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"My experience working with Bord Bia and running my own farm has helped many farmers pass the Bord Bia Audit."

*Paudy O'Brien*  
AGRITXT OWNER

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We complete all the paperwork a farmer needs for the **DAIRY, BEEF & SHEEP** Bord bia schemes.

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## TDK equestrian available to disinfect wash and repair calf jackets with industrial machine.

Lower temperature wash = No shrinkage.  
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Can repair tears replace broken clips etc.  
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## Contract Grass Measuring Service

- Available across North Midlands.
- Weekly walks and advice based on the associated grass wedge/planner.
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## FOR SALE

**6 Pure Bred Jersey heifers**

Due February/March  
High EBI, AI Bred  
Closed herd

**Also a number of Jersey heifer calves**

**Contact John Swanton**  
**(087)2621224**  
**(Evenings)**

## FOR HIRE

**13 Ton digger, all work undertaken**

Hedgecutting with digger,  
site clearance,  
Drainage etc.

Areas covered: Ballybay,  
Castleblayney,  
Carrickmacross &  
surrounding areas

**Call Michael on**  
**(086)3879523**

## CHRISTMAS MESSAGE

### Dear Supplier,

On behalf of everyone at Lakeland Dairies, I wish you and your family a very Happy Christmas.

Lakeland Dairies is continuing to work competitively and successfully to underpin the future of dairying throughout the northern half of Ireland. The investments we have made over the past decade have enhanced our capability and our efficiency where we are adding value to milk across the 240 different dairy products that we are exporting to over 80 countries worldwide.

While the markets and dairying conditions in general tend to be volatile on a cyclical basis, our production and processing platform is built on the core principle of achieving and maintaining long term sustainability in the best interests of dairy farmers. Trading conditions remained broadly positive during the year with a softening of the markets apparent in recent months due to increased global dairy production. The prospects for dairy markets in 2019 are dependent on a balance of milk supply and demand in global markets.

In October the shareholders of both Lakeland Dairies and LacPatrick Dairies voted resoundingly in favour of the merger of both societies. This is subject to regulatory approvals both in Ireland and the UK which are normal and ongoing processes. The combined organisation will be an international dairy food business of scale which will work to secure the future of our co-operative dairy farmer members for generations to come. It will deliver commercial benefits while processing increased volumes of milk and it will provide even greater capability to address global customer needs for high quality dairy foodservice, food ingredients and consumer products. We already have existing, well established commercial and operational strengths across this island, in the UK, Europe and worldwide. The merger will serve to strengthen our UK market access in the context of Brexit.

Lakeland Dairies is well invested with modern facilities and technologies to process all milk sent to us by our milk producers, north and south. We are continuing to target strategic opportunities across key market segments including infant formulas, specialised ingredients, food manufacturing and health related nutritionals. We are fortunate to have excellent customers in every corner of the globe and all of these have long term demand for our dairy products. On several occasions each year, customers visit our sites and we also bring them to supplying farms where they are impressed by the high quality and commitment of our milk producers. That includes over 140 customers from the Middle-East and Asia who visited our facilities in recent months. We are confident of continuing success in these growing markets.

The survey that we published during the year identified that 93% of Lakeland milk suppliers will stay in production for the future. In addition to

farmers who have significantly grown their output, roughly half of Lakeland milk suppliers said they will further expand their milk production by over 5% in each year to 2022. This is a very positive signal.

We are intent on supporting our milk producers through our own innovation and efficiency and with initiatives including our Lakeland Dairies Teagasc Joint Research Programme. We also recently launched our Land Mobility Programme (together with Macra na Feirme) and provided the first in a series of Farm Labour Management Training courses (with Teagasc and Macra). These programmes and partnerships form an essential part of an overall framework of support and encouragement in addition to our expert Rumismart Sustain system and the services provided by our agribusiness and member relations teams.

In conclusion, I am very grateful to the Chairman, Board, Regional Committees, Milk Producers and Shareholders for your ongoing support and encouragement throughout the past year. I particularly thank my management team and all staff of Lakeland Dairies for their dedication and commitment.

This has been a historic and momentous year. Lakeland Dairies is a farmer owned and farmer controlled co-operative where the business is designed and built to create economic advantage for milk producers and shareholders. Our strategic priority will always be to achieve sustainable profitable dairy farming. We will therefore continue to drive competitiveness and overall growth as a constantly efficient and high performance business.

