



Milk Purchasing Terms & Conditions

2011

Dairygold Food Ingredients is an International Food Company committed to the production and marketing of quality, safe and traceable food products.

We are committed to meeting the high standards that are continually being set by our valued customers and with the help and co-operation of you, our milk suppliers, we will continue to meet the standards being set in the market place.

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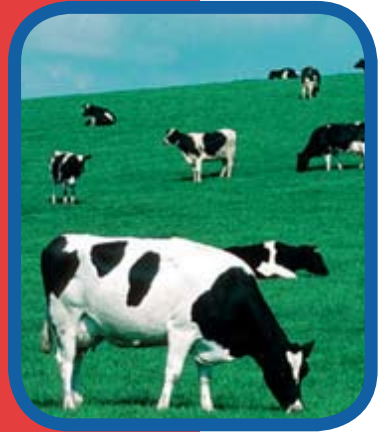
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— REQUIREMENTS OF EU REGULATION 852 AND 853 OF 2004 —

1.1 RAW MILK PRODUCTION AND DAIRY HYGIENE REQUIREMENTS.

Raw milk must be produced from healthy cows and can only be collected from holdings or premises which comply with EU Regulations 852 and 853 of 2004, under conditions which are animal welfare friendly. Milking premises, i.e. dairy and milking parlour, must be maintained in a clean and tidy manner and will be subject to on the spot inspection by Dairygold Milk Assembly staff. Where necessary, suppliers will be alerted to problem areas and will be asked to carry out remedial action within an agreed time frame. Continued milk collection will not be guaranteed where premises do not conform to the requirements of EU Regulations 852 and 853 of 2004 or which are deemed unhygienic or unsafe.

As the onus is on the dairy processor to ensure its suppliers are in compliance with EU Regulations 852 and 853 of 2004, Dairygold will implement random milk production audits to verify continued compliance. These audits will focus on such aspects as:

- | | |
|---|--|
| 1. Dairy hygiene standards | 4. Animal feedstuffs |
| 2. Milking practices | 5. Environmental issues - practices |
| 3. Animal health, welfare and veterinary issues | 6. Dairy detergents and agri-chemicals |

These audits will be carried out by the Milk Assembly staff in a helpful but professional capacity to ensure that suppliers are not put to undue hardship while at the same time assuring customers and regulatory authorities that our product range is being produced to the highest quality and safety standards and under good agricultural practices. Dairygold reserves the right to facilitate supplier audit requests from its customer base. Such audits will also focus on the above listed areas.

Raw milk must be free from taints or odours. Adulteration of milk by any method is strictly prohibited. Milk is randomly checked to detect the presence of foreign materials. Any abnormal results or suspect practices which may affect product safety must be notified by Dairygold to the Department of Agriculture, Fisheries and Food. Caution should be exercised not to feed products or use chemicals which may give rise to taint in milk. Dairy cows should only be treated with suitable veterinary medicines. Where a product is used for lactating cows it is essential that the correct withdrawal period is strictly adhered to prior to the recommencement of milk supply to the Society. **The Department of Agriculture has advised us to highlight to milk suppliers that products containing clorsulon, closantel nitroxynil, rafoxanide and triclabendazole should not be administered to dairy cows or to in-calf heifers.** All chemicals/detergents used for washing and sterilisation of milking and storage equipment should be of food grade standard, labelled accordingly, secured from reputable sources and used in accordance with manufacturers instructions. It is Dairygold's policy not to process milk from cloned animals.

All feed stuffs used in milk production must be from a quality assured traceable source and be stored in a safe manner to prevent contamination.

1.2 EU MILK QUALITY REJECTION STANDARDS

The following are the EU Milk Quality Rejection Standards. These minimum standards are not acceptable from a Dairygold commercial point of view, as we strive for far higher quality standards, which the market demands.

