

Centenary Thurles
Co-operative Society Ltd

APR —

MAY

NEWSLETTER 2018



Milk Quality Awards 2018

The shortlist for our 2018 Milk Quality Awards has just been announced. The top five milk suppliers for quality are:

(In alphabetical order)

Pat Cormack
The Islands, Loughmore

Ann & Thomas Dwan
Bohernamona, Thurles

Eugene O'Dwyer
Camas, Cashel

Tommy Ormond
Whitefield, Loughmore

Tom, Mary & Michael Ryan
Lisheen Lower, Moyné

Making up the top ten are:

Tom Butler
Barna, Templetuohy

Martin Cantwell
Ballyerk, Templetuohy

Don Leane
Athnid, Thurles

John Maher
Killough Avenue, Thurles

Conor Molony
Clobanna, Thurles



Guaranteed Milk Price Schemes

Little interest has been expressed in our recent Guaranteed Milk Price Scheme Phase 9, with just 17 applicants seeking up to 3.4m litres. This is a 3-year Scheme with a price of 30.90c including VAT.

To recap in addition to Phase 9, the following Schemes are still active:

- **Phase 1** finishing with March Milk 2018, current price 31.40c;
- **Phase 3** finishing with December Milk 2018 and paying 28.96c;
- **Phase 5** finishing in December 2019, paying 30.30c; and
- **Phase 7** finishing in December 2018 and paying 31.90c.

We have some Suppliers who join all Schemes and some who join none. It is for each Supplier to decide for themselves.

2017 Glanbia Spin-Out

As a consequence of achieving tax clearance for the Spin-Out of Glanbia plc shares directly to our shareholders, 4.065% of each shareholder's Centenary Thurles holding must be cancelled. This procedure will be carried out at an EGM prior to our AGM. The base cost of the shares acquired for CGT purposes, will be the nominal value of those shares cancelled, if they had a cost or transfer value. You should consult with your tax advisor as for most shareholders, a significant part of their holding is made up of Bonus Shares which may carry no cost.

A further Bonus Share Resolution will also be put to shareholders during the course of the AGM.

Area Meetings 2018

We will hold two Area Meetings this year, one in conjunction with an Electoral Group Meeting in the Montore area and the other at our offices in Thurles. These meetings will be held early in May and notice will issue in due course.

Grass Seed Catalogue 2018

Our Grass Seed Catalogue for 2018 has recently been launched. Please make sure you have a copy and contact **John Martin** for further information on **087 2462218**.





Garda College Tender

As you may have seen in other media, Thurles Fresh Milk was not successful in the recent tender for milk for the Garda College in Templemore.

We were particularly disappointed with the marking of the Tender. The tender was broken down into a number of categories with 60% of the marks going for procedures and policies. In this regard following a significant effort, we achieved the full 60% of the marks that were available. Unfortunately, other businesses who could not produce the same level of service and commitment to deliver also achieved high marks.

In the price category covering 40% of the marks, the cheapest bidder was from Coleraine who were awarded the full 40%, with all other bidders marked down accordingly. In the end only one bidder could achieve the 40% on price but others could achieve the 60% along with ourselves on service. The two preferred bidders produce no milk themselves and source their milk in Northern Ireland. The result of the tender for a three-year period is therefore greeted with extreme disappointment.

Feed Sales 2018

The difficult spring has led to a surge in feed sales in 2018. The mill and transport systems have coped reasonably well with that surge. Investment in bulk blowers by our hauliers in 2017 has paid off and further investment is planned for the mill itself during the coming years. More information will be brought to you in due course.

Many farmers struggled in recent weeks with availability of fodder. Our advisory team helped many in difficulty with nutritional advice and sourcing fodder supplies. Many farmers with surplus fodder came to the aid of those struggling also. Increased supplies of soya hulls were purchased and stocked in bulk at branches. The Society has also shouldered the financial burden of the increased cost of ingredients for the month of April.

