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JANUARY 2021

# ICMSA

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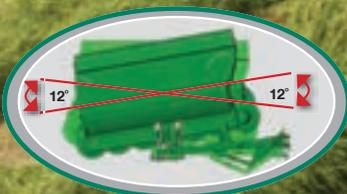


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## Editorial

### We live in hope for 2021

I write this commentary on the 21st of December 2020. It is truly the darkest day of the year. Black rainclouds add to the gloom of the shortest day but they are nothing compared to the gloom that has descended on the country because of the worsening impacts of the Covid pandemic. After a short period when we believed that the worst had passed and we could look forward with enthusiasm to a vaccination programme beginning in the New Year, we are now assailed by news of increased virulence with sea and airports closed.

Like the shortest day, this time will pass and hopefully the worst effects of Covid will be behind us in a few months. January 2021 does bring the likelihood of ongoing restrictions on our daily lives, impacting on our economy, our physical health and our psychological wellbeing. For many of us, the personal and societal sacrifices we are making will diminish our lives and livelihoods far beyond the end of Covid. Deaths and damaged health are the extreme impacts, followed by losses of jobs, businesses and future prospects.

What we must retain is a sense of hope. We still have a strong economy and we have proven over the past decade that we have an amazing resilience in the face of severe adversity. We rebuilt our economy to full employment in less than 10 years after it collapsed. This time we will be in a better place and the recovery should be far quicker.

Right now, in the dying days of 2020 we are still hopeful that a basic trade agreement between our neighbours and the EU can be completed. In any negotiation, compromise is necessary if agreement is to be reached. We will all lose from the departure of the United Kingdom from the European Union. The hope is that the close economic and political relationships built up over many years between the UK and Ireland will survive the trauma of Brexit. There is an interdependence, though ours is, truthfully, far greater than theirs. That is a reality of our islands' intertwined history.

In the farming community we have much to be proud of as we enter a New Year. We continued to produce high quality food in abundance right through the worst periods of Covid in 2020. We will continue to do so in 2021.

While we bemoan low prices and increased regulation, there are potential opportunities to be grasped in the coming years. Our critics must not forget that food is the essence of life and without viable farms there will be no food. Likewise, many of the renewable technologies on which we will increasingly depend to mitigate climate change require both land and farmers to make them realistic and viable propositions. Solar, wind, bio-digestion, forestry, carbon sinks and hydropower all require the cooperation and involvement of rural communities. Farmers across the world are at the centre of so much of what will determine the future wellbeing of both Ireland and the entire planet. The Green Deal and Farm to Fork strategies can be implemented only if the decision-makers fully realise that the hopes and aspirations of thousands of Irish farm families and millions of European farm families must be fully acknowledged and appreciated in the 'Just Transition' to new models of food production and land use.



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## Government Climate Action plan



Last month the Government launched a new climate action plan. This ambitious plan aims to reduce agricultural emissions by 15 per cent by 2030.

The ink was hardly dry before Pippa Hackett, the Green Party Minister of State at the Department of Agriculture, sent an email to her party colleagues telling them to disregard the document, insisting that it is just a first step and

adding that Climatise is a less ambitious target than the 7pc per annum reduction across all sectors of society committed to in the Programme for Government. While the plan has been criticised as inadequate by environmental groups, it does present a considerable challenge to the food production sector. The Green Party say they are committed to reducing methane emissions in agriculture, though it is unclear whether this involves reducing the national herd. Scientists believe further reductions across agriculture will be achieved through changing farming practices in the years ahead. Publishing the Climatise bill is the first step. The devil may well be in the detail from Minister Hackett and the Government.

## The never-ending planning appeal

An Taisce objectors continue to frustrate Glanbia's ambitions to build a continental-style cheese processing facility at Belview in south Kilkenny. A judicial review called for by the objectors has been granted and now Glanbia has managed to get the review into the Commercial Court where it should be adjudicated on in the early months of 2021. Even if Glanbia retains its planning permissions secured from both the Local Authority and Bord Pleanála, it will be much later in the year before any construction can take place. And if Glanbia succeeds, there is no certainty that An Taisce will not take their objections to the European Court. If Glanbia is ultimately denied permission to proceed then a serious situation arises in regard to peak milk production in 2022. It is estimated that current processing facilities across the country, including any spare capacity in other Dairy Coops will be insufficient to process all the milk produced. It would be ironic that the Dairy Processors managed to handle all milk during the worst stages of the Covid pandemic in 2020 only to be forced to either curtail production or dump milk because of a long drawn-out series of objections from An Taisce, which used to be engaged in protecting the heritage of Ireland.

## Macra leaders slow to show

The annual Macra Rally usually brings potential presidential candidates out of the woodwork. This year's virtual Rally did not offer that opportunity. As of the last week in December no firm names had come forward. A couple of likely candidates are being mentioned. Chief among them is John Keane, a dairy farmer and experienced chairman of Macra's governing board. The Laois native is a member of neighbouring Tipperary Macra's Devils Bit branch. John won a Macra Leadership Award back in November and is well positioned should he make a run for the top job. Possible opponents include Munster Vice President Sean Wallace, also a previous winner of a Macra Leadership Award. The Cork man is a Senior Software Engineer with ICBF and should carry a strong Munster vote if he decides to run. There may be others – time will tell.

Meanwhile, Macra has come through 2020 in good order. Membership is up considerably and its finances are reckoned to be in good shape under the stewardship of Chief Executive Denis Duggan.

## Farm Machinery Conference

Last month *Irish Farmers Monthly*, in conjunction with the FTMTA hosted a webinar on 'Gearing up for the Future, the next decade of Farm Machinery'.

The webinar looked at the tillage sector, climate action and recruitment in the machinery sector. It also discussed and debated the key issues facing agriculture in the next decade. Over 300 machinery dealers, manufacturers and farmers participated in the machinery webinar. The conference was produced in association with Macra Agricultural Skillnet, AIB Finance and Leasing and Enterprise Ireland. Highlights from the webinar are in this issue of IFM.



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## Farm to Fork has a fatal flaw



Beware of the Law of Unintended Consequences. Organic producers have secured a premium price for their produce by being niche. Given the Farm to Fork ambition to increase organic production to 25 per cent of European agricultural land, the premium-priced niche position of organic on supermarket shelves will disappear. Organic food will become mainstream food and we all know how that is priced. Production volumes are lower on organic farms with income shortfall made up by higher prices. If the price falls to conventional levels, then organic producers will take a double hit. The aspiration to give people on limited incomes greater access to organic food may be meritorious, but it is based on the premise of cheap food, the road to ruin for organic producers who depend on premium pricing. The alternative is even more public funding for food production, a proposition which, we have already seen with CAP funding, does not meet with much enthusiasm from member states of the European Union. This is only one of the many disconnects between idealistic thinking and the stark reality that the vast majority of consumers do not want to pay more for food. There has been no objective assessment of the consequences for Europe's food producers or consumers of the actions proposed in the EU Commission's Green Deal and Farm to Fork proposals.

## Kerry to abandon retail presence



The news that Kerry Foods may relinquish its consumer-facing product range, including such well-known brands as Cheestrings and Denny Meats, seems to be based on the premise that its Taste and Nutrition divisions offer more scope for double digit growth and profit margins. There is also the expectation that Kerry Coop will offer to take at least a majority shareholding in Kerry Plc's dairy processing facilities. Both of those developments would allow Kerry to increase its global reach through increased M&A activity. While regularly bolting on mid-priced acquisitions, Kerry was thwarted from a game-changer purchase in 2019 when its bid for Du Pont's nutrition division came up short. There would now seem to be a certain business logic to Kerry teaming up with Glanbia Plc in pursuit of a leap into the top ten of global nutrition companies. Both have a presence in the high margin flavourings and key nutrients sectors and could add to the potential synergies accruing from pooling their resources. Glanbia, with its dominant US position in the production of whey protein from cheese processing, would seem a suitable partner for Kerry. Glanbia's share price has been hovering just above ten euro of late with Kerry climbing above €120 per share. That would put Kerry in prime position to make an offer for Glanbia Plc in its entirety with the proceeds of its consumer foods and dairy processing operations. It could be a win-win for everyone involved.

## All positions filled

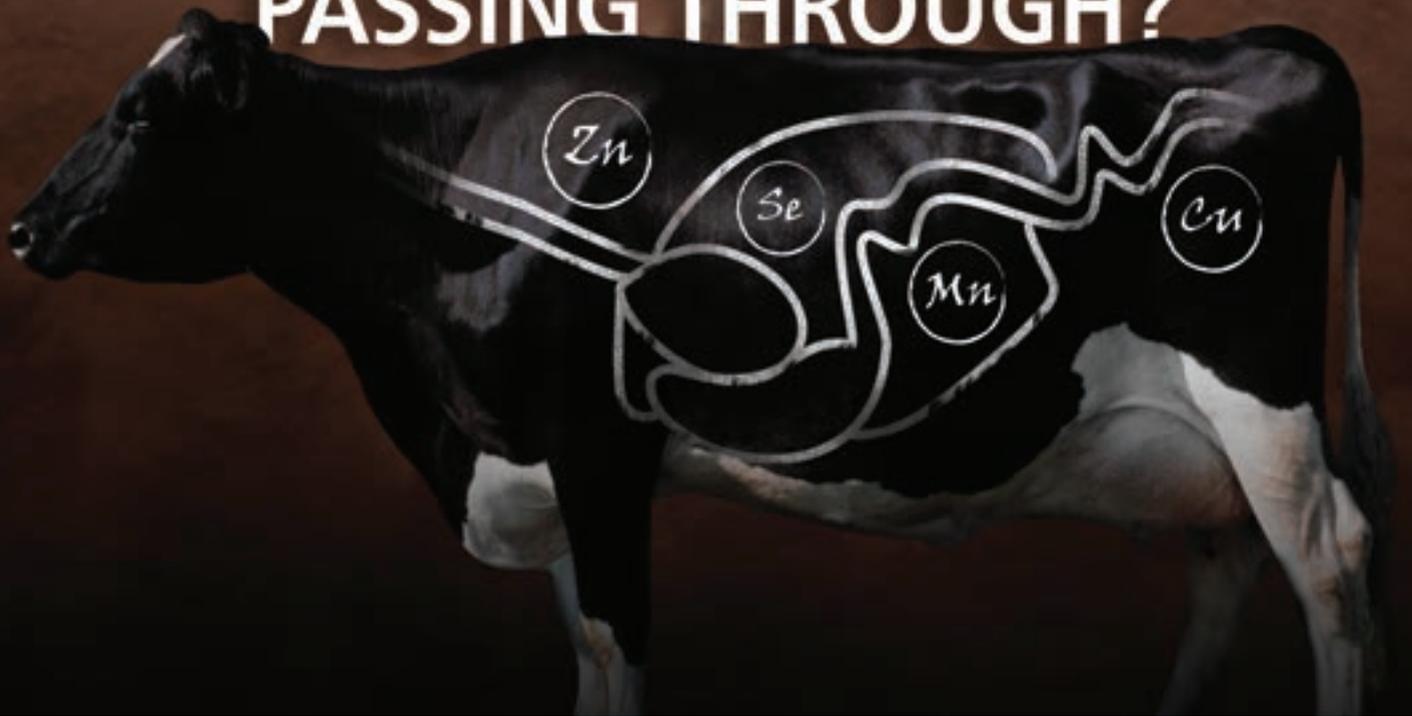
The IFA had an unscheduled election last month after its South Leinster Chairman Tom Short stepped down prematurely from the post to concentrate on developing a new farm enterprise. Two candidates, Francie Gorman from Laois and Wexford's Sean Kehoe contested the position with Gorman coming out on top.

Across the organisational divide in ICMSA, Pat McCormack was re-elected unopposed to serve a second three-year term as president of that representative body.

In more electoral news Cork's moustachioed Dermot Kelleher came through a two-horse race against Sean McNanama to take on the role of ICSA president just vacated by Edmond Phelan. Kelleher will be officially installed this month.

We have half the number of farmers we had 50 years ago and, at last count, five times the number of representative bodies. Still we gaze and still our wonder grows how so many organisations are needed to represent so few farmers.

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## LEADER Food Initiative continues

The Minister for Agriculture, Food and the Marine, Charlie McConalogue, T.D, has confirmed that the LEADER Food Initiative, which provides funding support for new and existing artisan, micro and small food producers, will continue next year during the CAP transition period.

Minister McConalogue stated: "I am pleased that this important programme will continue next year, and that there will be an increase in the maximum rate of aid from 50 per cent to 75 per cent in line with changes to LEADER generally. This decision ensures that continued funding will be available to assist small food producers to develop new food offerings, new routes to sell their produce, and to support the rural economy at this critical time."

The Minister added: "I want to acknowledge that artisan and small food businesses have shown great innovation in adapting their operations to help connect with consumers during 2020. I would encourage small food producers to develop their plans now, to be ready to apply when the next round of applications opens in April 2021."

The Minister of State in the Department of Agriculture, Food and the Marine, Senator Pippa Hackett, commented: "The LEADER Food Initiative can provide supports to suppliers of local food markets, which play an important role in showcasing local food produce from local farmers, growers and food producers. I encourage those producers to avail of the funding opportunities under this Food Initiative, as well as the other State supports available for food entrepreneurs all over the country."

The €15 million LEADER Food Initiative, which is funded by the Department of Agriculture, Food and the Marine under the Rural Development Programme, will continue to support new and existing food and beverage producers in areas such as (1) market development, (2) competitiveness, and (3) innovation. A new call for applications will be launched in 2021, following on from an initial €5m call in 2018, for which approvals have been issued. The maximum amount of funding permitted is €200,000 per project.

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# UCD researcher receives Irish Research Council award



Dr Tara Dirilgen, University College Dublin, has been awarded the 'Thomas Mitchell Medal of Excellence' for being the top-ranked postdoctoral researcher in the STEM category. Dr Dirilgen is working with Dr Dara Stanley and Dr Saoirse Tracy from the UCD School of Agriculture and Food Science. Dr Dirilgen's research investigates soil, plant and pollinator interactions. With a growing global population, and increasing concerns around environmental degradation and climate change, sustainable solutions for food production need

to be found. While the value of biological diversity (biodiversity) to agriculture is being increasingly recognized such as the role of below ground organisms to healthy soils, and the contribution of insect pollination to crops, there is growing evidence that what happens belowground can have impacts on how plants respond above-ground and vice versa. However, we do not yet know how below ground soil organisms (e.g. microbes, nematode worms, mites, springtails, etc) might be indirectly affecting above-ground pollinators such as bees, by altering floral rewards (e.g. nectar and pollen chemistry), and how these might be affected by agricultural management practices. This has important implications not only for the maintenance of biodiversity, but also for the healthy functioning of agricultural systems.

Dr Tara Dirilgen's research sets out to explore this by investigating how below ground interactions (soil biodiversity and plant roots) effect plant-pollinator interactions and how the use of pesticides in crop protection might alter this. The findings will inform management of agricultural systems to promote both biodiversity conservation and food production.

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# InTouch

## Calves: start as you mean to progress

Cathal Bohane, InTouch Nutrition

As we move into a new year, we begin a new cycle on the farm. For spring calvers, preparations are beginning for welcoming the new calves onto the farm. While issues felt like a blur at the time, now is the time to take stock of the situation and see whether last year's spring was a success or not from a calf point of view.

To measure if your current calf programme is working correctly, you need to ask yourself the following questions for your farm:

Question	Target
What % of calf fatalities occur in the calving pen?	<3%
What % of calf fatalities occur in the first 30 days?	<3%
What % of animals were treated with antibiotics?	<10%
How many litres of milk are fed per calf per day?	15% of BW

What is your decision to wean a calf based on? Double BW + 10% Concentrate intake 1.5 kg

The key issue areas are outlined below and explained in detail in the main article in this publication 'Successful calf rearing: From birth to weaning':

1. Colostrum
2. Early nutrition
3. Environment
4. Rumen development and immunity

Double-checking your dry cow condition and making sure they are getting their actual diet and required levels of minerals is crucial. Having a healthy cow and good calving event on a good diet will get you well on the way to driving immunity to the calf. Without this, you will be struggling with this vulnerable animal.

Once the calf is born, outside of colostrum/milk feeding, which is essential, the use of a concentrated calf mix is important for driving rumen development. This can be key to bringing this developing animal from a pre-ruminant to a ruminant on grass.

Finally, InTouch would like to wish everyone a happy and peaceful new year.

# Applications for Certified Irish Angus Schools Competition double in 2020

The application process for the next instalment of the popular Certified Irish Angus Schools Competition has closed and organisers have reported an overwhelming response from secondary schools across the country. The number of students applying to take part has almost doubled, up from 250 in 2019 to 460 in 2020, as schools realise the benefits of the initiative which mostly takes place outdoors.

Charles Smith, General Manager, Certified Irish Angus said: "This is the seventh year of our competition and each year we have seen a steady increase in the numbers applying which is a testament to its enduring popularity. However, the 2020 numbers are by far the biggest increase we have ever seen. While other school activities may be cancelled this year, our unique competition provides a superb opportunity for young people to enjoy spending time outdoors.

There is not only a significant rise in applications, but also widespread interest from rural and urban secondary schools nationwide. The standard of applications continues to improve each year with students presenting fantastic leadership skills, forward-thinking and innovative strategies." Now more than ever, the benefits of spending time outdoors for good physical and mental health are understood. The Certified Irish Angus schools competition not only gives students the opportunity to spend more time outdoors whilst adhering to current social distancing guidelines, it also gives them the opportunity to engage in a project that will benefit their career development and Leaving Cert agricultural science curriculum.

The Certified Irish Angus Schools Competition is an initiative from the award-winning Irish beef brand Certified Irish Angus and its processing partners, ABP and Kepak. Each year, applicants are judged by industry experts who are chosen to rear five Angus calves for 18 months while carrying out a research project on a related theme of their choice. A shortlist of schools will be identified from this year's applicants and they will be invited for interview in early 2021. Following a multi-stage process, five schools will eventually be chosen to receive calves in September 2021. The 2020 finalists missed out on the opportunity to attend the National Ploughing Championships where they would traditionally be presented with their Angus calves. Instead, in September 2020, Certified Irish Angus delivered them directly to each of the schools to allow them to start their competition journey. These schools include: Boherbue Comprehensive School, Cork; Mercy Secondary School, Ballymahon; Gorey Community School, Wexford; Carrick-On-Shannon Community School, Leitrim and The Abbey School, Tipperary Town.

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# Securing the wellbeing of the Irish farmer

Having secured the unanimous endorsement of the ICMSA National Council at its AGM in November, ICMSA President Pat McCormack talks to Matt O'Keeffe about his key priorities for the coming three years.

**D**at McCormack is beginning his second three-year term as president of ICMSA. If the last three years of Irish agri politics are anything to go by, the time ahead will equally be busy for the Tipperary milk producer. Pat is the second ICMSA president from west Tipperary, with Sean Kelly having previously held the position in the 1980s.

Pat McCormack secured the unanimous endorsement of the ICMSA National Council at its AGM in November and is fully committed to ensuring that the wellbeing of his organisation and of Irish farmers in general are his priorities for the next three years: "Three years ago, and even during my predecessor John Comer's presidency, the environment was a pressing issue. Suddenly Brexit took over as the overwhelmingly dominant cause of concern for Irish farmers and in many ways we are no further on now. It has been a case of avoiding the worst possible aspects of Brexit in terms of tariffs but the departure of the UK from the EU is a very bad outcome for the Irish economy and Irish agriculture in particular. There was an expectation that we would have a clear roadmap long before now."

## Maintaining communication

Pat reflects on the role of communication technology in farmers' lives since the Covid outbreak: "It has certainly driven farmers into the world of virtual



In the end, it all comes down to the price of food and the proportion of that price returning to the primary producer, especially with production costs and regulatory costs rising constantly.



communication far faster than anyone could have anticipated. In ICMSA itself, we have had numerous Zoom meetings culminating in the AGM being organised as a webinar with members, delegates and guests, including Minister Charlie McConalogue addressing the meeting through a screen presence. The technology works but it does not replace personal contact. Farmers were least affected by Covid in terms of their everyday working lives but there was a huge impact financially, especially in regard to milk prices which fell during the peak production months. Equally there is disappointment for beef farmers with pressure from several angles, including Covid, which disrupted supply chains and even processing operations in some instances. The milk sector escaped any disruption to processing but was hit by the closure of food service outlets for long periods.”

### Relentless pressure on commercial farming

Pat acknowledges the challenges ahead: “The biggest challenge is to continue to have a commercial farm sector. It’s not only in terms of viable prices for our production. There are ongoing and relentless attacks on commercial agriculture that are unprecedented. That is a huge challenge for all of us in the coming years.”

### An agricultural roadmap

The ICMSA president believes we are fortunate to have a roadmap plotted out in terms of the development of Irish agriculture in tandem with the protection of the environment: “The Teagasc Marginal Abatement Cost Curve gives us direction and advice. Farmers must embrace the guidelines running across Protected Urea, Low Emission Slurry Spreading and soil fertility. Equally we have to adhere to all the regulatory processes including slurry storage capacity, spreading dates and nitrogen limits. All of this comes at a cost and there is no evidence that the marketplace is willing to remunerate farmers for their efforts and financial outlay. The reality is that farmers have more interest in maintaining a clean environment than anyone else. It is in our best interests to have clean, high quality water and we have a responsibility to ourselves and society in that regard.”

### Government role

Pat believes government has a crucial role to play in assisting farmers in protecting the environment: “We need continuing investment in measures to improve water quality and maintain high environmental standards. The continuance of the TAMS scheme is imperative not only to assist in high tech slurry spreading but also in storage facilities. I take encouragement from the former Taoiseach Leo Varadkar’s statement that we are a Food Island. That comment needs to be supported in tangible ways. The entire rural economy is dependent on the maintenance of commercial farming.”

### A balanced farm sector

The Tipperary man points out the need to have a balance in Irish farming: “Not every farm or farmer is cut out

to be a milk producer. We need to acknowledge the complementary roles of farmers across dairy, cattle, tillage and other sectors. Dairy beef calves are bought by beef farmers. Tillage farmers produce grain and straw for the livestock sectors. Suckler farmers often run a farm alongside an off-farm job. We need to support viability across all the sectors because we are all interdependent. Many young people starting in farming are opting to milk cows so that they can aspire to a fulltime income from farming and the dairy processors have invested heavily to help make those aspirations a viable reality.”

### Developing viable beef options

ICMSA has radical proposals to help both the viability of cattle farming and at the same time assist in accommodating the large numbers of surplus male stock coming off dairy farms: “Teagasc figures show that producing beef from suckler cows is under financial pressure with a significant price rise necessary to reach breakeven. The dairy calf to beef seems a better financial proposition to allow a profit to be made. It is also a more efficient beef production system from an environmental perspective. The Suckler Beef Brand proposal may improve margins and there is room for both in the system. We have lobbied for a substantial dairy calf to beef support scheme. A token gesture has been made and hopefully it will incentivise farmers, including suckler farmers, to look at the profit potential of those calves. The next CAP may provide further support. The overall aim is to maintain viable farm units.”

### The price of food

Pat McCormack is positive about the Grass-Fed concept: “Ultimately, as well as promoting the natural dairy and beef production systems we have, there is an absolute necessity to maintain and develop markets for our produce. That includes the British market where it is essential that we keep our existing volumes of product on that market at viable prices. In the end, it all comes down to the price of food and the proportion of that price returning to the primary producer, especially with production costs and regulatory costs rising constantly. There is on-going erosion of margin to the producer and it is at saturation point where no further costs can be absorbed. Consumers can have low emissions and high food prices or high emissions and low food prices but they cannot have low emissions and low food prices. That is not economically sustainable.”

### Opening the renewable energy routes

ICMSA would like to see farmers encouraged to exploit the production of micro energy: “On many continental farms one third of the income comes from under the slats, a third from the cattle or cows on the slats and a third from the roof above the slats. There are significant environmental benefits from the development of bio-digestion units, solar and other energy production options. Whatever blockages are there need to be removed quickly.”

# Machinery webinar looks forward

The *Irish Farmers Monthly* machinery webinar, held in conjunction with FTMTA last month, delivered a range of views on the future of the industry and its important role in climate change mitigation. Matt O' Keeffe highlights some of the contributions from the guest speakers.



## Gearing up for the Future The next decade of Farm Machinery

In association with



The webinar was titled 'Gearing up for the Future; The next Decade of Farm Machinery' and was held in association with AIB, Enterprise Ireland and Macra Agricultural Skillnet.

