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JANUARY 2024

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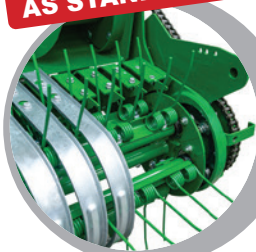
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JANUARY 2024

EDITORIAL



Matt O'Keeffe, Editor

FORWARD THINKING

As we commence 2024, there is cause for optimism. We are beginning to see the way forward in delivering, at least in the greater part, on the emissions targets set for the farm sector.

Achieving that formidable 25 per cent reduction will always be challenging. However, if we get beyond a 20 per cent reduction, there will be few if any other sectors matching that achievement. It would represent an 80 per cent delivery on the set target. That is, in academic terms, an 'honours' grade, no mean accomplishment. It will require an accelerated rollout of the most deliverable mitigation measures across Irish farms. We need to enforce the use of protected urea as far as is possible and, likewise, the use of low emission slurry spreading on a majority of our farmland. Those two impossible measures are readily achievable. Other Marginal Abatement Cost Curve (MACC) measures are gaining momentum and should be adopted, to a greater or lesser extent, on most farms by the end of 2025. Elsewhere, progress is being made on what might be described as the 'slow burners'. These include the development of a practical, cost-efficient feed additive. When a bolus-type, slow-release product can be developed, with a high methane-reduction effect, then the term 'game-changer' would not be out of place. If there is a net cost to farmers, then we must insist that we are not left out of pocket for an action that is for the benefit of all in society. Breeding for lower-methane-emitting animals is progressing. It takes time but delivers multi-generational benefits. Current progress will accelerate as breeding technologies, driven by artificial intelligence (AI), advance at a pace not seen previously. Mass genotyping of our entire livestock herd will facilitate breeding progress across a range of beneficial traits, including higher productivity.

We have heard enough from the cull-the-herd brigade. We can advance our livestock sector methane-reduction credentials without

resorting to crude herd reduction actions. That said, we must continue to guard against Trojan Horse policies that will, ultimately, result in a lower livestock population. Further reductions in, or the complete elimination of the Nitrates Derogation in the coming years would be impossible to achieve without an inevitable herd reduction. There are no economic, environmental or nutritional benefits from reducing cattle numbers. Our stocking rates, on average, are low. What is needed is an improvement in the productivity of much of our farmland. This can be achieved without recourse to a high-input production model. It mostly requires better management practices, improved soil fertility, and the adoption of several cost-neutral or profit-positive measures on farms. Can that be achieved? We cannot countenance failure. Teagasc's Dr Laurence Shalloo's 'dream big' scenario, presented at the launch of the Pádraig Walshe Centre for Sustainable Animal and Grassland Research at Moorepark last month, is a practical proposition. Bring together all the main drivers of emission reduction – feed additives, genetic advances, and carbon sequestration measures – and there is a realistic potential to reduce our carbon equivalent emissions per kilogramme of output to a world-beating 0.39. This does not require unknown technologies or theoretical possibilities. It requires the further development of technologies that are already proven to impact positively on emissions from our farm sector. Across economies and societies, we are already witnessing exponential expansion in knowledge and novel technologies, driven by artificial intelligence. There is every reason to believe that knowledge growth will, as applied to agriculture, allow us to secure the viability of our food production systems, progressing ultimately to a net zero carbon production system. There is no alternative if we are to provide food security for an increasing global population.

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SPECIAL FOCUS

43 AXA Tractor Guide 2024
Makes, models, prices,
specs – everything you
need to know



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WISH-LIST FOR 2024

Photo: Courtesy of the NDC.

We have been increasing our milk output since 2015. A combination of existing producer expansion as well as new entrants have transformed the sector. But we need even more vigour in our dairy enterprises. There is a tacit acceptance that milk production has plateaued. That is an erroneous mindset. We need more farms to convert from lower-profitability enterprises to dairy production. There is potential to facilitate the entry of several thousand more producers and that should be encouraged. We need to highlight a viable production model based on the existing scale average dairy unit. Up to 100-cow units can now be managed with one full-time labour unit, allied to seasonal and part-time assistance. That is a worthwhile aim. Lifestyle, income and work/life balance can all be accommodated. The reality is that many spouses work off farm. It is an economic family arrangement that can be enhanced by the development of a cost-efficient dairy enterprise.



THROWING OUT THE BABY

An Taisce may be in danger of falling foul of the Law of Unintended Consequences in seeking a judicial review of the Nitrates Action Programme (NAP).

While the organisation's underlying intent is securing the abolition of the Nitrates Derogation, the end result, if its legal proceedings were to be successful, would be a major diminution in oversight of nitrates usage. By securing the abolition of the NAP as is An Taisce's legal approach, the result, according to legal representatives of the Irish Farmers' Association (IFA), one of the notice parties involved, would be a legal vacuum and a lower level of protection against pollution caused by nitrates. By circuitously seeking to secure the end of the Nitrates Derogation in its entirety, An Taisce could, if successful,

end up throwing out not only the baby and the bathwater, but the entire environmental protection bath as well. This is a dangerous throw of the legal dice by the NGO and could make what it perceives to be a bad situation worse. Not only that, but it could also leave the State open to EU-imposed fines if Ireland is stripped of its nitrates controls structures. From an economic perspective, the IFA's Tadhg Buckley estimates that abolition of the derogation would cost milk producers in excess of €130m, annually. That economic impact, however, is unlikely to sway legal decisions, which will be based solely on the view that High Court Justice Richard Humphreys takes of An Taisce's judicial review application in regard to the effectiveness or otherwise of the NAP.



ZOË'S LEGACY

Zoë Kavanagh is leaving the National Dairy Council (NDC) after 12 years as CEO. She will be missed as a formidable advocate of Irish dairy. She is set to join Repak, the packaging-recycling promotion group. Repak's gain is certainly the NDC's loss. Zoë has always brought deep knowledge, huge enthusiasm, and a clear voice to promoting the merits of Irish dairy. During her tenure at NDC, she has managed to access increased funding both in Ireland and from Europe to advocate on behalf of the Irish milk sector. Other Irish agri-sector advocacy organisations such as Agri Aware must reflect somewhat enviously on the ability of the NDC to fund a wide range of promotional endeavours from its ample funding stream. That is certainly not a criticism, but rather a statement of praise for Zoë Kavanagh's success in her NDC role. It is fortuitous that someone of the calibre of Mark Keller joined the NDC in recent months and is taking up the CEO role on an interim basis.

MCCARTHY TO CHAIR TOWNVIEW

Justin McCarthy has joined Townview as executive chair. He left the editorial and CEO roles with the *Irish Farmers Journal* in March and has clearly taken some time out before this career move. Townview specialises in sustainably sourcing and supplying high-quality BRC-certified meat, seafood, and dairy ingredients worldwide. The company was set up in 1999 and was acquired by the Roebuck Food Group in 2012. The CEO of Roebuck is Kieran Mahon who has extensive experience in the food industry, having previously worked as a food equity analyst with Davy Stockbrokers and with the *Irish Farmers Journal* as the paper's business editor. So, it's something of a reunion. We wish Justin the best of luck in his new role.



COMMODITY TRENDS FOR 2024

Last year ended with commodity prices trending upwards. Milk prices received a 2c/L lift for November deliveries, hopefully a positive indicator for this year's prices. Beef also trended upwards with the €5/kg well breached in the run up to Christmas. Traditionally, higher prices into the New Year tend to build momentum. Time will tell. Sheep prices were also steady at year end with figures suggesting there is a lower carry-over of hoggets into 2024. If those figures reflect the reality, then early and mid-season lamb production should deliver a reasonable return to producers hit by higher costs. The best that could be said about grain prices is that they are holding reasonably steady. There is little indication yet of significantly higher prices for next season that would allow tillage farmers to claw back the losses they suffered last year. Vegetable production remains an enterprise for the brave and the bold. It is little wonder that grower numbers have contracted so much in recent years when one considers the high production costs involved, the razor-slim margins and the ever-present adverse weather patterns we are prone to on this island.



NO SMOKE YET FROM ORNUA

Ornua is another dairy-related body on the lookout for a new CEO. As we went to print, a final decision had yet to be made on a replacement for John Jordan, who is taking up a chief-operating-officer role with a US-based private-equity firm. Donal Buggy has been an impressive interim CEO, but there are plenty of other potential CEOs both within and outside of the organisation that has the €2bn Kerrygold brand as its golden goose.



Starting off on the right foot for 2024

Maeve Regan,
Head of Ruminant Nutrition, Agritech

The efficiency of a grass-based system is hugely influenced by calving pattern, necessitating excellent reproductive performance in a short-breeding season. Therefore, it is extremely important to navigate our way through the transition period this Spring with a freshly calved herd and a firm focus on nutrition.

In the weeks post-calving, cows will produce more milk than their feed intake can provide for, resulting in Body Condition loss due to Negative Energy Balance. A cow typically reaches peak milk output 6-8 weeks post-calving but will only reach peak dry matter intake 10-12 weeks after calving. However, the success of breeding 2024 is mainly dictated by the severity and duration of this period of NEB during the weeks post-calving.

NEB will firstly appear in the form of low milk protein % in the short term and in the more long-term have detrimental consequences on fertility during the breeding season. The overall objective is to have calved down the cow at a BCS of 3.25 and maintain an average herd BCS of 3.0 (range 2.75 – 3.25) at the start of breeding, to achieve optimal fertility.

Keeping body condition loss to less than 0.5 BCS between calving and breeding has proven to significantly increase the likelihood of conception to first service, with cows that lost <0.5 body condition score between calving and breeding typically shown to ovulate 15 days sooner, than cows which lost ≥ 1 BCS.

Effect of BCS Loss from calving to breeding on Conception Rates

BCS @ Calving	BCS Loss between calving to first service		
	<0.25	0.25 - 0.50	>0.50
>3.0	72%	65%	53%
2.75 - 3.0	64%	55%	44%
<2.75	57%	49%	37%

(Ref: Moorepark) Note: 1 BCS = ~ 50 Kg live weight

In very practical terms, this means bridging and filling the energy gap between what the cow outputs relative to what is put into her in regard to feed. Forage quality (which is lower in many cases after the difficult 2023 silage season) and getting high quality grass into the diet will be the main dictating factors here.

After this, most of the energy deficit will have to be filled via concentrates in the parlour, with milk output coupled with silage analysis and ability to get to grass, dictating feeding rates this spring.

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Pictured at the announcement that the new centre will be named after the late Padraig Walshe: Ella Walshe; Pat Murphy, chair Farmer Business Developments Plc; Tomás Ó Midheach, CEO FBD Holdings Plc; Elma Walshe; Charlie McConalogue, Minister for Agriculture, Food and the Marine; Professor Frank O'Mara, Teagasc director; Patrick Walshe; Liam Herlihy, chair, Teagasc Authority; and Michael Berkery, chair, FBD Trust.

THE PADRAIG WALSHÉ CENTRE OF EXCELLENCE

How appropriate that the proposed Centre for Sustainable Animal and Grassland Research to be developed at Moorepark is to be dedicated to the late Padraig Walshe. Padraig dedicated his entire farming career to the advancement of knowledge on grass-based livestock and milk production. This is a fitting memorial to a man who, against much inertia from the establishment, pushed forward – through his farming practices – now well-accepted,

extended grazing and grass-production techniques, highlighting the economic benefits of maximising grass production and utilisation.

The €6m donation for the establishment of the centre from the FBD family of companies should be matched by State funding, as was strongly hinted at by Minister for Agriculture, Food and the Marine, Charlie McConalogue, at the announcement of the initiative at Moorepark last month.

CAMPAIGN FOR JUSTICE

Hats off to Deputy Jackie Cahill who continues to campaign on behalf of farmer, Dan Brennan and his family who suffered grievous economic and emotional stress on foot of a suspected pollution episode on their north Kilkenny farm almost two decades ago. Culpability has never been proven but the indicators point towards potential emissions. Jackie took another opportunity to highlight the case in the Dáil during December and, despite the agriculture minister's absence from the chamber, made another compelling case for a full review of all pertinent evidence by an independent specialist. It could be said that absence of new evidence is not evidence of an absence of an external cause of the animal, grass and hedgerow harm that occurred on the Brennan farm.



A STEP CLOSER

Just before Christmas, we had some good news in relation to Irish beef exports when the Department of Agriculture, Food and the Marine (DAFM) announced that we had moved to the next stage in gaining access to the South Korean market. According to the DAFM, South Koreans are the highest per capita consumers of meat in Asia, consuming 53.2g per person (boneless retail weight), of which 11.4kg is beef. However, they are only 35 per cent self-sufficient in beef and rely heavily on imports to meet demand. It means we would have access to a market of over 50 million people and, according to research conducted by Bord Bia, Korean consumers place importance on high quality and 'naturalness' in relation to beef, so this bodes well for us.

It is also a welcome development after China's decision in November to suspend beef imports from Ireland once again after detecting an atypical case of bovine spongiform encephalopathy (BSE). The Chinese market had only reopened this time last year following a two-year suspension resulting from detection of another atypical case of BSE. We hope that a lengthy delay back into that market can be avoided this time. Regardless, the Government has been looking at breaking into other new markets to avoid having all our fingers in one beef pie, so to speak. Bord Bia is currently running an EU co-funded campaign to promote Irish beef and lamb in markets across South Korea, Japan, China and the US. The campaign began in June 2022 and will invest €4.8m over three years across the four markets. The campaign in South Korea builds on a previous EU co-funded campaign worth €3.8m implemented by Bord Bia that ran from 2019 to 2021 and engaged directly with over 650 South Korean customers. Bord Bia said that despite disruption from Covid-19, the campaign engaged with over 650 Korean customers directly through activities such as trade seminars and buyer visits to Ireland.

Bord Bia CEO, Jim O'Toole said that there will be a strong Irish presence at the Seoul Food trade show in June, complemented by seminars to further enhance awareness of Ireland as a beef supplier, and South Korean meat buyers will also travel to Ireland in June for a tour of beef farms and processors.

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TAMS 3 TRANCHE 2 – CLOSING DATE REMINDER

Following the announcement in mid-December of the extension of the deadline, farmers are reminded that applications for tranche 2 of the Targeted Agricultural Modernisation Scheme (TAMS) 3 is January 19. Advisors and farmers are also reminded that tranche 3 of TAMS 3 will close for applications on Friday, April 12, 2024, as previously advised.

Announcing the extension for tranche 2, Minister for Agriculture, Food and the Marine, Charlie McConalogue said it was 'to facilitate the timely processing of applications received since the tranche opened in July, particularly for those who need to carry out urgent works in early 2024'. The extension acknowledges, he said, 'concerns expressed by advisors about the time required to fully complete applications currently on hand'.

"I would draw particular attention to the requirement to have the necessary authorisations submitted to my department in a timely manner," the minister said.

"In this regard, all authorisations should be submitted by advisors by January 5 in order to ensure that applications can, in turn, be fully submitted by the new deadline."

SPRING MACHINERY SHOW DIARY DATES

Agricultural machinery enthusiasts, gear up! The annual Spring Farm Machinery Shows take place once again this year, in Millstreet, Balmoral, and Cavan. On January 10-11, the Green Glens Arena is the venue for the Millstreet event; on January 25-26, the Balmoral Show takes place in the Eikon Exhibition Centre, in Lisburn; and on January 31 and February 1, the Cavan Equestrian Centre will host the third instalment. According to organisers, each show will feature 200 exhibitors, providing a comprehensive overview of the latest machinery and agri-brands on the market including product launches and unique show discounts. Established industry giants and promising start-ups will showcase their top-tier products and services, as well as the latest in agricultural innovation, state-of-the-art machinery and technology designed to optimise efficiency and productivity, said show organisers. Doors open from 12pm to 10pm daily to accommodate the busy schedules of farmers and industry professionals, there will be free on-site parking, and hot food and drink facilities will be available also. Admission can be paid on the door.

"The Spring Farm Machinery Shows are a celebration of innovation, a gathering of visionaries, and a platform for the agricultural community to come together. Don't miss out on this opportunity to witness the future of farming unfold before your eyes," said a spokesperson.



Damien O'Reilly
EU Affairs and Communications Manager, ICOS

LETTER FROM BRUSSELS

Happy new year from Brussels. I joke that there are only two seasons here, winter and summer. The weather changes overnight in April and October or, at least, it feels like that. Right now, the cold would go through you as the saying goes. But things are going to heat up soon enough for around 700 MEPs as they go canvassing for re-election to the European Parliament. Already some MEPs are sub-letting their flats in the Belgian capital as they don their walking shoes.

One MEP was overheard before Christmas trying to sub-let their apartment to somebody who was looking to rent a new abode in January. "It is only for eight months," said the MEP, to which the potential renter replied, "You sound confident, from what I am hearing, I'll be able to lease it from you for a lot longer than that!" In other words, the chances of the MEP being returned are between slim and none.

European elections are tricky to predict. Of all the elections we vote in, people probably place the least value on these. But in my first 12 months here, I have seen firsthand the important role that the European Parliament plays. There was a time when it was easy to scoff that MEPs were on a big jolly in Brussels. Times have changed. Ireland will be getting one extra MEP in the next parliament because of the increase in our population. That means we will have 14 MEPs out of a total of 715. It puts into context just how small Ireland is. We like to think we are important and that everybody has a soft spot for the Irish. And while that is the case, we should no longer be under any illusion that we will get special treatment.

Farmers are still seething about how the Nitrates Derogation played out and there was a sense in some circles that the EU should have been kinder to us. That day is gone. There are 22 million farmers in Europe all thinking the same way. Whatever hope we have of our voice being heard, it can only happen if we elect MEPs who are committed to protecting the family-farm model of Irish farming. The turnout on election day in European elections is always around the 50 per cent mark, way down on general-election turnout. But if I was a farmer, I would be placing as much value on my EU vote as my Dáil vote. MEPs are co-decision-makers when it comes to EU legislation and there is plenty of legislation coming down the tracks under the EU Green Deal. Farmers are arguably more impacted by the decisions made in Brussels than any other industry. So, it goes without saying that farmers and their families should think about that when casting their votes. If I was a farmer, I would be looking at the candidate's credentials when it comes to their knowledge and vision for farming more than what party (or none) that they are running for. When they go to Brussels, they join like-minded political groupings anyway. It might be no harm to find out what political grouping our MEPs are aligned to, to give you a sense of how their larger group approaches agricultural issues as they are whipped by the larger grouping the way they are in the Dail. Election day is in June. If you are a farmer, you'd be mad not to vote.



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MSD EXPANDS SENSEHUB TO HELP FARMERS IMPROVE MILK QUALITY

MSD Animal Health recently launched new integrated SenseHub Dairy milk-monitoring solutions, which sees the addition of the SenseHub In-Line Somatic Cell Count (SCC) Sensor and SenseHub In-Line MilkPlus Sensor to the SenseHub portfolio. The new integrated offerings expand the existing reproduction and health-detection benefits of SenseHub behavioural monitoring technology, to provide additional actionable insights on SCC and critical milk data such as milk yield, fat, protein, lactose, blood and conductivity. The SenseHub Dairy ecosystem facilitates a 'fully connected farm offering, significant cost and labour savings for the farmer, while improving milk quality and overall udder health' according to MSD. Jack O'Connor, ruminant business unit director, MSD Animal Health outlined the challenges facing Irish dairy farmers and how improved data collection can help make informed

decisions to address these challenges. "If farmers cannot measure what is going on in the milking parlour, it is very hard for them to improve it. The SenseHub Dairy ecosystem is designed to be farmer-centric with all of the data and information available in one place to allow farmers to make timely, data-driven management decisions while allowing them to farm with more freedom." He continued: "The power of this technology is that it gives farmers the tools to be able to assess what is going on at an individual cow level, as well as at herd level. Although the industry has made great progress in adopting technology on farms over the last few years, the use of data is still at a very early stage, but the possibilities are endless, and we look forward to continuing to add to the SenseHub Dairy portfolio in the coming years." Speaking about the new offering Cara Sheridan, ruminant integration technical

manager, MSD Animal Health said: "The SenseHub SCC Sensor not only provides a visual alert during milking to allow for prompt intervention with cows with high SCC, but the data is also sent to the SenseHub system allowing farmers to use this information for udder health management; whether that is in the short-term drafting cows for examination or to separate them to avoid spread or long term for dry cow treatment selection and/or culling. While the milking tech allows for immediate intervention it is important to point out there is no interruption to milking time due to the in-line technology."

Kilkenny dairy farmer, Eamon Sheehan, has piloted the new integrated technology on his 200-cow farm in Cuffesgrange over the last lactation. Speaking of the benefits he said: "As a farmer, if I can't measure something I can't manage it. The dairy industry has been very exciting over the last few years with the amount of investment in technology. Having SenseHub milking technology installed is a step forward in running our farm as best as we possibly can both financially and from a freedom point of view. Now with the integrated SenseHub Dairy ecosystem, it enables me to have real-time data whether I am on or off farm. It's like having someone with your cows at all times."

SETU STUDENT RECEIVES FUNDING FOR PIG FEEDING SYSTEM RESEARCH

Wexford native, James Cullen, a PhD student in the Eco-Innovation Research Centre (EIRC) at South East Technological University (SETU) recently received funding of £3,000 through the Society of Feed Technologists' Edgar Pye Research Scholarship fund. A graduate of the BSc in Molecular Biology with Biopharmaceutical Science, and a final year PhD student, he was one of only three awardees of this competitive fund.

The award was based on his proposal to investigate the impact of sanitisation of a liquid-feeding system for pigs on the bacterial and fungal microbiota of liquid feed and of the liquid feeding system itself.

As part of the award, James was invited to present his findings at the Society of Feed Technologists/Pig Veterinary Society joint pig conference, held in Birmingham. Earlier in 2023, James was also awarded



the British Society of Animal Science (BSAS) Industry Prize Award, which was sponsored by Kepak. He presented his work on optimising the hygiene of liquid-feeding

systems for pigs at the 2023 BSAS conference. Based on his submission, James was shortlisted to give an additional presentation to industry representatives to highlight the impact of his research and based on this, he was awarded the industry prize.

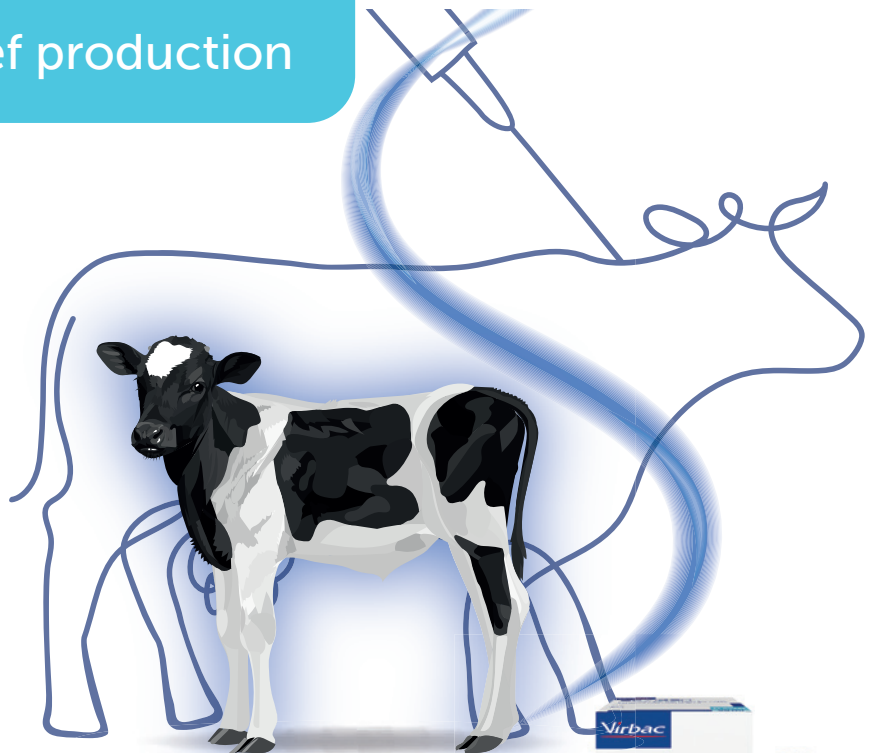
James' PhD focuses on the microbial quality of liquid feed for pigs and how strategies to optimise feed microbial quality might impact the feed and pig gut microbiome. The PhD is supervised by Professor Gillian Gardiner from the EIRC within SETU Waterford's Department of Science, Dr Peadar Lawlor from the Pig Development Department in Teagasc Moorepark, and Dr Paul Cormican from the Animal Bioscience Research Centre in Teagasc Grange. James is funded by an Irish Research Council Government of Ireland Postgraduate Scholarship, a SETU PhD Scholarship and a Higher Education Authority grant.

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END OF TERM

TIM CULLINAN CONCLUDED HIS FOUR-YEAR PRESIDENCY OF THE IRISH FARMERS' ASSOCIATION (IFA) AND HANDED THE REINS TO FRANCIS (FRANCIE) GORMAN WHO WAS ELECTED IN DECEMBER. HERE, TIM REFLECTS ON HIS TERM, THE CHALLENGES FACED, AND PROGRESS MADE

"It's incredible to look back at the huge upheaval caused by the Covid-19 pandemic," Tim says as he recalls some of the big issues from his time.

That was a society-wide challenge and farmers played their part in ensuring that fresh food was continually available during that global emergency. Little did we think that, in almost the immediate aftermath, the world would be facing into a war in Eastern Europe, with Russia invading Ukraine. That war has had a big impact on agriculture, not only in Ireland and Europe, but across the globe. The massive cost increases farmers have had to endure over the past two years have only recently abated somewhat.

"Right now, the Middle East is also causing a lot of challenges and trade disruptions and there is little certainty around how or when these conflicts will be resolved. The end result is that there is a lot of instability around the world and that makes the work farmers are doing here in Ireland, producing safe and secure food supplies, all the more important."

THE IFA LOBBYING MACHINE

Despite the pressurised and often firefighting nature of the role of IFA president, Tim says he enjoyed the experience: "It is always a privilege to represent farmers, whether that involves lobbying local and national politicians or working in Brussels to promote the needs of Irish agriculture in the capital of the EU. I have spent a lot of time in Brussels and across the other EU countries working with COPA/COGECA, of which I have been a vice-president. That role provided the opportunity to lobby and influence policymakers in the European Parliament, in the Commission or among the Councils of Ministers of the EU. IFA's strong presence in Brussels over many years has provided us with unrivalled access to policymakers on behalf of farmers."

A FOCUS ON CHANGE

The amount of change, he says, over the past four years has been extraordinary: "That runs from straightforward food production and agricultural issues to climate change and emission targets. One of the first issues I was involved in as IFA president was the setting of the climate emission and sectoral targets. We ran a massive campaign to secure a more reasonable and achievable ceiling. The Government was seeking a 30 per cent reduction from the farming sector

by 2030. We ended up agreeing a 25 per cent reduction in emissions and farmers have been very proactive in working towards those reductions. We can see the change already with farmers demonstrating, in practical terms, that they can and are reducing emissions on their farms. That shows that Irish farmers are taking their responsibilities seriously around climate change mitigation measures.

"What is a bit disturbing is that I don't think we are getting proper acknowledgement for our efforts or for the costs to farmers of implementing the measures associated with those mitigation strategies on our farms. The funding to support farmers on this journey has been totally inadequate.

"The Nitrates Derogation reduction was preceded by a serious campaign by IFA to maintain higher limits of production. I had several meetings with Commissioner Sinkevičius as well as the Taoiseach and other ministers around this issue. The outcome is very disappointing and, again, the Government must look at how it will support farmers who face livestock reductions and financial losses. Farmers cannot be expected to take all the financial hit for efforts that benefit everyone in society."

