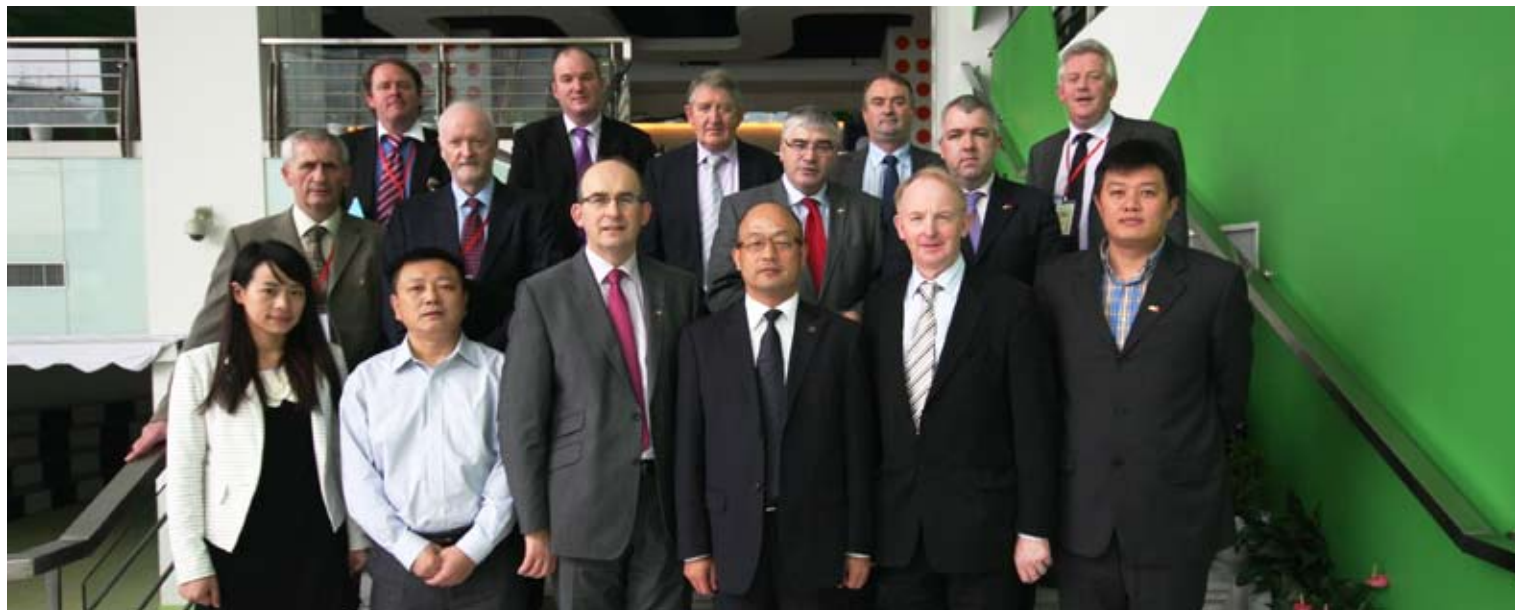




Farm News

November 2011 Milk Suppliers' Edition



Pictured with the Board of Dairygold Co-Op at Beingmate Headquarters in Hangzhou China were from left: Back Row; Kieran Evans (Commercial Manager, Dairygold), Donal Buckley, John Malone, Bertie O'Leary and Eamonn Looney, (Secretary, Dairygold). Middle Row; John McKeogh, Flor Riordan, Pat O'Keeffe and James Lynch. Front; Zoe Zhang (Beingmate), Steven Liu (Beingmate), Jim Woulfe (CEO Dairygold), Daniel Zhu (Chairman, Beingmate) Vincent Buckley (Chairman Dairygold) and Mr Wang (Beijing Milky Way Trading Corporation).

Dairygold Board Trade mission to China

The Board of Dairygold has just returned from a ten-day trade mission to China where the Directors had the opportunity to oversee the development of the Co-op's dairy ingredients business in the country. This year Dairygold became the leading supplier to the Chinese market of demineralised whey, a key ingredient of infant formula.

Dairygold began trading with China ten years ago in 2001. Over the intervening period sales have grown considerably involving - Demineralised Whey Powders, Whey Protein Concentrates (WPC's) and Specialised Milk Powders, which are mostly used in Infant formula products.