With every good wish for Christmas and a Happy and Prosperous New Year.

**Michael Hanley**  
Group Chief Executive

### CellCheck 500 Lakeland Dairies Winner



**Congratulations to Thomas, Olivia & Jack Buttery on their achievement in winning this prestigious award.**

L-R: John Cahalan FBD, Finola McCoy, CellCheck Programme Manager, Thomas & Olivia Buttery, Alo Duffy Chairman Lakeland Dairies, Liam Herlihy FBD.

## Supplier Information Meetings

There will be five supplier information meetings in Mid-December. Michael Hanley, CEO, and members of the management team will attend. We encourage all suppliers to attend one of these meetings.

The dates and venues are as follows;

### Monday 17th December

Hotel Kilmore, Cavan 10:45 am  
Headfort Arms Hotel, Kells 2:30 pm

### Tuesday 18th December

Longford Arms Hotel, Longford 10:45 am  
Bloomfield House Hotel, Mullingar 2:30 pm

### Wednesday 19th December

The Glencarn Hotel, Castleblayney 8:00 pm

## Herd Health Certificates

Some Health Certificates are still outstanding.

Please return as soon as possible.

No Certificate – No milk collection in the New Year

## Bord Bia Sustainable Dairy Assurance Scheme (SDAS)

The Bord Bia Dairy Assurance Scheme is now the required standard for the Irish Dairy Industry, it sets out the criteria to produce quality milk and supports the industry to market dairy products worldwide.

Almost 100% of Lakeland Dairies suppliers are now fully certified under the Sustainable Dairy Assurance Scheme.

Most suppliers are now progressing towards their second and third audits within the scheme. It is important that suppliers carry out their audits before their certification expires to avoid deductions.

For suppliers with up-coming audits, having your records and milk production holdings up to the required standard will result in an immediate certification, without close-out being required by Co-Op advisors.

Suppliers who are not fully certified under the Sustainable Dairy Assurance Scheme are currently subject to a deduction of 2 cpl, **however from 1st March 2019 this deduction will increase to 5 cpl.** For advice on the Sustainable Dairy Assurance Scheme and assistance with your certification, please contact our **Member Relations Division on 1890 47 47 20.**

## CELLCHECK TIP OF THE MONTH



### Preventing spring infections start now!

If cows present with mastitis in early lactation, we often look to the calving environment for the reasons why. However, research tells us that in many cases the bacteria causing these infections manage to get into the udder, not just around the time of calving, but even earlier during the dry period. As cows are being dried off, and as housing for the winter starts in many parts of the country, remember that the housing conditions for these dry cows can influence the incidence of new mastitis infections next spring. Mastitis occurs because bacteria get into the udder through the teat end. When cows are housed, their exposure to mastitis-causing bacteria in the environment such as E. coli and Strep. uberis, will be higher. Plan ahead, and reduce the risk of mastitis problems in your cows and in-calf heifers this spring.

**TIP: Reduce the risk of mastitis by making sure housing is CLEAN, DRY and COMFORTABLE**

**CLEANER** houses = cleaner udders = less bacteria at the teat ends

- Scrape passageways, cubicles and yards at least twice a day, or run automatic scrapers at least 6 – 8 times daily
- Don't forget, cubicle mats and bedding should be clean!
- In straw-bedded houses, bedding should be refreshed daily

**DRY** housing makes it harder for bacteria to grow

- Good ventilation is essential
- Liming of cubicles (twice daily) will help keep them dry
- Make sure straw bedding isn't damp. Wet knees after kneeling on it means it's damp!

**COMFORTABLE** cubicles=cows will use them more=cleaner udders and teats

- Don't overstock cubicle housing this winter-aim to have 10% more cubicles than cows

**TIP:** Don't forget about your in-calf heifers! Good environmental conditions now are just as important as when they join the main herd.

**For more information, see CellCheck Farm Guidelines 1 & 16, and Management Note L**

## Lakeland Dairies and Macra na Feirme launch Land Mobility Programme

Lakeland Dairies and Macra na Feirme have launched a new Land Mobility Programme **to facilitate workable arrangements throughout the Lakeland Dairies catchment area**. The innovative new initiative will help **all types** of farmers, farm families, new entrants and land owners to consider their options for collaborative arrangements leading to better use of land resources for the mutual benefit of farmers and land owners.

