



# Farm News

April 2020

## COVID-19- Current State Analysis



Coronavirus  
**COVID-19**  
Public Health  
Advice

Dear Supplier,

**COVID-19 is a rapidly evolving situation which will have a significant negative impact on Agri and Dairy business, operationally, commercially and financially, with significant challenges being experienced from farm to market. The Agri and Dairy industry is deemed by the Government as an essential service.**

**Therefore, milk continues to be collected from farms and all are following the HSE guidelines to ensure continuity of processing operations while providing a safe environment for critical staff from Farmer to Consumer.**

Every effort is being made to do the right thing for all Dairygold stakeholders during these uncertain and challenging times. While our focus is on business continuity, our priority is the health and safety of our Members, Employees and Customers.

### **Dairy Operations - Milk Processing**

Last week, Dairygold assembled 1,550 loads of milk from our Milk Suppliers. At peak in mid-May this will rise to over 1,800 loads of milk per week, a total of 46 million litres peak week.

Tremendous credit is due to the frontline people across the entire supply chain, from the farmer producing the milk on farm, to milk collection staff, to key operatives at processing level and in the supply chain to ensure we meet our customers' needs. A special mention to our milk hauliers who are collecting milk from farms 24/7 and delivering to Dairygold processing sites.

With peak COVID-19 impact coinciding with the peak milk/manufacturing period, in an industry that utilises a perishable raw material like milk, the

industry is exploring all contingency measures available. Dairygold is working with the other dairy processors, to identify all options for co-operation and pooling of resources. As we are in uncharted territory it is important to state that Dairygold's contingency plans will continue to evolve.

### **Dairy Markets - Milk Prices**

Global dairy markets rely on a fine balance between supply and demand to ensure consistent returns and to reduce price volatility. The COVID-19 pandemic has fundamentally distorted the demand for dairy products. For example, the Food Service Industry which supplies Hotels, Restaurants, the Ready Meals sector as well as Convenience Food outlets have closed almost overnight which has resulted in an immediate knock-on price impact for Milk, Cream and Cheese. Dairy Ingredients and Commodity Market returns have fallen very significantly.

The magnitude of the Ingredients price drop has regrettably impacted milk price at farm level. Your management team and Board are doing everything possible to mitigate the consequences. However, regrettably milk price adjustments are necessary at this point.

### **Agri Business / Co-Op Superstores**

Our Co-Op Superstores Team are doing everything possible to meet customer needs. The staff have had to adopt to a new Call & Collect model and equally our customers have been very patient and have embraced the new trade arrangements during this extraordinary time.

Our Mill at Lombardstown remains fully operational. Dairygold will keep all measures under review to ensure that we maintain service to all our customers.



### **Summary**

While this is a difficult period, our Farmer Members, Employees and our Customers as well as the Dairygold organisation are resilient. Everything is being done to confront the current and future challenges that lay ahead. We remain positive, patient and determined.

