Lakeland DAIRIES

Lo-Call
1890-47-47-20
Fax
042-969 4388
www.lakeland.ie

FARM NOTES

VOLUME 1 ISSUE 182 MAY 2018

Lakeland Dairies AGM, Operating Profit doubles to €16.8m

Co-op targeting €1Bn in annual revenues by 2021

The Annual General Meeting of Lakeland Dairies has taken place in Cavan today. Members heard that the co-operative reported strong financial results for the year ended 31st December 2017, with group annual revenues increasing by 28% to € 769.8m, up from € 601 million in 2016. This yielded an operating profit of €16.8m, compared to €7.2m in 2016.

Profit before tax was €15.9m in 2017 and the co-operative closed the year with a 15% increase in shareholders' funds at €117.6m. Earnings before interest, depreciation, tax and amortisation (EBIDTA) were €32.6m, increasing significantly from €18.9m in 2016.

Milk volumes processed in 2017 increased to over 1.2 bn litres, reflecting ongoing expansion among Lakeland Dairies' 2,500 milk producers and a full year of milk supply from Fane Valley Dairies, which was acquired in May 2016. The efficiencies being achieved through all operations enabled the removal of milk collection charges (cartage), with an overall reduction of costs of €5 million to milk suppliers annually.

The meeting also heard that the Lakeland Dairies five year strategic plan envisages the co-operative achieving sustainable and profitable annual revenues of over €1bn by 2021.

Pictured at the Annual General Meeting of Lakeland Dairies are (l-r) Colin Kelso, Vice-Chairman; Alo Duffy, Chairman; Michael Hanley, Group Chief Executive and Peter Sheridan, Chief Financial Officer.

Farmer owned Lakeland Dairies operates across 15 counties on a cross border basis, processing milk into a wide range of value-added dairy foodservice products and food ingredients. Lakeland has a portfolio of 240 different dairy products which it exports to 80 countries worldwide.

How is your cooling equipment performing?

Ensuring you complete regular simple checks of your bulk milk tank can avoid major quality problems

Your bulk tank may come under pressure with increased volumes and warmer ambient temperatures during the summer months. Milk must be stored under 4°C to keep bacteria levels low and prevent milk spoilage which would affect finished product quality. Common bulk tank problems can be a broken compressor or agitator; a tank being low on gas; inadequate power or a power failure, but the highest bacteria counts usually relate to a tank of milk which has been accidentally left off overnight or for a number of hours. TAMS grants are available to help fund the possible purchase of milk cooling equipment.

Bulk tank checklist

Investing in a plate cooler and increasing a focus on wash routines will minimise any TBC issues.

- Check the tank is turned on after each and every milking – put a reminder sign on the dairy door.
- Are there visible 'butter lumps' forming on the surface of the milk? That is generally a sign that agitation or cooling capacity is not correct.
- If you forget to turn on the bulk tank for any duration, don't put 'good' milk in on top of milk that has been stored uncooled overnight. Get the milk checked out first.

Has your bulk tank been serviced yet this year? The annual service ensures that your tank is working effectively and efficiently.

Lakeland DAIRIES

FARMNOTES

Herd Health Certificates are enclosed with Milk Payment this month. Please keep in a safe place until your herd test is completed, then return to Lakeland immediately.

Lakeland Grasswatch

Lakeland RumiSmart SUSTAIN
Delivering Sustainable Feeding Solutions

Farmer	Ltr/Cow	Fat %	Prot %	kgMS/Cow	SR	Meal kg	Average farm cover	Cover/cow[2]	Demand (kgDM/Ha)[3]	Growth Rate (kgDM/Ha)[4]
Cavan	26.2	4.2	3.35	2.04	3.66	5	780	213	55	54
Monaghan	30.3	3.69	3.29	2.17	4.07	5	800	197	69	70
Longford	26	3.68	3.25	1.85	3.78	4.2	855	226	60	80
Westmeath	26	3.66	3.38	1.89	4.48	4	636	142	58	64
Louth	27	4.02	3.42	2.07	4.47	2	889	199	72	89
Meath	24.5	3.91	3.54	1.88	4.67	3	782	167	65	73
Offaly	28.7	3.62	3.41	2.07	3.25	4	770	237	46	88
Ballyhaise	24.8	4.33	3.52	2.01	3.58	1	659	184	57	64

