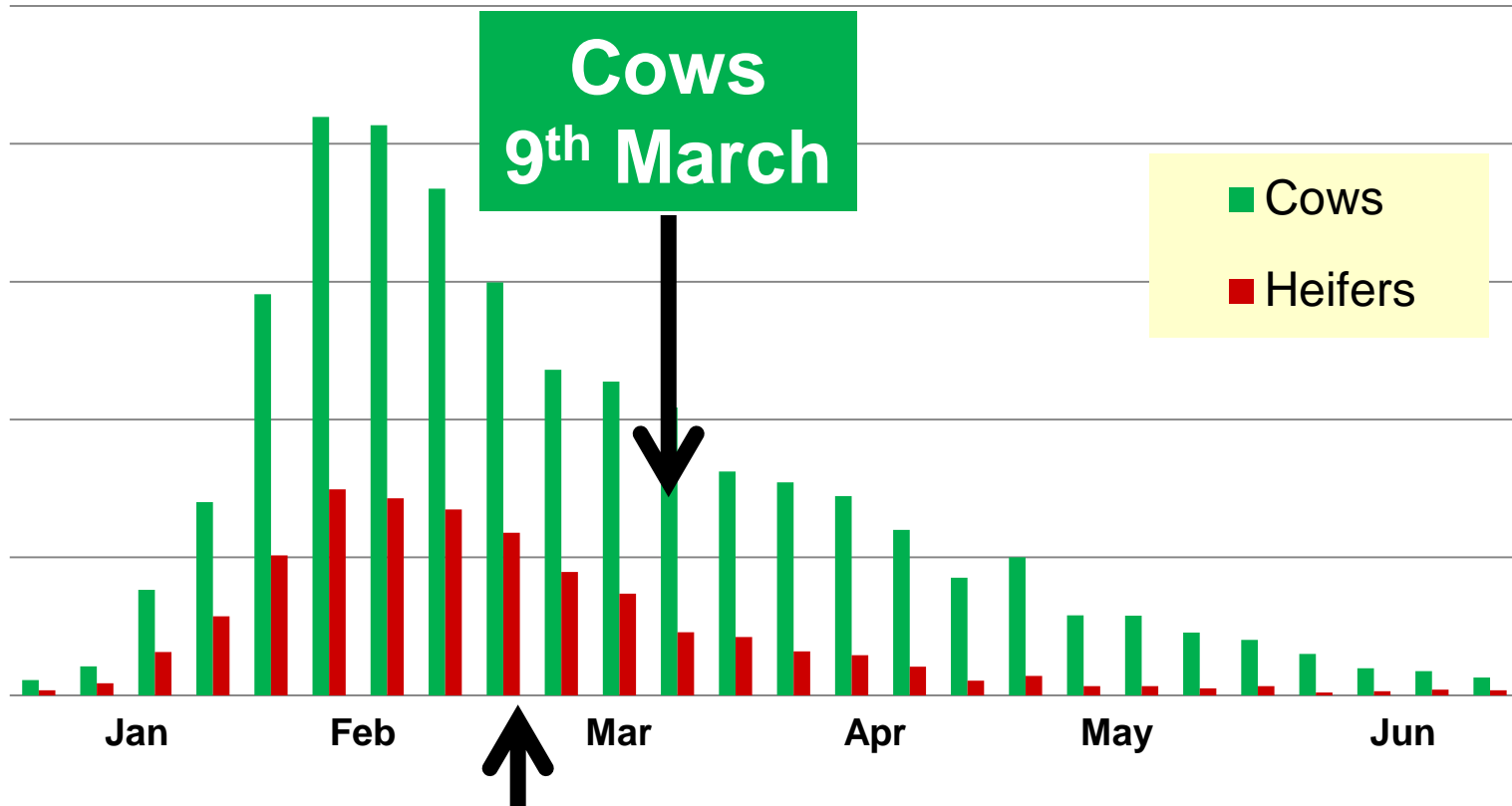
Summary

- Significant scope for expansion in Tipperary Region
- Key focus areas at farm level
 - Calving date
 - EBI and replacement heifer generation
 - Grass growth, soil nutrient status & grazing infrastructure
 - Enterprise shift towards dairy
- Profitable expansion will be driven by increasing grassland productivity and increasing the fertility status of the herd
- Increasing fertility status will increase milk yield per cow
 - Replacement rate (age profile circa 200L/year)
 - Calving Date 25 days (circa 400L/cow/year)