- **TBC – Total Bacterial Count must not exceed 100,000 per ml – geometric average over two months with at least two tests per month.**
- **SCC – Somatic Cell Count - must not exceed 400,000 per ml – geometric average over three months with at least one test per month.**
- **Temperature must not exceed 6°C at the point of collection.**
- **Antibiotics and Pesticide residues must be absent in milk at point of collection.**
- **Dairygold is obliged to randomly sample a percentage of the suppliers for antibiotics and pesticide residues across the year. Any positive results must be notified to the Department of Agriculture, Fisheries and Food.**
- **Milk must be traceable to the farm of production.**
- **Suppliers must ensure that water from private wells used in the washing of milking equipment is tested at least once per year.**

1.3 ANIMAL HEALTH

Suppliers must submit an animal health certificate to their local milk advisor (or Milk Information Desk, Clonmel Rd., Mitchelstown) prior to resuming milk supply. Forms are available from the local milk advisor and must be signed by both the supplier and the veterinary surgeon. The animal health certificate is an annual requirement and should be presented by 31st December each year, to prevent delays in resuming milk supply. Milk suppliers are reminded that there is a legal obligation on them to notify Dairygold in the event of positive Tuberculosis or Brucellosis reactors being identified in dairy animals on the farm. Milk suppliers are also reminded that milk from Tuberculosis or Brucellosis reactors must be withheld from the human food chain by excluding it from milk collection and only milk from healthy animals can enter the food chain.

If a supplier becomes aware of a suspect or confirmed BSE case on his/her farm he/she has to inform Dairygold immediately. This information should be sent in written confidential form and contain all facts about date of outbreak, location of affected farm, statement from the DVO and full traceability of the milk and affected animals.

Dairygold reserves the right to test milk for the presence of a number of diseases in each suppliers milk supply.

In 2011, Dairygold in conjunction with Munster AI will operate a herd health scheme. All suppliers are encouraged to participate in the herd health scheme, as administered by Munster AI. For further details, please contact Munster AI on 022 43228 or your local milk advisor.

DAIRYGOLD QUALITY/HYGIENE MILK STANDARDS

2.1 QUALITY OVERVIEW

The true measure of milk quality is a raw material that meets the premium standard across all of the critical parameters i.e. total bacteria count, somatic cell count, thermophilic bacteria, temperature, lactose, sediment and is free of inhibitors and adulteration of any kind.

We will continue to supplement our existing payment with a quality score card and bonus system. The quality score card will be the basis for a monthly bonus payment. The score card will also be the basis for a Mishap Clause.

2.2 TBC – TOTAL BACTERIAL COUNT

The following are the details of the Society's Milk Quality Grading Scheme which apply from January 1st 2011 until December 31st 2011.

Grade	Standard total bacterial count per ml	Penalties per litre, per test on month's milk*	Score card points based on monthly average TBC
Premium	0 - 30,000	Zero cent	10
Grade 1	30,001 - 50,000	Zero cent	5
Grade 2	50,001 - 75,000	-0.25 cent	0
Grade 3	75,001 - 100,000	-0.70 cent	-5
Grade 4	100,001 - 150,000	-2.00 cent	-10
Grade 5	150,001 and greater	-6.00 cent	-20

No penalties will apply to TBCs of less than 75,001 in the months of January, February, November and December. Penalties as shown above will apply to the milk supplied in excess of 75,000 TBC in those months. However, the score card point system remains in place for a full 12 months. The quality standard for milk qualifying for the seasonal incentive scheme will be less than 75,001 TBC.

***TBC-1:** Where a first TBC failure occurs within a rolling 12 month period no penalty will apply from either a financial or balanced quality score card point of view. However, the result will be retained on the Dairygold system and you will be notified accordingly.

TBC-2: Taking account of TBC -1 above if applicable, the next TBC count of greater than 150,000 within the calendar year will incur a 2 cent per litre penalty (reduced from 6 cent per litre) and a score of -20 points will apply.

All subsequent TBC counts of 150,000 or greater within the calendar year will incur the 6 cent per litre, per test per month rate.

Individual results will be used to calculate the Geometric Mean required by EU Regulation 853 of 2004.

2.2-1 Test Period and Grading Procedure

The test period will be the calendar month. The Society, in any month, reserves the right to carry out as many quality tests on a supplier's milk as it deems necessary. Quality for payment purposes will be determined from the results of the last two samples tested for quality in any month, provided however, that any quality test carried out, without notification being sent to a supplier of an immediately preceding quality test failed, will not be used for payment purposes.

If in any month, the supply of milk does not allow for a second sample to be tested for quality purposes, then the result of the single sample tested will determine the grade for the month.

