



Farm News

February 2020

Dairygold pays Year End Milk Bonus and offers new Fixed Milk Price

At the end of January, the Board of Dairygold approved the payment of a Milk Bonus of 0.5 cent per litre including VAT on all milk supplied during the 2019 calendar year from its Milk Supplying Members. This payment will be paid in February with the January milk payment.

Speaking about the Milk Bonus, Dairygold Chairman, John O’Gorman said; “The movements in global dairy supply and demand in recent months have created a more balanced market

with firmer returns across mainline dairy commodities, especially protein products. As a Co-Operative with a good 2019 performance, we are pleased to reflect that market upturn directly in the form of a milk price bonus.”

Fixed Milk Price

As has been the case for the past four years, Dairygold is once again offering Milk Suppliers the opportunity to avail of a Fixed Milk Price for a three-year period commencing on March 1st 2020

and ending on November 30th 2022.

Dairygold is offering a fixed milk price over the period of 31.75 cents per litre including VAT and bonus payments (Balanced Scorecard & Sustainability Bonus) at 3.3% Protein 3.6% Butter Fat. When adjusted for the Society’s 2019 average annual milk solids the price equates to 35.86 cents per litre.

Further communications have been sent to you in the post.

Milk Planning Census 2020-2025

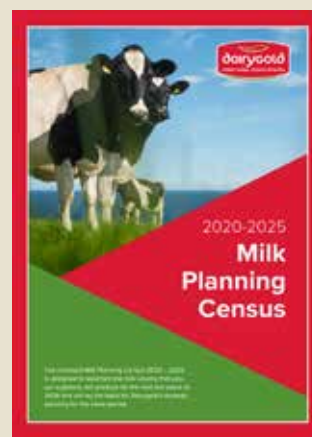
Thanks to all Milk Suppliers who have completed and returned the Milk Planning Census Form to date.

For those yet to return their completed form you are asked to please do so without delay.

To ensure that Dairygold’s capital expenditure decisions, commercial and operational plans are based on sound

data, your return of the Milk Planning Census is essential. Your participation and assistance with the Milk Planning Census is vital, to ensure the Society’s resources are optimised.

An online option is available on Gateway at;
<https://dairygoldgateway.dairygold.ie/>



Member Upskilling Presentation

In 2019, Dairygold in conjunction with the Plunkett Institute and ICOS Skillnet held a Member Upskilling Programme to give Members the opportunity to learn more about Dairygold, its operations and governance structures. The Programme also gave Members the opportunity to enhance their business knowledge and develop their personal business skills.

On the 30th January, Dairygold held their Member Upskilling Certificate Presentation in order to recognise the Members that took part in the programme and continue to learn and develop within the professional environment.