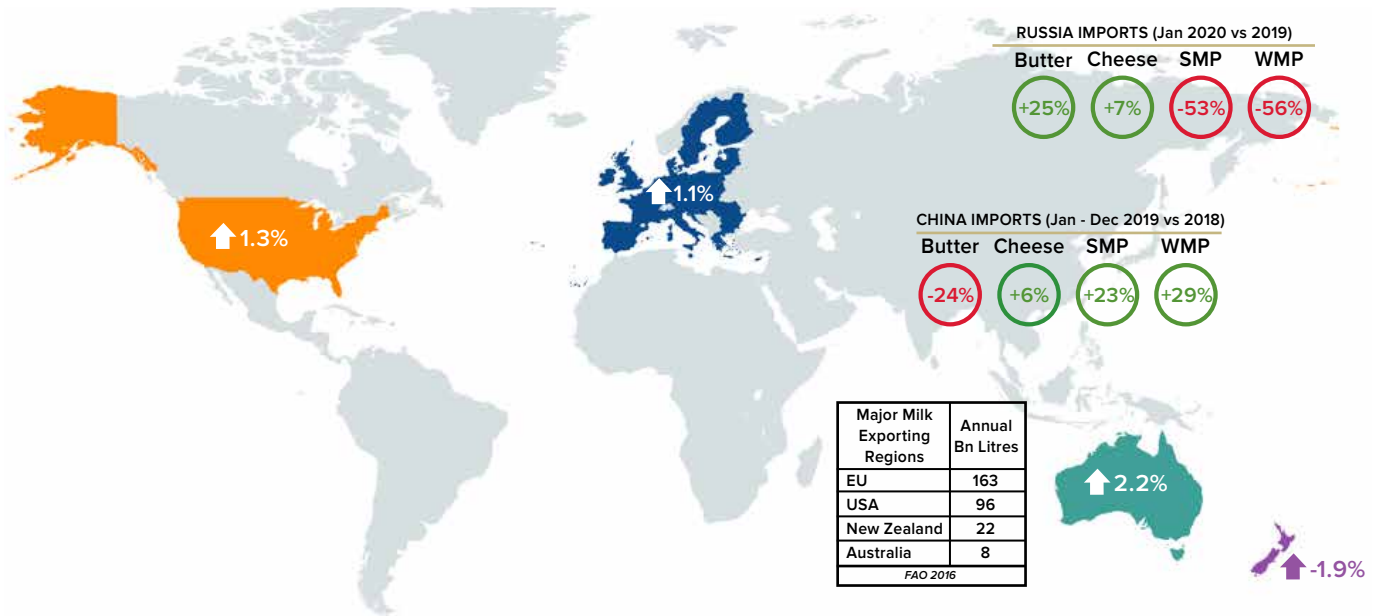
We are all in this together, not only in Dairygold, but nationally and globally. I'm confident that once we all strictly adhere to HSE advice and Government guidelines it will enable us to return to normality at the earliest possible date. Dairygold will provide further updates, as necessary, to our Stakeholders as the situation evolves.

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

Yours Sincerely,

Jim Woulfe  
Chief Executive

## GLOBAL MILK PRODUCTION & TRADE



### SUPPLY SIDE

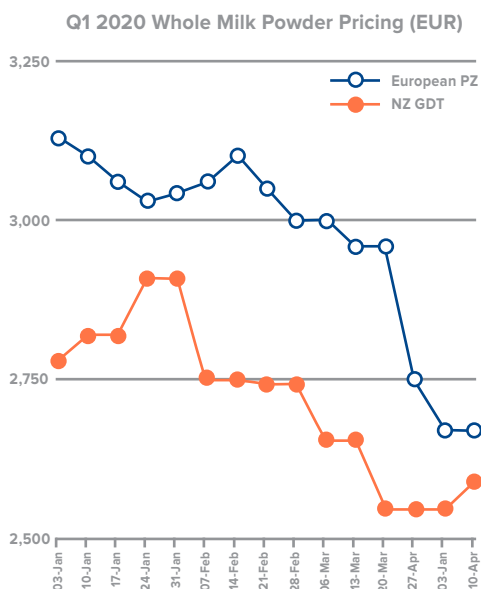
- **EU** milk production increased in February 2020 compared to the same month in 2019.
- **US** milk production increased in February 2020 compared to February 2019.
- **New Zealand** milk production decreased in February 2020 compared to the same month in 2019.
- **Australian** milk production increased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

### DEMAND SIDE

- While the official Chinese import statistics are not available, January imports were reportedly relatively strong. However, the impact of COVID-19 in **China** has now become apparent in the supply chain with a deep and dramatic demand reduction.
- In **Russia** (+25%) and the **US** (+13%) **butter** imports are strong but are notably down in **Japan** (-17%).
- Demand for cheese has reduced significantly in **Russia** (-56%) and the **US** (-6%), while in **Japan** (+3%) cheese imports increased

## MARKET OUTLOOK AND PRICING

### GDT Q1 2020



WHOLE MILK POWDER	SKIM MILK POWDER	BUTTER	MILK FAT	CASEIN	CHEDDAR
-8.8%	-17.3%	+7.9%	-10.5%	+10%	+11%
\$2,591 (7/04/2020)	\$2,310 (7/04/2020)	\$3,916 (7/04/2020)	\$3,992 (7/04/2020)	\$8,927 (7/04/2020)	\$4,038 (7/04/2020)
\$2,820 (7/01/2020)	\$2,709 (7/01/2020)	\$3,606 (7/01/2020)	\$4,412 (7/01/2020)	\$8,032 (7/01/2020)	\$3,594 (7/01/2020)

**INDEX** 1039 (7/01/2020) 940 (7/04/2020) -10.5%

Dairy markets have been extremely negative in Q1 2020 driven by the effect of coronavirus on Global Demand.