2.2-2 Notification of Suppliers

Milk suppliers will be notified on all TBC results by the SMS text system (at zero charge) where applicable, and milk suppliers not on the SMS system will be informed by post (at a charge of €100 per year) as soon as possible of all TBC results greater than 30,000 per ml.

2.2-3 Rejections and Suspensions

Inferior quality milk, as determined by tests carried out by the Society, will be rejected at collection. Should a supplier suspect that his/her milk might not be suitable for collection, for any reason, they should immediately contact the local milk advisor on call.

Any supplier found to have a milk supply with TBCs of greater than 200,000 will be subjected to tighter surveillance. If the limit is exceeded on two consecutive occasions, the supplier will be immediately suspended from milk collection. Milk collection will resume when the Society is satisfied that the milk supply from then on will comply with the required standards. Should there be a reoccurrence of two consecutive tests greater than 200,000 in the year the supplier concerned will be suspended indefinitely.

NOTE: See section 2.12 detailing the quality parameters relating to the Winter Milk Scheme.

2.3 THERMODURIC BACTERIA

Thermophilic bacteria include many species of micro organisms, namely, Bacillus, Lactobacilli, Streptococcus and Micrococcus. These species survive heat treatment and produce off flavours which adversely affect product quality. Hence, the presence of thermophilic bacteria in milk has very serious implications for some milk products manufactured by Dairygold. Their presence is influenced by the hygienic standard of milking and cooling equipment. Thermophilic counts in excess of 500 per ml, indicate deteriorating hygiene standards in the milking and cooling equipment.

2.3-1 Penalty

Deductions for counts greater than 1,000/ml will apply as outlined in the table below, which is based on the average of the last two test results each month. If, for any reason, a second sample has not been tested during the month, a supplier will receive the benefit of a zero count/result, for that second test.

Grade	Thermophilic count per ml	Penalties per litre, on month's milk, based on average monthly result	Score card points based on monthly average
Premium	Less than 500	Zero cent	10
Grade 1	501 - 1,000	Zero cent	5
Grade 2	1,001 - 1,500	-0.1 cent	0
Grade 3	1,501 - 3,000	-0.2 cent	-5
Grade 4	3,001 - 5,000	-0.5 cent	-10
Grade 5	5,001 and greater	-1.0 cent	-20

2.4 SEDIMENT

Milk should be free from physical particles or sediment. Cows' udders and teats must be cleaned at milking time and dried with a clean paper towel. All milk must be filtered through an approved filter sock pre the bulk tank stage. Where disposable milk socks are used, a new sock should be used for each milking.

Checks for sediment will be carried out at least once per month on all suppliers. A supplier's first incidence of disc 'C' or worse within the calendar year will incur a warning only. Subsequent tests showing disc 'C' or worse will incur a penalty as outlined in the table below. The Society reserves the right not to collect milk from persistent offenders.

Grade	Sediment result	Penalties per litre, per test, on month's milk	Score card points based on worst test
Premium	Disc A & B	Zero cent	5
Sub Standard	Disc C	-1.0 cent	-10
Sub Standard	Disc D	-1.0 cent	-20

2.5 SOMATIC CELL COUNT (SCC)

Grade	Somatic cell count per ml	Penalties per litre, on month's milk, based on average monthly result	Score card points based on average SCC
Premium	Less than 200,000	Zero cent	20
Grade 1	200,001 - 300,000	Zero cent	15
Grade 2	300,001 - 400,000	Zero cent	10
Grade 3	400,001 - 450,000	-0.25 cent	0
Grade 4	450,001 - 500,000	-0.5 cent	-5
Grade 5	500,001 - 600,000	-2.0 cent	-10
Grade 6	600,001 plus	-4.0 cent	-20

All suppliers are encouraged to participate in either the full Milk Recording Scheme or the "SCC ONLY" scheme as administered by Munster AI in 2011. For details contact Munster AI on 022 43228 or your local milk advisor.

2.5-1 Test Period

The test period will be the calendar month. There may be a number of tests carried out each month for SCC. The average of these results will be used for payment purposes. The individual results will be used to calculate the Geometric mean required by EU Regulations 852 and 853 of 2004.