Storm Emma - Thanks

Thanks is due to all those who facilitated our business to carry on throughout the difficult few days of Storm Emma. We would like to acknowledge the efforts of all those, including farmers, who opened and kept open roads to facilitate both milk collection, feed delivery and delivery to shops of liquid milk. Our staff, both direct and contracted, performed extremely well in the same respect. Only 3 suppliers had to dump milk (6,900 litres in total) as our drivers got to the rest of them or facilitated milk being brought to central locations. Our mill, liquid milk plant and shops opened for business, from early Saturday when the roads were difficult to travel on. This facilitated production and demonstrated solidarity with all our customers during the difficult period. Thanks is also due to our staff who co-ordinated our response.

AGM 2018

Our AGM will be held on Thursday 7th June 2018 at 8.30 p.m. at our offices at Templemore Road, Thurles.

All Shareholders are welcome.



Pictured at the launch of the **2018 Centenary Agri Mid-Tipperary Senior Hurling Championship** are (l to r) **Joe Kerrigan** Chief Executive Centenary Thurles; **Sally Young** Secretary Mid Board; **Jonathan Cullen** Chairman Mid Board; **Jim Russell** Chairman Centenary Thurles; and **John Collins** Treasurer Mid Board.

Staff Appointments

The following staff changes/appointments have been made across the Centenary Thurles Stores network:

T.J. Ryan Borrisoleigh has been appointed as Retail Assistant/Storeperson to **Thurles Farm Store**.

Shane Breen Roscrea has been appointed as Retail Assistant/Storeperson to **Roscrea Farm Store/Home & Garden**.

Paul Kennedy Drom has taken up the role of Retail Assistant/Storeperson at **Thurles Home & Garden**.

Thomas Kelly has moved from Thurles Farm Store to Ballyduff Farm Store.

Ciaran Hackett has relocated from Thurles Home & Garden to Thurles Farm Store.

Michael Martin has moved to Ballyduff Farm Store from Roscrea Farm Store as Storeperson/Retail Assistant.

Liam Spillane, in the medium term, will be moving from Thurles Farm Store to the Thurles Fresh Milk Dairy.

We welcome the three new staff members to Centenary Thurles Co Op and wish all members well in their new roles.

Agricultural Scholarships



Photographed at the recent **presentation of scholarships** are (l to r) **Tom Nyland** (Branch Manager Ballyduff); **Keith Russell** Gurtillerybeg, Roscrea; **Brian Laffan** Castleiney; **Paddy Daly** Vice-Chairman, Centenary Thurles.

Spring Sale

GREAT OFFERS!

SAVE €50
€179⁹⁹
Karcher K4 Compact Pressure Washer - 1800 WATT RRP €229.99

SAVE 25%
€29⁹⁹
Sandtex Microseal Ultra Smooth Masonry Paint - 10 Litre
 €3.00 p/lit. RRP €39.99

HALF PRICE

ONLY
€74⁵⁰
Proplus Polytunnel Greenhouse
 RRP €149

Milk Payment System

Effective 1st April 2018

Milk suppliers will have recently received a copy of our Milk Payment System Booklet, effective from 1st April 2018. Some minor changes have been made to the previous version.

In acknowledging that we are 100% compliant with the Bord Bia SDAS Scheme, it is important that our status be maintained. New entrants to milk or those who have been out of milk production for a period of time, are required to be registered before their first milk collection and must achieve certification within 90 days of that first collection. In the case of Suppliers who do not achieve renewal certification, a penalty of 10% of the Base Milk Price will apply for the first 90 days after which milk may not be collected.

Commencement notices are now required 5 days before your first milk collection is due. The deadline for receipt of Animal Health Certificates is now 31st December each year. We still face the situation where too many certificates are outstanding at year end and would encourage all Suppliers to submit during the year. The SCC penalty for tests between 400,000 and 499,000 rises to 1c and Dairy Nut bonuses are confirmed as applying in respect of Standard Ranges only.