[2]Cover/cow - the amount of available grass per cow on the milking platform • [3]Demand (kg DM/Ha) – the daily allowance per cow in kg DM multiplied by the stocking rate
[4]Growth Rate (kg DM/Ha) – the amount of grass growing daily per Ha expressed in kg DM

For the week beginning the 7th of May growth rates have shown increases across all our grasswatch farms with growth ranging from 54-89kg DM/Ha which is either matching or exceeding demand on the farms. Covers/cow on our grasswatch farms are ranging from 142 to 237 (target 150-190 per cow), and a number of the farms are skipping paddocks with heavier covers with a view to removing as surplus bales or adding to the 1st cut silage.

Management tips for May

Grass Surpluses

After one of the worst springs in memory, grass growth and ground conditions have been making a recovery on the majority of farms in the Lakeland region. With recent spells of sunshine and improved temperatures, many farms are finding themselves going from a famine to a fest in terms of grass supply. Therefore, it is vitally important to walk your farm on a weekly basis to ensure covers are not getting too strong (cows should be grazing covers of 1200-1400kgsDM/Ha). If this is the case, it is advisable to take out surplus grass in the form of round bales or put in the pit at the same time as first cut silage. Bales may be the preferred option, as it would allow the field to come back into the rotation sooner.

Fertiliser

Due to the difficult conditions this spring many farms might have missed some of their earlier nitrogen applications, in order to optimise growth rates over the summer, it is vitally important to continue to apply N as per the recommendations outlined in Table 2 below. At this stage, farms should be moving away from blanket spreading and ideally should be following the cows or spreading once weekly.

Table 2) Nitrogen application rates at various milking platform S/R's.
*Adhere to the upper limits of the nitrates directive

Stocking Rate (cows/Ha)	May	June
	Units/ac	
<3.4	14	0-14
3.4 – 3.7	21	14
3.7 – 3.9	28	21
3.9 – 4.1	35	28
4.1 – 4.5	40	35
>4.5	40	40

Silage – Balancing yield and quality targets

Difficult weather this spring has resulted in a lot of silage ground being closed later this year. Nitrogen has also been applied later on many farms. With this in mind, there is a need to strike a balance between silage quality and quantity. Delaying cutting date to ensure bulk and tonnes in the pit will have an impact on the quality of silage. For anyone looking to make 72+DMD silage you will need to cut before the crop heads out. Although crops may be light at this stage, recovery will be quicker which will provide an opportunity to make up the deficit in subsequent cuts. A guideline for fertiliser nitrogen is that grass will use up two units per day on average. If there is a fear of high nitrate levels, it is advisable to test the grass crop rather than delaying cutting date based on the 2-unit rule. In addition, wilting is a very effective aid to preservation if nitrate readings are a little higher than recommended.

Concentrate Crude Protein (CP) levels:

With most herds now at grass full time, high energy / lower protein rations should be fed to avoid an oversupply of protein in the diet. However, when choosing a ration for use at this time of the year and throughout the breeding season, care must be taken to ensure a full complement of minerals is being supplied on a daily basis at the feed levels being applied on individual farms. To meet these requirements, Lakeland Agri's extensive Summer Ration range is now available. For advice on which ration best suits your situation, please talk to your Lakeland Agri Feed representative.

Breeding season:

The breeding season is well underway on most herds. The next 6 weeks is going to be critical to ensure a smaller percentage of late calving cows next year. Body condition score (BCS) plays a huge role in the cows function and performance, aiding heat cycling, heat expression and conception rates. BCS must be monitored now and should be between 2.75-3.25 at breeding. Any cows at a score of 2.5 or less could be placed on once-a-day milking to build body reserves, for a 4 – 6 week period. It is important to remember to keep feeding these cows as if they were still milking twice a day. This should only be considered for low SCC herds. Any cows more than 35 days calved and not cycling should be presented to the Vet for examination along with 'problem cows' i.e. retained placentas, metritis, milk fever & cows that carried twins. In addition, any cow more than 2 weeks calved could also be presented to vet to ensure she is clean and cycling. Tail painting should also continue. With a reduced number of cows bulling, the number of standing mounts are reduced and cows will not be seen bulling by observation alone.

