



# Farm News

March 2020

## Minimising the spread of COVID-19 / Our ask of you

Dear Supplier,

In the interest of securing the safety, health and wellbeing of Dairygold Members, Employees, Customers, Contractors, Visitors and other Partners across the business, Dairygold has established a Pandemic Response Steering Group. This group are closely monitoring the COVID-19 situation daily to ensure that any necessary actions and measures are taken.

Dairygold has implemented a strict protocol for all on farm collection and deliveries in relation to feed, fertiliser and milk. All drivers/hauliers entering your farm have been fully briefed and are following strict hygiene procedures.

If you, a member of your family or anyone working on your farm are experiencing symptoms of COVID-19,

please follow the guidelines outlined by the HSE.

Please inform your Milk Advisor or Area Sales Manager if you, a member of your family, or anyone working on your farm is a suspected or confirmed case of COVID-19, and this will be treated in strictest confidence.

If the above situation arises, Dairygold will implement all the relevant measures to ensure the continuity of collection from or deliveries to your farm, while following strict hygiene protocols.

Dairygold are satisfied that the necessary precautions are being taken to ensure minimal disruptions to our supply chain as we enter the busy peak season.

We ask you to follow guidelines outlined by the HSE and European Centre for Disease Prevention and Control (ECDC), website details as follows.

[www.hse.ie](http://www.hse.ie)  
[www.ecdc.europa.eu](http://www.ecdc.europa.eu)

Dairygold will provide further updates, as necessary, to our Members as the situation evolves.

If you have any queries, please direct these to your Milk Advisor OR Area Sales Manager.

Nial Griffey  
Member Relations Manager

(See page 3 for further information)

## Dairygold farmer guidance for Covid-19 at farm level - Suppliers

**STEP 1** → Limit farm access to essential visitors only

**STEP 2** → If a farm visit is necessary, ensure direct contact is minimal, follow the HSE guidelines and keep a record of all visitors to the farm.

**STEP 3** → Notify Dairygold of suspected or confirmed cases

**STEP 4** → Wear gloves while milking

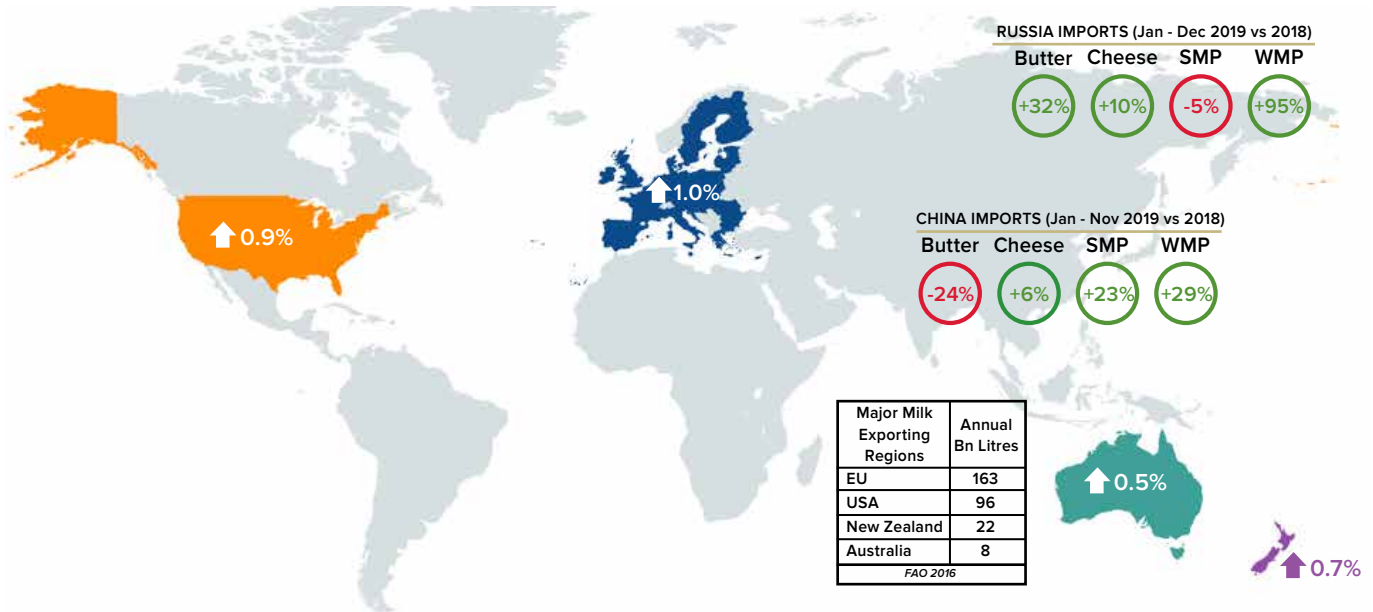
**STEP 5** → Sanitise all surfaces that the driver is likely to come in contact with