Machinery manufacturer representatives such as Sean Lennon of New Holland and Mark Ormond, MD of Manitou, joined panel discussions with dealer representatives including FTMTA president Diarmuid Claridge and Cork Machinery's Rosarie Crowley and a range of other interested parties from farming, research and government to chart progress in the farm machinery industry and look at the prospects and responsibilities of the sector in the decade ahead.

### Cost/benefit analysis

Dermot Forristal of Teagasc was blunt in his assessment of the role of agricultural machinery: "The big questions that farmers and agronomists ask is what technologies they should be deploying and then how they should deploy that technology in terms of its cost and return on investment. The answers to those questions depend on the enterprises they are involved in. There will be big variations whether the farmer is involved in drystock, dairying, tillage or contracting. Much also depends on scale and local factors. Soil and climate may determine whether

specific technologies are useful on a particular farm or in a particular enterprise. With some of the technologies there is no choice. Emission controls on tractors, for instance, are in place by EU regulation. They are an integral part of the purchase cost. With other technologies, however, we need to be careful. Larger scale farmers can often afford to be early adopters of novel technologies. For general application, we need to look at research findings as well as the experiences of early adopters to see if new technology is viable in individual farming circumstances. That may well depend on scale as well as whether the potential purchaser is a farmer or a contractor. Full assessment is hugely important before often expensive investment decisions are made. Deployment, then, is down to cost and return on investment. If we decide that a technology or machine is good and can deliver a viable return across a range of parameters, whether that is Auto-Steer or robotic milkers, the cost/benefit analysis needs to assess the detailed benefits including accuracy of work, reduced labour input, better timeliness, all of those have a value associated with them and this must be balanced with the initial and ongoing costs involved. In terms of deployment, decisions must be made as to whether the farmer intends owning the piece of equipment or intends to hire a contractor to deploy it on their behalf or some other use



model such as shared access by groups of farmers. There is a huge choice of machinery and technology. It ranges from a free phone App that can indicate the nitrogen demand of a crop, to autonomous machines. In the past GPS delivered simple guidance systems. Now Auto-Steer and Auto-Guidance allow automatic headland turning, for instance. There is ongoing research on minimising compaction when working on crop establishment and protection. Full autonomy without drivers is now a potential choice. That has moved from theoretical research to viable offerings from machinery manufacturers. Zero-Grazing automated machines are now in commercial operation on farms.”

### Renewable power sources

Sean Lennon confirmed the commitment of machinery manufacturers to pursuing alternative, renewable-fuel powered machines: “New Holland has been a pioneer in the research and development of alternative fuels and previously brought bio-diesel to the market. We also intend having methane-fuelled tractors operating on farms by the middle of 2021. Electrification, to an extent, is already a reality in agricultural machinery. That runs from ancillary equipment being run electrically to crop planters in the US already being powered electrically. The control benefits from electrical applications are strong and the cost/benefit ratio is the ultimate deciding factor on investment. I do not see a 200HP tractor operating in the fields in the short term. That technology is still in research or early development. In New Holland we see methane as a stepping-stone to the long term future of the farm machinery industry and on towards hydrogen power eventually.”

### Working in a man’s world

Rosarie Crowley gave a personal perspective on the world of farm machinery: “I brought an accounting background to my job as well as energy and interest. Having a good team is a key part of successfully running a farm machinery importation and dealership. I did have reservations about entering a male-dominated sector. That hasn’t proved to be an impediment and what I would say to

other young women contemplating their career path, the most important factor is to have an interest in what you are hoping to do, whether that is in rocket science or in agricultural engineering. A work ethic, a willingness to learn and a positive attitude are important attributes to bring to any career choice. The machinery industry is no different than any other and there are plenty of supports in place in terms of training and career progression.”

### Data-driven agriculture

Tillage farmer Kevin Nolan on data collection: “We will be required to record all inputs and crop management data in future to prove that we are meeting the various regulations around fertilisation and crop protection. Prescription Farming will cover not just tillage but also dairy and other sectors and we will have to be able to prove that we are compliant. Application and recording technologies will allow us to do that. The correct crop, correct rotation, correct seeding, correct fertilisation, spraying and marketing will all be recorded and regulated.”

### The importance of mechanisation

John Keogh, Director of the Animal and Plant Health Association, puts the role of farm machinery in context: “One hundred years ago there were 1.5 billion people to feed. Today the figure is nearer to eight billion. What has facilitated this population expansion is a combination of medical science and the developments around agriculture and food production. Mechanisation and novel technologies have been central and that must continue if we are not to return to food poverty.”

### Efficiency and safety

Manitou’s Mark Ormond singled out safety and efficiency as priority requirements not just in his company’s products but across the machinery sector: “We have moved significantly towards electrical power for many of our machines, reflecting the efficiency factors in many work situations as well as the need to reduce environmental impact.”

### Balancing scale and sustainability

Bill Callanan, Assistant General Secretary at DAFM, outlined the role of the Department in relation to supporting technological solutions to climate change mitigation: “We have backed innovation in relation to technology and new machinery, whether that is GPS adoption or the TAMS support measures. Over twenty million euro has been spent or committed in TAMS, reflecting the targets and actions required under the Climatise Roadmap in relation to environmental protection measures. I spend a lot of time defending agriculture and I also challenge the sector to differentiate between the contribution of machinery to sustainability and avoiding the suggestion of industrialisation. It’s about far more than just the simplistic ‘bigger is better’ mantra. The narrative around farm machinery has to be framed in the context of what it can do for efficiency gain, what it can do to improve our environmental credentials.”

# Scour remains enemy no. 1 of the neonatal calf

According to the Animal Identification and Movement (AIM) system data 2,351,048 calves were born in 2019 and 48,142 calves were reported to have died on farm within the first six weeks of life. Special attention must be given to this category to reduce such losses. **Cara Sheridan**, MSD Animal Health, reports.



Cara Sheridan Ruminant technical vet MSD Animal Health

## The causes

For the last number of years, the All-island disease surveillance report has identified scour as the most common cause of death in calves less than one month of age, responsible for just under one third of losses in this age group. Once again, rotavirus and *Cryptosporidium parvum* were the two causes most frequently found on faecal samples submitted to the labs in 2019. Mixed infections are quite common. Outbreaks of scour are often a result of a combination of increased infection pressure (especially toward the end of the calving season), inadequate colostrum feeding and hygiene practices. Inadequate housing conditions (especially in relation to overstocking and poor ventilation) and suboptimal nutrition may be contributing factors in some cases.

## Cornerstones of good calf health

Irrespective of the causative agents of scour on farm, good calving management, adequate colostrum intake and hygienic practices are all so important. Preventative disease control is dependent on causative agents previously found and may include vaccination against *E.coli*, rotavirus, coronavirus and/or *Salmonella* species and/or the administration of halofuginone lactate in the fight against *Cryptosporidium parvum*.

## Colostrum feeding

One of the most critical factors influencing calf health is the management of colostrum feeding. Aim to feed a minimum of three litres of colostrum to the new-born calf within the first two hours of life. Colostrum contains protective antibodies called immunoglobulins. The ability of the calf to absorb antibodies is at its greatest during this time. It is important that the feeding utensils are also clean. Colostrum milked from the cow within the first hour after calving has the highest level of antibodies. Each hour after calving the cows' colostrum antibody content reduces due to dilution of further milk production. A supply of first milking colostrum from cows should be frozen and available as an emergency reserve.

## Clean and warm environment

Once a calf is born it is at immediate risk of picking up infection via the mouth, nostrils or navel. Hence, the

dairy calf should be removed from the cow and calving environment as soon as possible after birth. The calf should then be placed under a heat lamp in a cosy clean deep bed of straw.

## Vaccination of the cow pre-calving

Calves are born without the ability to fight disease. Vaccination helps to bridge the gap between birth and development of the calves' own immune systems.

- Vaccination of the cow against *E.coli*, rotavirus and coronavirus involves a single dose primary course, 3 weeks to 12 weeks prior to calving. For herds starting to calve in January the time to vaccinate is imminent. When calves are fed milk from vaccinated cows for the first two weeks of life, the antibodies have been shown to reduce the incidence and severity of scour. Calves fed milk from vaccinated cows show reduced shedding of rotavirus and coronavirus.
- Vaccination of the cow against *Salmonella* species: Replacements should be vaccinated with a primary course six and three weeks pre-calving with cows receiving a booster vaccine three to four weeks prior to calving.

## Treatment and prevention of *Cryptosporidiosis*

Calves diagnosed with *Cryptosporidium parvum* and those in contact should receive a product containing halofuginone lactate, this will reduce the severity of disease and limit the impact to those at risk. This product must be given at a dose rate of 2ml/10kg orally after feeding for seven consecutive days. On farms that have had problems with cryptosporidiosis in the past, all calves should be treated for the first seven days of life. It does not prevent infection, but it reduces the severity of disease and reduces the number of eggs excreted. It is important to note that *Cryptosporidium parvum* is a zoonotic agent (capable of causing disease in humans). *Salmonella* infection is also a threat to human health.

## Best practice

It is in everyone's interest to keep calves healthy. This will allow us to improve productivity, decrease sickness and losses, decrease antimicrobial usage and importantly improve animal welfare.

# Start as you mean to go on



The first three months of a calf's life play a big role in determining their lifetime productivity and the most important period of those initial three months is the first eight weeks. **Una Hickey** at Volac Ireland offers some advice for this crucial period.

A time when young calves are not yet ruminating, so less heat is generated through digestion. That makes young calves highly susceptible to low temperatures – and if they are too cold, growth rates will fall and calves will become more prone to disease.

Beyond exposure to the cold, one of the biggest threats to calf welfare is the hygiene of your calf housing. In fact, AHDB research shows that up to 50 per cent of calves that die do so due to poor hygiene. Put bluntly - dirty conditions.

The good news is that with some simple steps you can make sure your calves have the warmth, shelter and clean environment they need for a healthy start and productive ever after. Here are the main areas to consider as a farmer with young calves.

## Reduce draughts

Standing around in a blowing gale is no fun for anyone. But did you know that a draught of just 5mph can make calves feel from eight to 10 degrees C colder.? So stop that draught by having effective barriers at calf level. Extra straw bales are really useful, but for a long term solution, purpose-built draft excluders are ideal.

## Ventilation and the stack effect

Stopping draughts must never come at the expense of good ventilation in your calf house. Stinking, stale air is about as pleasant for cattle as it is for us humans and a huge disease risk too. Without ventilation the air inside your calf unit can quickly become infiltrated with a dangerous level of pathogens and pollutants that could easily cause pneumonia and other respiratory illnesses. Fresh air ensures you, as well as your calves, can breathe easy. You can drive natural ventilation in your calf housing thanks to the “stack effect”. This is where warm air rising from your cattle leaves through outlets to create a negative air pressure that draws in fresh air from the outside through inlets.

The efficiency of the stack effect is determined by several factors:

- Area of outlet – roughly 0.04m<sup>2</sup> for calves, rising to over 0.1m<sup>2</sup> for adult cattle
- Design of outlet – open-ridge designs tend to enhance the stack effect
- Area of inlet – minimum 2x outlet area, ideally 4x outlet
- Pitch of the roof – steeper pitches tend to enhance the stack effect

Note however that young calves housed in large spaces may not generate enough body heat to drive the stack effect. You may need to consider using an extractor fan.

## Remove excess moisture

Excess moisture and humidity is another thing to guard against. Moisture can quickly reduce the ambient air temperature, leaving your calves working harder to stay warm. Besides which harmful pathogens are much better at surviving in damp, enclosed environments. Repair leaky downpipes and broken water feeders. Avoid leaving areas soaking after cleaning and make sure all pens have good drainage.

## Easy access to the wet stuff

Of course calves still need good access to clean water. They will perform best if fresh drinking water is available from birth – and will typically drink up to two litres per day. Make sure drinkers are easy to access, easy to clean and close to drainage and remember that milk replacer serves as food, not a drink.

## Fresh bedding – and plenty of it

Would you want to sleep on a damp bed when you were already cold? In terms of warmth and disease prevention it is crucial to keep bedding clean and dry. Deep straw bedding is ideal for winter and when used properly will provide a great deal of insulation to reduce the loss of body heat. But remember: much of the insulation value of bedding is lost if it's wet.

## Room to manoeuvre

It's not nice being cooped up. It also risks the development of lameness among your calves. So make sure your calves have plenty of space and try to keep standing time to a minimum. Room to moo, room to move and room to manoeuvre should be the bare minimum.

## Need a little extra warmth?

When Jack Frost is working overtime, you may need to provide additional warmth. In fact, young calves will feel the cold as soon as the temperature dips below 15°C. Calf jackets can be used if your calves require additional warmth. Though make sure they are waterproof, breathable and machine washable. Plastic fasteners are preferable as Velcro traps dirt easily. An alternative to calf jackets is a small heater.

# The young calf challenge

Compact Calving brings the potential for increased efficiencies and improved profitability on dairy farms. It also brings significant challenges, not least the arrival and subsequent management of large numbers of calves over a very short space of time. **Matt O’Keeffe** reports

As Matt Ryan pointed out in the December issue of IFM, the target is to have 90 per cent of the herd calving down in six weeks. The biggest single challenge is to ensure that all newborn calves are

managed to the highest level of animal welfare. The initial management after birth to two weeks of age is the same whether the calf is being sold off or managed through as a replacement

animal. Environmental management is a key background feature in managing calves. Housing, bedding, and ancillary facilities are critical. Ventilation must allow for regular air changes as calf

bedding can produce large quantities of ammonia. An ample quantity of dry bedding, changed and/or added to regularly, is a baseline requirement and the tonnages needed can be underestimated.



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### The Colostrum protocols

A video produced by Animal Health Ireland emphasises the importance of early and ample colostrum. Emer Kennedy of Teagasc Moorepark and a member of the AHI CalfCare Technical Working Group explains: “In order to ensure a healthy start in life for calves, colostrum management is the most important job a farmer will perform with his or her calves.”

AHI has devised a straightforward set of instructions to follow, which are outlined by Emer: “It is a set of three principles entitled Colostrum 1, 2 and 3. Colostrum 1 covers the first milking. It is important to note that the first milking and only the first milking is suitable to feed to the newborn calf for its first feed.” The difference in nutritional value for a newborn calf from the first milk from the cow and that from subsequent milkings is enormous. The fall-off in antibody content from later milkings means the



milk is totally inadequate in terms of the antibody content necessary to build up a calf's immunity and disease resistance factors. Emer Kennedy emphasises the science behind first colostrum feeding: "When the calf is in the womb there is no transfer of antibodies between the cow and the calf, so the calf is born without any development of its immune system. It is totally reliant on getting adequate amounts of first colostrum into its system as early as possible after birth."

That brings us to the Colostrum 2 phase of early calf colostrum management. Emer explains: "The newborn calf should be fed colostrum in the first two hours after birth. This will ensure maximum absorption of the antibodies in the colostrum takes place. Even when the calf gets to six hours old, its ability to absorb the antibodies in the colostrum has halved." Emer also notes that when the time is extended up to twenty-four hours, the calf has entirely lost its ability to absorb the all-important antibodies in the colostrum.

Colostrum 3 is the final aspect of the colostrum management protocols that should be followed to maximise its benefits to the calf. The '3' refers to three litres of colostrum, the required amount to ensure maximum benefit to the calf. As the AHI video confirms, the application of the 1,2,3 Colostrum programme puts the calf on a high health threshold for the rest of its life.

### CalfCare Virtual Week

Later this month Animal Health Ireland will deliver a series of online calf rearing seminars. CalfCare Virtual Week will run from the 18th to the 21st of January and will include advice on housing, preparation for calving, colostrum management, managing Johne's disease at calving, vaccination programmes and common calf diseases.



## Final Preparations For Calving 2021

Maeve Regan,  
Head of Ruminant Nutrition, Agritech

The main aim currently should be focused on final preparations that will result in a spring free from any upsets, nutritional issues or metabolic diseases during an already busy time on farm.

Several key factors will correlate directly to the success of the calving season, including:

- A planned and well executed dry cow mineral programme
- Calving down the cow in the correct body condition score
- Excellent husbandry in the weeks pre- and post-calving
- Careful transition diet planning

It is always worth remembering at this time in the year, that key decisions made over the next number of weeks will have a direct effect on the performance of the herd, especially herd fertility - submission and conception rates, ultimately affecting the longevity of the cow within the herd.

### Negative Energy Balance

In the weeks post-calving, cows will produce more milk than their feed intake can provide for, resulting in Body Condition Score (BCS) loss due to Negative Energy Balance. Research has shown NEB will firstly, reduce milk protein and if prolonged, have detrimental consequences on the breeding season.

The milking cow should receive an adequate diet to optimise milk solids production and keep body weight loss to less than 0.5 BCS between calving and breeding. Cows that lose < 0.5 BCS over this time (approx. 25 kg) typically ovulate 15 days earlier than those cows that lose 1 BCS during this period.

Dry matter intake typically increases by 0.75 – 1.0 kg/week for the first 8 weeks of lactation, therefore being 8 weeks post-calving before maximum intake is reached - highlighting the need for an energy-dense transition diet.

Every farm scenario is different, and tailored advice should be given where issues arise. However, early preparation and planning is vital to avoid added stresses on farm.



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# Successful calf rearing: from birth to weaning



**Emma Swan**, InTouch feeding specialist, Alltech Ireland, outlines how raising healthy dairy calves is a key component to achieving future high production and to increasing the lifetime performance of the dairy's cows and bulls.

A successful heifer rearing programme would be to have a healthy calf, achieving optimum growth rates and a successful weaning, while also hitting performance targets. This will enable her to calve down into the herd at 22–24 months, giving her the best opportunity to reach her future lifetime milk production.

Four key areas must be considered when aiming to rear healthy calves and keep mortality to a minimum:

- Colostrum
- Early nutrition
- Environment
- Rumen development and immunity

## Colostrum

High-quality colostrum given at the right time is the foundation of success for any calf rearing enterprise. Colostrum is vital to the newborn calf because it contains antibodies (also known as immunoglobulins, or IgG), which provide immunity. It is also rich in energy and nutrients that are essential for growth. Newborn calves must receive at least three litres of high-quality colostrum within the first two hours of birth from the first milking. The only exception to this is Holstein calves, which require four litres. A second feed should then be given eight hours later, before transitioning to milk or calf milk replacer.

A calf is born with no active immune system to protect against disease and depends solely on passive immunity from colostrum feeding. After the first few hours of birth, the calf's ability to absorb essential antibodies from colostrum reduces significantly as the gut barrier loses permeability. Quality of colostrum also needs to be considered; high-quality colostrum contains at least 50 g/L IgG. The IgG concentration of colostrum can be measured with a refractometer or a colostrometer — these are freely available and inexpensive.



### Early nutrition

There is no single system of calf rearing suitable for all dairy farms, and many systems can be successful. However, there are basic nutritional requirements that should be met, regardless of the feeding regime. During the first few months, a calf is most efficient at turning feed into weight gain. Current recommendations for feeding dairy calves are to offer 15 per cent of the body weight in whole milk or milk replacer mixed at 125 g/L water. The abomasum of a newborn is not large enough to deal with six litres of milk in one feed, so the feed should be split until they are at least three weeks of age. Remember: as calves grow, they will require more energy, so volume and energy must be increased. Calves need 325 grams of milk solids for maintenance alone. Milk is 12.5 per cent dry matter, which equates to 2.6 litres. If a 40-kg calf is fed four litres, they can only gain 200 grams per day, meaning taking a long time to achieve the target weaning weight or weaning at a low weight. Water is a vital part of calf nutrition and one that is often disregarded if they are on milk. Clean, fresh water should be readily available from week one. The development of calf starter intake depends on water intake. It is important to remember that milk goes into the abomasum, bypassing the rumen. Hence, there is no water/moisture to aid the digestion of the calf concentrate in the rumen.



### Environment

Suitable calf housing is also a crucial factor in rearing healthy calves. Calves spend 80% of their time lying down and need a dry, draught-free bed; adequate water access; light and sufficient fresh air to breathe. Straw bedding should always be at least 15 cm deep and remain dry to provide warmth and comfort. With a shortage of straw this year, alternative bedding may need to be considered, such as wood chip or peat. These may need to be topped up regularly to ensure they stay consistently dry. Calves

lying on a cold and wet bed use energy for warmth rather than growth. Calves in groups will need at least 1.1 square metres of lying space up to eight-weeks old, and 1.5 square metres after that. It is essential to avoid changes within groups and to group calves according to size and age. The shed should be thoroughly cleaned and disinfected with a broad-spectrum disinfectant before calves arrive. While in use, pens should also be frequently disinfected to prevent the build-up of disease organisms. Hygiene around milk feeding is also vital: cleaning all feeding equipment is necessary for maintaining healthy animals, and prioritising younger animals first, along with rinsing before feeding the other batches, will help mitigate the spread of disease.

### Rumen development and immunity

Calf rearing will take up a large proportion of the morning and evening routine on most farms. It can be time-consuming at the best of times but can be particularly frustrating if calves' immunity is compromised. Developing a healthy rumen is one of the first steps to a healthy animal, establishing a robust immunity that will lighten the workload for everyone involved. Giving the calf the best opportunity to develop and gain weight means ensuring a healthy rumen and working gut function. At 10 weeks of age, a calf should be double its birth weight at weaning. An average daily gain of 0.6kg LW/day should be the target all calves are looking to achieve this spring. A developed rumen supports greater efficiency in breaking down feed, leading to an improved weight gain over the calf's life.

At InTouch, we do not advise feeding hay or silages to pre-weaned calves. This can slow growth and negatively affect starter intakes. Calves are unable to digest large quantities of forages and consumption of this material can lead to 'pot belly' calves, which increases rumen fill, leading to reduced starter intake and overall poor performance. The use of 8–10 per cent of chopped straw as part of the calf concentrate can encourage rumen strength, as well as allowing the concentrate to be fed safely between weaning and grass, or any other changes in diet. The starch in the concentrate will help to drive papillae development. It is also important to make sure any concentrate is highly palatable and dust-free to avoid respiratory issues. Scour is responsible for nearly 30 per cent of calf deaths, while also resulting in poor growth and performance and a lot of work for the farmer. Prevention is better than cure, and a lot can be done to help prevent diarrhoea problems on a dairy farm. Including Actigen® in the diet will benefit all calves by modifying and improving the intestinal microflora composition. They have been proven to help manage the risk of diarrhoea in calves and improve feed conversion efficiency, as well as increase starter intake and weight gain.

Actigen can provide calves with the best possible start to building up a strong immune system. It can be used to reduce scour in calves and, as it is a yeast-based product, lead to improved feed efficiency. Actigen can be included in the milk replacer or calf ration at an average inclusion rate of 1.5 g/day.

# Facebook farmers

**Matt O’Keeffe** profiles a dairy farming couple in Co. Offaly who are focused on efficiency and have attracted a strong social media following online.

Maria and Pádraig Keane are a young couple who have taken over the family farm at Ballywilliam, Kilmacmac, Co. Offaly. Maria is from Askeaton in West Limerick and the pair met in August 2015 at a festival in Roscrea and married three years later in 2018. Since their marriage they have both been working on the farm full-time.

### The Facebook page

Maria and Pádraig are active on social media, in particular across Facebook and Instagram. They have a popular Facebook page entitled ‘Keane Farm Life’ and, in addition, have 3.62K subscribers on their YouTube video channel. Highlighting the popularity of their YouTube contributions, one of their popular videos ‘How Do We Decide Who’s Finished Milking?’ has had 16,000 views.

### Well matched

After finishing his Ag Science degree in UCD and spending time milking cows in both New Zealand and Ireland, Pádraig converted the Keane suckler herd into a dairy enterprise in 2013 accessing a 200,000 litres New Entrant Quota.

Maria has an accounting degree from the University of Limerick. The synergies are clear as Maria explains: “Pádraig loves grass, I love financials, we both love cows so we work well together as a team producing milk for Glanbia Plc.”

Maria and Pádraig use every available means to further develop their farming skills and are both members of two farm discussion groups, the Pasture Apprentices and the West Offaly Discussion Group). The Keanes also make full use of their Teagasc Advisory Service with Jim Moyles as their Teagasc Dairy adviser.

### Building up the farm

The family farm was originally purchased by Pádraig’s parents (John and Gertrude) in the 1990s. It was a dry stock and tillage farm before becoming a suckler farm with Angus and Hereford stock.

