

Centenary Thurles
Co-operative Society Ltd

NOV — DEC

NEWSLETTER 2019



Lead poisoning - Be aware of the danger!!

One of the most common causes of poisoning in cattle /cows is the ingestion of lead, which accounts for almost 40% of all fatal poisonings in cattle on the island of Ireland.

Animals will either die or perform poorly after ingesting lead. Cattle with lead poisoning are not fit for human consumption. Milk from cows that have been exposed to or consumed lead has to be excluded from the food chain for a period of time until blood levels have reduced and the milk is tested and deemed safe.

Cause

Even a small amount of lead can kill cattle. Due to its sweet taste cattle will readily lick and chew on lead plumbing and batteries. Other frequent causes of poisoning include flaking high lead paint, ash from fires in which lead materials were burnt and lead from used gun cartridges. The lead in these materials settles in the stomachs of cattle, where stomach acids gradually change the lead into poisonous salts.

These salts damage the blood vessels, causing bleeding, and deprives the nerves, the brain and other organs of oxygen. Lead severely damages the kidney and liver. It also causes sterility, foetal death and abortion.

Symptoms

Most animals that are lead poisoned are generally found severely ill or dead on the pasture. Common symptoms include:

- Frothing at mouth
- Muscle tremors
- Excitable
- Staggers
- Convulsions
- Depression
- Occasional diarrhoea
- Loss of appetite
- Apparent blindness
- Odd behavior (grinding teeth, twitching eyes/ears)

Treatment

Cattle that eat lead will more than likely die. If you suspect lead poisoning in cattle, remove cattle from the affected area immediately. The cause of the poisoning should be identified and removed straight away to avoid further losses. Treatment for acute lead poisoning is rarely effective.

Prevention

Prevention of lead poisoning is the only policy. Treatment is rarely successful. Lead exposure in milking cattle or beef cattle will have a severe financial impact on the farmer.

There are a number of steps that you can take to protect your cattle from lead contamination;

- Check your farm thoroughly for any materials that may contain high levels of lead and remove them; vehicle batteries, building materials, flaking lead paint, lead flashing (Recycle old batteries off farm)
- Prevent access to old machinery that might contain lead
- Prevent cattle access to ash from fires.
- Do not use lead pipes for plumbing, or red lead paint for preserving metalwork.

If you suspect lead poisoning in an animal, contact your vet immediately.

They will be able to advise you regarding the diagnosis and can arrange to have clinical samples tested or a post mortem conducted on your animal at a DAFM veterinary laboratory to confirm the diagnosis.

If milking cows have been exposed to lead contact the Co-Op advisory staff immediately.



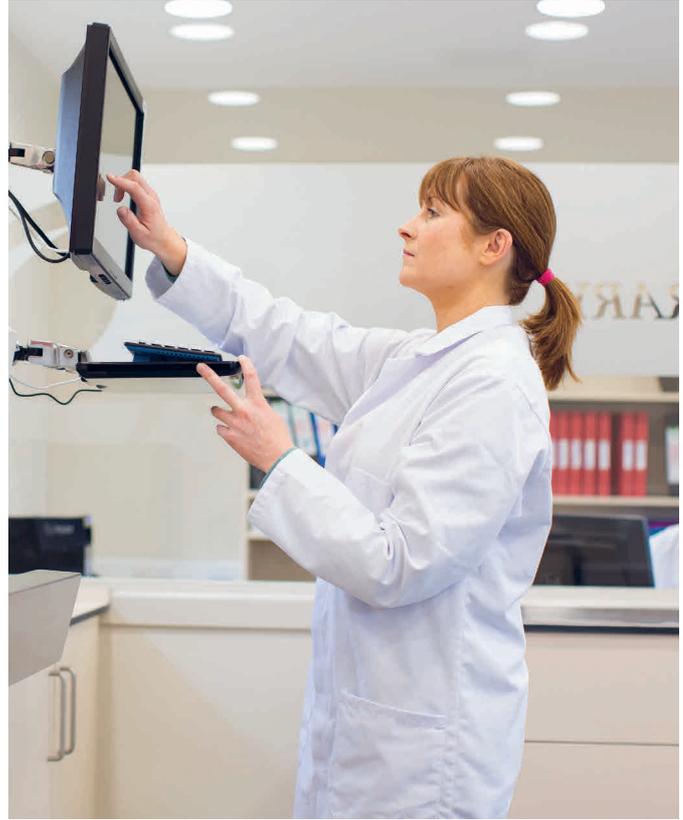
TIP!