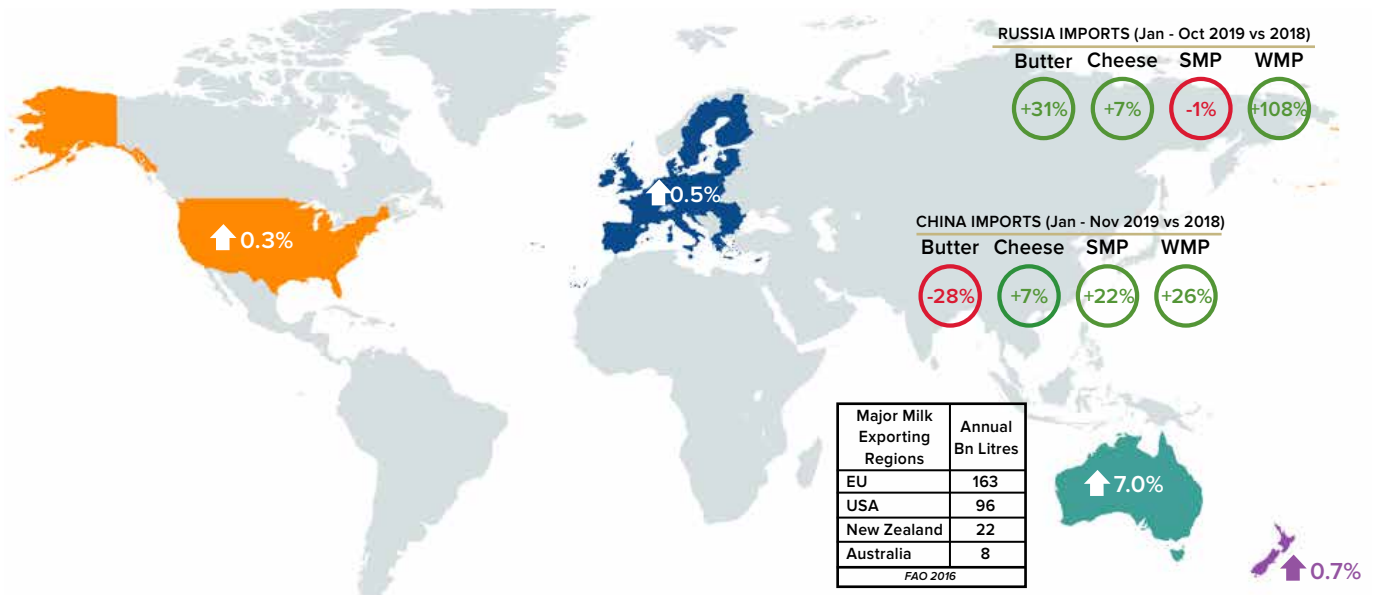


Front Row - L/R Sean Hynes, William Leahy, Nial Griffey, T.J. Flanagan, Thia Hennessy, Jim Woulfe, Edmund Lynch, Ann Fogarty, Orla McEniry, Jean O’Sullivan.

Back Row - L/R John Walsh, Dan Dennehy, Donal Lenihan, Finian Magner, Jerry O’Riordan, Donal Barrett, Michael Tobin, Liam Smith, Pierce Breen, Denis O’Leary, Don Whelan, Michael Kelly, Victor O’Sullivan, John O’Dea.

Missing from the photograph - Elizabeth Lane, Patrick Carroll, James O’Donoghue.

GLOBAL MILK PRODUCTION & TRADE



SUPPLY SIDE

- **EU** milk production increased in December 2019 compared to the same month in 2018.
- **US** milk production increased in December 2019 compared to the same month in 2018.
- **New Zealand** milk production decreased in December 2019 compared to the same month in 2018.
- **Australian** milk production decreased in December 2019 compared to October 2018.

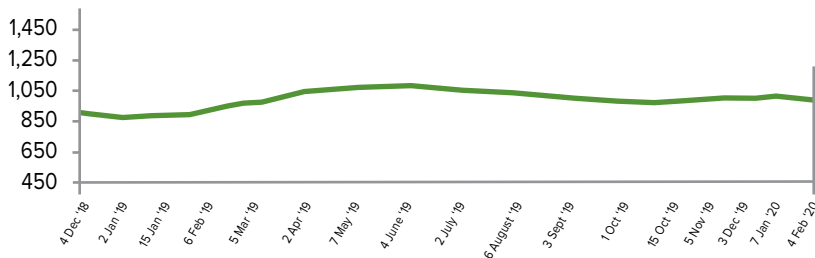
DEMAND SIDE

- In **China**, import figures for WMP (+26%) and SMP (+22%) have shown continued growth with China currently positioned as the main world importer of whey powder, WMP and SMP.
- In **Japan** cheese imports have increased (+6%) placing Japan as the main world importer of Cheese globally followed by **Russia**, the **US** and **South Korea**.
- In **Russia** and elsewhere demand for butter has increased (31%), **US** (+23%), **Philippines** (+11%), **Canada** (+14%) and **Japan** (+58%).