The Keane dairy herd started with 45 in-calf heifers and today they milk 140 cows. The High EBI herd is two-thirds Holstein Friesian and one-third Jersey and Norwegian Red cross breeds. The herd average yield is 5,800L/cow and supplied 520kgMS/cow to Glanbia Co-op in 2019. The spring-calving herd is milk recorded and the Keanes operate a 10-week breeding season. Cows are milked in a 20-unit herringbone parlour, and they use an ACR system



Maria and Pádraig Keane

and lightweight clusters. Milking takes 1.5 to two hours and is usually a two-person operation.

To produce the 520kgMS per cow, each cow is fed between 0.6 to 1.2 tonnes of dairy nuts per lactation depending on grass growth and weather conditions. The aim is to reduce this figure in the coming years to a feed target is 0.5 tonnes/cow by producing more grass on the milking platform. Their current milking platform is 120 acres which is 50/50 owned/leased. The overall stocking rate is 2.5 livestock units per Ha.

Cows on grass for around 280 days and are supplemented by Zero grazing from an out farm when grass is scarce during a drought or when grazing conditions are poor.

### Ongoing developments

Pádraig has built a new cubicle house and has installed new handling facilities for AI and hoof care. A robotic scraper is used to clean the cubicle house. The Keanes make great use of local agri contracting services and their baled silage is made by John Egan, Alan and Dara Bulfsin from AB Contracting Services. When they started dairying five years ago they installed a new 10 tonne V-Mac silo from McAree Engineering, which they say has well repaid its purchase cost.

# Dairy Efficiency Table

Matt Ryan offers a sustainability table comparing dairy efficiencies with targets.

Farmers Name/2020: Dairy Efficiencies Compared with Targets Efficiencies (XXX = key KPI's)

Efficiency Factor	Target	Your Farm
Profit/ha owned (Less rental cost/ha)	€2452 (€2452 - X)	€
Common Costs = all cost less Labour, Interest, Land rental (XXX)	13 to 15 cents per litre	c/l
	€1.70 per kg MS	€
Solvency: Liabilities/cow	€2000 or less	€
Gearing (Debt/Assets)	Depend on land owned: 0.1 to 0.5	
Net Worth Increase (%)	6+%	%
Breeding & Fertility: EBI Target	€200+	€
EBI (fertility) B & W/Jersey X's	€110/€65	€
EBI gain/year	€5+	€
Calving Data: 6 Week calving rate (XXX)	90%	%
Calving Interval	365 days	Days
Median Calving Date	15 - 25 <sup>th</sup> February	
Age of Herd (Lactations)	4.5+ Lactations	
Age of Cows Culled (Lactations)	5.5+ Lactations	
12 Week empty rate (%)	Less than 10%	%
Calf mortality to 28 days	Less than 4%	%
Cull rate (%)	18%	%
Breeding Season: 3Week Submission rate	90%	%
Conception Rates (NRR): Cows	65+%	%
Heifers	75+%	%
Grassland: Grass Utilised/Ha (XXX)	13 tons/ha	Tons/ha
Grass grown/ha (MP)	16 tonnes	Tons/ha
Home grown grass in diet	90%	%
Grazing season length	280 days	Days
Feed Efficiency (kgs MS/ton DM)	80+	
Grass Utilisation rate	80+%	%
Stocking Rate on Milking Platform	2.7 - 3.2/cows/ha	Cows/ha
Stocking rate (Overall)	2.5 - 2.7 cows/ha	Cows/ha
N use (kgs/ha) {Protected Urea}	Less than 170 kgs {100%}	Kgs [ ]
Milk Solids production	1300 kgs/ha	Kgs/ha
Milk produced from April to September	72 to 78 % of total supply	%
Number of grazing rotations/year	10+ per year	
Soil Fertility: pH (all fields) greater than 6.3	100% paddocks	%
Phosphorous (all fields)	Index 3+: 100% paddocks	%
Potash (all fields)	Index 3+: 100% paddocks	%
GHG emissions	0.96 (kgs CO2 e/kg FPCM)	
Pre-grazing/Post grazing covers	1400 - 1600 kgs DM/ha (3.5-4,5cms)	Kgs DM
Slurry applied by LESS	80%	
Per Cow Targets: % MS of Cow Body Wt.	100+%	
Milk solids/cow	500 kgs	Kgs
% butterfat	5.0%	
Genetics to achieve % F	0.31% PD	
% protein	4.0 %	
Genetics to achieve	0.20% PD	
Concentrates: kgs/litre	0.07 kg/l	Kgs/litre
Per kg/MS	0.9 kgs/kg MS	Kgs/kg MS
Days in Milk: Cows	280	
Heifers	270	
Cow Health: SCC	100,000 to 150,000	
Clinical Mastitis per year	30 cases per 100s	
Lameness(cows affected)	Less than 5%	
Other Targets: Labour	130 to 170 cows per man unit	

# Opportunity awaits

A circular bioeconomy offers the opportunity to reimagine our economy and our environment. The Department of Agriculture, Food and the Marine addresses the issue

The current pandemic has forced us all to reimagine our world and to rethink our economy. In future, our economy must ensure farmers, foresters, industry and citizens prosper in harmony with nature. The bioeconomy idea has emerged across EU<sup>1</sup> & Irish<sup>2</sup> policy and governance as a way to resolve unsustainable resource use and resulting environmental and climate degradation.

In the agri-food sector, the bioeconomy is based on producing sustainable biomass from agriculture and forestry and using the biomass and its residues more efficiently, including replacing fossil-based, non-renewable resources with biological alternatives for food, feed, chemicals, materials and energy. Examples of this include opportunities to replace fossil fuel-based plastics in food and beverage packaging or the opportunities to replace fossil fuel-based chemicals and detergents with bio-based alternatives.

### Circular thinking

The high-level vision for the circular bioeconomy is to generate economic growth, job creation, and value addition from everyday agriculture and forest-related resources, including its waste. This marks a move away from a linear, economic model and promotes principles of renewable energy, circularity, and prioritising the use of biomass for socially preferable products, notably food, materials and chemicals over its eventual use for energy. A circular bioeconomy (see infographic<sup>3</sup>) also offers an opportunity to recognise the

value of nature<sup>4</sup> to sustainably manage our land, food, health and agri-food and industrial systems with the goal of achieving sustainable wellbeing.

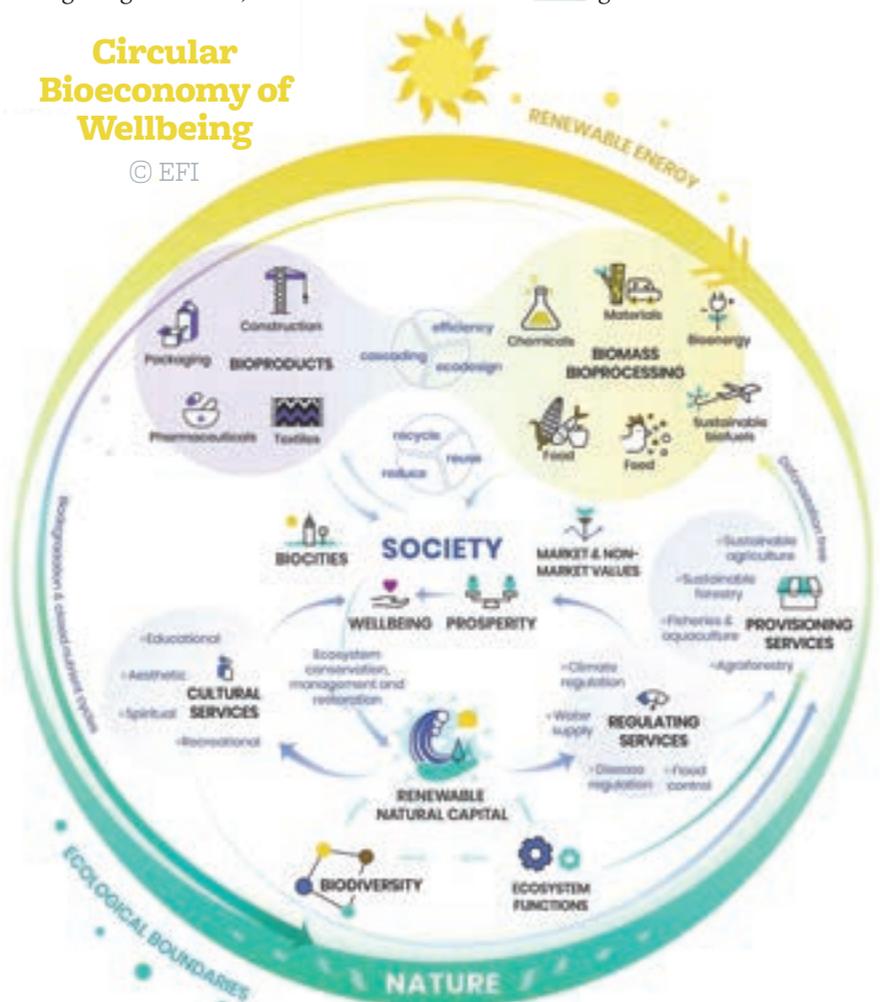
### The role of biodiversity

A circular bioeconomy needs advanced technology, such as biorefining, and innovation such as agri-digitalisation, as well as

traditional farming knowledge, to succeed but ultimately relies on biodiversity as its true engine. This is because biodiversity determines the capacity of our farming and forest systems to adapt and evolve in a changing environment and climate, and is crucial for ensuring the resilience and sustainability of the biological resources that

## Circular Bioeconomy of Wellbeing

© EFI



“ A circular bioeconomy offers an opportunity to recognise the value of nature<sup>4</sup> to sustainably manage our land, food, health and agri-food and industrial systems with the goal of achieving sustainable wellbeing ”

underpin our agriculture and forest systems. The circular bioeconomy aims to acknowledge the fundamental role of biodiversity, not only through nature conservation policies, but also through public and market-based supports that provide incentives for farmers, forest owners and biobased companies to invest in biodiversity at farm and forest level.

### Bio-based products

A circular bioeconomy is also an opportunity to modernise and make industries carbon-neutral and circular. This is because agriculture and forest resources are, if managed sustainably, circular and renewable by nature. Several important sectors like chemicals, textiles, plastics or construction will need new value chains to become circular and carbon-neutral industries. The circular bioeconomy and biological resources such as grass can be a catalyst for such developments. For example, projects funded through the Irish Rural Development Programme (Biorefinery Glas) and through the EU LIFE Programme<sup>5</sup>

(Farm4More) are now demonstrating<sup>6</sup> that grass can be transformed into a new generation of sustainable and circular bio-based products (feed, food, fertiliser) with a lower carbon and environmental footprint.

### The rural economy

Additionally, and as important as offering ways to address significant environment and climate challenges, the circular bioeconomy has important advantages that offer the opportunity to ensure inclusive rural prosperity. The way biological resources are produced, owned, distributed and managed offers high potential to develop innovative and valuable bio-based products and to distribute incomes, jobs and infrastructures in rural areas. For example, agriculture and forests in Ireland occupy more than 80 per cent of the land and there are 136,000 family farms<sup>7</sup> and about 22,000 private forest owners<sup>8</sup>. The agri-food sector includes around 1,715 companies, mostly small enterprises, and provides more than 173,000 jobs or 7.7 per cent of the total employment. This is a very valuable social structure that needs to be further nurtured to explore circular bioeconomy development as a basis for attracting investments, employment and innovation to the rural economy and to generate welfare and prosperity. The opportunity that circular bioeconomy development represents requires a new relationship between ecology and economy, the urban and rural environment, and technology and nature. This new thinking will allow us to reimagine our world. To address this opportunity, the Irish government has established a cross-government implementation group, co-chaired by the Department of Agriculture, Food and the Marine, to build collective leadership to implement the vision set out in the national policy statement on the bioeconomy. The government has also invested significantly in the BiOrbic Bioeconomy Research Centre and the Irish Bioeconomy Foundation to build transformative coalitions and public-private partnerships for co-investment with leading innovative companies. It is now required to further steer development by integrating the agri-food sector, including farmers and foresters, in the development of the circular bioeconomy and through encouraging technological and non-technological innovation. If you wish to learn more about the development of the circular bioeconomy in Ireland, see [www.irishbioeconomy.com](http://www.irishbioeconomy.com)

1. [https://ec.europa.eu/research/bioeconomy/pdf/ec\\_bioeconomy\\_strategy\\_2018.pdf#view=fit&pagemode=none](https://ec.europa.eu/research/bioeconomy/pdf/ec_bioeconomy_strategy_2018.pdf#view=fit&pagemode=none)
2. [https://www.gov.ie/en/press-release/3d585e-national-policy-statement-on-the-bioeconomy/?referrer=http://www.taoiseach.gov.ie/eng/News/Government\\_Press\\_Releases/National\\_Policy\\_Statement\\_on\\_the\\_Bioeconomy.html](https://www.gov.ie/en/press-release/3d585e-national-policy-statement-on-the-bioeconomy/?referrer=http://www.taoiseach.gov.ie/eng/News/Government_Press_Releases/National_Policy_Statement_on_the_Bioeconomy.html)
3. <https://efi.int/sites/default/files/images/articles/2020/circular-bioeconomy-figure1.pdf>
4. A Natural Capital Lens for a Sustainable Bioeconomy: Sustainability2020, 12(19), 8033; <https://doi.org/10.3390/su12198033>
5. [www.farm4more.eu](http://www.farm4more.eu)
6. [www.biorefineryglas.eu](http://www.biorefineryglas.eu)
7. <https://www.agriculture.gov.ie/media/migration/foodindustrydevelopmenttrademarkets/agri-foodandtheeconomy/publications/annualreviewandoutlook2019/chapter-2.html>
8. <https://www.agriculture.gov.ie/media/migration/forestry/forestservicegeneralinformation/ForestStatisticsIreland2017090318.pdf>

## The importance of 'soft skills' when addressing inheritance and succession on farm

**Dr Tomás Russell**, Assistant Professor in Agricultural Extension and Innovation at University College Dublin outlines his research into the subject of succession on farm and highlights the important work ongoing at UCD to teach necessary soft skills.



One of the most difficult issues facing all farming families is that of inheritance and succession. "I think this is an issue on every single farm in Ireland and the diversity of challenges that arise from this is very hard for families to address." Tomás – a farmer himself on a beef and sheep farm in Co. Offaly, which he farms in partnership with this father – notes that while previously working with Teagasc in an advisory role during his PhD he saw these issues come up time and again with clients: "During my time in Teagasc, most issues farmers came in with it could be linked back in some way to inheritance and succession." And, the importance of addressing this subject and understanding how to help farmers is not only key to these specific examples but, says Tomás, is key to the future of our farming communities: "Succession is the basis of everything we do in agriculture: if there are no young farmers there is no continuation of the family farm."

In his role at UCD, Tomás is responsible for the supervision of a wide range of research focused on the general theme of how farmers can be better supported to help them change and adopt new practices. His own research examines how to help the farmer in making decisions related to succession and inheritance on the family farm.

"What we have found is that the main challenge lies in communication. There is a huge fear associated with communicating around these issues as it is a really sensitive subject. There have been lots of Government schemes and incentives brought in to support transfers but none of them focus on communication, so success, I believe, can be limited. There is a fear that starting this conversation will bring up turmoil – people are terrified to talk about it: they worry that it will bring conflict, that the family and/or the farm will be broken up. But it is crucial that these things are discussed. By starting that conversation in a family, early, everyone will have an understanding of where they stand. Most of the conflict arises from miscommunication or assumptions, so being able to talk about these issues effectively is so important." Tomás also explains that many farm families only decide to have this conversation when it is too late – when they have to make decisions and they go to accountants and/or solicitors to get the best financial and legal advice. "But they do not necessarily give the best family advice." So,

who should they turn to? "There are some good mediators out there. In an ideal case, it would be an agricultural advisor but my research shows that many do not feel well equipped to deal with these issues."

The answer, Tomás notes, is to upskill those people who deal with farm families in a certain set of 'soft skills'. "Agricultural graduates are coming out of college with really good technological or scientific knowledge, for example, but what we are looking at now is offering programmes that look at softer skills so that we can understand farmers' behaviour and support them in their decision-making process on this subject and on a range of others; looking into behavioural models on farm and seeing how they can adapt to undertake change in technology, new practices on farm, or addressing these sensitive subjects such as succession."

UCD, Tomás explains, offers a suite of graduate programmes that look to teach these necessary soft skills. "We have a two-year graduate programme – a funded Masters degree in collaboration with Teagasc – that includes assignments that complement the work in an advisory office, and that encourage young advisors to reflect and learn from critical incidents."

Another one-year Masters programme within UCD looks to build competencies for a range of roles that are farmer facing, including technical sales roles, agricultural media and consulting. There is also an online Masters programme, which is part-funded by Macra Agricultural Skillnet, offered to those who are working within industry and want to upskill within this area. "At the moment we have people in this programme who work in advisory, veterinary, media, banking and in breed societies, so they are a diverse group that ranges in age from their 20s to their 50s."

Concluding, Tomás states: "The vision is to have a cohort of advisors and farm-facing advisors who are really competent at supporting farmers when it comes to changing behaviours and also to innovating on farm. We want them to understand the whole family farm structure so that they can assist this change. Many people believe what motivates a farmer is money, but actually it is more likely to be family, pride, attachment to place; and our programmes help those advising farmers in all areas of their business understand the underlying factors that affect a farmer's decision-making process."

# TRACTORGUIDE2021





# New year, new challenges

## Gary Ryan reviews the year for the machinery trade and looks to 2021

At the time of writing, the year draws to a close. The most recent figures available from the Farm Tractor & Machinery Trade Association, in relation to registrations of tractors and other types of self-propelled machinery, cover the period to the end of November and show a remarkable level of resilience in the agricultural sector in what has been, to say the least, a most unusual year.

The registration of new tractors during November fell by 5 units to 38 tractors. That brings the total of new tractor registrations for the first eleven months of 2020 to 1,884 units, a drop of less than 4 per cent on the figure of 1,956 units at the same point a year ago. Given that December is generally a month of quite low levels of new tractor registrations, with only 12 units registered in December 2019, the final outcome for the year is unlikely to differ significantly from the current position. A drop of approximately 4 per cent on the 2019 number seems a good performance in light of the trials and tribulations endured this year and is indicative of a welcome level of customer confidence, which has been mirrored in sales of most categories of implements. The 101 to 120hp range remains the horse power band with the highest level of registrations to the end of November with 592 units or over 31 per cent of all registrations. The situation in the higher power categories remains unchanged on October with 88 per cent of all tractors registered during the year so far having over 100hp, 56 per cent over 120hp and 29 per cent over 150hp. Registrations of used imported tractors have continued their recovery from the record low levels of the second quarter when less than 100 used imports were registered across three months due to the closure of the NCTS centre under the public health restrictions. November saw 401 used imports registered, up from 234 units in the same month last year. A total of 2,623 used imports have been registered during the first eleven months of this year, a drop of 9 per cent on the same point in 2019, which saw the highest level of imports in over five years. Teleporter registrations were down 1 unit in November on the same month last year, for the second consecutive month, with 14 new units registered last month. The total number of new teleporter registrations for the year to the end of November is 384 units a drop of 19 per cent on the figure of 474 units at the end of November 2019. Registrations of wheeled loaders fell by 1 unit in November in comparison to a year earlier with 11 units registered last month which was the fourth consecutive month that eleven such machines were registered. The total for the year to the end of November is

127 units, up 15 per cent year on year and well ahead of the 115 units registered in the full year of 2019. Registrations of backhoe loaders for 2020 remain unchanged at 31 units with no such machine registered in November. This is in contrast to the 66 such machines registered at the same point in 2019 and, in fact, in all of last year as there were no registrations in December.

### Brexit Challenges for the Machinery Trade

As already alluded to in the registrations piece, the end game of Brexit will bring with it many challenges for a machinery sector that is very much intertwined with the UK market. At this stage we are still not clear on whether a trade deal will finally materialise in the coming days or not but a deal, if put in place, is likely to be a of a very slim variety. In reality a trade deal will not bring much direct relief for the machinery trade as most of the products dealt in by the sector will be zero rated for tariff purposes under WTO rules in any event. The potential from a trade deal is very much in the relief that it will provide to our farming customers in relation to the exports of Irish food products to the UK, for so long a major market of Irish agriculture. The impact of a no deal Brexit on primary producers in Ireland is a major source of concern to all directly engaged in farming or businesses supporting farmers. Irrespective of a trade deal, the reality is that on January 1st, the UK (or more specifically GB as the NI situation is far more complicated) will leave the EU Customs Union and Single Market and move into the category of a third country in relation to trade with EU member states such as Ireland. That third country status brings with it the complexities of customs, import and export declarations, inspections and a raft of other requirements that are alien to how we have been used to trading with the UK in recent decades. These changes will bring challenges to the machinery trade but machinery businesses across the country and their international suppliers are moving to put measures in place to deal with this reality and minimise any impact on the supply chain. I suppose that our experiences in 2020 have demonstrated that mankind has an amazing capacity to adapt and get used of change. Brexit will bring changes and we will get used to these too but hopefully without impact on business activity. The irony of a post Brexit scenario is that much of what will now be required is very familiar to those who previously traded with the UK in the pre single market and Customs Union era but is difficult to accept that, in this regard at least, we seem to be moving backwards rather than forwards.



Caseih Vestrum

Caseih Vestrum CVXDrive

# Update from Case IH

AFS Connect™ technology will now be rolled out onto new Quadtrac and Steiger series tractors for the 2021 season, with specific features for the European market including similar cab comfort and control upgrades to those introduced initially on the Magnum AFS Connect last year. AFS Connect™ enables secure two-way data transfer between the machine and the farm manager to allow them to manage their field operation, fleet information, agronomic data and more with precision - all in real time - from their office or mobile device. Case IH has also announced a number of inter-company agreements designed to simplify connectivity in mixed brand fleets. Case IH will continue to offer both powershift and continuously-variable transmission options in this sector of the articulated wheeled/tracked tractor market and now offer optional saddle tanks to increase fuel capacity by 44% on selected models. FPT engine technology ensures the machines meet Stage V emissions regulations without the need for a diesel particulate filter.

## New Look Puma

The Case IH range of Puma tractors (140-240hp) underwent a makeover in 2020. The engines are now protected by a distinctive new hood with the latest Case IH family styling, incorporating upgraded road and work lights as established on the larger Case IH Optum and Magnum tractors. The first short-wheelbase models were rolled out in the UK in Summer 2020 and early summer 2021 will see the first of the Puma 185-240hp long-wheelbase models revealed, featuring extensively updated cabs with additional features for improved operator comfort. All Pumas are now powered by 6.7 litre FPT industrial six-cylinder engines that meet Stage V emissions regulations, with Hi-eSCR technology.

## Vestrum

The new Vestrum from Case IH proved to be a popular choice last year, bringing continual variable transmission technology to a smaller tractor. The new model is a compact, highly versatile 100-130hp CVT tractor that fits into the Case IH range between the 100-120hp Luxxum models and 115-145hp Maxxum tractors. All Vestrum CVXDrive tractors feature a luxurious, four-pillar cab with suspension and a control layout similar to that used on larger Case IH tractor models, complete with the well-established Case IH Multicontroller armrest.

## New LB436 HD baler series

The new large-format "High Density" LB436 HD baler launched by Case IH impressed farmers during demonstrations in Harvest 2020. Numerous new features such as a patented two-speed gearbox, revised plungers, TwinePro twin-knot technology as standard, or a hydraulically suspended, steered tandem chassis all increase the efficiency of the baler and set standards in bale density and ground speed. The new LB436 HD baler provides high performance baling with more than 40 tons per hour and is designed to pack 500kg into each bale in all crops.

## Market-leading warranty

Case IH has enhanced its Safeguard Warranty cover for new machines purchased this season. The cover provides an extension of the standard one-year base warranty with repairs carried out by factory-trained technicians from authorised Case IH dealerships. From 1st December 2020 until 28th February 2021, all tractors from 145hp are being offered with a free 3-year, 3,000 hour SAFEGUARD WARRANTY, with no minimum claim value or excess fees for the entire three years. This in-house cover ensures that any issue that would normally be covered in the manufacturer's first year warranty will continue to be covered in the second and third year or until 3,000 hrs are reached.