Recycle old batteries off farm. Do not leave batteries near danger areas like silage pits/ feed stores.

AHI Cell Check Awards

At the upcoming Animal Health Ireland Cell Check Awards, 12 of our Suppliers will be recognised for having featured in the Top 500 list nationally in relation to SCC results for 2019. We congratulate these suppliers, many of whom are featuring for the first time, namely:

Amalga Dairies Glenbane, Holycross	Don Leane Athnid, Thurles
Dan & John Bergin Grallagh, Ballinure	Mervyn Lewis Ballyhenry, Roscrea
Denis, Teresa & David Bergin Kilbragh, Fethard	Trevor Moynan Coolacurragh, Ballacolla
Donal Bowe Lisanure, Templetuohy	Eugene O'Dwyer Camas, Cashel
Catherine & Edward Bowe Leigh, Two-Mile Borris	William Ryan Shanakill, Roscrea
Michael Kennedy Boherna, Cloughjordan	Tom Mary & Michael Ryan Lisheen Lower, Moyne



Irish Bioeconomy Foundation

The Irish Bioeconomy Foundation was incorporated in March 2017 arising from a series of initiatives focused on finding alternative uses for the Lisheen Mines site near Thurles.

The Foundation currently has in excess of 20 members and is looking to increase that number month-by-month. The ultimate aim of the Foundation is to establish a **National Bioeconomy Innovation & Piloting Facility** at Lisheen, for scale up of processes to convert biobased resources to high value products.

Vedanta who previously operated the mine has provided its former office building for conversion, Enterprise Ireland has provided grant-aid of €4.628m and €1m has been committed from local organisations i.e. Centenary Thurles providing a loan of €500,000 and Tipperary County Council a guarantee of a further loan of €500,000. This local commitment will lead to the project getting off the ground and ultimately it is hoped that successful outcomes from the Pilot Plant, will lead to further innovation and investment in our area.

The loan from Centenary Thurles will be paid back after five years of operation from fees paid to use this facility, which otherwise would be spent outside of Ireland. Centenary Thurles is proud to be associated with this project and to further contribute to the Foundation through Board participation.

Co-Op Store of the Year Award

Photographed at the Animal Health All Star Awards 2019 where Thurles Farm Store was awarded the prestigious Co-Op Store of the Year Award sponsored by Nutribio are:

Ciaran Hackett, Joe Connolly (Guest Speaker and All-Ireland Winning captain 1980) and Tom Ryan.



The recent investment in the store was duly recognised in Thurles Farm Store being nominated for the award and combining that investment with customer service and product knowledge, ensured the title went to Thurles Farm Store.

Self-Service Module / Milk Mobile App

Almost 3 years ago now, we launched our Self-Service Module to facilitate on-line access to both milk and trading accounts, and also our Milk Mobile App for suppliers. Those who are using the systems report that great benefits are being derived from them. We would encourage all Milk Suppliers to avail of this important management tool. Should you be interested please contact **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!



Download on the
Mac App Store



ANDROID APP ON
Google play



Committee of Management Change

Brian Hogan of Horse & Jockey took up office in June and we look forward to his contribution in the years ahead to the advancement of Centenary Thurles.

Brian replaced his father Pat who retired following 24 years' service to the Society. Speaking at our AGM, Chairman of the Society Jim Russell commented that Pat Hogan was one of our leading Committee Members over a long period of time. In addition to representing the shareholders of the Littleton Area, he had also served Centenary Thurles on the Glanbia Council and Board. Pat had earned huge respect for his contribution and was always honest and fair with those contributions.