Buyers are taking short positions as they anticipate further market declines. Categories like foodservice are all but closed down and the resulting milk has started to appear in Dairy Commodity Ingredients.

As we are in unprecedented times, the longer-term market outlook is clouded in uncertainty.

# Carbon Footprint

In the context of an expanding, export-dependent agri-food sector, the sustainability of Ireland's dairy industry is very much in focus.

The case for improving the environmental performance of dairy farms is compelling, as efficiencies gained will also improve the economic performance of the farm.

At farm level, environmental sustainability comes down to optimising the type and amount of resources used (fertiliser, feed etc.) to produce each Kg of milk.

Bord Bia auditors gather data via the sustainability survey during the supplier Sustainable Dairy Assurance Scheme (SDAS) audit.

This information enables Bord Bia to assess the environmental performance of quality assured farms through a carbon footprint calculation.

While the Co-op's 3 year average carbon footprint is 1.14 for 2016 – 2018, Dairygold have set an ambitious target to achieve 0.7Kg CO<sub>2</sub>(e)/ Kg FPCM in 2030.

## Carbon Footprint Number on Page 2 of your Milk Statement



The date of your Second last SDAS Audit and Carbon Footprint Number



This is the date of your most recent SDAS Audit and Carbon Footprint Number



This displays the Dairygold Top 10% Carbon Footprint number for 2018. (2019 Data will be available in 2021)



3 year Dairygold Supplier Average Carbon Footprint for (2016 to 2018)



Carbon Footprint (CF) Details				
Parameter	Your Previous Audit	* Your Most Recent Audit	** Dairygold Supplier Top 10% Carbon Footprint (CF) No.	** Dairygold Supplier 3-Year Average Carbon Footprint No.
Audit Date / Year	14/05/2018	13/08/2019	2018	2016 - 2018
Carbon Footprint No. *** (Kg CO <sub>2</sub> e/kg FPCM)	1.01	1.15	0.96	1.14

\* The year that the audit was conducted represents data that was collected from the previous year on your farm.

\*\* The Dairygold Top 10% average no. and 3 Year Average CF no. represents the most up to date Carbon Footprint number for all Dairygold suppliers.

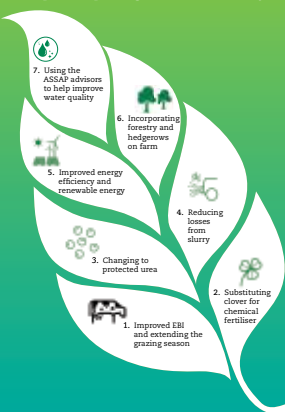
\*\*\*The Kilograms of Carbon Dioxide equivalent per Kilograms of Fat and Protein Corrected Milk (Kg CO<sub>2</sub> e /kg FPCM) has been calculated from the Bord Bia CF Model. This calculation is generated from your farm activity as per data you provided in the SDAS audit.

## Advice on Farm Sustainability



Please contact Ciara Donovan, Farm Sustainability Advisor, for further information about Farm Sustainability on 086 793 0863 or via email at: [cdonovan@dairygold.ie](mailto:cdonovan@dairygold.ie)

### 7 Steps to Improving Farm Sustainability



The Teagasc “7 Steps to Improving Farm Sustainability” booklet is available to view on Gateway in the Publications section, via the Dairygold website - [www.dairygold.ie](http://www.dairygold.ie) or <https://dairygoldgateway.dairygold.ie>



# Dairygold breaks €1 billion revenue ceiling for the first time

Earlier this month, Dairygold announced its financial results for 2019. We delivered an annual turnover of €1.02 billion, an increase of €27.5 million (2.7%) on the previous year and an EBITDA of €56.6 million, an increase of €8 million (16%) on the previous year.

The operating profit for the year of €35.8 million, an increase of €6.8 million (24%) on the 2018 operating profit of €29 million.

Dairygold's 2,750 Milk Suppliers expanded milk production by 50 million litres during 2019 to deliver a record 1.39 billion litres of milk to the Society over the year. This represents a 65% increase since the abolition of dairy quotas in 2014.

Moreover, Dairygold invested €85 million in capital projects during the year, primarily as part of its €130 million Phase II Post Quota Primary Processing Investment Programme. The Society has now invested €225 million in capital projects over the past five years.

The year-end net bank debt of €157 million remains at a manageable level given the scale of the organisation and the levels of profitability being generated. At year end, the net asset value of the business was €373 million, an increase of €35 million (10%) on the prior year.

