



Farm News

December 2020

2020 - A year like no other!

Dear Milk Supplier/Member,

The end of the year is fast approaching, in what has been described as “a year like no other”. I write this note to inform you about your business, reflecting on a range of activities and achievements within the Society, despite the prevailing **COVID-19 Pandemic**.

We commenced the year with the detailed **Milk Planning Census**, the outcome of which gives us some certainty in relation to your ambitions as Milk Suppliers. The Census revealed steady milk production growth ambitions of +2.6% CAGR up to 2025. I am pleased to say, that based on the Census data, Dairygold now has the milk capacity in place to deal with that growth rate to 2025 and when we look out to 2030, with some modest capital investment, we have a reasonable line of sight for the decade ahead.

Our **Dairy Ireland** Business successfully concluded the €130m Capital Investment Programme, on time and on budget. The standout achievements were the construction and commissioning of the **N5 Drier**, on the Mallow Nutritionals Campus, the **Demin Whey Processing** plant on the Castlefarm Dairy Complex and the **Mogeely** investment with our partners **Tine SA** for the new **Jarlsberg Cheese Manufacturing facility**. Once again, we experienced record peak week milk deliveries of 44.5 million litres, with record milk solids. Right now, we are on target to assemble and process 1.425 billion litres of milk in 2020, an increase of **2.5%** on prior year, the highest ever intake in the Society's history.

Member support is very much appreciated in terms of milk supply

and Agri trade, but equally in terms of Member Funding. Your Board approved a Member Funding proposal in June, and I am pleased to say the Loan Note Scheme successfully reached its target of €8 million one month ahead of schedule. We look forward to introducing another Loan Note Scheme in 2021.

The **Agri and Retail business** completed its Store Investment Plan, including the integration of certain Stores, whereby the infrastructure and locations are optimised for both service and efficiency. Overall, it has been an excellent year from an Agri Retail Store trading perspective, amid all the challenges presented by COVID-19.

Despite the significant Brexit uncertainty and COVID-19 challenges, our **Overseas Businesses** responded quickly to realign their operations, after they were particularly impacted by the demise of the Food Service sales channel from March.

As we end 2020 and approach 2021, our focus moves away from construction projects and milk capacity matters and shifts initially to an **End to End** review, focussing on the efficiency and optimisation of all processes, following the major Capital programme. In addition, with the recent establishment of our **Health and Nutrition Business** unit, the focus turns to higher margin business activities and opportunities.

A sincere thank you to all Dairygold Stakeholders for their support, flexibility and loyalty this year, all of which enabled the Society to do its



business well, in an unprecedented environment. From a business perspective, I'm pleased to say that we have coped very well with the COVID-19 Pandemic situation. In excess of 350 staff have been working remotely, so for the **Leadership Team**, managing the business via **Microsoft Teams** meetings, it has been different but very successful. With the emergence of reliable vaccines over the next six months, we expect that the Pandemic will be overcome and that it will be confined to history in as short a period of time as possible.

Despite all the challenges that 2020 brought, it has been a rewarding year in so many ways and through the co-operation of all Stakeholders, the business has coped admirably. I am pleased to say the organisation is in good shape at year-end and we look forward to 2021 with optimism.

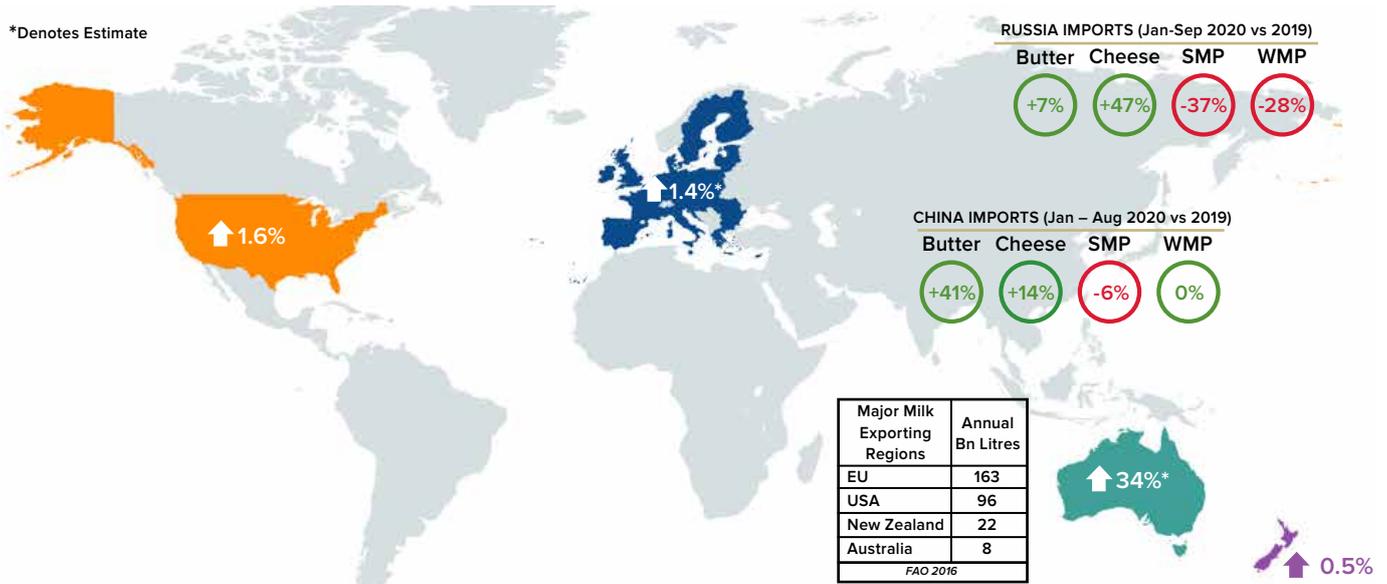
Wishing you and yours every good health and happiness this festive season and stay safe.