**STEP 6** → A bin must be provided for the haulier to dispose of used gloves

**STEP 7** → Personnel on the farm are to have strictly no personal contact with the driver

**STEP 8** → Place a biosecurity sign at the farm entrance

## GLOBAL MILK PRODUCTION & TRADE



### SUPPLY SIDE

- **EU** milk production increased in January 2020 compared to the same month in 2019.
- **US** milk production increased in January 2020 compared to the same month in 2019.
- **New Zealand** milk production decreased in January 2020 compared to the same month in 2019.
- **Australian** milk production increased in January 2020 compared to January 2019.

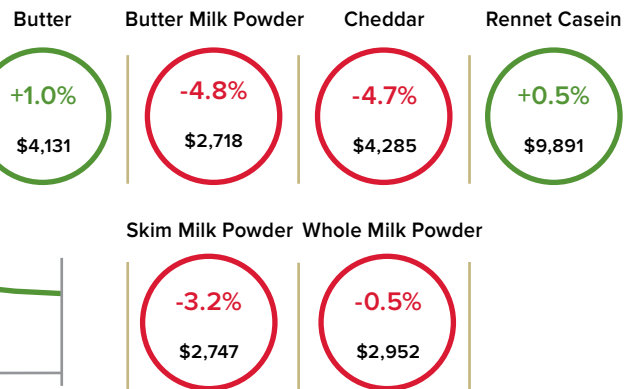
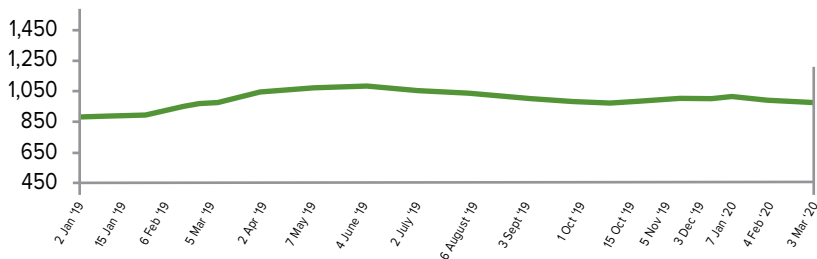
### DEMAND SIDE

- In **China**, 2019 import figures were strong with increased WMP (+29%) and SMP (+23%). So far in 2020, Covid-19 is having a negative impact on consumption and the supply chain.
- In **Japan** 2019, cheese imports increased (+6%) placing Japan as the main world importer of Cheese globally followed by **Russia** and the **US**. In 2020, Covid-19 is likely to impact trade.
- In **Russia**, demand for butter increased significantly in 2019 (+32%).

## MARKET OUTLOOK AND PRICING

Global Dairy Trade (GDT) Event 255  
3<sup>rd</sup> March 2020

**-1.2%** ↓  
GDT Price Index from 2019 - 2020



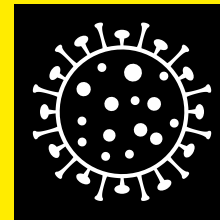
The latest GDT auction, event 255, followed the downward trend of the last two auctions, decreasing for the third consecutive time this year and marking a cumulative 8.7% decline since early February. While Butter and Casein improved in index, all other products offered on the platform pulled the index down. Dairy markets are responding to the news headlines covering Covid-19, as buyers take short positions in light of the weakening sentiment. The situation is still unfolding but the impact on consumption, the supply chain and trade in general will be significant.