Commenting on the 2018 results, Mr. Jim Woulfe, CEO of Dairygold, said: "Dairygold delivered a strong financial result in 2019, supported by robust performances across our Dairy and Agri businesses and favourable

*property transactions. A decade of capital investment has now delivered significantly increased processing capacity and a more efficient dairy processing capability."*

Speaking about the 2019 results Dairygold Chairman, Mr. John O'Gorman said; "Over the last ten years Dairygold has supported its Milk Suppliers to increase overall milk production by 65% and in the process completely transformed its business into a world class provider of Dairy Ingredients for the international marketplace. The business is financially strong and well invested, ready for Dairygold's next phase of growth and development."

## Dairy Markets

Moderate growth in global milk production combined with modest demand provided a reasonably balanced global market for dairy produce throughout 2019, although the year was not without its own peak and troughs.

As we look forward, the biggest threat to global dairy markets is the impact of the Coronavirus (COVID-19) on supply chains and demand. Meanwhile, the ongoing US/EU trade dispute continues to add a 25% tariff to Irish Cheese and Butter imports into the US.

## Dairy Business

Dairygold is currently concluding a €130 million capital investment programme required to deliver the increased processing capacity, product mix flexibility and commercial opportunity required to manage milk growth forecasts to 2023.

This investment is across three projects: to provide the appropriate infrastructure for the new Jarlsberg Cheese Manufacturing facility in partnership with Norwegian dairy processor, TINE SA in Mogeely (Cork); the redevelopment of Demineralised Whey production at Castlefarm Dairy Processing Complex in Mitchelstown (Cork) which will significantly increase capacity and a new Milk Evaporator and Drier at Dairygold's Nutritionals Campus in Mallow (Cork).

Commenting on the Society's dairy processing capability Mr. Woulfe said; "Over the ten years since 2009, €425 million has been invested by Dairygold and its Partners across our four processing sites. This has delivered three new Milk Powder Factories, a new Cheese Factory in Mogeely and an enhanced Cheddar Factory in Mitchelstown, along with a complete regeneration of Whey Processing. In addition to the increased processing capability, these investments have also delivered advanced technology and efficiency."

## Agri Business

Agri Business, incorporating animal feed, fertiliser and grain, delivered a very satisfactory performance. With no notable weather extremes and good grass growth, there was a marked reduction in concentrate feed demand from the high 2018 level, while fertiliser demand was also reduced due to the excellent grass growth conditions in the spring.

The Agri Business continued its €17 million capital investment programme

## 2019 Financial Year - Key Figures

Key Indicators		Comment
Turnover	€ 1.02 billion	↑ €27.5 million on 2018, representing a 2.8% increase.
EBIDTA	€56.6 million	↑ €8 million on 2018, representing a 16% increase.
Operating Profit	€35.8 million	↑ 6.9 million on 2018, representing a 24% increase.
Net Bank Debt	€157.9 million	↑ €46.6 million. Bank debt to EBITDA ratio of 2.8:1
2019 Investment	€85.0 million	Part of €130 million Phase II Post Quota Primary Processing Investment Programme.
5 Year Capital Cash investment	€225.0 million	Over 5-year period from 2015 – 2019 driven by post quota milk expansion.
Net Asset Value	€373.0 million	↑ €35.1 million, representing a 10% increase.

in 2019 which involved the establishment of a centralised Agri Business Centre at Lombardstown to accommodate all Agri Business functions. It also facilitated the rebuilding of three Co-Op Superstore at New Inn, Mogeely and Ballinhassig.

### Future Expansion

The preliminary results of Dairygold's 2020 - 2025 Milk Planning Census which Milk Suppliers were asked to complete in the early part of 2020 confirm that milk volume growth is expected to continue across the Dairygold catchment area, but it will be more measured and incremental than the growth rates we had in the first wave of post quota expansion.

Speaking about the Census Mr. Woulfe said; *"It is imperative that Dairygold has a clear line of sight on Members' milk production intentions in order to schedule investment decisions appropriately."*

*"The Society is ambitious, but in order to maintain its prudent and modular approach to expansion, future milk volumes must be validated, prior to any further investment. We estimate that it will require circa €12 million of capital investment for every extra one million litres of peak processing capacity."*

*"Also, investment in primary processing ultimately diverts investment away from other value add initiatives. Dairygold will be analysing these issues, including appropriate funding models in order to maintain a sensible approach to future primary processing investment."*

### Brexit

Brexit remains a business concern. As the transition period progresses and the negotiations on the future trading relationship continue, it is critical that the future trade agreement is as close to the existing trading arrangements as possible.



