

Irish Grassland Association
Dairy Conference
Wednesday 9th January 2019
20% DISCOUNT BOOKING FORM*

*For all prepaid bookings received by Friday 7th December.

Book _____ member(s) at €50-€40 each. Total: € _____

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

Cheque enclosed: € _____

ATTENDING DELEGATE CONTACT DETAILS

NAME (DELEGATE 1): _____

ADDRESS: _____

TELEPHONE: _____

EMAIL: _____

NAME (DELEGATE 2): _____

ADDRESS: _____

TELEPHONE: _____

EMAIL: _____

DISCUSSION GROUP DEAL

€40 per head for discussion groups of 10+ who book and prepay in full before Friday 7th December, (whether they are IGA members or not). Please email secretary@irishgrassland.com to apply.

HOW TO BOOK TICKETS

- A) Booking online www.irishgrassland.com
- B) Posting this form and your cheque to; Registrations, IGA office, Cookstown, Kells Co. Meath;
- C) Call the office 087 9626483

Conference fee includes attendance, copy of the conference proceedings, refreshments on arrival and two course dinner. Please note that as part of the IGA initiative to attract new members, the conference fee for non-members also includes one year's FREE membership to the IGA for all new direct debit memberships.

So, if you are a non-member and thinking of attending, then don't miss out on this excellent offer!

Irish Grassland Association
Dairy Conference
Wednesday 9th January 2019

20% DISCOUNT*
*See discount panel save €10/20 per ticket!

Early booking for Dairy Conference tickets is strongly encouraged as places will be limited and this event sells out early every year.

A special 20% discounted registration fee (€40 for Irish Grassland Association members and €80 for non-members) applies to online registrations up to and including Friday 7th December.

If you have any queries you can call the **Office Manager, Maura Callery, on 087 9626483.**



ACCOMMODATION

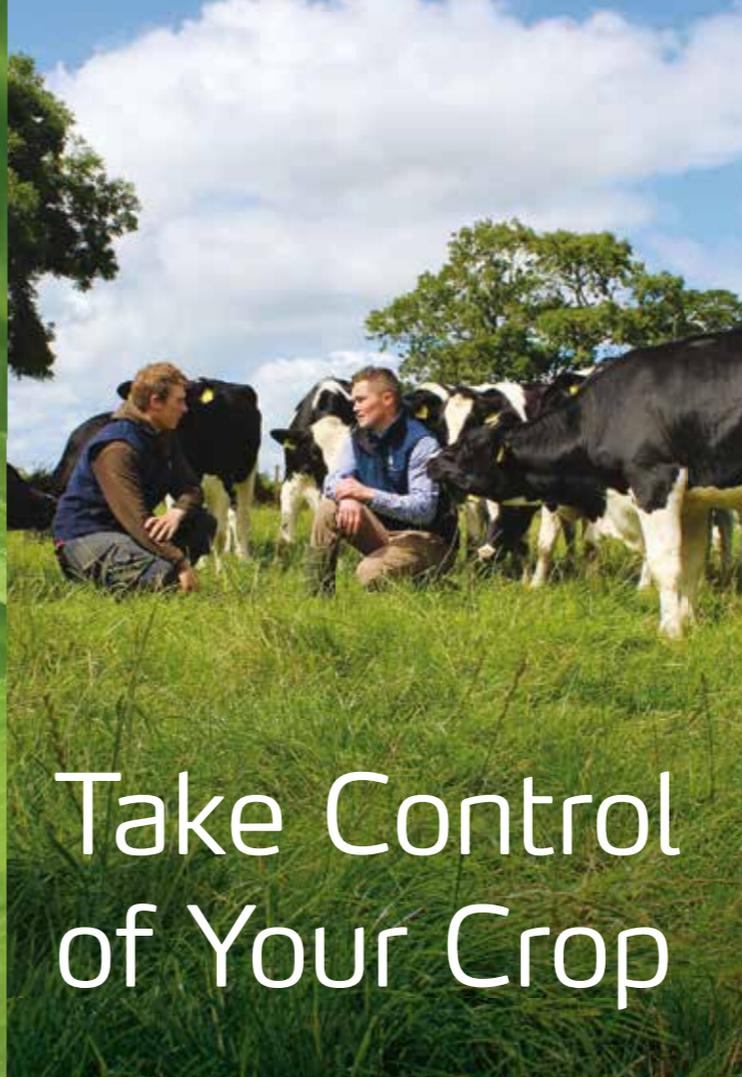
Single Rate B&B €80

Double or Twin Rate B&B €99

Dinner for the night prior to the conference is available on a first come first served basis and can be included in your room rate for an additional €30 per person, please advise the hotel if you wish to include this at booking stage.