FARMERS FACE UNFAIR COMPETITION

Tim is particularly animated around unfair competition: "We are an open economy where our farmers export 90 per cent of what we produce. We need a licence to produce that food, with very high safety and quality standards. That comes at a significant cost. Meanwhile, we must compete with the likes of Brazil, Argentina, China and the US, where, quite often, the standards and regulations are well below those imposed on Irish and European farmers. Irish livestock producers have only one competitive advantage and that is our grass-based production system. I have been continuously making the point, especially in recent times, that our grass-based system must be protected. It is a high animal welfare system compared to confined livestock production across the world. The reality is that, overall, our production system is as close as is possible to organic farming without the label on it. That high quality must not be disadvantaged by blanket regulations, including the Nitrates Directive. Our production model is unique and should be treated accordingly. It is critically important to

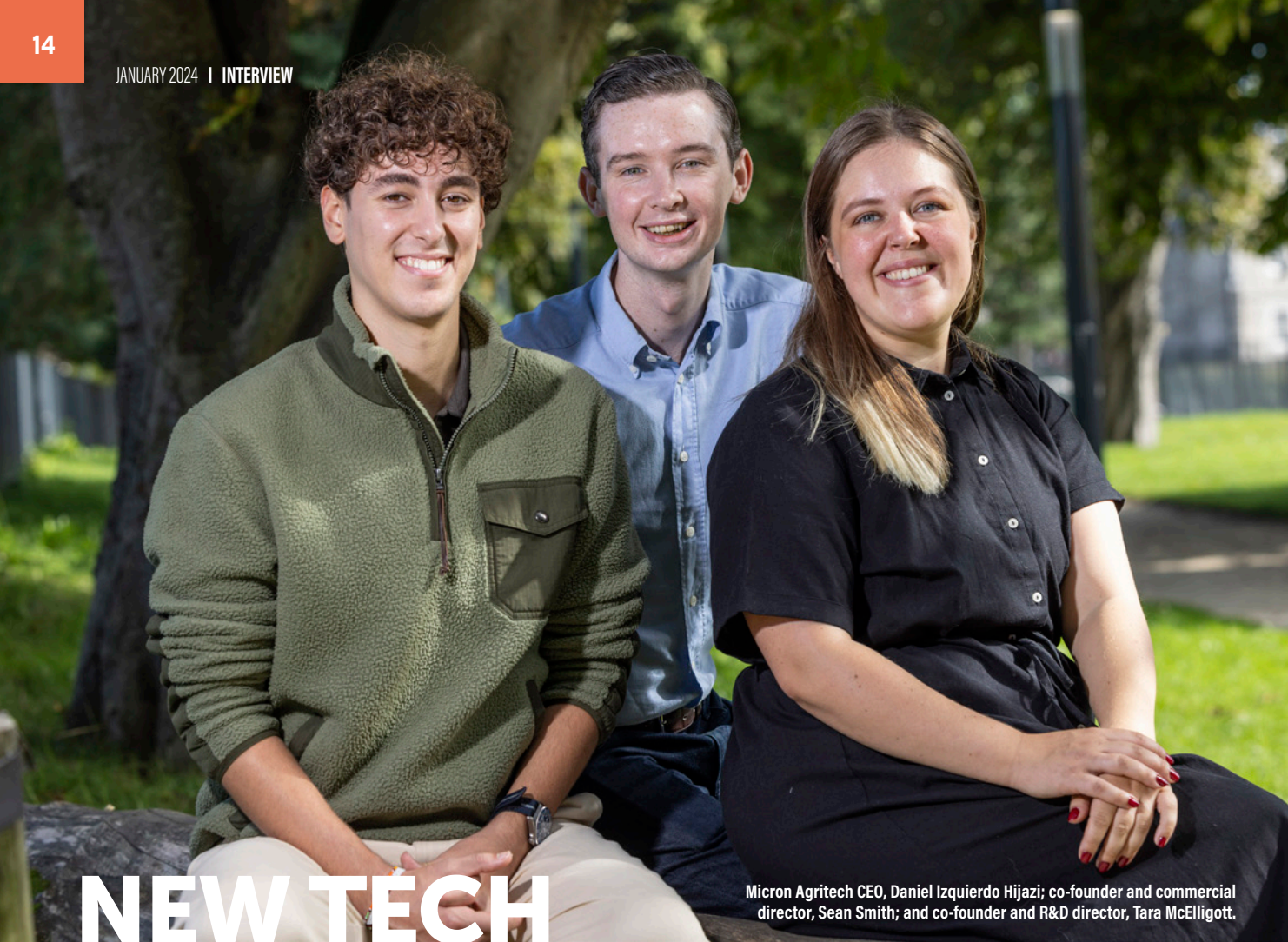
the marketing of our produce that we protect and maintain that grass-based model."

Acknowledging the potential of the recently secured PGI status for Irish grass-fed beef, he says: "With 90 per cent of our beef production exported, any differentiation or advantage that we can leverage in the marketplace is welcome and critically important. The PGI status is worthwhile and drives Irish beef in the right direction in markets where we are trying to add a premium to the base price. What needs to happen, as well, is to get the powers that be to establish a special brand around Irish suckler beef. The other positive thing that has happened has been the securing of €20m from the Brexit Adjustment Reserve for the genotyping of the entire national herd. That can bring a range of efficiencies to our livestock production. In addition, we will have the DNA of every animal in the country, which will provide total traceability to the farm of origin. That is why we should be able to have a premium attached to Irish suckler beef in the future."

A VOTE OF CONFIDENCE

The IFA introduced a new hybrid voting system under Tim's presidency. He sees it as a positive development: "I was closely involved in the development of the new voting model that provides more opportunity for members to make their leadership choices. The option to use a postal vote in addition to the historic branch voting system has been favourably received and voting numbers are up substantially, as a consequence. It is important that members have a choice, and our elected representatives will have a stronger mandate because of the changes to the IFA's voting system."

Tim recognises the challenge of bringing all farm sectors together and representing their sometimes diverse interests: "NFA/IFA has been in existence since 1955. The organisation has served farmers very well over those decades. The IFA has over 70,000 members and there will always be challenges in representing every sector, as we do. Ultimately, despite competition between different sectors, when it comes to working for the benefit of farmers, we all come together in a common cause. We must have a strong, united organisation, especially when there are so many challenges facing us all."



Micron Agritech CEO, Daniel Izquierdo Hijazi; co-founder and commercial director, Sean Smith; and co-founder and R&D director, Tara McElligott.

NEW TECH FOR PARASITE IDENTIFICATION

MATT O'KEEFFE TALKS TO DANIEL IZQUIERDO HIJAZI, CEO AND CO-FOUNDER OF MICRON AGRITECH, ABOUT THE COMPANY'S DEVELOPMENTS WITHIN THE AREA OF PARASITE IDENTIFICATION AND HOW IT CAN ASSIST FARMERS IN TACKLING ANTIMICROBIAL RESISTANCE

Micron Agritech is a new technology company that has huge potential in the livestock health sector. Founded in 2022, the company has a wide application potential in identifying parasitic infestation in livestock and the technology is affordable, applicable on-farm and provides immediate results. Daniel describes how the technology works: "We developed the system in TU Dublin and it is a spin-out from the

technological university. We began by looking at the issue of antimicrobial resistance to medication, which is becoming a major problem. In December 2022, we launched Micron Agritech. Since then, farmers and vets have been testing their animals for parasites through an app, using their mobile phones. The results are available within minutes through an AI (artificial intelligence) model. They can then decide whether the animals need medication or not. If they do need treatment, it can be targeted from the results of the test."

REAL-TIME RESULTS

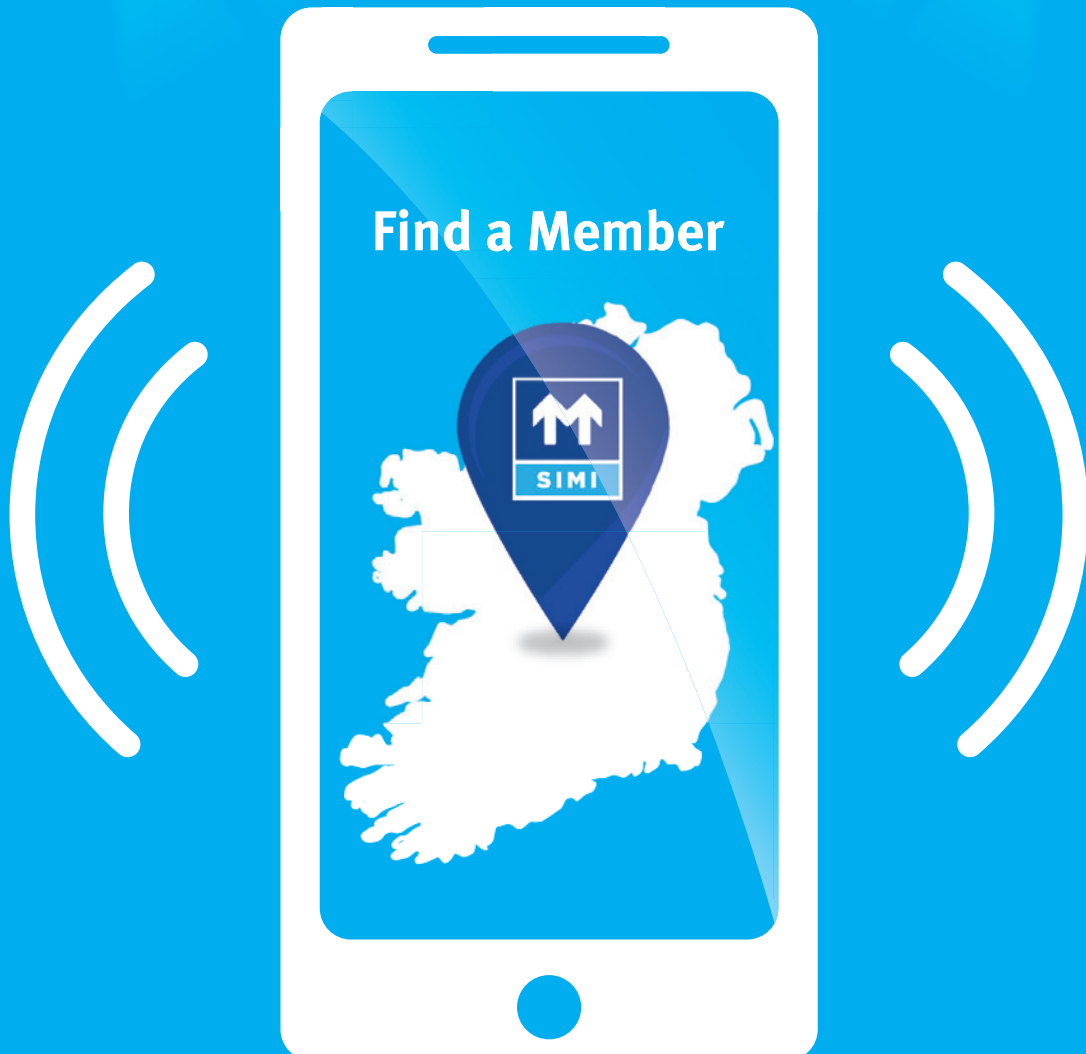
Daniel puts the new technology in perspective: "The alternative for decades has been to send samples off to a lab for testing and that could take up to five days to get results on which to act. Alternatively,

the practice was to treat routinely without clear indication of the presence or levels of infection. One of the most valuable assets farmers have is their time. Having to wait an extended period for lab results before treating animals is inconvenient as well as being sub-optimal for animal health if a serious infection is present. There can be a reduction in thrive and that ultimately costs money. With blanket preventative treatments, there is a cost that could be avoided or reduced depending on whether an infestation is present or not, and the level and prevalence of infection across the animal cohort. With our technology, animals can be tested with immediate results, and medication is then administered only where and when needed. That saves the farmer time, it saves on dosing costs and also ensures

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WHEN A FARM AND ITS LIVESTOCK BECOME RESISTANT TO A PARTICULAR FORM OF MEDICATION, THERE IS NOTHING A FARMER CAN DO. THAT'S WHY IT IS SO IMPORTANT THAT WE ARE USING THE MEDICATION IN THE BEST WAY POSSIBLE SO THAT WE CAN EXTEND ITS LIFESPAN AND EFFICACY

that if animals are infected, the treatment is targeted, outcomes can be optimised and the best performance from the animals is ensured."

REDUCED RESISTANCE

As the range of animal treatments and their efficacy reduces over time, the development of strategies to reduce antimicrobial resistance takes on a greater urgency, as the Micron Agritech he explains: "This is a really worrying development. We have seen a growing prevalence of resistance in the last few years. We only have a few active ingredients on the market, and it takes decades to develop new ones. When a farm and its livestock become resistant to a particular form of medication, there is nothing a farmer can do. That's why it is so important that we are using the medication as intended and in the best way possible so that we can extend its lifespan and efficacy as far as possible. With this system the treatment can be targeted, reducing the risk of resistance arising. In addition, by using the resistance testing procedure post-medication, it is possible to determine how effective it has been. That allows us to track resistance on individual farms and in individual herds."

GHG REDUCTIONS

The potential of Micron Agritech's parasite testing technology was recognised in 2022 when the company won a 'Best Start-Up' award at the Innovation Awards hosted by Enterprise Ireland: "That was important to gain recognition for the technology as well as to attract the finance necessary to develop and

roll out the system commercially. Because it is complex, it requires large funding to bring it to market. With that funding we have been able to scale the technology globally and we will make it as available as possible to the livestock sector across the world. Apart from the direct animal health benefits there are greenhouse gas emissions (GHG) benefits as well. Parasites live within the gut, lungs, rumen or liver of the animals. Where vital organs are compromised, there is a lowering of health and production efficiency. Reducing or eliminating parasitic infection increases feed efficiency. Emissions increase by up to 30 per cent with parasitic infection, and timely testing and treatment brings down the infection quickly, thereby reducing emissions from the animal," explains Daniel.

GLOBAL ISSUE

And this Irish technological development has global application says Daniel: "Antimicrobial resistance as well as animal parasitic infection are global challenges for livestock production. In addition, some parasites can impact humans. So, we take our mission very seriously in trying to reduce medication. What happens in animal health has consequences for human health. That makes it a global animal and human health issue. "We are constantly developing new tests to broaden the scope of the technology. We now have a fluke test, allowing us to test for liver and rumen fluke with the app and get results within minutes. Fluke is a very problematic disease with serious repercussions for animal health. After a very wet year in 2023, the incidences of fluke rose significantly and there is a likelihood that, as weather patterns change and farmers are being encouraged to

rewet some land, the incidence of fluke will rise in our herds. "Technology has a big part to play in assisting farmers and vets in tackling these diseases in our livestock to ensure that farms remain profitable by keeping the animals productive," says Daniel.

ROLLING OUT THE TECHNOLOGY

The development of novel technologies is an expensive exercise. Micron Agritech's approach is to make the technology as widely available and applicable as possible so that it is commercially viable for users: "Pretty much every region in Ireland is covered by our systems. They are operating in veterinary practices across the country as well as in agri-co-ops. Any farmer or vet or advisor can ask their vet or co-op about using the system. What is involved is essentially bringing a sample to the vet or taking a sample on site, with immediate results in minutes. From a cost perspective, a farmer is only paying for the test. Animal Health Ireland runs a TASA (Targeted Advisory Service on Animal Health) whereby every farmer is entitled to two free tests annually and a veterinary consultation for parasite management, and our system is approved for use under that scheme." The business plan for Micron Agritech includes entry into the UK market, which is in progress. Then the European market will be explored and, ultimately, the global potential will be exploited. That, Daniel says, includes Australia and New Zealand as well as North and South America. This will necessitate significant scaling over time to make the technology as accessible and available as possible to the global livestock sector. The world really would appear to be the limit for this Irish-developed livestock health diagnostics system.

Proven feed product recognised as a valuable methane reducer in dairy herds

The feed product SilvAir®, developed by Cargill, can make significant inroads into reducing methane emissions in dairy cows and it is now recognised as a valuable tool in the drive towards net zero milk production.

Methane is the most significant greenhouse gas (GHG) produced on ruminant livestock farms, typically forming 50% of total emissions, and therefore a major contributor to the farm's carbon footprint (CFP).

SilvAir® is already included on the Belgium Feed Association's list of technologies to reduce methane emissions and is, therefore, eligible for a government subsidy. In the Netherlands, the largest milk processor Friesland Campina lists SilvAir® in its list of options that qualify for financial incentives as part of its Focus planet sustainability scheme.

Other European countries are heading in the same direction. In the UK, DEFRA has stated that methane-reducing feed products are an essential tool to decarbonise agriculture and they plan to incentivise their uptake.

On-farm trials using SilvAir® in Ireland and the UK are being planned.

DUBLIN-BASED DAIRY FARMER TACKLES METHANE

John Grehan is committed to reducing his dairy herd's methane emissions as part of the drive towards net zero on the family's farm, which is at Ashbourne, near Dublin.

"We know it's coming - we're all going to have to reduce our carbon footprint and this, for dairy farmers, will mean reducing methane emissions," says John, who runs the 120-cow pedigree Holstein herd with his father, also called John.

Many measures to reduce the business' carbon footprint will also improve herd efficiency, so there are gains all round.

The Grehans have spring- and autumn-calving blocks of cows, originating from two consignments of in-calf Holstein heifers bought from Holland in 2003 to replace their original herd, which was taken out by bovine TB more than two decades ago.

John is keen to keep improving the herd's efficiency and sustainability. He sees that new, proven technology is key to this,

if it makes economic sense. Cargill's methane-reducing feed product SilvAir® is part of his plan, alongside genomic testing, and focussing on breeding and feeding management for efficient production of these already high yields (8500kg) and milk solids (4.78% fat, 3.64% protein) to supply to his buyer Tirlán.

Genetics are supported by a TMR fed year round comprising grass silage, some bought-in maize silage, distillers' grains, and straw. Cows are fed the TMR indoors for a few hours pre milking and immediately post milking during the grazing season.

An 18% pelleted parlour feed is fed at a rate of between 2kg and 3kg per head, depending on days in milk.

"Knowing that we have to tackle methane has been on my mind for a few years, and I can see it becoming mandatory down the line. The sooner we 'get on board' the better, so I took the plunge and asked McAuleys to formulate our blend with SilvAir®."

John has been using SilvAir® in the blend since February 2023 with no change in cow performance.

While John is taking a proactive approach to reducing his carbon footprint by incorporating measures that have also been shown to support herd efficiency, he remains a bit 'baffled' as to why there's not more 'talk' about it - certainly in Ireland.

He feels that Ireland and the UK are behind other European countries in incentivising dairy farmers to reduce their carbon footprint. "I can't understand what's holding them, and therefore farmers, back.

"I think the industry here is too focused on producing milk cheaply and not enough on the methane issue. We're behind other major dairy producing countries.

"Some milk buyers and governments are supporting the use of dietary methane reducing feed products and this would certainly drive things forward. Consumer pressure would help too.

"We've all got to do our bit to reduce the methane production per litre or kilogramme of milk solids and reduce our carbon footprint by following a clear road map," he adds.



SilvAir®

GUANOBOOST WAS FOUNDED FIVE YEARS AGO, OFFERING A NATURAL SOIL STIMULANT, REGULARLY REPLENISHED BY DEFECATING SEABIRDS, PROVIDING A RENEWABLE FERTILISER SUBSTITUTE TO EXISTING SOURCES OF SOIL NUTRITION. HERE, **MATT O'KEEFE** TALKS TO CEO STEPHEN DUGGAN ABOUT THE OPPORTUNITIES FOR DEVELOPMENT

A NATURAL FERTILISER

"Seabird guano is considered to be one of the best natural fertilisers in the world.

It has been called 'white gold' and wars have been fought over the product, such is its value as a nutrient for food production," says Stephen. With the widespread use of chemical fertiliser, the natural product, he notes, fell out of favour. "A method of mineralising guano has resulted in the production of a viable, usable fertiliser that can be easily transported and used on farms. The raw product goes into large vats where it is heated, agitated and fermented. All the nutrient value in the product is then released into a liquid concentrate fertiliser and bio-stimulant."

A UNIQUE PRODUCT

Guanobooost has several unique attributes, Stephen explains: "It has three elements in one. We call it the three legs of nutrient loading. It has nutrients and while the N, P and K composition are relatively low, the product is chelated, so it's in the correct form to be readily plant-available. There are more than 20 trace elements including boron and calcium. It also has carriers, including fulvic acid. The essential trace elements bind to

the fulvic acid, with the result being that the plant can take up almost all of the nutrients in the fertiliser product. The unique aspect of Guanobooost is the fact that it contains 90,000 beneficial bacteria per millilitre. That means when you put a litre of the product into the soil, you are putting 90 million of these microbes in, and these double in number every four hours. That restores soil health and allows the plant to access nutrients that often have become unavailable because of soil degradation from the continuous use of chemical fertilisers."

IN COMMON USE

Guanobooost is in use in several countries already, including South Africa and elsewhere on the African continent. There has been extensive trialling of the product, as Stephen confirms: "We started as a very small business supplying high-value vegetable producers in the Limpopo area of South Africa. One particularly interesting anecdote is that as a small business with around 20 clients and one silo manufacturing Guanobooost, in the first year of our production, our farmer clients experienced a very cold winter. In all farms using our

product, their plants recovered from the frost more quickly because of, we believe, the elevated photosynthesis, from the use of Guanobooost. That added to the reputation of the product and allowed the business to grow strongly. At this stage we are producing more than 200,000 litres of product monthly, servicing 3,500 commercial farmers across southern Africa."

Stephen's contention is that Guanobooost will work equally well on perennial ryegrasses as it does on the predominantly leguminous lucerne and alfalfa common in South Africa: "When we started production, farmers were mainly using our product as a supplement to their fertiliser programme. What they started seeing was yield increases, higher nutrient uptake and improved root development, resulting in more stress-resistant plants – whether that stress was from water deficits, heat intensity or cold conditions. When the fertiliser crisis kicked in after the war in Ukraine started, we had completed independent laboratory tests which identified that, in legumes, a strong yield increase was measured, of up to 17.5 per cent. On foot of those trials, farmers began to lower their NPK inputs, initially by 20 per cent, as



they began to build up the microbial health of their soils. At this stage, there are farmers who have reduced their NPK inputs by up to 40 per cent and are supplementing with Guanoboost. They are still maintaining yield under this fertiliser strategy, while protecting the long-term sustainability of their soils. "On some of the ryegrass farms using the Guanaboost product, farmers have eliminated N, P, K inputs entirely, replacing them with micro-doses of 12.5 litres of Guanaboost after every cut of silage or hay. They are finding increases in Brix levels, higher protein contents and, in many incidences, increased yields as the farms continually build up soil health." Brix testing can be used to measure sucrose found within vegetables and other plant-based foods. There is understood to be a direct correlation between a plant's Brix value and its taste, quality and nutritional density. Stephen continues: "There will be a plateau at some point. However, as a baseline, many farms are coming off a soil status with a lot of locked-in nutrients that are increasingly accessible from using Guanaboost."

APPLICATION TECHNIQUES

Guanaboost application requires no specialist equipment, Stephen explains: "It is normally applied through a boom sprayer. There is increasing adoption of drones to apply the product aerially. In South Africa, where there is a lot of pivot irrigation, that provides a mode of

application through the water system. Drone application has particular benefit in more hilly farms where boom sprayer application can sometimes be problematic."

Cost is often a determining factor in adopting novel technologies even if they do deliver obvious productivity increases. Stephen justifies the cost of Guanaboost: "While price points for use of the product in Ireland, for instance, have not been finalised, we estimate a cost in the region of €25/acre. If adopting the micro-dosing strategy, it is possible, we believe, to eliminate all NPK use on a farm. If used as part of an overall fertiliser programme, what we typically see is farmers reducing the chemical fertiliser component by up to 40 per cent, and supplementing with Guanaboost. Generally, that results in a cost-neutral fertiliser input programme."

ENVIRONMENTALLY NEUTRAL FERTILISER

Historically, the exploitation of guano resulted in environmental damage to deposits built up over hundreds of thousands of years. What makes the Guanaboost product environmentally safe is the fact that it is harvested from current deposits of the natural fertiliser, Stephen explains: "We have platforms constructed at sea off the coast of Namibia. There are six hectares of these platforms that produce over 1,200 tonnes of guana manure annually. That's enough for around thirteen million litres of product. One thousand litres are



IF USED AS PART OF AN OVERALL FERTILISER PROGRAMME, WHAT WE TYPICALLY SEE IS FARMERS REDUCING THE CHEMICAL FERTILISER COMPONENT BY UP TO 40 PER CENT

enough, in common practice on South African farms, to treat 40 hectares of farmland. That makes Guanaboost a very effective product. The interesting aspect is that the more it is used, the less is required. Typically, what we find is that farmers who have been using the product for a couple of years, are able to reduce the volume of product used.

"There is potential to increase output substantially, as we have a concession to cover up to 82 hectares of platform at sea. That makes production increases quite viable over the longer term as demand increases. Chile and Peru are other regions with the climatic conditions to optimise guana production on these off-shore platform constructs." Clearly, the product has potential. However, its efficacy under Irish grass and tillage conditions and soils needs investigative trialing to assess its economic and productivity values.



INTERCHEM (IRELAND) LTD, THE ANIMAL HEALTH VETERINARY SUPPLIER, IS AN INDEPENDENT IRISH-OWNED BUSINESS. IT PROVIDES RUMINANT, COMPANION ANIMAL, SWINE AND EQUINE PRODUCTS AND THE COMPANY HAS EXPERIENCED CONSIDERABLE GROWTH IN THE LAST NUMBER OF YEARS, AS MANAGING DIRECTOR, PAT O'CALLAGHAN TELLS
IRISH FARMERS MONTHLY



Pat O'Callaghan, managing director, Interchem (Ireland) Ltd.

PRIORITISING VET ENGAGEMENT

Interchem's product offering covers all species, with a key focus on specific segments, and this product range is supported by a technical support team and a marketing team. This structure has been in place for five years, Pat says. "It has helped our business to effectively address specific animal health challenges in each division's field of activity. For instance, as part of our large-animal work, we have focused on bovine reproduction, using our reproductive hormone range as part of the fixed time, artificial insemination sexed semen programme. That has helped our bovine reproduction business to grow significantly within the last two years."

ALTERNATIVES TO ANTIBIOTICS

Interchem's large-animal team has also identified calf health as another specialist area and is actively looking at measures that will reduce the unnecessary use of antibiotics in treating calves: "At Interchem, we are strong advocates for the responsible use of antibiotics. A key initiative we took in this regard was to partner with Precision Microbes to launch the Precision Microbes portfolio, which includes pro and postbiotics, in Ireland in 2021. This product is designed to improve gut health, support immunity in all species, and to provide protection including gut stabilisation."

In conjunction with Precision Microbes, eight

on-farm trials were carried out in 2021 and 2022. Calves were fed Precision Microbes (30mls per calf daily) from birth to weaning on all trial farms. Among the findings from the trial, it was reported that across all eight farms, a reduction of treatments and antibiotic usage was observed in calves given Precision Microbes on a long-term, daily basis up to weaning. A significant reduction in digestive disturbances/diarrhoea was also seen in these calves, Pat reports. In launching the Precision Microbes product, Pat says the company adhered to a principle that they apply across all their product sales and marketing: "Proof of concept is a cornerstone of the way we do business."

To develop our product portfolio effectively, we go directly to the vet and through them, we engage with the farmer to demonstrate what each product can do and show them the evidence. Together, the farm vet and the farmer have a more comprehensive herd health picture and understand our products and their capabilities."

ENGAGING WITH VETS

Pat says that Interchem's relationship with the veterinary community is vital to its business: "Apart from the independent merchants and co-ops with whom we deal through our PharVet business, a sister company of Interchem, most of our business is done through vets, and many of our product lines are vet-exclusive. We value that relationship, and we are continuously working hard to deepen it. We strive to provide 'value-add' to our customers including education events such as 'Lunch & Learn', webinars, and knowledge-sharing events as well as technical, business and marketing support. "For example, we recently hosted a webinar on prevalence, prevention and treatment of liver fluke for vets, featuring experts from Teagasc and UCD, as well as one of our own vets. Further examples are the vet farmer meetings, and we hosted 18 of those across the country this autumn."

INNOVATIVE COMPANION ANIMAL OFFERING

The companion animal team, in line with Interchem's overall strategic approach has defined its own target areas within the sector, including the companion animal immune system, pet behaviour, cardiology, pet nutrition and ophthalmology. "Our companion animal team is currently working on the introduction of an immunotherapy service that identifies allergens in pets and horses and facilitates the production of a vaccine tailored to the individual animal. There are existing treatments that work well but this immunotherapy innovation will be a valuable new addition to the solutions that vets currently have at their disposal. In the months ahead, our territory managers will

visit small animal clinics around the country and discuss its benefits with them."

WATER QUALITY

Interchem's swine division is also very veterinary-focused, Pat notes. An issue that's of particular concern to pig farmers is water quality in the pig unit. "We have a programme in place where we work with farmers and vets to test water for quality, the presence of pathogens and biofilm levels in the pipes – a bespoke examination for each farm. We then work with each farm to devise a plan specific to it." Pat says Interchem's equine division is at a nascent stage comparatively but is already showing significant potential: "Our equine division is growing with a fully veterinary-exclusive portfolio. We appointed a business manager to the division this year and the team is targeting osteoarthritis and joint conditions as well as gut health."



AT INTERCHEM, WE ARE STRONG ADVOCATES FOR THE RESPONSIBLE USE OF ANTIBIOTICS

COMPANY PERFORMANCE AND OUTLOOK

Although he's disinclined to share specific figures, Pat says the company is performing strongly across all its divisions. "We currently employ 36 people and we're growing faster than the industry average for the last few years, and that's in an industry which in itself has been performing well overall." What can we expect from Interchem in 2024? "We will be rolling out the immunotherapy service for companion animals across the country in the new year. Spring, of course, is a critical period for ruminants, so we will be working in close partnership with vets and farmers to address issues such as gut health, *Mycoplasma bovis* vaccine, and Q fever vaccine, a zoonotic disease in dairy cows." Interchem is already one year into a five-year plan, Pat says: "We are working to the plan

and it's a case of 'so far, so good'. At the same time, while the broader sector is performing well, we have to be cognisant of the serious levels of uncertainty out there in relation to certain market segments, such as the dairy industry and the question of how it will evolve. Fast forward eight to 10 years and who knows what we're going to see." However, Pat is confident that the company is well-equipped to deal with future challenges: "The experience and expertise of our teams, and our evidence-based, proof-of-concept approach to marketing, along with the emphasis we place on engagement with vets, farmers and end-users, provide a solid framework for the business and will stand us in good stead in the years ahead."

PHARVET – A FULLY OWNED SISTER COMPANY TO INTERCHEM

PharVet was acquired in 2011 and aims to promote best practice in hoofcare, anthelmintics and calf health including nutrition, and advocates a 'gold standard of calf-rearing,' according to Pat. "Our PharVet team is heavily focused on ruminants and works closely with vets. Our team takes a holistic approach to both hoofcare and calf-rearing, encompassing all aspects of the animal's welfare, as well as its economic value to the farm.

"The ultimate objective is to help the farmer with the best solution to rear a calf, whether goal-setting to optimise the journey of a heifer calf to when it's producing a calf itself, or the production of rumen and to optimise rumen function."