### Sustainability

Dairygold is continuously reviewing its approach to sustainability. The Society has heightened its focus on environmental protection measures at farm and factory level and has established a number of ambitious targets, including:

- Zero waste to landfill from our factories by 2022.
- A commitment to sourcing green electricity from 2020.
- A 40% reduction in farm-based carbon intensity by 2030.
- Carbon neutral at farm level by 2050.

Dairygold will continue to build on the soil health, nutrient planning and watercourse protection programmes already established.

In keeping with its co-operative ethos, the Society will partner with its Suppliers to meet its environmental

targets to strengthen Ireland's reputation as a world leader in grass-fed dairy production.

### Future Strategy

Commenting on the future strategy for the business, Chief Executive Jim Woulfe said; *"Our capital investment programme over the last ten years has prioritised milk growth and processing capacity which has been hugely successful in facilitating unprecedented expansion at farm level to the benefit of our Members."*

*"The prudent investments we have made have established a world class processing base for the business as well as strengthening our research and innovation capability. There is now a strong foundation in place from which to leverage greater product innovation and higher value processing."*

*"Dairygold is now a very well invested business across its Dairy and Agri operations. We can develop our strategic planning to 2025 and beyond, confident in the knowledge that we are building on a very solid business platform, with the assets and capability in place to take full advantage of the growth opportunities that the Dairy and Agri sector will offer going forward."*

## National Sustainable Dairy Assurance Scheme (SDAS)

### COVID-19

Due to the COVID-19 Pandemic and the subsequent Government Restrictions on movement on, Wednesday 18th March, Bord Bia took the decision to suspend all auditing with immediate effect.

The decision was made to postpone audits for 2 months and extend the validity of current suppliers SDAS certifications where applicable for an initial period of 60 days.

Bord Bia stated that they were prioritising the health and welfare of scheme members and auditors while at the same time ensuring that the reputation and integrity of the Quality Assurance Schemes, and the needs of the industry in relation to continuity of certification, are maintained.

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

# Milk Supply

Dairygold milk supply for March 2020 was marginally up on March 2019 milk volumes (+0.13%).

## Dairy Health Certificates for 2021 milk supply

All Milk Suppliers should by now have received their blank Dairy health certificates for 2021 in the post.

As you know, there is a legal requirement to have this certificate completed and signed by your Verterinary Surgeon.

Suppliers find it convenient to have this certificate completed and signed by their vet at the time of the annual herd test.

When completed and signed, please post to: **Milk Advisory Department, Dairygold Co-Op, Clonmel Road, Mitchelstown, Co. Cork.**

## Daily Collection

As per the 2020 Milk Purchasing Terms & Conditions, Milk Suppliers whose bulk tanks have insufficient capacity to hold two days milk, will incur a charge of €100 per collection for each collection over 16 in any month.

In 2020, milk will not be collected from non-refrigerated tanks and drivers have been advised accordingly.

## Milk Statements

**There is a new Carbon Footprint section replacing the Revolving Funds section – (see separate communication on page 3 )**

The Dairygold monthly milk statement has been updated to show each Fixed Milk Price Scheme separately. Suppliers will see an updated page 3 in this month's milk statement that will show the following:

- 1) Monthly litres supplied associated in various voluntary fixed milk price schemes;
- 2) Fixed milk price 3, 4 and 5 base prices;
- 3) Total milk kilos for manufacturing/ Fixed Milk Price 3/Fixed Milk Price 4/ Fixed Milk Price 5;
- 4) A total euro per Kg value for each milk price manufacturing/Fixed Milk Price 3/Fixed Milk Price 4/ Fixed Milk Price 5;
- 5) Details of the term associated with each Fixed Milk Price Scheme and;
- 6) An overall total line by month and year-to-date (YTD) litres/€ per Kg/cent per litre (CPL)/value for each milk price manufacturing/Fixed Milk Price 3/Fixed Milk Price 4/ Fixed Milk Price 5.

## Fixed Milk Price Scheme No. 5

The first payment of the Dairygold Fixed Milk Price Scheme No. 5 will be paid on milk supplied in March 2020.