Bookings can be made by calling reservations on 063 33700 and quote IGA Conference

Modern Printers: 056 7721739



Take Control of Your Crop

- Soil sample regularly
- Choose the correct fertilizer
- Calibrate your spreader



Knowledge grows

@Yara_Ireland

Yara Ireland

yairreland@yara.com

www.yara.ie



Irish Grassland Association

20% DISCOUNT*
*See discount panel save €10/20 per ticket!

'Balancing inputs and profit in grass based dairying'

ANNUAL DAIRY CONFERENCE 2019



Wednesday 9th January 2019
CHARLEVILLE PARK HOTEL, CORK

Sponsored by



**Irish Grassland Association
Free Members Event
Tuesday 8th January 2019
Charleville Park Hotel**

Pre-Conference Networking Evening

7.45 pm	Tea & coffee on arrival (no registration required)
8.00 pm	Theme: 'Dairying – future products and markets' Guest Speaker: Jason Hawkins, CEO, Carbery Facilitator: Matt Dempsey, Irish Farmers Journal and IGA Lifetime Merit Award recipient

Guest Speaker

**Jason Hawkins
Carbery CEO**

Theme: 'Dairying – future products and markets'



On the evening before the Conference (Tuesday 8th January), there is an exclusive opportunity for Irish Grassland Association members to meet at an evening gathering in advance of the Conference. The 2018 guest speaker Jason Hawkins, Carbery CEO will be interviewed by former Irish Farmers' Journal editor, Matt Dempsey.

Dinner for the night prior to the conference is not included in the event but can be booked directly with the hotel when booking accommodation.

Bookings can be made by calling hotel reservations on 063 33700 and quote IGA Conference.

**Irish Grassland Association
Dairy Conference
Wednesday 9th January 2019
Charleville Park Hotel**

09.00 am	Registration and light refreshments
09.45 am	Opening Address Ciaran Lynch, President IGA
SESSION 1	Dairying for high profit Chairperson: Noreen Lacey, IFAC & IGA council member
10.00am	Operating a high profit dairy farm with medium levels of input Rhys James, Dairy Farmer, Wales
10.30am	Key characteristics of highly profitable dairy farms Mike Brady, Agricultural Consultant, Cork
11.00am	Operating a high profit dairy farm with low levels of input Denis O'Donovan, Dairy Farmer, West Cork
SESSION 2	Expansion for expansion's sake? Chairperson: Prof. Karina Pierce, UCD
11.45 am	Marginal profit from marginal milk John Roche, Department of Primary Industries, New Zealand
12.45 pm	Lunch
SESSION 3	Planning for the 2019 season Chairperson: Paul Hyland, Dairy Farmer and IGA Council Member
2.15 pm	Grazing targets to maximise grass production Richard O'Brien, Teagasc Kilkenny
2.45pm	Fertiliser targets to maximise grass production Stan Lalor, Grassland AGRO and IGA
3.15pm	Plans for making up the forage deficit at the Greenfield Farm David Fogarty, Farm Manager, Greenfield Farm, Kilkenny
3.45pm	Conference Close Laurence Sexton, Chairman of the IGA dairy conference committee

Dairy Conference 2019

The annual Irish Grassland Association National Dairy Conference, sponsored by Yara, takes place on Wednesday 9th January 2019. The theme of this year's event focuses on the business of dairying. Addressing the conference will be a selection of dairy farmers, advisers and researchers from Ireland and abroad.

