

**Centenary Thurles**  
Co-operative Society Ltd

NOV —

DEC

NEWSLETTER 2016



# Loyalty Bonus Cheques

*As is traditional at this stage, Loyalty Bonus cheques will issue to suppliers in the early days of December. These cheques are made possible by your continued loyalty to our stores division.*

In recognition of the difficult year 2016 was for milk suppliers, the Committee of Management has made a **once-off** gesture to suppliers by increasing the loyalty bonus paid by **40%**.

This will come at a significant cost to the Society which will be reflected when the 2016 accounts are published, but it is important that the Society is there in the more difficult times to support suppliers.

The full bonus has now been increased to 0.7c per litre (plus VAT if applicable) and is payable to those whose trading exceeded in 2015, 7c per litre of milk supply and at least 1c of this trade related to animal feed purchased from the Society. The reduced bonus is now 0.35c per litre and is payable to those whose level of trading is above 5c but

below 7c per litre or if having purchased more than 7c per litre did not achieve 1c of animal feed purchases.

Suppliers are reminded that the element of feed purchases required to achieve the full bonus for future years has been increased from 1c to 2c.

In addition, once the figures have been compiled for 2016, supplier will receive by separate cheque a further 0.2c per litre

+ VAT based on 2016 milk supply. This payment was approved by the Committee of Management again to support suppliers through a difficult period. It is hoped and expected that this significant support for suppliers will be reciprocated with continued and enhanced support for our 8 branches and our feed business.

## Grain Harvest 2016

The Committee of Management were pleased to be in a position to hold our main grain prices at 2015 levels. This amounted to a real and tangible support of €200,000 to tillage farmers who are going through a difficult few years. Being the first major buyer of grain to set prices, it set a standard for the industry which by and large followed our lead.

It is hoped that the farming sector will not leave it to Co-Ops alone to support tillage farmers; and that some level of solidarity will exist, with those purchasing animal feeds insisting on the inclusion of native grains in their feed compounds. Centenary Feed & Grain is one such feed manufacturer who only use native grains. Dairy, Beef and Sheep farmers are all better off in the long run with a thriving tillage sector in Ireland.

A base price of €129 was paid for both barley and oats, with €137 paid for wheat. Beans attracted a premium of €40 over barley. Addition Bonus payments for IGAS (€1) and Loyalty (maximum €8) were paid and VAT was payable to non-registered suppliers on top of these prices.

Having paid the same price for oats as barley again in 2016, it was decided to flag with growers of oats that the likely future price paid for oats, based on current market returns, would be €5 below that paid for barley.

Unlike much of the country, harvesting conditions worked out reasonably well albeit slightly back on the exceptional quality and yields of 2015. A comparison between 2016 and 2015 across some key metrics is shown below:

		2016	2015
<b>Winter Barley</b>	Moisture	18.82	20.19
	Bushel	64.93	67.77
	Screenings	2.16	1.25
<b>Spring Barley</b>	Moisture	18.81	19.00
	Bushel	64.02	65.52
	Screenings	1.93	1.19
<b>Winter Wheat</b>	Moisture	19.36	19.62
	Bushel	73.16	75.39
	Screenings	2.19	1.37
<b>Spring Wheat</b>	Moisture	19.36	20.41
	Bushel	72.92	74.72
	Screenings	1.93	1.09
<b>Winter Oats</b>	Moisture	17.30	16.59
	Bushel	53.82	53.70
<b>Spring Oats</b>	Moisture	18.10	18.32
	Bushel	51.29	55.67

## National Milk Quality Awards 2016



Pictured on 4th October last at the Kerrygold and NDC Milk Quality awards are the finalists from Centenary Thurles Co-Op, the Thornton family from Cashel. Also included in the photograph are Zoe Kavanagh CEO National Dairy Council, Kevin Lane CEO Ornu, Henry Shefflin and Denis Kennedy.

## Staff Retirement

On 9th September last Billy Treacy retired as Shop Manager at Ballyduff. Billy had worked at Centenary Thurles for more than 44 years. Initially employed in Montore, Billy soon moved to work in the mill at Ballyduff and subsequently spent more than 20 years in the shop. Ever-popular with customers and staff, we wish Billy a long and healthy retirement.

## Voluntary Supply Management Scheme

### Phase 1

We had 60 suppliers apply for the reduction scheme for the period October to December 2016, a total of 826,000 litres. All applicants under this phase received their full application amount and it is now up to these suppliers to decide whether to reduce volumes and if so by how much. A maximum payment of 14.42c per litre will be paid in March 2017.

### Phase 2

16 suppliers applied in this phase for a reduction of 168,000 litres. The Department has written directly to all suppliers notifying them of their allocation of approximately 0.125 of application volume, leaving just 21,000 litres in the Scheme.

As a result of the funding having expired, Phases 3 and 4 will not be operated and the Scheme has come to a close.

## Animal Health Ireland Cell Check Awards

Animal Health Ireland was set up some years ago to improve animal health with the single anticipated outcome of making farming more profitable. AHI set up the Cell Check programme with the aim of reducing Somatic Cell Counts. It acknowledges the best SCC results across the country. Centenary Thurles is pleased that 10 of our suppliers will be acknowledged at an Awards Ceremony on Thursday 24th November in the Lyrath Hotel Kilkenny.