This will overlap for suppliers who have availed of the Fixed Milk Price Scheme No. 3 and/or Fixed Milk Price Scheme No. 4.

Fixed Milk Price Scheme No. 3 runs until December 2020 and Fixed Milk Price Scheme No. 4 runs until December 2021.

## MILK ADVISOR ON WEEKEND CALL

Arrangements for emergency  
milk issues April - May 2020

25<sup>th</sup>/26<sup>th</sup> April

**Jack Cahill**  
086 262 8290

2<sup>nd</sup>/3<sup>rd</sup>/4<sup>th</sup> May

**Ger Hennessy**  
086 852 0792

9<sup>th</sup>/10<sup>th</sup> May

**Maeve O'Connor**  
086 835 4808

16<sup>th</sup>/17<sup>th</sup> May

**Denis Guiry**  
086 809 8639

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

Monthly  
**€50**  
Voucher  
Winners

**Gerard & Nuala Finneran,**  
Laharn, Carrignavar, Co. Cork.

**Dan & Kieran Curtin,**  
Mount Corbett, Churchtown, Mallow, Co. Cork.

**Andrew & Hannah O'Shaughnessy,**  
Carrignamuck, Coachford, Co. Cork.

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



CO-OP SUPERSTORES REMINDS YOU TO ALWAYS

**THINK SAFETY**

WHEN OPERATING FARM MACHINERY  
OR HANDLING LIVESTOCK



# Managing your farm during COVID-19 *Dr Gráinne Hurley, Teagasc*

Never did we think we would experience a global health pandemic that would cause such disruption to our lives and businesses than COVID-19 is causing. It is vital for our own health and the health of our family, friends and wider community that we practice all guidelines issued from the HSE professional health experts.

Even though agriculture is not as affected compared to other sectors, it is still important that we keep industry moving and protect the food chain. There will be different challenges at farm level and processing level.

Firstly, the health and safety of everybody is crucial. Due to school closures there are a lot of children around on farms and we must be more conscious of safety of children around stock and machinery. For smaller children make sure there is a safe play area fenced off and for older children there must be good supervision around farms at all times. Keep your mobile phones on at all times and charged.

Where we do work with staff on farm we do need to minimize the risk of spreading the virus amongst staff.

Where possible only have one person milking in the parlour. Staff should not travel together in the jeep or tractor and if possible have only one person do all the tractor work to minimize the spread of virus by surface contact. If you only have skeletal staff around just do the bare minimum jobs like milking, calf rearing etc.

If you work on your own ask family members to give you a hand so they can familiarize themselves with the work, so that if you, as the sole worker on the farm gets sick, you have backup.

Prepare Standard Operating Procedures (SOP) for jobs such as how to start and stop the milking parlour and other jobs around the farm. SOPs can be either written or done with a video on your phone and passed on via WhatsApp for example to another member if you get sick. Use white boards in the parlour and clearly write up a list of cows under treatment, dates of treatments and other notes. This makes it easier for anyone to come in and do the milking.

Follow all protocols by Dairygold co-op and lorry drivers entering the

yard. Keep your distance from lorry drivers to keep you and them safe. Provide soap and warm water for lorry drivers, AI technicians, etc. Again with the breeding season starting for most farmers, minimize social contact with the AI technician. Use ICBF Sire Advice to print off your list of bulls for each cow and have it available for the technician or even put up a white board near the crush to have notes for the technician.

When using contractors again minimize contact. Give the contractor a map of the farm and identify fields that the contractor is working in, open gaps for them and talk with them by phone only. Keep your distance from your vet but if you can't during a certain procedure wear PPE.

We are more isolated than normal so ring your neighbours and friends regularly. Teagasc are successfully running discussion groups by phone. Look after your own personal and mental health and ring the GP if you are worried about your health. And finally, we must always remind ourselves that we will recover and move on again from this crisis.

## Hi-Pro ECO LAC Dairy

Within Dairygold, we have always offered the best quality, latest innovation and best value within our product range. We also believe it is our responsibility to be your partner in sustainable farming. With this in mind we have developed the Hi-Pro ECO LAC range.

Hi-Pro ECO LAC is designed around the core values that extend right throughout the Dairygold quality feeds range. It is:

- High in UFL, energy is the first limiting factor in animal nutrition.
- Has a high inclusion of maize meal and digestible fibres, to complement grazed grass, maintaining rumen function and

maximise the levels of milk protein produced.