2.5-2 Notification of Suppliers

Milk suppliers will be notified of all SCC results by the SMS text system (at zero charge) where applicable and milk suppliers not on the SMS system will be informed by post (at a charge of €100 per year) as soon as possible of all SCC results greater than 300,000.

2.6 MILK TEMPERATURE

Bulk milk should be cooled and stored at 4°C within three hours from the start of milking. Holding milk at a high temperature has a serious negative effect on quality. Where suppliers are considering investment in bulk tank replacement, it is strongly advised that pre-cooling equipment should be installed.

Monitoring of milk temperature will continue in 2011. Where inadequate cooling of milk is apparent, that supplier will be notified. A penalty of 0.6 cents per litre will apply to supply which is persistently greater than 6°C, giving consideration to the time of collection and having reviewed the circumstances with the supplier involved. If the supplier fails to take corrective action then milk collection may be suspended. Milk will not be collected from non-refrigerated tanks and drivers have been advised accordingly.

2.7 LACTOSE PERCENTAGE IN MILK

The quality of milk supplies in autumn/winter months is crucial for the range of sensitive products manufactured during this period. Late lactation milk supplies with low lactose levels cause serious problems in product quality, flavour and stability. Milk with a lactose content of less than 4.2% is unsuitable for processing.

Penalties for % lactose will apply, as per the table below.

Grade	Lactose %	Penalties per litre, on month's milk, based on average monthly result	Score card points based on average
Premium	Greater than 4.450%	Zero cent	10
Grade 1	4.301% - 4.450%	Zero cent	5
Grade 2	4.201% - 4.300%	Zero cent	0
Grade 3	4.101% - 4.200%	- 2.5 cent	-5
Grade 4	4.001% - 4.100%	- 5.0 cent	-10
Grade 5	Less than 4.000%	-10.0 cent	-20

In the months of October, November and December 10 points will be awarded for monthly average lactose of 4.301% and greater. Where two tests in succession are less than 4% lactose, collection will be suspended.

2.8 COLOSTRUM/BIESTINGS

Under no circumstances should colostrum be included in the milk supply. It is essential for milk suppliers to ensure that the first eight milkings (four days) after cows calving are not added to the milk supply.

2.9 EXCESS WATER

Where milk is found to contain excess water, the following procedures will apply for 2011.

- (i) If one test in the year contains excess water, the supplier's milk payment for that day will be reduced by the percentage of excess water found.
- (ii) When a second or subsequent test in the year is found to contain excess water, the supplier's milk payment for the month concerned will be reduced by the highest percentage of excess water found in his/her milk in that month and a penalty of 5 cent per litre will apply to the month's milk supply.

Any supplier who persists in supplying milk containing excess water will be suspended for such period of time as shall be determined by Society Management.

2.10 ANTIBIOTICS/INHIBITORS and PESTICIDES

Milk containing antibiotics/inhibitors cannot enter the food chain. It is prohibited for a milk supplier to supply such milk.

All tanker loads are tested for the presence of such substances prior to the milk being off-loaded. If the load is found to contain antibiotic/inhibitor residues the contaminated tanker or part tanker is disposed of in accordance with relevant legislation and the supplier(s) who caused this milk to be of such quality will be levied with:

- (i) - The value of the disposal of load/compartments at monthly average price.
- (ii) - The transport charge to the disposal site.
- (iii) - The disposal cost.

It is imperative that the supplier's insurance policy covers product liability.

In addition, random testing of individual supplies will be carried out throughout the year. The following penalties will apply where a supplier's milk supply shows a positive result as determined by the Delvo SP-NT Method (whether tested randomly or resulting from a positive truck result). The Delvo SP-NT Method is the definitive test method for inhibitory substances in milk declared by Dairygold to the Department of Agriculture. It is also the declared test to Dairygold's portfolio of customers, who specify that all finished products supplied to them must be declared negative by the Delvo antibiotic test method.