Yours sincerely,

Jim Woulfe
Chief Executive

GLOBAL MILK PRODUCTION & TRADE

*Denotes Estimate



SUPPLY SIDE

- **EU** milk production increased in October 2020 compared to the same month in 2019.
- **US** milk production increased in October 2020 compared to 2019.
- **New Zealand** milk production increased in October 2020 versus prior year.
- **Australian** milk production increased in October 2020 compared to the same month in 2019.

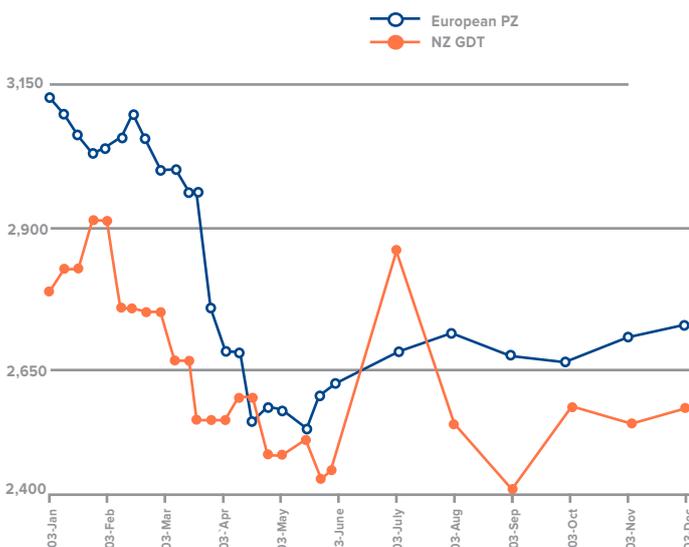
DEMAND SIDE

- In **China**, imports of SMP and WMP are down (-6%). In the **EU** SMP imports are down (-28%).
- In **Japan**, while EU market share increased (+39%), overall cheese imports decreased (-6%) Q1-Q3 2020 compared to the same period in 2019. The **US** also imported less cheese (-11%). In **Russia** (+7%), **South Korea** (+14%) and **China** (14%) cheese imports increased.
- Demand for butter and butteroil strengthened in **China** (+41%), **Russia** (+7%), the **US** (+%) and **Australia** (+13%) but weakened in the **EU** (-42%) and the **Philippines** (-14%).

MARKET OUTLOOK AND PRICING

GDT YTD 2020

YTD 2020
Whole Milk Powder Pricing (EUR)



WHOLE MILK POWDER	SKIM MILK POWDER	BUTTER	MILK FAT	CHEDDAR
-6.1%	-12.2%	-8.3%	-23.4%	-17.3%
€2,659 (01/12/2020)	€2,414 (01/12/2020)	€3,331 (01/12/2020)	€3,575 (01/12/2020)	€3,2064 (01/12/2020)
€2,820 (07/01/2020)	€2,709 (07/01/2020)	€3,606 (07/01/2020)	€4,412 (07/01/2020)	€3,594 (07/01/2020)

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1039 (07/01/2020) 1012 (01/12/2020) -2.7%

Despite an unbalanced supply/demand picture the dairy market has remained relatively stable throughout 2020. COVID-19 changed buying patterns throughout the World this year and will continue to do so as economies emerge from lockdown in 2021. There are several significant uncertainties, in particular the as of now unknown Brexit outcome, however despite this, there has been an uplift in activity in the market in recent weeks. Notably demand for cheddar remains stable globally and has lifted slightly in the UK as a result of stock building pre-Brexit.