- Has a good PDI balance to maximise milk production
- Has a high inclusion of trace minerals and vitamins included pro-rata with the calmag
- Contains Agolin, a natural rumen modifier that increases yield.

### Agolin

Agolin is a blend of high quality plant active ingredients that alters the rumen bacterial population to lower methane emission, increase milk yield and improve cow fertility.

**KEY POINT:** Agolin® Ruminant has been certified by the carbon trust to

reduce enteric methane emissions in cattle by 10% per day ( $\pm$  4%) and by 14.4% per litre fat corrected milk.

### How it works:

Energy lost as methane can account for up to 8% of the gross energy you feed your cows. Preventing or lowering this loss makes more of this potential feed energy available for your cows. Your cow can then use this extra energy to:

- produce more milk,
- maintain body condition score,
- go back in calf.

**KEY POINT:** Reduced Methane losses is a positive from an environmental and a production standpoint.

## Results from the Meta-analysis of 20+ animal trials

### Methane:

- 9.6% per/cow per day
- 12.7% per kg of milk
- 13.6% per kg DMI

### Food Conversion Efficiency:

+5.5%



### Fertility:

- Increase Backfat 21%
- Increase Fertility of 9%

### Increased Milk Yield:

4.5%

If you have any queries on Hi-Pro Ecolac please contact our inside Sales Team on 022 31644, your local area sales manager or your branch agri lead.



# Dairygold Agribusiness; We are here for you

- COVID-19 is having a huge impact on the way we live our lives, the way our communities come together and the way we do our business.
- Our members have shown great resilience over previous years when faced with challenging circumstances and this will be no different.
- To all our members we thank you for continuing efforts to supply us with the finest quality produce during these times of uncertainty.
- We continue to manufacture and deliver feed and fertilizer as normal, and our Retail stores are operating a “ Phone and Collect” model. Everyone in our business is focussed on continuing to service all of our customers.
- We would like to thank all our customers for their support to date which is essential to our joint success. Your continued loyalty on all farm



inputs is greatly appreciated and very important to us as we continue work to meet all of our customers’ needs.

- With children at home on the farm at this busy time of the year please ensure we remain safe both from COVID-19 and with machinery and animals around the farm.

For expert advice and support contact your local Area sales manager or our Inside Sales Team on 022 31644. Pick up the phone to us and stay safe. [www.dairygold.ie](http://www.dairygold.ie)

## 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



Measures being taken on farm to reduce risk of COVID-19



Entry/Exit Signs

- Farm signs and notification on entry to dairy and farm.
- Contact phone number on sign.
- Hand sanitiser.
- Bin for disposal of wipes.

*"I have put the COVID-19 recommendations in place to help protect my family, work colleagues and all who may call to the farm. All callers are encouraged to use the number on the notice on the drive to make contact first"*

John Tobin, Kilworth, Co. Cork on the effective and proactive approach he has taken to prevention of COVID-19