John Deere 102SR



New Holland Boomer Series

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
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Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
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**COMPACTS**

**GOLDONI**

Base 20	4wd	6+3	-	22	-	POA
Star 3050	4wd	8+8	-	50	-	POA
Farmtrac/Mitsubishi	4wd	9F+3R=3HST	0	22	750 KG	POA
				25	750 KG	POA
				26	750 KG	POA
				30	750 KG	POA

**JCB**

403 AG SMART POWER	-	-	1215*	25	-	POA
406			3250	49		POA

**JOHN DEERE**

1026R	4wd	2-range Hydro	525	26	-	15,201
2026R	4wd	2-range Hydro	560	26	-	18,199
2032R	4wd	2-range Hydro	615	32	-	23,499
2038R	4wd	2-range Hydro	615	38	-	25,548
3025E	4wd	2-range Hydro	615	25	-	19,843
3038E	4wd	2-range Hydro	615	38	-	22,930
3033R	4wd	3-range eHydro	995	33	-	30,767
3039R	4wd	4wd12+12 PowrReverser	995	39	-	31,039
3039R	4wd	3-range eHydro	995	39	-	32,176
3046R	4wd	3-range eHydro	995	46	-	33,877
5050E (ag)	4wd	4wd12+12 PowrReverser	1800	49	-	30,033

**KIOTI DAEDONG**

CS2610	4wd	Hydro	700	26	-	10,487
CK2810	4wd	6+6	1025	28	-	12,113
CK2810H	4wd	Hydro	1075	28	-	12,926
CK3310	4wd	9+3	1250	35	-	13,739
CK3310H	4wd	HYDRO 3RANGES	1275	35	-	14,532
CK4010	4wd	9+3	1250	40	-	14,837
CK4010H	4wd	HYDRO 3RANGES	1275	40	-	15,569
NX4510C	4WD C/W CAB	24+24	2100	45	-	20,121
NX4510CH	4WD C/W CAB	HYDRO	2150	45	-	21,036
NX5510C	4WD C/W CAB	24+24	2350	55	-	23,983

NX5510CH	4WD C/W CAB	HYDRO	2400	55	-	24,918
MECHRON K9-2400 UTV 1/2 CAB	4 WD	HYDRO		24		13,900
MECHRON K9-2400 UTV FULL CAB	4 WD					16,850

**LANDINI**

2-045 (MR)	4wd	16+16	1200kg	43		24,098
2-050	4wd	16+16	1200kg	50		25,149

**MASSEY FERGUSON**

MF1520A	-	-	-	20	-	18,890
MF1523H	-	-	-	25	-	23,280
MF1529A	-	-	-	28	-	23,880
MF1532A	-	-	-	32	-	26,320
MF1532H	-	-	-	32	-	29,490
MF1740HC	-	-	-	38	-	42,970
MF1740A	-	-	-	38	-	29,130
MF1747A	-	-	-	46	-	33,390

**MCCORMICK**

X2-30	4wd	16+16	1200kg	43		24,098
X2-45	4wd	16+16	1200kg	50		25,149

**NEW HOLLAND**

Boomer Series						
Boomer 25 Compact	4wd	Hydro	450	24.7	-	15,484
Boomer 25	4wd	Hydro	650	27	-	16,988
Boomer 35	4wd	12+12	820	38	-	22,577
Boomer 35	4wd	Hydro	820	38	-	23,095
Boomer 40	4wd	12x12	1250	41	-	24,791
Boomer 40	4wd	Hydro	1250	41	-	25,309
Boomer 50	4wd	16+16	1250	52	-	27,141
Boomer 50	4wd	Hydro	1250	52	-	27,956
Boomer 55	4wd	16x16	-	57	-	28,454
Boomer 55	4wd	Hydro	-	57	-	28,972

**SONALIKA**

Solis 20 Rops	4wd	6 + 2	500kg	20	17	10,000
Solis 26 Rops	4wd	6 + 2	600kg	26	23	11,700
Solis 26 Rops	4wd	Hydrostatic	600kg	26	23	13,700

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Belarus 1523



Nexus 210

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
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51-80 HP

CASE IH

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
<b>Farmall A</b>						
55	2wd	12+12	2,700	55	-	29,230
55	4wd	12+12	2,700	55	-	36,248
65	2wd	12+12	2,700	65	-	30,032
65	4wd	12+12	2,700	65	-	37,049
75	2wd	12+12	2,700	75	-	31,283
75	4wd	12+12	2,700	75	-	38,302
<b>Farmall C</b>						
55	2wd	12+12	2500	56	-	37,525
55	4wd	12+12	2500	56	-	40,275
65	2wd	12+12	2500	65	-	39,421
65	4wd	12+12	2500	65	-	42,171
75	2wd	12+12	2500	75	-	40,705
75	4wd	12+12	2500	75	-	43,455
<b>Quantum V</b>						
80	4wd	16+16	2600	65	-	43,001
<b>Quantum F</b>						
80	4wd	16+16	2600	78	-	44,498
<b>Quantum N</b>						
80	4wd	16+16	2600	78	-	43,787
<b>Quantum CL</b>						
80	4wd	16+16	2600	78	-	44,573

CLAAS

Nexus 210 VE	2wd	12+12	2500	75	540	POA
Nexus 210 VE	4wd	12+12	2500	75	540	POA
Nexus 210 VL	2wd	12+12	3100	75	540	POA

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
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Nexus 210 VL	4wd	12+12	3100	75	540	POA
Nexus 210 F	2wd	12+12	3100	75	540	POA
Nexus 210 F	4wd	12+12	3100	75	540	POA
Elios 210	4wd	12+12	2500	75	540	POA
Elios 220	4wd	12+12	2500	84	540	POA
Atos 220	4wd	8+8	3600	76	540	POA

DEUTZ FAHR

3E						
3050 Basso	4wd	SS 12x12	1200	51	-	33,990
3050	4wd	SS 12x12	1200	51	-	34,200
3060	4wd	SS 12x12	1200	59	-	35,910
4E						
4070E	4wd	SS12+3	2500	65	-	35,520
4080E	2wd	SS12+3	2500	75	-	34,240
4080E	4wd	SS12+3	2500	75	-	38,020
5D						
5080 Keyline	4wd	SS 15+15	2500	75	-	44,620
5080D Ecoline	4wd	SS10X10	2500	75	-	47,480
5080D LS	4wd	SS10X10	2500	75	-	56,840
5080D GS	4wd	SS10X10	2500	75	-	60,110
5G						
5080G LD LS	4wd	SS10X10	3600	75	-	61,910
5080G LD GS	4wd	10X10	3600	75	-	61,580

Note: SS = synchro shuttle.

FENDT

51-180Hp207 S Vario Gen3	4wd	-	-	79	-	87,078
208 S Vario Gen3	4wd	-	-	84	-	89,007

GOLDONI

Star 50	4wd	8+8	-	52	-	POA
Star 3070	4wd	8+8	-	63	-	POA
Star 70	4wd	8+8	-	70	-	POA

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John Deere 5075E



Landini 2 Seres



Massey Ferguson 3700 Seires

Star 75	4wd	8+8	-	72	-	POA
Quazar 70	4wd	8+8	-	70	-	POA

**JCB**

516-40	-	-	1600	47	-	POA
520-40	-	-	2000	49	-	POA
407 AG	-	-	3,326	64	-	POA
TM180	-	-	1800	64	-	POA
409 AG	-	-	3,648	74	-	POA
TM220	-	-	2200	74	-	POA
525-60	-	-	2500	74	-	POA

**JOHN DEERE**

4052M compact	4wd	3-range eHydro	1229	52	-	30,402
4066M compact	4wd	3-range eHydro	1229	66	-	31,462
4052R compact*	4wd	3-range eHydro	1229	52	-	42,830
4066R compact*	4wd	3-range eHydro	1229	66	-	45,632
5058E	4wd	12+12	1800	60	-	34,201
5067E	4wd	12+12	1800	68	-	37,571
5075E	4wd	12+12	1800	75	-	39,707
50756F (fruit)	4wd	12+12	2888	75	-	48,003
50756L (low profile)	4wd	24+24	2218	75	-	48,087
50756N (narrow)	4wd	12+12	2888	75	-	53,610
50756V (vineyard)	4wd	12+12	2888	75	-	52,859
5075M	4wd	16+16	4326	75	-	53,345

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

**KUBOTA**

L1501 (ROPS)	4WD	8F/8R or HDS	1750kg	49	N/A	€ 24,028.36 **
L2501 (CAB)	4WD	16F/16R or HDS	1750kg	49	N/A	€ 30,993.62 **
L2602 HST CAB	4WD	HST 3 Range	1750KG	62	N/A	€ 38,077
M4062	4WD	18F/18R	2500kg	66	N/A	€ 38,673.33
M4072	4WD	18F/18R	2500kg	74	N/A	€ 40,961.57
M4072	4WD	36F/36R	2500kg	74	N/A	€ 41,894.41

\*\* FROM

**LANDINI**

2-055	4wd	16+16	1200kg	50		27,007
4.070D	4wd	12+12	2700kg / 3400kg	69		43,307
4.070	4wd	12 +12/24 x 24	2700kg / 3400kg	69		46,459

**MASSEY FERGUSON**

MF3700 Series						
MF3707V				75		POA
MF3707S				75		POA
MF3707F				75		POA
MF3707WF				75		POA
MF3707AL				75		POA

**MCCORMICK**

X2-40	4wd	16+16	1200kg	50		27,007
X4-30M	4wd	12+12	2700kg / 3400kg	69		43,307
X4-30	4wd	12 +12/24 x 24	2700kg / 3400kg	69		46,459



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Sonalika Solis



New Holland T5 Series

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
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**NEW HOLLAND**

<b>T4S</b>						
T4S.55	2wd	8+8		55		34,596
T4S.55	4wd	8+8		55		41,303
T4S.65	2wd	8+8		65		35,427
T4S.65	4wd	8+8		65		42,134
T4S.75	2wd	8+8		75		36,657
T4S.75	4wd	8+8		75		43,154
<b>T4</b>						
T4.55	2wd	12+12	2760	58	-	47,598
T4.55	4wd	12+12	2760	58	-	50,852
T4.65	2wd	12+12	2760	65	-	48,965
T4.65	4wd	12+12	2760	65	-	52,219
T4.75	2wd	12+12	2760	75	-	49,982
T4.75	4wd	12+12	2760	75	-	53,236
<b>T5</b>						
T5.75 mech	2wd	12+12	3884	75	-	52,048
T5.75 mech	4wd	12+12	3884	75	-	59,675
T5.75 DC	4wd	24x24	3884	75	-	69,594
T5.75 P/S	4wd	12+12	3884	75	-	65,500

**SAME**

<b>Delfino</b>						
Delfino 50 Basso	4wd	SS12x12	1200	51		34,010
Delfino 50	4wd	SS12x12	1200	51		34,226
Delfino 60	4wd	SS12x12	1200	59		35,940
<b>ARGON</b>						
Argon 80	2wd	SS12+3	2500	75		33,320
Argon 80	4wd	SS12+3	2500	75		37,100
<b>Dorado</b>						
Dorado 80 Natural	4wd	SS15+15	2500	75		43,580
Dorado 80 Classic	4wd	SS10X10	2500	75		46,690
Dorado 80 LS	4wd	SS10X10	2500	75		55,730
Dorado 80 GS	4wd	10X10	2500	75		59,000

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
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**EXPLORER**

Explorer 80 LD LS	4wd	SS10X10	3600	75		60,430
Explorer 80 LD GS	4wd	10X10	3600	75		60,210

**SONALIKA**

Solis 50 Rops	4wd	8+2	1600	50	48	19,000
Solis 50 with cab	4wd	8+2	1600	50	48	23,000
Solis 75 Narrow Rops	4wd	12+12	2500	75	68	26,300
Solis 75 Narrow with cab	4wd	12+12	2500	75	68	30,000
Solis 75 with cab	4wd	12+12	2500	75	68	32,000

**81-150 HP**

**BELARUS**

Belarus 320	4wd	14+4	2200	45	45	16,000
Belarus 622	4wd	14+4	2400	60	60	21,000
Belarus 578	4wd	14+4	3000	70	70	22,000
Belarus 920	4wd	14+4	3200	81	81	24,000
Belarus 952	4wd	14+4	3200	90	90	26,500
Belarus 920.3	4wd	14+4	3200	85	85	25,000
Belarus 952.3	4wd	14+4	3200	95	95	27,000
Belarus 1025	4wd	16+8	3200	105	105	30,000
Belarus 1025.3	4wd	16+8	3200	110	110	31,000
Belarus 1221.3	4wd	16+8	3200	135	135	40,000
Belarus 1523.3	4wd	16+8	3200	150	150	52,000

**CASE IH**

<b>Farmall A</b>						
85	4wd	12+12	3585	85	-	52,710
95	2wd	12+12	3585	95	-	49,056
95	4wd	12+12	3585	95	-	56,201
105	4wd	12+12	3585	106	-	58,470
115	4wd	12+12	3585	113	-	60,791



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**FENDT**



**VALTRA**



CaseIH Farmall\_95A

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
<b>Farmall C</b>						
85	4wd	12+12	4400	86	-	51,208
95	4wd	12+12	4400	99	-	54,535
<b>Farmall C PS</b>						
85	4wd	12+12	4400	86	-	53,234
95	4wd	12+12	4400	99	-	56,562
105	4wd	12+12	4400	107	-	58,942
115	4wd	12+12	4400	114	-	62,096
<b>Farmall C Hi-Lo</b>						
85	4wd	PS24+24	4400	86	-	56,884
95	4wd	PS24+24	4400	99	-	60,168
105	4wd	PS24+24	4400	107	-	63,490
115	4wd	PS24+24	4400	114	-	65,603
<b>Farmall C Hi-Lo HD</b>						
95	4wd	PS24+24	4400	99	-	73,311
105	4wd	PS24+24	4400	107	-	75,657
115	4wd	PS24+24	4400	114	-	78,711
<b>Quantum V</b>						
90	4wd	16+16	2600	88	-	54,486
100	4wd	16+16	2600	78	-	57,011
110	4wd	16+16	2600	106	-	60,070
<b>Quantum F</b>						
90	4wd	16+16	2600	88	-	47,973
100	4wd	16+16	2600	97	-	50,496
110	4wd	16+16	2600	106	-	53,555
<b>Quantum N</b>						
90	4wd	16+16	2600	88	-	47,260
100	4wd	16+16	2600	97	-	49,785
110	4wd	16+16	2600	106	-	52,841
<b>Quantum CL</b>						

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
90	4wd	16+16	2600	88	-	47,405
100	4wd	16+16	2600	97	-	49,847
110	4wd	16+16	2600	106	-	53,537
<b>Luxxum</b>						
100	4wd	32 x 32	4701	97	-	91,263
110	4wd	32 x 32	4701	107	-	93,567
120	4wd	32 x 32	4701	117	-	97,069
<b>Vestrum CVX</b>						
100	4wd	CVT 40kph	5600	100	-	103,753
110	4wd	CVT 40kph	5600	110	-	106,549
120	4wd	CVT 40kph	5600	120	-	110,572
130	4wd	CVT 40kph	5600	130	-	114,478
<b>Maxxum</b>						
115	4wd	PS16x16	7115	116	-	104,704
125	4wd	PS16x16	7115	125	-	108,550
135	4wd	PS16x16	7115	135	-	112,396
145	4wd	PS16x16	7115	145	-	114,934
150	4wd	PS16x16	7115	145	-	118,504
<b>Maxxum Multicontroller</b>						
125	4wd	PS24x24	7864	125	-	120,243
135	4wd	PS24x24	7864	135	-	124,093
145	4wd	PS24x24	7864	145	-	126,632
150	4wd	PS24x24	7864	145	-	130,283
<b>Maxxum CVX</b>						
125	4wd	CVT 40kph	7864	125	-	129,790
135	4wd	CVT 40kph	7864	135	-	133,713
145	4wd	CVT 40kph	7864	145	-	136,274
150	4wd	CVT 40kph	7864	145	-	139,961
<b>Puma X</b>						
140	4wd	SP 18x6 40kph	8257	140	-	120,728



150	4wd	SP 18x6 40kph	8257	150	124,989
Puma Multicontroller					
150	4wd	FPS18x6 40kph	8257	150	- 136,995
Puma CVX					
150	4wd	CVT 40kph	8257	150	- 153,091

Note: PS = power shuttle, SS = synchro shuttle. FPS = full power shift SP = semi power shift

**CLAAS**

Nexos 220 VE	2wd	12+12	2500	85	540	POA
Nexos 220 VE	4wd	12+12	2500	85	540	POA
Nexos 220 VL	2wd	12+12	3100	85	540	POA
Nexos 220 VL	4wd	12+12	3100	85	540	POA
Nexos 220 F	2wd	12+12	3100	85	540	POA
Nexos 220 F	4wd	12+12	3100	85	540	POA
Nexos 230 VE	2wd	12+12	2500	92	540	POA
Nexos 230 VE	4wd	12+12	2500	92	540	POA
Nexos 230 VL	2wd	12+12	3100	92	540	POA
Nexos 230 VL	4wd	12+12	3100	92	540	POA
Nexos 230 F	2wd	12+12	3100	92	540	POA
Nexos 230 F	4wd	12+12	3100	92	540	POA
Nexos 240 VE	2wd	12+12	2500	103	540	POA
Nexos 240 VE	4wd	12+12	2500	103	540	POA
Nexos 240 VL	2wd	12+12	3100	103	540	POA
Nexos 240 VL	4wd	12+12	3100	103	540	POA
Nexos 240 F	2wd	12+12	3100	103	540	POA
Nexos 240 F	4wd	12+12	3100	103	540	POA
Nexos 250 VL	2wd	12+12	3100	112	540	POA
Nexos 250 VL	4wd	12+12	3100	112	540	POA
Nexos 250 F	2wd	12+12	3100	112	540	POA
Nexos 250 F	4wd	12+12	3100	112	540	POA
Elios 230	4wd	12+12	2500	92	540	POA
Elios 240	4wd	12+12	2500	103	540	POA



Claas Nexos

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
Atos 230	4wd	8+8	3600	88	540	POA
Atos 240	4wd	8+8	3600	97	540	POA
Atos 330	4wd	20+20	4800	88	540	POA
Atos 340	4wd	20+20	4800	102	540	POA
Atos 350	4wd	20+20	4800	113	540	POA
Arion 410 CLASSIC	4wd	16+16	4500	90	540/1000	POA
Arion 410 CIS Panoramic	4wd	16+16	4500	90	540/1000	POA
Arion 420 CLASSIC	4wd	16+16	4500	100	540/1000	POA
Arion 420 CIS Panoramic	4wd	16+16	4500	100	540/1000	POA
Arion 430 CLASSIC	4wd	16+16	6000	110	540/1000	POA
Arion 430 CIS Panoramic	4wd	16+16	6000	110	540/1000	POA
Arion 440 CLASSIC	4wd	16+16	6000	120	540/1000	POA
Arion 440 CIS Panoramic	4wd	16+16	6000	120	540/1000	POA

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Deutz Fahr 5D

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
Arion 440 CIS+ Panoramic	4wd	16+16	6000	120	540/1000	POA
Arion 450 CLASSIC	4wd	16+16	6000	130	540/1000	POA
Arion 450 CIS Panoramic	4wd	16+16	6000	130	540/1000	POA
Arion 450 CIS+ Panoramic	4wd	16+16	6000	130	540/1000	POA
Arion 460 CLASSIC	4wd	16+16	6000	140	540/1000	POA
Arion 460 CIS Panoramic	4wd	16+16	6000	140	540/1000	POA
Arion 460 CIS+ Panoramic	4wd	16+16	6000	140	540/1000	POA
ARION 510 CLASSIC	4wd	24+24	6500	125	540/1000	POA
Arion 510 CIS / CIS+	4wd	24+24	6500	125	540/1000	POA
Arion 510 CEBIS	4wd	24+24	6500	125	540/1000	POA
Arion 510						
CMATIC CIS+ / CEBIS	4wd	CVT	6500	125	540/1000	POA
Arion 530 CIS / CIS+	4wd	24+24	6500	145	540/1000	POA
Arion 530 CEBIS	4wd	24+24	6500	145	540/1000	POA
Arion 530						
CMATIC CIS+ / CEBIS	4wd	CVT	6500	145	540/1000	POA
Arion 610 CLASSIC	4wd	24+24	6500	145	540/1000	POA
Arion 610 CIS / CIS+	4wd	24+24	6500	145	540/1000	POA
Arion 610 CEBIS	4wd	24+24	6500	145	540/1000	POA
Arion 610 CMATIC CIS+ / CEBIS	4wd	CVT	6500	145	540/1000	POA

**DEUTZ FAHR**

4E						
4090E	4wd	SS15+15	2500	88		45,220
4100E	4wd	SS15+15	2500	97		47,370
5D						
5080 Keyline	4wd	SS 15+15	2500	75		44,620
5090 Keyline	4wd	SS 15+15	2500	88		47,600
5100 Keyline	4wd	SS 15+15	2500	97		51,570
5090D Ecoline	2wd	SS10+10	2650	88		45,230
5090D Ecoline	4wd	SS10+10	2650	88		50,950
5090.4D Ecoline	2wd	SS10+10	2650	88		46,360
5090.4D Ecoline	4wd	SS10+10	2650	88		52,060
5090D LS	2wd	SS30+15	3600	88		53,020

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
5090D LS	4wd	SS30+15	3600	88	-	60,280
5090.4D LS	2wd	SS30+15	3600	88		54,250
5090.4D LS	4wd	SS30+15	3600	88	-	61,360
5090D GS	2wd	30+15	3600	88	-	56,060
5090D GS	4wd	30+15	3600	88	-	63,230
5090.4D GS	2wd	30+15	3600	88	-	57,450
5090.4D GS	4wd	30+15	3600	88	-	64,310
5100.4D GS	4wd	30+15	3600	102	-	66,560
5G						
5090G LS	4wd	SS10+10	3600	88		65,390
5090G GS	4wd	10X10	3600	88		63,580
5090G Plus LS	4wd	SS10+10	3600	88		70,110
5090G Plus GS	4wd	10X10	3600	88		66,700
5090.4G Plus GS	4wd	10X10	3600	88		72,940
5100G LS	4wd	SS10+10	3600	97		72,810
5100G GS	4wd	10X10	3600	97		73,450
5110G LS	4wd	SS10+10	3600	106		74,960
5110G GS	4wd	10X10	3600	106		75,270
5110G Plus LS	4wd	SS10+10	3600	106		75,250
5110G Plus GS	4wd	10X10	3600	106		77,780
5120G LS	4wd	SS40+40	3600	116	-	78,620
5120G GS	4wd	40+40	3600	116	-	82,560
5 Series						
5105	4wd	20+20	4855	110	-	88,680
5115	4wd	60+60	5410	119	-	92,620
5125	4wd	60+60	5410	126	-	95,330
Agrotron 6 Series						
6120	4wd	30+30	5000	126	-	104,061
6120 TTV	4wd	CVT	6200	126	-	113,192
6130	4wd	30+30	5000	135	-	108,685
6130 TTV	4wd	CVT	5000	135	-	117,680
6140	4wd	30+30	5000	143	-	113,140
6140 TTV	4wd	CVT	6200	143	-	121,880



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Farmtrac 675 DT

**FARMTRAC**

FT 9120 DT	4wd	24+24 Carraro	4500	112	-	POA
FT 690 DT	4wd	24+24	3000	88	-	POA
FT 675 DT	4wd	12+12	2500	81	-	POA

**FENDT**

<b>2200 S Vario Gen3</b>						
209	4wd	-	-	94	-	91,682
210	4wd	-	-	104	-	94,394
211	4wd	-	-	114	-	98,676
<b>300 Vario Gen4</b>						
311	4wd	-	-	113	-	110,458
312	4wd	-	-	123	-	113,702
313	4wd	-	-	133	-	117,908
314	4wd	-	-	142	-	123,203
<b>500 Vario S4</b>						
512	4wd	-	-	131	-	134,185
513	4wd	-	-	141	-	137,651
514	4wd	-	-	156	-	143,251
<b>700 Vario Gen6</b>						
714	4wd	-	-	150	-	160,814

**JCB**

527-58 Low Cab	-	-	2700	109	-	POA
532-60 AG	-	-	3200	109	-	POA
532-70 AG	-	-	3200	109	-	POA
532-70 Plus & Super	-	-	3200	125 or 145	-	POA
538-60 AG	-	-	3800	109	-	POA
538-60 Plus & Super	-	-	3800	125 or 145	-	POA
542-70 AG	-	-	4200	109	-	POA
542-70 Plus, Super	-	-	4200	125 or 145	-	POA
550-80 Agri Plus	-	-	5000	125 or 145	-	POA
560-80 Agri Plus	-	-	6000	125 or 145	-	POA
TM 320	-	-	3200	125	-	POA
TM320s	-	-	3200	145	-	POA
411 Agri	-	-	5585	109	-	POA
413S	-	-	5410	145	-	POA
417 Agri	-	-	6129	125	-	POA
536-95 AG	-	-	3500	109	-	POA
536-95 Plus, Super	-	-	3500	125 or 145	-	POA
TM 420	-	-	4100	145	-	POA