€50 Monthly Voucher Winners

Aine Ryan,
Cahernahalla,
Cappawhite,
Tipperary.

Donal O'Sullivan,
Cronody,
Dripsey,
Co. Cork.

Liam Philpott,
Knockancolon,
Kanturk,
Co. Cork.

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

2021 Milk Volume Forecasting begins in December

In December 2020, each Milk Supplier will receive a statement of his/ her previous three years Milk Supply (2018, 2019 and 2020 Year to Date) to help in completing their 2021 milk volume forecast.

Your Milk Volume Forecasts can be completed on the Gateway Member Portal. A sample of the form is shown below.

Milk Volume Forecasting Form

Name: _____
 Address: _____
 Eircode: _____ Mobile number: _____
 Supplier number: _____
 Email address: _____

YOUR FORECASTED MILK DATA 2022 TO 2026
 To ensure that Dairygold's future processing capacity is closely aligned to future Milk Supply it is important that these questions are answered accurately. Your best estimates are essential for accurate investment planning.

Please refer to the Milk Purchasing Terms and Conditions when inputting your forecast in the areas in the table provided below.

For the calendar years 2022 to 2026, can you please give your best estimate of the following volumes?
 A) The number of Dairy cows that you plan to milk?
 B) Future Annual Milk Volume Supply?

Milk Volume Forecast will continue in 2022. It is mandatory for each Milk Supplier to forecast on an annual basis their total annual Milk Supply for the following two years, 2023 and 2024. Future annual Milk Supply Volumes for 2023 to 2026 are for information purposes only.

Year	Number of Dairy Cows you plan to Milk	Annual Supply in Litres
	Forecast Cows	Forecast Litres
2022		
2023		
2024		
2025		
2026		

Signature: _____ Date: _____

Submission deadline date of completed Milk Volume Forecasts is 31st March 2021.

Please post Milk Volume Forecasting forms to:
 Dairygold Co-Op Society Ltd.,
 Milk Advisory Department, Clonmel Road, Mitchelstown, Co. Cork, P67 DD96

Login to Gateway via www.dairygold.ie

URGENT - Dairy Health Certificate Reminder for 2021 milk collection

Each herd that supplies milk must be certified by your vet annually to meet specific animal health requirements as specified by the Department of Agriculture, Food and the Marine (DAFM).

These certificates must be submitted to Dairygold each year. The recommended time to certify your herd is at your Annual Herd Test which enables you and your vet to fully complete and sign the form while inspecting the cows.

1

There will no longer be a requirement to submit a list of animal tag numbers with the completed certificates

2

On Page 1 -
Veterinary Certification of Compliance - the vet must complete the number of animals presented to him as milk yielding animals for certification

3

On Page 3 -
Herdowner Declaration of Compliance - the herdowner must complete the number of animals presented to him as milk yielding animals to the vet for certification.

Please send the completed 2020 Certificate by the 30th of December 2020 to your local Milk Advisor or to:

Milk Advisory Department, Dairygold Co-Op, Clonmel Road, Mitchelstown, Co. Cork.

If you have misplaced your blank Dairy Health Certificate which was sent to you earlier this year, please contact Dairygold Milk Advisory Helpdesk on 1890 200 840.

NOTE: Dairygold will not be in a position to collect milk from your holding from 1st January 2021 unless it has received the fully completed certificate.

MILK ADVISOR ON WEEKEND CALL

Arrangements for emergency milk issues DECEMBER 2020

19th/20th December

William Ryan
086 246 1633

25th December

ALL MILK ADVISORS

26th/27th December

Jack Cahill
086 262 8290

28th/29th December

Maeve O'Connor
086 835 4808

30th/31st December

Denis Guiry
086 809 8639

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

MILK ADVISOR ON WEEKEND CALL

Arrangements for emergency milk issues JANUARY 2021

1st January

William Ryan
086 246 1633

2nd/3rd January

Jack Cahill
086 262 8290

9th/10th January

Ger Hennessy
086 852 0792

16th/17th January

Maeve O'Connor
086 835 4808

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

National Sustainable Dairy Assurance Scheme (SDAS)

SDAS Audit Update

It is noteworthy that the standard certification length from an on-farm audit is 18 months whereas a standard certification length for a remote audit is 12 months

Need to complete the close out of your Bord Bia Audit?