Leanfarm - Saving time, effort and money



# HEAT DETECTION ...WE'VE GOT IT COVERED

Flexmark  
Tailpaint  
500ml  
0378440-445

€8.99  
EACH



Flexmark  
Brush On  
Tailpaint 1L  
0378446-51

€18  
EACH



2 for  
€30

Dulux Tail Paint 2.5L  
102184/5

## MooCall HEAT



NOW  
€1500

Scratch E  
Heat Detectors  
25'S  
0376403-5

€39

• Available in a variety of colours



Ankle Strap Plastic  
Pack of 10  
0379476

€23

• Available in a variety of colours



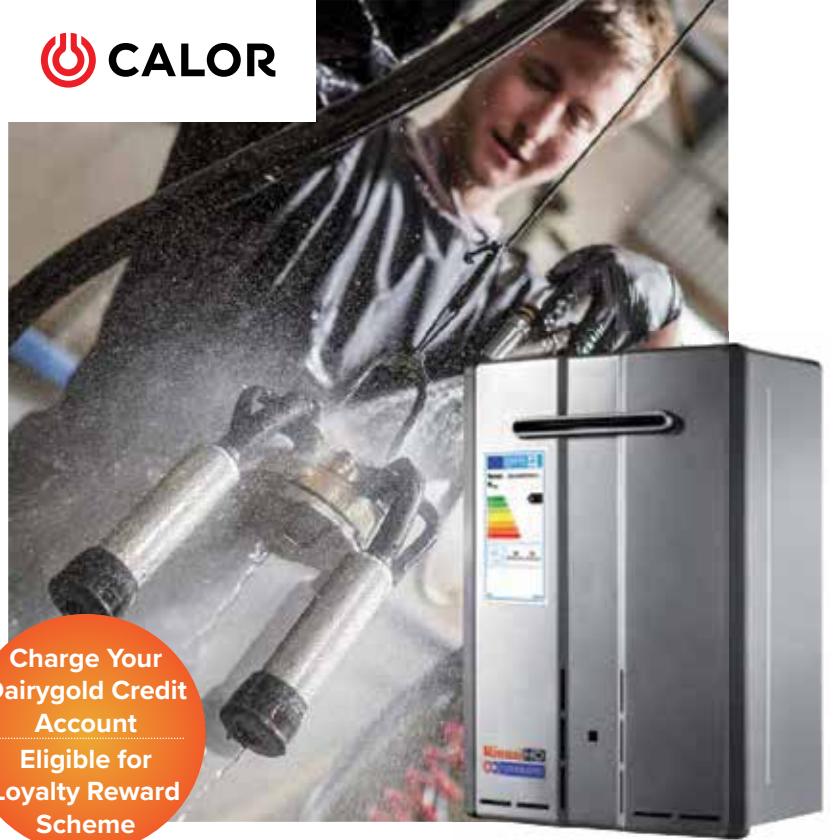
BUY Now Via Our Phone & Collect Service Operating in all of our stores or online @ [www.coopsuperstores.ie](http://www.coopsuperstores.ie) for delivery direct to your farm  
When Availing Of Our Phone & Collect Service – PLEASE REMAIN IN YOUR CAR AT ALL TIMES



# 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:

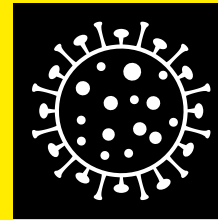
- **FREE** On-Farm Consultation with Calor Gas To Assess The Best Solution For You
- **FREE** Gas with each installation
- **20% OFF** on First Gas Refill
- Exclusive Agri Gas Rate
- **FREE** Water Test & Report
- **FREE** GPS Gas Monitoring Service
- **FREE** Concrete Slab For LPG Bulk Tank

**TO ARRANGE A CONSULTATION WITH CALOR 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)**



# 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.





# PHONE & COLLECT

## FARM SUPPLIES, FUEL & PET FOOD

We're temporarily changing the way we operate our business. To safeguard our dedicated staff and customers from Covid-19 contact, all stores now offer A Phone & Collect Service Only.

1.



**Phone your local store to place your order**

You can charge to your Dairygold Credit Account or Pay by card

**No cash payments at this time**

2.



**We will give you a time slot for collection**

Please give us as much advance notice as possible to allow us to prepare your order

3.



**When you arrive at the store, please follow the signs to the order collection point**

Please remain in your car and confirm your order number

**No need to get out of your car, we'll do the loading for you**

4.



**Our dedicated team are working hard to provide our loyal customers with essentials**

We ask customers to respect that these essentials are Farm Supplies, Fuel & Pet Food ONLY

Ardagh.....(069) 76232	Cappamore .....(061) 381203	Garryspillane..... (062) 53109	Mogeely .....(021) 4667102
Ballinacurra .....(021) 4631201	Carrigaline.....(021) 4372308	Killaloe.....(061) 376152	New Inn.....(052) 7462203
Ballinhassig ..... (021) 4885105	Carrignavar .....(021) 4884107	Killumney .....(021) 4871102	Old Pallas.....(061) 384733
Ballymakeera..... (026) 45025	Cashel .....(062) 61322	Lombardstown .....(022) 47152	Parteen.....(061) 348638
Blarney .....(021) 4385160	Clondrohid .....(026) 41707	Mallow .....(022) 21204	Raheen .....(061) 301299
Bunratty.....(061) 361223	Coachford.....(021) 7334003	Midleton .....(021) 4631906	Rathduff.....(021) 4886104
Buttevant .....(022) 23204	Fermoy .....(025) 31477	Millstreet .....(029) 70300	Terelton .....(026) 46003
Cahir.....(052) 7441209	Firmount.....(021) 7337246	Mitchelstown .....(025) 44417	Tournafulla.....(069) 81003

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