NEWLY LAUNCHED PHARHUB

A new launch from PharVet, PharHub is similar to VetHub (Interchem), according to Pat. "It is a very easy and convenient online ordering system, available 24 hours a day, seven days a week from a PC or mobile device."



BEEFING UP PERFORMANCE

THE HIGH ATTRITION RATE AMONG FARMERS ENGAGED IN DAIRY-BEEF PRODUCTION POINTS TO SIGNIFICANT CHALLENGES AROUND ANIMAL AND FINANCIAL PERFORMANCE. WHILE REASONABLE MARGINS ARE POSSIBLE AND BEING ACHIEVED ON MANY FARMS, ONLY THOSE FARMERS WHO PRACTICE THE MOST EFFICIENT ANIMAL AND PASTURE MANAGEMENT PRACTICES CAN EXPECT TO MAKE A PROFIT, YEAR ON YEAR

Teagasc is engaged in intensive research around the optimum management practices to reduce costs, increase performance and, ultimately, deliver profitability on dairy-beef cattle farms.

The organisation delivered an update on its dairy-beef rearing research at a recent beef conference attended by over 400 cattle farmers.

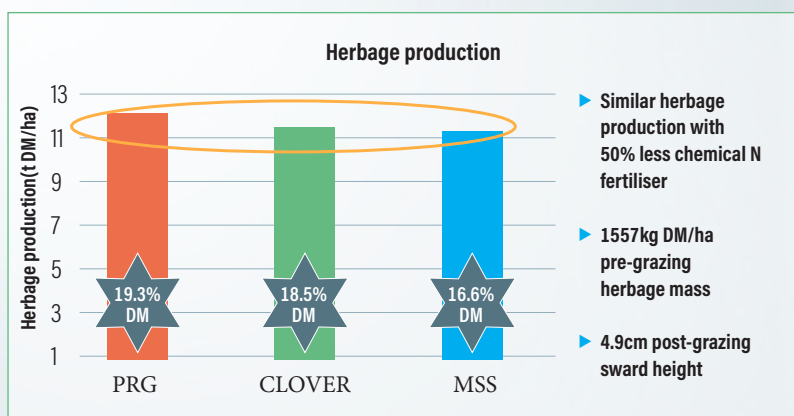
At Johnstown Castle there are impressive trials going on around pasture management, sward types, inputs and animal management which are showing that moving from traditional practices can deliver significant improvements in margins. Initial results from the trials were highlighted at the Teagasc National Beef Conference last November.

COMPARING SWARDS

Dr Ellen Fitzpatrick is engaged with her colleagues at Johnstown in comparing sward types to identify productivity improvements. An overall policy ambition from the research trials is to reduce slaughter age on average by three months and to reduce chemical nitrogen use by 20 per cent. In the background are the aims of lowering greenhouse gas emissions as well as potential nitrates leaching. Ultimately, if these aims are achieved, there is a commercial advantage around lower cost beef production. Incorporating legumes and herbs into pasture reduces the requirement for chemical fertiliser nitrogen and concentrate supplementation in grass-based dairy-beef

heifer systems. The positives extend beyond age and carcass weight improvements, with lower costs also achieved.

In the trials, dairy-beef heifers are consuming herbage from perennial ryegrass (PRG)-only swards, PRG + clover swards, and multispecies swards (MSS). The results show significant variations between the three sward types, with carcass weights of 243kg, 250kg and 249kg, at 19.6 months, 19.2 months, and 19.2 months of age, respectively. Being able to achieve a seven kilogramme increase in carcass weight at the same or lower slaughter age can be the difference between a mediocre and a decent return for the enterprise. Similar herbage production was achieved for all three pasture types, despite a



Live weight performance

	PRG	CLOVER	MSS	SEM	Significance
ADG (kg/day)					
1st grazing season	0.61 ^a	0.62 ^a	0.79 ^b	0.052	***
1st winter	0.65 ^a	0.65 ^a	0.68 ^a	0.031	NS
2nd grazing season	0.81 ^a	0.92 ^b	0.87 ^b	0.019	***
Lifetime	0.74 ^a	0.78 ^b	0.79 ^b	0.010	***

Slaughter performance

	PRG	CLOVER	MSS	SEM	Significance
Age (months)	19.6 ^a	19.2 ^a	19.2 ^a	6.5	NS
Slaughter weight (kg)	482 ^a	492 ^a	490 ^a	5.4	*
Kill out (%)	50 ^a	51 ^a	51 ^a	0.1	NS
Carcass weight (%)	243 ^a	250 ^b	249 ^b	2.7	*
Conformation score (1-15)	5.0 ^a	5.2 ^a	5.2 ^a	0.11	NS
Fat score (1-15)	8.0 ^a	8.5 ^b	8.6 ^b	0.19	**

Tables and graph supplied by Teagasc.

75kg/hectare reduction in annual chemical nitrogen application to the clover and MSS treatments.

The trials were standardised across the three systems, though with important variations in inputs. Nitrogen (N) use, for instance, varied from 150kg N per hectare for the perennial ryegrass swards, to 75kg used on the clover (red and white)/ryegrass swards and 75kg/ha also applied to the MSS.

ANIMAL PERFORMANCE

The crossbred calves were bought in at 20 weeks of age, averaging 159kg bodyweight. Angus and Hereford crosses were the chosen breeds. Initial pasture covers for all three swards was 1,300-1,600kg/ha with a 48-hour rotation operated. Post-grazing height was also standardised at 5cm. In the first year at pasture, significant performance differences were noted, with the calves on MSS and clover/grass swards outperforming the calves on grass swards. Overwintering performances were on a par, whether the silage was grass or other based. At slaughter, animals with body condition score at or over 3.75 were drafted, with most coming off grazing for slaughter and any not ready being finished indoors, boosted with 4kg of concentrate. The benefits of slaughtering off grass are clear, with indoor finishing costs

minimised or avoided entirely.

Ultimately, the biggest outcome was the higher performance of animals grazed on clover-mix and MSS. The list of positive outcomes is impressive and should form the basis for a long-term approach to cost-effective dairy-beef enterprises. Improved animal performance, reduced age at slaughter and reduced fertiliser inputs all combine to deliver increased profitability.

FURTHER RESEARCH ONGOING

A new study at Johnstown, initiated in spring 2023, was confirmed by Dr Fitzpatrick. It involves several variations on the theme of trialling performance around different sward types. The new trial is using the three pasture types, two separate maturity protocols and three slaughter ages. The reality is that Angus and Herefords will achieve a reasonable kill-out at younger ages and at lower carcass weights than heavier beef breeds. This trial around the potential performance of later maturing breeds, namely Limousin and Belgian Blue in this instance, should provide guidelines for farmers with those breeds in their dairy-beef enterprises. Slaughter ages will vary across 16, 19 and 22 months.

While the main performance outcomes from the Johnstown castle trials are the

most important, there were other notable observations that may prove somewhat significant over time. Dry matter in the multi-species swards was significantly lower on average, than in the grass only and grass-clover swards. That did not prevent comparable and even improved thrive from the MSS, even though that might have been an expectation, as higher dry matter would suggest higher intake potential and digestibility, presuming nutrient values are comparable.

There are some question marks over sward persistence in MSS. Changes in pasture management practices could reduce that challenge somewhat, but there may be higher re-establishment costs in the longer term, as essential species decline in the swards. Chicory and plantain, in particular, are important components in MSS. The absence of clear protocols for long term management of MSS is also a concern. Weed infestation must be controlled, no matter what the pasture composition. Sward replacement is a high-cost exercise and must be a consideration in the long term production cost structure for both animal and sward performance. Teagasc does seem to recognise these challenges and is exploring options to at least minimise the potential costs involved.

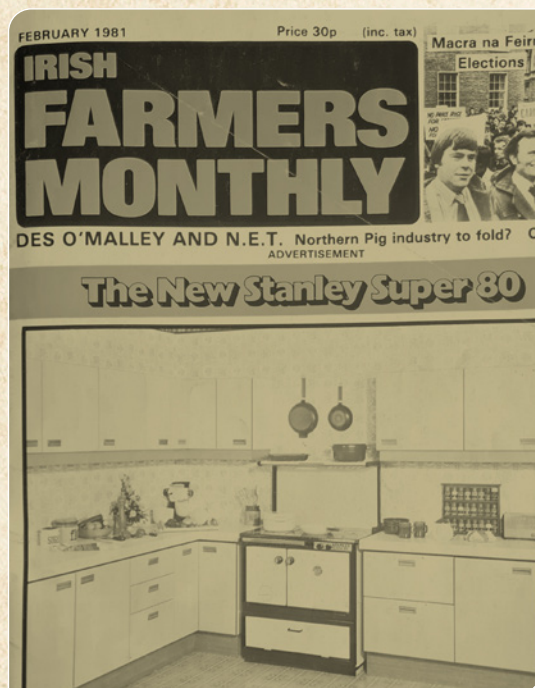


FIVE DECADES OF MEMORIES

THIS YEAR IS A BIG ONE FOR *IRISH FARMERS MONTHLY* AS WE CELEBRATE OUR 50TH BIRTHDAY. 'THE MONTHLY' AS IS IT COMMONLY AND FONDLY KNOWN HAS BEEN A FAMILIAR, CREDIBLE AND DEPENDABLE SOURCE OF AGRICULTURAL NEWS SINCE ITS ESTABLISHMENT. WE WILL MARK THIS MILESTONE WITH A SPECIAL EVENT, AND SOME OTHER SURPRISES ALONG THE WAY, AND EACH MONTH WE WILL BRING YOU A FLAVOUR OF THE NEWS, VIEWS, AND ADVERTISEMENTS THAT FEATURED ACROSS THE FIVE DECADES. WE HOPE YOU ENJOY THIS TRIP DOWN *IRISH FARMERS MONTHLY* MEMORY LANE WITH US



In February 1981, we ran a double-page spread of images entitled 'The people on the march' comprising photographs taken by Tom Brett and Eamonn O'Dwyer. The above, displaying a banner for *The Monthly*, is one of the images that showed farmers and various farm bodies uniting in solidarity.



The Stanley cooker was a feature of so many homes in the 1980s and the farming community was very much a target audience back then as the entire front page of this particular issue carried an advert for the Waterford company.



Nobody could mussel in on John Geraghty from Letterkenny in Donegal who won first place in this popular fishy caption competition in 1981. John was the sole recipient of £25 squid for this fine effort!



John Bambrick, John Joe Dunne and Flor Riordan were the focus of this feature by Tony Heffernan as they declared themselves candidates for president of Macra na Feirme in early 1981. Flor Riordan from Carrigaline, Cork, would eventually be elected and would serve as president from 1981-1983.

A snapshot of some of the issues that readers were contacting the editor about in early 1981.

Letters to the Editor

Anti-Apartheid appeal to farmers

Dear Sir,
The Irish Anti-Apartheid Movement is heartened by the unprecedented reaction by all sections of society to the shameful decision of the Irish Rugby Football Union to tour South Africa in May of this year. Within a few days of the decision being announced, it is already clear that a moral consensus of opposition to this act of collusion with apartheid South Africa has been clearly established. Over 40 organisations and individuals representing every facet of Irish life attended the meeting called by the IAAM. It was unanimously agreed that a coordinated nation campaign to stop the 81 tour should immediately be launched and the strength of public opinion fully mobilised. Internationally, the campaign is also gathering force.

The following actions were agreed on at the meeting:
1. **VIGIL AND TORCHLIGHT PROCESSION** on the eve of the first rugby international of the season in Dublin, which takes place between Ireland and France on 7th February. This will take place on **FRIDAY 6th FEBRUARY** at 7.30 p.m., assembling at the Wolfe Tone monument in St. Stephens Green, Dublin.

The IAAM wishes to emphasise that it has no plans to disrupt the international. The Movement has no quarrel or dispute with the spectators at the match, where both teams are selected on merit, without regard to considerations of race or religion. The demonstration will manifest the strength of the moral revulsion at the IRFU's decision to tour South Africa, and make clear to the IRFU that they should not interfere with the similar desire of South African sportsmen to play and be selected on the basis of merit, not skin colour.

2. **NATIONAL PETITION** A huge drive to obtain signatures to a national petition opposing the tour is at present being undertaken. The closing date for the petition is 28th February 1981.

3. **LOCAL ACTIVITIES** It is planned to distribute thousands of leaflets explaining the objections to the tour to rugby players and supporters all over the country. This started on Saturday 24th January, when leaflets were given out at the trials in Llandowen Road. Special activities are being launched in Belfast, Cork, Galway and other centres. Ad hoc 'Stop the Tour' committees are to be set up all over the country.

4. **GOVERNMENT ACTION** The Government and the Minister for Foreign Affairs have been commended by the UN Special Committee against Apartheid for

their prompt and vigorous condemnation of the proposed tour. However, the IAAM points out that a heavy responsibility lies on the Government to ensure that it takes all necessary steps to induce the IRFU to

withdraw from the tour. In particular, all benefits, direct or indirect, accruing to the IRFU from remission of rates and VAT must be withdrawn, and neither the President nor members of the Government nor any State-sponsored body should provide any form of support to the IRFU. State-funded bands should not play at matches. A special appeal to public representatives to withdraw their support was also made.

5. **INTERNATIONAL ACTION** Among Ireland's friends in Africa and the Third World, the reaction has been one of amazed incredulity at the news of the proposed tour. Ireland is seen as one of the few sincere western supporters of the liberation of the people of South Africa, yet a team bearing Ireland's name is shortly to tour the land of apartheid and play the oppressors at their national game. The IAAM will request the United Nations Special Committee against Apartheid, in cooperation with the Supreme Council for Sports in Africa, to include Irish rugby administrators and players who take part in the tour on their new Boycott List. This list will then be circulated to all African and friendly countries, who may then decide to take appropriate punitive action. The Supreme Council for Sport in Africa will be requested to take appropriate action if the tour goes ahead.

The IAAM will contact other anti-apartheid and solidarity groups to mobilise against the tour, and actions are already being planned in Wales and New Zealand.

6. **DOCUMENTATION** The IAAM has prepared detailed documentary material setting out the situation in sport in South Africa, and refuting the memorandum published by the IRFU. It is high specious of the IRFU to justify a major act of collaboration with apartheid by reference to the fact that sanctions in areas of lesser Irish collaboration with apartheid have not been uniformly adopted. Undoubtedly, the issue of fair play for all in sport has evolved a tremendously broad range of support for our campaign. Nevertheless, the Movement is pleased to note the number of new opponents of the tour who have related the issue of collaboration in sport with South Africa to the wider question of total disengagement from South Africa. The sporting boycott is only one aspect of the IAAM's policy of total disengagement.

Irish Farmers Monthly, February 1981 7

Bank cheque charge

Sir — The four big banks, as they are referred to, must be congratulated on performing a miracle. They are increasing the cost of signing a cheque to 15p (3s. in the old money), yet a spokesman for them says it will not increase their profits. What are they going to do with the extra money — give it to charity?

With the two biggest banks making over £40,000,000 profit yearly now, it would have been fitting for them to reduce the cheque charges to the public. They would then give an example of being realistic in the nation's financial crisis and perhaps start a move to halt the non-stop rising prices of everything.

The greed for gain, for more money, is one of the curses our country is suffering from, with strikes by workers every day. The banks must be found guilty of fanning the flames of inflation. And to be logical, have we not the right to presume that lowering the cheque charges would not decrease their profits?

HECTOR LEGGE,
18 Warwick Villas,
Dublin 6.

Farm Centre Session

Those living within reasonable distance of the Dublin Farm Centre are invited by the Guild of Agricultural Journalists to attend a traditional concert on Monday February 2nd.

Commencing at 8.30 pm, the Farm

These days, value, service and quality mean everything.

To the hard pressed farmer, it's good to know that essential reliability and after sales back-up needn't cost the earth. And with Ursus they simply don't. The nationwide dealer network means there's an Ursus man near you. He'll be delighted to discuss your questions on Ursus Tractors and how they can save you thousands of pounds. And he'll be happy to meet you without commitment. That's why he's there. Contact him today. You'll be glad you did so, tomorrow.



Polish tractor manufacturer, Ursus, was targeting the hard-pressed Irish farmer of the 1980s via its nationwide dealer network. Ursus tractors had a reputation as a reliable budget tractor. Basic and easy to maintain, they sold well in Ireland, mostly to mixed farmers. Today, the brand isn't carried in Ireland, but the C-385 is still being manufactured. It is a compact machine with 86hp.

Irish Farmers Monthly, February 1981 11

As the closing date for nominations for the Macra na Feirme presidential election approaches, there are now



John Bambrick, Kilkenny

John Joe Dunne, Laois

Flor Riordan, Cork

Three candidates declared

Sometime in the afternoon of April 4th next, at the Farm Centre in Dublin, Seamus Hayes will go to the rostrum and announce the name of the man who will succeed him as President of Macra na Feirme for the next two years. Although nominations for the position of President of the organisation do not officially close until the 14th of this month, it is as certain as anything can be that the Tipperary man, in his capacity as Returning Officer for Macra elections, will announce the name of one of the three candidates who have already declared themselves — Flor Riordan from Cork, John Joe Dunne from Laois or John Bambrick from Kilkenny. Whoever the successful candidate is, he will be taking over at a time when the influence of Macra and the problems facing the farming community have both reached unprecedented levels.

While it is only natural that the activities of Macra should be overshadowed by those of the IFA and ICMISA, people sometimes tend to forget the long and distinguished history that the organisation has played in Irish agricultural life. The achievements of Macra na Feirme since its modest beginnings in 1944 have been quite considerable. The first of the 'national' farming bodies, it was from Macra that the N.F.A. (later IFA) was established in 1955. Macra also established the weekly newspaper the 'Young Farmers' Journal' which was later to become the more familiar 'Farmers' Journal'. Macra directly established Macra na Tuaithe and was involved, more indirectly, in the foundation of the ICMISA. The Farm Apprenticeship Board and the Farm Proficiency Awards Programme are just two of the other important developments initiated by Macra na Feirme.

PRESTIGIOUS POSITION

With the expansion of farming since EEC entry in 1973 farming organisations have adopted a much higher public profile. IFA are all things to all people — a page in the national press.

Report and analysis by TONY HEFFERNAN

years ago, and the President of Macra na Feirme, particularly during the office of Seamus Hayes, has become a personality known and widely recognised, even outside the farming community. The Presidency of Macra na Feirme is now certainly the third or fourth most important farming position in the country. Only the Presidents of the IFA and ICMISA and T.J. Maher in his dual capacity as ICOS President and member of the European Parliament enjoy more prestige.

candidate in the next general election. Another politician to have held the office is Michael Noonan the West Limerick T.D., who achieved some degree of fame last year, when his new miking parlour was officially opened by the Taoiseach, Mr. Haughey.

PERSONALITY AND PERFORMANCE

Macra na Feirme Presidential elections have a certain air of unreality about them. The candidates do not have policy platforms as such, and no written manifestos are normally produced, so the outcome is more likely to be determined by personality and performance rather than policies. The public campaigning is done at various county executive and branch meetings throughout the country which the candidates are invited to address, but between now and April 4th there will also be much telephoning and quiet lobbying by the candidates and their supporters of the members of the 366 affiliated branches.

It is generally accepted that the favourite at this stage, before the contestants officially go to the post, is Flor Riordan, a quiet-spoken 30 year old, unmarried farmer from Carrigaline in County Cork. Flor has been involved in the running of the family farm for as long as he can remember, as his father died when he was quite young. The farm now runs to 95 adjusted acres and Flor is in the area of liquid milk with between 95 and 100

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Cómhluht Siúcra Éireann
(early among the nations builders)

A full-page advert in 1981 from Cómhluht Siúcra Éireann (CSE), advertising the important domestic sugar sector. After the Sugar Manufacturing Act was passed in 1933, following a crisis in the sector during a dark economic period, sugar manufacturing was privatised in Ireland. Three factories were built in Mallow, Thurles and Tuam and operated by CSE. However, the Thurles and Tuam plants closed in the early 1980s, as production moved to Mallow, and another plant in Carlow. The latter ceased operation in 2005 and the former in 2006, and sugar production in Ireland was no more.

and I manage
at on one
and one brown
his morning

The Government's
policy is
very fishy

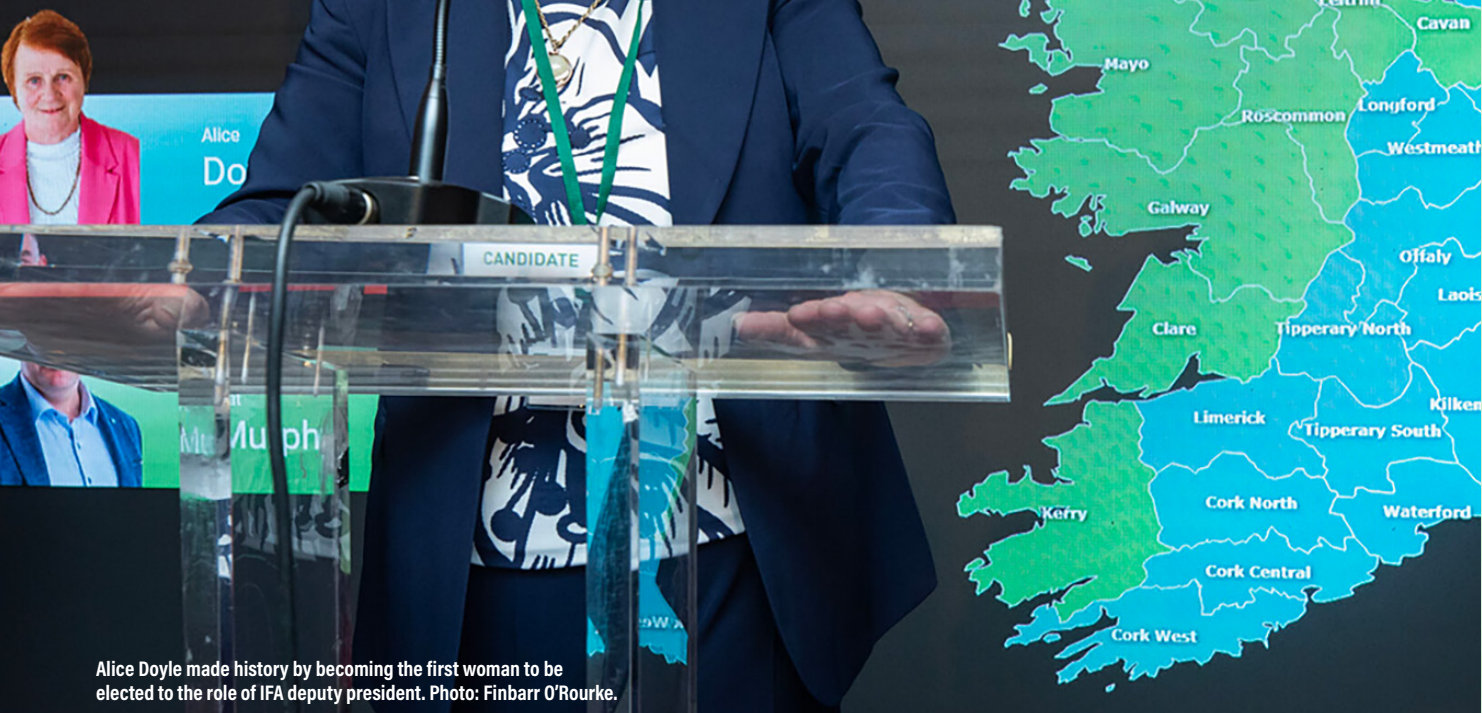


Branches Progress

941 / 941 Branches Completed

Doyle: 56%

Murph



Alice Doyle made history by becoming the first woman to be elected to the role of IFA deputy president. Photo: Finbarr O'Rourke.

HISTORY MADE AND NEW FACES AT THE HELM

AS WE ENTER 2024, FORMIDABLE TEAMS OF NEW LEADERS HAVE BEEN ELECTED IN THE TWO MAJOR FARMER REPRESENTATIVE ORGANISATIONS, THE IRISH FARMERS' ASSOCIATION (IFA) AND THE IRISH CREAMERY MILK SUPPLIERS' ASSOCIATION (ICMSA), AND HISTORY WAS MADE AS A WOMAN WAS ELECTED DEPUTY PRESIDENT OF THE IFA FOR THE FIRST TIME

The Irish Farmers' Association (IFA) has elected Francis (Francie) Gorman as its president for the next four years. The Laois-based cattle and sheep farmer was previously South Leinster regional chairman of IFA as well as holding several representative roles in his native Laois. Francie won a two-candidate presidential election by a margin of 3,489 votes against his opponent, Limerick dairy farmer, Martin Stapleton. Out of the approximately 30,000 votes cast, Francis won 16,699 first

preferences. As an observation on the vote spread across the country, it was notable that Martin secured majorities in all Munster counties while Francie was the more popular choice for IFA members in all other counties across Leinster, Connaught and Ulster. The novel introduction of a personal member postal vote alongside the traditional IFA branch vote was seen as a success, increasing the total numbers of votes cast by almost 7,000, and is likely to remain in place for future IFA elections.

HISTORY MADE

There was a groundbreaking election of a woman to a top IFA position when Alice Doyle was elected as the organisation's deputy president. No woman has previously held either of the two primary roles in IFA. Alice, who farms with her husband, Tom, in Wexford, comes with an impressive representative and administrative pedigree. She served as national secretary of Macra, as chair of the IFA's Farm Family Committee, and has been an IFA activist for many



Francie Gorman pictured with his son, Tom and wife, Kay, as he became the 17th president of the Irish Farmers' Association. Photo: Finbarr O'Rourke.



Kilkenny milk producer, Denis Drennan, is president of the ICMSA.

years. Outside of her farmer representative roles, Alice was an impressive principal and administrator in several primary schools across her native Carlow and in Wexford before retiring to farm full-time. Her sole opponent in the deputy presidential election was Pat Murphy, a Galway farmer who, like Martin Stapleton, pledged his ongoing support to the IFA and the newly elected presidential team.

FOCUS ON FARM INCOMES

An affable individual with a personal touch, Francis (Francie) Gorman's communicating and negotiating skills should be well-honed after his roles over 25 years in the IFA as Laois County chair and secretary, Farm Business Committee representative, and his latter position as South Leinster chair. He has set his focus on farm incomes for his tenure as president and there will be no lack of pressure in that area during the

next four years. His proposition for a €15,000 environmental scheme, open to all farmers, is ambitious. As a former rugby player, he will understand the analogy that it is one thing to have possession of the ball but putting scores on the board for farmers will define his success as an IFA president.

DENIS DRENNAN TAKES ICMSA REINS

The changing of the ICMSA guard brings Kilkenny milk producer, Denis Drennan to the top role. Denis has a long history of involvement in farmer representative politics, starting with his participation at local, county and national levels with Macra. That grounding obviously whetted his appetite, leading him to take on several roles in the ICMSA before assuming the presidency, unopposed. Denis was appointed deputy ICMSA president two years ago and was previously ICMSA's Farm and Rural Affairs Chairman, which he used effectively to highlight the dichotomy between an EU cheap food policy and environmentally sustainable food.

Denis replaces Pat McCormack who held the ICMSA presidency for the past six years. Outside of his ICMSA roles, Denis has used his leadership qualities to good effect as Kilkenny LEADER Partnership chair and he has been a member of Fóram Uisce, the water quality group. Recognised as an abrasive and effective negotiator, Denis Drennan will need all his skills as farmers face a myriad of challenges in the coming years. Tipperary man, Eamon Carroll replaces Denis as the association's deputy president.

Turn to page 85 where Denis pens his very first ICMSA column as its president.

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MESSAGES

- Make new year resolutions – they will give you focus.
- Five ways to wellbeing – practice them.
- Keep an eye out so that things don't slip.
- Use nitrogen and slurry efficiently this spring.
- Measure grass covers to make the correct decisions.
- Are you ready for calving and calves?
- Use Mark Cassidy's spring checklist to make life easy.