GM-Free Feed

A number of our Suppliers are now feeding only GM-Free Feed to their Dairy Cows. The Society is actively exploring whether there are any marketing opportunities and/or demand available, particularly to Thurles Fresh Milk, from milk produced from Dairy Cows fed GM-Free Feed. There are rigorous procedures involved in the certification process and further information will be brought forward should the concept be feasible.

Self-Service Module / Milk Mobile App

This time last year we launched our Self-Service Module to facilitate on-line access to both milk and trading accounts, and our Milk Mobile App for suppliers. The app has proved extremely popular with the 100 or so Suppliers signed up.

It is a significant tool for Suppliers and is provided at no cost. We encourage those who have not yet signed up to do so as soon as possible by contacting **Yvonne** on **0504 91900**.

Better Knowledge Better Business

Developed for dairy farmers to store and analyse milk payments, collections, quality tests and financials.

Search **'MilkedIn'** on the App Store today!



Milk Constituents

Effective from 1st January 2018, the payment ratio for differentials has changed from 2.3:1 in favour of Protein to 1.8:1. The effect of the change will be slightly positive (approx. 0.14c/l at current prices) for our average tests of 4.05% Butterfat and 3.48% Protein.

Glanbia Council

Denis Brereton was recently elected to replace Paddy Daly on the Council of Glanbia, Paddy having completed the maximum term permitted by Centenary Thurles on the Council. We thank Paddy for his commitment as one of our representatives and wish Denis well on his appointment.

Summary of SCC Results for 2017



It is heartening to see the improvement in SCC results across our catchment area. Aside from the impact of bonuses/penalties, the improvement in Herd Health is clearly visible. A summary of the results follows, comparing the percentage of our milk supply in each category for 2017 with five years beforehand 2012.

Result	2017	2012
Less than 200,000	72.34%	43.78%
200,000-299,000	20.86%	29.72%
300,000-499,000	6.35%	22.70%
500,000-599,000	0.27%	2.25%
Greater than 600,000	0.17%	1.55%

93.2% of our milk was therefore under 300,000 in 2017 compared with 73.5% in 2012. All suppliers should be complimented for their work in improving herd health. Nine of our Suppliers were honoured recently at a function in the Lyrath Hotel hosted by Animal Health Ireland, each of whom had an annual SCC of 72,000 or less.

Milk Price 2017

Each year we publish a comprehensive analysis of the price paid for milk. We are now publishing the price for 2017 along with comparatives for the previous 4 years. Thankfully, the recovery in markets continued for most of the year.

	2017	2016	2015	2014	2013
Basic Price	33.474	23.990	26.916	34.356	35.654
Quality Bonus / Penalty (Net)	1.438	1.378	1.416	1.371	1.291
Cell Count Bonus / Penalty (Net)	0.035	0.002	0.006	0.049	0.016
Lactose Bonus / Penalty (Net)	-0.003	-0.010	-0.008	-0.020	0.030
Early Calving Bonus	0.000	0.000	0.000	0.000	0.056
Dairy Nut Bonus	0.026	0.027	0.023	0.028	0.032
Winter Milk Bonus	0.097	0.111	0.131	0.125	0.124
Seasonality Bonus	0.190	0.181	0.185	0.067	0.000
Guaranteed Milk Price Schemes	-0.118	0.131	0.056	0.000	0.000
MSA Bonuses	0.000	0.000	0.243	0.000	0.000
Hardship Supports	0.000	0.000	0.000	0.000	0.139
Price Support	0.000	0.000	0.000	0.499	0.000
Loyalty Bonus	0.356	0.713	0.344	0.430	0.422
VAT	1.848	1.334	1.454	1.770	1.738
GROSS PRICE	37.343	27.857	30.766	38.675	39.502
Penalties	0.003	0.003	0.003	0.003	0.002
Levies	0.266	0.303	0.406	0.406	0.406
DEDUCTIONS	0.269	0.306	0.409	0.409	0.408
NETT PRICE	37.074	27.551	30.357	38.266	39.094





Fri 20th & Sat 21st April
Centenary Home & Garden, Littleton

Telephone: 050491900 Facsimile: 050422657

centenarythurles.com