For any help with interpreting the grass monitoring data or advice on any of the issues in this month's Grasswatch notes please contact either Adrian on (087)4138584 or Colin on (087)7467424

Changes to the calculation of SCC. (derogation factor)

This derogation granted in 1986 **will be removed with effect from November 1st 2018**. Calculation for SCC's will continue on a three month rolling geometric mean throughout the full year, without the coefficient previously applied in the low production period.

Purpose of removing the derogation.

There has been a significant improvement in the SCC levels in the Irish dairy herd over recent years, particularly since the introduction of sector supports including Bord Bia's Sustainable Dairy Assurance Scheme and the AHI CellCheck Mastitis Control Programme and the associated workshops. The continued use of the derogation runs counter to the efforts of industry stakeholders to reduce SCC levels and to maintain and build on the Irish dairy sector 's reputation for quality and safety.

Who should be concerned?

A small number of suppliers will be affected with the derogation removal, they are suppliers regularly receiving rejection notices and some suppliers forced to cease production for one month usually over the winter period. Action now needs to be taken if you are in this group, **a series of SCC CellCheck workshops are fixed for the second half of May**, you should be planning to attend one.

SCC CellCheck Workshops

There will be a series of CellCheck workshops on the farms of and on the dates below.

Wednesday 23rd May @ 11.00am	***on the farm of Martin, Heaney Kilberry, Castletown, Navan.***
Friday 25th May @ 11.00am	***on the farm of Frank Evans, Lisnashanna, Stranooden, Co. Monaghan.***
Monday 28th May @ 11.00am	***on the farm of Brendan Fitzpatrick, Toome, Dring, Co. Longford.***
Tuesday 29th May @ 11.00am	***on the farm of Paul Deegan, Clonfad, Dalystown, Mullingar.***

The purpose of these workshops is to assist milk producers in managing and lowering their SCC's. The workshop is a practical event, with presentations from a Vet, Milking Machine Technician and Co-op dairy advisor followed by mini practical workshops involving the presenters. There will be question and answer sessions throughout the workshop. The cost of this CellCheck workshop is €40.00.

Benefits of getting your cell count "right"

- will increase your milk production and profitability
- speed up milking times, no drafting / segregating of high SCC or treated cows
- a simpler milking process for relief milkers
- less mastitis, less antibiotic treatments, less dumping of milk
- overall, milking will be stress free

Who should attend ?

- Ideally anyone milking cows
- Definitely anyone with SCC problems
- New entrants to milk production
- All suppliers affected by the derogation factor removal

VENUES WILL BE SIGNED FROM MAIN ROADS

MILK FLEX

Finance Ireland have very recently announced a new Milk Flex loan facility which will be available to dairy farmers.

Lakeland Dairies will be participating in the facilitation of this scheme with Finance Ireland and full details will be communicated as they become available.

Reap the yield and quality benefits of dock-free silage

Following a difficult and late spring, maximising output from grass and silage is now more important than ever.

Docks severely damage yield and quality of grazing and silage swards. In first cut silage, even a moderate infestation of docks will cut dry matter yields by at least a tonne/acre and significantly impair quality. In baled silage, dock stems play havoc with the film, leading to substantial wastage.

With many crops closed for silage there is now a real opportunity to plan an application of DoxstarPro and get rid of the docks before the silage is cut.

The ideal time to spray is two to four weeks after nitrogen is applied when docks are actively growing and are 15-25cm (6-10in) high or across and before a seed head begins to emerge. This is called the rosette stage.

The key requirement is to wait for a minimum of three weeks after DoxstarPro is applied before harvesting the silage. This ensures that the chemicals get fully translocated down to the roots, a vital factor in achieving long-term control.