All penalties are levied based solely on the results of this test. Suppliers are requested to adhere to withdrawal guidelines. Therapy/treatment withdrawal times are based on EU limits, while the Delvo SP-NT Method may have more sensitive limits for some families of antibiotics. Hence, suppliers are advised to test individual cows' milk supply following treatments/therapies, in advance of adding it to the bulk supply, to prevent antibiotic penalties. **It is the milk supplier's responsibility to ensure that his/her milk supply is free from antibiotics/inhibitors.**

Inhibitor / Antibiotic	Penalty per litre on month's milk
1st failure in calendar year	5 cent
2nd failure in calendar year	50% of the Dairygold declared milk price for that month
3rd or Subsequent failures in calendar year	Penalty as per 2nd failure plus possible suspension

Any supplier who has an inhibitor positive result incurs – 50 penalty points for that month.

Should a milk supplier suspect that his/her milk might contain inhibitors/residues, he/she should immediately contact the local milk advisor (on call) to arrange for a sample of that milk to be tested by the Society. Should this test be negative, then the milk will be collected in the normal manner. However, should the test be positive, the milk advisor will reject this milk as unsuitable for collection and the supplier in question will be compensated at the rate of 50% of the value for the rejected quantity of milk (no more than two occasions in a calendar year).

When a milk supplier **does not inform** the Society that his/her milk may contain inhibitors/residues and where subsequently, through the routine testing system, such milk is found to contain inhibitors/residues, the penalties as outlined above will apply. Where a milk supplier is unsure of the offending substance, s/he can request the society to send the sample for further analysis to establish the exact compound involved. Any supplier in the winter milk scheme, who has an inhibitor positive result will not qualify for winter bonus payment in that month.

Under Regulation 21 of the Control of Animal Remedies and their Residues Regulations, milk collection cannot resume from a supplier until Dairygold is satisfied that the next collection is antibiotic/inhibitor free. Subsequent to a positive test result, the supplier must be tested for a period of 30 days after the positive result.

In the event of a second positive result during the 30 day period, the supplier cannot resume supplying until tested negative and testing must continue for a further 30 days. In the event of a third positive test result, Dairygold can delist the supplier. For both pesticides and antibiotics, positive results are notified to the Department of Agriculture, Fisheries and Food.

Under legislation the Society is required to test a percentage of its suppliers annually for pesticide residues. In the event that a supplier is found positive under the testing programme milk will not be accepted from the supplier until a clear test is obtained.

2.11 MISHAP CLAUSE

Any supplier who scores an annual weighted average score of 45 points or greater will have all penalties (other than inhibitor deductions) refunded.

2.12 QUALIFICATIONS FOR WINTER MILK INCENTIVE SCHEME

The quality standards for milk qualifying for the winter incentive scheme are:

Parameter	Limit
TBC	Less than 75,001 per ml
% lactose	4.50% or greater
Inhibitors	Negative

2.13 QUALITY BONUS

Based on the points already outlined in the individual parameters, each supplier will be allocated a monthly score. The maximum score achievable in any month is 55 points as follows;

No	Parameter	Points allocation
2.2	TBC	Maximum of 10 points
2.3	Thermoduric	Maximum of 10 points
2.4	Sediment	Maximum of 5 points
2.5	SCC	Maximum of 20 points
2.7	Lactose	Maximum of 10 points
2.10	Inhibitors	50 negative points for failure

2011 Monthly Bonus	55 Points = 0.40 cent/litre
	50 Points = 0.40 cent/litre
	45 Points = 0.20 cent/litre
	40 Points = 0.10 cent/litre

2.14 MILK QUALITY AWARDS

An annual Milk Quality Awards Scheme is organised by Dairygold with regional and overall Society winners declared based on quality score card points / compositional results achieved, plus an inspection of farm standards, practices and facilities.

A+B-c PAYMENT MECHANISM

3.1 A+B-c Payment Mechanism

The milk payment mechanism is a 'multiple component pricing system' (known as A+B-c). The objective of this system is to encourage the production and supply of milk with higher solids content.

TEST AND COLLECTION GUIDELINES

4.1 TEST FREQUENCY

Where the supply pattern permits, milk will be tested at least eight times per month for butterfat, protein, lactose and SCC.

4.2 BUTTERFAT % AND PROTEIN % APPEALS SYSTEM

An appeal system for butterfat and protein has been put in place, whereby Dairy Products Research Centre, Moorepark, will independently test sealed split samples. Details of the appeals system can be obtained from your milk advisor.

4.3 MILK COLLECTION – MINIMUM QUANTITIES

For quality and economic reasons the minimum collection volume in the winter period will be 227 litres (50 gallons) over three days.

