



# Farm News

February 2017

## Dairygold wins Cork Company of the Year 2017

Dairygold was declared Cork Company of the Year for 2017 at Cork Chamber's annual award ceremony on Friday 3<sup>rd</sup> February.

The coveted award was announced in front of 1,000 of Cork's leading business people at the annual award dinner in Cork's City Hall.

Dairygold won the award on the basis of being "a company that has sustainably grown its business, increased employment and developed its people, while adapting to an evolving and volatile business environment."

Dairygold's capital investment programme of €215m has delivered state of the art dairy processing infrastructure across Mallow and Mitchelstown combined with ambitious plans for Mogeely.

These dairy facilities have already processed 25% extra milk in 2016 over 2014 and will help Members realise their significant growth ambitions by 2020.



*Pictured with the Cork Chamber of Commerce award for Company of the Year is Dairygold CEO Jim Woulfe with members of the judging panel Barrie O'Connell, Cork Chamber President and Leo O'Leary, Head of Large Business at Vodafone Ireland.*

Speaking at the award ceremony Dairygold Chief Executive, Jim Woulfe said: "On behalf of a very large team at Dairygold I am proud to accept this prestigious award. It has been made possible by the commitment and work ethic of the organisation's many stakeholders and I'm especially grateful to all of them for helping our organisation develop and grow."

Dairygold initiatives attracted key strategic partners to make significant additional investments in the Cork region. These investments included Ornua's locating of the Kerrygold butter centre of excellence at Dairygold's Mitchelstown site and the announcement in the latter half of 2016 of plans by Norway's Tine Dairies to invest in Dairygold's Mogeely site.



*Pictured with their Cork Chamber of Commerce awards for Large Company of the Year and overall Company of the Year are James Lynch, Chairman, Dairygold, Tim Healy, Head of Operations, Dairygold, John O'Mahony, Head of Engineering, Dairygold and John O'Gorman, Vice Chairman, Dairygold.*

The Cork and wider Munster region has significantly benefitted economically from Dairygold's success and growth, which will result in an additional €250m of economic benefit being generated per annum in the wider community.

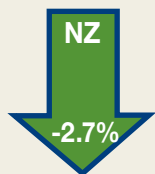
The Chamber of Commerce described the Dairygold operations as "a strategically growth focussed, sustainable, ambitious, well invested, global reaching, indigenous Irish food and agri business."

Now in its 20<sup>th</sup> year, the awards are run in association with Vodafone and are the region's most prestigious business awards, with a rigorous judging process overseen by a respected mix of business professionals on its judging panel.

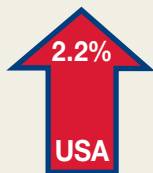
## GLOBAL MILK PRODUCTION



**November:**  
European milk production reduces year on year for the sixth consecutive month.



**December:**  
Collections continue to decline, albeit at a lower level than the previous two months.



**December:**  
Low feed prices continue to contribute to the increase in milk collections.



**December:**  
Total milk production in Australia declined by 7% in 2016.

### Key Message:

Figures up to November show declines in milk collection in the EU. Increases in the Netherlands, Ireland and Italy were offset by declines in Germany, France and the UK. In other major milk production regions, total milk collections in 2016 were down. In Oceania, New Zealand and Australia milk production declined by 1.6% and 6.7% respectively for 2016. However US production increased by 1.8%, mainly due to low feed costs.

Figures shown are % movement year to date between 2015 and 2016

## GLOBAL TRADE TRENDS

### Key Message:

Chinese import figures show ongoing increased demand for butter, cheese and WMP with SMP imports in slight decline. Russia continues to source products from regions outside sanctioned areas, most notably South America and Belarus, as well as increasing their domestic production. In other regions, demand is tepid as the fears regarding the impact of Brexit, the onset of Trump's presidency and future oil prices weigh down consumer sentiment.

