

Centenary Thurles
Co-operative Society Ltd

FEB — MAR

NEWSLETTER 2015



2014 Milk Quality Awards

Following the success of the Dwan Family last year in winning the NDC & Kerrygold National Milk Quality Award, significant interest has been generated around our own competition.

This year is the 3rd such year and whilst many familiar names are included in this year's top 10, it is also pleasing to see new names. Those shortlisted for the award for 2014, in alphabetical order, are as follows:

Anthony, Catherine & Martin Cantwell

Ballyerk
Templetuohy

Pat Cormack

The Islands
Loughmore

Gerard Keogh

Rahealty
Thurles

Thomas & Marie Ryan

Kylemakill
Moyne

Nicholas & Philip Thornton

Ballyheens
Cashel

We congratulate all the above finalists for their fine achievement and wish them well with the remaining evaluation which is a farm visit due to take place in March. The overall winner will be nominated as our representative for this year's National Finals.

Next in line to our finalists also in alphabetical order were:

Catherine Bowe Leigh Two-Mile-Borris; Denis Brereton Knocka Drom; Conor Molony Clobanna Thurles; Eugene O'Dwyer Camas Cashel; and William Ryan Shanakill Roscrea.



Milk Supply Agreements

Milk Supply Agreements were issued to all suppliers in December 2014. Our intake from suppliers for 2014 exceeded 113m litres, an increase of 3.1m litres on 2013 supply. This increase came despite the inevitability of super-levy from the early part of the quota year and the consequential action of many suppliers to minimise their exposure. We anticipate having a supply of 120m+ litres for the current year and ongoing significant expansion thereafter.

As you are aware, the majority of our milk is traded with Glanbia and Tipperary. It is important for negotiating the sale of our milk, that we have the maximum commitment possible from our suppliers and this occurs through your signing of the Milk Supply Agreement with Centenary Thurles. This added strength together with an increase in volume and improvement in quality will facilitate us to do the best possible deal on behalf of the Society. In turn, this will benefit both suppliers and shareholders.

The Committee of Management has accepted that this is a strong commitment by Suppliers and to this end introduced a financial gesture to those who sign the Agreement. A 1c per litre bonus (+ VAT if applicable) will be paid for the months of June and July 2015 which should benefit suppliers to the tune of in excess of €300,000, and will come at a time when it is much needed.

We are pleased to report an excellent uptake from Suppliers and at the time of writing it looks like we will have in excess of 80% of our suppliers signed up on publication of this newsletter. Our target is to reach 90% by the end of February. If you have not already done so, we respectfully request that you sign this Agreement as soon as possible, have it witnessed and return to your local branch, to Denis Kennedy at Ballyduff, or to Templemore Road Thurles. If you have mislaid the agreement, copies are available from the same sources. We thank you for your continued support and loyalty.

Over Quota Position

Society January 2015

+ 8.44%

National December 2014

+ 5.93%

Seasonality Bonuses

Seasonality bonuses are part of our current Milk Payment System and are worth recapping.

For January 2015 milk, a bonus of 5c per litre is paid on all milk, once the combined supply of January and February 2014 exceeds 6% of the 2013/2014 supply.

February 2015 milk attracts a 2c per litre bonus if the condition for January is met or if volume supplied reaches at least 15% of the milk supplied in May 2014.

November 2014 milk also has a 2c per litre bonus paid if the supply in that month is at least 15% of the supply in May 2014 and lactose is greater than 4.35% for November. The bonus for November 2014 of approximately €40,000 to 110 suppliers is being paid out with January 2015 milk.

Agricultural Scholarships

On 12th December last, Scholarships were presented to the sons of shareholders attending Agricultural Colleges as pictured.



Congratulations to all!

Back L-R: Joe Kerrigan CEO Centenary Thurles Co-op, Philip Geehan, Cranagh, Templetuohy, Robert Larkin, Lisdaleen, Templetuohy, Jim Russell, Chairman, Centenary Thurles Co-op, Rory O'Regan, Knockroe, Thurles, Jack Dunne, Boulabea, Moyne, Tom Nyland Branch Manager, Ballyduff • Front L-R: Ciaran Kennedy, Boherna, Cloughjordan, Stephen Meade, Kiltillane, Templemore, Joseph Maher, Knocka, Templemore, Niall Maher, Ballynock, Roscrea.

