



# Farm News

January 2017



# THINK FARM SAFETY



See page 2



# Reminder to always think safety

## Dear Member,

Figures released this month by the Health & Safety Authority make for sober reading for everyone involved in farming. The figures confirm that farming is Ireland's most dangerous profession, with 21 people losing their lives in farm accidents in 2016.

Worryingly, this is an increase on the number of fatalities in the agricultural sector in 2015. These latest figures are a stark reminder of just how dangerous our workplace can be.

Unfortunately, farming does not seem to be following the trend of the other sectors included in the report as workplace fatalities fell as a whole by 21% in 2016.

January brings with it the beginning of a busy calving season and many tasks to be tended to on the farm in preparation for the year ahead.

As we face into another busy year on our farms I would urge you to keep in mind the importance of farm safety and remember to be vigilant in everything you do on the farm.

Dairygold is engaged in a number of initiatives to do its part to support safer farming for our suppliers and their families.

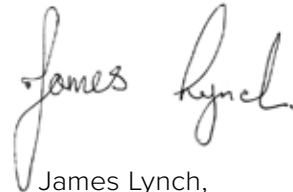
The farm safety walks organised throughout the year were just one such initiative with guest speaker Dave Barry from the HSA speaking to farmers about risk assessment on the farm during events run in May of last year.

As well as these ongoing events, Dairygold is an active supporter of the 'Champions for Change' campaign launched by FBD and ICOS.

While these initiatives are important for highlighting the issue, it is still crucial to recognise the importance of individual farmer action on farm safety.

To help you do this, the HSA website provides helpful tools to allow you assess safety on your farm and tips on how to improve the safety of your farm for you and your family.

Every farm fatality can be avoided by taking a few minutes each day to think about safety on your farm. Let's all work together to keep one another safe in 2017 and bring down those numbers.



James Lynch,  
Chairman



**Back Row** (l to r): Noel Dempsey, Kieran Kennedy, Richard Hennessy, Sean Cronin, Martin O'Brien, Mike Reidy, James Conway, John Walsh, Mitchell Hayes, Teddy Buckley, Michael Donovan, Diarmuid Hegarty, Thomas Casey, Donal Sweeney, Con Murphy.

**Front Row** (l to r): Andrew Gow, Gerry O'Sullivan - Member Relations Manager, Billy Goodburn - Co-Operative Development Manager ICOS, Eamonn Looney - Secretary, Jim Woulfe - CEO, Dr. Gerry Boyle - Director, Teagasc, James Lynch - Chairman, TJ Flanagan - CEO, ICOS, John O'Gorman - Vice-Chairman, Mary Twomey Casey, PJ O'Donoghue.

## Participants graduate from Up-Skilling Programme

Members of the Dairygold Up-Skilling Programme were this month awarded their certificates for successful completion of the programme which took place during Autumn 2016.

The programme was designed to increase Member's understanding of the dairy industry, markets and policy as well as increase awareness of Dairygold, its operations and governance.

The programme, which is accredited by ICOS Skillnet, qualifies participants for admission as members of the Plunkett Institute. Participation in the programme is open to all Members of the Society including those on the Dairygold Representative Structure.

The programme was launched by Jim Woulfe, CEO and the series of practical workshops were delivered by business professionals and trainers

as well as Dairygold and ICOS staff covering a variety of areas including: the dairy industry and agricultural policy; corporate governance; leadership, strategy and planning and finance.

The Programme concluded with a formal dinner and the presentation of certificates by Dr. Gerry Boyle, Director, Teagasc to all participants.

## Milk Supply Update

Dairygold milk supply for December 2016 was in line with December 2015.

Total milk supplied to Dairygold in 2016 was in excess of 1.2 billion litres which was 4.2% ahead of the milk supply for 2015 (Jan to December inclusive).

## Milk Volume Forecasting 2017

Milk Volume Forecasting has commenced across all Dairygold regions and a series of one to one walk in clinics are now taking place. Members are informed by text of the locations of these walk in clinics in their area.

This year's milk volume forecasting is on the back page of your 2017 Milk Purchasing Terms and Conditions, we 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 31st 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 to call 1890 200840.

## Voluntary Supply Management Scheme (VSM)

Closing date for return of Applications for Payment for phase 1 (Oct, Nov, Dec 2016) is 3rd February 2016.