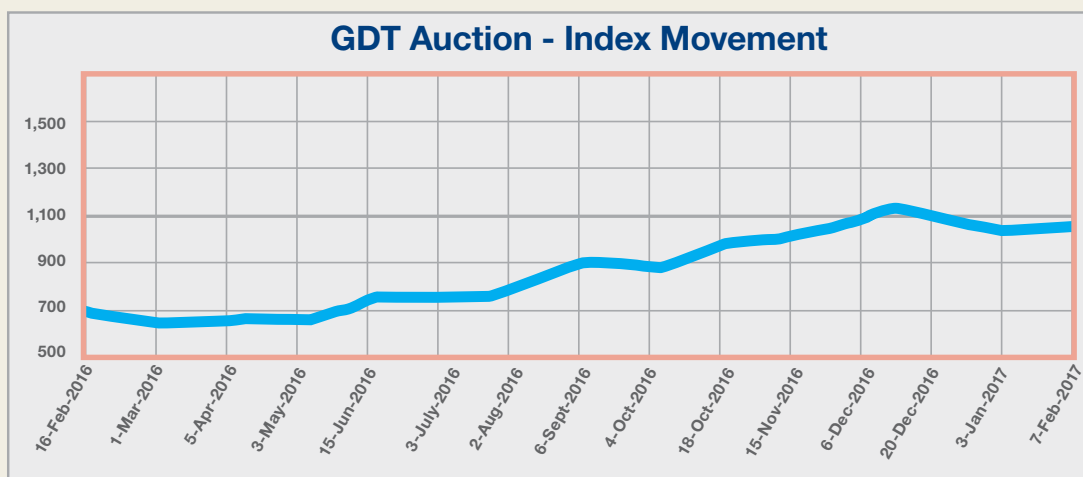
Jan-Nov 2016 compared to 2015	Butter	Cheese	SMP	WMP
	Qty in ktons % 2015/16			
China	75k MT +21%	89k MT +31%	173k MT -6%	386k MT +18%
Russia (To October)	78k MT -1%	184k MT +10%	115k MT +25%	36k MT +33%



### Key Message:

In the most recent GDT event, which coincided with the return of the Chinese from their New Year's celebrations, there was an increase of 1.3% from the previous event. Price increases were seen in WMP, Butter and SMP. The increase in SMP was welcomed as Fonterra revised higher volumes available in March and April auctions. However, the prices of Cheddar, Rennet Casein and BMP showed price reductions.

## GLOBAL PRICING



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



## Milk Volume Forecasting 2017

Over 50% of Milk Suppliers have completed and returned their Milk Volume Forecasting Forms for 2017. A series of one to one walk in clinics are now taking place in Co-op Superstores across all regions. Members are informed, by text, of the locations within their region where these walk in clinics will take place.

This year's milk volume forecasting is on the back page of your 2017 Milk Purchasing Terms and Conditions. We would ask you to complete this forecast and return to Dairygold. There are 3 options to complete the 2017 Milk Volume Forecast (**Choose any one of the following options by 31<sup>st</sup> March 2017**)

1. Complete the **Milk Volume Forecast** Form for **2019** and revisit the **2018** milk volume forecast that you submitted in 2016.
2. Complete your milk volume forecast On-line via the Dairygold Website – [www.dairygold.ie](http://www.dairygold.ie) or <https://onlineservices.dairygold.ie>
3. Meet with a member of the Dairygold Milk Advisory staff or lo call 1890 200840.

## MILK ADVISOR ON WEEKEND CALL

**Arrangements for emergency milk issues in February 2017:**

25<sup>th</sup>/26<sup>th</sup> February  
**Denis Guiry**  
086 809 8639

**Arrangements for emergency milk issues in March 2017:**

4<sup>th</sup>/5<sup>th</sup> March  
**Maeve O'Connor**  
086 835 4808

11<sup>th</sup>/12<sup>th</sup> March  
**William Ryan**  
086 246 1633

18<sup>th</sup>/19<sup>th</sup> March  
**Ger Hennessy** 086 852 0792  
Ger Hennessy is also covering St. Patrick's Day – 17<sup>th</sup> March

**INFORMATION DESK LO-CALL NUMBER FOR MILK RELATED QUERIES IS 1890 200 840**

## Member Funding

Member funding was introduced in 2013 to support Dairygold's milk processing expansion. Since then, over €200m has been invested in new Dairy processing facilities in Mitchelstown, Mallow and Mogeely. Member Funding monthly deductions were deferred in 2015 with the collapse in dairy markets. The recovery of Product Prices on World Dairy Markets during the second half of 2016 has been reflected in increased milk prices paid to suppliers.

As outlined in the Milk Purchasing Terms and Conditions 2017, deductions in respect of both Minimum Shareholding and Revolving Fund will apply when the declared milk price is at 30 cent per litre or above. As the declared price for milk supplied in January 2017 is over 30 cent per litre, deductions will apply in accordance with clause 5.2 of the Dairygold - 2017 Milk Purchasing Terms and Conditions.