Dairygold Chief Executive Jim Woulfe confirmed; "Dairygold's main focus within China is the infant milk formula sector, the scale and growth potential of which is enormous."

"The market, valued at \$1.5 billion and with 16 million babies born each year, (expected to peak in 2019) is showing average compound growth over the last six years of 14% per annum. Surprisingly given the average income, infant milk formula actually costs more in the Chinese supermarket than the equivalent does in the Irish supermarket. The visit was an important step in building and expanding on current corporate relationships between the Co-op and its Chinese partners and to explore further opportunities for Dairygold in the Chinese market."

Dairygold has cultivated strong links with key players in the Chinese Infant Milk Formula sector at both a commercial and technical level. The Co-op operates in partnership with a local trading agent the Beijing based Milky Way Corporation, which has excellent expertise in the food sector in China.

Through its local agent, Dairygold can facilitate efficient importation of product and continuous commercial and technical support to customers.

Mr Woulfe explained; "The Chinese market is growing at a phenomenal rate and the population shift to the cities where disposable income is running at up to three and a half times the rural equivalent. More importantly, it is estimated that per capita dairy produce consumption increases from 3kg per person in rural areas up to 26kg per annum in the cities with even higher figures in the tier one cities such as Shanghai, Beijing, Guangzhou and Chengdu."

The Board was invited guests at a special dinner hosted at the Great Hall of the People in Tiananmen Square hosted by the China Dairy Association.

John J Myers, a reflection

John J Myers, who passed away last week in his 94th year, was the chief executive of Ballyclough Co-operative Creamery from 1971 to 1983. A native of Glenroe, Co. Limerick, he qualified with a diploma in Dairy Science in UCC in 1938 and in the following year joined Ballyclough Cooperative serving as branch manager in Carrignavar and subsequently in Doneraile, before moving to the central creamery in Mallow in 1942.

In 1947, he became an assistant manager working under Ballyclough's long time general manager PJ Power. On Mr Power's death, in 1971 John became chief executive and secretary. John had an excellent and close working relationship with Ballyclough's committee of management under its then Chairman John O'Leary and its Vice Chairman, the late Billy Nagle.

He built strategic alliances for Ballyclough with its joint venture partners; Rowntrees; Cow & Gate and Borden and also with the Irish Dairy Board, of which he became a director in 1971 and later its Vice Chairman. Between 1967 and 1975 John was party to the rapid growth of the Society involving the amalgamation of 16 other dairy co-operatives with Ballyclough.



A recent picture of the late John Myers.

This also included the purchase of the Coachford and Terelton branches of the State-owned Dairy Disposal Company in 1972. One of his last major projects was the erection of the new milk powder plant at Macroom in 1979 which today is being upgraded by Danone with whom Dairygold has important supply contracts.

John retired as chief executive in 1983, but continued to maintain his interest in the dairy industry and farmed up until quite recently. John was predeceased by his wife Peg (nee Tierney) and is survived by his sons Patrick, Sean, Kevin and his daughter Maura. May he rest in peace.

Milk Supply

Dairygold milk supply for October 2011 was 17% down on the figure for October 2010.

The Dairygold milk quota position at the end of October is 5.8% OVER QUOTA.

The National milk quota position at the end of September was 2.42% OVER QUOTA.

MILK QUOTA NATIONAL RESERVE SCHEME - ANIMAL DISEASE FEXI-MILK

Application forms are now available from the Milk Quota Dept., Dairygold for the above scheme. The Milk Quota Appeals Tribunal will consider applications for temporary allocations of milk quota to producers whose herds are/were restricted in the 2011/2012 milk quota year because of an outbreak of animal disease.

The closing date for applications under this scheme is Friday 9th December 2011 except in the case of producers who become restricted after that deadline. Such producers should submit their applications within one month of becoming restricted.

The amount of quota available under the scheme will be less than the total additional production by restricted producers. Quota allocated under this scheme will be available to producers for the 2011/2012 .