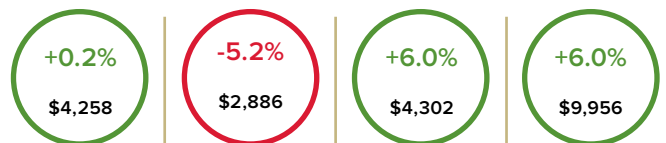
MARKET OUTLOOK AND PRICING

Global Dairy Trade (GDT) Event 253
4th February 2020

-4.7% **GDT Price Index from 2018 - 2020**



Butter **Butter Milk Powder** **Cheddar** **Rennet Casein**



Skim Milk Powder **Whole Milk Powder**



The latest GDT auction, event 253, concluded with a 4.7% decrease in index, the first negative hit to the index this year. While both Cheddar and Casein performed well, WMP, BMP and SMP all fell, dragging the overall index down, with most commentators pointing to fears around the impact of the Chinese Coronavirus as being the key reason for the decline. In general, supply and demand look set to remain well balanced throughout the next quarter. Milk production recovered slightly in EU and US at the end of last year, but global milk production growth remains constrained. Against this backdrop, some major uncertainties persist on the demand side, including the impact of the Corona virus, fears of a global economic slowdown, and Brexit yet to be resolved.

Milk Supply

January 2020 Milk Supply was +1.6% up on January 2019 milk volumes.

National Sustainable Dairy Assurance Scheme (SDAS)

REMINDER to be aware of SDAS Certification

All Suppliers will need to be mindful of their certification expiry date.

time to close out any issues that may need to be addressed following the audit and to achieve certification.

Completing the SDAS audit well in advance of the certification expiry date should allow Suppliers adequate

Remember all Milk Suppliers are required to be SDAS certified.

Key advice when preparing for the SDAS audit in the busy Spring calving period.

- 1 Scheduling an audit:** If your SDAS cert is due to expire during the busy calving period (February to April) you might want to consider the following options:
 - 2** Pre-scheduling an audit date through Dairygold for a time that you know you will have help.
- 3** Ensure that all **calves born are registered within 27 days** of birth as per Department of Agriculture regulations.
- 4** Ensure all **calves born are registered** for the day of the audit.
- 5** Consider getting assistance with **paperwork** (e.g. medicine and spraying records).

Dairygold can recommend Third-Party agencies who can assist in the preparation of records for the SDAS audit.

For further information contact the Dairygold Helpdesk on 1890-200-840 or your local Milk Advisor.

MILK ADVISOR ON WEEKEND CALL

Arrangements for emergency milk issues
February - March 2020

22nd/23rd February

Jack Cahill
086 852 0792

29th February / 1st March

Ger Hennessy
086 852 0792

7th/8th March

Maeve O'Connor
086 835 4808

14th/15th March

Denis Guiry
086 809 8639

17th March

William Ryan
086 246 1633

21st/22nd March

Jack Cahill
086 852 0792

Information desk lo-call number
for milk related queries is
1890-200-840

Agri Trading Credit Limits

The Agri Trading Business has been and continues to be very successful. There are many foundation stones to the success of our Agri Business / Co-Op SuperStores such as quality products, competitive prices, local availability etc. However, an essential item to successful trade for all is the availability of short-term credit facilities.

To continue to provide the appropriate lines of Credit to our Shareholders/ Customers, it is important that we adhere to current best practice in Corporate Governance. Going forward, Dairygold requires that each customer has an agreed Credit Limit in place, reflective of the size/scale of their farm enterprise.

Dairygold will be in communication with you over the coming months to advise you of your proposed Credit Limit. We ask that you discuss and agree the limit with your local Area Sales Manager and/or Store Manager to ensure it meets your farm business requirements.

There is nothing to be concerned about on this matter, it is simply the application of good Corporate Governance and housekeeping. This initiative will give clarity to you, the customer, and to the Business. The Area Sales Management team and/or Store Manager will be happy to assist you in establishing a Credit Limit appropriate to the needs of your farming business.

CO-OP SUPERSTORES REMINDS YOU TO ALWAYS

THINK SAFETY

WHEN OPERATING FARM MACHINERY OR HANDLING LIVESTOCK



Early Milk Recording and its Extensive Benefits

Regular milk recording provides better information than ad hoc, individual cow testing. Doing it frequently gives you more value for your money and allows you to react quickly to cows that have low milk solids, high somatic cell count etc.