We congratulate the following suppliers on their excellent achievement:

<b>Tom Butler</b>	Templetuohy
<b>Paddy &amp; Richard Daly</b>	Central
<b>Ann &amp; Thomas Dwan</b>	Thurles
<b>Michael Hannon</b>	Montore
<b>Kevin Mullally</b>	Montore
<b>Gerry Murphy</b>	Montore
<b>Eugene O'Dwyer</b>	Cashel
<b>Brendan Phelan</b>	Central
<b>Nicky &amp; Philip Thornton</b>	Cashel
<b>Dan Walsh</b>	Loran

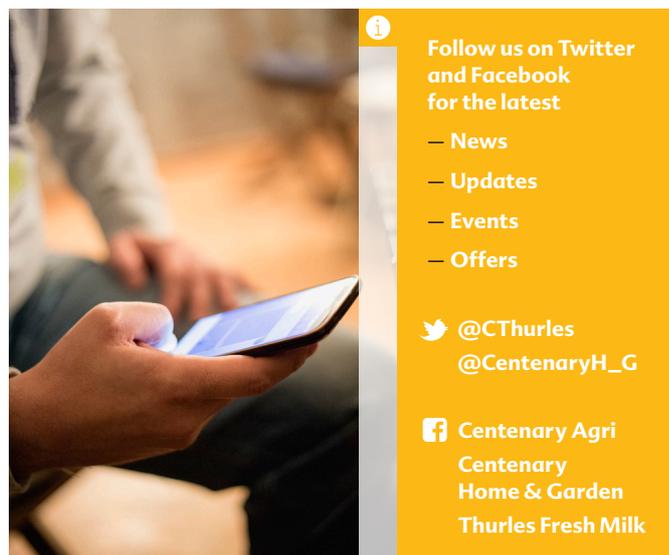
## Animal Health Certificate

Milk suppliers must submit an animal health certificate to the Society by 31st December each year. A penalty of €100 has been applied to those who have not yet submitted a certificate for 2016. This will be refunded on receipt of the cert by 31st January 2017. Collection of Milk will not take place from 1st February if a health cert has not been submitted for 2016.

## 21% Heifer Rearer Nut – Now Available in Bags

Due to the success of our 21% protein Heifer Rearing Nut which was previously only available in Bulk, Centenary Agri has now decided to make the Nut available in bags from your local branch. For advice on a feeding programme for your heifers please contact our feed advisory service.

**Mark Bourke** 087 2575235; **John Crowe** 087 6364831; or **Diarmaid Grant** 087 0635080.



Follow us on Twitter and Facebook for the latest

- News
- Updates
- Events
- Offers

@CThurles  
@CentenaryH\_G

Centenary Agri  
Centenary Home & Garden  
Thurles Fresh Milk

## Stocktaking Dates

After Christmas, all branches will re-open on Wednesday 28th December. From Thursday 29th December to Wednesday 4th January, there will be rotating branch closures for a maximum of one day each to facilitate stocktaking and customers. When we have finalised the dates, we will place notices in your local branch.

## Co-Op Source Dairy Detergent Promotion

All Centenary Agri branches will run a Dairy Detergent Promotion from 3rd January 2017. Further details to follow.

## Milk Urea Nitrogen Test Results

All milk suppliers should now be receiving their Urea test results by text. These MUN results should be of assistance to milk suppliers in ensuring that their cows' diets are balanced properly. The level of Urea Nitrogen in the milk is reflective of the level of protein in the diet. Excess protein in the diet which is not used by the cow is broken down in the cow's rumen and passed out in 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.

A well balanced diet gives the cow the best chance to produce quality milk and go back in calf. In practice, MUN level will fluctuate when cows are grazing due to weather, grass growth and intakes.

### Interpretation of MUN results:

< 25

Low MUN

Lack of protein in diet relative to energy

25-35

Optimal MUN

35 >

High MUN

excess protein and/or lack of energy

## Black Friday Sales Blitz

All branches will take part in a Sales Blitz on Friday 25th November to mark 'Black Friday' (see page 7 for details). The 25th of November will also mark the completion of our revamp and re-branding of our Cashel Branch. As our largest retail outlet, we are sure you will find an enhanced range, with excellent value and service in our Home & Garden and Agri products.

## Guaranteed Milk Price Schemes

Centenary Thurles has operated 4 Guaranteed Milk Price Schemes with varying levels of uptake. The schemes have served to put a floor under the price paid for the volumes committed or allocated from the schemes.

One example of a positive outcome is where a supplier who participated in all 4 schemes received 1.92c per litre extra on all his July milk. A rule of thumb would suggest that when milk prices are low, the Guaranteed Milk Price Schemes serve to cushion the blow and when milk prices are relatively high, the supplier accepts a level of 'hit'.

By their nature therefore, Schemes carry an element of risk and are not for everyone. They should be considered however

as a tool to manage volatile milk prices. We anticipate launching Scheme 5 soon and suppliers should at least look at the terms and conditions and see if it suits their cash flow requirements.