In response, Pat Hogan said that he had succeeded Stephen Kirwan who also served a similar term. He enjoyed being part of the Committee of Centenary and Centenary Thurles and had initially developed an interest after attending a course run by ICOS and Macra. Pat suggested that ICOS look at this again and maybe run a course for younger farmers who may have an interest in being part of the representative structure in Co-Ops. One significant change during his term was the abolition of milk quotas. Expansion had only been possible through leasing and/or purchasing milk quota and it was extremely difficult for 2 farmers to make an adequate living out of one milk supply.

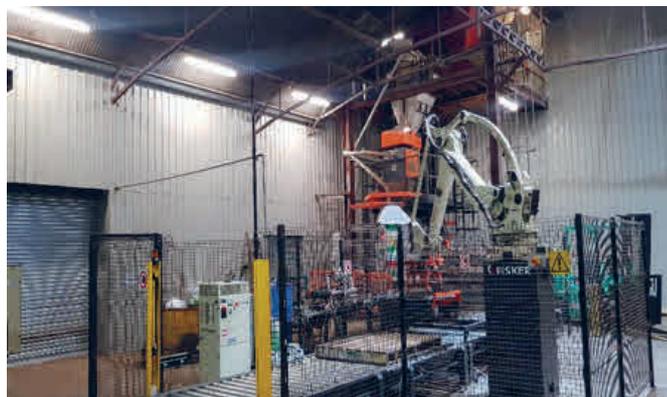
Pat also acknowledged his 19 years on Glanbia Council including 2 years on the Board. He suggested that shareholders nurture our 2.7% shareholding in Glanbia Co-Op which in turn has a holding of 31% in Glanbia plc. Pat expressed concern over long term milk prices as added-value products are limited and expansion milk will end up in low-return commodities, dragging the average price downwards. In conclusion, Pat wished the Co-Op every success in the future.

Dairy Nut Bonus

A reminder again that a milk bonus equating to €15 per tonne on 16% and €25 per tonne on 18%+ will be paid on all Dairy Nuts from our standard range, purchased by and delivered to suppliers between 25th November 2019 and 25th January 2020.

New Bagger/Palletiser

Pictured below is our recent major Capital Investment in Centenary Feed & Grain. This bagger and palletiser was commissioned earlier in the year and is proving a success from production, presentation and efficiency perspectives.





Milk Quality Awards

Centenary Thurles Co-Op announces the continuation of our Milk Quality Awards Scheme. Our winning Milk Suppliers over the years have represented the Society with distinction at National level, reaching the final every year in which we entered with one winner and one runner-up finish.

The judging in the National Awards has been extended to cover many animal welfare issues along with sustainability and environmental practices. It is important that we mirror these criteria as best we can. The quality of milk, of course, remains the most important aspect. To that end, we set out for transparency purposes our judging criteria for 2019 and until further notice.

The test results used will be the simple average test results for the months January to December inclusive. From this a shortlist will be drawn up and a farm visit will be conducted by independent judges.

All Suppliers will be automatically eligible for the Milk Quality Awards Scheme, except the overall winner for the previous year. Excluded however will be suppliers:

- who have had Antibiotics or Added Water in their milk during the year;
- whose herds have been restricted during the year;
- whose milk samples are above the target TCM level or who fail the test for chlorates;
- who sell calves for slaughter; and
- who do not supply milk in a minimum of 9 months during the year.

Maximum Marks will be awarded as follows: 100

TBC Results (Average TBC per month 15,000 or less and no test greater than 50,000)	15
SCC Results (Average SCC per month 180,000 or less and no test greater than 400,000)	25
Thermodurics	4
Butterfat Tests	3
Protein Tests	10
Lactose Tests	3
SDAS	5
Farm Presentation	10
Farm Visit (for shortlisted suppliers)	25

In the event of a tie, the supplier with the best Farm Visit Result will be the winner and if still a tie, the best SDAS, then the best SCC and then the best TBC. Prizes will be awarded to both the Overall Winner and Runners-Up (4). The Eddie Dwan Memorial Cup will also be presented, engraved with the name of the winner each year.