A good start is half the battle - Milk recording cows within 5 weeks after calving enables you to put preventative measures in place. It will measure the effectiveness of the dry-cow period and help to identify new infections that may be obtained. Early-lactation mastitis is a high risk. Early milk-recording will give you an indication of any cows that need prompt attention.

It will help identify and facilitate the management of repeat offenders and in-turn will drastically decrease overall SCC, improving milk sales and price attained.

High SCC in heifers is more prevalent than you might think. Early milk recording will help identify heifers in need of careful attention.

In addition to benefiting the general wellbeing of your herd, milk recording comes with a range of benefits:

- Higher prices for surplus stock transferred off-farm
- Helping to distinguish between best and worst performers, acting as a beneficial culling tool
- Disease Screening
- Ability to breed from your best producers maximising genetic gain
- Pregnancy diagnosis now available through milk samples, more efficient as the stress associated with the handling of cows is eliminated

- Ease of access to finance, ability for banks to benchmark performance and predict repayment ability
- Compensation for a TB outbreak

Milk recording has now adopted a more simplistic approach reducing time and labour. Sampling takes place only during pm milking with volumes only recorded in the am.

A derived calculation ensures solids and scc are accurate. This approach has helped reduce the burden farmers had previously associated with the practice.

If you wish to conduct a milk recording and avail of the sustainability bonus (if not already doing so) you can sign up over the phone by calling: 022 43228.

Dairygold and ASA host Dairy 2020 event

Dairygold and the Agricultural Science Association (ASA) hosted a Dairy 2020 event on Tuesday 21st January at the Dairygold Agribusiness Centre in Lombardstown, Mallow, Co. Cork.

The event featured a range of speakers from across the dairy industry discussing pertinent issues for farmers and ASA members such as the changing tide of dairy feeding, the science behind the impact of Protected Nitrogen at farm level and a panel discussion with all speakers moderated by George Ramsbottom, Dairy Specialist, Teagasc.

Attendees were also given a guided tour of the newly constructed soils and silage laboratory in Lombardstown and the Dairygold Feed Mill.

Speaking about the event, ASA President and Head of Commercial for Dairygold Agribusiness, Dairygold, Seamus O'Mahony said:

"The dairy industry is constantly evolving, and we always aim to

ensure our members are fully briefed and up to speed with such changes by hosting events such as Dairy 2020. These events are an excellent opportunity for us to hear from industry experts on wide ranging, relevant topics."



Pictured are George Ramsbottom, Teagasc Dairy Specialist, Kevin Coffey, CEO, Munster Bovine, Patrick Forrestal, Teagasc, Seamus O'Mahony, ASA President & Head of Commercial for Dairygold Agribusiness and Liam O'Flaherty, Head of Dairygold Agribusiness who all spoke at the Dairy 2020 event.

**Monthly
€50 Voucher
Winners**

**Michael Barry
Foxfort,
Bansha,
Co. Tipperary.**

**Diarmuid Forde
Annaleentha,
Mournabbey,
Mallow, Co. Cork**

**Michael & John M Creedon
Ballyfireen,
Grenagh,
Co. Cork.**

Use the Dairygold Postal Payment Envelope or pay by milk or grain offset and you could be a lucky winner!

Dairygold raises over €20,000 for the Irish Cancer Society

The fifth year of Dairygold's partnership with the Irish Cancer Society through its Wrap It Pink campaign has seen €21,000 raised in support of the Irish Cancer Society, in particular breast cancer research and support services for people with cancer.

In addition to raising much needed funds for the Irish Cancer Society, the pink silage bales dotted around the Irish landscape serve as a reminder to women across rural Ireland to get themselves checked regularly. Breast cancer detected early has a much better chance of being effectively treated.

Throughout this year's campaign there was also huge support from staff and customers for Dairygold's "Cups Against Breast Cancer" coffee mornings which were held in Dairygold's Co-Op Superstores across Munster as well as across all Dairygold's milk processing facilities and offices during the month of October.