**JOHN DEERE**

5090GF	4wd	12+12	2888	90	-	53,055
5090GL	4wd	24+24	2218	90	-	52,816
5090GN	4wd	12+12	2888	90	-	58,779
5090GV	4wd	12+12	2888	90	-	58,329
5100GL	4wd	24+24	2218	100	-	56,436
5105GF	4wd	12+12	2888	105	-	57,335
5105GN	4wd	12+12	2888	105	-	63,691
5090M	4wd	16+16	4326	90	-	52,950
5100M	4wd	16+16	4326	100	-	56,004
5115M	4wd	16+16	4326	115	-	60,458
6090M	4wd	24+24	4350	90/100	-	76,681



Fendt 300 Vario



John Deere 6M Series

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6100M	4wd	24+24	4350	100/111	-	79,014
6110M	4wd	24+24	4350	110/122	-	81,368
6120M	4wd	24+24	4350	120/133	-	84,354
6130M	4wd	24+24	5700	130/144	-	89,557
6140M	4wd	24+24	5700	140/155	-	93,099
6145M	4wd	24+24	6400	145/161	-	100,092
6155M	4wd	20+20	7650	155/172	-	107,806
6110R	4wd	24+24	4600	110/130	-	100,495
6120R	4wd	24+24	5300	120/140	-	103,851
6130R	4wd	24+24	6000	130/150	-	109,798
6135R	4wd	24+24	6800	135/165	-	110,776
6145R	4wd	20+20	7200	145/185	-	126,194
6155R	4wd	20+20	8100	155/195	-	137,113

### KUBOTA

M5091	4WD	36F/36R	4,100 kg	95	N/A	€ 47,694.08
M5111	4WD	36F/36R	4,100 kg	110	N/A	€ 50,748.77
M95GX-4	4WD	24F/24R	5,000 kg	104	N/A	€ 52,541.22
M105GX-4	4WD	24F/24R	5,000 kg	111	N/A	€ 56,328.05
M115GX-4	4WD	24F/24R	6,100 kg	123	N/A	€ 61,883.93
M125GX-4	4WD	24F/24R	6,100 kg	133	N/A	€ 65,827.12
M135GX-4	4WD	24F/24R	6,100 kg	143	N/A	€ 74,422.95
M6122	4WD	24F/24R	7,000 kg	123	N/A	€ 81,192
M6132	4WD	24F/24R	7,000 kg	133	N/A	€ 84,893
M6142	4WD	24F/24R	7,000 kg	143	N/A	€ 87,847
M7133	4WD30F/15R PS or CVT	9,400 kg	130	N/A	€105,808.97**	
M7153	4WD30F/15R PS or CVT	9,400 kg	N/A	€110,047.26***		

\*\*FROM

### LANDINI

4.090D	4wd	12+12	2700kg / 3400kg	88		46,429
4-090	4wd	12+12/24x24	3900kg	88		43,123
4-095	4wd	12+12/24x24	3900kg	90		50,084
4-100	4wd	12+12/24x24	3900kg	99		51,124
4-110	4wd	12+12/24x24	3900kg	107		53,392
5-100	4wd	12+12/24x24	4500Kg	99		50,357
5-110	4wd	12+12/24x24	4500Kg	107		55,762
5-120	4wd	12+12/24x24	4500kg	113		57,335
6-115H	4wd	36+12	6000kg	110		65,815
6-125H	4wd	36+12	6000kg	119		66,577
6-135H	4wd	36+12	6000kg	126		67,372
6-125C	4wd	36+12	5400kg	111 (121)	Cab Suspension	69,491
6-125CLS	4WD	36+12	5400Kg	111 (121)	Cab Suspension	69,919
6-135C	4wd	36+12	5400kg	121 (133)	Cab Suspension	70,614
6-135CLS	4wd	36+12	5400kg	121 (133)	Cab Suspension	71,326
6-145C	4wd	36+12	5400kg	130 (140)	Cab Suspension	76,869
6-145CLS	4wd	36+12	5400kg	130 (140)	Cab Suspension	77,245
7-145 Active	4wd	30+15*	6300kg	141 (150)		86,475

\*6 speed powershift

6-125C V-shift	4wd	Variable Speed	6000kg	114 (121)	Cab Suspension	81,478
6-135C V-shift	4wd	Variable Speed	6000kg	121 (133)	Cab Suspension	82,780
6-145C V-shift	4wd	Variable Speed	6000kg	130 (140)	Cab Suspension	85,772
7-145 V-Shift	4wd	Variable Speed	9300kg	141 (150)	Cab Suspension	101,001



# 2020 Ex-Hire Fleet For Sale. Limited Stock Remaining

## 1000 Hour Warranty, 0% Finance Options Available

6155R

155HP (Boosting to 180HP)

50KM

Autoquad Transmission

650 R38 Rear Tyres

1000 Hours Approx

Prices From €103,000 + VAT

6155M

155HP

40KM

Autoquad Transmission

Front Axle + Cab Suspension

650 R38 Rear Tyres

1000 Hours Approx

Prices From €82,000 + VAT

6145R

145HP (Boosting to 170HP)

40KM

Air Brakes

Autoquad Transmission

650 R38 Rear Tyres

1000 Hours Approx

€97,000 + VAT

6130R

130HP (Boosting to 150HP)

4 Cylinder, 40KM or 50KM

Autoquad Transmission

600 R38 Rear Tyres

1000 Hours Approx

Prices From €84,000 + VAT

6130M

130HP

40KM

Autoquad Transmission

Front Axle & Cab Suspension

600 R38 Rear Tyres

Loader Options

1000 Hours Approx

Prices From €73,500 + VAT

6120R

120HP (Boosting to 140HP)

40KM

Autoquad Transmission

520 R38 Rear Tyres

1000 Hours Approx

Loader Options

Prices From €73,000 + VAT

Contact David Murray: 0872473074

[dmurray@tfmltd.com](mailto:dmurray@tfmltd.com)





Massey Ferguson 3709

McCormick X440



Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
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**MASSEY FERGUSON**

<b>MF3700 Series</b>						
MF3708V				85		POA
MF3709V				95		POA
MF3708S				85		POA
MF3709S				95		POA
MF3708F				85		POA
MF3709F				95		POA
MF3708WF				85		POA
MF3708WF				95		POA
MF3708AL				85		POA
MF3709AL				95		POA
<b>MF 4700M Platform</b>						
MF 4708	2/4wd	12x12	3000E	82		48,820
MF 4709	2/4wd	12x12	3000E	92		52,830
MF 4708	2/4wd	24x24/2	3000E	82		50,430
MF 4709	2/4wd	24x24/2	3000E	92		54,440
<b>MF 4700M Cab</b>						
MF 4708M	2/4wd	12x12	3000E	82		56,770
MF 4709M	2/4wd	12x12	3000E	92		59,470
MF 4708M	2/4wd	24x24/2	3000E	82		58,380
MF 4709M	2/4wd	24x24/2	3000E	92		61,080
MF 4710M	4wd	12x12	3000E	100		61,630
MF 4710M	4wd	24x24/2	3000E	100		63,240
MF 5700M						
MF 5709M	4wd	16x16/4	4300E	95		70,200
MF 5710M	4wd	12x12	4300E	105		68,960
MF 5711M	4wd	12x12	4300E	115		71,660
MF 5710M	4wd	16x16/4	4300E	105		72,900
MF 5711M	4wd	16x16/4	4300E	115		75,600
MF 5712M	4wd	12x12	5300E	125		76,180
MF 5713M	4wd	12x12	5300E	135		78,880
<b>MF 5S series</b>						
MF 5S.105	4wd	16x16/4	6000 E	105		83,890

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
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MF 5S.115	4wd	16x16/4	6000 E	115		85,590
MF 5S.125	4wd	16x16/4	6000 E	125		90,070
MF 5S.135	4wd	16x16/4	6000 E	135		92,770
MF 5S.145	4wd	16x16/4	6000 E	145		95,470
MF 5S.105	4wd	24x24/6	6000 E	105		86,590
MF 5S.115	4wd	24x24/6	6000 E	115		89,290
MF 5S.125	4wd	24x24/6	6000 E	125		92,770
MF 5S.135	4wd	24x24/6	6000 E	135		95,470
MF 5S.145	4wd	24x24/6	6000 E	145		98,170
<b>MF 6700S Series</b>						
MF 6713S Dyna-6	4wd	24x24/6	7100 / 8100 E	135	150	106,130
MF 6714S Dyna-6	4wd	24x24/6	7100 / 8100 E	145	160	108,830
MF 6713S Dyna-VT	4wd	CVT	9600 E	135	150	126,620
MF 6714S Dyna-VT	4wd	CVT	9600 E	145	160	129,320
<b>MF 7700S Series</b>						
MF 7715S Dyna-6	4wd	24x24/6	8100E	155	175	117,320
MF 7715S Dyna-VT	4wd	CVT	9600E	155	175	135,830

**McCORMICK**

X4.50M	4wd	12+12	2700kg / 3400kg	88		46,429
X4.50	4wd	12+12/24x24	3900kg	88		43,123
X4.55	4wd	12+12/24x24	3900kg	90		50,084
X4.60	4wd	12+12/24x24	3900kg	99		51,124
X4-70	4wd	12+12/24x24	3900kg	107		53,392
X5.35	4wd	12+12/(24+24)	4500	99		50,357
X5.45	4wd	12+12/(24+24)	4500	107		55,762
X5.55	4wd	12+12/(24+24)	4500	113		57,335
X6.35	4wd	36+12	6000kg	110		65,815
X6.45	4wd	36+12	6000kg	119		66,577
X6.55	4wd	36+12	6000kg	126		67,372
X6 420	4wd	36+12	5400kg	111 (121)	Cab Suspension	69,491
X6.420 CLS	4wd	36+12	5400kg	111 (121)	Cab Suspension	69,919
X6.430	4wd	36+12	5400kg	121 (133)	Cab Suspension	70,614
X6.430CLS	4wd	36+12	5400kg	121 (133)	Cab Suspension	71,326



Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
X6.440	4wd	36+12	5400kg	130 (140)	Cab Suspension	76,869
X6.440CLS					Cab Suspension	77,245
X7.440 Efficient	4wd	30+15*	6300kg	141 (150)		86,475
*6 speed powershift						
X6.420 VT-Drive	4wd	Variable Speed	6000kg	114 (121)	Cab Suspension	81,478
X6.430 VT-Drive	4wd	Variable Speed	6000kg	121 (133)	Cab Suspension	82,780
X6.440 VT-Drive	4wd	Variable Speed	6000kg	130 (140)	Cab Suspension	85,772
X7.440 VT-Drive	4wd	Variable Speed	9300kg	141 (150)	Cab Suspension	101,001

**NEW HOLLAND**

T5						
T5.85	2wd	12+12	3884	86	-	52,802
T5.85 P/s	4wd	12+12	3884	86	-	66,254
T5.85	4wd	12+12	3884	86	-	60,429
T5.85 DC	4wd	24x24	3884	86	-	70,129
T5.95	2wd	12+12	3884	99	-	55,668
T5.95 P/S	4wd	12+12	3884	99	-	69,121
T5.95	4wd	12+12	3884	99	-	63,295
T5.95 DC	4wd	24x24	3884	99	-	72,947
T5.105 P/S	4wd	12+12	3884	107	-	71,505
T5.105 DC	4wd	24x24	3884	107	-	75,602
T5.115 P/S	4wd	12+12	3884	114	-	74,626
T5.115 DC	4wd	24x24	3884	114	-	78,681
TD5						
TD5.85	4wd	12+12/20+12	3565	86	-	52,108
TD5.95	2wd	12+12/20+12	3565	99	-	48,071
TD5.95	4wd	12+12/20+12	3565	99	-	55,634
TD5.105	4wd	12+12	3565	107	-	59,826
TD5.115	4wd	12+12	3565	114	-	62,427
T5 Tier 4B						
T5.100	4wd	16+16	5420	99	-	85,207



New Holland TD5

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
T5.110	4wd	16+16	5420	107	-	87,608
T5.120	4wd	16+16	5420	117	-	91,271
T5 Tier V AutoCommand						
T5.110 AC	4wd	CVT	5500	100/110		107,307
T5.120 AC	4wd	CVT	5500	110/120		110,154
T5.130 AC	4wd	CVT	5500	120/130		114,498
T5.140 AC	4wd	CVT	5500	130/140		118,122
T5 Tier V DCT						
T5.110 DCT	4wd	DCT	5500	100/110		97,473
T5.120 DCT	4wd	DCT	5500	110/120		100,075
T5.130 DCT	4wd	DCT	5500	120/130		104,045
T5.140 DCT	4wd	DCT	5500	130/140		107,598

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Same Dorado 90



Sonalika Solis 90

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
T6 Tier 4B						
T6.125 EC	4wd	16 + 16	7864	115/125		99,435
T6.145 EC	4wd	16+16	7864	115/145		102,662
T6.145 AC	4wd	CVT	7864	115/145		117,167
T6.145 DCT	4wd	DCT	7864	115/145		107,652
T6.155 EC	4wd	16+16	7864	125/155		105,726
T6.155 AC	4wd	CVT	7864	125/155		120,842
T6.155 DCT	4wd	DCT	7864	125/155		110,720
T6.160	4wd	16+16	7864	-		110,417
T6.165 EC	4wd	16+16	7864	135/168		109,298
T6.165 AC	4wd	CVT	7864	135/168	-	123,910
T6.165 DCT	4wd	DCT	7864	135/168	-	113,786
T6.175 EC	4wd	16+16	7864	145/175		111,808
T6.175 AC	4wd	CVT	7864	145/175		125,809
T6.175 DCT	4wd	DCT	7864	145/175		116,296
T6.180 EC	4wd	16+16	7864	145/175	-	113,361
T6.180 AC	4wd	CVT	7864	145/175		128,899
T6.180 DCT	4wd	DCT	7864	145/175		119,387
T7.SWB						
T7.175 RC	4wd	18+6	8257	140/175	-	136,487
T7.175 PC	4wd	18+6	8257	140/175	-	138,951
T7.175 RC	4wd	18+6	8257	140/175	-	138,881
T7.175 PC	4wd	18+6	8257	140/175	-	142,456
Sidewinder						
T7.175 AC	4wd	CVT	8257	140/175		143,498
T7.190 RC	4wd	18+6	8257	150/190	-	140,111
T7.190 PC	4wd	18+6	8257	150/190		142,575
T7.190 RC	4wd	18+6	8257	150/190		142,506
T7.190 PC	4wd	18+6	8257	150/190		146,081
T7.190 AC	4wd	CVT	8257	150/190	-	146,412

**SAME**

ARGON						
Argon 90	4wd	SS15+15	2500	88		43,250
Argon 100	4wd	SS15+15	2500	97		45,400
DORADO						
Dorado 90 Natural	4wd	SS 15+15	2500	88		47,240
Dorado 100 Natural	4wd	SS 15+15	2500	97		49,850
Dorado 90 Classic	2wd	SS10+10	2650	88		46,030

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
Dorado 90 Classic	4wd	SS10+10	2650	88		50,140
Dorado 90.4 Classic	2wd	SS10+10	2650	88		45,980
Dorado 90.4 Classic	4wd	SS10+10	2650	88	-	51,270
Dorado 90 LS	2wd	SS30+15	3600	88		51,610
Dorado 90 LS	4wd	SS30+15	3600	88	-	59,170
Dorado 90.4 LS	2wd	SS30+15	3600	88		52,840
Dorado 90.4 LS	4wd	SS30+15	3600	88	-	60,250
Dorado 90 GS	2wd	30+15	3600	88	-	55,120
Dorado 90 GS	4wd	30+15	3600	88	-	62,120
Dorado 90.4 GS	2wd	30+15	3600	88	-	56,190
Dorado 90.4 GS	4wd	30+15	3600	88	-	63,200
Dorado 100.4 GS	4wd	30+15	3600	102	-	65,450
EXPLORER						
Explorer 90 LD LS	4wd	SS10+10	3600	88		64,390
Explorer 90 LD GS	4wd	10X10	3600	88		62,200
Explorer 90 MD LS	4wd	SS10+10	3600	88		68,370
Explorer 90 MD GS	4wd	10X10	3600	88		64,980
Explorer 90.4 MD GS	4wd	10X10	3600	88		71,220
Explorer 100 MD LS	4wd	SS10+10	3600	97		69,530
Explorer 100 MD GS	4wd	10X10	3600	97		71,730
Explorer 110 MD LS	4wd	SS10+10	3600	106		71,630
Explorer 110 MD GS	4wd	10X10	3600	106		73,550
Explorer 110 HD LS	4wd	SS10+10	3600	106		73,400
Explorer 110 HD GS	4wd	10X10	3600	106		76,830
Explorer 120 HD LS	4wd	SS10+10	3600	116		76,680
Explorer 120 HD GS	4wd	10X10	3600	116		81,060
VIRTUS						
Virtus 120	4wd	30+30	5000	116	-	98,820
Virtus 130	4wd	30+30	5000	126	-	105,970
Virtus 140	4wd	30+30	5000	136	-	110,480

**SONALIKA**

Solis 90	4wd	12+12	2500	90	81	37,000
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**VALTRA**

A4 Series						
A84SH	4	12 x 12	3000	85	85	€ 56,881
A94SH	4	12 x 12	3000	95	95	€ 59,735
A104MH	4	12 x 12	4300	100	100	€ 65,892

# BRIDGESTONE

VT-TRACTOR

Low fuel consumption

Great traction

Reduced soil compaction

The image features a large, detailed view of a Bridgestone tractor tire in a green field. The tire has 'BRIDGESTONE' written on its sidewall. Several performance benefits are highlighted with icons and text: 'Low fuel consumption' is shown with a fuel pump icon and a downward arrow; 'Great traction' is shown with green arrows pointing outwards from the tire's tread; 'Reduced soil compaction' is shown with a circular icon of a tire tread and a downward arrow. In the background, a large circular icon contains a stylized green plant and a silver wheel, symbolizing agricultural efficiency. The sky is blue with light clouds.



Case IH Puma X Series

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
A104MH4	4	24 x 24	4300	100	100	€ 67,801
A114MH	4	12 x 12	4300	110	110	€ 68,832
A114MH4	4	24 x 24	4300	110	110	€ 70,741
A124LH	4	12 x 12	5200	120	120	€ 71,771
A134LH	4	12 x 12	5200	130	130	€ 74,710
G5 HiTech						
G105H	4	24 X 24	6000	105/110	105	€ 83,597
G115H	4	24 X 24	6000	115/120	115	€ 86,216
G125eH	4	24 X 24	6000	125/130	125	€ 88,835
G135H	4	24 X 24	6000	135/145	135	€ 91,454
G5 Active						
G105A	4	24 X 24	6000	105/110	105	€ 85,648
G115A	4	24 X 24	6000	115/120	115	€ 88,267
G125eA	4	24 X 24	6000	125/130	125	€ 90,886
G135A	4	24 X 24	6000	135/145	135	€ 93,505
G5 Versu						
G105V	4	24 X 24	6000	105/110	105	€ 90,065
G115V	4	24 X 24	6000	115/120	115	€ 92,684
G125eV	4	24 X 24	6000	125/130	125	€ 95,303
G135V	4	24 X 24	6000	135/145	135	€ 97,922
N4 HiTech						
N134A	4	30 x 30	7800	135/145	135	€104,204
N4 Active						
N134A	4	30 x 30	7800	135/145	135	€114,588
N4 Versu						
N134V	4	30 x 30	7800	135/145	135	€119,056
N4 Direct						
N134D	4	30 x 30	7800	135/146	135	€126,480

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
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**151-200 HP**

**CASE IH**

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
Puma X						
165	4wd	SP 18x6 40kph	8257	165	-	131,118
Puma Multicontroller						
165	4wd	FPS18+6 40kph	8257	165	-	143,988
185	4wd	FPS18+6 50kph	10463	180	-	179,110
Puma CVX						
165	4wd	CVT 40kph	8257	165	-	163,167
175	4wd	CVT 40kph	8257	180	-	169,780
185	4wd	CVT 50kph	10463	180	-	200,327

FPS = full power shift SP = semi power shift

**CLAAS**

Arion 550 cis / cis+	4wd	24+24	6900	165	540/1000	POA
Arion 550 CEBIS	4wd	24+24	6900	165	540/1000	POA
Arion 550 cmatic cis+ / CEBIS	4wd	CVT	6900	165	540/1000	POA
Arion 630 cis / cis+ (Stage 5)	4wd	24+24	6900	165	540/1000	POA
Arion 630 CEBIS	4wd	24+24	6900	165	540/1000	POA
Arion 630 cmatic cis+ / CEBIS	4wd	CVT	6500	165	540/1000	POA
Arion 650 cis / cis+	4wd	24+24	8000	185	540/1000	POA
Arion 650 CEBIS	4wd	24+24	8000	185	540/1000	POA
Arion 650 cmatic cis+ / CEBIS	4wd	CVT	8000	185	540/1000	POA
Arion 660 cis / cis+	4wd	24+24	8000	205	540/1000	POA



Claas Arion 600



Deutz Fahr 6 Series

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
Arion 660 CEBIS	4wd	24+24	8000	205	540/1000	POA
Arion 660 CMATIC CIS+ / CEBIS	4wd	CVT	8000	205	540/1000	POA

**DEUTZ FAHR**

Agrotron 6 Series

6145.4 PS	4wd	30+15	6200	149	-	137,020
6145.4 RC Shift	4wd	54+27	6200	149	-	145,670
6155.4 PS	4wd	30+15	6200	156	-	135,120
6155.4 RC Shift	4wd	54+27	9700	156	-	143,800
6155.4 TTV	4wd	CVT	9200	156	-	161,090
6155 PS	4wd	30+15	6200	156	-	140,380
6155 RC Shift	4wd	54+27	9700	156	-	149,230
6155 TTV	4wd	CVT	9200	156	-	165,900
6165.4 PS	4wd	30+15	6200	163	-	138,390
6165.4 RC Shift	4wd	54+27	9700	163	-	147,070
6165.4 TTV	4wd	CVT	9200	163	-	164,420
6165 PS	4wd	30+15	6200	163	-	142,830
6165 RC Shift	4wd	54+27	9700	163	-	151,680
6165 TTV	4wd	CVT	9200	163	-	168,050
6175.4 PS	4wd	30+15	6200	171	-	143,400
6175.4 RC Shift	4wd	54+27	9700	171	-	153,570
6175.4 TTV	4wd	CVT	9200	171	-	171,110
6175 PS	4wd	30+15	6200	171	-	149,980
6175 RC Shift	4wd	54+27	9700	171	-	160,160
6175 TTV	4wd	CVT	9200	171	-	182,800
6185 PS	4wd	30+15	6200	188	-	158,930
6185 RC Shift	4wd	54+27	9700	188	-	166,500
6185 TTV	4wd	CVT	9200	188	-	186,939



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JCB 419S



**FENDT**

500 Vario S4						
516 Vario	4wd	-	-	171	-	150,544
700 Vario Gen6						
716 Vario	4wd	-	-	171	-	167,983
718 Vario	4wd	-	-	188	-	178,099
720 Vario	4wd	-	-	209	-	188,113

**JCB**

427 Agri	-	-	8,603	179	-	POA
437 Agri	-	-	9605	195	-	POA
419S	-	-	6695	195	-	POA
Fastrac 4160	4wd	CVT	7000	160	140**	POA
Fastrac 4190	4wd	CVT	8000	189	169**	POA

\* Full turning tipping load for wheeled loading shovels \*\* Tractor PTO power

Kubota M713



**JOHN DEERE**

6175M	4wd	20+20	9050	175/194	-	123,880
6195M	4wd	20+20	9050	195/216	-	133,414
6175R	4wd	20+20	8518	175/215	-	152,763
6195R	4wd	20+20	8518	195/235	-	165,618

**KUBOTA**

M7173	4WD	30F/15R PS or CVT	9,400 kg	170	N/A	€ 118,609.58*
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\*FROM

**LANDINI**

7-165	4wd	30+15	6300kg	155 (165)	4cyl	89,953
7-175	4wd	30+15	6300kg	166 (176)	4cyl	94,409
7-160 Active	4wd	30+15	9300kg	151 (165)	6cyl*	107,602
7180 Active	4wd	30+15	9300kg	165 (180)	6cyl	110,732
7200 Active	4wd	30+15	9300kg	180 (192)	6cyl**	124,889
7220 Active	4wd	30+15	9300kg	190 (210)	6cyl**	129,632