By Matt Ryan

POSSIBLE NEW YEAR RESOLUTIONS

- » If you continue to do the same thing/things that you always did, you can expect the same results that you always got. Therefore, be prepared and able to change with this 'new era' of environmental dairy farming. This is the era of:
 - Computer/phone/high tech: are you as literate as you need to be?
 - Milk price volatility: are you risk-managing it within the farmgate?
 - Detail (not generalities): are you up to speed on choosing your AI bulls (do you know what 'predicted difference' means in this context)?
 - Detail on how to grow 15-17t of grass DM/ha: have you the knowledge to do so with lower levels of nitrogen?
 - Larger cow herds: are you able to deal with all the requirements?
 - Dealing with employed staff: are you competent to do so?
 - Managing all your farm resources: are you managing your farm to its optimum – answer thoughtfully?
 - Environmental care and carbon foot-printing: are you aware of what you must do to comply? Is your attitude positive to this end?
 - If the answer is no to any of these questions you must make a plan to inform/educate yourself and the farm team, so that you are 'staying up with' the new dairy-farming era.
- » New year's resolutions are a very good idea because they help to focus our attentions on the most important priorities of our life.
 - Life is moving so fast now, both outside and inside the farmgate, that we can easily lose sight of the most important things in life.
 - Expansion has taken us into a new world of managing scale, managing the environment and managing people.
 - Farmers are more stressed by being over-worked, over-borrowed, over-pressurised by the speed of environmental change required, not being able to source labour but, more importantly, not being able to communicate clear instructions to staff, be they employed or family.
 - Inadequate or volatile income is also a contributory factor to stress.
- » Write your goals/targets down NOW because things have changed a lot over last few years.
 - The people who have goals are more likely to achieve them when compared with those who haven't goals.
 - They will put you more in control and make you less likely to be stressed.
 - If you don't know where you are going, how do you expect to get to where you should be?
- » Set yourself some short-term and long-term personal goals:
 - 'I will work X number of hours per week.'
 - 'I will play golf/train a team/etc, one to two times per week.'
 - 'I will go out with my partner once per week.'
 - 'I will go to see my children play sport or another activity every time.'
 - 'I will join Macra or Toastmasters.'
 - 'I will become a more active member of my Discussion Group.'
 - 'I will do a night class to broaden my contacts and knowledge.'
 - 'I will exercise two to three times per week – jogging, yoga, pilates, etc.'
 - 'I will prepare for retirement in five, ten, or 20 years.'
- » Let me remind you of some specific farming goals you should have for 2024.
 - I will (today) fill the Dairy Profit Monitor for 2023. This is a total waste of time if you do not get a detailed report from your adviser and sit down with him and other family members to review the last year before moving on.
 - I will use the Cost Control Planner in 2024.
 - Most dairy farmers are miles off the pace on financial management. In fact, they don't do any and expect to be ok at the end of the year.
 - I will plan to increase farm profit by 10 per cent in 2024.
 - This will be challenging as we have drifted towards high-cost, high-output farming in the recent past.
 - I will increase my herd EBI by €5-€10 per cow per year.
 - You must milk record in 2024 – the ICBF's Cow's Own Worth is a great new innovation and cannot be compiled without milk recording.
 - You must fill the ICBF Herd Health form.
 - You must have a breeding plan for 2024 – use the Sire Advice for this.
 - You must have a fertility plan for 2024.
 - You must condition score all your cows five times in 2024 so as to improve fertility and milking performance – write down the dates now.
- » On the grassland management front you should aim to achieve the following:
 - Have cows 270 (target 280) days, and 250 days at grass on dry and wet land, respectively.
 - Feed only 500kg meal to produce 450-500kg MS/cow at a stocking rate of 2.6 cows/ha.
- » Animal health has a major influence on farm profit:
 - Deaths and ill health will reduce sales and increase veterinary and medicine cost.
 - Prevention must be high priority.
- » Farm office (I am not a lover of caravans for this): I am a great believer in having a big farm office where staff can meet for tea and lunch if they bring their own.
 - Protocols, work routines, work/milking rotas, etc. should all be listed on the walls/whiteboard.

- Meetings with people dealing with sales, co-op, vet, adviser, bank, etc. can and should take place here and not in the home.
- » To 'do' most of these, there may be many things you should stop doing:
- » Jobs that could be done by others and remove tasks that are not 'simple' to do or fit in with an 'easier life'.

FIVE WAYS TO WELLBEING

- » Recently one of my groups had a talk from Mental Health Ireland and a very good leaflet was provided to go with an excellent presentation. I briefly summarise it but log into www.mentalhealthireland.ie for more details.
- » While it is most important to maintain good farming practices to reduce risk of injury and possible loss of life, it is equally important that we maintain wellbeing practices to reduce the risk of mental health challenges and illness.
- » The five are:
 - Connect.
 - Be active.
 - Take notice.
 - Keep learning.
 - Give.

CONNECT

- Social interaction and feeling valued by other people are fundamental human needs.
- They cushion us against loneliness and isolation.
- Research shows that people with good social connections are happier and healthier.
- Farmers, particularly dairy, must create off-farm opportunities, such as golf, cinema/theatre, local games, cycling/walking, voluntary work, gym workouts, etc so as to provide oneself with good self-care.
- Join a bridge, a 45, or whist club.
- » Be active:
 - Regular physical activity promotes physical and mental health and general wellbeing, as well as lower rates of depression and anxiety.
 - Planned exercise releases endorphins that make you feel more alert, more energised, and better able to cope with challenges.
 - This increased energy will improve your awareness which will reduce the risk of farm accidents.
 - Surveys show that farmers are a lot less fit than they think, therefore, make off farm physical activity a regular habit – it will also be sociable.
- » Take notice!
 - When a farmer is very busy there is a risk of physical and mental overload.
 - As a result, the body can become physically exhausted and the mind vulnerable of being cluttered; the result is possibly an accident.
 - The most practical thing to do is stop, pause, collect your thoughts by being aware of all the good things around you on the farm and family.
- » Give:
 - Giving can make you feel good about yourself.
 - It is very satisfying when your time, words and deeds benefit others and appreciation is expressed.
 - Giving can be mentoring a staff member, connecting with a

neighbour or friend that is struggling. Recently, a friend rang me up out of the blue, inviting me to go for a pint as I was due to have a hip operation in the following week – it was a surprise consideration.

- Be kind to yourself in every way possible – it is not a selfish thing!
- » Keep learning:
 - The more we keep our brain stimulated the more we thrive, no matter the age.
 - In the present environmental driven society, it is essential that farmers learn new ways of farming, even if challenging but it will be motivating and rewarding. Farmers are allowing themselves to be over-stressed by the present farming requirements by not knowing the possible solutions.
 - We must be interested in other topics other than farming so as to be interesting when we meet others,
 - Education and Training Boards provide excellent education programmes – learn a new language, carpentry, welding, photography, etc.
 - Young farmers should join Macra – it should be mandatory!
- » I challenge you to tick off these bullet points that you participate in for self-care.

KEEPING AN EYE OUT

- » It pays to be on top of things because there is money to be made in checking on animals during the house phase.
- » At least two to three times per week, walk through all animals in pens watching out for:
 - Animals not feeding when others are.
 - Lamé or tender animals (remove from group and treat).
 - Empty animals (is she/he sick?).
 - Injury (remove from group immediately).
 - Bullying (take out the bully as they prevent resting and regular feeding).
 - Lice, coughing, scratching, etc. (dose and/or treat).
 - Sore eyes.
 - Dribbling, etc. (check for IBR and pneumonia).
 - Abortions (check if salmonella the cause).
- » Cows should be put through the footbath on three consecutive days once per month to prevent lameness.
- » All vaccinations, where possible, should be done in January to reduce the workload in February-March (Zoetis promoted this concept at the Dairy Day).
- » If you haven't vaccinated for leptospirosis, do it now.
 - All breeding animals including the heifers for the bull in 2024.
 - If salmonella scour was a problem in calves last year, vaccinate now – talk to your vet.
- » Cows that are within 30-40 days of calving should get 100g/day of pre-calving mineral:
 - Ensure all cows are getting it.
 - So, you need a wide feeding face and throw it on the silage twice a day (three times if feeding face is less than 1.5 ft/cow).
- » The beneficial effect of the dry cow mastitis tube is now ending:
 - Cow is at greater risk of mastitis.
 - Stress must be minimised (each cow needs one cubicle) as her life is more stressed as she gets near calving.
 - Cubicle beds must be cleaned every day and passages must be cleaned two to three times/day.
 - Use lime, sawdust or chopped straw on the beds.

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FOLLOW-ON MILK

- » Calving and calf houses must be 'at the ready' for the imminent calving season start – some cows will calve five to 10 days before expected.
 - Clean, disinfected, and well-aired without draughts.
 - Have your calving jack, all back-up requirements in-place as well as all gates secure.
- » Body condition score (BCS): You can't do much now about February calving thin cows, but fat (3.4+ BCS) should be put on restricted/poor quality feed.
 - Yearling heifers should now be 47% of their mature body weight or approximately 260kg.
 - If less than that they can make 320 mating weight target by now feeding 2-3kg meal (18-20% P) with good silage.

USE NITROGEN AND SLURRY EFFICIENTLY

- » We are only growing 50-70% of the grass quantity we could and must grow on our farms due to:
 - Poor soil fertility – we should never again allow this to enter the debate on farm walk, as it is too obvious.
 - Poor grass varieties.
 - Poor grassland and grazing management practices.
- » An absolute necessity now is to get a soil test done.
 - Act on the recommendations. There is no point in complaining about big tax bills if your soil is deficient in the major nutrients.
- » Nitrogen: This year, use all protected urea – it is more effective than all other sources on N loss and efficiency considerations.
 - Spring N, when applied at correct time and in optimum conditions delivers up to three weeks' extra grass.
 - Target paddocks that have been reseeded, dry and are nutrient-rich.
 - Best results from N are got when soil temp is 5.5+ degrees.
 - From late January/early February, you must apply 23 units/acre on 66% of the milking platform. Get this chore out of the way in January.
 - Where you will be applying 2,500 gallons/acre on covers less than 700kg DM, don't apply ant bag N; that will be 30% of the milking block.
 - Never, ever apply N to paddocks that have recently got slurry.
 - For heavy land all dates should be delayed 14-21 days.
- » Lime: There is no fertiliser more important than this and it gives best value for money. I don't know what words to use to get you to apply lime – but you are wasting your time farming without having soil Ph 6.3+.
- » Phosphorous and potash: As a result of all the environmental

talk, many farmers don't know how much P and K to use:

- As a basic requirement apply two bags 0:10:20 on grazing fields three to four bags 0:7:30 on silage fields – both must be reduced with reduced when slurry used.
 - For phosphate you require 50kg/ha to lift ppm by one and 2kg/ha to raise potash the same amount.
- » Slurry spreading: Spread as per your zone dates – anyone abusing this must be 'called out'.

Table 1. Slurry nitrogen value per 1,000 gallons by method of spreading.

	Splash plate	Dribble bar	Trailing shoe	Injection
Spring	6 units N	9 units N	9 units N	11 units N
Summer	3 units N	6 units N	6 units N	9 units N

- From now, we must never use a splash-plate to spread slurry because two-thirds of the N is lost to the atmosphere.
 - We must spread 80% of all slurry before mid-April because 50% of the N is lost in summer.
- Paddocks getting slurry should have covers of less than 700kg DM.
- Use the umbilical system – it is brilliant as you minimise roadway damage, soil compaction and you will free up labour.
- » When planning to spread fertiliser or slurry, use the weather forecast to be sure you have two to three dry days after spreading.
 - Don't spread within 1.5 yards of a river, stream or well.

MEASURE GRASS COVERS

- » From January 20 on, measure the farm grass cover.
- » With this information you will:
 - Know what the winter growth was.
 - Be able to identify paddocks which will have covers of 700-1,000 kg DM for grazing in February, which is 30% of the milking block. Identify paddocks that should get slurry (using LESS) and paddocks that should get pro-urea.
 - Identify paddocks suitable for grazing in wet/dry conditions.
 - Have a whiteboard farm map where you record all your plans. that is when slurry, fertiliser applied and ground conditions.
 - Ideally your opening AFC (average farm cover) should be 900-1,000kg.
- » Get your Spring Rotation Plan and Grass Budget done so you are



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able to roll in February.

- » Having identified the paddocks most suitable for grazing in February, based on the area per day as per spring planner and when the bag N has been applied put up the wire fences for the daily grazing areas in the first two weeks of Feb.
 - This will save on a time-consuming task during the first busiest weeks of the year.

ARE YOU READY FOR CALVING AND CALVES?

- » Calving: Feed minerals and meals if cows are thin. But make absolutely certain that cows or in-calf heifers aren't getting too fat – restrict their intake.
 - Feed mineral, 2-4oz per head per day to cows and heifers for 42 days before calving. March calves should not get any until January 20.
 - As cows must calve in body condition of 3.25-3.5, thin cows must get meal, particularly if silage is poor, and fat cows must be on restricted silage.
 - As dry-cow mastitis treatment is now wearing off it is essential that cows and particularly heifers are kept on clean beds to avoid early lactation mastitis.
 - From your records, list out your cows' expected calving date on your diary.
 - Have the calving equipment and houses ready.
- » Calf rearing: The calf house must be clean, disinfected, well

aerated, the calf feeding equipment at the ready, adequate calf rearing space, etc.

- To avoid or minimise John's disease, isolate calf from the cow, only feed colostrum from mother and feed milk substitute to replacement heifers. Don't feed bulk 'new' milk to replacements, but this is OK for males.
- Buy a refractometer now to test colostrum quality.
- » Milking: Servicing the milking machine – get a qualified agent.
 - You should shop around for liners and rubberwear.
- » Mastitis: Keep the animals' environment very clean and minimise feeding and bullying stress.
 - Move the 'expectant' cows into the calving area seven to 10 days before and practice nighttime silage feeding.
 - If mastitis in heifers has been a problem treat seal them four to six weeks before calving.
- » Long working hours: Rest well and get relief help, even at this late stage, if short.
 - Your working-day duration will be long – 12-16-hours – so be sure to get help to divide that workload safely before accidents happen due to tiredness and running from one job to the next.
 - Being tired will result in you being cross, irritable, impatient, not able to think straight, and not respectful of family/employees/other farm visitors. Be honest – have you been like that? If in doubt, ask your partner or another family member.
- » Ragwort problem: Spray in early January with MCPA or 24D.

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**References available on request*

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MARK CASSIDY'S CHECK LIST

With Mark's permission I publish this very useful task checker. You can add or subtract to suit your own circumstances (tick the box when done):

- ☐ In-calf heifers – teat sealed on December 20.
- ☐ Train in-calf heifers to milking parlour.
- ☐ Clip in-calf heifers' tails.
- ☐ Silage analysed for DMD, UFL, PDI and trace elements.
- ☐ Dry-cow diet, feeding plan in place, and supplementation purchased if required.
- ☐ Thin cows sorted and fed to gain 1 to 0.5 of a condition score.
- ☐ Dry-cow minerals ordered to compliment silage mineral results.
- ☐ Make out a list of daily and weekly jobs and allocate who does what and completion time to each job.
- ☐ Vaccinate cows for calf scours and dose with Zanil on the same day.
- ☐ Vaccinate cows for IBR at end of January.
- ☐ Fence reels repaired or replaced – number required.
- ☐ Temporary fencing posts purchased and stored at central point – number required.
- ☐ Roadways cleaned and repaired.
- ☐ Fences checked and repaired.
- ☐ Grazing plan for spring and paddock splitting plan done and displayed in dairy.
- ☐ Temporary fences put up immediately after pro-urea is applied on January 20.
- ☐ Woodchip ordered.
- ☐ Woodchip pad and calving shed ready for calving.
- ☐ Calving gates working properly.
- ☐ Straps for moving downer cows.
- ☐ Sled with ropes to pull calves out of cubicles.
- ☐ Calving jack, leg ropes – two sets, head rope/eye hook.
- ☐ Disposable long-sleeve obstetrical gloves.
- ☐ OB lubricant in a squeeze bottle.
- ☐ Oxytocin to give cows after difficult births, or with twins, or dead calves.
- ☐ Headlights and flashlights (with batteries that work!)
- ☐ Calf shed cleaned out and repaired.
- ☐ Calf shed and teat feeders disinfected.

- ☐ Teats – make sure that the calf-feeder teats aren't perished. Order spares and replace.
- ☐ Update calving and calf shed procedure sheets.
- ☐ Containers to freeze colostrum and system for thawing same.
- ☐ Electrolytes in stock.
- ☐ Iodine navel disinfectant – around 10-15ml per navel (330x10ml) = 3.3L.
- ☐ Stomach tube – 4L Speedy Feeder x 3 with spare tube lid.
- ☐ Milk feeding pipe, nozzle and meter cleaned and working/calibrated.
- ☐ Order spare waterproofs.
- ☐ Replace any broken or blown lights.
- ☐ Clean out meal bin, augers and feeders. Set feeders to 3kg/cow/day.
- ☐ Change liners and cracked rubberware, service milking machine.
- ☐ Order coloured leg straps, tail tapes and udder marking spray.
- ☐ Order teat dip, clean and service teat sprayers.
- ☐ Order CMT liquid and test paddle – number required.
- ☐ Hydrated lime – adequate to disinfect cubicles 3x1t bags.
- ☐ Calf tags ordered.
- ☐ Calf taggers in good working order.
- ☐ Small tagging toolbox stocked up – tag box, pen, taggers and iodine.
- ☐ Print labels for tag box.
- ☐ Fit labels to tag box.
- ☐ Injectable antibiotics for cows/calves, prescribed by your vet.
- ☐ Sterile syringes and needles.
- ☐ Calcium and magnesium injectable, flutter valve and hook/stand to hang up bottle.
- ☐ Tetany/milk fever – 'grab bag' fully stocked.



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LEADERSHIP IS DOING THE RIGHT THINGS
– PETER DRUCKER.**

A VERY HAPPY NEW YEAR TO ALL OUR READERS!

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SYSTEM **DRIFT**

IT WAS CLEAR FROM THE PRESENTATION MADE BY JOE PATTON, HEAD OF DAIRY KNOWLEDGE TRANSFER WITH TEAGASC, AT THE ORGANISATION'S DAIRY CONFERENCE, THAT THERE IS SIGNIFICANT SYSTEM DRIFT ON MANY IRISH DAIRY FARMS

It is clear that this is eroding competitiveness and profitability.

Joe outlined the main aspects of this profit erosion and speculated at the driving forces around it. As well as presenting key trends in cost structure on Irish dairy farms, he highlighted the value of dairy cost benchmarking as a business development practice.

MILK PRICE DRIVER

One of the major questions to be answered is whether high milk prices in 2022 drove changes in inputs. The same question must be asked as to whether higher input prices also affected usage. Joe outlined the implications for profitability from changes in farm inputs and farmer reaction to milk prices.

The Teagasc dairy head used a selection of dairy farms, with analysis gleaned from the Teagasc Profit Monitor database, to explore and confirm the key trends in terms of management practices being pursued over time. Using the data he showed worrying

changes in costs, inputs and efficiency that suggest a trend towards higher cost and lower profitability over an extended period of five years. To ensure his findings were accurate and targeted, Joe analysed data from one hundred specialist dairy farms over several years. Larger scale and higher intensity specialist dairy farms were chosen, with labour costs and land lease charges excluded from common input costs, so that viable comparisons could be made without the distortions associated with individual farm circumstances.

While it should be noted that this multi-year dairy farm financial analysis included the extremely disruptive input cost surge associated with the Ukrainian invasion, the long-term trends are still valid. The main findings were that purchased feed costs increased at almost twice the rate of fertiliser, while total fertiliser cost changed by 110 per cent due to tonnage price. By comparison, the total feed cost change was influenced by 65 per cent due to tonnage price. That

immediately points to a significant increase in feed input volumes.

PASTURE UTILISATION LINKED TO MARGIN

Joe stood back and looked at the fundamentals of profitable dairy farming. His absolute contention is that pasture utilised has a strong positive relationship to margin per hectare. That, he insists, is a consistent fact across years with very different price/cost bases.

On the other side of the equation, Joe pointed out that milk yields (or solids) have a weak relationship to margin per hectare, with a moderate to weak relationship to margin per cow. Again, his conclusions are that these equations are maintained over the longer term, with no effect from either milk price or input cost variations.

This moderate to weak relationship of profitability with solids per cow is a core principle of dairy profitability. Ultimately, he said, increased concentrate feeding rate in 2022 gave negligible milk response.



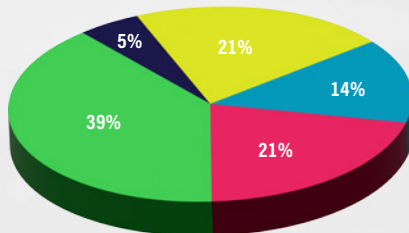
An associated observation was whether the increased concentrate feeding was compensating for changes in farm forage budgets. In other words, whether less grass was being grown and/or utilised on farms. The Teagasc speaker emphasised the strong relationship between cost per litre and margin per hectare and warned that discipline on cost control is not a 'low milk price year' activity.

The dairy farm finances analysed by Joe showed that farmers did respond pragmatically to high fertiliser price by reducing application rates by 10 per cent. Did this, in turn, lead to lower forage grown with the necessity then to compensate by increasing concentrate feed input volumes? There are clear contradictions in farmer reaction to higher input costs, from the input analysis. For instance, while higher fertiliser prices were seen to drive down fertiliser inputs on farms, the same action was not seen in how farmers reacted to higher concentrate prices. Was there some other

vector acting in the background, to some extent or other? Weather conditions, for instance? Periodic droughts are becoming increasingly common and farmers, in at least some instances, may decide to curtail fertiliser applications when there is evidence that there is no grass growth benefit. On the other side of that equation, farmers might increase concentrate inputs during those forage deficit periods. That observation, however, does not fully explain the Teagasc analysis of longer-term trends that flatten out occasional fertiliser/concentrate changes on farms due to climatic conditions.

Analysis of change in costs.

Proportion of change in common costs per cow 2019-22



Purchased feed cost increase at almost twice the rate of fertiliser.
Total fertiliser cost change: **110%** due to tonnage price.
Total feed cost change: **65%** due to tonnage price.

- 21% Other variable costs
- 14% Common fixed costs
- 21% Fertiliser
- 39% Purchased feed
- 5% Contractor

A FALSE PREMISE?

Ultimately, the question must be asked as to whether farmers consider, inaccurately, that concentrates offer a better return on investment than fertiliser. That would seem to be the rational explanation if only because, as Joe points out, increased concentrate price did not lead to a reduction in concentrate usage, while it seems that higher fertiliser prices did provoke a reduction in volumes applied. The substitution of one input (fertiliser) for another (concentrate) is a rational response to input cost changes, provided it makes economic sense. Joe is adamant that this particular response does not make sound

economic sense. Examining 2022 high milk prices, Joe considered whether those high milk prices were the stimulant to feed extra concentrate for marginal response. If so, he is clear that there is little or no economic value in that decision. The average response, Joe points out, was 0.35kg milk/kg additional concentrate. Even at high milk prices, the figures do not add up, he concludes. Without the deep analysis that Joe was able to undertake, it is easy to see how high milk price may have masked the lack of economic response to additional feeding.

Change in feed budget metrics.

	2019	2022	Difference
Cows	163	182	19
Farm SR	2.42	2.46	0.04
Milking SR	2.99	3.04	0.05
Solids per cow	497	511	14
Milk litres per cow	5,965	6,060	95
Concentrate kg per cow	1,028	1,299	271
Fertiliser N per ha	213	194	-19
Grass utilised per ha	9.40	8.90	-0.50

A CLEAR MESSAGE

Joe was unambiguous in his messaging around the drivers of profitability on Irish dairy farms: "Pasture utilisation is a key driver of dairy farm profit per hectare. However, pasture utilisation declined by 0.5t DM per hectare across farms in 2022. That points towards less focus on grass growth with increased feed supplement rate for little change in milk output. The record profits in 2022 were driven by milk price increases, not by efficiency gains." He added that cost per litre is strongly linked to margin per hectare and advised that it is essential to maintain cost control focus, independent of changes to milk price.

PLAN AHEAD FOR OPTIMAL CALF HEALTH

Calving time is, undoubtedly, a stressful time on every farm. When a calf-disease outbreak is thrown into the mix, calving time reaches new levels of mayhem.

With calving season 2024 just around the corner, it is important to have a plan of action thought out for the new arrivals. Calves born shortly will be the future of the herd. They deserve the best care available.

The calf is not born with a robust immune system. At birth, calves are highly vulnerable to disease and very much reliant on that first feed of colostrum. Colostrum, otherwise known as beastings or even liquid gold, is rich in nutrients and, more importantly, antibodies. The calf only starts to show detectable levels of its own antibodies at around three weeks of age. These may not reach protective levels until weeks or months later. Antibodies absorbed by the calf through colostrum help the calf to resist disease until its own immune system can cope with challenge.

Time is of the essence in colostrum feeding. The calf's ability to absorb antibodies decreases by the hour while colostrum quality decreases by 4 per cent every hour post calving. Thus, it is vital to adhere to the '3-2-1 rule': three litres, minimum, of colostrum, within the first two hours, from the first milking for the first feed. Colostrum quality should be assessed before feeding to calves. A score of 22 per cent, or greater, using a Brix Refractometer is optimal. High-quality colostrum can be further boosted with antibodies against calf scour through vaccination of the dam prior to calving. Calf scour is the most common cause of death in calves under one month of age. Some of the most common agents associated with calf scour in the first few weeks of life include *Escherichia coli*, rotavirus, coronavirus and cryptosporidia.

CAUSES

Calves affected by *E. coli*, rotavirus or coronavirus scours can become rapidly dehydrated and require intensive care, which is particularly exhausting during the busiest time of the farming year. Furthermore, the damage caused to the intestinal lining



ELEANOR BRADY
RUMINANT VETERINARY MANAGER,
MSD ANIMAL HEALTH

by these scour episodes can result in reduced daily weight gain and a failure to thrive thereafter. While hygiene and timely colostrum feeding are of utmost importance here, vaccination also plays a key role in disease control. In-calf cows and heifers can be vaccinated with Bovilis Rotavec Corona once between 12- and three-weeks pre-calving. Through vaccination of the dam, antibodies against *E. coli*, rotavirus and coronavirus are provided to the calf through colostrum feeding at birth.



Cryptosporidium is a parasitic cause of scour in calves. Severe dehydration is also seen here. Large numbers of cryptosporidium eggs are shed in faeces, spreading the parasite between calves. Infected calves shed millions of eggs per day, with only 17 eggs needed to infect another calf. After 20 years of research, a vaccine against cryptosporidiosis has been developed. Bovilis Cryptium is administered twice to in-calf cows and heifers between 12

and three weeks pre-calving, with protection against cryptosporidiosis provided to the calf through the colostrum. This vaccine should be used along with your usual cryptosporidiosis control measures and, like any vaccine, under the guidance of your vet. Calves suffering from scour are 17 times more likely to develop pneumonia – another common obstacle encountered on farm during calving season. An episode of bovine respiratory disease, often referred to as pneumonia, in the first eight weeks of life has been shown to have long lasting effects. For the dairy heifer calf, one study reports a 525L reduction in milk produced in her first lactation, while another study reports a 15-day delay to the start of her first lactation. Beef calves can take up to two months longer to finish in the aftermath of calfhood pneumonia.

The usual suspects in young calf pneumonia are two viruses: RSV and PI3. RSV and PI3 are circulating on most farms. Bovine coronavirus, widely recognised as a cause of scour, has become more and more recognised as a cause of respiratory disease. The virus was found on 57 per cent of the Irish dairy farms sampled in one recent study. Respiratory viruses compromise the immune system, meaning that the calf is more likely to succumb to further disease, such as bacterial pneumonia. Luckily, we can vaccinate calves against these viruses. Bovilis INtranasal RSP Live protects calves against RSV and PI3, while Bovilis Nasalgen-C protects calves against respiratory bovine coronavirus. These vaccines can be administered in different nostrils on the day of birth, giving the earliest possible cover against three viral causes of pneumonia.

VACCINATIONS

Calf health has come a long way. Disease protection solutions are more advanced than ever before. Vaccinations before birth for scour and at birth for pneumonia help farmers get ahead of the game. Speak to your vet today about implementing a strategic calf-health vaccination protocol on your farm – your future calving-time self might just thank you.

Bovilis[®] Rotavec[®] Corona



Defend against calf scour



Protect your calves against

- ✓ Rotavirus
- ✓ Coronavirus
- ✓ *E. coli* F5(K99) and F41

ASK YOUR VET ABOUT BOVILIS[®] ROTAVEC[®] CORONA

Bovilis[®] Rotavec[®] Corona emulsion for injection for the active immunisation of pregnant cows and heifers to raise antibodies against *E. coli* adhesin F5(K99) and F41, rotavirus and coronavirus. Withdrawal period: zero days. Legal Category: ROI [POM] NI [POM-VPS]

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Plots mid-season

THE RIGHT TOOLS

KEVIN McDONNELL, PROFESSOR CROP SCIENCE & BIOSYSTEMS ENGINEERING AT UNIVERSITY COLLEGE DUBLIN, HIGHLIGHTS SOME KEY RESEARCH PROJECTS THAT ARE SEEKING TO EQUIP CEREAL FARMERS WITH THE RIGHT DIGITAL TOOLS TO AID DECISION-MAKING ON THE FARM



Kevin McDonnell, UCD.

Farmers have always used their expertise and intuition to make decisions, day-to-day, which impact on the efficiency of their business. Knowing the soil, understanding the impact of weather, applying previous experience to help improve decision-making – all these things help to inform farmers when they are planning in both the short and long-term. But in this new digital era there is the potential to apply much more accuracy to this decision-making process and, currently, there are a number of research projects in UCD aimed at creating digital tools to help cereal farmers improve their practices.

DECISIONS, DECISIONS

Professor McDonnell explains: "Every cereal farmer, every day, is making hundreds of

decisions, but what we want to look at is: are they making the best decisions? And what is the data source for these choices? A lot is simply intuitive, in the grower's mind, but we want to try to offer a more accurate option; to digitise all of these decisions and help farmers become more efficient, more sustainable and, ideally, more profitable. "One example of research currently underway here is the DIVINE project – an EU-funded project looking at how we can develop a fully digital model for cereal production. This would then offer a tool that can be used by farmers/agronomists and researchers to better understand all the variables and options when managing the farm. So, if our head researcher at Lyons farm wanted to decide on which crop would be best to grow, he should be able to go through all the

ag cur sonraí cruinne agus indeimhnithe ar fáil d'fheirmeoirí a bhfuil ag obair chun spriocanna Phlean Gníomhaíochta ar son na hAeráide a bhaint amach.

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Field biomass and root scans.

relevant data on a laptop – looking at soil terrain, crop varieties, weather conditions etc. – and be guided towards the best decision. We are trying to build the right digital tools to do that.” This project involves walking through every single step of a growing season, capturing the data and offering an interactive tool to help farmers use that information. “For example, we work with the Department of Agriculture, Food and the Marine on the recommended list on what to grow, which is great, but as a PDF it is not interactive and we can’t ask it questions – maybe there is a better way?”