4.4 DAILY COLLECTION – EXTRA COLLECTION CHARGE

For those suppliers whose bulk tanks have insufficient capacity to hold two days milk a charge of €100 per collection for each collection over 16 in any month will apply. Suppliers must provide safe suitable access appropriate to the tanker size used in that area for milk collection vehicles at all times. Failure to respond to milk advisory requests in this respect may lead to non collection.

4.5 RECOMMENCEMENT OF MILK COLLECTION

Suppliers must give at minimum, two days notice to the Milk Transport Department in Mitchelstown of their intention to resume milk after the dry period.

Under no circumstances should any of the milk at first collection be more than four days old.

4.6 TCM (Trichloromethane)

TCM content in dairy products especially butter is now a very critical issue. TCM content is influenced by cleaning and disinfection wash routines which use detergents containing chlorine.

If chlorine based detergents are used the following routine should be followed:

- (A) Ensure sufficient pre-rinsing is carried out to remove all traces of milk.
- (B) Use only the recommended volume of cleaning and disinfection solution.
- (C) Storage and re-use of disinfection solution should not be practised.
- (D) Adequate post-rinsing must be practised to ensure all traces of cleansing and disinfection solution are removed from the milking plant.

Dairygold will carry out random tests for the presence of TCM in milk and milk products during 2011.

4.7 ILLEGAL SUBSTANCES

Where a milk supplier is convicted of a criminal offence for the possession or use of illegal substances even if not directly related to milk, Dairygold reserves the right to suspend milk collection for as long as it deems necessary to ensure that the milk being produced meets its overall quality standards.

The use of meat and bone meal is illegal. Fish meal is banned from ruminant feed. Meat and bone meal, fish meal, pig feed and poultry feed must not be fed to Bovine animals. Medicated feed must not be fed to milking cows. Dairy cows should be fed a balanced diet.

4.8 ILLEGAL PRACTICES

Under Milk Quota rules (regulation 1234 of 2007 and SI 227 of 2008) it is an offence for a milk supplier to supply or offer to supply milk which has not been produced on a holding operated by that supplier. Therefore, transfer of milk between suppliers is totally illegal and should not be contemplated.

4.9 RUSSIAN FEDERATION LEGAL REQUIREMENTS

It is Dairygold policy to process milk which complies with Russian Federation Legal Requirements.

MASTITIS CONTROL PROGRAM

5.1 Mastitis Control Program

Dairygold has a Mastitis Control Program (MCP) in place. The primary objective of the program is the prevention and treatment of clinical and sub-clinical bovine mastitis in a manner designed to minimise the use of antibiotic treatments.

The key elements of the MCP are: bulk tank SCC reductions, individual cow SCC reductions, teat dipping, sensitivity analysis and the use of dry cow therapy.

The EU Communities Animal Remedies (no.2) Regulation (SI no. 786-2007) came into effect on the 1st of January 2008.

Please note that the purchase of intramammaries is now by prescription only

- Prescriptions must detail the products required and can be valid for 12 months from date of issue. Farmers must produce the prescription each time they want to purchase an intramammary product.

- Dairygold is now able to dispense intramammary products to farmers on the basis of a valid prescription which must be obtained from a veterinary surgeon.
- Dairygold has a consultant veterinary service available which can provide a prescription service to those milk suppliers who participate in the Mastitis Control Programme.
- Dairygold Agri Stores has a programme in place to record the prescription details and allow milk suppliers to purchase intramammary products on the production of a valid prescription.
- For any further information regarding the MCP please contact your area manager, your nearest Co-op retail store or your local milk advisor.

Dairygold encourages all its suppliers to participate in the Mastitis Control Programme

DAIRYGOLD MILK ADVISORY SERVICE

6.1 Dairygold Milk Advisory Service

Dairygold's milk advisory service is available to all suppliers, to help meet the quality parameters outlined within this booklet. Please refer to the "Milk Quality Handbook" issued by Teagasc (please contact your milk advisor if you need a copy of same). **For all milk related queries and weekend contact numbers please contact the helpdesk on 1890 200840. At all other times contact your milk advisor (telephone numbers are in the society newsletter each month and on www.dairygold.ie).**