Note: Engine Max Power = X and where available, boost = (X) \* Mech Cab Suspension & CCLS Pump

\*\* Mech Cab suspension IFS Front Axle 50K & Air Brakes

7-165 V-Shift	4wd	Variable Speed	9300kg	155 (165)	4cyl	107,267
7-175 V-Shift	4wd	Variable Speed	9300kg	166 (176)	4cyl	109,816
7-180 V-Shift	4wd	Variable Speed	9300kg	172 (180)	6cyl	120,710
7-200 V-Shift	4wd	Variable Speed	9300kg	181 (192)	6cyl	138,578

Note: Engine Max Power = X and where available, boost = (X) \* CVT model 50K Air Brakes Full suspension

**MASSEY FERGUSON**

MF 6700S Series						
MF 6715S Dyna-6	4wd	24x24/6	7100 / 8100 E	155	175	112,730
MF 6716S Dyna-6	4wd	24x24/6	7100 / 8100 E	165	185	116,970
MF 6718S Dyna-6	4wd	24x24/6	7100 / 8100 E	180	200	124,080
MF 6715S Dyna-VT	4wd	CVT	9600 E	155	175	132,770
MF 6716S Dyna-VT	4wd	CVT	9600 E	165	185	137,010
MF 6718S Dyna-VT	4wd	CVT	9600 E	180	200	141,060
MF 7700S Series						
MF 7716S Dyna-6	4wd	24x24/6	8100E	165	185	121,670
MF 7718S Dyna-6	4wd	24x24/6	8100E	180	210	128,540

Landini 7 Series



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New Holland T7



Valtra T Series

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
MF 7716S Dyna-VT	4wd	CVT	9600E	165	185	140,180
MF 7718S Dyna-VT	4wd	CVT	9600E	180	210	147,350
MF 7719S Dyna-VT	4wd	CVT	9600 E	190	220	150,050

**MCCORMICK**

X7.450 Efficient	4wd	30+15	6300kg	155 (165)	4cyl	89,953
X7.460 Efficient	4wd	30+15	6300kg	166 (176)	4cyl	94,409
X7.650 Efficient	4wd	30+15	9300kg	151 (165)	6cyl*	107,602
X7.660 Efficient	4wd	30+15	9300kg	165 (180)	6cyl*	110,732
X7.670 Efficient	4wd	30+15	9300kg	180 (192)	6cyl**	124,889
X7.680 Efficient	4wd	30+15	9300kg	190 (210)	6cyl**	129,632

\* Mech Cab Suspension & CCLS Pump \*\* Mech Cab suspension IFS Front Axle 50K & Air Brakes

X7.450 VT-Drive	4wd	Variable Speed	9300kg	155 (165)	4cyl	107,267
X7.460 VT-Drive	4wd		9300kg	166 (176)	4cyl	109,816
X7.660 VT-Drive	4wd		9300kg	172 (180)	6cyl	120,710
X7.670 VT-Drive	4wd		9300kg	181 (192)	6cyl	138,578

Note: Engine Max Power = X and where available, boost = (X) \* CVT model 50K Air Brakes Full suspension

**NEW HOLLAND**

T7.210 RC Classic	4wd	19+6	8255	165/208		144,425
T7.210 PC Classic	4wd	18+6	8256	165/209		146,887
T7.210 RC Sidewinder	4wd	19+6	8257	165/210		151,961
T7.210 PC Sidewinder	4wd	18+6	8257	165/210		149,682
T7.210 AC	4wd	CVT	8257	165/210		151,858
T7.225 AC LWB	4wd	CVT	8257	180/225		157,283
T7.230 PC Sidewinder	4wd	18+6	8647	180/225	-	187,721
T7.230 AC	4wd	CVT	8647	180/225	-	195,805
T7.245 PC Sidewinder	4wd	18+6	8647	200/245	-	195,511
T7.245 AC	4wd	CVT	8647	200/245	-	203,595
T7.195 s	4wd	18+6	8647	-	-	163,336
T7.215 s	4wd	18+6	8647	-	-	170,988

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
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**VALTRA**

N4 HiTech						
N154eH	4	30 x 30	7800	155/165	155	€108,642
N174H	4	30 x 30	7800	165/201	201	€112,251
N4 Active						
N154eA	4	30 x 30	7800	155/165	155	€119,946
N174A	4	30 x 30	7800	165/201	201	€122,331
N4 Versu						
N154eV	4	30 x 30	7800	155/165	155	€124,356
N174V	4	30 x 30	7800	165/201	201	€126,713
N4 Direct						
N154eD	4	30 x 30	7800	155/167	155	€131,790
N174D	4	30 x 30	7800	165/201	201	€134,135
T4 HiTech						
T144H	4	30 x 30	9500	155/170	155	€114,509
T154H	4	30 x 30	9500	165/180	165	€118,475
T174eH	4	30 x 30	9500	175/190	175	€125,778
T194H	4	30 x 30	9500	195/210	195	€138,676
T4 Active						
T144A	4	30 x 30	9500	155/170	155	€123,697
T154A	4	30 x 30	9500	165/180	165	€127,731
T174eA	4	30 x 30	9500	175/190	175	€136,140
T194A	4	30 x 30	9500	195/210	195	€151,483
T4 Versu						
T144V	4	30 x 30	9500	155/170	155	€129,307
T154V	4	30 x 30	9500	165/180	165	€133,298
T174eV	4	30 x 30	9500	175/190	175	€141,618
T194V	4	30 x 30	9500	195/210	195	€156,548
T4 Direct						
T144D	4	CVT	9500	155/170	155	€137,985
T154D	4	CVT	9500	165/180	165	€141,909
T174eD	4	CVT	9500	175/190	175	€150,132
T194D	4	CVT	9500	195/210	195	€164,915

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**CLAAS**



Case IH Magnum Series

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
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## 200 HP+

## CASE IH

## Puma Multicontroller

200	4wd	FPS18+6	50kph	10463	200	-	184,497
220	4wd	FPS18+6	50kph	10463	220	-	191,690

## Puma CVX

200	4wd	CVT	50kph	10463	200	-	205,822
220	4wd	CVT	50kph	10463	220	-	213,135
240	4wd	CVT	50kph	10463	240	-	220,713

## Optum CVX

250	4wd	CVT	50kph	11058	250		254,927
270	4wd	CVT	50kph	11058	270		264,751
300	4wd	CVT	50kph	11058	300		279,048

## Magnum

310	4wd	23+6 or 19+4		11703	311		249,121
340	4wd	23+6 or 19+4		11703	340		253,355
400	4wd	PS 21 x 5		11703	396		284,922

## Magnum CVX

310	4wd	CVT		11703	311		268,712
340	4wd	CVT		11703	340		279,936
380	4wd	CVT		10,929	379		310,586

## Magnum Rowtrac

400	4wd	PS 21x5		10,929	396		384,511
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## Magnum Rowtrac CVX

380	4wd	CVT		10,929	379		398,636
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Deutz Fahr 7250



Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
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## CLAAS

Axion 800 CIS / CIS+ (Stage 5)	4wd	24+24		9500	205	540/1000	POA
Axion 800 CEBIS (Stage 5)	4wd	24+24		9500	205	540/1000	POA
Axion 810 CIS/CIS+ (Stage 5)	4wd	24+24		9500	215	540/1000	POA
Axion 810 CEBIS (Stage 5)	4wd	24+24		9500	215	540/1000	POA
Axion 810 CMATIC CIS+/CEBIS	4wd	CVT		9500	215	540/1000	POA
Axion 830 CIS / CIS+ (Stage 5)	4wd	24+24		9500	235	540/1000	POA
Axion 830 CEBIS (Stage 5)	4wd	24+24		9500	235	540/1000	POA
Axion 830 CMATIC CIS+/CEBIS	4wd	CVT		9500	235	540/1000	POA
Axion 850 CIS+ (Stage 5)	4wd	24+24		10200	264	540/1000	POA
Axion 850 CEBIS (Stage 5)	4wd	24+24		10200	264	540/1000	POA
Axion 850 CMATIC CIS+ / CEBIS (Stage 5)	4wd	CVT		10200	264	540/1000	POA
Axion 870 CMATIC CIS+ CEBIS (Stage 5)	4wd	CVT		10200	295	540/1000	POA
Axion 920 CMATIC CIS+ / CEBIS (Stage 5)	4wd	CVT		10950	325	540/1000	POA
Axion 930 CMATIC CIS+ / CEBIS (Stage 5)	4wd	CVT		10950	355	540/1000	POA
Axion 940 CMATIC CIS+ / CEBIS (Stage 5)	4wd	CVT		11250	385	540/1000	POA
Axion 950 CMATIC CIS+ CEBIS (Stage 5)	4wd	CVT		11250	410	1000	POA
Axion 960 CMATIC CIS+ CEBIS (Stage 5)	4wd	CVT		11250	445	1000	POA
Xerion 4200 Trac	4wd	CVT		15400	462	1000	POA



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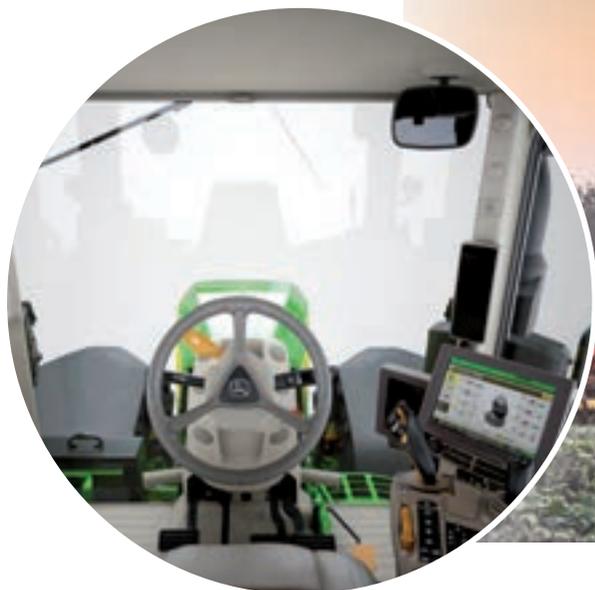
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John Deere 7R 350



Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
Xerion 4200 Trac +	4wd	CVT	15400	462	1000	POA
Xerion 4200 Trac VC	4wd	CVT	15400	462	1000	POA
Xerion 4200 Saddle Trac	4wd	CVT	15400	462	1000	POA
Xerion 4500 Trac	4wd	CVT	15400	490	1000	POA
Xerion 4500 Trac +	4wd	CVT	15400	490	1000	POA
Xerion 4500 Trac VC	4wd	CVT	15400	490	1000	POA
Xerion 5000 Trac	4wd	CVT	15400	530	1000	POA
Xerion 5000 Trac +	4wd	CVT	15400	530	1000	POA
Xerion 5000 Trac VC	4wd	CVT	15400	530	1000	POA

**DEUTZ FAHR**

**Agrotron 6 Series**

6205	4wd	30+15	6200	207		167,440
6205 RC Shift	4wd	54+27	9700	207		179,880
6205 TTV	4wd	CVT	10000	207		206,380
6215	4wd	30+15	6200	226		173,840
6215 RC Shift	4wd	54+27	9700	226		186,360
6215 TTV	4wd	CVT	10000	226		211,890

**Agrotron 7 Series**

7230 TTV	4wd	CVT	10000	226	-	227,630
7250 TTV	4wd	CVT	10000	246	-	228,740

**Agrotron 8 Series**

8280 TTV	4wd	CVT	11100	287		281,520
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**Agrotron 9 Series**

9290 TTV	4wd	CVT	12000	295	-	297,010
9340 TTV	4wd	CVT	12000	336	-	313,050

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
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**FENDT**

**700 Vario Gen6**

722 Vario	4wd	-	-	228	-	195,908
724 Vario	4wd	-	-	246	-	205,536
800 Vario S4						
822 Vario	4wd	-	-	226	-	204,316
824 Vario	4wd	-	-	246	-	209,466
826 Vario	4wd	-	-	265	-	215,865
828 Vario	4wd	-	-	287	-	223,609
900 Vario Gen6						
930 Vario	4wd	-	-	296	-	256,332
933 Vario	4wd	-	-	326	-	266,140
936 Vario	4wd	-	-	355	-	275,329
939 Vario	4wd	-	-	385	-	282,748
942 Vario	4wd	-	-	415	-	291,496
1000 Vario Gen2						
1038 Vario	4wd	-	-	396	-	323,447
1042 Vario	4wd	-	-	435	-	336,334
1046 Vario	4wd	-	-	476	-	345,760
1050 Vario	4wd	-	-	517	-	353,300

**Tracked Tractors**

900 Vario MT Gen2						
938 Vario MT	-			380		349,018
940 Vario MT	-			405		355,082
943 Vario MT	-			431		364,442
1100 Vario MT Gen1						
1151 MT	-	-		511		354,271
1156 MT	-	-		564		372,684

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Massey Ferguson 8700S



John Deere 7R

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
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1162 MT	-	-		618		389,250
1167 MT	-	-		673		414,891

**JCB**

435s	-	-	9,296	252	-	POA
Fastrac 4220	4wd	CVT	8000	220	195**	POA
457 Agri	-	-	13,438	282		POA
Fastrac 8290	4wd	CVT	10000	280	272	POA
Fastrac 8330	4wd	CVT	10000	335	310	POA

\* Full turning tipping load for wheeled loading shovels \*\* Tractor PTO power

**JOHN DEERE**

6215R	4wd	20+20	9550	215/255	-	176,518
6230R	4wd	IVT	10,000	230/270	-	210,686
6250R	4wd	IVT	10,000	250/290	-	220,058
7R 250	4wd	e23	13010	250/275	-	226,633
7R 270	4wd	e23	13010	270/297	-	232,698
7R 290	4wd	e23	13010	290/319	-	241,889
7R 310	4wd	e23	13010	310/341	-	254,502
7R 330	4wd	e23	13010	330/363	-	264,092
7R 350	4wd	IVT	13010	350/388	-	289,521
8R 280	4wd	16+5	9000*	280/308	-	226,885
8R 310	4wd	16+5	9000*	310/341	-	240,139
8R 340	4wd	16+5	9000*	340/374	-	254,457
8R 370	4wd	e23	9000*	370/407	-	278,254
8R 410	4wd	e23	9000*	410/443	-	296,630
8RT 310	Tracked	e23	8800*	310/341	-	338,002
8RT 340	Tracked	e23	8800*	340/374	-	358,254
8RT 370	Tracked	e23	8800*	370/407	-	373,140

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
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8RT 410	Tracked	e23	8800*	410/443	-	388,544
8RX 310	4-track	e23	9000*	310/341	-	378,665
8RX 340	4-track	e23	9000*	340/374	-	403,555
8RX 370	4-track	e23	9000*	370/407	-	411,611
8RX 410	4-track	e23	9000*	410/443	-	428,389
9470RX	4-track	18+6	9072	470/517	-	437,713
9520RX	4-track	18+6	9072	520/572	-	467,471
9570RX	4-track	18+6	9072	570/628	-	493,958
9620RX	4-track	18+6	9072	620/670	-	516,014

Note: Tractor engine power ratings are quoted according to ECE-R24 (compact models) or 97/68/EC test standards at rated speed, and with Intelligent Power Management (IPM) where applicable. AutoPower IVT transmission also available on models from the 610R to the 8R/RT 370.

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

**MASSEY FERGUSON**

<b>MF8 S</b>						
MF 8S.205 Dyna-7	4wd	28x28/7	10000E	205	tba	163,010
MF 8S.225 Dyna-7	4wd	28x28/7	10000E	225	tba	165,490
MF 8S.245 Dyna-7	4wd	28x28/7	10000E	245	tba	170,890
MF 8S.265 Dyna-7	4wd	28x28/7	10000E	265	tba	176,290
MF 8S.205 DynaE-power 4wd	4wd	28x28/7	10000E	205	tba	163,010
MF 8S.225 DynaE-power 4wd	4wd	28x28/7	10000E	225	tba	168,410
MF 8S.245 DynaE-power 4wd	4wd	28x28/7	10000E	245	tba	173,810
MF 8S.265 DynaE-power 4wd	4wd	28x28/7	10000E	265	tba	179,210
<b>MF 8700S Series</b>						
MF 8727S	4wd	CVT	12000 E	300	225	197,710
MF 8730S	4wd	CVT	12000 E	325	250	204,460
MF 8732S	4wd	CVT	12000 E	350	275	211,210
MF 8735S	4wd	CVT	12000 E	380	300	222,690



New Holland T7



Valtra T Series

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
MF 873TS	4wd	CVT	12000 E	400	320	228,090
MF 8740S	4wd	CVT	12000 E	405	355	232,440

**NEW HOLLAND**

T7 LWB						
T7260 PC Sidewinder	4wd	19+6	8647	220/260	-	203,301
T7260 AC	4wd	CVT	8647	220/260	-	212,715
T7270 AC	4wd	CVT	10463	240/270	-	220,506
T7 HD						
T7 275 HD	4wd	CVT				233,262
T7 290 HD	4wd	CVT	11058	710/288		243,045
T7 315 HD	4wd	CVT	11058	300/313		257,262
T8						
T8.320 UC	4wd	18+4	9130	250/320	-	236,350
T8.320 AC	4wd	CVT	9130	250/320		258,055
T8.350 UC	4wd	18+4	9130	280/351	-	246,097
T8.350 AC	4wd	CVT	9130	280/351		267,946
T8.380 UC	4wd	18+4	9130	311/381	-	259,572
T8.380 AC	4wd	CVT	9130	311/381		281,421
T8.410 UC	4wd	18+4	9130	340/409	-	270,245
T8.410 AC	4wd	CVT	9130	340/409		292,217
T8.435 AC	4wd	CVT	9130	380/435	-	331,413
T8 Smart Track						
T8.380 UC ST	4wd	18+4	9130	311/381		340,275
T8.380 AC ST	4wd	CVT	9130	311/381		361,144
T8.410 UC ST	4wd	18+4	9130	340/409		350,942
T8.410 AC ST	4wd	CVT	9130	340/409		371,945
T8.435 AC ST	4wd	CVT	9130	380/435		405,843

Note: E = electronic control CVT = infinitely variable

Make/Model	2/4wd	No of gears	Max Linkage	Engine HP	PTO (ISO)	Price Ex VAT
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**VALTRA**

T4 HiTech						
T214H	4	30 x 30	9500	215/230	215	€148,867
T234H	4	30 x 30	9500	235/250	235	€159,602
T254H	4	30 x 30	9500	250/271	271	€170,103
T4 Active						
T214A	4	30 x 30	9500	215/230	215	€161,834
T234A	4	30 x 30	9500	235/250	235	€172,728
T254A	4	30 x 30	9500	250/271	271	€183,227
T4 Versu						
T214V	4	30 x 30	9500	215/230	215	€166,789
T234V	4	30 x 30	9500	235/250	235	€177,555
T254V	4	30 x 30	9500	250/271	271	€188,055
T4 Direct						
T214D	4	CVT	9500	215/230	215	€174,998
T234D	4	CVT	9500	220/250	250	€185,498
S4 Series						
S274	4	CVT	12000	270/300	300	€229,236
S294	4	CVT	12000	295/325	325	€234,542
S324	4	CVT	12000	320/350	350	€248,429
S354	4	CVT	12000	350/380	380	€261,154
S374	4	CVT	12000	370/400	400	€271,756
S394	4	CVT	12000	400/405	405	€285,535



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*Messages:*

- ▶ “Being a better farm manager in 2021”, How?
- ▶ Develop SOP’s for all tasks on your farm.
- ▶ Plan to utilise more grass.
- ▶ Your plan to maximise spring grass.
- ▶ Get ready for the February workload.
- ▶ Consult your calving and early calf rearing requirements to ensure everything in place.
- ▶ Your Discussion Group is your most valuable asset – drive it on!

By Matt Ryan

**BEING A BETTER MANAGER IN 2021**

- ▶ Most farmers are working so hard they haven’t time to ‘really manage’ the farm. They are working on ‘loose routines’ to get things done and making plans as the fly from one job to the next. This is very stressful and almost certainly is one of the reasons that farms under-perform.
- ▶ To manage a farm, you must have a PLAN, which as a starting point must evolve from good current RECORDS (establish where you are) and then plan forward.
- ▶ Farmers, who are serious about staying in business and maximising profit, should use the following management recording tools (which are you not doing?):
  - ▶ Dairy Profit Monitor
  - ▶ Cost Control Planner
  - ▶ ICBF Milk Recording
  - ▶ ICBF Herd Health Recording
  - ▶ Grass Measure every week and record on line with www.PastureBase through Teagasc
  - ▶ Breeding Chart, plus breeding plan
  - ▶ Condition Score Chart
  - ▶ Mastitis (Clinical) chart
  - ▶ Lameness Chart
  - ▶ Fertiliser Programme/Nutrient Management Plan
  - ▶ Farm Safety Statement

If you don’t put these in place in early January you won’t use them during the year. Arising from these, the overall farm can be developed; a financial plan, a grassland plan, a breeding plan etc.

- ▶ The financial plan, the Cost Control Plan, should be done now based on last years accounts. If you can’t do seek help from your Adviser,
- ▶ The grassland plan must be done now so that you farm adequate hectares to provide enough grass to maximise yield and at the same time have adequate silage for all your stock next winter – your Adviser will have this planner.
- ▶ I would also do the Breeding Plan now, because you will be too busy in February and March. When to start mating (MSD), when to start heat recordings, when to start Metrichick, who and when to start synchronization, etc.

Using these tools, I would be very confident that: common costs can be kept between 13- 17 cents per litre; that 11 -14 tons/ha of grass can be utilised; that a 90 per cent 6-week calving rate can be achieved by farmers who are willing and

have good management capabilities. The driver of profit from here on will be costs, because milk price will fluctuate greatly from one year to the next.

- ▶ You might say you haven’t the time to do all this recording; well, you should make time because this “work” will, according to the experts, deliver you €60-200 per hour extra profit. The larger the outfit the greater the profit. How can you make this happen? We will discuss later.
- ▶ For sure, using these tools will leave far more profit this year than driving a tractor around the farm spreading slurry, fertiliser, topping, doing all milkings, etc.
- ▶ Farmers who have a good Adviser should have these individual reports analysed and reported on. Then you, the farmer, should act on the recommendations.

**DEFINE YOUR SMaC**

Your SMaC defines your Specific, Methodical and Consistent set of durable, operating farm management practices that create a replica and consistent success formula.

- ▶ It is clear and concrete, enabling the entire enterprise to unify and organise its efforts, giving clear guidance regarding what to do and what not to do.
- ▶ Your SMaC recipe reflects research proven practices about what actually works.

The following SMaC, as I see it, might be taken on board by most dairy farmers – modify to suit yourself:

- ▶ Remain loyal to KISS principle; keep it simple stupid! That is, a grass-based, low-cost system of spring calving dairying with no cattle (on the farm) or replacements on the milking platform (MP),
- ▶ Be driven by our two key performance indicators (KPI’s); Utilise 12+ ton grass DM/ha over whole farm and achieve a 90 per cent, 6-week calving rate.
- ▶ Maintain a high EBI cow, with a PD for fertility and milk of €120 and €60 respectively, a PD for % F&P of 0.31 and 0.20 respectively, and positive on health traits with a Maintenance target of €20-25.
- ▶ Producing quality milk, with no penalties, is our No.1 product, no beef, no cull cows, no surplus in-calf heifers, and no stock bulls on the farm.
- ▶ Operate at a stocking rate no more than 3cows/ha on MP and 2.6 overall – subject to new environmental requirements.
- ▶ Measure, assess, plan, act and review every year.
- ▶ Measure the financial performance yearly (Profit monitor), quarterly (Cost Control Plan); the grass growth weekly on PastureBase; the genetic performance of the herd on ICBF; the yield per cow on milk recording. The Dairy Profit Monitor (DPM) must be completed for every year in December.
- ▶ Manage grass throughout the year using: the spring rotation planner, the overall grassland planner, the grass wedge and the last rotation plan.
- ▶ A “happy staff is a productive staff” is our motto, with the aim to manage 130 – 160 livestock units per labour unit, including family, available. High labour efficiencies are possible by using contractors and the

LEAN principles.

- ▶ Comply with all environmental and staff management statutory requirements.
- ▶ All planning decisions made will be jointly made either with employees and/or family whenever appropriate.

