

SHAREHOLDERS URGED TO ATTEND SGM AND APPROVE Lakeland Dairies and LacPatrick Merger

Lakeland Dairies and LacPatrick Dairies have reached agreement to merge following the unanimous approval of the Boards of both co-operative societies who are recommending the proposed merger to shareholders.



Andrew McConkey (Chairman, LacPatrick Dairies), Michael Hanley (CEO, Lakeland Dairies) and Alo Duffy (Chairman, Lakeland Dairies). The Boards of both Societies have unanimously recommended shareholders to attend the forthcoming SGM at 1.00 pm in Cavan (Hotel Kilmore) on Tuesday 23rd October and to VOTE IN FAVOUR of the merger.

Lakeland Dairies will hold our SGM in Cavan (Hotel Kilmore) at 1.00 pm on Tuesday 23rd October, 2018.

Registration will open at 12 noon and refreshments will be provided. Only shareholders can attend the SGM and vote.

Shareholders are urged to come to the SGM in large numbers and the Board are recommending all shareholders to vote in favour of the merger.

Exclusive discussions about a possible merger started last June and have reached a positive outcome where the Boards of both societies are unanimously recommending shareholders to vote in favour of the merger at Special General Meetings which will be held on Tuesday 23rd October next. Regulatory approval will also be required.

Lakeland Dairies and LacPatrick Dairies are neighbouring societies and both operate on a cross border basis exporting the vast majority of their output to global markets. Each has a heritage of excellence in co-operative dairy farming spanning well over a century and share common business development aims in the interests of their shareholders, milk producers and rural communities.

The amalgamation of Lakeland and LacPatrick is a coming together of two dairy co-operatives on the island of Ireland to form a strong force in the global dairy industry. Both co-operatives are highly successful agrifood industry players with excellent manufacturing facilities and complementary strengths and advantages in their various worldwide markets.

As an absolute priority, the combined new co-operative will work to support dairy farming families on a long term basis into the future by maximising market returns and paying a sustainable and competitive milk price in line with market conditions.

Owned and controlled by farmers, with over 3,200 milk suppliers and a collective milk pool of some 1.8bn litres, the new co-op will be the second largest dairy processor on the island of Ireland. It will have a combined annual turnover in excess of €1bn, creating internationally competitive scale while ensuring efficient costs of operation.

The announcement was made jointly by the Chairman of LacPatrick Dairies, Andrew MacConkey and the Chairman of Lakeland Dairies, Alo Duffy, together with Michael Hanley, CEO of Lakeland Dairies who will be appointed Group CEO of the new merged co-operative society which will adopt the name of Lakeland Dairies.

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Lakeland Dairies launch TMS programme in Northern Ireland

In an effort to make further improvements to farm efficiencies and profitability, Lakeland Dairies have launched a new pilot programme with a number of NI Lakeland Milk suppliers which will focus on dairy cow transition management and the financial rewards achievable from getting this critical period correct in our dairy herds.

The programme itself was developed by Premier Nutrition and has been running in England, Scotland and Wales for the last 6 years with phenomenal success. At this point in time, transition costs across the water range from 0.5 pence/litre to 8 pence/litre with an average cost of 2.3 pence/ litre being achieved. As farms in Northern Ireland will be no different in terms of the range, it's an area in which participants could make a real difference to the level of profitability being achieved on their farms.

As the overall objective of this programme is to reduce the incidences of the common problems associated with calving (LDA'S, RFM's, and Ketosis etc.), it can only be seen as a positive initiative and one which could make a real difference to the level of efficiencies being achieved on the farms involved. As this is a pilot programme, it's free to join at this point in time.

As there's only a limited number of places remaining, milk suppliers interested in registering for the programme are asked to contact their **Lakeland Dairies Milk Advisor, Niall Mc Carron on 07785469219, or Alan Hurst on 00353 87 2901663 as soon as possible.**

Soil Sampling Programme 18/19

The Lakeland Dairies Subsidised Soil Sampling Programme will be available for the months of December, January & February. The service which includes having soil samples taken and tested is available at a subsidised cost of £9 / sample plus VAT to all Lakeland Dairies milk suppliers.

Milk suppliers wishing to avail of this service should contact Niall McCarron on +447785469219 to register before Friday 23rd November.

Please note, taking of soil samples will be limited to one farm visit per milk supplier registered for the programme.

Soil testing and the correct use of the results generated is not only fundamental to growing high yields of good quality grass; it also has the added economic advantage of enabling a more efficient use of organic manures and bagged fertilizer.

DRYING OFF

When should the cow be dried off?

This will usually depend on the cow's production and condition score, which may result in a dry period longer or shorter than 60 days. The production at which to dry off a cow generally is defined as the daily milk yield at which the return from milk sales is equal to the labour cost for milking plus the cost of additional feed above maintenance and pregnancy levels.

Drying-Off

If milk yield is above 10 litres approaching the drying off stage (seven weeks before calving), removal or reduction of the amount of feed offered is a useful tool to reduce the quantity of milk produced. Ideally, concentrate should be eliminated about one week before the dry-off day, which should reduce the cow's milk production. Cows should not be milked partially (once a day) for several days as a means to dry off, because partial milking increases the incidence of mastitis flare-ups.

Feeding during the Dry Period

All the research surrounding dry cow management indicates cows should calve down at a body condition score of 3.25. Cows that calve down too thin will struggle in early lactation and have problems going back in into calf whereas cows that calve down with excessive body condition are more likely to have difficulties at calving and can suffer from metabolic disorders such as ketosis post calving.

As always, we would suggest drying off in reasonably good condition and tailoring the diet during the dry period to achieve our target BCS at calving. The level of concentrate supplementation required during the dry period will vary depending on the type and quality of the forages available and on the targets to be achieved. Irrespective of whether concentrates are being fed or not, all cows should receive a high specification Dry Cow mineral during the dry period to ensure all mineral requirements are being met.

For more information on dry cow management please contact a member of the Lakeland Agri team on one of the numbers detailed below:

David Beacom 07503 110242

Michael McGeeney 07831 176584

Gary Tubman 07900 248728