**Monthly €50 Voucher Winners**

**Sean O'Heidhin,**  
**Newgarden, Lisnagry, Co. Limerick.**

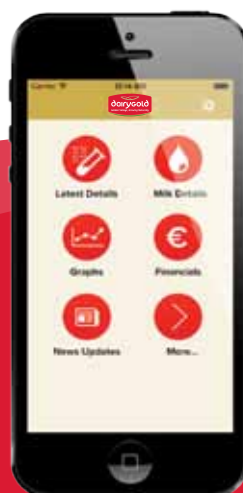
**Michael O'Brien,**  
**Lisfunction, Ballyporeen, Co. Tipperary.**

**Dominic O'Brien,**  
**Killickane, Mitchelstown, Co Cork.**

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



MyMilk



## MILK MANAGEMENT AT YOUR FINGERTIPS

The Dairygold MyMilk App provides users with their own up-to-date milk production data. The app brings your monthly milk production results straight to your smartphone including milk solids, balanced scorecard and milk statements as well as the ability to make comparisons on a monthly and annual basis.

**Download the MyMilk App for your Smartphone**



Latest results



Milk reports



Comparative graphs



Log onto: [www.dairygold.ie](http://www.dairygold.ie) or Lo-Call 1890 200 840 for more details.

## Co-Op Superstores Munster Hurling League – Trophy presentation



Gillian Foley, Marketing Manager, Co-Op Superstores and Jim Woulfe, CEO, Dairygold presenting the Man of the Match award to Alan Cadogan after the Munster Senior Hurling League Final at the Gaelic Grounds Sunday 29<sup>th</sup> January. Co-Op Superstores were this year's sponsors of the Munster Hurling League.

## Dairygold Loyalty Reward Scheme

Cash bonuses for last year **have been issued** in the form of a Loyalty Reward Card. This can be used to avail of great offers and products in our local Co-Op Stores.

Another year of the Loyalty Reward Scheme began on 1<sup>st</sup> November 2016. Eligible purchases continue to qualify for bonuses which will be paid out in December 2017.

### 1 Cash Bonus 2 Share Bonus



## Guidelines To Help Prevent TBC Failure

When a TBC failure occurs there are a number of immediate checks that should be done by the milk supplier.

1. Check that the milk in the bulk tank is cooling between 3.0 to 3.5 degrees within 2 hours of milking. If in doubt, contact your Bulk Tank Maintenance Contractor.
2. Check the milk collection docket for the temperature of milk at the time of your last collection to ensure it is in line with your Bulk Tank reading.
3. In Ice Bank tanks, make sure that sufficient ice has built up around copper pipes and also that the water level has not dropped below the top of the overflow pipe.
4. Inspect the inside of the Bulk Tank with a torch after washing, including the agitator and both sides of the paddle. This is critical to ensure that the wash is performing correctly and no residue is building on the inside of the Bulk Tank.
5. If your bulk tank has an automatic washer, check the levels of Detergent and Descaler in the drums to make sure the feeder tubes are not blocked or that the drum itself is not empty.
6. Check that the detergent line is not kinked and stopping detergent flow. As a test, fill one litre of detergent into a plastic bottle and at the next wash check if the detergent is sucked into the wash cycle. If no detergent is sucked in, contact your Bulk Tank Maintenance Contractor.
7. In manually washed tanks, wash the outlet of the tank every day, including the O-ring. If you take milk out of the tank, be sure to thoroughly wash the outlet afterwards. Also, check the condition of the outlet stopper of the tank to ensure it is not too loose-fitting around the stainless steel handle.
6. Issues with Wash Routine:
  - A. Check the expiry date of the detergent.
  - B. Make sure the correct rate of Detergent/Descaler is used.
  - C. Max two washes for each detergent mix in milking machine, e.g. new mix in the morning, re-use in the evening and dump afterwards.
  - D. Use correct water dilution; i.e. 3 gals (14 litres) of water per unit for pre rinse and post rinse and 2 gals (9 litres) of water per unit in detergent/descale mix.
  - E. Water temperature from water heater should be 75 degrees C.
7. Milking Machine Check:
  - A. Check under the lid of the receiving jar with a torch for build-up of milk deposit.
 

**Note:** If milk froth builds up in the milk receiving jar during milking this will also have been sucked up into the interceptor jar and the vacuum line. This will lead to intermittent contamination of milk in the milk receiving jar as the froth builds up.
  - B. Check pipe leading to overflow jar.
  - C. Open claw bowls and check for build-up of milk deposit or milk stone.
  - D. Check inside of long milk tubes for evidence of blackness on your finger.
  - E. Plate cooler – as a last resort the plate cooler may have to be opened up for inspection. Be careful not to over tighten the plate cooler after inspection.
8. When a machine wash is in progress, check that there is good turbulence in every claw bowl and that the wash spreaders are working in the milk jars and receiving jar.
9. Use a new filter sock at every milking NB, do not re-use sock.
10. Dump lines must be washed after EVERY milking, whether in use or not. Alternatively, if a dump bucket is being used it MUST be washed properly including vacuum hose as dump buckets can overflow.