The Land Mobility Programme is a confidential and expert service designed to support the sustainable expansion of dairy farming throughout the Lakeland operating region, where the majority of dairy farmers see opportunities for further growth in the years ahead. The programme will also provide advice and assistance to farmers who may be thinking of adjusting their workload, stepping back or making succession arrangements on their farms while also seeking to secure their income for the future.

Macra na Feirme will co-ordinate the new service with ongoing support from Lakeland Dairies and the FBD Trust. It will be managed on the ground by Patrick Brady who has been appointed as the Programme Co-ordinator in the Lakeland Dairies catchment area. Brady has significant farming and business experience. He holds an Agricultural Science Degree from UCD, is a dairy farmer himself and has significant experience with Teagasc. As Programme Co-ordinator, he can be contacted at 087 1628839.

The Land Mobility Service has been successfully piloted over the past 4 years in Ireland, supporting the establishment of over 400 collaborative arrangements between farmers and covering some 35,000 acres of land.

The new Lakeland Land Mobility Programme was launched at the farms of Alfred McGlew and Andrew Purcell who established a farming partnership on their neighbouring farms over a decade ago in Termonfeckin, Co. Louth. Mr. Purcell and Mr. McGlew entered into a collaborative arrangement to create a combined dairy farming enterprise for their mutual benefit. In 2006, both farms were milking 70 cows each and now, in partnership, McGlew & Purcell are milking 330 cows this year. As well as their business agreement, they established specific plans for their farming including the sharing of various jobs and tasks necessary to run their farms. Their combined farms have also since developed into a company which helps the overall administration of the dairying business.

The Land Mobility Service is provided to farmers and land owners on a strictly confidential and individual basis. It will help farmers and land owners to explore their options and put compatible farmers in contact with each other with a view to progressing a mutually agreeable working arrangement.

The arrangements can be as simple or as complex as people want, provided they are workable for all parties involved. Arrangements can be in or outside the family. For an arrangement to work it will typically need to underpin income security and enhancement and be tax efficient while protecting assets and EU entitlements. Identifying and agreeing on the land to be farmed is also very important and the programme also seeks to deliver quality of life and social benefits for the parties involved.

The types of arrangements available within the programme include long term leasing, partnerships and share farming. Additionally

farmers can also consider farm to farm co-operation including contract rearing, grazing and silage arrangements and cow leasing.

**Macra na Feirme's Programme Manager for the Land Mobility Service Austin Finn said**, 'The original Land Mobility initiative has proven to be a great success since its introduction in 2014. The reason the Land Mobility Initiative works for people is because it keeps people involved at the heart of any arrangement and we are delighted to be working with Lakeland Dairies in this new innovative land mobility programme for members and milk producers.

**Lakeland Dairies' Chairman Alo Duffy said**, "The Land Mobility Programme is about providing choice and opportunities to dairy farmers around a range of options which they can consider to secure the future of their farming enterprises and their livelihoods. This can be focused on the continuing growth of milk production, the sharing of responsibilities and benefits arising from a farming partnership, or it can involve leasing or other collaborative arrangements. The Land Mobility Programme unlocks resources, efficiencies, cost savings and income for farmers working co-operatively together and Lakeland Dairies is delighted to launch this initiative in co-operation with Macra na Feirme."

In a recent survey, over 40% of Lakeland milk suppliers said they are interested in establishing a Farm Partnership either externally or among family members.

Just over one-third of dairy farms supplying Lakeland Dairies employ staff on either a full-time (8%) or part-time (28%) basis. Two-thirds of milk suppliers do not employ any labour on the farm, other than the family's own inputs, a finding which supports the potential for collaborative farming arrangements.

In addition to farmers who have significantly grown their output, roughly half of Lakeland milk suppliers said they will further expand their milk production by approximately 5% in each year to 2022.



L-R: Alf McGlew - Dairy Farmer, Austin Finn - Land Mobility Programme Manager, Alo Duffy - Chairman Lakeland Dairies, Patrick Brady - Land Mobility Programme Advisor in Lakeland Dairies Catchment Area, Andrew Purcell - Dairy Farmer, Eamon Duignan - Member Relations Manager Lakeland Dairies