Commenting on the huge amount raised, Liam O'Flaherty, Head of Dairygold Agribusiness said: "Ahead of World Cancer Day on the 4th of February, we're delighted to announce that our Wrap It Pink campaign had another successful year with almost €90,000 contributed to the Irish Cancer Society to date.

As Pink Partners of the Irish Cancer Society, we're proud to play our part in funding vital breast cancer research and also support for sufferers such as night nurses for those seriously ill with the illness at home and also free transportation for patients to attend chemotherapy appointments."



Pictured at Dairygold's donation to the Irish Cancer Society from their various Pink Partnership fundraising initiatives are (L-R) Liam O'Flaherty, Head of Dairygold Agribusiness, Rosemary Simmons, Corporate Partnerships Manager, Irish Cancer Society, Gillian Foley, Retail Marketing Manager, Dairygold and Edmund Lynch, Dairygold Vice Chairman.

Dairygold highlights sustainability activities in the tillage sector

The theme of Dairygold's 2020 Tillage Conference was 'Sustainable Farming in a New Decade' and looked at how farmers can benefit financially from taking 'greener' decisions in their farming practices.

The conference was chaired by the Irish Farmers Journal Tillage Journalist, Matt Dempsey and included a briefing by Dr David Wall of Teagasc on sustainable tillage, East Cork tillage farmer Darren Allen shared his experience with sustainable farming and Teagasc Crops Specialist Ciaran Collins highlighting the most pressing issues surrounding winter and spring crops.

Colman Purcell, Dairygold Nutritionist highlighted the benefits of using Irish grown cereals in animal feedstuffs, he told attendees; "Our native grains and proteins are more than a match for any feed ingredient in the world in terms of nutrient density, traceability, carbon footprint and microbiological quality. By choosing to support locally produced grains and proteins, not only are farmers

reducing their carbon footprint and becoming more environmentally friendly, they are also backing Irish tillage farmers and reinvesting back into their own economy."

Dairygold also announced the winner of its Malting Barley competition at the tillage conference, with Cork tillage

farmer Jeremiah Dineen crowned winner for consistently producing excellent quality grain and prioritising the environment by protecting water quality and embracing biodiversity. Jeremiah farms with his wife Patricia on 80ha of tillage ground in Ovens, located 12km west of Cork city.



Pictured at Dairygold's 2020 Tillage Conference on "Sustainable Farming in a New Decade" at Corrin, Fermoy, Co. Cork are John O'Gorman, Chairman of Dairygold, winner of the 2019 Dairygold Malting Barley Competition Jeremiah Dineen, Ovens, Co. Cork and Edmund Lynch, Vice Chairman, Dairygold.

This month we are looking at the benefits of lighting on the farm.

Types of Lighting:

- Sensor lights around the farmyard for improved visibility and safety. Energy efficient therefore less waste.
- Head torch or cap to allow better mobility to carry out jobs when visibility is poor.

Available at your local Co-op Superstore



Cheetah Head Light- NOW €39.99 **20% OFF**



Portwest Rechargeable LED Beanie- NOW €8.99 **33% OFF**



LED Floodlight 50W With Sensor Now €65.00 **HALF PRICE**



Benefits of additional lighting

✓ Improved safety by avoiding trips and falls.

✓ Time saving.

✓ Visibility during tasks e.g. calving, feeding, stock inspection at night, on-off grazing.

Leanfarm - Saving time, effort and money

What is the MACC curve and what it means for you? Dr Gráinne Hurley, Teagasc

Due to the increase of greenhouse gases, the EU has set emission reduction targets for Ireland. The target is to reduce emissions by 30% by 2030 below the 2005 figure of 18.7 million tonnes. If these targets are not met, Ireland will face a substantial financial penalty.

Recent figures from 2017 suggest we are emitting 20.2mt and Teagasc projections for 2030 suggest a figure of 21mt, which could be higher or lower, depending on the size of the national bovine herd.

So will we have to cut the national herd to reach our emission reduction targets? The answer is no, as long as we do other things to reduce emissions.

Teagasc has been researching methods to reduce emissions and there are now several practical solutions available.