CO-OP SUPERSTORES REMINDS YOU TO ALWAYS  
**THINK SAFETY**  
WHEN OPERATING FARM MACHINERY  
OR HANDLING LIVESTOCK



# Coronavirus COVID-19



Coronavirus  
**COVID-19**  
Public Health  
Advice

## The Facts

### Most at Risk

- Anyone who has been to an affected region in the last 14 days **AND** is experiencing symptoms
- Anyone who has been in close contact with a confirmed or probable case of COVID-19 (Coronavirus) in the last 14 days **AND** is experiencing symptoms

### Prevention



**Wash**  
your hands well and often to avoid contamination



**Cover**  
your mouth and nose with a tissue or sleeve when coughing or sneezing and discard used tissue



**Avoid**  
touching eyes, nose, or mouth with unwashed hands



**Clean**  
and disinfect frequently touched objects and surfaces

### Symptoms

> A Cough > Shortness of Breath > Breathing Difficulties > Fever (High Temperature)

### Affected Regions

Check the list of affected regions on [www.hse.ie](http://www.hse.ie)

### What to do if you are at risk

#### I've been to an affected region in the last 14 days and

##### I HAVE symptoms

1. Stay away from other people
2. Phone your GP without delay
3. If you do not have a GP  
Phone HSE Live 1850 24 1850

##### I DO NOT HAVE symptoms

For advice visit [www.hse.ie](http://www.hse.ie)

#### I've been in close contact with a confirmed or probable case of COVID-19 (Coronavirus) in the last 14 days and

##### I HAVE symptoms

1. Stay away from other people
2. Phone your GP without delay
3. If you do not have a GP  
Phone HSE Live 1850 24 1850

##### I DO NOT HAVE symptoms

For advice visit [www.hse.ie](http://www.hse.ie)

#### For Daily Updates Visit

[www.gov.ie/health-covid-19](http://www.gov.ie/health-covid-19)  
[www.hse.ie](http://www.hse.ie)

Ireland is operating a containment strategy in line with **WHO** and **ECDC** advice



Rialtas na hÉireann  
Government of Ireland

## Milk Supplier Procedure – Covid 19

This SOP details the procedure to be undertaken by Dairygold's milk suppliers if a case of Coronavirus (Covid-19) is confirmed on their farm.

### Procedure:

1. If a supplier contracts or suspects they have contracted Covid-19, they must contact Dairygold who will in turn inform the relevant haulier who will notify their driver.
2. The supplier (or whoever is carrying out milking in their absence) must ensure they wear disposable gloves during milking and clean all surfaces that the driver will come into contact with during milk collection with detergent or sanitizing solution. These include:
  - Door handles to dairy
  - Outlet of milk bulk tank
  - Cover on top of milk bulk tank
  - Control switchboard of milk bulk tank
  - Washing equipment unit
  - Any other surfaces that the driver may come into contact with
3. The supplier must provide a bin for the driver to dispose of gloves as he is leaving.
4. Personnel on the farm are to have strictly no personal contact with the driver once he enters the yard.

## Milk Haulage Procedure – Covid 19

This SOP details the procedure to be undertaken by Dairygold's contracted milk hauliers if a confirmed case of Coronavirus (Covid-19) is found among our milk suppliers.

### Procedure:

1. If a supplier contracts or suspects they have contracted Covid-19, they must contact Dairygold who will in turn inform the relevant haulier. The haulier must then notify the relevant drivers.
2. The driver must wear a pair of disposable gloves once they exit their cab on the farm of the infected supplier.
3. The driver must wear the gloves for the entire milk collection process on farm and then dispose of them before returning to their cab.
4. It is essential that no personal contact is made between the driver and any personnel on the farm of the infected supplier.
5. Having returned to the cab the driver must sanitize their hands and continue with their other collections as normal.
6. Normal on site procedures are to be followed upon arrival at the Dairygold site.