**Monthly
€50 Voucher
Winners**

**William Fogarty,
Kilphelan,
Mitchelstown,
Co. Cork**

**Roger Casey,
Kilglass
Anglesboro,
Kilmallock,
Co. Limerick**

**Sean Crosse,
Granstown,
Golden,
Co. Tipperary**

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or pay by milk or grain offset
and you could be a lucky winner**

**€100
Voucher
Winner**

**Congratulations also to
Mr Michael Beausang, Ballymacoda, Cork,
Winner of the €100 Co-op voucher
we offered for milk suppliers completing the
recent Dairygold Customer Experience Survey.**

MILK ADVISOR ON WEEKEND CALL

The following are the weekend
on call arrangements
for emergency milk issues
for the next five weeks:

November 26th/ 27th

William Ryan Tel 086 246 1633

December 3rd/4th

Maeve O'Connor Tel 086 835 4808

December 10th/11th

Frank O'Flynn Tel 086 852 0793

December 17th/18th

Ger Hennessy Tel 086 852 0792

**INFORMATION DESK
LO-CALL NUMBER
FOR MILK RELATED
QUERIES IS
1890 200840**

2011 Area Information Meetings

Dairygold's annual Area Information Meetings will be held across the Society's catchment area in the coming weeks.

As always, the Information Meetings provide Dairygold Board and Management the opportunity to discuss with members and customers developments in the business and the challenges ahead. The agenda of the meetings will include a review of 2010 and outlook for 2011 from an Agri, Retail and Milk Processing perspective, with presentations scheduled to commence at 8.00p.m.

Senior members of the Dairygold management team along with local Board representatives will attend the meeting across the catchment region.

While a variety of operational matters will be on the agenda, issues associated with Milk production in the lead up to 2015 and the requirements for post quota production will be matters of interest for all milk suppliers.

Each member will receive notification of the meeting schedule and may attend whichever meeting is most convenient.

Area Information Meeting Details

Wednesday	7th December	8.00pm	Silversprings Hotel, Cork.
Thursday	8th December	8.00pm	Springfort Hall Hotel, Mallow.
Friday	9th December	8.00pm	Firgrove Hotel, Mitchelstown.
Monday	12th December	8.00pm	Woodlands House Hotel, Adare.
Tuesday	13th December	8.00pm	Cahir House Hotel, Cahir.
Wednesday	14th December	8.00pm	Garryvoe Hotel, Garryvoe.
Thursday	15th December	8.00pm	Eire Og Hall, Killumney.

Final Grain Payments

The 2011 Harvest, while prolonged, has been one of the best in recent years producing record grain yields of the very highest quality.

Dairygold did pay an initial "On Account" price of €135 per tonne @ 20% moisture content on a regular basis throughout the harvest for all Barley, Wheat and Oats. The Board has recently agreed the final grain prices as per the table below.

At the time of writing final top-up payments for all growers were being issued.

The prices below are inclusive of the bonus payment which was available on the basis of the level of Grain Seed and Agrochemical purchases from the Society during the season. Over 80% of all green grain supplied at harvest time qualified for the maximum bonus payment.

The bonus payment plan for green grain, excluding future contracts, supplied at harvest time will continue for the 2012 season and will again be based on Grain Seed and Agrochemical purchases during the season.

For the 2012 harvest Dairygold growers have the option of entering into a forward contract arrangement for grain sales to the Society. In order to facilitate growers who might be interested in entering into a forward contract Dairygold has established a Grain Futures Market information update. These updates on market returns and prices can be sent to interested growers via text or e-mail.

An application form requesting receipt of this information has been sent to all growers with the letter confirming their final grain top up payment for the 2011 harvest. We encourage all growers to keep themselves updated on market prices throughout the season and complete the registration form.

Dairygold 2011 Final Grain Prices per Tonne @ 20% Moisture

	Inclusive of VAT @ 5.2%	Excluding VAT
Wheat	€176.74	€168.00
Barley	€168.32	€160.00
Irish Contract Malting Barley	€210.40	€200.00
Excess Malting Barley	€173.58	€165.00
Contract Oats	€168.32	€160.00
Non-Contract Oats	€163.06	€155.00

Quality Adjustments as per Grain Purchasing Terms & Conditions
Prices inclusive of premium based on minimum purchase terms



Pictured at the Macra na Feirme annual conference and farm tours on Saturday October 29th on the farm of Brian & George Kingston, Togher, Co. Cork with Macra National President Alan Jagoe addressing the attendees. Seated in the front row are L-R Donal Sweeney, Chairman Seandun Macra, Farm tours organiser, Billy Kelleher Teagasc/Dairygold, facilitator. Brian Wickham, CEO ICBF, Tom O'Callaghan ICOS and Gerry O'Sullivan Members Relations Manager Dairygold spoke at the on Farm Conference

Grass for Spring 2012

The 2012 grazing season is already determined in some part by your grassland management since August 2011. Paddocks closed since October 10th should be ready to graze in early February 2012.