Over the past number of years an increasingly diverse range of milk production systems have been adopted by Irish dairy farmers in response to milk quota removal. Farmers who recognise the challenges it presents and adapt accordingly will continue to operate profitable and viable farm businesses. This conference, focusing on the business of dairying is divided into three parts: how high profit dairy farms are operating; whether or not producing more milk is always the solution; resetting targets and plans for dairy farming in 2019.

Current business practice: Rhys James will describe how he operates his dairy farm feeding more meal and producing more milk solids on a highly stocked farm. Denis O'Donovan will detail his system of milk production which incorporates crossbreeding and a high stocking rate on a fragmented milking platform. Mike Brady will review key characteristics of his most profitable dairy farmer clients.

Longer-term business strategy: John Roche will challenge the idea that expansion in milk production underpinned by changing milk production system will be more profitable for your farm.

Tactical business planning: In light of the summer we've just experienced, Richard O'Brien and Stan Lalor will address targets for 2019 for grassland management and fertiliser application respectively. David Fogarty will present his plans for managing the Greenfield farm over the coming years.

On the evening before the conference, there is an exclusive opportunity for Irish Grassland Association members to meet at an evening gathering in advance of the conference. The 2019 guest speaker is Jason Hawkins, CEO, Carbery who will be interviewed by former Irish Farmers' Journal Editor, Matt Dempsey. He will address the topic, 'Dairying – future products and markets'.

Dairy Conference 2019 Speakers

Rhys James, Wales

Rhys started farming at Duckspool Farm when the family business purchased it in 2009. He milked 250 spring calving heifers in 2010. Through increasing stocking rate and the size of the farm he now milks 470 cows at a stocking rate of 4.4 cows per hectare. In 2017 milk solids sold per cow averaged 454 kg with 1.3 tonnes of concentrate fed per cow.



Mike Brady, Brady Group Agricultural Consultants & Land Agents, Cork

Michael is a well-established agricultural consultant and land agent advising farmers across the Republic of Ireland. He qualified from UCD in 1987 with a B.Agr.Sc. (Hons) working firstly as a dairy adviser with ADAS in the UK. Returning to Ireland in 1989 he worked firstly as a consultant before establishing his own firm in 1995. He is also a past president of the Agricultural Consultants Association of Ireland.



Denis O'Donovan, West Cork

Denis grew up on a fragmented dairy farm at Ballyvoreen near Rosscarbery in West Cork. When he took over the farm in 1998 he milked 55 cows. Today the family-run grass-based dairy farm milks 150 Jersey cross cows producing over 1,300 kilos of milk solids per hectare farmed.



John Roche, New Zealand

Dr. John Roche is the Chief Science Adviser for New Zealand's Ministry for Primary Industries and Managing Director and Principal Consultant for Down to Earth Advice Ltd. John is one of the most recognized authorities on the nutrition of grazing dairy cows, with a keen focus on profitability. More recently, he was Principal Scientist for Animal Science at DairyNZ and has also held science appointments with the National Centre for Dairy Production Research at Moorepark in Ireland, the Department of Primary Industries in Australia, and the University of Tasmania.



Richard O'Brien, Teagasc

Graduating from UCD in 1992 with a B.Agr.Sc. degree, Richard has worked for Teagasc at Kildalton and in Offaly, Limerick and Kilkenny. Having completed a Master's Degree in 1998, he currently leads Teagasc's Joint Development Programme with Glanbia working closely with the Programme's dairy monitor farmers.



Stan Lalor, Grassland AGRO

Stan graduated from UCD in 2002 and joined Teagasc in 2004 where he worked as a dairy adviser initially in Kildare and later in Monaghan. He moved to the Teagasc Soils and Environment Research Centre at Johnstown Castle in 2006, and completed a PhD with Wageningen University while working on soil, slurry and nutrient management research. Stan joined Grassland AGRO in 2014 as Head of Speciality Business.



David Fogarty, Greenfield Farm Kilkenny

David graduated from UCD in 2014 with a first class honours degree in Agriculture. Based initially at the Teagasc office, Kilkenny he spent the past three years working as assistant farm manager on three different large scale dairy farms. In April of this year he returned to Ireland to manage the Greenfield Farm Kilkenny. His regular updates on its progress are widely read.