These have all been published in a technical paper call the Teagasc Marginal Abatement Cost Curve (MACC), which set out 26 actions that farmers can do across agricultural production.

The main farming measures can be boiled down to;

1. continued good efficient farming (improving EBI and beef genetic merit, better grassland utilisation and incorporation of clover into grassland, getting soil pH right, etc),
2. switching to a form of urea fertiliser, protected urea, which significantly cuts down emissions of nitrous oxide compared to CAN, and
3. spreading as much slurry as possible in the springtime, and using a low emissions way of spreading such as the trailing shoe or trailing hose.

While our national herd is increasing we must use our nitrogen better as nationally we must reduce nitrogen, not increase it i.e. increase our Nitrogen Use Efficiency (NUE). Practically on the ground, the recommendation is to have a maximum of 23 units of protected urea per acre applied by late January/ early February.

This can be substituted by slurry from a trailing shoe which will supply 9 units of nitrogen per 1000 gallons.

Compare this to a splash plate which supplies 30% less - 6 units / 1000 gallons - a reduction in NUE.

Your second application of fertilizer should be 5-6 weeks later, either 47 units of protected urea/acre or slurry (3000 gallons/acre applied with the trailing shoe) and 20 units protected urea/acre after a week.

In all these cases, to increase your NUE don't apply nitrogen or slurry within 48 hours of a yellow weather warning, on ground that is water saturated and stay within the buffer zones of water courses.

The target is to have 70 units of nitrogen/acre out on the milking platform by 1st April and a total of 100 units/acre nitrogen by 1st May.

As part of the recommendations of the MACC clover has a big part to play to increase our NUE which I will detail in a future article.



DAIRY HYGIENE

...WE'VE GOT IT COVERED

DAIRY HYGIENE EARLY SEASON SET-UP DEAL

GET AN **EXTRA 10% OFF***

WHEN YOU SPEND €500 OR MORE!

ACROSS RECOMMENDED:

- Dairy Detergents
- Bulk Tank Cleaners
- Cluster Care
- Teatcare
- Filter Socks



- THATS 10% OFF ON TOP OF OUR DAIRY HYGIENE SALE PRICES

*Offer does not apply to IBC's

✓ All calving & dairy hygiene purchases are eligible for 2020 loyalty bonus



✓ Redeem your 2019 loyalty bonus on purchases made today



NEED HOT WATER ON DEMAND?

Get up to 85°C instantly with a Rinnai water heating solution powered by Calor.

Call into your local Co-Op Superstores to arrange a Free Hot Water Solution Consultation

Shop Online @ www.coopsuperstores.ie for delivery direct to your farm  



From **1st January 2020**
all Milk Bulk Tanks must use



Chlorine-Free Detergent



CHLORINE-FREE ZONE

CHLORINE-FREE ZONE



Chlorine residues are not permissible in dairy products. A small level of cross contamination will lead to very high levels of chlorates in milk.

The two main chlorine residues that the dairy industry is focusing on is Chlorates in powders which affects iodine metabolism in infants and Trichloromethane (TCM) which causes butter quality issues.

The Dairygold Milk Advisory team is available to offer help and advice in relation to any and all aspects of the Chlorine Free Wash Programmes for Chlorates and TCM.

IF YOU HAVE ANY QUERIES PLEASE CONTACT YOUR MILK ADVISOR



**Mitchelstown/
Tipperary**

William Ryan

Tel: 086 2461633

E: wryan@dairygold.ie



Limerick Region

Jack Cahill

Tel: 086 2628290

E: jcahill@dairygold.ie



Mid Cork Region

Ger Hennessy

Tel: 086 8520792

E: ghennessy@dairygold.ie



Mallow Region

Denis Guiry

Tel: 086 8098639

E: dguiry@dairygold.ie



**East Cork/CMP/Carrigaline/
Ballinhassig/Killumney**

Maeve O'Connor

Tel: 086 8354808

E: maeveoconnor@dairygold.ie

Dairygold Milk Advisory Department, Clonmel Road, Mitchelstown, Co. Cork, P67 DD36. Tel: 025 24411 Lo-call: 1890 200 840