## Dairygold Co-Op Superstores announces opening of Ballyseedy Café in Carrigaline and Midleton store

Dairygold Co-Op Superstores announced the opening of the award winning Ballyseedy Café in two of its Cork stores, Carrigaline & Midleton.

Ballyseedy launched its first café as part of the partnership with Dairygold, in Co-Op Superstores Raheen in Limerick in August 2019 and off the back of this success has expanded its reach by opening in the Carrigaline and Midleton stores. Its success to date has seen over 60 full and part time jobs created.

*“This partnership with Ballyseedy is an exciting element of our overall store investment plan”, said John O’ Carroll, Head of Retail at Dairygold. “We’re delighted to see our customers enjoy a much-enhanced customer experience when they visit us in Carrigaline and Midleton and enjoy stopping by Ballyseedy Café. These openings demonstrate the shared values of Ballyseedy and Dairygold Co-Op Superstores of being at the heart of local communities.”*

*“We’re excited to be expanding Ballyseedy across Munster by partnering with Dairygold Co-Op*

*Superstores”, said Nathan McDonnell, Managing Director of Ballyseedy Group.*

*“Dairygold share our commitment to supporting local producers and suppliers across the region,” Nathan added. “We’re overwhelmed with the response to our new Raheen café since opening last year and we’re looking forward to welcoming the foodies of Cork to our two new Cork cafes. Since our family established the Ballyseedy brand in 1992, we’ve*

*consistently put our customer at the centre of everything we do. Aligning ourselves with a brand like Dairygold Co-Op Superstores which shares our own core value of customer focus makes perfect business sense.”*

Dairygold Co-Op Superstores is the retail division of Dairygold Co-Operative Society Ltd., and currently operates 32 retail stores across Munster and Ireland’s Largest Online Store @www.coopsuperstores.ie



*Pictured above are local diners enjoying the much enhanced customer experience*

## Dairygold Food Ingredients (UK) announces UK investment for its Leeds facility

Dairygold Food Ingredients UK is to invest £4.5m in a significant enhancement of its Leeds facility.

The investment will increase capacity, facilitate a progressive New Product Development agenda, and the commissioning of new, state of the art, production equipment.

The investment will re-enforce Dairygold’s market leading position within the cultured dairy products market.

Commenting on the investment, General Manager of DFI Leeds Matt Lawton said: “This is a huge step forward for our Leeds site and clearly demonstrates the confidence that our parent company Dairygold Co-Operative Society has in our future. This investment will increase output, improve efficiency for our existing customers, and will generate significant new opportunities”.



“We are confident that the scale and scope of this investment will be recognised by our customers, suppliers and colleagues. DFI UK is determined to re-enforce our leading market position and continue building on our success as a leading British

manufacturer and supplier of cultured Dairy products”.

The UK business provides a strategically important route to market and equally added value opportunities for cheese manufactured at the Society’s Mitchelstown and Mogeely facilities.

# Milk Supply

February 2020 milk supply was +9.5% up on February 2019 milk volumes.

## National Sustainable Dairy Assurance Scheme (SDAS)

### Photo Verification Process

A producers certification can be renewed following an audit where a commitment is drawn up and signed, the date outlined by the producer is the deadline for having the identified works completed.

Examples include:

- Installation of a calving gate
- Construction of an effluent seepage tank
- Erection of a boundary fence around an open lagoon.

30 days before you committed to having the works completed, you will receive a letter stating the SDAS/SBLAS criteria that the evidence is required for, the

deadline date for having the works completed and it will also tell you to get in contact with your Co-Op. On the same day the Co-Op will also get an email stating when the evidence is due.

When evidence is uploaded, it will be reviewed by an independent reviewer and the evidence can be accepted, rejected or returned for further clarification.

