

## Lakeland Dairies holds MilkFlex workshops for milk producers

A series of workshops were held at four locations (in Cavan, Kells, Castleblayney and Mullingar) to provide milk suppliers with information on the new MilkFlex scheme being provided by Finance Ireland. Over 200 milk suppliers were in attendance at the workshops. MilkFlex is designed to provide milk suppliers with a loan product that helps to protect cashflows from the impacts of milk price volatility. The scheme applies in the Republic of Ireland. It is managed by financial services provider Finance Ireland with funding from the Ireland Strategic Investment Fund (ISIF) and Rabobank.

The MilkFlex product has built-in 'flex triggers' whereby a farmer can adjust their loan repayment terms in response to volatile movements in milk price or disease outbreak which could typically put farm finances under pressure. Repayments can also be adjusted to allow for seasonality in milk production. Farmers must be in a registered Milk Supply Agreement with a dairy co-operative.

Qualifying on-farm expenditure for which MilkFlex loans can be offered by Finance Ireland include:

- Investment in productive dairy farm assets
- Farm infrastructure (milking parlours, animal housing, farm roadways, etc.)

- Dairy livestock purchases
- Any work related to environmental schemes, low emissions slurry equipment (TAMS funded and non-TAMS funded) etc.
- Grassland or land improvement, including reseeding and drainage works
- Technological improvements, e.g. milking robots, monitoring equipment etc.
- Refinancing of any loan, cash or cashflow used in / on dairy farm projects, which commenced on or after 1st March 2014
- Working capital for dairy farming

Lakeland Dairies' Chairman, Alo Duffy said:

***"Promoting ongoing sustainability in milk production and in processing is essential to ensure a positive future in dairying. Mechanisms like MilkFlex provide an optional means of finance on a more affordable basis in terms of the interest rates and flexibility that are involved and this can help milk producers to reduce the impacts of market volatility on a longer term basis."***

MilkFlex is a loan product provided by Finance Ireland and further information is available at [www.financeireland.ie](http://www.financeireland.ie) or by contacting the Finance Ireland team on **01 647 0255**.

## General Data Protection Regulation

General Data Protection Regulation (GDPR) has come into effect from the 25th May 2018, replacing previous data protection framework under the EU Data Protection Directive.

Privacy Notices have been issued by Lakeland Dairies Co-op Society Ltd of Killeshandra, Co Cavan.

These privacy notices are available on our website at [www.lakeland.ie](http://www.lakeland.ie) and can be found at the following link;

<http://www.lakeland.ie/about-us/general-data-protection-regulations-and-our-members-milk-suppliers-and-agri>

The purpose of these notices is to inform you of the data relating to you that we may collect and use and the uses (including disclosures to third parties) we may make of such data.

Please read and familiarise yourself with these privacy notices as soon as possible.



THE WESTMEATH SHOW SOCIETY  
AFFILIATED TO THE IRISH SHOWS ASSOCIATION, THE IRISH PONY SOCIETY, THE SHOW RAMPING ASSOCIATION OF IRELAND & THE SADDLE ASSOCIATION OF IRELAND

**MULLINGAR ANNUAL**

Show

FREE

**SCHEDULE & PRIZE LIST**

**Sunday 8th July 2018**  
at Culleen, Mullingar

Closing Date for Entries - Thur 28th June 2018  
NO LATE ENTRIES ACCEPTED  
Secretary: Eileen White, 'Jalna', Moigh,  
Ballymahon, Co. Longford. Tel: 087 9971306  
E: [info@mullingaragrishow.com](mailto:info@mullingaragrishow.com) W: [www.mullingaragrishow.com](http://www.mullingaragrishow.com)

## Lakeland Grasswatch



Farmer	Ltr/Cow	Fat %	Prot %	kgMS/Cow	SR	Meal kg	Average farm cover	Cover/cow <sup>2</sup>	Demand (kgDM/Ha) <sup>3</sup>	Growth Rate (kgDM/Ha) <sup>4</sup>
Cavan	25.8	3.63	3.27	1.83	3.61	4	709	196	65	71
Monaghan	29.1	3.61	3.29	2.07	5.14	3.5	991	193	87	106
Longford	23	3.78	3.41	1.70	3.88	1.8	626	161	62	73
Westmeath	24.5	4.04	3.36	1.87	4.32	2	628	145	69	77
Offaly	27.2	3.64	3.57	2.02	2.83	3	660	233	44	61
Meath	22.6	4.22	3.52	1.76	4.49	4	631	141	49	51
Louth	23	3.90	3.50	1.75	4.19	3	719	172	71	71
Ballyhaise	21.6	4.29	3.52	1.74	4.27	1	540	126	68	104

**Definitions:** <sup>1</sup>SR - Stocking Rate; cow numbers divided by area of land on the milking platform in Ha • <sup>2</sup>cover/cow - the amount of available grass per cow on the milking platform  
<sup>3</sup>Demand (kg DM/Ha) – the daily allowance per cow in kg DM multiplied by the stocking rate • <sup>4</sup>Growth Rate (kg DM/Ha) – the amount of grass growing daily per Ha expressed in kg DM

For the week ending June 8th, growth rates are quite varied across the region, ranging from 51-106kg DM/Ha. Drier farms are showing drought-like conditions due to the prolonged spell of sunny dry weather. This is leading to a stressed grass plant with seed heads emerging at lower covers (900 – 1000).