Four major factors

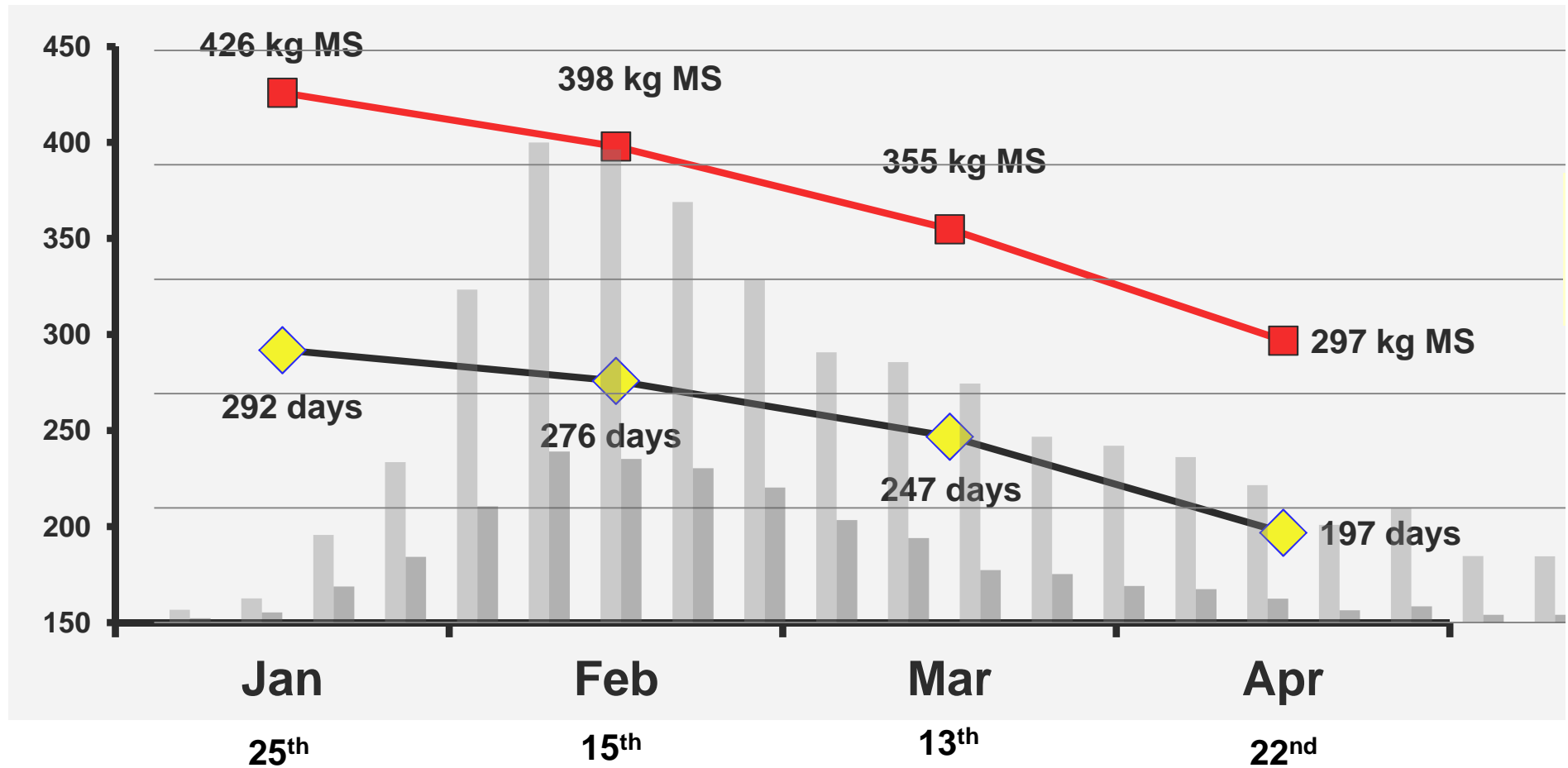
- **Calving date**
- **Heifer numbers**
- **Increasing grass grown**
- **Land use change**

Calving date



**Heifers
28th Feb**

Calving Date



Calving Date

Mean calving date: From 7th Mar to 10th–20th Feb

Co-op	Seasonality scheme
Advisory	Farm walks Discussion groups Newsletters Seminars
Research	Solohead Research Farm

What % of live heifers born in 2007, calved down at 22-26 mths?