**Failure to upload verification evidence prior to the identified date, will result in a spot audit being created. If a spot audit occurs and the commitment is not complete. Certification automatically expires and milk collection discontinued.**

### 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  
March - April 2020

21<sup>st</sup> 22<sup>nd</sup> March

**Jack Cahill**  
086 262 8290

28<sup>th</sup> 29<sup>th</sup> March

**Ger Hennessy**  
086 852 0792

4<sup>th</sup>/5<sup>th</sup> April

**Maeve O'Connor**  
086 835 4808

11<sup>th</sup>/12<sup>th</sup>/13<sup>th</sup> April

**Denis Guiry**  
086 809 8639

18<sup>th</sup>/19<sup>th</sup> April

**William Ryan**  
086 246 1633

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

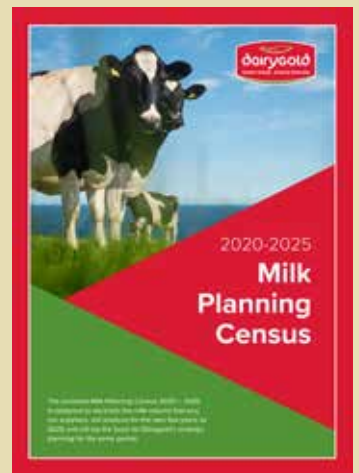
## Milk Planning Census 2020 -2025

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

**For those yet to return their completed form I ask you to please do so without delay.**

Your return of the Milk Planning Census is essential to ensure that Dairygold's capital expenditure investment decisions, commercial and operational plans are based on sound data. 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/>



Monthly  
**€50**  
Voucher  
Winners

*James Furlong, Ballintemple, Dundrum, Co. Tipperary*

*Ballymore Dairies, C/O Tom Butler, Ballymore,  
Goolds Cross, Co. Tipperary*

*MM & E Partnership, C/O Michael Heffernan, Cuckoo Hill,  
Cahir, Co. Tipperary*

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

# Protected Urea will reduce our emissions

Dr Gráinne Hurley, Teagasc

I briefly described in my last article the MACC curve – which is the Teagasc Marginal Abatement Cost Curve (MACC). This roadmap sets out 26 actions that identify the most cost-effective pathway to reduce emissions from agricultural production for Irish farmers.

One technology that has the singular most effective way to reduce greenhouse gas emissions (GHG) and ammonia emissions is protected urea. Protected urea is a relative new technology on the Irish market but has been used in other countries for many years. There has been a lot of excellent research work carried out in Teagasc Johnstown Castle Research Centre around the use of protected urea.

It is important that when a new technology comes on the market, we examine proven research to become informed on this new technology. So how does protected urea work? A urease inhibitor (NPPT, NBPT or 2-NPT) is coated around or

incorporated into the urea granule. The urease inhibitor stabilises the conversion of Urea to Ammonium and makes urea safe from potent ammonia-N gas emissions. The urease inhibitor protects the urea-N from being lost which typically happens during the first 3-5 days after application – this is the period when the urea granule is melting.

Trial work by Teagasc over a 2 year period across 3 soil type sites across Ireland found that protected urea produced the same amount of grass as Calcium Ammonium Nitrate (CAN). More importantly these trials also found that protected urea had 71% lower GHG emissions than CAN and 79% lower ammonia-N emissions than urea. As stated by William Burchill at the Teagasc National Dairy Conference 2019 – if Irish farmers can switch 50% of their CAN to protected

urea this will offset the GHG of 100,000 dairy cows. This new technology will have a phenomenal effect on allowing us to farm as normal while reducing emissions into our future.

On a €/kg N protected urea is cheaper than CAN and more expensive than urea. The table below outlines the current cost of different fertiliser types per kg N based. We must also be aware of the bigger picture here – as discussed in my earlier article – if Ireland does not reduce GHG and Ammonia emissions we could face serious financial penalties in the future.