Remember;

- Each days delay in closing pastures after mid October reduces farm cover by 15kgsDM/Ha in the following Spring.
- An extra day at grass in Spring is worth €1.30 per cow.
- Grass tillers in the Autumn and Spring, graze and close are essential management tasks.

Techniques you should use to improve grass utilisation in Spring.

- On/Off grazing techniques reduce pasture damage and aids regrowths.
- Block grazing reduces pasture damage and improves utilisation.
- Back fencing protects regrowths and reduces soil damage.
- Cow walkways and extra gaps into paddocks reduce grass trampling and soil damage.
- Flexible water troughs, help graze out confined areas and reduces soil damage.

These grazing techniques may take more time but cost very little extra, poaching and pasture damage are reduced and more milk will come from grass. With the likelihood of quota limitations for the a few more years, more milk from grass should be your aim.

Benefits of extra grass in the cows' diet mainly accrue in the shoulders of the year, i.e. Feb/Mar and Oct/Nov. The table below outlines some target farm covers for Winter – Spring. These are broad guidelines and will vary with winter growth, Spring demand, location and soil fertility.

Farm Grass cover targets for Winter and Spring. (See table below, left)

Surpluses and scarcity are part and parcel of grassland management. Experience shows that surpluses are best dealt with by adjusting stocking rate and silage removal, while scarcities can be short or long term and may require quick action to maintain production. Supplementation with concentrates should be used in Spring and when grass supply is inadequate to maintain energy intake for targeted yield.

It looks like Nitrogen will be expensive in 2012, ensure the best response for the Nitrogen you use by having adequate P and K levels in your soil together with the correct pH. Use slurry and soiled water wisely to trap as much N as possible in the soil. Potassium (K) levels have fallen on many farms and the use N & K (e.g. 20:0:15) fertilisers should be considered in 2012. Contact Billy Kelleher 0872434236 for more information.

Date	Grass Cover/Ha Kgs DM	Cover/cow Kgs DM	Actions
End Nov (Closing)	500 – 550	200	90 -100% closed for Spring Grass
1st February	600 – 650	300	Opening Cover and turn out
1st March	500 – 600	275	33% grazed
17th March	500 - 550	210	60% grazed
5th April	450 - 500	180 - 200	95 - 100% of 1st round grazed.
1st – 10th April	450	180	Commence 2nd rotation

*The above table is based on a 2.5 cows per ha (1 cow/Acre) system with a compact calving pattern.

Focus on increasing Herd Fertility

With the developments on the milk supply pattern within the co-op, suppliers need to examine ways to improve calving pattern and economically produce milk for 10 months of the year.

This article summarises some aspects of the Moorepark trials on stocking rate, breed and strain of Holstein, and gives an update on the reproductive performance at Curtins research farm.

The current objective of Teagasc farm systems research is to maximise profitability per hectare through excellence in grassland management practices and identification of the most appropriate type of cow for higher stocking rate systems.

Reducing empty rate from 15 to 10% will result in a 1 cent per litre increase in net margin for the average Irish dairy herd (increase of €3,000 profit per farm per year).

The study at Curtins Farm is testing the productivity and profitability of a range of stocking rate systems (Table 1). The study is currently in year 3 and includes high EBI North American Holstein Friesian and New Zealand cows.

The Low Stocking Rate treatment was designed to allow each animal to express its milk production potential, unrestricted by limitations in feed supply.

The aim of the Medium and High Stocking Rate treatments is to investigate the potential to increase animal productivity per ha through increased herbage utilisation i.e., grazing to lower post-grazing residual.

The overall reproductive performance at Curtins was consistent over the 3 years, in experiments with Holstein-Friesian dairy cattle at Moorepark. "Stocking rate had no effect on any of the reproductive variables measured over the 3 years" (Table 2).

The reproductive performance of all groups was below the target values for compact calving systems, i.e. (90% submitted in 24 days, 55-60% in-calf to first service, 70% 6-week in-calf rate, >90% 13-week in-calf rate).

The results of these studies indicate that significant potential exists to increase the reproductive performance in Irish dairy herds based on genetic improvement using EBI and in particular by improving the fertility sub Index of your herd.

Crossbreeding research at Mooreparks Ballydague farm shows it is a route to more rapid progress in improving herd fertility and also increases profitability. The research says "Focus on increasing the genetic merit of your herd, for fertility".