Concentrate feeding has increased on these farms, and one has introduced baled silage for a short period. All farms for the past month have had growth rates significantly higher than demand, which has led to removal of large areas for short-term baled silage. Currently, cover/cow for our grasswatch farms are in the range of 126 to 233 (target 140-180 per cow).

It is vitally important, at this stage of the grazing season, to keep grass covers under control to ensure pre-grazing yield doesn't exceed 1400kgsDM/Ha.

### Management tips for June

#### Maintaining grass quality

As a result of high growth rates, pre-grazing covers have got strong with many farms grazing covers in excess of 2000kgsDM/Ha (Figure 1 below) and with seed heads emerging in heavy and light swards, quality has started to deteriorate.



Increasing amounts of stemmy material in the sward will depress digestibility, intakes, milk yield and milk protein. Many farms have seen milk protein% falling over the last couple of weeks due to deteriorating grass quality. Quality is best controlled by keeping pre-grazing mass at around 1,400kgDM (Figure 2 below) and grazing out to 4cm.



**Figure 1**  
**Cover of 2000kgsDM/Ha**  
**Too Strong**

**Figure 2**  
**Cover of 1400kgsDM/Ha**  
**Ideal**

#### How to ensure excellent grass quality over the summer months? i.e grazing covers of 1400kgsDM/Ha

- Rotation length must be shortened to match growth rates. At a growth rate of 80 kgs/day rotation length should be shortened to 16-18 days
- Cows should be offered grass in 24-36 hour allocations and graze out to 4cm.
- As surpluses arise, they should be removed as baled silage. These surpluses should be baled immediately to ensure the area comes back into the milking platform as soon as possible.
- Keep topping to a minimum as it is labour intensive and delays re-growths. One round of topping in June/July might be required to clean up paddocks and remove seed heads. If doing so top to 4cm. Taking surpluses out for bales should reduce the need for topping.
- Summer grass quality can also be improved by alternating the second cut silage area by closing some of the grazing area instead and incorporating the aftergrass into the grazing platform. However this relies on the silage ground being accessible for the milking herd to graze.

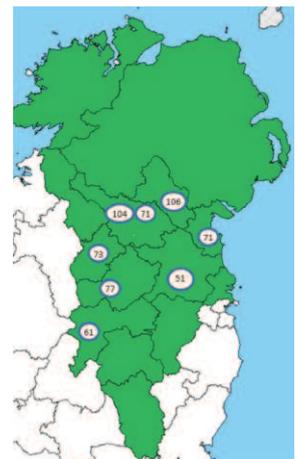
#### Fertiliser

With many farms having removed a lot of area for surplus bales it is important to continue to apply nitrogen as per the table below. Avoid using urea-based products during dry warm conditions.

Table 2) Rate of nitrogen to be applied at various milking platform S/R's.  
 \*Adhere to the upper limits of the nitrates directive

#### Lakeland Grasswatch growth map

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 (087) 7467424**





## Milk Urea Test Results from 1st July 2018

IML is now testing supplier's bulk milk samples for Milk Urea. Lakeland Dairies is among few milk processors to offer such a monitoring service from bulk milk samples.

**The Milk Urea test results will be sent out by text message along with constituent and SCC results from the 1st of July 2018.**

The levels of Milk Urea indicates the balance between energy and protein in the cow's diet. Excess protein in the diet, which is not used by the cow, is broken down into urea and passed out in the urine. Average blood urea levels can be detected by testing the milk, and high levels of urea in the milk indicate that there may be too much protein in the cow's diet relative to the energy intake.

The optimal urea content in milk is between 20 and 35 mg/100ml.

A level lower than 20 mg/100ml may indicate that the diet is low in protein. A level greater than 35 mg/100ml indicates that the diet is too high in protein.

### Points to Note:

- While high Milk Urea levels can affect milk processability, the main benefits to managing Milk Urea are from improved animal health & productivity.
- Milk Urea levels will fluctuate when cows are grazing due to weather/fertiliser effects on grass growth & intakes.
- Milk Urea levels for a herd will be most easily interpreted when all cows are at a similar stage of lactation, i.e. all spring or autumn calving.
- Very high Milk Urea levels may cause herd fertility problems and reduced milk solids while low Milk Urea levels may cause reduced milk yield.