ICOS Working Group Recommendations on Male Dairy Calves

Centenary Thurles supports the Recommendations of ICOS as follows:

1. It is not acceptable for herds supplying milk to have an on-farm calf mortality rate that is significantly higher than the normal prevailing range, except under exceptional circumstances e.g. disease outbreak, mindful that the main responsibility rests with the Department of Agriculture, Food and the Marine to monitor animal welfare standards on farms.
2. In recognition of our very positive reputation with customers and the need to maintain our social licence, the processing of young calves is not a sustainable practice and efforts must be made to discourage it, through the provision of appropriate alternative outlets for low value male calves.
3. The Farmed Animal Welfare Advisory Council is currently working on a Code of Good Practice on Calf Welfare, which once finalised, should be incorporated and supported by policies and programmes pursued by milk purchasers.

4. The Irish dairy industry should continue to focus and improve on metrics that illustrate the high animal welfare standards on farms supplying milk based on Ireland's grass-based model of production e.g. cow longevity.



Sale of Bramblemore

After many years of indifferent financial performance, the Committee of Management has made the decision to sell our piggery near Burncourt in South Tipperary. Whilst pig prices are now excellent and feed costs low, the long-term viability of the unit requires substantial further investment and/or direct family involvement. It is likely to be late next year before a sale process is completed and in that period we hope to generate a significant return for the Society.

The financial volatility as with many farming sectors is best explained by comparing EBITDA figures for 2017 with 2018 which varied by €329k. Having initially invested in the unit in 2001 and further invested in upgrading it in 2013, the Committee has decided that now is an opportune time to exit the business. The pig industry continues to change and the future long-term success of pig units will be where specialist and focussed knowledge is applied.

'From Landlords to Genetics'

The South Eastern Cattle Breeding Society based at Dovea and in which Centenary Thurles is the second largest shareholder, has recently launched a book entitled **'From Landlords to Genetics'** which chronicles the history of the Trant estate and its evolution into a Cattle Breeding Station. It is an excellent publication written by the historian George Cunningham and is available at Centenary Thurles Branches, Dovea and local bookshops priced €25.

Climate Change Workshop

Wednesday 27th November next sees our first ever Climate Change Workshop. In keeping with the theme, we will host this workshop at the premises of **Cabragh Wetlands Trust** Thurles. This trust was set up in 1993 by environmentally-concerned locals who acquired a portion of the old Sugar Factory site in the catchment of the River Suir. Over the last 26 years, significant development work has been carried out at the wetlands including the construction of walkways, information signage and a visitor building.

The programme for the workshop will include:

The use of protected urea and lime
Fertiliser Industry Speaker

Breeding and 'where to now'
Dovea Genetics Speaker

Biodiversity, hedgerows, trees & carbon footprint
Teagasc Speaker

The workshop will take place from 10:30 a.m. to 3:30 p.m. with a break from 1:00 to 2:00 p.m. for refreshments and to explore at leisure the Wetlands. Display Stands will also be present showcasing slurry spreading equipment, additives, etc.

Venue: Cabragh Wetlands E41T266 — on the right hand side after passing the Mart and old Sugar Factory site 4km approx. from Thurles

Date/Time: 27th November 10:30 a.m. to 3:30 p.m.

All are welcome and we would ask you to register your interest at **0504-91900** so we can adequately cater for the numbers.

Milk Quality Awards 2018



Photographed at the announcement of our 2018 Milk Quality Award Winner are (l. to r.): Jim Russell, Ann & Thomas Dwan and Joe Kerrigan.

Finalists in our 2018 Milk Quality Awards are:

1. Philip & Nicky Thornton with Denis Kennedy and Paddy Daly.
2. Pat & Louise Cormack with Noreen Barry and John Martin.
3. Edward & Catherine Bowe with Willie Joe Dwyer (judge) and Noreen Barry.