## MILK ADVISOR ON WEEKEND CALL

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

21<sup>st</sup>/22<sup>nd</sup> January  
**Denis Guiry**  
086 809 8639

28<sup>th</sup>/29<sup>th</sup> January  
**Maeve O'Connor**  
086 835 4808

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

4<sup>th</sup>/5<sup>th</sup> February | 11<sup>th</sup>/12<sup>th</sup> February  
**William Ryan** | **Ger Hennessy**  
086 246 1633 | 086 852 0792

18<sup>th</sup>/19<sup>th</sup> February  
**Jack Cahill**  
086 262 8290

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

**1890 200 840**

## Dairygold Board Elects Chairman and Vice Chairman

**At its first meeting of the New Year the Board re-elected James Lynch as Chairman and John O'Gorman as Vice Chairman.**

John, from the Tipperary region, was first elected to the Board in January 2013.

He is married to Alison and they have three children and live in Clogheen, Co. Tipperary.

John farms in a Milk Supply Partnership and is a Focus Farmer in the Dairygold Teagasc Joint Programme.



John holds a Bachelor's degree in Accounting and Business Management and a Diploma in Corporate Direction, Food Business from UCC.

John replaces Tom Feeney who had his maximum two year term as Vice Chairman.

## 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 1st November 2016. Eligible purchases continue to qualify for bonuses which will be paid out in December 2017.



## Dairygold's "Wrap It Pink" campaign raises €17,500 for the Irish Cancer Society

Irish farmers together with Dairygold have contributed €17,500 to the Irish Cancer Society through Wrap It Pink which saw farmers across rural Ireland wrap their silage bales in pink last year.

Wrap it Pink was launched in the summer of 2015 and for every roll of pink silage wrap sold both the farmer and Dairygold made a contribution to the Irish Cancer Society.

The silage wrap was sold across Dairygold's network of retail stores, Co-Op Superstores and nationwide through their online store [coopsuperstores.ie](http://coopsuperstores.ie).

The campaign really captured the imagination of the farming community and as a result many other agricultural businesses have now embraced pink, joining Dairygold on the journey of raising awareness of cancer in rural Ireland and raising much needed funds for cancer research and support services.



Pictured (L to R) at the cheque presentation are: John O'Carroll, Head of Retail Dairygold, Gillian Foley, Marketing Manager, Co-Op Superstores and Mark Mellett, Head of Fundraising, Irish Cancer Society.

Commenting on the campaign, John O'Carroll Head of Retail at Dairygold said "We are delighted with the success of Wrap It Pink again this year - the campaign had a twofold objective of raising awareness of cancer across rural Ireland while also raising funds to support the great work of the Irish Cancer Society and we're proud to have achieved both.

Fields of pink were a constant reminder to people to get screened and to talk openly about cancer and it is clearly a strategy that is working as the funds raised this year are significantly up on last year."

Mark Mellett, Head of Fundraising at the Irish Cancer Society said, "Wrap It Pink plays a vital role in raising awareness of breast cancer in rural Ireland and also funding vital cancer research and services to support those affected by the disease.

Every year in Ireland over 2,800 women are diagnosed with breast cancer. We are there to support them on their cancer journey every step of the way, but we can't do this without your support. We're very grateful to farmers nationwide for backing this campaign and we look forward to continuing our partnership with Dairygold into the future."

## National Sustainable Dairy Assurance Scheme (SDAS)



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

The table to the right is a reminder of the 10 most common items to be aware of when preparing for the SDAS audit.

<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).



# Markets Report

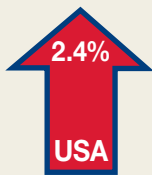
## GLOBAL MILK PRODUCTION



**October:**  
EU milk collections continue to be weighed down by the 2016 milk price slump.



**November:**  
Poor weather and adverse pasture conditions curtailed milk production in the peak season.



**November:**  
Increased milk production per cow driven by reduced feed costs has spurred on output.



**October:**  
Australian dairy industry continues to suffer from chronic income pressures.

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

### Key Message:

In the EU, of the major milk producers, only the Netherlands shows an uplift on 2015 with Germany, France and the United Kingdom still lagging behind on 2015 due to reduced cow numbers and lower levels of feeding. In New Zealand, wet conditions in the North Island slowed down production, but on the other hand USA milk volumes, which are over four times the size of New Zealand, continue to benefit from low feed costs.