For those suppliers who have only participated in Scheme 4, this will end in December 2016 and participation may have come at a small cost to a maximum of 25% of volume. However the continued rise of milk prices will compensate many times for any loss suffered. As mentioned elsewhere in the Newsletter, the Committee is continuing to support suppliers to the maximum level it can both now and into the future.

## Fertiliser Orders

Many customers are enquiring about buying forward some of their fertiliser requirements for next year. Prices are currently relatively low compared with historic levels. We currently have no visibility on what price levels will pertain for next Spring so would regard it as a personal choice for customers whether or not they wish to purchase now.

There are two options available to customers and if availing of same, we would request that you do so by 16th December.

Option 1 is to take delivery of fertiliser when ordering. Fertiliser will be charged to your account on receipt, and payment will be due in accordance with our normal agreed credit terms.

Option 2 is to order and pay for fertiliser now and take delivery when it suits you in 2017.

If you wish to avail of either option, contact **Mark Bourke** 087 2575235; **John Crowe** 087 6364831; or **Diarmaid Grant** 087 0635080.

## Dairy Nut Bonus

From August 2013 to August 2016, feed prices have been reduced by €75-85 per tonne. Despite these reductions we are committed to further supporting suppliers purchasing our Dairy Nuts this winter. We have been able to retain a milk bonus equivalent of €15 per tonne on 16% Dairy Nuts and €25 per tonne on 18%+, on all nuts ordered and delivered between 25th November 2016 and 25th January 2017. This bonus will be paid with February 2017 milk.



  
CENTENARY  
Home & Garden

Offers also available at Centenary Agri Stores.  
All offers are cash sales, collected ex stores

  
CENTENARY  
Agri

## Special offer on silage and soil sampling

Centenary Agri are offering customers reduced prices for silage (€25 + VAT) and soil (€20 + VAT) analysis from now until 31st January 2017.

For further advice contact your local Centenary Agri advisor or local branch.

## Milk Advance Payment Scheme

We had 52 suppliers who availed of the Glanbia Advance payment Scheme for 2016. This scheme is now closed and thankfully the milk price has risen to such an extent that no further payments from the Scheme will be made. Suppliers who availed will repay the advances one GII milk price exceeds 30c per litre.

## Bord Bia Sustainable Dairy Assurance Scheme

Slow but steady progress is being made in our effort to have all our milk suppliers certified under the Dairy Assurance Scheme. The last 6 months have seen a rise from 65% to 70% of suppliers certified. We are running 3% behind the national average and the pace of progress needs to be ramped up immediately.

This scheme is for the betterment of our industry in general as 100% certification will aid in marketing Irish Dairy Produce across the globe, particularly that arising from the increased production. The nearer the industry gets to full certification, the nearer the day will arrive when suppliers will face the choice to comply or exit milk production. We appeal to all suppliers not yet registered to contact John Martin (087 2462218) immediately to participate in the Scheme.

## ICOS National Conference

The 40th ICOS National Conference was held on Tuesday 8th November last. The theme of the conference was 'Better Governance; Better Co-Operatives'. Our Committee Member, Pat Maher from Cooleeney was part of the panel discussion on 'Better Strategy' which was chaired by Vincent Wall from Newstalk. The other panel members were Fiona Muldoon CEO FBD, Ger Brickley CEO Bandon Co-Op and Dr. Pat Enright UCC. We congratulate Pat on his selection for this panel and the excellent contribution he made to the discussion from a farmer Board Member perspective.



## National Dairy Conference

**TUESDAY, 6 DECEMBER**

**Rochestown Park Hotel,  
Douglas, Cork.**

**WEDNESDAY, 7 DECEMBER**

**Mullingar Park Hotel,  
Mullingar, Co. Westmeath**

Teagasc invites all involved in the dairy sector to these premier dairy events. Both conferences feature a mixture of lectures and workshops.

The keynote Teagasc lecture will assess where Irish dairying stands in 2016, and will be provided by Dr. Pat Dillon. Teagasc has assembled a stellar line-up of Teagasc, other professional, and farmer speakers to share their experiences with you.

Pre-booking is essential  
Conference fee: €60/€120  
To register log onto [www.teagasc.ie](http://www.teagasc.ie)

*Make sure to book your place...it will be worth it!*



[www.teagasc.ie](http://www.teagasc.ie)

## Centenary Agri Feed Bin Offer

Centenary Agri have come together with Spirofeed to offer our customers a 15% discount off the price of a New Spirofeed Bin and also receive the first tonne of nuts delivered to your bin from Centenary Agri free of charge.

To avail of this deal contact Spirofeed directly on 022 21727. Offer ends 31st January 2017.





**CENTENARY**  
Home & Garden

**FRI 25TH – SAT 26TH NOV**

# **BLACK FRIDAY WEEKEND**



Fantastic offers on selected Home & Garden  
and Agri Stock, plus some special visitors  
to our revamped Cashel Store - All welcome!

**Sale starts 9am Friday 25th**

Telephone: 050491900    Facsimile: 050422657

[centenarythurles.com](http://centenarythurles.com)