For further information on DoxstarPro and other weed control options available, please contact one of our Lakeland Agri stores on the numbers detailed below:

Lough Egish 042 9747216
Longford 043 3345042

Chlorate Residues in Milk

Concerns over chlorine residues in food products are increasing all the time
Over the last 12 months Moorepark have evaluated a range of chlorine free detergent options for farmers to use. There are now several options that have been tried and tested that Moorepark are happy to recommend.

The European approach that has been initially most successful is to remove chlorine from the bulk tank wash cycle. The bulk tank is where milk sits over time and residues are likely to build up in the milk – hence removing chlorine in the wash cycle has an effective outcome.

If the bulk tank washing is correct there will be minimal issues from residues and bacteria. Chlorate (a breakdown product of chlorine) is particularly a concern for the infant formula market. Infant formula manufacturers require dairy ingredients without Chlorates.

Chlorates build up in liquid detergent products containing Chlorine as they age and if stored in direct sunlight. This is one of the biggest dangers at the start of the season if product has been held over from last year. Chlorates can also occur where rinse cycles are inadequate.

Suppliers' milk will continue to be tested for Chlorates and Lakeland Dairies milk advisors will work with suppliers experiencing high Chlorate levels to identify where improvements can be achieved.

Tips on how to avoid Chlorate Residues

Ideally use Chlorine Free Detergents
Avoid forward buying or stock piling detergents on your farm – Chlorate levels in detergent increase significantly over time

Rinse milking machine fully to *remove milk & detergent before and after milking* with 14 litres of water per unit

- Never re-use rinse water
- Use only the correct amounts of detergent – don't use EXTRA
- Ensure all detergents are in date
- Store detergents in a dark, cool place – light & high temperatures will increase chlorate levels in detergents
- Ensure the bulk tank is being correctly rinsed
- Use **Peracetic Acid** as an alternative to chlorine for cluster dipping & water sterilisation

Remember to calibrate your tank for correct use of Non-Chlorine Detergents and always follow the manufacturer's recommendations on all products used.

FOR SALE

Pure bred registered Aberdeen Angus Bulls, 14 months old, easy calving and ready for work, suitable for heifers and cows.
Contact; Barry on 086 8514247 or house 042 9660991

Herd of 60 Pure Bred Friesian Cows, herd average yield 6,300lts and average SCC 178. Cavan area **Contact: 086 8341225**

500 gl Mueller Tank, modern gas.
Contact: 087 9410956

Mueller 1550 Litre Second Hand Tank
Contact: 086 3644074

Friesian Heifer Calves,
Crossdoney, Co. Cavan area.
Contact: 086 2434311

Stan Gibney (Ratoath) is retiring from milking - Auction 22nd May in Farm.

Greenhills Herd
Pedigree Registered Friesian bulls Geonomic tested with EBI's to €268, born Spring 2017. Breed by top AI bulls.
Contact: Kevin Clare, Ardee: 087 2766672

Browelite Herd Offers Selection Of Service Age Holstein Friesian Bulls, From Top International Cow Families by Top International Sires. Good Type, Conformation With Excellent Production Dams To 740 Kg/Ms Fat To 4.58 % Protein To 3.72%.
Contact: Stephen Lawlor 087 9252243

IFFPG Farm Plastic collections in association with SMITHS PLASTIC RECYCLING

MONAGHAN
Clones Mart 19th May, Mc Nallys Quarry Glaslough 21st May, Threemile House G.A.A. 22nd May, Ballybay Mart 23rd May, Broomfield Agri Castleblaney 25th May, Old Stoneware Plant Magheraclune 26th May

CAVAN
Virginia Lisgrey Co Co Yard 30th May, Bailieborough Auction Yard, Kells Road 31st May, Kingscourt Mart 2nd June Mullagh Co-op 6th June, Cavan Mart 7th June, Ballyjamesduff Mart 9th June, Belturbet Co Co Yard 12th June,
Ballyconnell Huggins Pit 13th June, Dowra Mart 9-5pm 14th June, Glengevlin Co Co Yard 9-5pm 15th June Cootehill Mart 16th June

Contact:- RONAN 086 2506129
Plastic must be clean, no net mixed with plastic, INSERTS of meal bags must be removed. Drums must be triple rinsed.