(Summary of an article by B. Horan, F. Buckley & S. Butler - Oct 2011)

Table1: Three stocking rate systems on the Curtins farm experiment

Stocking rate	Low(2.51 cows/ha)	Medium(2.92 cows/ha)	High (3.28 cows/ha)
Concentrate (kg /cow)	455	439	437
Postgrazing height (cm)	4.5 - 5.0	4.0 - 4.5	3.5 - 4.0

Table 2: Reproductive performance of the Curtins herd (2009-2011).

Stocking rate	Low(2.51 cows/ha)	Medium(2.92 cows/ha)	High (3.28 cows/ha)	2011 Average
Mean calving date	23-Feb	24-Feb	21-Feb	
24 day submission rate (%)	85	82	80	86
Serves (No./cow)	1.8	1.8	1.9	1.85
Preg. Rate to 1st service (%)	49	44	43	43
42 day pregnancy rate (%)	64	56	53	53
Embryo mortality (%)	11	8	4	15
Final pregnancy rate (%)	81	80	80	80

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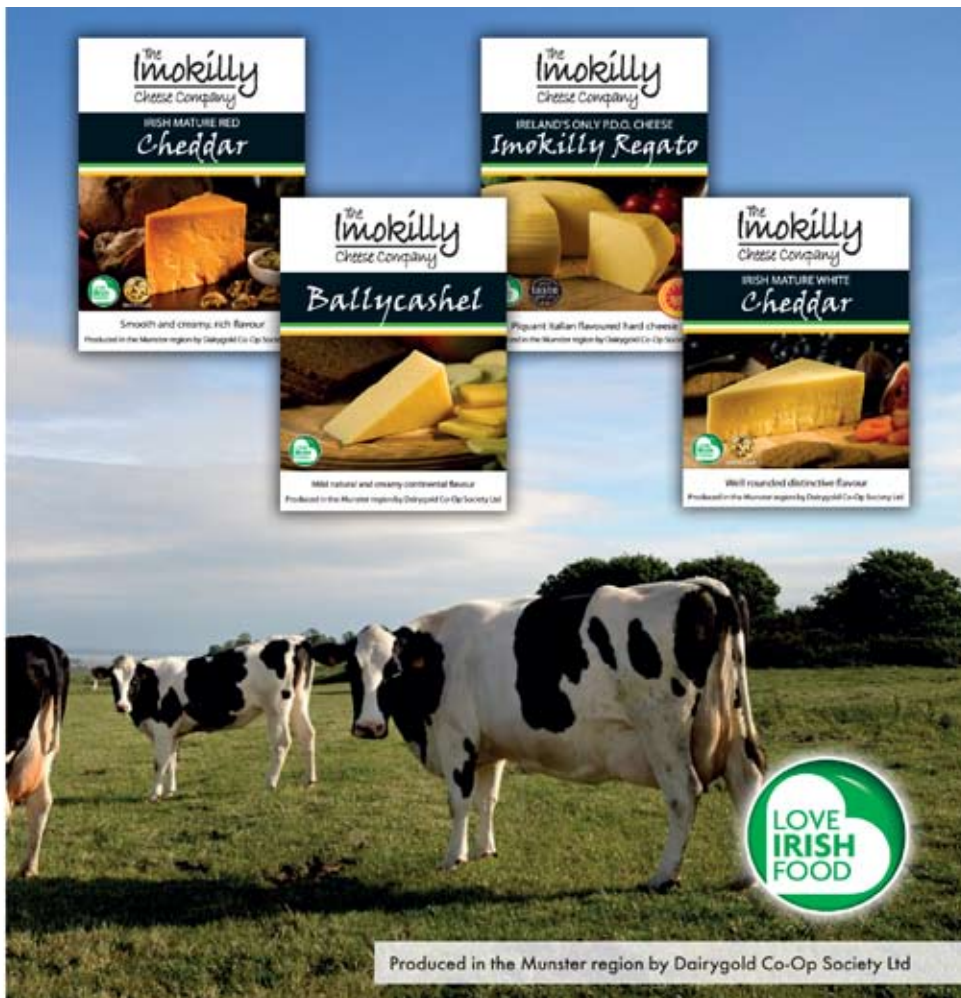


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Clare	Tim O'Shea	Parteen	061 348638	087 2318836
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