Office Development

Development work is ongoing at our offices at Templemore Road Thurles. Whilst work is progressing well, we have had to close our reception until approximately April. We apologise for any inconvenience arising as a result.

All our office/admin staff are available at 0504-91900 or alternatively by calling in to the Centenary Home & Garden Shop in Thurles.

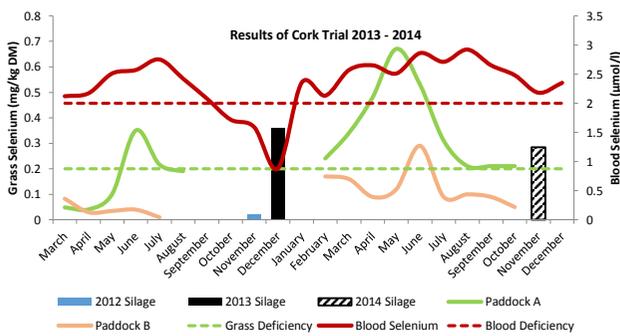
Selenium Deficiencies

Selenium deficiencies have been linked with cows retaining placentas, infertility, white muscle disease and ill thrift.

Irish pastures supply only 38% of the Selenium requirements of an average lactating cow. (Teagasc 2013)

On average, the cow's complete diet provided only 58% her requirement for Selenium. (Teagasc 2013)

The graph below illustrates that if a Selenium program is used over the grazing season, and for Silage, the need for additional Selenium products is removed.

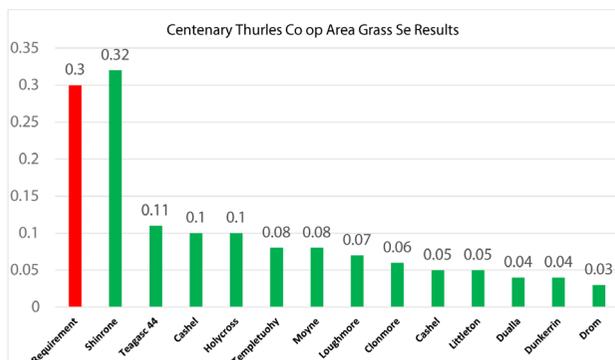


From mid-October to mid-December 2013, the farmer was grazing his cows on Fodder Beet and Arable silage, none of which had received selenium. As can be seen from the graph, blood selenium levels dropped dramatically.

Feeding of high Selenium first cut silage that had received 4 bags/ac of Selenigrass prior to cutting commenced on 24-12-13. Within 3 weeks of this, cows blood selenium levels returned to high selenium levels.

Rather than using the laborious and costly methods of bolusing, injecting or adding selenium to water, any selenium deficiencies on the farm were corrected rapidly and cost effectively by simply adding selenium to the fertiliser

In 2014, Centenary Thurles Co-Op and Goulding Fertilisers carried out selenium analysis on a number of farms in the Centenary catchment area. Of all the samples taken, almost 92% came back severely deficient in selenium.





CENTENARY

Agri

DAIRY HYGIENE

Spring Promotion

27

JAN

TO

28

MAR

Visit your local Centenary Thurles Agri Store

Recent Staff Changes

Jimmy Gazely (formerly of our staff in Cashel) has been appointed to the staff of Thurles Farm Store. Jimmy is well versed in all aspects of our business and operations and will be a welcome addition to our team in Thurles. Jimmy replaces Eddie Morrissey who has opted, due to other commitments, for a reduced role in Thurles Farm Store. Whilst Eddie will no longer be employed on a full-time basis, he will continue in a part-time/relief role.

Loran Farm Store has also seen a recent change with James Byrne moving from Roscrea to Loran and Michael Martin moving in the opposite direction. We are confident that both branches will see a continuation of excellent service for our customers.

We wish Jimmy, Eddie, James and Michael well in their new roles.

Flexi-Milk Update

(first published on our website 29th January 2015)

A review has just been completed on the likely internal-flexi milk available to Milk Suppliers for the current quota year 2014/2015. It should be noted that allocations of national flexi-milk are likely to be extremely limited and should not be relied upon.