Closing out any issues following your SDAS audit can be completed on the Bord Bia Producer Homepage by taking the following steps.

1. Login to Bord Bia Producer Homepage

(<https://farm.bordbia.ie>)

2. Login using your Herd Number and PIN Code provided by Bord Bia.

3. Complete the audit through the “Close Out” section by uploading relevant photos.

HELP AND ASSISTANCE

- For technical assistance with the remote audit process OR to retrieve your PIN number please phone the Bord Bia Helpdesk on 01-5240410.
- For further information contact the Dairygold Helpdesk on 1890-200-840 or a member of the Milk Advisory Department.

All I want for Christmas...

Dr Gráinne Hurley, Teagasc

As workload has lightened with a lot of cows dried off it's a good time to plan and prepare for the spring ahead. It can be a good idea to discuss with people who worked with you on the farm last spring what worked well and what didn't. How can facilities or work practices be improved that could make next spring's calving period more efficient. Have a chat with any hired labour and any family members that worked on your farm. They may see how something can be done better – its good to get a different perspective from another pair of eyes.

For example maybe properly hanging gates in a calf shed would make cleaning out of the calf house easier. Could you have a better place to store milk replacer and calf nuts – can you store them nearer the calf house. Would investing in a milk trolley be easier rather than drawing buckets of milk across the yard or even look at pumping milk from the dairy down to a calf shed.

Could you install a water heater in the calf shed? Have you an infra-red lamp working and ready or maybe invest in some calf jackets. Every farmer should have a good head lamp to minimize

trips or falls in the dark whilst doing their work. Maybe invest in floor mats in the milking parlour pit which can ease back and knee sores. Small changes in practice or small investments could make a huge difference to getting a job done easier.

I was recently out with the labour management focus monitor farmer Tom O'Connell and I saw two excellent ideas that would save time next spring. For better communication and to avoid antibiotic milk going into the bulk tank with freshly calved cows, Tom uses a simple but clever colour coded idea.

So, for example when cows calve on Monday, Tom puts on a red leg band on the cow in the parlour at the first milking, on Tuesday this may be a green leg band, Wednesday a yellow band etc. Depending on what dry cow tube Tom is using, if milk withdrawal is for five days for example – he knows then that all the red leg bands come off the cows on a Friday and their milk is safe to go into the tank.

Up on his chart all he has written is the days of the week and the colour of the leg bands. No need to write down a whole list of cows. This is very simple

but very effective idea especially if you have a couple of different people milking throughout the spring.

The second time saving idea Tom is using is the Batt-latch. This is an automatic gate opener with a bungee strap that you attach to either post of your paddock entry. You only need one of these small gadgets that you attach to the paddock cows are in and move on with you to next paddock.

You set a time you want your cows to leave the paddock. Once this pre-set time is reached the spring gate i.e. fence wire is released allowing the herd to make its way back to the yard. Some Batt-latches can be opened by ringing a phone number at any time. This is another great labour saving tool as it could save considerable amount of time bringing cows in during the year.

Also in the spring where cows are on/off grazing for 3 or 4 hours and you get distracted for example with a calving in the yard – at least the gap is open in the field and the cows can come back to the yard themselves which will also reduce the risk of poaching at this time of year.



leanform

Ideas of the month

Do you need a Delvo Test Kit? Steps Taken to Prevent Antibiotic Contamination

- Every cow is tested before resuming supply.
- RED ankle band is placed on fresh calvers and RED double band on a treated cow.
- Test the tank while treating cows.
- Fresh in date ampules are ordered every Spring.
- Clip tails and freeze brand at drying off and again when ok for tank post calving.
- Separate housing and paddock for treated cows.

"It is important to keep accurate records and we adopt an approach of 'if in doubt keep it out'...."

Note: Delvo Test Starter Kits are available to purchase online from www.coopsuperstores.ie



"We wouldn't be without the Delvo kit. We have 100% peace of mind with no rushing anywhere with a sample"

*John and Emma O'Connor
Derryclooney, New Inn,
Cashel, Co Tipperary*

Leanfarm - Saving time, effort and money

Dept of Agriculture clarify new regulations for 2021

If your stocking rate is ≥ 170 Kg N/Ha (before exporting slurry) then you are required to do the following from 2021 onwards:

1. A maximum crude protein content of 15% is permissible in concentrate feedstuff fed to grazing livestock on the holding between 1 April and 15 September. This measure is focussed on dairy cows and cattle over two years and does not apply to livestock under two years. Higher levels of crude protein can only be fed if justified and certified by compounder, supplier of feed, nutritionist or agricultural advisor. Receipts of purchase must be kept for 5 years.