### DEVELOP SOPs FOR YOUR FARM

SOPs (Standard Operation Procedures) are now a common sight on most well-run dairy farms. What are they? They are specific written instructions to supplement normal on-farm training as to “how we do things on this farm”.

- ▶ What are their benefits?
  - ▶ They enable all farm “hands” work towards the farm goals
  - ▶ They provide direction for all staff on specific task procedure
  - ▶ Communication is improved – there is less chance of ambiguity of message
  - ▶ Training time is reduced
  - ▶ Tasks are completed to a consistent standard
  - ▶ Emergency staff will know “the way we do things here” at a glance
  - ▶ They create a sense of teamwork on the farm
- ▶ SOPs generally should be:
  - ▶ Written in bullet points with not more than seven per SOP on a single page
  - ▶ They should be clear, readable and understood by all
  - ▶ They must be farm specific, and linked to the farms’ goals
  - ▶ They must be located near the workstation where required
  - ▶ Pictures help the understanding
  - ▶ Laminate them – a laminator is not very expensive
  - ▶ Take feedback on content but more particularly, monitor how they are implementing them – if poorly check out why
  - ▶ Review and update regularly
- ▶ Continue to train staff on how to perform tasks on the farm and train them to follow the SOP as outlined.
- ▶ The following are examples of calf rearing SOPs:
  - ▶ Calf shed procedure
  - ▶ New born calf
  - ▶ Calves on feeder
  - ▶ Sick calf identification and treatment
  - ▶ Cleaning calf shed
- ▶ From this you can see that all tasks must be broken down into short specific sections. Students and staff should be encouraged to photograph them and refer to them whenever the need arises.

### PLAN TO UTILISE MORE GRASS

We are only growing 60-70 per cent 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 walks, 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

on whole farm as next year is too late. Act on the recommendations. There is no point in complaining about big tax bills if your soil is deficient in the major nutrients.

- ▶ Nitrogen: From mid-January you must apply 23 units/acre (Protected Urea more cost effective) on farms where cows go out to grass mid-February. Get this chore out of the way in January. Apply on the entire farm – a major mistake that many farmers make by applying it in “drips and drabs”.
- ▶ 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 & K. to use:
  - ▶ As a basic requirement apply 2 bags 0:10:20 on grazing fields 3-4 bags 0:7:30 on silage fields (reduced with slurry use).
  - ▶ For Index 1 and 2 you need more.
- ▶ Slurry spreading: To get more efficient use of slurry, you must use the LESS system - Low Emissions Slurry Spreading, that is trailing shoe or band spreader. This will increase Nitrogen recovery by 15% - a saving of €10-15 per hectare.
  - ▶ Spread from 12th January to 31st January depending on your slurry storage zone.
  - ▶ Use the umbilical system – it is brilliant as you minimise roadway damage, soil compaction and you free up labour.
- ▶ When planning to spread fertiliser or slurry, use the weather forecast to be sure you have 2-3 dry days after spreading. Don’t spread within 1.5 yards of a river, stream or well.

### MAXIMISING SPRING GRASS

- ▶ Because spring grass is so valuable, 4 times cheaper than meals, we must take all steps to maximise the quantity grown up to mid-April.
- The cows’ intake is increased, % F & P increases while costs decrease, resulting in increased profit of €2,50/cow/day, even by being out 2-3 hrs per day.
- ▶ The plan:
    - ▶ Do a spring rotation plan on PastureBase so that you know the area to graze each day, and achieve the following targets:

Targets	Light/Early Farms	Heavy/Very Late Farms
30% Grazed	1st March	15 March
65% Grazed	17th March	1 April
Start 2nd Round	Early April	15 April

- ▶ It is really important to graze as much as possible in February so as to:
  - » Promote growth and remove dead material,
  - » Have enough regrowth at the start of the 2nd round –

paddocks need 55-60 days for this to happen.

- » The chances are you will only be feeding 2-3 kgs meal/cow in February but may have to increase to 4kgs in March.
- ▶ The following suggestions may help to achieve the targets:
  - » As cows calve graze them on 700-1000kg covers,
  - » Feed them grass and meal with NO silage as it easier to get good graze outs. Their intake during the first few weeks will only be 10 – 12 kgs DM/cow/day.
  - » Put a plan in place to do on-off grazing in wet conditions. If you have to keep cows in fully for a few days, you must then graze extra ground each day (lower meals levels) to catch up with the targets on the spring rotation plan.
  - » If you plan to make silage on the milking platform, you must graze 7-8 grazing paddocks in early February before moving to the area that will be set aside for silage.
  - » After the 23 units of N has been applied, preferably dry ground and perennial ryegrass swards, measure out the daily allocated area as per the Spring Plan and put up the stakes/wire for 10-12 days (one job out of the way for early Feb).
- ▶ Walk the farm at least once around late January to establish the average farm cover (AFC) and make the following decisions:
  - ▶ Identify the paddocks where you will start grazing; ones that:
    - » Have 700 – 1000 kg DM/ha covers,
    - » Have good infra-structure, that is, a good shape with spur roads,
    - » Are dry, and,
    - » Ideally, near the milking parlour.
  - ▶ Identify low cover paddocks that should get slurry, approx one-third of the area, and heavier cover paddocks that should get 23 units/ha of protected Urea.
  - ▶ Make a note, in a notebook, paddocks for dry and wet weather grazing, based on ground conditions.
  - ▶ Do a grass budget, based on AFC on 1st February, and spring calving pattern so that you know:
    - » How much grass, meal and silage to feed per cow per day.
    - » When you can let out cows by night,
    - » That you have 650 kgs AFC on the first week of April and able to reduce meal feeding to 2kgs/cow/day from mid-April.
- ▶ Write up this PLAN on wall chart so that all staff/family know what is supposed to happen.

**CHECKLIST FOR CALVING AND CALVES**

- ▶ Now is the time to “line up all your ducks in a row” for calving as follows:
  - ▶ Calving intervention guide booklet available

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- ▶ Develop SOP's for identifying cows due to calve, calving etc
- ▶ Calving jack with ropes in good working order
- ▶ Bottle of lubrication plus examination gloves
- ▶ Iodine disinfectant – you need to apply 10-15 ml to each naval
- ▶ Stomach tube is an essential requirement to ensure new born gets his colostrum requirement within a few hours of birth. Check that the bag is not leaking or that the tube isn't worn or damaged
- ▶ ICBF calving book with biro and pencil
- ▶ Calf tags and tagger
- ▶ Bottle of calcium and magnesium plus flutter valve
- ▶ Hydrated lime – required to disinfect calving pen after calvings
- ▶ Have you an adequate number of calving pens?
- ▶ Have you a restraining gate in 1-2 calving pens?
- ▶ Is the camera in good working order?
- ▶ Have you a working/overseer order worked out for you staff, family and yourself? A night-time calver, for large herd or where 2-3 farmers combine, has real merit, costing €70-100 per night.
- ▶ SOPs: have you these laminated and nailed to the calving pen wall?
- ▶ The following is your checklist for a successful early calf rearing season:
  - ▶ Develop SOPs for calf rearing and management
  - ▶ Have you adequate area available for all calves?
  - ▶ Are the pens hygienically clean and disinfected?
  - ▶ Hot water provided
  - ▶ Soap, gloves, and handwashing facilities
  - ▶ Calf feeders with teats, buckets and scrubbing brush
  - ▶ Medical requirements at hand, such as, electrolytes, provision to treat scour, pneumonia etc
  - ▶ Disinfectant facilities ready for inside and outside calf shed
  - ▶ Bedding material
  - ▶ Do you have adequate area available for all calves? See Table 1.

Table 1: Effect of calving rate and age at sale on peak calf numbers for 100 cows

6-Week Calving Rate	Age at sale of beef calves	Peak calf numbers	Space required sq. meters
70%	2 weeks	47	80
70%	4-5 weeks	58	100
85%	2 weeks	50	85
85%	4-5 weeks	69	118

- ▶ Get your Adviser or discussion group to check over the calf house ventilation.

### GET READY FOR...

- ▶ .....Calving by feeding minerals and meals if cows are thin. But make absolutely certain that cows or incalf heifers aren't getting too fat – restrict their intake.
  - ▶ Feed 2-4 oz per head per day of dry cow minerals to cows and heifers for 42 days before calving.
  - ▶ As cows must calve in body condition of 3.25 – 3.5, thin cows must get meal and fat cows must be on restricted silage, particularly late calvers.
  - ▶ 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.
  - ▶ List out your cows' expected calving date on your diary.
  - ▶ Have the calving equipment and houses ready.
- ▶ Milking by servicing the milking machine.
  - ▶ This can be a DIY job with some easy maintained machine, but you must know what you are at.
  - ▶ You should shop around for liners and rubberwear.
  - ▶ You must test the machine if your SCC is high and not tested for a few years.
- ▶ Mastitis by keeping the animals' environment very clean and minimise feeding and bullying stress.
  - ▶ Move the 'expectant' cows into the calving area 7-10 days before and practice night time silage feeding.
  - ▶ If mastitis in heifers has been a problem, more than 10 per cent of them calved down with it, last year, teat seal them 4-6 weeks before calving.
- ▶ Possible Health Issues: At least 2-3 times per week walk through all animals watching out for:

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**THE FAMILY FARM ORGANISATION**  
 John Feely House, Dublin Road, Limerick  
 Tel: 061 314677 Fax: 061 315737 Email: cathalmccarthy@icmsa.ie Web: www.icmsa.ie

- ▶ Animals not feeding when others are
  - ▶ Lameness 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 is the cause)
  - ▶ Sign up for the Irish Johnes’s Control Programme so as to eliminate the problem.
    - ▶ While it is voluntary it is subsidised by DAFM and the industry
    - ▶ Register with AHI on [www.animalhealthireland.ie](http://www.animalhealthireland.ie)
  - ▶ ..... Long working hours by resting well and booking relief help for a few days per week.
    - ▶ Work hours are going to be 12-16 hours per day but get help 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.
    - ▶ At this late stage it will be very difficult to get manpower; so, what can you do:
      - » Get your contractor do some or all of the following tasks; spread slurry, spread all fertiliser, feed silage to all stock, dehorn calves, your contract calf rearer may be in a position to take your calves earlier, etc.
      - » There are a lot of University students studying from home this year and would be only too glad of an income from milking – so put the word around.
      - » Transition year student are another good resource.
  - ▶ .... To kill ragwort now by spraying in early January with MCPA or 24D
- DISCUSSION GROUP: YOUR MOST VALUABLE ASSET**
- ▶ Never before was your discussion group more important to you.
    - ▶ The challenges facing dairy farmer are great; viz, Brexit, environmental constraints, volatile milk price and costs, Covid, labour shortage and isolation.
    - ▶ That is where ‘group moral support’ is so important.
  - ▶ Don’t tell me your Group is no good and that you get nothing out of the meetings. You have to work to make it good.
  - ▶ You should have had your AGM by now and be ready to roll before cows start calving.
    - ▶ Have an annual programme made out so that the Group easily functions for the year.
    - ▶ Any officer should not serve more than one year; because it is such a good training ground for shy or people who need to develop their communication and leadership skills.
    - ▶ A small sub-committee should decide on the annual programme and other tasks.
  - ▶ Discussion Groups must move on to dealing with the “new era” requirements of dairy farming, listed above.
    - ▶ Business management
    - ▶ Labour management and training staff
    - ▶ Team decision making
    - ▶ Strategic planning
    - ▶ Managing personal health and stress
    - ▶ Whole farm analysis of farms visited is very beneficial
- I would like to wish a Happy New Year to the families of all my readers.





## Fendt unveils latest range

Fendt has begun to unleash its new range of tractors in the UK. The latest 300 and 700 Vario models were launched in November 2020 and the Fendt 200 is available to order now. “The 200 Vario has been completely redesigned and shares many of the features with our larger machines, including the new FendtONE operating concept. This makes it an affordable way to become a Fendt user, and benefit from all the rich features we have developed for the range,” says Fendt sales engineer, Peter Henson. There are five models in the 200 range: the 207, 208, 209, 210 and top of the range 211. Power outputs start at 79 horsepower and extend to 124 horsepower. All models are available as Power, Profi and Profi+ with AGCO’s three-cylinder 3.3 litre engine. The 211 benefits from a power boost called ‘Dynamic Performance’ which releases an additional ten horsepower on demand. “The system detects when components such as the PTO, hydraulics, engine fan and air-con need more power, and then provides that added power through smart control,” explains Mr Henson.

The 200 comes with a 10-inch touch screen display as standard, with the option to upgrade to a 12 inch for the style conscious or thick fingered. It also features an optional 3L joystick with an integrated directional shift function which can be specified to operate the front loader. “This tractor is compact, intuitive and very versatile,” he adds.

FendtONE will feature in all of the new generation tractors, including the 200. The onboard, offboard concept enables the user to select tasks and generate reports based on data the tractor saves. Onboard, the multifunction joystick, crossgate lever and 10-inch screen offer fingertip operation. Fendt has also cut down the number of clicks required to select common settings. This is complemented by an ‘offboard’ software app which is operated using a phone, tablet, or laptop. It enables the farm manager or operator to send tasks to the tractors and receive data back when the tasks are complete.

The cab is typically Fendt. Quiet, comfortable, and ergonomic. It is spacious and more akin to the larger models in the range. The new model is also taller than its predecessor, which offers the operator better vision over the loader and gives an overall feeling of space. “The crossbar between the windscreen and the roof window is narrower and there is a bigger inspection window, which is particularly helpful for high front loader work, such as storing bales,” explains Mr Henson.

Comfort has always been a distinguishing part of the Fendt brand and the 200 is no exception. Despite being a compact machine with a turning circle of just 4.2 metres the cabin feels every bit like that of one of the larger models. Cute touches like a refrigerated storage compartment and heating vents under the steering column may seem unnecessary to some, but for others a



cold drink on a hot day and warm hands in the winter will make a difference. The seat has also been remodelled to give greater cushioning and support which will help those intending to do long stints behind the wheel. Two cruise control settings can be stored on the new terminal and operators can also store engine speed to provide a constant PTO speed. "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. It also has buttons ready to be assigned to additional controls, like the work lights and engine or gearbox functions," explains Mr Henson. The new 200 stacks up as an excellent utility tractor. A range of power outputs, excellent visibility and manoeuvrability make it a good choice for accessing tight spaces, especially with a loader. It is also a genuinely affordable way to take a step on to the Fendt ladder. Prices start at €107,107 euros and the range topping 211 tops out at €121,372 euros. "The 200 series Vario is great for farms that need a compact, lightweight and agile tractor, that can also meet the power demands of everyday work," concludes Mr Henson.



## The humble tractor

Well readers here we go again... another year begins. We are in the jaws of Brexit, the hands of Covid and at the feet of whatever weather will be kicked to us over the next few months. But the vaccination program is about to begin so there is light at the end of a very long tunnel.

This month's issue contains our Tractor Buyers Guide and after one of my channel-hopping evenings that I had over the Christmas holidays I came across a program that gave an interesting run-down on a tractor manufacturer in India. Now to put the following in perspective, there are 1.3 billion people in India; its population has grown in the last 20 years alone by 300 million. With farming still very labour-intensive, India needed a rural revolution when it came to more effective ways to produce food for this growing population, so the aim was to produce cheap and affordable tractors for farmers to ramp up production. In the 1850s early versions of the tractor allowed both European and American farmers to produce more food than ever before. Each tractor could cultivate land 12 times faster than a team of horses and double the output of each farm labourer. Now, in the context of Indian agriculture today, 200 million people work in this sector but with so much work being done by hand these small farmers are 20 per cent less effective than their larger mechanised European and American counterparts. To catch up India has been experiencing a new agricultural revolution, which means more tractors and farm equipment being introduced on to farms.

One company driving this is Sonalika tractors (In this part of the world we recognise it as the Solis tractor brand imported in to Ireland by D&S Machinery Ltd). Based in the Punjab region of India, they produce one new tractor every three minutes. Their factory is one of the largest in the world, covering over 340,000 sq m and it currently employs 5,500 people. An affordable tractor is made up of up to 2,000 parts and Sonalika produce all the components on site except for tyres, lights and some accessories. They even produce their own steel on-site. Every day 13 tons of steel is processed on site to produce 500,000 pieces of components from gear boxes to engines and front axles.

Going back to the factory's aim to keep the cost of production down, a typical tractor costs approximately €4,800 for 30 hp plus tractor, which is about 50 per cent cheaper at least than an equivalent small tractor made in Europe. But, even so, an average farmer in India only earns around €1,500 per year so a tractor is a major investment. A budget Indian tractor is a no frills affair: a basic structure of an engine, gearbox and suspension - the aim of Sonalika in India is to produce a budget tractor with car-like finishes from 26hp up to 90hp plus. The target is for 450 units to roll off the production line each day. This is one of the cogs in the wheel of food production for the second biggest population in the world: yes, the humble tractor. Without it farming would be in the dark ages. So, my friends, until next month have a happy new year and farm wisely and safely.

## New Holland Agriculture widens extensive T6 tractor range with unique 6-cylinder T6.160 Dynamic Command

New Holland Agriculture extends its acclaimed all-purpose T6 tractor range with a new 6-cylinder model, the T6.160 Dynamic Command™. This unique tractor combines the high performance of the proven NEF 6-cylinder engine with New Holland's exclusive Dual Clutch and CVT technology to deliver high efficiency and productivity. This comes in a compact package with a 2.6-metre wheelbase and 10.5 tonnes Gross Vehicle Weight.

Benjamin Davies, T6 Series Global Product Marketing Manager, explains: "New Holland has a proud legacy in this segment that started more than 30 years ago, when we launched the first compact 6-cylinder tractor on the market, the 7810. It was a true game changer, and the new T6.160 Dynamic Command builds on this rich heritage to offer farmers a compact low power Stage V 6-cylinder tractor with embedded technology for operator efficiency."

The T6 range now offers two six-cylinder models with Dynamic Command: the existing 145-hp T6.180 and the new 135-hp T6.160 – the only compact 6-cylinder tractor on the market with rated power below 140 hp.

Christel Diebolt, Product Marketing Manager, Europe, adds: "The T6.160 Dynamic Command delivers all the benefits of the exclusive Dual Clutch technology, which made its debut in motorsports in 1980, winning races thanks to the fastest



gear changes on the track. Customers will enjoy a full drive without loss of torque during the gear change at the lowest fuel consumption rate."

The new T6 model features the exclusive 24x24 Dynamic Command transmission developed in-house by New Holland. The innovative design, with 8-step push-button gear changes using Dual Clutch technology and 3 push-button robotized range changes, ensures that the best gear for the application is always engaged.

The T6.160 Dynamic Command will be available in the second half of 2021.

## Kubota introduces M6002 tractors to Irish market

Kubota (UK) Ltd has introduced its all-new, three-model M6002 tractor series to the market, with a choice of power outputs from 120-140hp, and a 20hp transport boost available across the range. Sitting below the sophisticated M7003 models, and above the more utilitarian MG-X range, this important contender in the 120-140hp category meets customer demand for a sophisticated, yet powerful and lightweight tractor.

The three-model range includes M6-122, M6-132 and M6-142 variants. Power outputs from the proven, four-cylinder 6.1-litre engine follow model numbers, at 122hp, 132hp and 142hp respectively. In the transmission department, the M6002 gets an eight-speed powershift transmission, with three robotised ranges to provide a 24x24 push-button gearbox. The option of a creeper transmission increases the choice of ratios to 32x32. Transmission sophistication includes auto-shifting and speed matching, and a sensitivity dial – the latter allows operators to adjust the responsiveness of gear changes to suit load on the tractor. As a 40kph Eco transmission, maximum road speed is achieved at just 1640rpm.

The powershift transmission also gets Kubota's brake-to-stop function called Xpress Restart. Activated by a switch, Xpress Restart avoids the need to depress the clutch pedal to stop the tractor. This feature suits repetitive start-stop tasks such as round baling, and loader work.

EU Stage V emissions compliance is achieved using a combination of advanced diesel particulate filter (DPF) with



diesel oxidation catalyst (DOC) and selective catalytic reduction (SCR). Like the more powerful M7003 models, the DPF cleaning interval for M6002 tractors has been doubled from 3,000 to 6,000 hours, contributing to lower operating costs. Engine oil change intervals are every 500 hours.

The M6002 series benefits from the same four-post cab structure as found on the more powerful M7002, mimicking the sophisticated interior of the larger tractor. With its spacious new cab, the M6002 operator is greeted by a multifunction armrest with built-in shuttle, engine speed memory, linkage control and transmission functionality. An optional 7in K-Monitor can be specified for those seeking greater functionality with tractor set-up and control.

# Argo Tractors and Actia: Telematics and remote diagnostics for tractors is now a reality

Argo Tractors, a family-run multinational leader in the design and manufacturing of Landini, McCormick and Valpadana brand tractors and Actia, market leader in the diagnostic and on-board electronics sector supplying the automotive industry, collaborate in the implementation of telematics and remote diagnostics for tractors, developing technological strategies and contents pursuing more innovative and sustainable agriculture. Thanks to the custom-built TGU-R telematic control unit, and the use of the "Landini Fleet management" and "McCormick Fleet Management" web portals developed in collaboration with Actia, the fleet manager can access information, in a secure server via the cloud, regarding the agricultural machinery fleet in order to check the operating status of the tractors and access vital information on the activities and performance of vehicles. This is all achieved thanks to the real-time management of certain key parameters including geolocations, consumptions, levels, temperatures and work sessions. It is possible to analyse the collected data to optimise management costs and boost productivity: daily statistics on vehicle consumptions per tractor, type of operation, operator, field, crop and idle time analyses. The telematic portal allows the monitoring of data and provide first level remote diagnostic support; with a confirmation from the operator the technician can remotely operate a diagnosis



on tractor's electronic unit. This fast connection help reducing downtime and increase the first time fix ratio. The monitoring of this data also helps the fleet manager and the dealer to better predict servicing schedules, meaning a more efficient planning of maintenance schedules. These solutions are the fruit of Actia's experience in telematics and remote diagnostics, and allow Argo tractors to reap the benefits of the convergence of these two worlds and transfer added technological value to its tractors.



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## Advanced Stage V engines power the new Massey Ferguson MF 5700 M Series



Massey Ferguson has announced the introduction of the new MF 5700 M Series, which includes five models from 95hp to 135hp. All are powered by the latest AGCO Power four-cylinder engines, which meet the strictest Stage V emissions regulations thanks to the award-winning All-in-One system. "The new MF 5700 M Series builds on the huge success of Massey Ferguson's MF 5700 and MF 6700 ranges. Designed in the 21st Century and manufactured with the most advanced engineering, they contain the latest technology and are ideally suited to a wide range of modern applications," says Francesco Quaranta, Vice-President Sales, Marketing & Product Management, Massey Ferguson Europe & Middle East.

"Importantly, at the same time, they retain Massey Ferguson's fundamental values of robust, straightforward and easy-to-use operation, dependability and low cost of ownership," he adds. The five models will take over from the existing MF 5700 and MF 6700. While still retaining their reputation as a modern, rugged and hardworking tractor the replacements all now deliver an additional 5hp, apart for the MF 5709 M.

All models come with additional specification including a choice of the superbly engineered 12 x 12 gearbox or renowned Dyna-4 transmission. Specification is further enhanced by options, such as brake to neutral, Visio roof and cab suspension. With their robust, straightforward design and wide power range these new tractors are versatile workhorses. As well as making the perfect loader tractor combination, they have the power and features to also excel in the field with automated functions easing the workload on operators and increasing performance.

All the new MF 5700 M Series are equipped with 4.4-litre, four-cylinder AGCO Power engines. These comply with the strict Stage V emissions regulations using Massey Ferguson's award-winning 'All-in-One' system, which now includes a 'soot catalyst'.

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- ✓ FlowControl+ ensures consistent mix and weight distribution between the UF02 and FT front tank.