Professor McDonnell explains, for example that developing a seed selection tool means that farmers can understand which seeds to use if it is a heavy soil with high moisture content or a dry sandy soil; and developing smart tools that can plant, count and distinguish weeds from plants and assess plant growth and germination will mean

that farmers don’t need to guess with only a visual assessment. “We need to quantify our choices, move away from solely using intuitive knowledge and get more accurate and hopefully more sustainable decisions. If we create the right digital tools, we can do this. Our role is looking at data sources to build a proper model that you can ask questions, that will give you prompts. We believe we can build something that will be really useful for Ireland’s cereal farmers.” The DIVINE project was set up just over a year ago so it only has data from one crop cycle but the next few years will see this information grow.

HEALTH FOCUS

Another interesting programme in the digital space that UCD is heading up is the Crop Health project, which uses digital tools to assess diseases in crops throughout the season, specifically looking at wheat and how

to give agronomists more useful information here. “So far, this project has nine times out of 12 offered a more accurate model than agronomists have been using.” The plan is to develop this as an application that can be licensed and rolled out. “The idea is to use advanced algorithms to take an image and recognise a disease and then use this information to tackle the challenge. The app will be able to know if, for instance, it is simply stress or weather related or if in fact it is a disease; and then identify what disease it is and offer risk management solutions. So, for example, if it is Septoria, this is driven by moisture and let’s say there has been dry weather for the last five days so there is a low risk of disease spread and therefore there might be no benefit to spraying. However, if it is mildew and there is a high risk in terms of weather the app might be able to advise that there is a two-day spray window.” The project started six years ago and is nearly at a stage where the app could be licensed and sold.

GRASS BIOREFINERY

Finally, a third project that Professor McDonnell highlights is the Grass BioRefinery project which uses infra-red tools to scan grass at different growing cycles. “We take high clover silage – high protein – and we sample every 15 days after ensiling to look at changes in composition. Then, at the end of that 90-day cycle that grass is pressed and the liquid juice is scanned and tested for quality; we are looking at this as a supplement for pig and poultry diets to see how it could influence pig or poultry performance. We can also use this to better assess the grass and also the fermentation and silage as well. More clover in multi-species swards can reduce the amount of nitrogen, so once we have pressed the grass and taken the liquid off, the grass cake can go to the cows and has resulted in less nitrogen losses in faeces and urine”

TRACTORGUIDE2024



Fendt 211 Vario.



Fendt 200 Vario – on your new year list?

More than 10 years after its initial launch, the Fendt 200 Vario was completely redesigned and re-launched in 2020. This smallest series embraced the design of the large tractors. Here, we remind ourselves of some of the features of this machine that Irish farmers might be taking a look at this new year

Together with a new cab, the intuitive FendTONE operating concept came as standard in the Fendt 200 Vario, for easy and comfortable controls. The series comprises five models: Fendt 207 Vario, Fendt 208 Vario, Fendt 209 Vario, Fendt 210 Vario, and Fendt 211 Vario, with outputs ranging from 79hp to 124hp (maximum output in accordance with ECE R120). With the DynamicPerformance power-boost concept, the Fendt 211 Vario reaches maximum 124hp. All models are available as Power, Profi and Profi+ (formerly ProfiPlus) versions.

The 3-cylinder, 3.3L AGCO Power engine meets emissions Stage V with a diesel oxidation catalyst (DOC), diesel particulate filter (DPF) and selective catalytic reduction (SCR) but without exhaust gas recirculation. There are also maintenance-free hydraulic tappets built into the engine. The Viscronic fan electronically adjusts according to the required cooling capacity. It is quiet and fuel-efficient.

More space

The spacious and straightforward cab on the Fendt 200 Vario is higher than its predecessor and offers more headroom. There is a new control console with multifunction joystick for easy and intuitive machine operation.

The FendTONE operating concept includes a new control panel on the side with the multifunction joystick, crossgate lever and optional 12" terminal. The 10" digital dashboard is mounted on the steering column. Its indicators include the driving speed, engine speed and fluid levels. The digital dashboard can be operated via the push dial on the steering column. Machine settings are clearer and simpler to make. The Fendt 200 Vario comes with electrical valves as standard, to make everyday working life easier. This means the flow rate can be precisely controlled and time functions easily selected, according to Fendt. Settings are straightforward on the 10" digital dashboard or the 12" terminal.

Excellent view of the front loader

A new design feature of the roof window on the Fendt 200 Vario offers an excellent view of the front loader. The crossbar between the windscreen and the roof window is narrower in the 200 Series and there is a bigger inspection window. This is particularly helpful for high front-loader work, such as storing bales, according to Fendt.

Comfort on long working days

Long working days in extreme weather conditions can take their toll on the driver, so being able to store drinks and food in a refrigerated storage compartment is a really nice feature of the 200 Series. For winter service work there is a footwell heating

A member of the Fendt 200 Vario family.



system – 10 vents on the steering column, footwell and cab roof increase working comfort. The cushioned passenger seat provides improved seating comfort.

An optional front power lift relief-control system is available for the Fendt 200 Vario. You can finely adjust the field pressure control on the terminal to contour perfectly with the ground. This also reduces feed contamination during mowing work on uneven terrain.

A good traveller

Drivers of the Fendt 200 Vario Power model can enjoy a digital display area with the 10" digital dashboard fitted as standard. You can store two cruise control speeds on the terminal; maybe one for work use and a second for road transport. You can also store the engine speed for a constant PTO speed, so the hook-up works at its absolute best. The multifunction joystick opens up new control possibilities in the Fendt 200 Vario Power. For the first time, drivers can make engine and gear adjustments using buttons on the joystick. The joystick controls two valves and activates cruise control. The joystick has buttons ready to be assigned to additional controls, like the work lights and engine/gearbox functions.

Vario Profi

The Fendt 200 Vario Profi comes with the 10" digital dashboard as standard. You can also opt for the 12" terminal on the control panel, to give the driver more display area. With the standard load-sensing pump (LS) and optional 3L joystick, the Fendt 200 Vario Profi is perfectly equipped for front-loader work. The 3L joystick can be used, among other things, to operate the front loader with an integrated directional shift function. There is no need for repositioning.

John Deere 6R 185.



Award-winning 6R 185 finds popularity in Ireland

Two years on from the launch of the new John Deere 6R 185, the model is proving extremely popular across Ireland and the UK, according to the company

In November 2021, John Deere announced 14 new-generation 6R models, with power ranging from 110-250hp. As a specialist transport machine for farmers and contractors, the 6R 185 sits in a sweet spot in the middle of the range, being a compact and highly efficient six-cylinder option, pitched as a specialist transport machine for farmers and contractors who spend plenty of time on the road.

For those in need of a power boost, the IPM feature delivers an additional 49hp to take the machine up to 234hp. The 185 is also an agile tractor, due to its short wheelbase of just 2.76m, which makes it more compact than the larger 6R models which have a 2.8m or 2.9m wheelbase. This feature, combined with the proven 6.8L John Deere PowerTech PSS engine and highly efficient AutoPowr transmission, makes this tractor particularly fuel efficient on the road, according to John Deere. In the independent DLG-PowerMix-Transport Test 2.0 in 2022, the 6R 185 delivered low fuel consumption of just 349g/kWh diesel and 14g/kWh DEF, making it officially the most fuel-efficient sub-250hp tractor on the road, according to the company.

Another key feature of the new model is the integrated 1-Click-Go AutoSetup system, which makes tractor and implement settings much quicker and easier to use. The operator can save up to 90 per cent of display clicks in the field and the tractor is always perfectly adjusted. John Deere's E-joystick – particularly useful for front loader work – means operators can freely configure the layout of the buttons and can easily change the direction of travel using the reverser button, while a special hand detection system replaces the former safety flap.

For front loaders, there is a dynamic weighing system that allows weighing on the move, without having to stop. In addition, the Return to Position feature enables the loader to be placed into the correct position with one click, while Level to Horizon avoids spilling the bucket load. The 6R 185 starts at €199,725 excluding VAT.

6120M

John Deere's four-cylinder 6120M tractor is another popular machine for Irish farmers and contractors. It offers an IPM power boost from 120-145hp and has excellent suitability for front-loader work. With a high payload of 4.7t, it has a compact and flexible design due to its 2.4m wheelbase. The 6120M is also built to handle even the heaviest of implements, with the robust category 3N rear hitch having a maximum lift capacity of up to 5,700kg. The four-cylinder 6120M features higher standards of comfort, performance, manoeuvrability and visibility compared to previous models in the range.

This is a more compact 6M Series tractor than John Deere offered previously, with the low bonnet design providing a clear view to the front of the machine. In addition, a slimmer steering wheel cowl and the newly designed panoramic window in the cab roof provides full visibility for loader work and operating in confined spaces.

Improved manoeuvrability is a result of the short wheelbase, which allows a tight turning circle of only 4.35m on the 6120M. Despite their slim design, these full-frame concept tractors feature a maximum permissible gross weight of 10.45t, which means an unrivalled payload capacity in this class of up to 4.7t. The 6120M starts at €99,553 excluding VAT.



Massey's MF 9S flagship tractor series

Massey Ferguson recently announced the launch of the new large frame MF 9S Series, which includes six models with powers from 285-425hp. Here, we review their main attributes



All MF 9S Series models feature the Dyna-VT transmission.

All models feature the innovative Protect-U design, the Dyna-VT transmission, best-in-class visibility from the new cab, while the flagship model has an unladen power-to-weight ratio of 25.4kg/hp. The MF 9S range replaces the outgoing MF 8700 S series and all six models are powered by an updated six-cylinder, 8.4L AGCO Power engine, with Engine Power Management (EPM) offering up to 30hp extra for all models, except the flagship 9S.425. Models start with the MF 9S 285, which offers a maximum power of 285hp as standard with a max EPM power of 315hp, while torque output is 1,250Nm at 1,500rpm at maximum power, and rises to 1,400Nm at 1,500rpm with EPM. The largest model is the MF 9S.425, which has a maximum power of 425hp and maximum torque of 1,750Nm at 1,500rpm.

Updates to the engine include a new turbo-charging design with a single advanced turbo replacing the twin turbo system, while it complies with Stage V emissions regulations using a simplified All-In-One system of DOC, SCR and SC, without the need for an EGR valve. To increase the time between fill ups, the 660L fuel tank is 10 per cent larger than previous models, while the engine is also designed to run on HVO fuel to offer users the option to run more sustainable fuels.

As standard, the new models are fitted with Massey Ferguson's renowned Dyna-VT continuously variable transmission that offers new power management to deliver additional power and torque compared with previous models. Central to this is a separate hydraulic oil reservoir that eliminates the risk of contamination and helps extend service life.

Protect-U design and new cab

The new MF 9S features the Protect-U cab design with an 18cm gap between the cab shell and the bonnet to reduce heat, noise and vibration transfer to the cab, resulting in a 69dBa working environment, which is one of the quietest on the market, according to the company. Not only this, the 3.4m³ cab offers best-in-class visibility with a 6.6m² glass

area, and a new wiper now covers 72 per cent of the area. Instead of a traditional dashboard, the MF 9S has a digital vDisplay on the cab's A-pillar which shows tractor information and allows settings to be changed via a rotary knob on the steering column. Without a dashboard, and the tractor's wasp-like bonnet design, forward visibility has been greatly improved over the outgoing tractors.

All models come in Exclusive specification only, which offers a premium-specification seat with large armrest, Datatronic 5 touchscreen terminal, and Multipad joystick to allow easy adjustment of settings on the go. The new cab features a cooled storage compartment under the passenger seat, while the ventilation system offers 14 outlets to suit operator preference. An optional Professional Package provides an air hose connection and electrical supply mounted near the steps, along with a removable toolbox, hose, air gun and torch. A new 360° LED lighting package offering 23 work lights is also an option.

Tyre technology features

For the first time, this flagship range is available with an integrated central tyre inflation system (CTIS) to reduce soil compaction and fuel use and allow operators to change pressures to suit working conditions. The system is controlled through the Datatronic 5 or Fieldstar 5 terminals. It uses two 650 litre/min compressors, which take just four minutes to increase pressure in a typical set of VF 710/75R42 + VF 620/75R30 tyres from 0.8 bar to 1.6 bar. Tractor Implement Management (TIM) is available on the MF 9S series and offers TIM Isobus implements to control forward speed and hydraulics on the tractor to improve operations whilst reducing operator fatigue. Massey Ferguson has also introduced MF AutoTurn on the 9S series. This feature automatically steers the tractor into the next wayline on headland turns, while AutoHeadland can automatically start and stop two headland sequences, helping to improve accuracy and repeatability.

ECO hydraulics

With an unballasted weight of just 10,900kg, the MF 9S.425 offers a best-in-class power-to-weight ratio of just 25.4kg/hp, according to the company. The lightweight design increases the overall payload and, for heavy draft work, the tractors can be ballasted up to 18,500kg, which offers a power-to-weight ratio of 64.9kg/hp for the MF 9S.285. A Gross Vehicle Weight (GVW) of 16t at 50km/h, which is 1t more than the MF 8700 S, and Gross Combination Weight (GCW) of up to 50t (depending on market), gives users more options to adapt weights to specific operations. A new suspended front axle offers a turning radius of just 5.75m, depending on tyres, while a larger 125mm diameter rear bar axle enables more power to be transmitted to the ground and supports larger loads.

FENDT

fendt.com | Fendt is a worldwide brand of AGCO.



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The Fendt 500 Vario combines compactness with performance and versatility in the field, on grassland and during transport and also as a yard tractor. With all FendtONE functions, this compact series offers an easy introduction to track guidance and system-supported documentation. More information at fendt.com/500-vario



Leaders drive Fendt.



Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
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COMPACTS



McCormick X2.

JCB

403 AG Plus	-	-	1,215*	50	-	65,682
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*Full turning tipping load for wheeled loading shovels.

JOHN DEERE

1026R	4wd	2-range Hydro	309	24.8	540	21,953
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Cabbed version is €29,367 excl. VAT

2026R	4wd	2-range Hydro	415	24.8	540	25,742
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Cabbed version is €33,404 excl. VAT

2032R	4wd	2-range Hydro	615	30.6	540	34,046
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Cabbed version is €41,721 excl. VAT

2038R	4wd	2-range Hydro	615	36.7	540	36,599
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Cabbed version is €44,322 excl. VAT

3025E	4wd	2-range Hydro	615	24.4	540	25,481
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3038E	4wd	2-range Hydro	615	36.7	540	29,185
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3039R	4wd	12+12 PowrReverser	995	38.2	540	41,485
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3039R	4wd	3-range eHydro	995	38.2	540	42,955
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Cabbed version is €52,532 excl. VAT

3046R	4wd	3-range eHydro	995	44.7	540	46,468
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Cabbed version is €56,045 excl. VAT.

LANDINI

Mistral 2-055	4wd	16x16	1,200	49	540/540E + Ground drive	36,255
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Mistral 2-060	4wd	16x16	1,200	57	540/540E + Ground drive	37,170
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Rex 3-070	4wd	16x16	2,700	68	540/540E or 540/1,000 + Ground drive	39,049
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Rex 3-080	4wd	16x16	2,700	75	540/540E or 540/1,000 + Ground drive	39,676
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Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
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LOVOL

LOVOL M254	4wd	8F & 8R	810	25	540/1,001	19,995
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LOVOL M404	4wd	8F & 8R	1,200	40	540/1,101	23,495
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MASSEY FERGUSON

Make/Model	Drive	Cab\ Platform	No. of gears	Hydrostatic	Max linkage (kg)	Engine (hp)	Price € from (excl. VAT)
MF 1520	4wd	Platform only	8x8	N	600	20	25,213.26
MF 1525	4wd	Platform only	HYDROSTATIC	Y	600	25	26,910.46
MF1735 MHC	4wd	Cab	HYDROSTATIC	Y	1,200	35	56,058.78
MF1735 MHP	4wd	Platform	HYDROSTATIC	Y	1,200	35	44,778.96
MF1740 EMP	4wd	Platform	8x8	N	1,000	40	37,894.30
MF 1740 M HC	4wd	Cab	HYDROSTATIC	Y	1,200	40	62,225.46
MF1740 M HP	4wd	Platform	HYDROSTATIC	Y	1,200	40	50,999.22
MF 1750 M HC	4wd	Cab	HYDROSTATIC	Y	1,580	49	70,015.10
MF 1755 M MC	4wd	Cab	12x12	N	1,580	54	67,529.29
MF 1765 M HC	4wd	Cab	HYDROSTATIC	Y	1,600	67	76,246.81
MF 1765 M MC	4wd	Cab	12x12	N	1,600	67	73,749.54
MF 1765 M MP	4wd	Platform	12x12	N	1,600	67	62,546.21

Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
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McCORMICK

X2.055	4wd	16x16	1,200	49	540/540E	36,755
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X2.060	4wd	16x16	1,200	57	540/540E	37,670
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X3.070	4wd	16x16	2,700	68	540/540E or 540/1,000 + Ground drive	39,699
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X3.080	4wd	16x16	2,700	75	540/540E or 540/1,000 + Ground drive	40,376
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NEW HOLLAND

Boomer Series

Boomer 25 Compact	4wd	Hydro	450	24.7	-	19,823
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Boomer 25	4wd	Hydro	650	27	-	23,350
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Boomer 35 CAB	4wd	12+12	820	38	-	39,744
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Boomer 35 CAB	4wd	Hydro	820	38	-	41,845
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Boomer 35 ROPS	4wd	12+12	820	38	-	31,639
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Boomer 35 ROPS	4wd	Hydro	820	38	-	32,248
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Boomer 40 CAB	4wd	12x12	820	41	-	42,592
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Boomer 40 CAB	4wd	Hydro	820	41	-	44,693
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Boomer 40 ROPS	4wd	12x12	820	41	-	34,486
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Boomer 40 ROPS	4wd	Hydro	820	41	-	35,095
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Boomer 45 CAB	4wd	16x16	1,250	47	-	45,130
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Boomer 45 CAB	4wd	Hydro	1,250	47	-	47,231
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Boomer 45 ROPS	4wd	16x16	1,250	47	-	37,024
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Boomer 45 ROPS	4wd	Hydro	1,250	47	-	37,633
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BORN TO **FARM**



JCB TM220.

Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
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51-80HP

CASE IH

Farmall A

55	2wd	12+12	2,700	55	-	36,093
55	4wd	12+12	2,700	55	-	44,670
65	2wd	12+12	2,700	65	-	37,084
65	4wd	12+12	2,700	65	-	45,659
75	2wd	12+12	2,700	75	-	38,629
75	4wd	12+12	2,700	75	-	47,205

Farmall C

55	2wd	12+12	2,500	56	-	45,433
55	4wd	12+12	2,500	56	-	49,728
65	2wd	12+12	2,500	65	-	47,706
65	4wd	12+12	2,500	65	-	52,001
75	2wd	12+12	2,500	75	-	49,294
75	4wd	12+12	2,500	75	-	53,589

DEUTZ FAHR

3050	-	12x12	1,200	51	-	40,160
3060	-	12x12	1,200	59	-	42,160
4070 E	2wd	15x15	3,500	66	-	41,870
4070 E	-	15x15	3,500	66	-	48,410
5070 D Keyline LS	-	15x15	3,500	66	-	57,070
5070 D Keyline GS	-	15x15	3,500	66	-	67,280
4080 E	2wd	15x15	3,500	76	-	44,990
4080 E	-	15x15	3,500	76	-	50,490
5080 D Keyline LS	-	15x15	3,500	76	-	59,170
5080 D Keyline GS	-	15x15	3,500	76	-	69,380

FENDT

207 S Vario Gen3	4wd	-	-	79	-	127,821
208 S Vario Gen3	4wd	-	-	84	-	130,649

JCB

407 AG	-	-	3,326	64	-	75,358
TM220	-	-	2,200	74	-	135,281
525-60	-	-	2,500	74	-	96,460



Lovel M754.

Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
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JOHN DEERE

4052M compact	4wd	3-range eHydro	1,229	50.8	540	39,418
4052M with 12x12 PowrReverser transmission is €37,650.						
4066M compact	4wd	3-range eHydro	1,229	65	540	47,268
4066M with 12x12 PowrReverser transmission is €45,500.						
4052R compact*	4wd	3-range eHydro	1,229	50.8	540	58,858
4066R compact*	4wd	3-range eHydro	1,229	65	540	63,992
5050E	4wd	9+3	1,800	49	540/540E	36,943
5058E	4wd	12+12	1,800	60.3	540/540E	42,204
This is the price of an Open Station with the basic transmission. There are also TechCenter cab options with or without A/C but it's only available with the 24x12 PowrReverser (40kph) transmission. €50,364.						
5067E	4wd	12+12	1,800	68.5	540/540E	45,940
Same as above, but you don't have to get the 24x12 transmission to order this one with a TechCenter cab. €55,193.						
5075E	4wd	12+12	1,800	74.7	540/540E	48,562
As above €58,033.						
50756F (fruit)	4wd	12+12	2,888	75	540/1,000	63,075
Open Station price. Cabbed version is €71,051. 4wd in base, 2wd version available for €4,008 less.						
50756L (low profile)	4wd	24+24	2,218	75	540/1,000	67,925
Cabbed version is €79,399 excl. VAT.						
50756N (narrow)	4wd	12+12	2,888	75	540/1,000	74,686
50756V (vineyard)	4wd	12+12	2,888	75	540/1,000	73,887
5075M	4wd	16+16	4,326	75	540/540E/1,000	-

Currently out of production until May 2024

*The 4052R & 4066R compact prices include ComfortGard cab. The 5075M and 5090M models are also available with 2wd.

KUBOTA

L1522 (ROPS)	4wd	8F/8R	1,750	52	N/A	31,283
L1552 (ROPS)	4wd	HDS	1,750	52	N/A	35,524
L2522 (CAB)	4wd	16F/16R	1,750	52	N/A	45,483
L2622 HST CAB	4wd	HST 3 Range	1,750	62	N/A	56,268
M4-063	4wd	18F/18R	2,500	66	N/A	54,972
M4-063 (ROPS)	4wd	18F/18R	2,500	66	N/A	46,271
M4-073	4wd	18F/18R	2,500	74	N/A	58,167
M4-073	4wd	36F/36R	2,500	74	N/A	59,482

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T&C's Apply

Landini. Passion for innovation



Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
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LANDINI

4-060	4wd	12x12 (24x24 Opt)	3,000	61	540/1,000	52,210
4-070	4wd	12x12 (24x24 Opt)	3,000	68	540/1,000	53,094
4-080	4wd	12x12 (24x24 Opt)	3,000	75	540/1,000	54,420
5-085	4wd	24x24	3,900	75	540/1,000	64,600

LOVOL

M754	4wd	12F & 12R	1,900	75	540/1,000	35,995
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MASSEY FERGUSON

MF 3AL.75 CAB						
Flat-floor efficient	4wd	24+12PS+Spdsft	3,100	75	-	POA
MF 3AL.75 CAB						
Tunnel efficient	4wd	24+12PS+Spdsft	3,100	75	-	POA

MCCORMICK

X4.060	4wd	12x12 (24x24 Opt)	3,000	61	540/1,000	53,068
X4.070	4wd	12x12 (24x24 Opt)	3,000	68	540/1,000	53,954
X4.080	4wd	12x12 (24x24 Opt)	3,000	75	540/1,000	55,280
X5.085	4wd	24/24/	3,900	75	540/1,000	65,335

NEW HOLLAND

Boomer 50 CAB	-	16+16	-	52	-	46,996
Boomer 50 CAB	-	Hydro	-	52	-	49,097
Boomer 50 ROPS	-	16+16	-	52	-	38,892
Boomer 50 ROPS	-	Hydro	-	52	-	39,051
Boomer 55 CAB	-	16x16	-	57	-	48,686
Boomer 55 CAB	-	Hydro	-	57	-	50,787
Boomer 55 ROPS	-	16x16	-	57	-	40,579
Boomer 55 ROPS	-	Hydro	-	57	-	41,188
T3.60 LP	2wd	12x12	-	56	-	41,074
T3.70 LP	2wd	12x12	-	65	-	43,635
T3.80 LP	2wd	12x12	-	75	-	46,593
T3.60 LP	-	12x12	-	56	-	44,176
T3.70 LP	-	12x12	-	65	-	46,929
T3.80 LP	-	12x12	-	75	-	50,000
T4.55 S CAB	2wd	8x8	-	55	-	44,057
T4.55 S CAB	4wd	12x12	-	55	-	53,242

Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
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T4.65 S CAB	2wd	8x8	-	65	-	45,083
T4.65 S CAB	4wd	12x12	-	65	-	54,010
T4.75 S CAB	2wd	8x8	-	75	-	46,600
T4.75 S CAB	4wd	12x12	-	75	-	55,265
T4.55 S ROPS	2wd	8x8	-	55	-	34,982
T4.55 S ROPS	4wd	12x12	-	55	-	43,725
T4.65 S ROPS	2wd	8x8	-	65	-	35,943
T4.65 S ROPS	4wd	12x12	-	65	-	44,897
T4.75 S ROPS	2wd	8x8	-	75	-	37,437
T4.75 S ROPS	4wd	12x12	-	75	-	46,393
T4.55 CAB	2wd	12x12	-	58	-	56,403
T4.55 CAB	4wd	12x12	-	58	-	62,746
T4.65 CAB	2wd	12x12	-	65	-	58,089
T4.65 CAB	4wd	12x12	-	65	-	64,432
T4.75 CAB	2wd	12x12	-	75	-	59,344
T4.75 CAB	4wd	12x12	-	75	-	65,687
T4.55 ROPS	2wd	12x12	-	58	-	43,944
T4.55 ROPS	4wd	12x12	-	58	-	52,183
T4.65 ROPS	2wd	12x12	-	65	-	45,119
T4.65 ROPS	4wd	12x12	-	65	-	53,358
T4.75 ROPS	2wd	12x12	-	75	-	46,852
T4.75 ROPS	4wd	12x12	-	75	-	55,091

SAME

Delfino 50	-	12x12	1,200	51	-	40,160
Delfino 60	-	12x12	1,200	59	-	42,160
Argon 70	2wd	15x15	3,500	66	-	41,870
Argon 70	-	15x15	3,500	66	-	48,410
Dorado Natural 70 LS	-	15x15	3,500	66	-	57,070
Dorado Natural 70 GS	-	15x15	3,500	66	-	67,280
Argon 80	2wd	15x15	3,500	76	-	44,990
Argon 80	-	15x15	3,500	76	-	50,490
Dorado Natural 80 LS	-	15x15	3,500	76	-	59,170
Dorado Natural 80 GS	-	15x15	3,500	76	-	69,380

VALTRA

A75	4wd	12x12/24x24	3,000kg	5	-	70,100
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Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
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81-150 HP

BELARUS

Belarus 320	4wd	14+4	2,200	45	45	22,000
Belarus 622	4wd	14+4	2,400	60	60	25,200
Belarus 578	4wd	14+4	3,000	70	70	26,400
Belarus 920	4wd	14+4	3,200	81	81	31,700
Belarus 952	4wd	14+4	3,200	90	90	38,800
Belarus 920.3	4wd	14+4	3,200	85	85	37,900
Belarus 952.3	4wd	14+4	3,200	95	95	39,600
Belarus 1025	4wd	16+8	3,200	105	105	42,400
Belarus 1025.3	4wd	16+8	3,200	110	110	44,000
Belarus 1221.3	4wd	16+8	3,200	135	135	54,800
Belarus 1523.3	4wd	16+8	3,200	150	150	64,000

CASE IH

Farmall A

90	4wd	12+12	4,400	87	-	72,241
100	4wd	12+12	4,400	99	-	75,741

Farmall C

90	4wd	12+12	4,400	86	-	65,081
100	4wd	12+12	4,400	99	-	69,355

Farmall C PS

90	4wd	12+12	4,400	86	-	67,286
100	4wd	12+12	4,400	99	-	72,100
110	4wd	12+12	4,400	107	-	75,161
120	4wd	12+12	4,400	114	-	79,216

Farmall C Hi-Lo

90	4wd	PS24+24	4,400	86	-	72,844
100	4wd	PS24+24	4,400	99	-	77,065
110	4wd	PS24+24	4,400	107	-	80,049
120	4wd	PS24+24	4,400	114	-	84,050

Farmall C Hi-Lo HD

100	4wd	PS24+24	4,400	99	-	94,628
110	4wd	PS24+24	4,400	107	-	97,647
120	4wd	PS24+24	4,400	114	-	101,652



Case IH Vestrum ActiveDrive 8.

Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
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Vestrum Active Drive 8

100	4wd	Active Drive 8 24x24 40km/h	5,600	100	-	120,491 New transmission
110	4wd	Active Drive 8 24x24 40km/h	5,600	110	-	123,691 New transmission
120	4wd	Active Drive 8 24x24 40km/h	5,600	120	-	127,891 New transmission
130	4wd	Active Drive 8 24x24 40km/h	5,600	130	-	131,791 New transmission

Vestrum CVX

100	4wd	CVT 40km/h	5,600	100	-	132,727
110	4wd	CVT 40km/h	5,600	110	-	136,101
120	4wd	CVT 40km/h	5,600	120	-	141,368
130	4wd	CVT 40km/h	5,600	130	-	145,665

Maxxum

125	4wd	PS16x16	7,115	125	-	133,584
145	4wd	PS16x16	7,115	145	-	141,149
150	4wd	PS16x16	7,115	145	-	145,378

Maxxum MultiCONtroller

125	4wd	PS24x24	7,864	125	-	146,112
145	4wd	PS24x24	7,864	145	-	153,683
150	4wd	PS24x24	7,864	145	-	158,124

Maxxum CVX

125	4wd	CVT 40km/h	7,864	125	-	162,477
145	4wd	CVT 40km/h	7,864	145	-	170,160
150	4wd	CVT 40km/h	7,864	145	-	174,646



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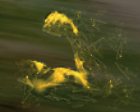
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Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
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Puma

140	4wd	SP 18x6 40km/h	8,257	140	-	155,767
150	4wd	SP 18x6 40km/h	8,257	150	-	160,790

Puma MultiCONTROLLER

150	4wd	FPS18x6 50km/h	8,257	150	-	178,949
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Puma CVX

150	4wd	CVT 50km/h	8,257	150	-	202,198
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PS = power shuttle. SS = synchro shuttle. FPS = full power shift. SP = semi power shift.