2. The liming programme must be put in place which will be 4 years in duration and a minimum 25% of lime must be spread in 2021 (Lime applied prior to 2021 can be included, provided it was spread post soil analysis but the balance of lime must be spread over the 4-year programme commencing 2021). The purchase invoices must be retained as they may be requested to be submitted to DAFM.

3. From 15 April 2021, low emission slurry spreading (LESS) equipment

must be used for the application of slurry on holdings with stocking rates ≥ 170 Kg N/Ha but export slurry to stay out of derogation. Derogation farmers must use LESS from 12 January 2021 onwards. Invoices and records of applications rates and location must be retained as they may be requested to be submitted to DAFM.

4. Where bovine livestock have direct access to water, a fence must be placed at least 1.5m from the top of the riverbank or water's edge (as the case may be) by 1 January 2021. It will be permissible to move livestock across a watercourse to an isolated land parcel where necessary, provided that both sides of the watercourse are fenced (i.e. to prevent bovine access up or down the river). Conacre land must be temporarily fenced when grazed if not already fenced off. If fencing is currently less than 1.5m out from the watercourse, then it must be moved out to that distance. All types of appropriate fencing is acceptable including a stock-proof natural hedge/ditch or wall.

5. Water troughs must be sited more than 20m away from watercourses as identified from the OSi 1:5000 map, from 1 January 2021.

All farmers are required to do the following in 2021 onwards:

6. Water may not be allowed to run directly off a roadway into a watercourse. A watercourse is defined as what is shown as a blue line on a 1:5000 scale OSi map. All roadways must be cambered away from watercourses even if flat and if a new roadway is to be installed parallel to a watercourse, a 1.5m distance out from the watercourse must be put in place with fences on both sides of the road. If a road is already in situ running parallel to a watercourse, it does not need to be moved but an earthen bank must be placed on the watercourse side and a fence installed (if the earthen bank is not stock-proof).



VACCINATION PROGRAMMES AVAILABLE

Vaccination is one of the most cost-effective ways to reduce disease within your herd and it provides optimum protection when carried out correctly.

Expert advice is available to you from your local Co-Op Animal Health Ltd (CAHL) Representative. They will tailor a vaccination plan specific to your herd.

Enquire at your local Co-Op Superstores today



www.coopsuperstores.ie



CalfCare Virtual Week

18-21 January 2021

AHI and Teagasc are working together in January to run their annual series of CalfCare events. This time we are going virtual and covering a wider range of topics relating to calf health. **CalfCare Virtual Week** runs from Monday January 18th and comprises of a combination of webinars, videos, podcasts and supporting newspaper articles. More details and links to the webinars and podcasts will be available in January.

LIVE MON 18 JAN

TODAY'S TOPICS

A focus on calf housing and preparing for the calving season. Questions answered by a panel of speakers from AHI and Teagasc experienced in the area of calf health in a live webinar at 7.30pm

TUE 19 JAN

TODAY'S TOPICS

Video clips and podcast on the 1,2,3 of colostrum management, colostrum quality and managing Johne's disease at calving

LIVE WED 20 JAN

TODAY'S TOPICS

Vaccination of the pregnant cow and common diseases of the young calf. Questions answered by a panel of speakers from AHI and Teagasc experienced in the area of calf health in a live webinar at 7.30pm

THUR 21 JAN

TODAY'S TOPICS

Video clips and podcast on the guidelines for calf feeding - milk and concentrate feed into the diet of the young calf

VIDEOS WILL BE RELEASED EACH DAY THROUGH SOCIAL MEDIA AND ON THE AHI AND TEAGASC WEBSITES

This series of CalfCare events is being run with the help and support of:



AnimalHealthIreland.ie | Teagasc.ie

Gateway

Dairygold's improved portal

Paperless Option
Coming in 2021



Access via Gateway Login on www.dairygold.ie

Our aim is to continue to develop and enhance Gateway in line with the changing needs of our Members and Customers.

USERS:

- ▶ For initial set-up, please email your Account Number (7 digits), along with the Name on your account and Mobile Contact Number to gateway@dairygold.ie

Or contact Dairygold's Milk Advisory Department on 1890 200 840.



Opt in option to go paperless with your milk and trading statements on Gateway coming in 2021. For enquiries contact your Milk Advisor or Area Sales Manager.

- ▶ Additional Milk data
- ▶ Milk Dashboard
- ▶ Milk Supply % Estimator
- ▶ Downloadable PDF Nitrates Report
- ▶ Downloadable Forms, Publications and Documents

For more information email: gateway@dairygold.ie