## GLOBAL TRADE TRENDS

### Key Message:

Chinese import volumes continue to increase for Butter, Cheese and WMP, helped by lower market prices throughout 2016. Despite the sanctions, Russia import volumes have continued their impressive rebound from 2015 with products being primarily sourced from South America and Belarus. Elsewhere, political instability in the Middle East and a weak oil price has weighed down on demand. However, recent oil price increases should help support dairy imports.

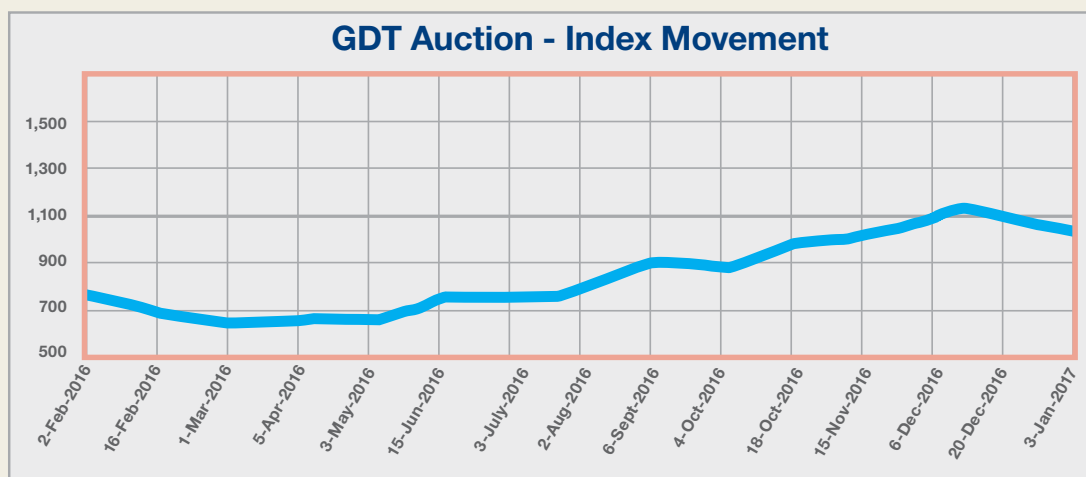
2016 compared to 2015	Butter	Cheese	SMP	WMP
	Qty in ktons % 2015/16			
<b>China</b> (To October)	69k MT +24% ↑	78k MT +29% ↑	161k MT -7% →	355k MT +18% ↑
<b>Russia</b> (To September)	70k MT -2% →	165k MT +11% ↑	104k MT +30% ↑	32k MT +33% ↑



### Key Message:

In the first GDT event of 2017, there was an overall decline of 3.9% from the previous event. Increases in the overall price of Butter, Cheddar and Skim Milk Powder were more than offset by declines in other products, the most significant of which was WMP which declined by 7.7%. Increased volumes allied to reduced buying interest from China were the primary reasons for the decline.

## GLOBAL PRICING



**Monthly  
€50 Voucher  
Winners**

**Geraldine O'Sullivan,**  
Lackandarra,  
Glantane, Mallow,  
Co. Cork.

**Killeen Farms,**  
Killeen,  
Cashel,  
Co Tipperary.

**William Burke,**  
Barna, Galbally,  
Tipperary,  
Co. Tipperary.

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

# Calving & Calf Rearing This Spring

William Kelliher Teagasc/ Dairygold Joint Programme

The next two months are going to be busy on all dairy farms. Now is the time to look ahead and put in place a system for calving and calf rearing.

## System of Calving

Over the dry period cows have been fed dry cow minerals and cows/ heifers yet to calf should still be fed these minerals. Many dairy farmers had a vaccination programme in place and have vaccinated cows over the dry period. If cows have not been vaccinated yet there is still time to vaccinate depending on the cows calving date.

If you have a calving camera in the calving facility now is the time to check if it is in working order. Have a look at the calving gate and inspect it for any faults or damages that need to be repaired.

Depending on the number of cows calving, it may be a good idea to hire a farm relief person to oversee the calving at night. This person will come in at night, stay on the farm, assist in the calving and will also give the calf its first feed along with tagging the calf.

This will allow you get vital rest at a very busy time on the farm.