CLAAS

Nexos 220 S/M/L/XL	2/4wd	24/24 or 30/30	3,100	85	540	POA
Nexos 230 S/M/L/XL	2/4wd	24/24 or 30/30	3,100	92	540	POA
Nexos 240 S/M/L/XL	2/4wd	24/24 or 30/30	3,100	103	540	POA
Nexos 260 S/M/L/XL	2/4wd	30/30	3,100	120	540	POA
AXOS 230	4wd	30/15	3,350	92	540/1,000	POA
AXOS 240	4wd	30/15	3,350	103	540/1,000	POA
Arion 410 CLASSIC (Stage V)	4wd	16+16	4,500	90	540/1,000	POA
Arion 410 C (Stage V)	4wd	16+16	4,500	90	540/1,000	POA
Arion 410 CIS (Stage V)	4wd	16+16	4,500	90	540/1,000	POA
Arion 420 CLASSIC (Stage V)	4wd	16+16	4,500	100	540/1,000	POA
Arion 420 C (Stage V)	4wd	16+16	4,500	100	540/1,000	POA
Arion 420 CIS (Stage V)	4wd	16+16	4,500	100	540/1,000	POA
Arion 430 CLASSIC (Stage V)	4wd	16+16	6,000	115	540/1,000	POA
Arion 430 CIS (Stage V)	4wd	16+16	6,000	115	540/1,000	POA
Arion 440 CLASSIC (Stage V)	4wd	16+16	6,000	125	540/1,000	POA
Arion 440 CIS (Stage V)	4wd	16+16	6,000	125	540/1,000	POA
Arion 440 CIS+ (Stage V)	4wd	16+16	6,000	125	540/1,000	POA
Arion 450 CLASSIC (Stage V)	4wd	16+16	6,000	135	540/1,000	POA
Arion 450 CIS (Stage V)	4wd	16+16	6,000	135	540/1,000	POA
Arion 450 CIS+ (Stage V)	4wd	16+16	6,000	135	540/1,000	POA
Arion 460 CLASSIC (Stage V)	4wd	16+16	6,000	145	540/1,000	POA
Arion 460 CIS (Stage V)	4wd	16+16	6,000	145	540/1,000	POA
Arion 460 CIS+ (Stage V)	4wd	16+16	6,000	145	540/1,000	POA
Arion 470 CLASSIC (Stage V)	4wd	16+16	6,000	155	540/1,000	POA
Arion 470 CIS (Stage V)	4wd	16+16	6,000	155	540/1,000	POA
Arion 470 CIS + (Stage V)	4wd	16+16	6,000	155	540/1,000	POA
Arion 510 CLASSIC (Stage 5)	4wd	24+24	6,500	125	540/1,000	POA
Arion 510 CIS / CIS+ (Stage 5)	4wd	24+24	6,500	125	540/1,000	POA
Arion 510 CEBIS (Stage 5)	4wd	24+24	6,500	125	540/1,000	POA
Arion 510 CMATIC CIS+ / CEBIS (Stage 5)	4wd	CVT	6,500	125	540/1,000	POA
Arion 530 CIS / CIS+ (Stage 5)	4wd	24+24	6,500	145	540/1,000	POA
Arion 530 CEBIS (Stage 5)	4wd	24+24	6,500	145	540/1,000	POA
Arion 530 CMATIC CIS+ / CEBIS (Stage 5)	4wd	CVT	6,500	145	540/1,000	POA
Arion 610 CLASSIC (Stage 5)	4wd	24+24	6,500	145	540/1,000	POA
Arion 610 CIS / CIS+ (Stage 5)	4wd	24+24	6,500	145	540/1,000	POA
Arion 610 CEBIS (Stage 5)	4wd	24+24	6,500	145	540/1,000	POA
Arion 610 CMATIC CIS+ / CEBIS (Stage 5)	4wd	CVT	6,500	145	540/1,000	POA

DEUTZ FAHR

4090 E	-	15x15	3,500	91	-	56,270
5090 D Keyline LS	-	15x15	3,500	91	-	64,980
5090 D Keyline GS	-	15x15	3,500	91	-	75,180
5095 D LS	-	30x15	3,600	95	-	79,840
5095 D GS	-	30x15	3,600	95	-	83,050
5095 D TTV	-	CVT	3,910	95	-	119,700

Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
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5095 LS	-	10+10/40x40	4,525	95	-	87,050
5095 GS	-	10x10/40x40/60x60	4,525	95	-	92,820
4100 E	-	15x15	3,500	102	-	58,210
5100 D Keyline LS	-	15x15	3,500	102	-	67,070
5100 D Keyline GS	-	15x15	3,500	102	-	77,280
5100 LS	-	10+10 / 40x40	4,525	102	-	88,780
5100 GS	-	10x10/40x40/60x60	4,525	102	-	94,570
5105 D LS	-	30x15	3,600	106	-	83,050
5105 D GS	-	30x15	3,600	106	-	86,260
5105 D TTV	-	CVT	3,910	106	-	122,910
5105 LS	-	10+10/40x40	4,525	106	-	90,800
5105 GS	-	10x10/40x40/60x60	4,525	106	-	96,270
5115 D TTV	-	CVT	3,910	116	-	127,200
5115 LS	-	10+10/40x40	4,855	116	-	91,940
5115 GS	-	10x10/40x40/60x60	4,855	116	-	97,730
5125 LS	-	10+10/40x40	5,410	126	-	94,740
5125 GS	-	10x10/40x40/60x60	5,410	126	-	100,540
6115 C PS	-	20x20	5,410	126	-	112,720
6115 C RV Shift	-	20x16	7,000	126	-	129,520
6115 C TTV	-	CVT	7,000	126	-	135,030
6125 C PS	-	30x30	7,000	136	-	126,060
6125 C RV Shift	-	20x16	7,000	136	-	134,120
6125 C TTV	-	CVT	7,000	136	-	139,690
6130.4 RV Shift	-	20x16	9,170	136	-	152,780
6130.4 TTV	-	CVT	9,170	136	-	173,590
6135 C PS	-	30x30	7,000	143	-	130,710
6135 C RV Shift	-	20x16	7,000	143	-	138,730
6135 C TTV	-	CVT	7,000	143	-	144,340
6140.4 RV Shift	-	20x16	9,170	147	-	156,420
6140.4 TTV	-	CVT	9,170	147	-	177,230

FENDT**200 S Vario Gen3**

209	4wd	-	-	94	-	134,588
210	4wd	-	-	104	-	138,559
211	4wd	-	-	114	-	144,850

300 Vario Gen4

311	4wd	-	-	113	-	162,208
312	4wd	-	-	123	-	166,960
313	4wd	-	-	133	-	173,174
314	4wd	-	-	142	-	180,928

500 Vario Gen3

512	4wd	-	-	131	-	197,522
513	4wd	-	-	141	-	202,596
514	4wd	-	-	156	-	210,876

600 Vario

614	4wd	-	-	164	-	232,165
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700 Vario Gen6

714	4wd	-	-	150	-	236,096
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JCB

532-60 AG	-	-	3,200	109	-	117,756
532-70 AG	-	-	3,200	109	-	134,316
532-70 Super	-	-	3,200	130	-	153,504
532-70 Xtra	-	-	-	150	-	162,360
538-60 AG	-	-	3,800	109	-	131,316
538-60 Super	-	-	3,800	130	-	150,500
538-60 Xtra	-	-	-	150	-	159,360
542-70 AG	-	-	4,200	109	-	149,076
542-70 Super	-	-	4,200	130	-	163,836



Fendt 200 Vario.



Deutz Fahr 5125.

Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
542-70 Xtra	-	-		150	-	172,692
560-80 Super	-	-		130	-	181,548
560-80 Xtra	-	-	6,000	150	-	194,404
TM 320	-	-	3,200	130	-	164,574
TM320S	-	-	3,200	150	-	176,594
413S	-	-	5,410	150	-	145,200
TM420	-	-	4,100	150	-	215,000

JOHN DEERE

5090M	4wd	16+16	4,326	90	-	-
Currently out of production until May 2024.						
5100M	4wd	16+16	4,326	100	-	-
Currently out of production until May 2025.						
5115M	4wd	16+16	4,326	115	-	-
Currently out of production until May 2026.						

6090M	4wd	24+24	4,350	90/100	540/1,000	90,266
6100M	4wd	24+24	4,350	100/111	540/1,000	93,751
6110M	4wd	24+24	4,350	110/122	540/1,000	95,919
6120M	4wd	24+24	4,350	120/133	540/1,000	99,553
6130M	4wd	24+24	5,700	130/144	540/1,000	106,426
6140M	4wd	24+24	5,700	140/155	540/1,000	110,489
6145M	4wd	24+24	6,400	145/161	540/1,000	120,016
6R 110	4wd	24+24	6,400	110/135	540/1,000	126,558
6R 120	4wd	24+24	6,400	120/145	540/1,000	120,059
6R 130	4wd	24+24	6,400	130/156	540/1,000	130,340
6R 140	4wd	24+24	6,400	140/166	540/1,000	141,992
6R 145	4wd	20+20	7,650	145/192	540/1,000	156,287

KUBOTA

M5-102N CAB	4wd	36F/36R	2,300	106	-	68,316
M5-092 CAB	4wd	36F/36R	4,100	95	N/A	69,306
M5-112 CAB	4wd	36F/36R	4,100	110	N/A	73,583
M6-101 Utility	4wd	24F/24R	5,000	104	N/A	73,338
M6-111 Utility	4wd	24F/24R	5,000	111	N/A	78,465
M6-121 Utility	4wd	24F/24R	6,100	123	N/A	86,353
M6-131 Utility	4wd	24F/24R	6,100	133	N/A	91,811
M6-141 Utility	4wd	24F/24R	6,100	143	N/A	103,714
M6-122	4wd	24F/24R	7,000	123	N/A	105,113
M6-132	4wd	24F/24R	7,000	133	N/A	109,998
M6-142	4wd	24F/24R	7,000	143	N/A	113,883
M7-133 Access	4wd	30F/15R PS	9,400	130	N/A	from 136,458
M7-153 Access	4wd	30F/15R PS	9,400	150	N/A	from 140,367
M7-153 Premium	4wd	30F/15R PS	9,400	150	N/A	from 157,994
M7-153 Premium KVT	4wd	CVT	9,400	150	N/A	from 178,585

Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
LANDINI						
5-100	4wd	24x24	4,500	95	540/1,000	76,400
5-110	4wd	24x24	4,500	102	540/1,000	81,727
5-120	4wd	24x24	4,500	114	540/1,000	83,797
6-125H	4wd	36x12	6,000	119	540/540E/1,000/1,000E	91,115
6-135H	4wd	36x12	6,000	127	540/540E/1,000/1,000E	93,229
6-135RS	4wd	24x24	7,200	125/135	540/540E/1,000/1,000E	110,379
6-145RS	4wd	24x24	7,200	135/145	540/540E/1,000/1,000E	112,095
6-155RS	4wd	24x24	7,200	145/155	540/540E/1,000/1,000E	114,295

LOVOL

LOVOL M904	4wd	18F & 18R	3,480	90 HP	540/100	52,995
LOVOL M1004	4wd	18F & 18R	3,480	100 HP	540/100	54,995
LOVOL M1104	4wd	18F & 18R	3,480	110 HP	540/100	56,995

MASSEY FERGUSON

MF 3 Series

MF3VI 85	4wd	15\15:30\30:30\15	2,800	85	NA	POA
MF3VI 95	4wd	15\15:30\30:30\15	2,800	95	NA	POA
MF3 VI 105	4wd	15\15:30\30:30\15	2,800	105	NA	POA
MF3 VI 115	4wd	15\15:30\30:30\15	2,800	120	NA	POA
MF3 SP 85	4wd	15\15:30\30:30\15	2,800	85	NA	POA
MF3 SP 95	4wd	15\15:30\30:30\15	2,800	95	NA	POA
MF3 SP 105	4wd	15\15:30\30:30\15	2,800\3,000	105	NA	POA
MF3 SP 115	4wd	15\15:30\30:30\15	2,800\3,000	120	NA	POA
MF3 GE 85	4wd	12\12:24\24:24\12	2,500	85	NA	POA
MF3 GE 95	4wd	12\12:24\24:24\12	2,500	95	NA	POA
MF3 GE 105	4wd	12\12:24\24:24\12	2,500	105	NA	POA
MF3 FR 85	4wd	15\15:30\30:30\15	2,800\3,000	85	NA	POA
MF3 FR 95	4wd	15\15:30\30:30\15	2,800\3,000	95	NA	POA
MF3 FR 105	4wd	15\15:30\30:30\15	2,800\3,000	105	NA	POA
MF3 FR 115	4wd	15\15:30\30:30\15	2,800\3,000	120	NA	POA
MF3 WF 85	4wd	15\15:30\30:30\15	2,800\3,000	85	NA	POA
MF3 WF 95	4wd	15\15:30\30:30\15	2,800\3,000	95	NA	POA
MF3 WF 105	4wd	15\15:30\30:30\15	2,800\3,000	105	NA	POA
MF3 WF 115	4wd	15\15:30\30:30\15	2,800\3,000	120	NA	POA
MF3 AL 85	4wd	15\15:30\30:30\15	2,800\3,000	85	NA	POA
MF3 AL 95	4wd	15\15:30\30:30\15	2,800\3,000	95	NA	POA
MF3 AL 105	4wd	15\15:30\30:30\15	2,800\3,000	105	NA	POA

VI = vineyard version; SP = special version; FR = fruit version; GE = ground effect version; WF = wide fruit version; AL = alpine version.



Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
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MF 4700M Platform

MF 4708 M	2/4wd	12x12		3,000	82	60,540
MF 4709 M	2/4wd	12x12		3,000	92	63,720
MF 4708 M (Dyna 2)	2/4wd	24x24/2		3,000	82	62,820
MF 4709 M (Dyna 2)	2/4wd	24x24/2		3,000	92	66,000

MF 4700M Cab

MF 4708M	2/4wd	12x12		3,000	82	68,820
MF 4709M	2/4wd	12x12		3,000	92	71,670
MF 4708M	2/4wd	24x24/2		3,000	82	71,100
MF 4709M	2/4wd	24x24/2		3,000	92	73,950
MF 4710M	4wd	12x12		3,000	100	73,950
MF 4710M	4wd	24x24/2		3,000	100	76,230

MF 5700M

MF 5709M	4wd	16x16/4		4,300	95	82,450
MF 5710M	4wd	12x12		4,300	105	84,110
MF 5711M	4wd	12x12		4,300	115	86,970
MF 5710M	4wd	16x16/4		4,300	105	88,300
MF 5711M	4wd	16x16/4		4,300	115	91,150
MF 5712M	4wd	12x12		5,300	125	93,180
MF 5713M	4wd	12x12		5,300	135	96,030

MF 5S series

MF 5S.105	4wd	16x16/4		6,000	105	105,050
MF 5S.115	4wd	16x16/4		6,000	115	107,900
MF 5S.125	4wd	16x16/4		6,000	125	111,640
MF 5S.135	4wd	16x16/4		6,000	135	114,490
MF 5S.145	4wd	16x16/4		6,000	145	117,340
MF 5S.105	4wd	24x24/6		6,000	105	104,880
MF 5S.115	4wd	24x24/6		6,000	115	107,710
MF 5S.125	4wd	24x24/6		6,000	125	111,450
MF 5S.135	4wd	24x24/6		6,000	135	114,300
MF 5S.145	4wd	24x24/6		6,000	145	117,150

MF 6S Series

MF 6S.135 Dyna-6	4wd	24x24/6		7,100	135	150	134,230
MF 6S.145 Dyna-6	4wd	24x24/6		7,100	145	160	137,080
MF 6S.135 Dyna-VT	4wd	CVT		7,100	135	150	165,970
MF 6S.145 Dyna-VT	4wd	CVT		7,100	145	160	168,820

VI = vineyard version; SP = special version; FR = fruit version; GE = ground effect version; WF = wide fruit version;

AL = alpine version.

MCCORMICK

X5.100	4wd	24x24		4,500	95	540/1,000	78,960
X5.110	4wd	24x24		4,500	102	540/1,000	84,254
X5.120	4wd	24x24		4,500	114	540/1,000	86,924
X6.125	4wd	36x12		6,000	119	540/540E/1,000/1,000E	94,614
X6.135	4wd	36x12		6,000	127	540/540E/1,000/1,000E	96,790
X6.413	4wd	24x24		7,200	125 (135)	540/540E/1,000/1,000E	114,910
X6.414	4wd	24x24		7,200	135 (145)	540/540E/1,000/1,000E	117,557
X6.415	4wd	24x24		7,200	145 (155)	540/540E/1,000/1,000E	119,318

NEW HOLLAND

T5.90 S	-	12x12	-	90	-	-	72,968
T5.90 S PowerShuttle	-	12x12	-	90	-	-	76,824
T5.100 S	-	12x12	-	101	-	-	76,468
T5.100 S PowerShuttle	-	12x12	-	101	-	-	80,324

T5 Utility

T5.100 PowerShuttle 1.5 Cab	-	12x12	-	101	-	-	82,444
T5.110 PowerShuttle 1.5 Cab	-	12x12	-	110	-	-	85,944
T5.120 PowerShuttle 1.5 Cab	-	12x12	-	117	-	-	89,444



New Holland T590S.

Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
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T5.80 DC Cab	-	24x24	-	80	-	87,830
T5.80 DC ROPS	-	24x24	-	80	-	74,159
T5.90 DC Cab	-	24x24	-	90	-	88,516
T5.90 DC ROPS	-	24x24	-	90	-	74,889
T5.90 DC SuperSteer	-	24x24	-	90	-	88,585
T5.100 DC Cab	-	24x24	-	101	-	92,125
T5.100 DC ROPS	-	24x24	-	101	-	79,048
T5.100 DC SuperSteer	-	24x24	-	101	-	92,210
T5.110 DC Cab	-	24x24	-	110	-	95,523
T5.110 DC ROPS	-	24x24	-	110	-	81,989
T5.110 D SuperSteer	-	24x24	-	110	-	95,181
T5.120 DC Cab	-	24x24	-	117	-	99,466
T5.120 DC ROPS	-	24x24	-	117	-	85,935
T5.100 DC 1.5 Cab	-	24x24	-	101	-	93,554
T5.110 DC 1.5 Cab	-	24x24	-	110	-	96,513
T5.120 DC 1.5 Cab	-	24x24	-	117	-	100,439

T5 ElectroCommand

T5.100 EC	-	16x16	-	101	-	107,152
T5.110 EC	-	16x16	-	110	-	110,128
T5.120 EC	-	16x16	-	117	-	114,102

T5 Stage V AutoCommand

T5.140 AC	-	CVT	-	130/140	-	142,191
T5 Stage V DCT	-					
T5.110 DCT	-	DCT	-	100/110	-	119,182
T5.120 DCT	-	DCT	-	110/120	-	122,295
T5.130 DCT	-	DCT	-	120/130	-	127,165
T5.140 DCT	-	DCT	-	130/140	-	131,423

T6 Stage V

T6.155 EC	-	SPS	-	135/155	-	130,555
T6.155 AC	-	CVT	-	135/155	-	154,070
T6.155 DCT	-	DCT	-	135/155	-	143,734
T6.160 EC	-	SPS	-	145/160	-	136,621
T6.160 DCT	-	DCT	-	145/160	-	150,696

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Valtra A Series.

Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
Explorer 95 LS	-	10+10/40x40	4,525	95	-	87,050
Explorer 95 GS	-	10x10/40x40/60x60	4,525	95	-	92,820
Argon 100	-	15x15	3,500	102	-	58,210
Dorado Natural 100 LS	-	15x15	3,500	102	-	67,070
Dorado Natural 100 GS	-	15x15	3,500	102	-	77,280
Explorer 100 LS	-	10+10/40x40	4,525	102	-	88,780
Explorer 100 GS	-	10x10/40x40/60x60	4,525	102	-	94,570
Dorado 105 LS	-	30x15	3,600	106	-	83,050
Dorado 105 GS	-	30x15	3,600	106	-	86,260
Dorado 105 TTV	-	CVT	3,910	106	-	122,910
Explorer 105 LS	-	10+10/40x40	4,525	106	-	90,800
Explorer 105 GS	-	10x10/40x40/60x60	4,525	106	-	96,270
Dorado 115 TTV	-	CVT	3,910	116	-	127,200
Explorer 115 LS	-	10+10/40x40	4,855	116	-	91,940
Explorer 115 GS	-	10x10/40x40/60x60	4,855	116	-	97,730
Explorer 125 LS	-	10+10/40x40	5,410	126	-	94,740
Explorer 125 GS	-	10x10/40x40/60x60	5,410	126	-	100,540
Virtus 115 PS	-	20x20	5,410	126	-	112,720
Virtus 115 RV Shift	-	20x16	7,000	126	-	129,520
Virtus 125 PS	-	30x30	7,000	136	-	126,060
Virtus 125 RV Shift	-	20x16	7,000	136	-	134,120
Virtus 135 PS	-	30x30	7,000	143	-	130,710
Virtus 1315 RV Shift	-	20x16	7,000	143	-	138,730



VALTRA

A85	4wd	12x12/24x24	3,000	85	-	73,074
A95	4wd	12x12/24x24	3,000	95	-	76,046
A105	4wd	12x12/16x16/32x32	4,300	105	-	80,057
A115	4wd	12x12/16x16/32x33	4,300	115	-	83,029
A125	4wd	12x12/16x16/32x34	5,200	125	-	86,002
A135	4wd	12x12/16x16/32x35	5,200	135	-	88,975
G105	4wd	24x24/48x48	6,000	110	-	107,542
G115	4wd	24x24/48x48	6,000	120	-	110,257
G125	4wd	24x24/48x48	6,000	130	-	112,973
G135	4wd	24x24/48x48	6,000	140	-	115,688
N135	4wd	20x20 30x30	7,800	145	-	138,376

Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
T6.175 AC	-	-	-	155/175	-	160,014
T6.175 DCT	-	-	-	155/175	-	150,341
T6.180 EC	-	-	-	158/175	-	139,597
T6.180 AC	-	-	-	158/175	-	163,675
T6.180 DCT	-	-	-	158/175	-	154,004

SAME

Argon 90	-	15x15	3,500	91	-	56,270
Dorado Natural 90 LS	-	15x15	3,500	91	-	64,980
Dorado Natural 90 GS	-	15x15	3,500	91	-	75,180
Dorado 95 LS	-	15x15	3,600	95	-	79,840
Dorado 95 GS	-	15x15	3,600	95	-	83,050
Dorado 95 TTV	-	CVT	3,910	95	-	119,700



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Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
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151-200 HP

CASE IH

Puma						
165	4wd	SP 18x6 40km/h	8,257		165	168,445
Puma MultiCONTROLLER						
165	4wd	FPS 18+6 50km/h	8,257		165	186,114
185 AFS Connect	4wd	FPS19+6 50km/h	10,463		180	263,788
Puma CVX						
165	4wd	CVT 50km/h	8,257		165	208,663
175	4wd	CVT 50km/h	8,257		180	216,038
185 AFS Connect	4wd	CVT 50km/h	10,463		180	293,801

FPS = full power shift. SP = semi power shift.

CLAAS

Arion 550 CIS/CIS+ (Stage 5)	4wd	24+24	6,900	165	540/1,000	POA
Arion 550 CEBIS (Stage 5)	4wd	24+24	6,900	165	540/1,000	POA
Arion 550 CMATIC CIS+ / CEBIS (Stage 5)	4wd	CVT	6,900	165	540/1,000	POA
Arion 630 CIS/CIS+ (Stage 5)	4wd	24+24	6,900	165	540/1,000	POA
Arion 630 CEBIS (Stage 5)	4wd	24+24	6,900	165	540/1,000	POA
Arion 630 CMATIC CIS+ / CEBIS (Stage 5)	4wd	CVT	6,500	165	540/1,000	POA
Arion 650 CIS/CIS+ (Stage 5)	4wd	24+24	8,000	185	540/1,000	POA
Arion 650 CEBIS (Stage 5)	4wd	24+24	8,000	185	540/1,000	POA
Arion 650 CMATIC CIS+ / CEBIS (Stage 5)	4wd	CVT	8,000	185	540/1,000	POA
Arion 660 CIS/CIS+ (Stage 5)	4wd	24+24	8,000	205	540/1,000	POA

Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
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Case IH Puma 185.

Arion 660 CEBIS (Stage 5)	4wd	24+24	8,000	205	540/1,000	POA
Arion 660 CMATIC CIS+ / CEBIS (Stage 5)	4wd	CVT	8,000	205	540/1,000	POA

DEUTZ FAHR

6150.4 RV Shift	-	20x16	9,170	156	-	160,060
6150.4 RV Shift	-	CVT	9,170	156	-	180,870
6170.4 PS	-	30+15	9,700	171	-	170,120
6170.4 RC Shift	-	54+27	9,700	171	-	178,790
6170.4 TTV	-	CVT	-	171	-	213,950
6170 PS	-	30+15	9,700	171	-	177,230
6170 RC Shift	-	54+27	9,700	171	-	185,900
6170 TTV	-	CVT	9,200	171	-	219,950
6190 PS	-	30+15	9,700	192	-	202,700
6190 RC Shift	-	54+27	9,700	192	-	207,790
6190 TTV	-	CVT	9,200	192	-	251,200



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McCormick X7.618.

Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
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FENDT

500 Vario Gen3

516 Vario	4wd	-	-	171	-	221,558
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600 Vario

616 Vario	4wd	-	-	184	-	242,508
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618 Vario	4wd	-	-	204	-	257,096
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620 Vario	4wd	-	-	224	-	271,630
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700 Vario Gen6

716 Vario	4wd	-	-	171	-	246,594
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718 Vario	4wd	-	-	188	-	261,401
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720 Vario	4wd	-	-	209	-	276,155
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700 Vario Gen7

720 Vario	4wd	-	-	203	-	291,943
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JCB

419S	-	-	6,695	195	-	192,500
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Fastrac 4160 iCON

Fastrac 4190 iCON	4wd	CVT	8,000	189	-	210,200
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TM420S	4100	-	-	175	-	218,448
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JOHN DEERE

6155M	4wd	20+20	7,650	172	540/1,000	129,899
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6155MH (high-clearance)	4wd	20+20	7,650	194	540/1,000	150,203
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6175M	4wd	20+20	9,050	94	540/1,000	151,347
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Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
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6195M	4wd	20+20	9,050	216	540/1,000	162,327
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6R 150	4wd	20+20	6400	165/177	540/1,000	158,764*
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6R 155	4wd	20+20	7,650	171/203	540/1,000	166,449
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6R 165	4wd	20+20	7,650	182/213	540/1,000	186,708*
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6R 175	4wd	20+20	9,050	193/223	540/1,000	186,386
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6R 185	4wd	20+20	7,650	204/234	540/1,000	199,725*
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6R 195	4wd	20+20	9,050	215/244	540/1,000	202,849
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* AutoPowr Only.

KUBOTA

M7173 Access	4wd	30F/15R PS	9,400	170	N/A	from 149,259
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M7173 Premium	4wd	30F/15R PS	9,400	170	N/A	166,101
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M7173 Premium KVT	4wd	CVT	9,400	170	N/A	178,476
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LANDINI

7-165	4wd	30x15	9,300	155/165	540/540E/1,000/1,000E	132,821
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7-170	4wd	30x15 (CVT OPT)	9,300	155/165	540/540E/1,000/1,000E	137,476
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7-175	4wd	30x15	9,300	166/175	540/540E/1,000/1,000E	135,784
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7-180	4wd	30x15 (CVT OPT)	9,300	166/175	540/540E/1,000/1,000E	140,438
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7-200	4wd	30x15	9,300	180/190	540/540E/1,000/1,000E	170,616
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7-210	4wd	30x15 (CVT OPT)	12,000	200/210	540/540E/1,000/1,000E	175,500
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7-230	4wd	30x15 (CVT OPT)	12,000	220/230	540/540E/1,000/1,000E	180,059
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7-240	4wd	CVT	12,000	230/240	540/540E/1,000/1,000E	189,468
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Based on 50km/h with front and cab suspension.



Kubota M7173.

Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
LOVOL						
P5130	4wd	45F & 15R	4,060	130	540/1,000	68,995

MASSEY FERGUSON

MF 6S Series

MF 6S.155 Dyna-6	4wd	24x24/6	7,100/8,100 E	155	175	141,180
MF 6S.165 Dyna-6	4wd	24x24/6	7,100/8,100 E	165	185	145,790
MF 6S.180 Dyna-6	4wd	24x24/6	7,100/8,100 E	180	200	153,130
MF 6S.155 Dyna-VT	4wd	CVT	9,600	155	175	172,470
MF 6S.165 Dyna-VT	4wd	CVT	9,600	165	185	177,080
MF 6S.180 Dyna-VT	4wd	CVT	9,600	180	200	181,080

MF 7S Series

MF 7S.155 Dyna-6	4wd	24x24/6	8,100	155	175	148,640
MF 7S.165 Dyna-6	4wd	24x24/6	8,100	165	185	153,540
MF 7S.180 Dyna-6	4wd	24x24/6	8,100	180	210	161,620
MF 7S.155 Dyna-VT	4wd	CVT	9,600	155	175	178,650
MF 7S.165 Dyna-VT	4wd	CVT	9,600	165	185	183,550
MF 7S.180 Dyna-VT	4wd	CVT	9,600	180	210	191,930
MF 7S.190 Dyna-VT	4wd	CVT	9,600	190	220	194,780

MCCORMICK

X7.417	4wd	30x15	9,300	155/165	540/540E/1,000/1,000E	141,642
X7.617	4wd	30x15 (CVT OPT)	9,300	155/165	540/540E/1,000/1,000E	145,276
X7.418	4wd	30x15	9,300	166/175	540/540E/1,000/1,000E	143,297
X7.618	4wd	30x15 (CVT OPT)	9,300	166/175	540/540E/1,000/1,000E	151,257

Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
X7.620	4wd	30x15	9,300	180/190	540/540E/1,000/1,000E	176,921
X7.621	4wd	30x15 (CVT OPT)	12,000	200/210	540/540E/1,000/1,000E	181,768
X7.623	4wd	30x15 (CVT OPT)	12,000	220/230	540/540E/1,000/1,000E	189,726
X7.624	4wd	CVT	12,000	230/240	540/540E/1,000/1,000E	195,236

Based on 50km/h with front and cab suspension.

NEW HOLLAND

T7. SWB

T7.165s	-	-	-	165/-	-	149,372
T7.190 Classic	-	-	-	165/190	-	168,920
T7.190 S/Wii	-	-	-	165/191	-	168,949
T7.190 AC	-	-	-	165/190	-	193,530
T7.210 Classic	-	-	-	180/210	-	174,030
T7.210 S/Wii	-	-	-	180/210	-	177,453
T7.210 AC	-	-	-	180/210	-	199,876
T7.225 AC	-	-	-	200/225	-	207,479

VALTRA

N155	4wd	20x20/ 30x30	7,800	165	-	140,842
N175	4wd	20x20/ 30x30	7,800	201	-	144,907
T145	4wd	20x20/ 30x30	9,500	170	-	155,817
T155	4wd	20x20/ 30x30	9,500	180	-	159,948
T175	4wd	20x20/ 30x30	9,500	190	-	167,579

Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
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201 HP+

CASE IH

Puma MultiCONTROLLER

200	4wd	FPS18+6	50km/h	10,463	200	-	270,233
220	4wd	FPS18+6	50km/h	10,463	220	-	278,998

Puma CVX

200	4wd	CVT	50km/h	10,463	200	-	300,384
220	4wd	CVT	50km/h	10,463	220	-	309,143
240	4wd	CVT	50km/h	10,463	240	-	331,603
260	4wd	CVT	50km/h	10,463	260	-	344,243

Optum CVX AFS CONNECT SERIES

270	4wd	CVT	50km/h	11,058	270	-	356,626
300	4wd	CVT	50km/h	11,058	300	-	374,029
340	4wd	CVT	50km/h	11,058	340	-	394,029

Magnum AFS CONNECT SERIES

310	4wd	23+6 or 19+4	11,703	311	-	POA
340	4wd	23+6 or 19+4	11,703	340	-	POA
400	4wd	PS 21 x 5	11,703	396	-	POA

Magnum CVX AFS CONNECT SERIES

310	4wd	CVT	11,703	311	-	POA
340	4wd	CVT	11,703	340	-	POA
380	4wd	CVT	10,929	379	-	POA

Magnum Rowtrac AFS CONNECT SERIES

400	4wd	PS 21x5	10,929	396	-	POA
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Magnum Rowtrac CVX AFS CONNECT SERIES

380	4wd	CVT	10,929	379	-	POA
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CLAAS

Axion 800 CIS / CIS+ (Stage 5)	4wd	24+24	9,500	205	540/1,000	POA
Axion 800 CEBIS (Stage 5)	4wd	24+24	9,500	205	540/1,000	POA
Axion 810 CIS/CIS+ (Stage 5)	4wd	24+24	9,500	215	540/1,000	POA
Axion 810 CEBIS (Stage 5)	4wd	24+24	9,500	215	540/1,000	POA
Axion 810 CMATIC CIS+/CEBIS (Stage 5)	4wd	CVT	9,500	215	540/1,000	POA
Axion 830 CIS / CIS+ (Stage 5)	4wd	24+24	9,500	235	540/1,000	POA
Axion 830 CEBIS (Stage 5)	4wd	24+24	9,500	235	540/1,000	POA
Axion 830 CMATIC CIS+/CEBIS (Stage 5)	4wd	CVT	9,500	235	540/1,000	POA
Axion 850 CIS+ (Stage 5)	4wd	24+24	10,200	264	540/1,000	POA
Axion 850 CEBIS (Stage 5)	4wd	24+24	10,200	264	540/1,000	POA
Axion 850 CMATIC CIS+/CEBIS (Stage 5)	4wd	CVT	10,200	264	540/1,000	POA
Axion 870 CMATIC CIS+/CEBIS (Stage 5)	4wd	CVT	10,200	295	540/1,000	POA
Axion 920 CMATIC CIS+/CEBIS (Stage 5)	4wd	CVT	10,950	325	540/1,000	POA
Axion 930 CMATIC CIS+/CEBIS (Stage 5)	4wd	CVT	10,950	355	540/1,000	POA
Axion 930 TERRA TRAC (Stage 5)	4wd	CVT	10,950	355	540/1,000	POA
Axion 940 CMATIC CIS+/CEBIS (Stage 5)	4wd	CVT	11,250	385	540/1,000	POA
Axion 950 CMATIC CIS+/CEBIS (Stage 5)	4wd	CVT	11,250	410	1,000	POA
Axion 960 CMATIC CIS+/CEBIS (Stage 5)	4wd	CVT	11,250	445	1,000	POA
Axion 960 TERRA TRAC (Stage 5)	4wd	CVT	10,950	355	540/1,000	POA
Xerion 4200 Trac	4wd	CVT	15,400	462	1,000	POA
Xerion 4200 Trac +	4wd	CVT	15,400	462	1,000	POA
Xerion 4200 Trac VC	4wd	CVT	15,400	462	1,000	POA
Xerion 4200 Saddle Trac	4wd	CVT	15,400	462	1,000	POA
Xerion 4500 Trac	4wd	CVT	15,400	490	1,000	POA



Xerion 12.590 Terra Trac.

Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
Xerion 4500 Trac +	4wd	CVT	15,400	490	1,000	POA
Xerion 4500 Trac VC	4wd	CVT	15,400	490	1,000	POA
Xerion 5000 Trac	4wd	CVT	15,400	530	1,000	POA
Xerion 5000 Trac +	4wd	CVT	15,400	530	1,000	POA
Xerion 5000 Trac VC	4wd	CVT	15,400	530	1,000	POA
Xerion 12.590 Terra Trac	4wd	CVT	13,600	585	1,000	POA
Xerion 12.650 Terra Trac	4wd	CVT	13,600	653	1,000	POA

DEUTZ FAHR

6210 PS	-	30+15	9,700	216	-	215,750
6210 RC Shift	-	54+27	9,700	216	-	220,840
6210 TTV	-	CVT	9,200	216	-	264,520
6230 TTV	-	CVT	9,200	230	-	271,950
6230 HD TTV	-	CVT	10,000	230	-	285,940
7250 TTV	-	CVT	10,000	247	-	287,370
7250 HD TTV	-	CVT	11,100	247	-	303,330
8280 TTV	-	CVT	11,100	287	-	334,330
9290 TTV	-	CVT	12,000	295	-	350,190
9310 TTV	-	CVT	12,000	312	-	356,200
9340 TTV	-	CVT	12,000	336	-	370,730
6160.4 PS	-	30+15	9,700	161 / 171	-	164,770
6160.4 RC Shift	-	54+27	9,700	161 / 171	-	173,450
6160.4 TTV	-	CVT	-	161 / 171	-	208,600
6160 PS	-	30+15	9,700	161 / 171	-	171,890
6160 RC Shift	-	54+27	9,700	161 / 171	-	180,540
6160 TTV	-	CVT	9,200	161 / 171	-	214,600
6180 PS	-	30+15	9,700	181 / 192	-	185,970
6180 RC Shift	-	54+27	9,700	181 / 192	-	194,640
6180 TTV	-	CVT	9,200	181 / 192	-	231,550
6230 PS	-	30+15	9,700	217 / 230	-	226,960
6230 RC Shift	-	54+27	9,700	217 / 230	-	232,050



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R95 EF89

TUAM
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H54 XY84



JOHN DEERE



New Holland T8 Genesis.



JCB Fastrac 4220 iCON.

Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
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FENDT

700 Vario Gen6

722 Vario	4wd	-	-	228	-	287,570
724 Vario	4wd	-	-	246	-	301,970

700 Vario Gen7

722 Vario	4wd	-	-	223	-	303,359
724 Vario	4wd	-	-	243	-	317,459
726 Vario	4wd	-	-	262	-	330,017
728 Vario	4wd	-	-	303	-	338,111

900 Vario Gen7

930 Vario	4wd	-	-	296	-	376,761
933 Vario	4wd	-	-	326	-	391,125
936 Vario	4wd	-	-	355	-	404,640
939 Vario	4wd	-	-	385	-	415,506
942 Vario	4wd	-	-	415	-	428,502

1000 Vario Gen3

1038 Vario	4wd	-	-	396	-	477,336
1042 Vario	4wd	-	-	435	-	496,220
1046 Vario	4wd	-	-	476	-	510,024
1050 Vario	4wd	-	-	517	-	521,067

Tracked Tractors

900 Vario MT Gen2

938 Vario MT	-	-	-	380	-	510,659
940 Vario MT	-	-	-	405	-	519,365
943 Vario MT	-	-	-	431	-	533,286

1100 Vario MT Gen1

1151 MT	-	-	-	511	-	520,141
1156 MT	-	-	-	564	-	547,152
1162 MT	-	-	-	618	-	571,454
1167 MT	-	-	-	673	-	609,069

Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
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JCB

Fastrac 4220 iCON	4wd	CVT	8,000	220	195	220,000
45TS	-	-	13,438	282	-	253,000
Fastrac 8330	4wd	CVT	10,000	335	310	260,000

JOHN DEERE

6R 215	4wd	20+20	9,050	215/259	-	214,815
6R 230	4wd	IVT	9900	230/281	-	252,048
6R 250	4wd	IVT	9900	250/301	-	264,109
7R 270	4wd	e23	13,010	270/297	-	324,063
7R 290	4wd	e23	13,010	290/319	-	323,099
7R 310	4wd	e23	13,010	310/341	-	346,528
7R 330	4wd	e23	13,010	330/363	-	359,573
7R 350	4wd	IVT	13,010	350/388	-	383,739
8R 280	4wd	16+5	9,000*	280/308	-	319,611
8R 310	4wd	16+5	9,000*	310/341	-	335,778
8R 340	4wd	16+5	9,000*	340/374	-	354,321
8R 370	4wd	e23	9,000*	370/407	-	384,000
8R 410	4wd	e23	9,000*	410/443	-	388,519
8RT 310	Tracked	e23	8,800*	310/341	-	482,764
8RT 340	Tracked	e23	8,800*	340/374	-	518,414
8RT 370	Tracked	e23	8,800*	370/407	-	523,821
8RT 410	Tracked	e23	8,800*	410/443	-	532,631
8RX 310	4-track	e23	9,000*	310/341	-	530,045
8RX 340	4-track	e23	9,000*	340/374	-	551,781
8RX 370	4-track	e23	9,000*	370/407	-	569,563
8RX 410	4-track	e23	9,000*	410/443	-	589,093
9RX 490	4-track	18+6	9,072	490/539	-	630,132
9RX 540	4-track	18+6	9,072	540/594	-	654,253
9RX 590	4-track	18+6	9,072	590/649	-	690,230
9RX 640	4-track	18+6	9,072	640/691	-	701,442

Tractor engine power ratings are quoted according to ECE-R24 (compact models) and ECE-R120 or 97/68/EC test standards at rated speed, and with Intelligent Power Management (IPM) where applicable. AutoPowr IVT transmission also available on models from the 6090M to the 8R/RT 370.

*Lift capacity on 8R Series models measured at 610mm behind coupler, rather than max lift.



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Massey Ferguson MF 9S.

Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
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MASSEY FERGUSON**MF 7S Series**

MF 7S.210 Dyna-VT	4wd	CVT	9600 kg	210	220	197,280
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MF 8S

MF 8S.205 Dyna-7	4wd	28x28/7	10,000	205	225	201,440
MF 8S.225 Dyna-7	4wd	28x28/7	10,000	225	245	207,440
MF 8S.245 Dyna-7	4wd	28x28/7	10,000	245	265	212,840
MF 8S.265 Dyna-7	4wd	28x28/7	10,000	265	285	218,540
MF 8S.205 DynaE-Power	4wd	28x28/7	10,000	205	225	205,510
MF 8S.225 DynaE-Power	4wd	28x28/7	10,000	225	245	211,210
MF 8S.245 DynaE-Power	4wd	28x28/7	10,000	245	265	216,910
MF 8S.265 DynaE-Power	4wd	28x28/7	10,000	265	285	222,610
MF 8S.205 Dyna-VT	4wd	CVT	10,000	205	225	239,170
MF 8S.225 Dyna-VT	4wd	CVT	10,000	225	245	244,870
MF 8S.245 Dyna-VT	4wd	CVT	10,000	245	265	250,570
MF 8S.265 Dyna-VT	4wd	CVT	10,000	265	285	256,270
MF 8S.285 Dyna-VT	4wd	CVT	10,000	285	305	261,970
MF 8S.305 Dyna-VT	4wd	CVT	10,000	305	305	264,470

MF 9S

MF 9S.285	4wd	CVT	12,000	285	315	291,130
MF 9S.310	4wd	CVT	12,000	310	340	298,260
MF 9S.340	4wd	CVT	12,000	340	370	306,810
MF 9S.370	4wd	CVT	12,000	370	400	320,170
MF 9S.400	4wd	CVT	12,000	400	425	327,120
MF 9S.425	4wd	CVT	12,000	425	425	331,040

NEW HOLLAND**T7. LWB**

T7.195 s	-	-	-	190/-	-	199,583
T7.215 s	-	-	-	214/-	-	208,759
T7.230 Classic	-	-	-	200/225	-	212,282
T7.245 Classic	-	-	-	225/245	-	221,625
T7.260 Classic	-	-	-	240/260	-	230,967

T7. LWB PLMi

T7.230 PC	-	-	-	200/225	-	253,868
T7.230 AC	-	-	-	200/225	-	275,604



Valtra S Series.

Make/Model	Drive	No. of gears	Max linkage (kg)	Engine (hp)	PTO (ISO)	Price € (excl. VAT)
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T7.245 PC	-	-	-	225/245	-	263,207
T7.245 AC	-	-	-	225/245	-	284,956
T7.260 PC	-	-	-	240/260	-	272,550
T7.260 AC	-	-	-	240/260	-	294,306
T7.270 AC	-	-	-	260/270	-	304,108
T7.300 AC	-	-	-	280/300	-	325,170

T7. HD PLMi

T7 290 HD	-	-	-	270/288	-	344,989
T7 315 HD	-	-	-	300/313	-	362,089
T7.340 HD	-	-	-	340/-	-	382,089

T8 Genesis

T8.410 UC	-	-	-	340/409	-	POA
T8.410 AC	-	-	-	340/409	-	POA
T8.435 AC	-	-	-	380/435	-	POA
T8.435 UC	-	-	-	380/436	-	POA

T8 Smart Track

T8.435 AC ST	-	-	-	380/435	-	POA
T8.435 UC ST	-	-	-	380/436	-	POA

E = electronic control.

CVT = infinitely variable.

VALTRA

T195	4wd	20x20/30x30	9,500	210	-	182,132
T215	4wd	20x20/30x30	9,500	230	-	192,764
T235	4wd	20x20/30x30	9,500	250	-	203,991
T255	4wd	20x20/30x30	9,500	271	-	214,975
Q225	4wd	CVT 2 Range	10,000	250	-	249,350
Q245	4wd	CVT 2 Range	10,000	265	-	254,850
Q265	4wd	CVT 2 Range	10,000	290	-	262,182
Q285	4wd	CVT 2 Range	10,000	305	-	268,426
Q305	4wd	CVT 2 Range	10,000	305	-	274,927
S286	4wd	CVT 2 Range	12,000	310	-	336,296
S316	4wd	CVT 2 Range	12,000	340	-	346,206
S346	4wd	CVT 2 Range	12,000	370	-	360,078
S376	4wd	CVT 2 Range	12,000	400	-	369,987
S396	4wd	CVT 2 Range	12,000	420	-	381,878
S416	4wd	CVT 2 Range	12,000	420	-	391,787

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The Xerion 12 series stands for more pulling efficiency, more profitability and more comfort, according to Claas.



Jan-Hendrik Mohr, Jan-Willem Verhorst, Johannes Weisbrodt, Ingo Kirchbeck, Dr Martin von Hoyningen-Huene and Matthias Mumme celebrate the Tractor of the Year 2024 win.

XERION CELEBRATES 25 YEARS WITH TOP WIN AT TOTY

NOEL DUNNE WAS ONE MEMBER OF AN INTERNATIONAL PANEL OF JUDGES TO REVIEW THE CONTENDERS FOR THE COVETED TITLE OF THE TRACTOR OF THE YEAR 2024. IT WAS A HOTLY CONTESTED RACE BUT THE CLAAS XERION 12.650 TERRA TRAC WAS THE ONE DEEMED TO BE OUTSTANDING IN THE FIELD. 'PULLING EFFICIENCY, COMFORT, CONNECTIVITY AND SUSTAINABILITY' ARE SOME OF THE FEATURES THAT SECURED THE WIN FOR CLAAS

For context, the Claas Xerion 12.650 Terra Trac was launched in summer 2023 as part of the newly developed Xerion 12 Series with engine outputs of up to 653hp. Its low-engine speed concept 2.0 develops a maximum torque of up to 3,100Nm at 1,300 engine revolutions, while CMATIC continuously variable transmission obtains a maximum speed of 40km/h. The series' low-engine speed working hydraulics have flow rates of up to 537L/min, it has newly developed Terra Trac triangular crawler tracks, and an unrivalled all-round view from the four-point suspension cab, which has the

largest amount of space of any premium tractor. Its extreme load capacity is a unique feature, says Claas, as is its precise steering due to the continuous frame with two steering axles.

TOP CLAAS MODEL

The top model Xerion 12.650 Terra Trac, is an absolute specialist for heavy-duty pulling work in all speed ranges, whether in front of a cultivator, disc harrow, plough, airseeder or trailer. "Despite the immense power at its disposal and its massive dimensions, the Xerion is very easy to handle, thanks

to the latest generation of the CMATIC continuously variable transmission [...] with four mechanical ranges and assisted by the CEMOS learning-based assistance system and information input to optimise transmission, traction, and ballasting, with clear benefits in terms of performance and fuel consumption," the jury said.

25TH ANNIVERSARY

"Traction efficiency has always been firmly anchored in the DNA of our tractors," explained Dr Martin von Hoyningen-Huene, chief technology officer Claas Group, and



responsible for the tractors and implements division. "The Xerion, in particular, stands out with its all-wheel drive concept with uncompromisingly efficient and ground-friendly multipass traction transmission. With the Xerion 12 Series, we have taken the well-known strengths valued by Xerion customers from all over the world, further developed them and combined them with more than 25 years of Terra Trac development and production experience into a strong, convincing overall concept."

He continued: "The fact that the Xerion, whose existence we owe personally to Helmut Claas, is now receiving the TOTY Award for the first time in its 25th year of market presence, is a great success for the entire development team."

THE SERIES

The Xerion 12 Series includes two models, the 12.590 and the 12.650, which are produced for the global market in both Terra Trac and wheeled Trac versions at the main Claas plant in Harsewinkel. The 15.6L Mercedes-Benz six-cylinder engines are approved for operation with hydrogenated vegetable oils (HVO); all-new machines are also initially filled in the factory with the sustainable fuel produced from waste and residual materials.

State-of-the-art onboard and offboard features for digital agriculture not only allow automated steering, section control, variable rate and automatic documentation, but also the optimisation of machine and process performance with CEMOS. From the end of 2024, the Xerion 12 Series will also be even more connected thanks to the new Claas connect, which will provide the basis for further development towards high automation of work processes and even autonomy.



NOEL DUNNE
Machinery editor

IF IT SOUNDS TOO GOOD...

Well readers, here we go again – the start of a new farming year. Firstly, may I wish all our readers and advertisers and all those who contributed throughout 2023, a very happy and prosperous new year! Before we press ahead, I would like to revisit something disturbing that I have come across over the years that is raising its ugly head again – online scams. These scams are not just prevalent in relation to small-ticket items or requests for donations, they are now becoming more noticeable in big-ticket items, too, such as farm machinery. Some years ago, I spoke to the powers that be about this and discovered that the scam involves individuals sending a deposit based on a picture of a machine that looks genuine, in order to secure the kit. But once the money had been received, well, there was no machine! In this issue, we feature our annual Tractor Guide, so I feel it is appropriate to highlight this in the hope that it helps someone, especially as such scams are occurring again, according to media. Tractors posted on sites from across Europe and closer to home at prices below what the real value is worth should be a cause for concern. If it sounds 'too good to be true' well, that's because it nearly always is!

My recommendation is to talk to your local dealer first, seek advice, double-check the validity of the site and advert placed if possible. Send no money until the legitimacy of the product or products are verified. Farmers who have been scammed are slow to come forward or talk about it as it is a source of embarrassment. It is back to what I have always stated over the years in this very column – buy local, stay local, and you will have a far better chance of avoiding the online pitfalls. There are, of course, genuine traders out there online, so be sure to just do a bit of homework first!

Now, down to business. Recently, Genfitt published its 2023 *Knowledge Report*. This is the eighth year of publication of this independently produced document. Some of the interesting findings are as follows: 33 per cent of Irish machinery manufacturers saw business increase in 2023; 17 per cent said it was the same as 2022; the remaining 50 per cent felt it was less than 2022 but, in some cases, marginally down. This probably isn't a bad return against the year that was. Labour availability, energy costs, commodity prices, credit, cost of raw materials, inclement weather and lack of confidence in the agri sector were the main factors affecting the manufacturing industry. From a farmer's perspective, 3,648 were surveyed and the majority – 60 per cent – have spent or will spend under €10,000 on machinery; 30 per cent of respondents plan to or have spent between €10,000-€50,000; whereas 10 per cent plan to spend €50,000 or more. In the current climate, farmers are very cautious about spending. There is an old saying that I have often heard on my travels about the country: "Farmers will spend money in good times and bad times but when uncertainty is about the cheque book is tucked away."

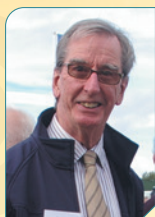
Agri-businesses such as machinery dealers, hardware stores and motor factors were also surveyed and 82 per cent said that the spend was the same if not higher than 2022. The remainder found trade mixed. Some factors affecting their businesses were labour and high input prices. The report found that the price of machinery went up in 2023 with demand going down. In 2021 and 2022 costs went up dramatically this will put pressure on going forward but confidence will return and a recovery will happen as markets start to return to acceptable levels, the report stated.

On the tractor front, there is good some good news as green diesel (at the time of going to press) is at a four-month low. It is reported that Zetor will soon launch its new range of tractors up to 170hp with plans in place to go to 250hp. They will come with Deutz engines and, we believe, ZF transmission, as well as a new in-cab display screen with new Carraro front axles. This new four-cylinder range of tractors is expected in early 2025. Tumosan tractors will launch the new 110hp tractor this year with the new Euro V Engine.

On a sad note, December saw the passing of Paddy Callan founder of PJ Callan Ltd of Ardee, Co. Louth. Paddy was a true gentleman, a past president of the FTMTA and lifelong member. When Paddy spoke, people listened. He was an inspiration to be with and gave sound advice. My sincere condolences to his wife Josie, son John, extended family, and his many friends both in the machinery trade and outside it.

And finally, congratulations to fellow Laoisman, drystock farmer, Francis Gorman who is the new president of the Irish Farmers' Association. We wish him and his family the very best!

Until next month, farm wisely, farm safely.

**Tom Murphy**Professional Agricultural
Contractors of Ireland

JUST DO IT

I am now regularly taking our newest four-legged family member for long walks.

He was a surprise present from the children in case we were lonely because they have all flown the nest. These outings, however, do give me the opportunity to meet my farmer neighbours for a chat rather than a wave as I pass them in the car. Recent conversations raised concern about the extra cost they may face if NCTs are introduced for tractors – but more about that another day. It did, however, make me reflect on the fact that agriculture is one of the most stressful occupational sectors, yet many of us are reluctant to pay for personal health checks.

I recently attended a Department of Agriculture, Food and the Marine conference, Cultivating Mental Well-being in Rural Ireland, an area of health that is far too often neglected. Ongoing stress affects mental wellbeing and this, in turn, can cause physical ailments and is more prevalent than we are prepared to admit. The meeting advised that everyone should be aware of the signs of stress, not only for themselves but their family members, workers and neighbours, and recognise how important it is for those suffering with stress, anxiety or depression to talk to someone. Acknowledging that you are stressed, anxious or depressed and seeking help from your doctor is the first step towards recovery.

Farmers and agricultural contractors keep their machinery in good repair, if they don't it can cost them dearly if they breakdown during the busy season. But they don't think it is important to invest in their own health, or even consider the cost if their health breaks down during the busy period, putting their farm or business in jeopardy.

Many do nothing because they do not want to hear bad news; this head-in-the-sand approach can be common. It is worth remembering this saying: 'By failing to prepare, you are preparing to fail.' In simple terms, if a

health check finds that you have a problem that needs to be addressed, it is far better to have it identified and treated early. We all have a responsibility, not only to ourselves but just as importantly, to our families who will have to cope with the consequences of any sudden breakdown in your health. Unfortunately, we do not have specific statistics for the agricultural sector of those who suffer heart attacks, have high blood pressure, diabetes or other conditions, but I would guess these things are ever-present. So, my new-year appeal to you is to get yourself checked out and don't put it off until a better time. There will never be a better time. Don't think about doing it, just do it. It could be the best new year's resolution you ever make.

A four-legged friend is a wonderful addition to any household, and we won't be sending our little guy back. But anyone thinking of presenting a pet to anyone, remember while friends and family are happy to babysit children the offers don't come as quickly for dog-sitting, no matter how cute the puppy is. That said, on a positive note I'm getting more exercise and saving a fortune on eating out as I can't leave the little fella for too long.

Wishing you all a successful, safe and, above all, a healthy 2024.



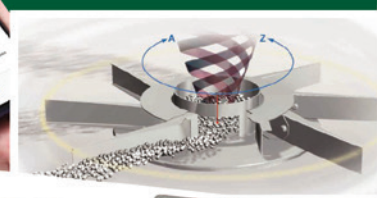
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Valtra will unveil its new flagship 6th generation S Series, nicknamed 'The Boss', at LAMMA 2024, which takes place on January 17-18 at the NEC in Birmingham. This is the first time that the machine will be displayed in the UK.

The S-Series is manufactured at Valtra's home in Suolahti, Finland and all S-Series models are now available with Valtra Unlimited options to further refine profitability, productivity and looks, the company says. As well as The Boss, Valtra's entire range from its award-winning 5th generation A, G, N and T Series tractors to the Tractor of the Year finalist and winner of the Farm Machine 2023 Jury Award – the Q Series – will be on display also. Valtra says it will also be demonstrating the Q Series features during timed presentation slots at the machinery demo area in Hall 10.

This year, Valtra will be joined on the stand at the show by representatives from the UK and Irish Valtra dealer network, AGCO Finance and AGCO Parts and Customer Support. The latter will have its own dedicated area on the stand where they will be showcasing AGCO Parts genuine accessories, AGCO



Academy featuring technical service apprenticeships, AGCO eCommerce covering retail customer portal and AGCO Care & Connect focussing on warranty packages and telemetry. Valtra Unlimited customisation has proven extremely popular in recent years, with over one third of all tractors leaving Valtra's Suolahti plant having some form of Unlimited customisation. With that in

mind, Valtra will also be joined by colleagues from both the Valtra Unlimited and Smart Agricultural Engineering teams who will be demonstrating several products including the all-new Smart Top Link, an innovative product solution designed for improved fertiliser application accuracy. Visitors are encouraged to pre-register with the Valtra stand.



The **Solitair 9+ Duo** high speed pneumatic seed drill combines precise depth and separation control with the flexibility needed to simultaneously apply any sized seed(s) and up to 250 kg/ha of fertilizer.

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The ActiveDrive 8 eight-step powershift was previously only available on Case IH's 115-150hp Maxxum tractors. Now, however, Vestrum customers not requiring the full capabilities of CVT have this alternative, which comes at a lower price point, yet still provides a high level of fuel efficiency and ability. Range one offers a 0-10.7km/hr speed band to suit heavy draft work, while range two, with a speed bracket of 4.3-18.1km/hr, meets most work needs. For road travel, the transmission can start in range three, with a 0-40km/hr speed range, a skip-shift function allowing quick powershift step progression. A creep speed option allows speeds down to 190m/hr for specialist applications.