For help with interpretation of results, please contact any member of the Lakeland Agri team on **1890 47 47 20**.

## Best Practice in Milking Training

**Event Time:** 22 June 2018 22 June 2018

**Venue:** Teagasc, Ballyhaise Agricultural College, Ballyhaise, Cavan  
A Teagasc/FRS/AHI training course

The purpose of this training is to equip the learner with the knowledge, skill and competence to perform and manage the dairy herd milking process. The course supports the integration of key milking routines with regard to required milk quality, food safety, dairy herd health and dairy cow welfare for commercial Irish dairy herds.

**Duration:** 2 days scheduled on non-consecutive days.

**Maximum number of people:** 15

**Price:** €250

**Book a place:** <http://www.frstraining.com/course.asp?c=Milking%20Course>

**Animal Health Certificates have been sent to all suppliers along with your April Milk Statement.**

**It is a DAFM requirement that all suppliers submit this annually to Lakeland Dairies to allow milk collection.**

These certificates are audited by both DAFM and Lakeland Dairies customers and are key for ensuring export certification for dairy products.

They must be returned by **FRIDAY 23RD NOVEMBER** 2018 to allow processing of the certificate before year-end. We recommend you fully read the DAFM coversheets for full details on how to fill out the certificate with your vet.

**Pages 1 and 3 must be returned to our Member Relations Division.**

- No animal tag list is needed, but you must note the number of cows submitted to the vet for testing on page 3, and the vet must also note that number on page 1.
- You must sign PAGE 3 and your Vet must sign PAGE 1
- Please only return the white copies of the form to Lakeland Dairies, the other copies should be retained by yourself. You will need this for your Bord Bia audit.
- Please return direct to Member Relations, Lakeland Dairies, Bailieboro, Co. Cavan



## TIP OF THE MONTH

### Don't Risk it With Old Liners!

The liner is the only part of the milking machine that comes in direct contact with the cow. A cow spends on average 60 hours of every lactation in contact with this liner.

- Do you worry that the recommendation to change your milking machine liners has been developed just to sell more liners?
- Do you think that liners which are 'a bit worn' won't make much of a difference?
- Well rest assured that changing your liners will increase your milk yield and udder health!
- As liners operate over time they lose tension, absorb fat and hold bacteria. This deterioration is sufficient to reduce the speed and completeness of milking, resulting in a loss in milk yield. This also increases teat end damage and increases the spread of mastitis bacteria. To reduce the impact of aged liners on milk yield and udder health, the industry recommendation is to change liners after 2,000 milkings or 6 months, whichever comes first.
- To see when exactly you should change your liners, use the following simple calculation:

Number of days = 2,000 X number of milking units /

Herd size X number of milkings per day

Example: A herd of 100 cows milking twice per day [number of milkings per day] in a 10 unit swing-over parlour [number of milking units] would take approx 100 days to reach 2,000 cow milkings

Number of days = 2,000 X 10 / 100 X 2 = 100 DAYS

If the full herd was milking by 1st March, with new liners in spring, by 1st August they will have done at least 150 days milking. But they should have been changed after 100 days i.e. around June 9th.

Many herds have increased in size, while parlour size may have stayed the same. Hence each cluster is milking more cows now than it might have a few years ago. So don't wait any longer. ....calculate exactly how often you should have new liners, and change them now if that's what the figures tell you!

Remember too, that liners should be changed at least every 6 months, as the rubber naturally deteriorates over time, and with exposure to the cleaning products used for machine disinfection.

For more information see our short video online -

**When Should I Change My Liners?**

## Antibiotic Management Mid-Season

**While the high risk period for antibiotics on-farm has passed for many farms, it is still important to continue your routines around antibiotic management in the herd.**

One of the biggest risks is now having an isolated cow causing an antibiotic positive test, cows that have been treated on a 'one-off basis' for mastitis / lameness or other health issues. Always check with your vet the appropriate withdrawal period for any cows treated in this way.

The Department of Agriculture in both ROI & NI are now regularly following up on any farms that have had antibiotic failures. They will carry out a full veterinary medicine inspection on any farm that they visit following failures. They will focus on records and on farm prevention if they visit you.

### Best ways to prevent antibiotic contamination:

- Use red tail paint and leg / tail bands to make sure it is easy to spot the cows that should be out of the tank.
- Use a whiteboard to list the cows to be kept out of the tank with the dates of when the milk can go back into the tank.
- Use an antibiotic kit on farm – use this to check cows before returning them to your bulk tank after treatments during lactation.

## FOR SALE

**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%.

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