# New Generation of Kverneland Mounted Reversible Ploughs

Kverneland is developing a new generation of mounted reversible ploughs. This new generation of Kverneland ploughs integrates innovations that were designed for the Kverneland 2500 i-Plough®, which received awards all over Europe in 2017. To maximise safety for the driver and for anyone or anything around, the plough behaves like a trailer. The pivot point of tractor/plough is located in the middle. In curves, there is no tilting out. This Trailer Transport Solution (TTS) remains optional. Unique Aero-profile legs: To optimise ploughing in any conditions, the aero-profile design of the legs and the 80 cm under beam clearance improve the soil flow in high residues conditions. These robust legs are pre-shaped to limit welding and hence weaknesses. As any Kverneland Auto-reset legs, these remain hollow as to optimise the plough weight, pulling forces and hence fuel consumption. Smart leaf spring system: They are easy to add or remove in order to adapt to specific release forces. This mechanical leg protection system already validated on the Kv 2500 i-Plough® is highly reliable and does not require any maintenance. Unique skimmer adjustment: The central adjustment of the skimmers makes it handy. Right and left working depth are adjustable simultaneously. This quick operation saves time while guaranteeing a perfect ploughing. To adapt to any soil conditions, the angle of the skimmer is easily adjustable via 1 bolt only. Manure and maize skimmers plus trash boards



are available. Disc coulters, plain and notched in 18" (45 cm) and 20" (50 cm), can equip any Kverneland ploughs. Unique memory cylinder - depth wheel control: At headlands the ins and outs can be reduced to the minimum with the hydraulic wheel. The defined ploughing depth remains correct after reversal via the memory cylinder. It bears lots of agronomic benefits: by limiting the triangles at headlands and hence the double ploughing, weeds are better controlled, the headlands are flatter and the seedbed is of a higher quality. Frame and rear mounted wheels: Choose either a rear mounted wheel for the best ploughing performance or a frame mounted wheel to optimize the ploughed area. The latter is covered from 16" (10.0/75-15.3). The frame mounted wheel, available for 5 furrow ploughs, can be used in combination with the Kverneland Trailer Transport Solution (TTS) or as a pure depth wheel. The "Swivel" movement of the wheels offers a smooth reversal for the best comfort of the driver. They are adjustable mechanically or hydraulically.



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## Flexible ARION 400 range



Tractors in the 90 to 140hp power range have to be capable of meeting a wide range of demands, ranging from livestock farmers just wanting a simple, straightforward tractor for yard and grassland work, to arable farmers looking for greater sophistication for field work.

To meet these differing needs, the six-model CLAAS ARION 400 range offers a wide range of cab, transmission and specification options, including CIS and the latest CIS+ versions and various cab options including the unique award-winning Panoramic cab, which sets a completely new standard for cab visibility. The Panoramic cab features a one-piece windscreen that is joined to roof pane without a crossbeam. This gives the operator an unrestricted 90-degree field of vision over a front loader and

gives the cab a large feeling of space that is unprecedented. The design for the ARION 400 maintains the even weight distribution that is a common feature on CLAAS tractors. The ARION 400 also features a 'wasp waist' design to the bonnet, which allows a tight turning lock for maximum manoeuvrability and also provides plenty of space above the front axle for the radiator assembly.

The ARION is built around a solid cast frame with integral oil sump. Where the ARION is to be used with a front loader, the brackets can therefore be bolted directly on to the engine frame and transmission, and a front linkage can be fitted to the front chassis, ensuring maximum stability and ease access for servicing.

PROACTIV front axle suspension is available as an option for models over 90hp. This has a steering lock of 55 degrees and when activated provides independent suspension with automatic height control. In addition, two-point cab suspension is also available on the ARION 430 to 460 models, which when combined with the front-axle suspension provides a smooth ride in the most demanding of conditions.

The ARION 400 range, is powered by a powerful and fuel-efficient 4-cylinder, 4.5 litre FPT turbocharged and charge-air cooled engine with power outputs from 90hp up to 140hp. The engines use a combination of SCR technology and a diesel oxidation catalytic converter (DOC/Oxicat) to meet TIER 4 emissions regulations, and all the components are housed under the bonnet so they don't restrict driver visibility.



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# Experience the new Valtra generation with the new G Series tractor

The new Valtra G Series brings together compact dimensions and a lightweight, agile design. It is the first in the 5<sup>th</sup> generation of Valtra tractors and at the same time a brand-new model series that fits between the popular A and N Series. It is also the first tractor in the 100–145hp range to offer SmartTouch controls as well as full precision farming capabilities. As a result, the popular SmartTouch armrest is now available on all Valtra tractors in the 100–400hp range. Valtra Connect telemetry is also standard on Versu models of the G Series, while powerful load-sensing hydraulics are standard on Active and Versu models. Valtra’s aftersales Connect, Care and Go services make using the tractor predictable and carefree.

The G Series has been designed to be the ideal tractor for front-loader tasks. It offers excellent visibility, good weight distribution, front-loader that is integrated with the chassis, a hydraulics assistant that automatically increases the engine speed, and the Live 3 feature, which enables the simultaneous use of up to three different front-loader functions.

In addition farmyard and field tasks, the G Series is also suitable for forestry tasks – as Valtra tractors always have been. For forestry tasks, the G Series can be specified with narrow mudguards, a steel fuel tank, polycarbonate glass, forest tyres, a rotating seat and cab protection. The auxiliary light pack provides four working lights at the front and six at the rear, which also turn on automatically when reversing, facilitating



work in dark conditions.

The G Series is available in four unique and different Option Packages so it’s quick and easy to select the features you need. The Option Packages range from improved comfort features and easier applications handling all the way to advanced precision farming technologies. In addition, you can complete your working machine with the Front loader package and finish it with Valtra Unlimited customization options.



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# The fall of an empire?

From the Ottoman to the British Empire, history shows that empires never last. Whether imposed by military or economic strength, individual territories have a desire for self rule, independence and sovereignty. So, do we have a new empire in the shape of the European Union? Although all EU member states are supposed to be equal, it seems some consider themselves to be more equal than others. There is so much good about a united Europe, but not if it is held together by coercive control and threats against any country that may think about leaving.

My first concern about Brexit is for agriculture and its effect on farmers and agricultural contractors. Because of their political clout, I believe farmers will be taken care of and protected against fallout from Brexit: agricultural contractors - not so much. We don't have the same political power and I don't believe our Department of Agriculture recognizes us as an integral part of the agricultural sector, denying agricultural contractors access to machinery grants offered to farmers. Agriculture is the Achilles Heel of Europe. Benefits from the CAP form the biggest slice of the EU budget and it is recognised this cannot continue indefinitely. Brussels is on its limit for

● Strongly agree ● Agree ● Neither agree nor disagree  
● Disagree ● Strongly disagree ● Don't know

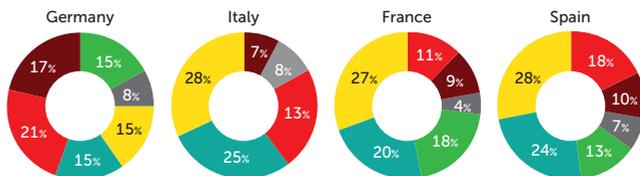


Chart 1

● Strongly agree ● Agree ● Neither agree nor disagree  
● Disagree ● Strongly disagree ● Don't know

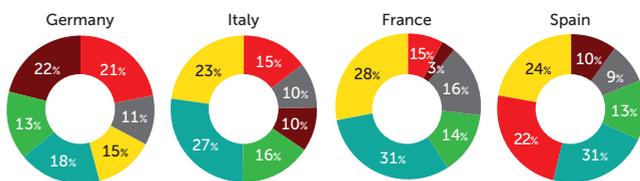


Chart 2

borrowing - member states are in financial difficulties, which is compounded by the Covid pandemic, all of which undermines the future cohesion of the EU.

A poll of the "Big Four" EU countries by Redfield and Wilton Strategies in "Euronews", shows that anti EU sentiment is rising across Europe. It supports the growing feeling that if the UK survives economically other member states will follow. Chart 1 shows the scenario "I will be more likely to support my country leaving the EU if the UK and its economy are in a good state in five year, agree or disagree"? The "strongly agree" and "agree" are powerful but if over the next five years a percentage of the "don't knows" and "neither agree or disagree" convert to "agree", the EU is in trouble. The next interesting scenario is "The UK will benefit from leaving the EU in the long term, even if it suffers in the short term, agree or disagree"? Similarly Chart 2 shows if you add "strongly agree" and "agree" the figures are powerful but if over the next five years a percentage of the "don't knows" and "neither agree or disagree" convert to "agree", we could be looking at the fall of the EU Empire. Where is the consistency in the Brussels argument for a "level playing field"? They struck trade deals all over the world, with no control over labour laws, climate objectives or compliance with many EU laws. In my opinion the worst was with Mercosur countries for cheap imports, a deal which will seriously undermine farmers and agricultural contractors. It would appear that by playing hardball with the UK, the EU will itself suffer and more member states may seek to reclaim their sovereignty. As I've said many times before, if there is a problem it needs to be sorted by agreement not threats. Despite a turbulent past, Ireland needs to stay close to its nearest neighbour. If the Empire falls, from an agricultural perspective, the UK could be our lifeline.

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# Landini REX4 Electra – Evolving Hybrid receives EIMA Technical Innovation Award 2020-21

The prestigious Eima International Technical Innovation Award has gone to Landini again. After winning with their Advanced Driving System in 2018, the Argo Tractors group is once again honoured with the award thanks to the Electra –Evolving Hybrid system, also intended for the Landini REX4, which is to take centre stage both at Eima Digital, the preview scheduled on a web platform from 11 to 15 November, and at the physical edition of Eima 2021, scheduled from 3 to 7 February at the Bologna Fiere fair district.

“For Argo Tractors this is an important recognition that rewards our great commitment to, and our investment in research and development, which enable us to achieve cutting-edge technology levels for our tractors” commented a satisfied Giovanni Esposito, Innovation Director at Argo Tractors on hearing the news about the award. “The evolution of our products provides customers with the most innovative solutions to optimise productivity and improve the quality of their work, with great focus – as ever – on the human factor. From this point of view, the Electra system – Evolving Hybrid – has been designed to further enhance the handling, comfort and ease of use of REX4 tractors, so as to meet the needs of a contemporary customer base – using new technology to guarantee cost-effectiveness with an eye to the environment and sustainability, which are always primary objectives”.

Landini REX4 Electra – Evolving Hybrid features an innovative electric front wheel drive with independent wheels, brake energy recovery, a cabin with electronically controlled semi-active suspension and a semi-automatic transmission that lets



you select speed using a joystick.

REX4 Electra is equipped with a 110 hp Diesel engine, Reverse Power Shuttle transmission and 3 Powershift speeds (H-M-L). The most significant new features include a fully electric front wheel drive with suspended axle, sporting two independent electric motors and associated sensors, electronic controls, generator and battery dedicated to energy recovery under braking and deceleration. The entire system is controlled by the PMS (Power Management System), which supervises the operation of all devices, including the battery and controls motor and generator via their respective inverters.

## TOTY results

On December 18, the Awarding Ceremony of Tractor of the Year 2021 took place. Below are the winners in each category. IFM will offer a full report in the New Year of the winners



**Tractor of the Year 2021**  
Massey Ferguson 8S.265



**Tractor of the Year 2021 – Best of Specialized**  
Fendt 211 V Vario



**Tractor of the Year 2021 – Best Utility**  
Valtra G135 Versu



**Tractor of the Year 2021 – Sustainable TOTY**  
Axion 960 Cemos

# Coping with bereavement

Dr Harry Barry discusses the reality of losing someone close to us and managing the cascade of emotions that follows

There is much confusion between the terms grief and bereavement. Grief can be best described as a condition where we experience intense sorrow, sadness, emotional pain or heartache, arising from the death of a loved one. Few of us have not experienced the powerful emotions unleashed when someone close to us dies. Bereavement, on the other hand, is seen as either the period of mourning which follows their death or the process of coping with it.

In this article, I hope to deal with the latter, in particular. This process, of course, must include coping with the cascade of emotions which grief brings with it. It will also involve managing the world of change, which so often accompanies such a death.

## The reality of loss

Loss and death are a reality for each one of us. Whether they relate to the passing of a child, a sibling, a parent or a close friend, both are frequently painful and emotionally distressing. The reality of loss and death becomes increasingly starker as we age. We gradually lose more and more of those close to us, so the

pain of bereavement and grief can sometimes threaten to overcome us. You too, may be someone who has experienced the loss of a long-term partner, a loss which may be tearing the heart and soul out of your life at this moment in time. Or, you may be a parent who has lost a child to illness, trauma or suicide. You may feel as if you will never recover from such a loss, that the pain will continue forever and that your life is over.

I would like to share with you some insights, both professional and personal as to how best to cope with the raw, intense emotions and change associated with bereavements such as these. I always begin by noting that every person will experience this process differently, for grief is as unique as human beings are. It is important to realise that grief is a normal, human response to the loss of a loved one and should never be considered an illness, a weakness or a disorder. Equally, there is no time limit on how long each one of us will grieve for. Grief will take as long as it takes! This latter insight is vital if you are going to make it through

losing someone very close to you. In former times, the process of grief or bereavement was assumed to be time-limited, where we pass through various stages such as denial, anger, bargaining and depression to finally reach a time of acceptance. Nowadays, however, there is a better understanding of bereavement and grief.

There is an understanding that we never really stop grieving. The pain and loss will continue to be with us, but over time we just get better at coping with how we feel. Over time, we learn to pick up the pieces of life, maybe even begin to experience joy and happiness again, while still carrying the burden of our loss.

## Intense responses

Grief is also associated with intense emotional and physical responses, depending on how close you are to the person who has died. You may initially feel numbed by the shock of the person dying, especially if the death is sudden or unexpected. Following this period, the emotion of sadness stands out as the key one for us to face and it can be painful, almost beyond comprehension if

the death is of a child, a parent or a long-term partner. This sadness relates to the loss of someone close to you, who will not be returning. You may also find yourself mourning as much the loss of what 'might have been' if they were still alive as the person themselves. You may find yourself crying, often coming in bouts and often overwhelming. Sometimes you need to give yourself the time and space to embrace your sadness and emotional pain.

There is nothing abnormal about you if you are still struggling with sadness years later. It is simply a sign of the love you had for that person. As C.S. Lewis quoted in 'A Grief Observed' following the death of his wife, Joy: 'The pain I feel now is the happiness I had before. That's the deal'.

Time is not the great healer, rather a period during which you learn how to adapt to and cope with the terrible loss you have experienced. You may also find yourself struggling with unhealthy emotions such as depression, hurt, shame, guilt, anger or fear.

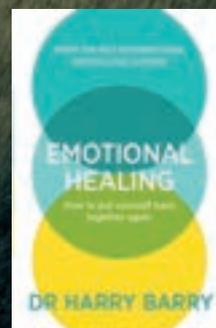
#### Facing up to change

Less discussed but equally important is the spectre of change which follows the loss of a loved one, especially a long-term partner. There is that awful silence, when they are laid to rest and all are gone. You may feel like you want to speak out loud to them, to scream at them, cry with them, share everything with them, even if

they are gone and all of this is both normal and healthy. Then there can be the enormous social and domestic changes which accompany bereavement for some. These changes can challenge us to the core of our being, bringing us to our knees. This can be a time to pull in support from family and close friends, to help you rebuild a life for yourself. Your life will never be the same. You too, will also never be the same.

But slowly and surely as the months and years pass, you will find yourself in a new space, able to pick up the pieces of life, even if the jigsaw picture will be different. This is the reality of grief.

Most of us have the inner resilience reserves to cope with the emotional wasteland of loss and grief. Grief is a natural process and you will find your own route through it. You will find emotional healing. If really struggling however, bereavement counselling, available throughout the country can be of great assistance as can bereavement groups.



Dr Harry Barry is a GP and author of *Emotional Healing: How To Put Yourself Together Again* (published by Orion Spring).

## The Deafening Silence

Our AGM, held on 3 December was a 'remote' event with all business and proceedings conducted online. The technical and logistical challenges were considerable, but – after nearly nine months of practice – we were, with some outside help, able to overcome them and the consensus seems to be that it went well with the contributions from our speakers, Minister McConalogue, Ornua's John Jordan and Bord Bia's Tara McCarthy, being heard and questioned with the focus and knowledge that has always been the hallmark of our meetings.

Minister McConalogue was impressive in his understanding of the imperatives around CAP and supporting our flagship agri-food sectors through the fraught period that begins on January 1 – regardless of where the EU-UK Trade Talks presently underway go. John Jordan of Ornua, too, was in command of his brief and seemed quietly confident about the short-to-medium term prospects of dairy markets. He was asked, quite properly, about the increase in processing costs recognised by Ornua and he defended them in the full knowledge that ICMSA did not – and does not – accept that a convincing case was made. We'll agree to differ. Tara McCarthy was her customary professional and forthright self. It's not unfair to say that Bord Bia has been the subject of some criticism in recent times, with much of that criticism revolving around the perception that a succession of 'audits' and 'quality assurance' schemes deemed necessary to position Irish beef as a premium product seemed to proceed on the basis that it was the farmer primary-producer who would do all the work and bear all the expense, without ever seeing any net benefit to their margin or price. There's no point in denying the level of real anger that's out there on this specific point: farmers feel that, far too often, marketing campaigns or product-repositioning and upgrades are drawn up on the basis that it's somehow the farmers duty to do all the work and incur all the costs, while any benefits that do accrue mysteriously never make it back to farm level. Rightly or wrongly, there's a perception that a good deal of this thinking originates in Bord Bia and - for their sake – that has got to change.

From this point on, all those executives who just smoothly assume that the old way – where the farmers pay the costs and the retailer/consumer/marketing exec gets the benefit – are going to be challenged at every forum, on every media outlet and in every way. Because if sustainability is to mean anything beyond a soundbite then it's certainly going to mean that we remember that producing food costs – both economically and environmentally. And that any reform of that system is absolutely pointless and doomed to failure unless the



Pat McCormack  
President, ICMSA

people consuming that food are asked to pay the real costs of that food.

This is the major point emerging from the whole debate about the transition to low emissions farming and food production and it's so important, so enormous, that it seems to have escaped notice or comment in the same way as we can't appreciate the size of an elephant an inch away from our faces. But we see it and we're already getting the message out to a still hesitant media who are, slowly, comprehending the core message of the transition to low emissions farming and food production; that it means the end of the 'Cheap Food' policy that has dominated Europe since the end of the war in 1945.

That is an inescapable fact and whether commentators like it or not – and judging by their deafening silence, some do not – the end of that policy is coming with all the certainty of time itself.

Farmers are becoming increasingly angry by the deliberately incomplete manner in which Government and EU policy around the transition to low emissions farming and food is being presented as a matter exclusively for farmers. We have already accepted our responsibility to make this transition and are now actively engaged in introducing the practices and making the investments necessary for our farms to accelerate into that process. But I'll say here today what I said at the AGM, we will challenge everywhere and every time, those who imagine that their fantasy where all the changes and costs involved in the 'new farming' can take place from the farm to the supermarket fridges with no effect at all on final prices to the consumers. That's not going to happen. It can't work that way and, even if it could, we won't let it happen that way. We can either continue with high emissions and low prices, or we can move towards higher prices and lower emissions. But what we can't have is low emissions and low prices and I'm getting very tired of that fact being obscured or skipped over by those who don't seem to have the guts to tell the truth to the consumers.

# Come Home Safely

**Ciaran Roche**, FBD Risk Manager, asks farming families to prioritise safety on farm in the New Year



Make safety on your farm a New Year's Resolution in 2021 and make a promise to your loved ones that you will come home safely every day you walk out that door to go to work. This high number of serious and fatal accidents in agriculture continues to be a major concern and it is an issue that we need to address now.

The pain, human suffering and economic loss that accompanies all serious and fatal accidents is immense and I would like to extend my sympathy to all farm families and communities who have lost loved ones or been affected by a serious farm accident.

It is essential that farmers take a more proactive role in promoting farm safety and put health and safety issues at the top of their agenda. While farmer's attitudes to health and safety are generally very positive, a change in unsafe culture and behaviour is critical if we are to achieve a reduction in farm accidents. Most farmers understand the hazards on their farms and the associated risks, but they often take chances when they are in a hurry, under stress or when there is a financial cost. Research has identified that farmers are more likely to take chances if it is seen as a perceived norm within the industry. For example some farmers may operate a tractor with brakes in poor condition as long as the tractor is not used on a public road. Many farmers also allow children under the age of 14 to operate tractors and other hazardous machinery. The acceptability of these unsafe working behaviours is a culture that we must change. "Unsafe working practices are never acceptable"; this is the perceived norm that we need to see in the farming sector. If we can create a positive safety culture on farms, behavioural change and safer farming practices will follow.

Anyone who has ever made and broken a New Year Resolution can appreciate the difficulty of behavioural change. Making a lasting change in behaviour is rarely a simple process, and usually involves a substantial commitment of time, effort and emotion. Many unsafe

practices on Irish farms are learned behaviours which have been passed down for generations, but is it fair to pass these on to the next generation? With this in mind it is imperative that we target the farmers of the future as well as the farmers of today. Behavioural change is rarely easy and often requires a gradual progression of small steps toward a larger goal. Changing behaviour is a slow process but it is imperative if progress is to be made. A combination of cultural based and behaviour based safety approaches works best. Cultural based serve to shape the perceptions held by individuals regarding the importance of safety. It puts a high value on safety. The behaviour based safety approach focuses on the identification and modification of critical safety behaviours. E.g. ensuring the PTO is only operated when it is guarded, ensuring that only safe means of access to areas at heights are used, ensuring tractors are driven in a safe manner, etc.

Farmers also need to look at issues that negatively affect their safety behaviour when working such as distractions, stress and time constraints. Safety must not be left to chance, farmers need to manage health and safety on their farm and effectively plan work activities. This planning must include planned safety maintenance on farm machinery, equipment and facilities.

There are 3 key steps involved in farming safely.

- The first step is realizing that an accident can happen on your farm and having a positive attitude towards health and safety.
- The second step is to carry out a risk assessment. A risk assessment involves identifying every hazard on your farm, the associated risks and appropriate safety control measures.
- The third and most important step is implementing the safety control measures and ensuring that safe behavioural work practices are carried out at all times.

Always think safety first.



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# Confusion over future production strategies

Farmers could be forgiven for being confused about the mixed messages they are receiving from all quarters. As if the implications of Brexit, Covid and CAP were not enough to deal with we are now faced with N fertiliser reductions at a time when we are also told that reductions in N use will depress productivity and profitability. Of Course, it is not quite as simple as that. The messages around emission reductions and reduced use of N fertiliser are prefaced by the hope of other inputs and technologies making up for the productivity shortfalls. Still, dropping the target for grass production and utilisation from 10.9 tonnes DM/Ha to 8.9 tonnes DM/Ha is not a message that will find favour with all the farmers who were impressed with and adopted the Grass10 strategies to increase grass production and utilisation. The new lower target still pencils in an average 14 per cent increase in grass utilisation over the next seven years. The Grass10 initiative, launched by Teagasc in 2017 was intended to increase grass utilisation on Irish dairy, beef and sheep farms. The multi-year campaign ran until the end of 2020 with the stated targets of 10t grass DM/ha/year utilised and 10 grazings/paddock/year. Of course, that was then and now is different, I suppose. There is a growing belief that these changes are a pre-emptive response to an expectation that the Nitrates Derogation limits for N use will be reduced over the coming period, possibly quite significantly. If that is the case, the implications for productivity on well stocked dairy farms, are profound. Even with the implementation of LESS, high clover swards and improved soil fertility, especially through liming, there is a harsh reality to be faced that stocking rates may have to be reduced quite significantly where milking platform stocking rates are at

the higher end of the spectrum. The recent adjustment in nitrogen excretion levels per cow, moving from 85kgs to 89 kgs, presents farmers with further costs. To meet the adjustment, they must reduce stock numbers or rent more land or export slurry. All of these incur additional costs and reduce profits.

Given all these pressures on productivity and profitability it is difficult to see where the Teagasc dairy profit forecast for 2027 comes from. If it were a forecast based on increased output it might seem plausible. The forecast of a 151% increase in profits is per hectare-based and assumes an 8 per cent reduction in nitrogen fertiliser and a 14 per cent increase in grass utilisation, all at a base price of 29 cents per litre. Barring rampant inflation in the coming years, these figures are optimistic, to say the least.

Teagasc plans to reduce its chemical N input across its research farms from 250kg/ha to 150kg/ha. That is an astounding figure and securing the necessary productivity offset from greater use of clover looks optimistic. Even more optimistic is the assumption that farmers can follow suit and adopt 'en masse' a successful forage programme based on high levels of clover production and utilisation, certainly in any kind of a reasonable timescale.

Granted, a lot of grass gets wasted both in the paddock and the pit, so, the challenge of lower inputs and higher outputs is not necessarily insurmountable. As yet, we have few examples on research farms, apart from Clonakilty, of the proposed model of forage production being successfully implemented and delivering the profitability being achieved under current production models. What is somewhat worrying is that all this seems to be a knee-jerk reaction to the need to reduce emissions quickly.





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1. Anon 2019. AFBI/DAFM All-Island Animal Disease Surveillance Report 2018.

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