	No. (‘000’s)	
Heifers born alive in 2007	249	100%
Heifers calved at 22-26 m.o.	119	47%
Heifers calved at < 22 m.o.	3	1%
Heifers calved at 27 - 30 m.o.	22	9%
Heifers calved at > 30 m.o.	47	19%

Heifer Numbers

Increase heifer number : 28 to 40 per 100 cows

Increase heifer liveweight

Advisory

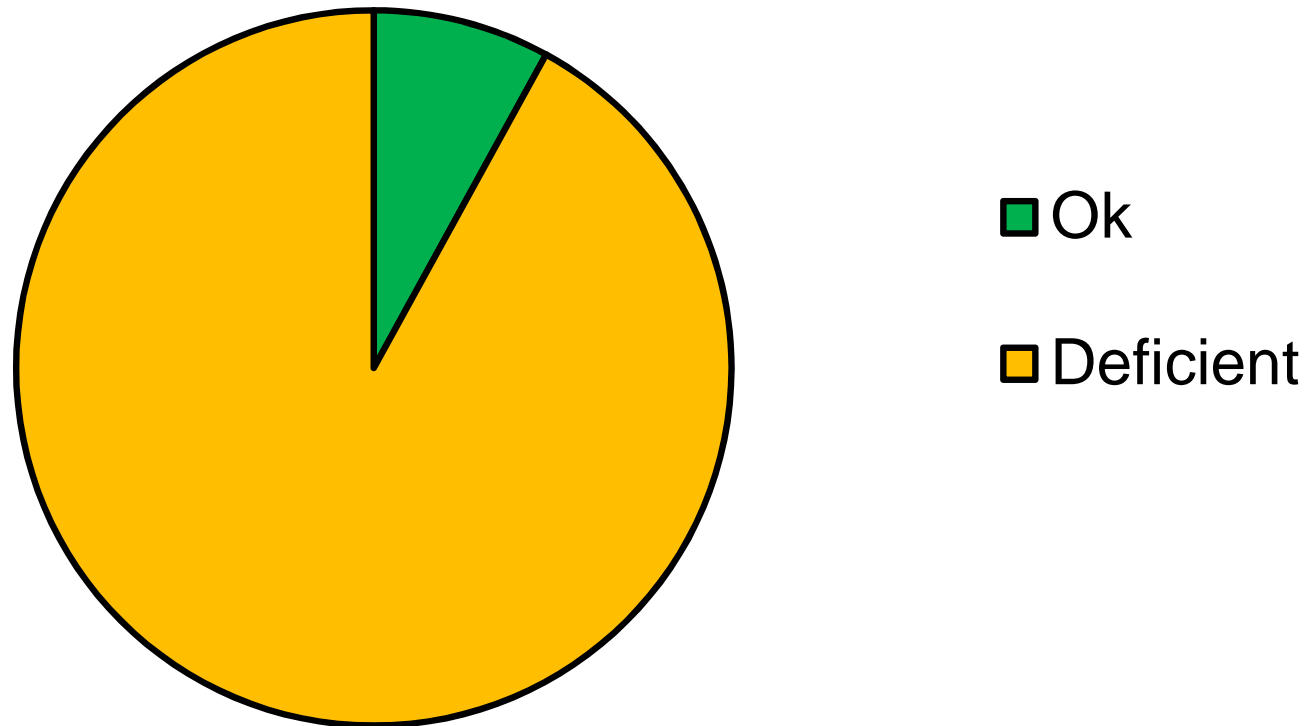
Five year physical plans

Investment appraisal workshops

Weighing demos on focus farms

Increasing grass grown

Soil Test



Increasing grass grown

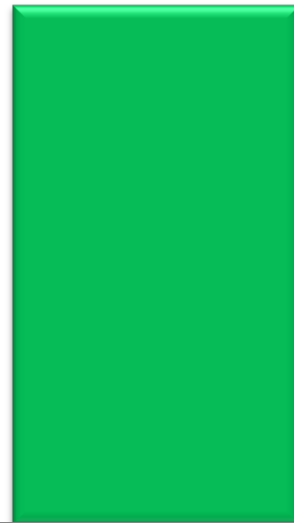
Target for all soils: pH 6.3 ; index 3 P & K

Co-op	Soil test subsidy
Advisory	Soil focus farm walks <ul style="list-style-type: none">• Light soil farms• Mixed soil farms• Heavy soil farms

Enterprise shift

Income before SFP from 40 ha

€31,320



€9,320



Average Dairy

Top 10% Beef

Enterprise shift