"By adding the ActiveDrive 8 eight-step powershift option to the Vestrum line, we are aiming to broaden its appeal by offering a greater range of specification to customers in this power segment, to meet a wider range of needs," says Christel Diebolt, Case IH product marketing manager for Vestrum tractors.

"This is a true powershift that uses our double-clutch technology so there is no loss of drive or traction during speed or direction changes. It also allows the tractor to move off in the highest range, increase field speed without interrupting power to the wheels, deliver almost imperceptible gear changes and, via the Active Clutch II feature, come to a standstill using only the brake pedal."

Vestrum ActiveDrive 8 tractors are available

ACTIVEDRIVE 8 NOW OFFERED ON VESTRUM RANGE



with a choice of two specification packages. 'Selection' models are equipped with mechanical remote valves, an 80 or 110L/min hydraulic pump, three-speed PTO, front linkage options. There are two roof options: a low roof version of 2.7m features a panoramic window for loader work, while a standard roof alternative comes with a height of 2.83m. Air conditioning, passenger seat and cab suspension can be chosen. The alternative

'Advanced' specification features additional equipment including, front linkage with Front Hitch Management, electro-hydraulic remotes, plus optional features such as Advanced Headland Management, auto guidance managed via the AFS Pro 700 Plus display, and Isobus options.

Whether specified with CVXDrive or ActiveDrive 8, Vestrum tractors use the same FPT NEF 4.5L/four-cylinder Stage V engines. Developing up to 10hp more than their rated output between 1,700rpm and 1,900rpm, they produce maximum torque at 1,300rpm. The standard implement coupling package includes a Cat II/III N 5,600kg rear hitch, while a 2,300kg front hitch is optional, as is a 1,000rpm front PTO with wet clutch. Manoeuvrability is also aided by a 4.5m turning circle.

With noise level of 69dB(A), the suspended cab options include a loader joystick with transmission control buttons. The AFS Pro 700 Plus touchscreen terminal comes with a quick-start menu and up to four camera inputs. AEF Isobus certification for Universal Terminal and Task Controller functionalities guarantees compatibility with AEF Isobus-certified implements. Optional AFS Connec telematics capability allows remote monitoring and instant data capture. Additional features, including AFS AccuGuide auto guidance and AFS AccuTurn Pro automated headland-turning technology, are also available.

LANDINI RANGE NOW AVAILABLE AT STEWART AGRI

The award-winning Landini range for 2024 is now available to customers of Letterkenny-based Stewart Agri. An official launch to mark this development is set to take place soon.

Welcoming the dealership into the Landini network, Kevin Phelan, country manager for Argo Tractors Ireland, said: "Austin Stewart and his staff at Stewart Agri know what their customers want when it comes to their tractor of choice, emphasising mechanical excellence at an agreeable price, and that's why Landini is a perfect fit for this highly respected Donegal dealership."

This, he said, is one of what is hoped will be 'many positive announcements' in 2024. Commenting, Austin Stewart, dealer principal with Stewart Agri said: "Stewart Agri is

delighted to become part of the Argo Tractors Ireland team.

"Since opening our doors at Bonagee in 1986, Stewart Agri has prided itself on providing quality products and great customer service.

"In stocking the Landini range, which consists of efficient, high-performance tractors, we are providing an additional option for the small-to-medium farmer both here in Donegal and its environs when it comes to buying a new model.

"Given Landini's acclaimed reliability and excellent assistance service, combined with Stewart Agri's reputation for offering a top-quality service at a competitive price, we believe it's a match well-made and we're looking forward to deepening our relationship with Kevin and his team."



Kevin Phelan, county manager, Argo Tractors Ireland. Photo: Dylan Vaughan.

AMAZONE LAUNCHES ZA-TS 5000 MOUNTED SPREADER

The ZA-TS, with precise spread patterns up to 54m and application rates of 650kg/min, is one of the best high-output spreaders on the market. Previously the largest capacity available was up to 4,200L but now, however, the new hopper capacity of up to 5,000 enables further increases in the maximum area output.

The 800L capacity increase means more work can be achieved with fewer fills, reducing the number of journeys between the field and the yard and making the most of the increasingly shorter windows available for spreading, according to Amazone.

The ZA-TS 5000 comes with the Ultra frame and the Profis weighing system as standard. The intelligent integration of the Profis weighing system in the Isobus software enables the user to monitor fill levels and residual volumes, define target weights and fill precisely at any time. The maximum payload of 4,500kg is utilised in full without running the risk of overloading the spreader.

5,000L capacity and 4,500kg payload guarantee maximum output from the ZA-TS 5000.



The compact tractor mounting provides optimum weight distribution, even with heavy payloads.

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MEATH FARM MACHINERY SET TO ALMOST DOUBLE SIZE OF COMPANY

Meath Farm Machinery Ltd announced recently that it had reached an agreement with John Deere to expand its operations into Co. Louth and Co. Dublin.

An agreement has also been reached with Michael Hanlon for Meath Farm Machinery Ltd to operate from the existing premises of Hanlon Machinery Ltd at Marlbog Road,

Haggardstown, Dundalk, Co. Louth.

The two companies underwent a transition to this new structure to provide continuity to all customers for John Deere service, parts, sales and technology support. The transition of the business became effective from November 1, 2023.

Ian Timmons, dealer principal at Meath

Farm Machinery Ltd, said: "Our business will continue to operate as normal under my leadership as we grow.

"This is an exciting time for Meath Farm Machinery as we prepare to almost double the size of our business. Expanding into this geography shows our total commitment to the agriculture industry.

"This expansion also consolidates our standing as one of Ireland's leading machinery dealerships and positions us perfectly to support customers and help them maximise the potential of John Deere's expansive range of agricultural equipment and suite of precision technologies.

"Our mutual goal with Michael Hanlon is to ensure a seamless transition and continuous support for all customers, both existing and new." The combined dealerships operating from Navan, Cavan and now Dundalk will give greater opportunities for employees and the ability for the business to further invest in its team, facilities and technologies, the company said.

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NEW HOLLAND METHANE TRACTOR AVAILABLE THIS YEAR

The first-production T7270 Methane Power CNG – compressed natural gas – tractors underwent testing during summer 2023, and units will be available to purchase in the second half of 2024. Produced at New Holland's Alternative Fuels Centre of Excellence in Basildon in the UK, this is a new addition to New Holland's alternative-fuel tractor portfolio and features the NEF 6.7L methane-fuelled engine already established in the T6.180 Methane Power tractor, but with increased output to match the capabilities and performance expected from a T7 model tractor, according to the company. The engine's peak torque is 1,160Nm, and it produces a maximum 270hp under all conditions. The New Holland design team's efforts have made full use of the T7's larger chassis to maximise on-board gas storage.

With a figure of 1,265L (219kg on board), the T7270 CNG holds 178 per cent more fuel than the T6.180 Methane Power (455L/79kg). The renders the tractor more powerful and capable of working with bigger implements, but it can also complete many more working hours between refuelling stops, considerably increasing its productivity and range. Because methane is a cleaner-burning fuel, a selective catalytic reduction (SCR) system is not required, freeing up space for fuel storage. The T7270 Methane Power CNG can be used with all methane and biomethane sourced from livestock manure and slurry. It will make it the ideal solution for biogas operators often running a

fleet of multiple haulage tractors, according to New Holland. In addition, it is also suited to the demands of larger-scale arable farms and contractors, and more complex commercial businesses conducting year-round varied applications with heavy-duty implements. The combination of methane power technology with proven New Holland T7 features is designed to offer potential customers a blend of low operating costs, autonomy, reliability and driver comfort. The new T7270 Methane Power CNG also features CVT – continuously variable transmission – which creates a smoother driving experience and a more efficient fuel consumption. CVT makes this tractor particularly suitable for trailers weighing more than 18t, typically looking for this type of transmission and for more than 200hp.

New Holland's T4 Electric Power utility tractor made its European public debut at Agritechnica 2023, offering an all-electric utility tractor. This battery electric vehicle (BEV) is the first zero-emission light-utility tractor with no internal combustion engine. The T4 Electric Power joins the New Holland T7 Methane Power LNG and T6 Methane Power tractors building a full liner portfolio of zero carbon tractor solutions.

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THE FAB FOUR

THE 2024 TRACTOR OF THE YEAR (TOTY) AWARDS SAW FOUR FAB MACHINES TAKE FOUR MUCH-SOUGHT-AFTER TITLES. HERE, WE TAKE A LOOK AT THE WINNERS AND WHY THEY WERE CREAM OF THE CROP FOR THE JUDGING PANEL, WHICH INCLUDED OUR OWN NOEL DUNNE



OVERALL TRACTOR OF THE YEAR WINNER

XERION 12.650 TERRA TRAC

We look at the Terra Trac in a little more detail in 'From the Cab' on page 72 but here are some of the highlights of the overall Tractor of the Year star:

- ▶ 653hp Mercedes-Benz OM473 engine makes the Claas Xerion 12.650 Terra Trac the most-powerful continuously variable transmission tractor in the world.
- ▶ The structure maintains the exclusive feature of Xerion tractors with a 50:50 distribution on the two steering axles.
- ▶ The innovative four-track design maximises traction but also effectively minimises soil compaction.
- ▶ The Xerion is very easy to handle, thanks to the latest generation of the Cmatic continuously variable transmission (read ZF Ecomat 5.5) with four mechanical ranges. This is assisted by the Cemos learning-based assistance system and information input to optimise transmission, traction, and ballasting, with clear benefits in terms of performance and fuel consumption.
- ▶ It's smarter, thanks to customisable packages for Isobus applications and precision agriculture.
- ▶ Choice of GPS Pilot automatic guidance with various correction signals, online and offline activity management, and precision farming applications with section control and variable rate application (VRA).

BEST UTILITY

McCORMICK X5.120 P3-DRIVE

The McCormick X5.120 P3-Drive was deemed the ideal utility vehicle for daily use on the farm. The judges were also impressed by:

- ▶ Delivers 114hp from the 4-cylinder FTP F36 Stage V 3.6L engine.
- ▶ Has an empty weight of 4,000kg with a maximum allowable load of up to 7,000kg.
- ▶ Automated powershift transmission allows for automatic shifting through up to 12 gears, both in the field and on the road, controlled by the ergonomic SmartPilot joystick.
- ▶ Onboard technological package also includes the Advanced Driving System (ADS) dedicated to advanced steering functions, including automatic wheel realignment and direction maintenance on uneven terrain.
- ▶ The axle and cabin are suspended and a factory-fitted front loader is available.
- ▶ Integrated functions for Isobus connectivity, precision steering, fleet management, and remote diagnostics.



BEST OF SPECIALIZED

LANDINI REX 4-120 GT ROBOSHIFT DYNAMIC

The judges said that Argo Tractors has raised the bar for specialised vineyard and orchard tractors. Here is why:

- ▶ Standout feature is the RoboShift transmission, boasting an electro-actuated robotic system that operates on both the three speeds under load and the four base gears.
- ▶ All of this is complemented by the APS – Auto Power Shift – function for automatic gear shifting with adjustable responsiveness.
- ▶ The multi-function SmartPilot joystick simultaneously controls the transmission, PTO engagement, engine RPM, and electro-hydraulic distributor.
- ▶ The Advanced Driving System (ADS) is already set up to integrate with assisted guidance systems for precision farming operations.
- ▶ There is a fleet and diagnostic-management monitoring package, the Isobus system for implements management, and agronomic technologies developed in collaboration with xFarm.
- ▶ Zero Shock System cabin suspension, combined with the suspended cabin and axle, ensures onboard comfort comparable to open-field tractors.



SUSTAINABLE TOTY

FENDT e107 V VARIO

- ▶ The first fully electric specialised tractor on the market impressed the judges. Here is why:
- ▶ Power output of over 60hp and a battery capacity of 100kWh, which translates to an estimated range of approximately four to seven hours for partial load applications such as pruning, grass cutting, or road cleaning.
- ▶ Zero emissions.
- ▶ The e107 V Vario shares the same dimensions as traditional machines, allowing farmers to continue using their existing equipment with the tractor.
- ▶ Four-pillar cabin, which, without an exhaust pipe, offers improved visibility compared to the traditional model.
- ▶ Equipped with a CCS2 socket that enables AC charging up to 22kW or can be charged through a 32A industrial socket when used with a 22kW mobile charger.
- ▶ Battery can be fully recharged in five hours.



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CHANGING FOOD WITHOUT CHANGING BEHAVIOUR

BERNIE COMMINS SPOKE TO DR PAMELA BYRNE, CHIEF EXECUTIVE OFFICER AT THE FOOD SAFETY AUTHORITY OF IRELAND (FSAI) ABOUT FOOD REFORMULATION AND ITS ROLE IN ENSURING THAT CONSUMERS EAT MORE NUTRITIOUS FOODS THAT SUPPORT A HEALTHIER LIFESTYLE

In 2021, the Reformulation Task Force, a strategic partnership between the Food Safety Authority of Ireland and Healthy Ireland, was established to implement the Roadmap for Food Reformulation in Ireland (2021-2025). This roadmap is a core element of Ireland's Obesity Policy and Action Plan, and it sets targets for the reduction of energy (calories) and sugar by 20 per cent and salt and saturated fat by 10 per cent between 2015 and 2025.

In 2023, the taskforce hosted a workshop on reformulation for food manufacturers, retailers, and the out-of-home foodservice sector. Dr Byrne, who spoke at the event, explained to *Irish Farmers Monthly* what exactly food reformulation is, and why retailers, manufacturers and the foodservice sector are all being called upon to play their part. "In its truest form, food reformulation is the reduction of nutrients of public-health concern which include salt, sugar and saturated fat, in an existing food product," says Dr Byrne. "This is preferable as it means consumers are eating less of these nutrients without having to change their behaviour."

The taskforce is based on sound scientific evidence and research. It supports and monitors the reduction of selected nutrients, such as sugar, saturated fat, salt and energy (kcal) in key food categories. This is because high and unbalanced intakes of these nutrients or energy (kcal) are associated with serious negative impacts on public health such as obesity, diabetes, coronary heart disease and stroke.

At the crux of this is the need to address the issue of obesity and overweight in Ireland, as almost two-thirds of Irish adults are living with these conditions. "Combating obesity is a very complex issue," says Dr Byrne. "So retailers, manufacturers and the foodservice sector are being called on to reduce the amount of sugar, saturated fat, calories and salt in food to help play their part in creating a healthier food environment for consumers in Ireland." And this is something that consumers, too, have a hunger for. In a report published by safefood – *Public acceptability of policies to address obesity* – 89 per cent of Irish consumers

According to Dr Byrne the key food-reformulation considerations for food businesses are:

- ▶ Ensure that external stakeholders are aware of your reformulation goals and keep them informed about your progress e.g. invite suppliers to tell you about innovation in their sector and bring ideas to you. Work with them as you reformulate your product portfolio.
- ▶ New products should be developed with low levels of salt, sugar and saturated fat so that reformulation is considered at the beginning of the process of new product development.
- ▶ You must know your customer well and check in with them throughout the reformulation process e.g., conduct sensory testing to new product recipes/use of new ingredients and conduct attitudinal research.
- ▶ If you are an SME, learn from others in your sector. Review the capabilities and opportunities others have shown is possible.



were in favour of collaboration between government and food companies for healthier processed foods. And, in response to a 2022 FSAI LinkedIn poll, which asked followers if there is a need to reduce salt, saturated fat and sugar in the Irish diet, 92 per cent said 'yes'.

According to Dr Byrne, great advancements have already been made in food reformulation in Ireland, and in providing examples, she says: "O'Brien Fine Foods reduced the salt content in a very challenging product, as salt has both functional and sensory attributes in processed meats. The salt content of processed meat was reduced by 16 per cent. Kerry reduced sugar in a children's yoghurt product. From a starting point of 12.8g sugar

through gradual reduction in single digit percentage adjustments, in 2022 the product launched with 9.3g sugar. This is a 27 per cent sugar reduction over the product evolution from 2015-2022. By gradually reducing sugar over many years, consumer palates adapt more easily to lower sugar content," she says. When it comes to a practical foodservice reformulation example, Dr Byrne says: "Sodexo reduced the calorie content of workforce menus by using ingredients already stocked by their suppliers and increased customer satisfaction on food choice because of healthier offerings within the lunch offer."

REFORMULATION REPUTATION

While reformulation is necessary for the health of Irish consumers, it is also important in 'maintaining the competitiveness of our food industry at home and in the more-than 180 markets we export to across the world' according to the progress report of the Food Reformulation Task Force, which was published this year. Dr Byrne explains: "Ireland has a reputation for producing and exporting high-quality foods, and the healthiness of foods is now becoming an important constituent of 'quality'. Reformulation is being pursued in many countries, globally, and it is important for the Irish food industry to ensure the food products they are producing and exporting are keeping up with consumer demand for healthier food products. The Irish food and drink industry have an opportunity to produce high-quality and healthier food by meeting food reformulation targets."

And start-up food and drink companies must ensure that reformulation is considered from the very outset of their product-development journey. Dr Byrne explains:



THE HEALTHINESS OF FOODS IS NOW BECOMING AN IMPORTANT CONSTITUENT OF 'QUALITY'

"Young food and drink companies should look at the nutrition composition of similar food products to understand the range of nutrition compositions in the sector. They could also apply a nutrient profile, such as traffic light, nutriscore or the World Health Organization's Euro nutrient profile model to their food product to understand if their product could be considered to have a healthier nutrient profile.

"These young food and drink companies should consider the conditions of use for nutrition claims such as low in sugar, low in salt and low in saturated fat and, if possible, develop products in line with these conditions of use. This would also allow them to use nutrition and related health claims on their food product."

Reformulation, says Dr Byrne, is aimed at benefitting population health: "Therefore, reformulation must be carried out in a holistic way, and must not just focus on market segmentation, for example, targeting price or volume (lower price products or leading brands). The market is dynamic, and consumer choices often change quickly. To be effective, food reformulation targets must be acted on now in priority food categories by manufacturers, retailers and the foodservice sector."

REFORMULATION CONSULTATION

The Food Safety Authority of Ireland recently published a consultation on draft reformulation targets for commercially available complementary foods (CACFs). These are foods marketed to infants and young children under 36 months (excluding infant and young child formulas and food supplements). A Roadmap for Food Product Reformulation in Ireland (2021-2025) requires the Food Reformulation Taskforce (FRT) to develop reformulation targets for these CACFs. The roadmap outlines these targets will build on work completed, to date, by the FSAI on assessing the nutritional composition and appropriateness of CACFs sold on the Irish market in 2012, 2018 and 2021. This work found inappropriate CACFs, high in added sugar and salt, on the Irish market. These findings demonstrate there is a need to continue to improve the nutrient content of CACFs on the Irish market. Improvement of the nutritional quality of CACFs is a priority given the vulnerability of the target population and the potential for long-term adverse health effects as a result of establishing taste preferences for sugar and salt, including an increased risk of obesity and chronic disease in later life. To address this, the FRT has developed draft reformulation targets for CACFs, aligning with infant and young child feeding policy and baby and toddler food legislative requirements. These targets are based on the World Health Organization and University of Leeds Nutrient and Promotion Profile Model. **Source: FSAI.**



MAKE SAFETY YOUR NEW YEAR'S RESOLUTION

CIARAN ROCHE, FBD RISK MANAGER, ENCOURAGES FARMERS TO REVIEW THEIR SAFETY MEASURES ON THE FARM FOR THE COMING NEW YEAR



It is a well acknowledged fact that farms are dangerous environments, especially if safety is not well managed. Sadly, every year there are many people that are either seriously or fatally injured in preventable farm accidents. With this in mind, it is imperative that farmers think safety first and manage safety on their farm. The start of a New Year is a great time to review safety on your farm and to make safety a resolution for the coming year. In this article, we look at some important points to consider when thinking about safety on your farm.

1. MANAGE SAFETY ON THE FARM

It is essential that farmers manage health and safety by safely planning work activities on their farm. This planning process should start with a risk assessment, which involves the identification of hazards, risks and the appropriate control measures. Safe systems of work should be put in place for all work being carried out, such as operation of tractors and machinery, handling of livestock and work at height. It is imperative that all safety control measures and safe systems of work are implemented. Additionally, maintenance on farm machinery, equipment and facilities should be planned. For example, ensure that the PTO shaft on the slurry spreader is safely covered prior to the day you plan to spread slurry.

2. MAKE TRACTOR, VEHICLE AND MACHINERY SAFETY A PRIORITY

Tractors and machinery can help you save time, money and increase productivity

but they are also very dangerous if not operated in a safe manner. The majority of tractor and vehicle accidents are caused by inexperienced operators, poor mechanical condition, excessive speed, lack of concentration and environmental factors such as steep gradients. Many machinery accidents are the result of human error – the operator forgot something, took a shortcut or a risk, ignored a warning, was not paying close attention, failed to follow safety rules or did not maintain the machine and its guarding in a safe condition. Many accidents involving tractors and machinery could be prevented by putting some basic safety measures in place. All tractors, vehicles and machinery should be maintained in good condition, adequately guarded and only operated in a safe manner by competent persons. Special attention must be given to ensure that all brakes are serviced on tractors and trailed implements, as there have been a significant number of fatalities due to brakes not working adequately.

3. LIVESTOCK SAFETY

It is important that cattle handlers are experienced, competent, and sufficiently agile for the class of livestock being handled. Well-designed handling facilities are essential for safe handling of all cattle. Facilities should include securely fenced fields, good holding pens, suitable cattle crush, sculling gate, calving facilities and bull handling facilities. Particular care should be taken when handling cows at calving time as they can be nervous, agitated, excited and aggressive, even animals that are normally very docile.

4. CONSIDER AGE RELATED SAFETY FACTORS

OLDER FARMERS

The physical capabilities of older farmers vary by individual, while some maintain good strength, flexibility, eyesight, and hearing well beyond age 65, others do not. Older farmers can continue to be safe and productive members of agricultural operations. They bring invaluable experience and knowledge to family farms. Grandparents, in particular, can play a crucial role in imparting farm safety wisdom to the younger generation. The path to safer farming involves acknowledging and addressing the unique challenges faced by older farmers. By prioritising safety and implementing preventive measures, we can ensure that the agricultural way of life remains both fulfilling and secure for generations to come.

CHILDREN

It is important that children are kept away from working vehicles and machinery, dangerous livestock, dangerous activities/ areas (including slurry facilities, chemicals stores, stacks of bales, etc.) and children must be adequately supervised when they are on the farm. Remember, a farm is a great place to be and there are lots of ways children can get involved but it is not a playground. Children should play in a safe, supervised play area, away from all the hazards of a working farm.

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Denis Drennan
President ICMSA

TRYING TO FILL VERY BIG SHOES

I'm writing this on the very day (Tuesday 19th) after I officially succeeded Pat McCormack as president of ICMSA at the AGM of our National Council. The

expressions of affection and respect for Pat from the floor were completely heartfelt, but also humbling. His are very big shoes to fill. He brought a calm and a sure 'feel' to his handling of issues that was, and is, borne of a great depth of knowledge and an unruffled sense of what is best for farm families. Just as importantly as that sense of what is best for farm families, Pat also has that natural (small p) political appreciation for what is possible in terms of realistic ambition. That is a very underappreciated quality; everyone knows what they want, much fewer know what they can get. Pat did know what was possible to get and how to get it. I'll do my best to develop that skill, but I'd have to learn fast and deep to ever get to the pitch that he had.

What's becoming more obvious by the day – if not the minute – is that the context for all the questions and the issues on which we must focus has changed irrevocably. When I first came on to the ICMSA National Council, the overriding question was the price that we received for our milk. Today, that is still critically important, and it will always be the first item on any ICMSA agenda, but the question of how much we can produce is catching up very fast. The Government and the swarm of unelected and unaccountable NGOs and 'activists' that move relentlessly to limit our production might claim that it is in the interests of sustainability and climate protection – and they might even believe it – but the outcome is what is important, and the outcome is a depression of Ireland's

milk volumes without any corresponding increase in margins to offset that. We are losing through reduced volumes and there is still no meaningful action in terms of improved margins. We have the newly established An Rialálaí Agraibhia – The Agri-Food Regulator – but bitter experience over decades has shown us that the hurl that is waved over the heads of farmers by way of official sanctions changes to a feather duster when it comes to the retail corporations. It's possible that we'll see real results from the new office – and it couldn't possibly be any worse than some of the toothless State agencies that were meant to fill that watchdog role – but ICMSA won't be holding its breath and instead we'll be working on those tools that are within our own power and on which we can bring our own efforts to bear.

We do not want to overstate the case, but the process that began under Pat, where we really go in depth into the data and science of environmental and water regulations, will accelerate. We will develop and build on our already significant expertise in these areas to the point where we will know, anticipate – and when it's legitimate, contradict – flawed assumptions and questionable scientific conclusions. The other side will no longer be permitted to bring 'reports' and data to meetings and then present them as unquestionable; we will pore over them with just as much focus and knowledge and where they are wrong or dubious, then we will publicly point to that and demand that the science is brought 'up to scratch' and that recommended timelines and implementation periods are observed and monitored.

Those groups and elements whose tactics have been aimed at getting us 'off balance' and then piling on the regulations in dizzying sequence are going to find the roles reversed. All those 'reports' are going to be interrogated to the best ability we can manage – and we are confident that we can manage quite well.

That is the broader context but, in the meantime, we will focus on the day-to-day problems and challenges besetting our members. And they have never been more numerous or more irritating. The inexplicable and sudden withdrawal of the VAT refund on dairy equipment is just the latest example of the contradiction between official expressions of support for farmers and the reality where every single decision cuts the ground from underneath farmers – and specifically dairy farmers.

One of my last statements as deputy president was to call for a complete redesign and relaunch of TAMS 3 on the grounds that the shambolic rolling-out, unworkable timelines and utterly disconnected costings mean that it is already effectively useless – and seen to be such. And over all this hovers the dark shadow of the threat to our Nitrates Derogation and the Government's demoralising stance against the kind of obviously questionable assumptions on water quality to which I have already made reference.

The core mission of ICMSA will never change and that is to act in the interests and for the income of Irish family farms. I am charged with that task, and I'll give it everything I have. I know you will support me, and I rely on that and on that unity and commitment that is our hallmark.



MATT O'KEEFFE
EDITOR

COP-OUT OR COP ON

After 27 iterations of the Conference of the Parties (COP), you'd expect that the organisers would have learned something over the years. With the United Arab Emirates (UAE) hosting the most-recent event, COP 28, there was an inevitability that concrete decisions around the phasing out of fossil fuels would not be forthcoming. There were vague references to the need to move towards a net-zero-carbon global economy, but no timelines or actions were implemented to achieve that. Since agricultural mechanisation is still, and will remain for many years, heavily dependent on oil-based fuels to power the sector, this is not necessarily an entirely negative outcome. The COP is a weak and ineffectual structure. There is an alternative reality that, despite vague COP aspirations, fossil-fuel exploration and exploitation is increasing. Saying one thing and doing another is not a novel concept. The fact that the chair of COP 28, Sultan Al-Jaber, is also the chief executive of the Abu Dhabi National Oil Company, provided considerable doubt as to how robust a statement of intent could ever be expected to emerge from the COP meeting, especially as the Sultan's oil company is increasing its oil and gas output. Holding COP 28 in a country that floats on a sea of oil and gas might have seemed like a good idea, but the outcomes should provide a contrary viewpoint. One mistake is bad enough. The fact that the

next COP will be hosted by Azerbaijan is surely proof of an inability to learn from previous mistakes. That country has nothing to gain from restrictions or reductions in the use of fossil fuels in the global economy. Azerbaijan earns more than 90 per cent of its net exports from oil and gas. It has a huge, vested interest in the continued use of fossil fuels. Why on earth would it facilitate



THERE IS AN ALTERNATIVE REALITY THAT, DESPITE VAGUE COP ASPIRATIONS, FOSSIL-FUEL EXPLORATION AND EXPLOITATION IS INCREASING

any international agreement that would jeopardise its own economy, and you can hardly blame Azerbaijan for that stance. Compromise is always necessary in reaching any international agreements. However, when the COP host nations are already fatally compromised by their own economic interests, the outcomes will always fall short of what is deemed necessary.

It is not just Azerbaijan or UAE that has self-serving interests in preserving the status quo. Germany, for instance, is more dependent on coal than ever, after Merkel's

naive cosying up to Putin, inexplicably closing nuclear power plants and opening coal mines. India mines almost 900 million metric tonnes annually, with year-on-year increases in output. While Chinese coal mining extraction is close to plateauing, its 4,000 million tonne annual production makes it unlikely to favour a short timescale for the elimination of coal burning, which is the single biggest contributor to global greenhouse gases. It is no coincidence that the largest users of coal, China and India, also have the largest populations and are most dependent on the continued use of their single biggest indigenous energy resource. This leaves the other big economic dog, the US. It is the third-largest user of coal on the planet. Despite President Biden's assertions of a speedy transition to renewable energy use, there is little likelihood of a seismic reduction in coal use in the coming decade. If Donald Trump returns to power, his 'drill, drill, drill' philosophy will reverse even the modest reduction trends currently being experienced. Nuclear fission, and ultimately fusion, is the ultimate answer to our energy needs. Meanwhile, 100,000 well-intentioned COP attendees, including Al Gore, Mary Robinson and her cohort of self-esteemed Elders, will continue flying, literally and in the face of reality, to discuss climate change mitigation in five-star hotels in the desert. Sustainability, how are you?

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