Looking at the birth management, have a plan in place for how colostrum is to be fed - either by a stomach tube or a bottle with a nipple. Most farmers will feed new born calves with a stomach tube due to the fact that it is fast and farmers know that the calf has got the right amount of colostrum.

When it comes to the tagging and registration of calves, most farmers will register the calves themselves. If farmers have farm help in they will provide a record keeping book in the calving shed. They will record the calves tag number and then the farmer will register calves on the following day. Farmers may also use an on-line app to register calves.

## System of Calf Rearing

With an increase in the rate of cows calving, calves should be reared in a group pen in the calf shed. Individual penning takes a lot of time when rearing a calf.

As calves get older/stronger, they can be reared in groups of 10 in a pen in the calf shed. Calves can also be fed in a group with milk troughs with 10 teats.

Make sure you have already planned which milk you're feeding calves, whether its whole milk that has to be re-heated or milk replacer. Have it organised so that calves can be fed before milking so you can finish up after milking.

Have a person/farm helper in place to reduce pressure on you during the spring time, have farm help in place to bring calves to the mart. It will also mean you're not up against the clock trying to have the calves at the mart at a certain time. This will mean you will have enough time to do the more important jobs on the farm.

To recap, preparation is key coming into this very busy calving season. External help can be of great benefit to you, as well as an organised system for feeding and housing. Having these in place will ensure calving season is as smooth as possible for you on your farm.



## Early Spring Grazing Farm Walks



**On farm demonstrations of practicalities of early spring grassland management**

**Having cows out at grass and the use of proven grazing technologies will increase performance and reduce costs**



**Wednesday 25th January**  
**Edward Donovan, Ballybranagh,**  
**Cloyne, Co. Cork**

**Thursday 26th January**  
**Robert O'Dea, Ballyphilip,**  
**Kilteely, Co. Limerick**

**Friday 27th January**  
**Con Lehane, Ballinagree,**  
**Macroom, Co. Cork**

**All Events start at 11.00am • Come along to the event nearest you.**

**CO-OP**  
SUPERSTORES

# WE'VE GOT CALVING 17 COVERED...

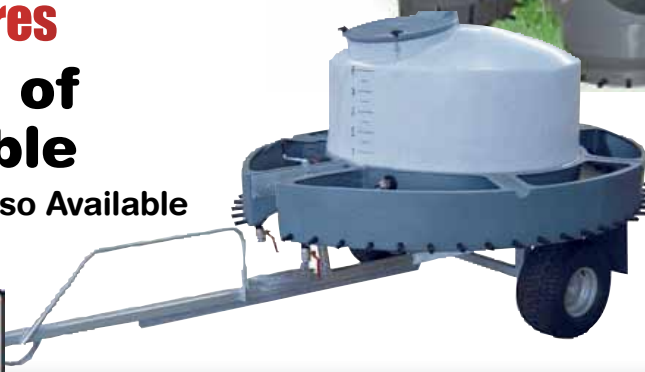


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Bar 50**

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Calf Feeder



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# WE'RE KEEPING PRICES DOWN ON ANIMAL HEALTH



Pre-Calver Minerals are essential to prepare spring-calvers for calving and early lactation. They will reduce the likelihood of milk fever, retained placenta and the cascade of diseases which may lead on post-calving. They ensure that the cow's immune system is primed for the challenges around calving by helping to ensure the calf is healthy and that there is good quality colostrum. Dry cow minerals should be fed a minimum of 6 weeks prior to calving.

## HOW?

Fixed Rate Feeding of Well - Balanced Minerals is the cheapest and best way to guarantee an adequate mineral supply.

### For Powdered Minerals:

- Divide the daily allowance into two parts and spread evenly over silage twice a day. This allows all animals the opportunity to take in the correct allowance of minerals each day.
- Or include the daily mineral allowance with concentrates at feeding time.

### Other Options:

- Liquids, Boluses etc.  
These are useful where powdered minerals are impractical but may be inferior due to limited specification i.e. limited content of macro minerals, no vitamins, no organic minerals etc.
- Mineral Buckets, Licks etc.  
These are not as reliable as fixed rate feeding systems as there is variation in intake between animals and should only be used where it is impractical to use fixed rate feeding.

**REDUCED PRICES ON POWDERED BAG OR BUCKET FORM**



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