There is more information available on the Teagasc website regarding protected urea [www.teagasc.ie/crops/soil--soil-fertility/protected-urea](http://www.teagasc.ie/crops/soil--soil-fertility/protected-urea)

|                | €/tonne | kg N/tonne | €/kg N |
|----------------|---------|------------|--------|
| CAN            | 255     | 270        | 0.94   |
| Protected urea | 385     | 460        | 0.84   |
| Urea           | 355     | 460        | 0.77   |



## Ideas of the month

This month we are looking at Hoofcare: A proactive and preventative approach to hoof care is vital to maximise milk yields and minimise replacement rates.

### ITEM 1:

Knapsack Sprayer: 16 litre capacity. Designed for comfort to avoid back strain. Efficient and effective in applying spot treatment solutions to the feet arches of cows in the parlour.



### ITEM 2:

JFC Footbath: Anti-slip ribs are designed to slow a cows progress through the bath ensuring that the hooves are adequately bathed in the solution. Works well at parlour exit or in a standard crush.



### ITEM 3:

Locomotion Scoring: Intuitive, easy to use and implement. Allows for early detection of claw disorders, monitoring lameness prevalence and identifying individual cows for functional hoof trimming.



Leanfarm - Saving time, effort and money



# THE MOVE TO CHLORINE-FREE ...WE'VE GOT HOT WATER ON DEMAND COVERED

**Dairygold Agri Business  
has partnered with  
Calor Gas to offer you  
EXCLUSIVE DEALS on  
Calor LPG Powered Water  
Heaters for your Chlorine-  
Free Wash Programme  
Why choose Calor Gas?**

- ✓ A Reliable Solution – NO MORE RUNNING OUT OF HOT WATER!
- ✓ Infinite Hot Water Up To 85°C On Demand
- ✓ Reduced Running Costs - No Longer A Need To Constantly Heat & Store Hot Water
- ✓ Hassle-Free Installation
- ✓ Reliable Solution for all Types of Dairy Wash Systems
- ✓ A-Rated for Energy Efficiency



Charge Your Dairygold Credit Account  
Eligible for Loyalty Reward Scheme

## Exclusive Deal For Dairygold Customers Includes:

- **FREE** On-Farm Consultation with Calor Gas To Assess The Best Solution For You
- **FREE** Gas with each installation
- **20% OFF** on First Gas Refill
- Exclusive Agri Gas Rate
- **FREE** Water Test & Report
- **FREE** GPS Gas Monitoring Service
- **FREE** Concrete Slab For LPG Bulk Tank

**TO ARRANGE A FARM VISIT AND CONSULTATION WITH CALOR TODAY TALK TO US AT YOUR LOCAL DAIRYGOLD CO-OP SUPERSTORES OR SPEAK TO YOUR AREA SALES MANAGER OR MILK ADVISOR**

Check out our full range of dairy water heaters  
@[www.coopsuperstores.ie](http://www.coopsuperstores.ie)



# SPRING FARM SALE NOW ON



**2 FOR €30**

Dulux Tail Paint - 2.5L  
0102184/5



**BUY 3 GET 4<sup>TH</sup> FREE**

**ONLY €16.99 EACH**

Maxol Milking Machine Oil - 5L  
0788619

Heavy Duty 15L Invincible Bucket  
0512354



**5 FOR €20**

- Yellow
- 15 Year Guarantee

## PLUS HUNDREDS MORE SPRING FARM SALE OFFERS INSTORE & ONLINE



**BOTH FOR €30**

Darby 48" Shovel & Dosco 14" Nylon Yard Brush with Clamp & Handle  
0682377/0513065



**10% OFF MDPE PIPE**



**WAS €159**

**NOW €129**

Genfitt Spot ATV 12V 60L Sprayer  
0738871



JFC 180 PVC Fast Flow Water Trough  
0747517

**JFC | AGRI**

**WAS €339**  
**NOW €319**

WHILE STOCKS LAST



JFC MachineCam Mobility  
0839916

- Compact Camera for all machines
- For easier, safer & more efficient fieldwork



**JFC | AGRI**

**WAS €675**  
**NOW €625**

Shop Online @ [www.coopsuperstores.ie](http://www.coopsuperstores.ie)  
for delivery direct to your farm