## Joint Initiative with Teagasc to assist Dairygold Tillage Growers

Dairygold in partnership with Teagasc this month launched a programme to improve knowledge transfer to Dairygold tillage growers.

The programme, launched by the Minister for Agriculture, Food and the Marine Michael Creed T.D., will initially focus on malting barley production.

The first event of the joint programme was a Malting Barley seminar which took place in Corrin Event Centre, Fermoy, Co. Cork on the 16<sup>th</sup> of February. Attendees heard from Teagasc researchers and advisors on how to use the correct agronomy to achieve the quality parameters for malting barley.

The programme will be co-ordinated by Ciaran Collins, Teagasc Tillage Specialist in conjunction with Niall Griffey, Tillage Technical Manager, Dairygold.



*Pictured at the launch are Ciaran Collins, Tillage Specialist, Teagasc, Michael Creed T.D., Minister for Agriculture, Food & the Marine, Niall Griffey, Tillage Technical Manager, Dairygold, Seamus O'Mahony, Head of Sales and Marketing, Dairygold & Professor Gerry Boyle, Director Teagasc.*

## National Sustainable Dairy Assurance Scheme (SDAS)

At this stage over 97% of Dairygold milk suppliers have signed up as participants in the Sustainable Dairy Assurance Scheme (SDAS).

To date over 81% of suppliers have completed the SDAS audit for the first time.

Dairygold, and the industry as a whole, believe that for the SDAS scheme to deliver the maximum benefits from the marketplace and to meet the expectations of key customers, 100% certification of all milk suppliers is essential.

As per the Milk Purchasing Terms and Conditions 2017, all milk suppliers will be required to have gained SDAS Certification by the 31<sup>st</sup> December 2017. We would strongly encourage any milk supplier who has not completed an SDAS audit to contact a member of the Milk Advisory Department to arrange assistance in preparing for an SDAS audit.



### Reminder!! Top 10 Items for SDAS Checklist

<b>Water test</b>	A water test report from Enfer Labs lasts 3 years.
<b>Dairygold Farm Sign</b>	Farm sign must be present in prominent location.
<b>Medicine Records</b>	Records must be updated back to most recent Bord Bia audit if you are existing member of dairy or beef scheme. Or 3 months records prior to audit if new member to the scheme.
<b>Farm Safety Statement</b>	Farm safety booklet must be maintained regularly.
<b>Bovine Herd Register</b>	Herd Register can be completed in "Blue Book" or Online.
<b>Feed Purchase Dockets</b>	A sample of feed purchase dockets must be provided for the audit.
<b>Dairy</b>	Fully sealed to ensure vermin proof e.g. doors, no openings in walls.
<b>Milking Parlour</b>	Milking equipment should be clean and all surfaces reasonably clean.
<b>Farm Hazards</b>	Open slurry pits must be adequately fenced off, guards on PTO shafts.
<b>Milk Reports</b>	Milk collection dockets and milk quality results (SCC / TBC etc).

#### Assistance with SDAS -

If you wish to have your SDAS audit or for any other queries relating to the Sustainable Dairy Assurance Scheme please contact your milk advisor or lo-call 1890-200-840.

# Breeding Season Ahead *William Kelliher Teagasc/ Dairygold Joint Programme*

Dairy farmers will have seen the announcement by the Irish Cattle Breeding Federation (ICBF) in September 2016 that the Economic Breeding Index (EBI) has changed.

The EBI index ranks all cows in your herd against a base cow to predict its potential profitability and overall herd performance. The old base cow was born in 1995 and milk recorded in 2000.

The new base cow was born in 2005 and milk recorded in 2007 meaning the new base cow has been updated by 10 years. Taking a look at the new base cow - if she milks for 305 days she would produce 6500 litres of milk with protein of 3.39% and butterfat of 3.90% meaning she produced 490kgs milk solids. In reality the calving interval is close to 400 days which means she slipped 35 days/year.

As a result she will only milk for 270 days and more than likely fall out of the herd after 3 lactations. The cow is bred and capable of doing 490kgs of milk solids but the reality is that herds at farm level are producing 390kgs of milk solids. This is due to missing days in milk and less mature cows in the herd due to a high replacement rate.