Category 1 suppliers

(i.e. those who supply less than 350,000 litres) will see their flexi-milk allocation significantly reduced due to the following factors:

A reduction in the allocation of the total pool of flexi-milk to this category from 85% in 2013/14 to 80% this year;

Significantly fewer new entrants with an allocation of 200,000 litres starting this spring;

A larger than anticipated supply of 2nd Phase Temporary Lease Milk which ultimately reduces the flexi-milk pool;

An increase of 40 suppliers in this category requiring flexi-milk; and

A significant decrease in the volume of milk available from those who are running under quota.

We are therefore reducing our best estimate at present for the availability of flexi-milk to Category 1 suppliers

from 20,000L to 14,000L

As always this can change as a result of individual supply patterns.

Category 2 suppliers

For some of the same reasons as above, we are reducing our estimated availability of flexi-milk

from 9,000L to 7,500L

TBC Workshops

Two very successful workshops were held at the Dwan Farm (by kind permission) on Tuesday 27th January last. Significant progress was reported with milk quality during 2014. Issues remain however in the early part of the year and later when suppliers are drying off. Advice was given in respect of starting back in milk to prevent these issues. Our milk manager Denis Kennedy, our milk quality advisor John Joe Collier and personnel available from Packo Ireland and Biocel were on hand to answer questions. Thomas Dwan gave an outline of his milking procedures, procedures which won him the coveted national title in 2014 from amongst 18,000 suppliers.

It is worth at this stage reminding all suppliers of the **Recommended Weekly Wash Routine** to achieve low TBC results:

1. Wash jettets and outside of clusters and remove milk filters.
2. Rinse the plant after milking with hot water (65°C) allowing 3 gallons per unit.
3. Immediately prior to next milking, rinse out the plant with 3 gallons of cold water per unit.
4. Always ensure the plant is drained before milking.

Monday to Friday

After the morning milking, hot wash with a **non-chlorine** caustic powder e.g. Turboclean, Hydrosan or **non-chlorine** liquid caustic e.g. Mip-cip, AutoscanBlue or equivalent. Circulate in the machine for 8-10 minutes allowing the first 2 gallons to go to waste (*N.B. use all products at manufacturer's recommended rates*).

Leave this solution in the machine daily. Re-use solution cold in the evening and leave overnight.

Saturday

De-scale machine in a hot wash.

Leave the solution in the machine for the day, re-use solution cold in the evening and leave overnight.

Sunday

Hot wash machine with a detergent steriliser (caustic and chlorine) e.g. Turbosan Liquid, Hydrosan Liquid or equivalent.

Do not leave this solution in the machine. Rinse out immediately with cold water. Re-use solution cold in the evening and again rinse out immediately.

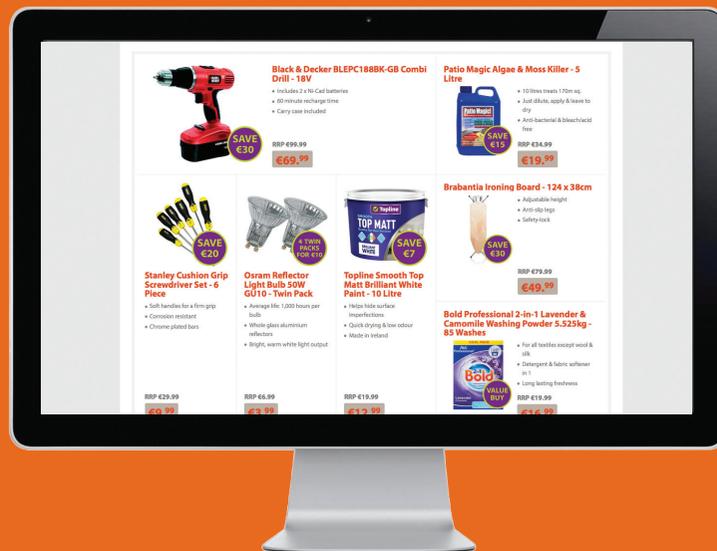
Tank Washing

After each collection, wash your tank (hot) with a chlorine-free detergent. Try to get the circulation temperature above 50°C. Once per month use a detergent steriliser and once per month use a descaler in the tank wash routine (*N.B. use all products at manufacturer's recommended rates*). Brush-wash all open tank outlets after each collection with an outlet brush.

FEBRUARY OFFERS NOW ON...

Until

**22
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Browse products and find tips, inspiration and special deals on our

NEW WEBSITE

www.centenaryhomeandgarden.ie

Telephone: 050491900
Facsimile: 050422657

centenarythurles.com