## Strengths and weaknesses

Looking at the figures from the new base cow, the potential milk produced is 6500 litres - this is 500 litres more than the old base cow. The protein has risen from 3.30% to 3.39% and butterfat 3.79% to 3.90% which shows an increase of 0.01 a year on solids.

A problem for the new base cow will be fertility. The cow has knocked four days off the calving interval, but a 400 day calving interval is still too long. In the Dairygold region the calving interval is 384 days.

The aim is to get a calving interval of 370-380 days and the only way to achieve this is to focus on fertility and picking bulls with a good fertility sub index within the EBI. The modern cow needs to have a fertility sub index of €100.

## Breeding aim

Every cow in the country on average has €71 knocked off her EBI, but your best cows are still your best cows. So when picking a team of bulls in the breeding season analyse your herd and have a plan in place on how your herd is going to improve in the coming years. Consider what cow in the herd is going to make you the most money.

The answer is a combination of factors - a cow that calves every year; on time; that milks well; achieves good milk solids and lasts beyond 5 lactations. Using EBI effectively will help you identify this and achieve your breeding and milking goals.

## Farm events round up



### Spring Grass Farm Walk

*Pictured at the Teagasc/Dairygold Spring Grass farm walk on the farm of Con Lehane, Ballinagree, Macroom, Co. Cork were speakers Adrian O'Callaghan, Teagasc, James O'Loughlin and Ciara O'Shea. The speakers addressed the crowd on topics such as early grazing, fertiliser programmes and wet weather grazing options.*

### Calf Care Open Days



*A selection of the attendance at the Dairygold/Teagasc/Volac/AHI Calf Care Open Day at Curtins Farm, Moorepark Research Centre*



*Pictured at the Calf Care Open Day at Rathmacullig, Ballygarvan, Co. Cork are speakers Gerard MacMahon, Teagasc Regional Manager, host John Kingston, Billy Cronin, Dairygold, Rebecca Carroll, AHI and Una Hickey, Volac.*

# Delvotest

The Delvo SP-NT Test is the most definitive test method for inhibitory substances in the milk declared by Dairygold to the Department of Agriculture. This is the industry's gold standard in antibiotic residue testing in milk helping you to eliminate the risk of bulk tank contamination on your farm.

## What are the Deductions?

All deductions are levied based solely on the results of this test. Suppliers are requested to adhere to withdrawal guidelines. Treatment withdrawal times are based on EU Limits.

## What is the Opportunity?

Suppliers are advised to test individual cow's milk supply following all treatments, in advance of adding it to the bulk tank supply, to prevent antibiotic penalties. It is the milk supplier's responsibility to ensure that his/her milk is free from antibiotics.

## How it works?

The Delvo test is a standard diffusion test for the detection of residues of antibacterial substances in milk. The test consists of ampoules. The medium is coloured purple by a PH indicator. When the milk sample is added, the milk will either remain a purple colour or turn yellow. Milk samples which are free from antibiotic substances will change colour from purple to yellow. The test takes approximately 3 hours. Ampoules have a short shelf life so dates need to be monitored. A test carried out by Ampoules that are out of date will show an incorrect result.



Delvotest Starter Kit 0691950	€230
Delvotest SP Ampoules - Box of 25 0691951	€62
Delvotest SP Ampoules - Box of 100 0691952	€185

## SPECIAL OFFER

**- Get FREE Box of 25 Ampoules worth €62 with every Delvotest Starter Kit**

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and avail of **delivery direct to your farm** from the supplier to allow customers to enjoy the longest shelf life on the Delvo test SP-NT Ampoules.

**Speak to your local store manager today to place an order or shop online @ [www.coopsuperstores.ie](http://www.coopsuperstores.ie)**

Shop online at [coopsuperstores.ie](http://coopsuperstores.ie)



*Plan carefully for the  
breeding season...*

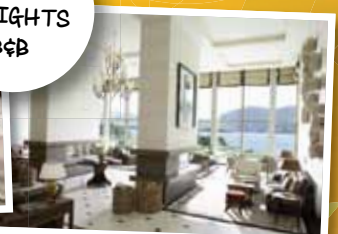
**WE'VE GOT HEAT  
DETECTION COVERED**



**WIN**  
... a Post Calving  
Break Away to the  
**5 Star  
Europe Hotel  
in Killarney!**



INCLUDES  
**2 NIGHTS  
B&B**



Enter every time you spend €50 or more  
on Calving/Dairy Hygiene products  
instore during our calving season.

See instore for details.