Christmas / Year-End Arrangements

All our Stores will be open on Christmas Eve and will close at 4:00 p.m. They will re-open for business as normal on Saturday Morning 28th December.

The following week, we will be carrying out our annual stock takes and will operate a running series of store closures to ensure all our customers are catered for.

Mon 30th December	Thurles Home & Garden closed all day
Tues 31st December	Templemore closed all day Ballyduff closed all day Thurles Farm Store closed from 12 noon.
Wed 1st January	All Stores Closed
Thurs 2nd January	Cashel closed all day Montore closed all day
Fri 3rd January	Littleton closed all day Loran closed all day
Sat 4th January	Roscrea closed all day



2019 Harvest

After the difficult year in 2018 from a tillage perspective, 2019 harvest was more akin to a normal year. Indeed it is best compared with 2017 when we had a total intake of 19,124 tonnes. 2019 saw an intake slightly up on that figure totalling 19,467 tonnes, leaving us adequate volumes for maximum inclusion in our animal feeds. The breakdown of that intake was as follows:

Winter Barley	8,795
Spring Barley	7,647
Winter Wheat	1,143
Spring Wheat	465
Winter Oats	616
Spring Oats	293
Beans	264
Rye	243

Prices paid which again were amongst the most competitive in the country were back towards 2017 levels with Barley and Oats unchanged, Wheat down €1 and Beans up €40.

Barley €136

+ €1 IGAS + €8 Loyalty + Transport to Ballyduff + VAT

Wheat €143

+ €1 IGAS + €8 Loyalty + Transport to Ballyduff + VAT

Oats €131

+ €1 IGAS + €8 Loyalty + Transport to Ballyduff + VAT

Beans €201

+ €1 IGAS + €8 Loyalty + Transport to Germinal + VAT

Launch of Tipperary Fresh Brand

Thurles Fresh Milk has just launched its new Tipperary Fresh Brand with the key attribute of having milk produced solely from cows on a diet of non-GMO feed. Market Research suggests a strong demand for this product and we have initially launched it in a 1-litre bottle which is infinitely recyclable, thereby building on the environmental positives with the milk itself.

Fully certified having passed rigorous audit, this milk will be available this month in Dunnes Stores nationwide. It is an exciting development for our liquid milk plant, one which we hope will enhance its future viability.



Staff Retirement Function

During the Summer, a retirement function was organised by the Centenary Thurles Social Club to mark the retirements from Centenary Feed & Grain of Pat Duggan, Richard Liston and Gordon Melbourne. In total they had given just short of 120 years' service, all of which was given in the mill.

They joined at a time when demand for feed was growing (all 3 started in 1979) and operations were carried out mainly manually. Significant investment was taking place at the time, in facilities for grain storage and compound feed. Retirement coincided with a period of necessary automation with demand for feed on an upward trajectory.



Jim Russell making a presentation to Gordon Melbourne to mark his retirement.



Jim Russell making a presentation to Richard Liston to mark his retirement.



Jim Russell making a presentation to Pat Duggan to mark his retirement.

Retail Excellence Ireland Awards

Following on from the extension and revamp of our Thurles Home & Garden Shop during 2018, the Topline Group nominated our shop for the 2019 Retail Excellence Ireland Awards.

560 shops across all categories were nominated and following a mystery shopper visit, we were shortlisted into the Top 100 Category. This required the completion of a submission document with photographic support outlining our key pillars of strength.

On the basis of that submission we were then further shortlisted into the Top 30 Shops nationwide, the only participant remaining from Co. Tipperary. Other notable finalists shortlisted include Brown Thomas, Casey's Furniture, Eddie Rocket's, Shaw's and Kilkenny.

A final adjudication by means of a store visit was carried out on 10th October last and Final Results were announced on 9th November (after going to press). Congratulations to all those involved in the Store's success.





CENTENARY
Home & Garden

WINTER FUEL OFFERS

Offers also available at Centenary Agri Stores

CENTENARY
Agri



Noreen Barry Chairman Thurles Fresh Milk making a presentation to Con Fogarty on his retirement after more than 40 years' service.

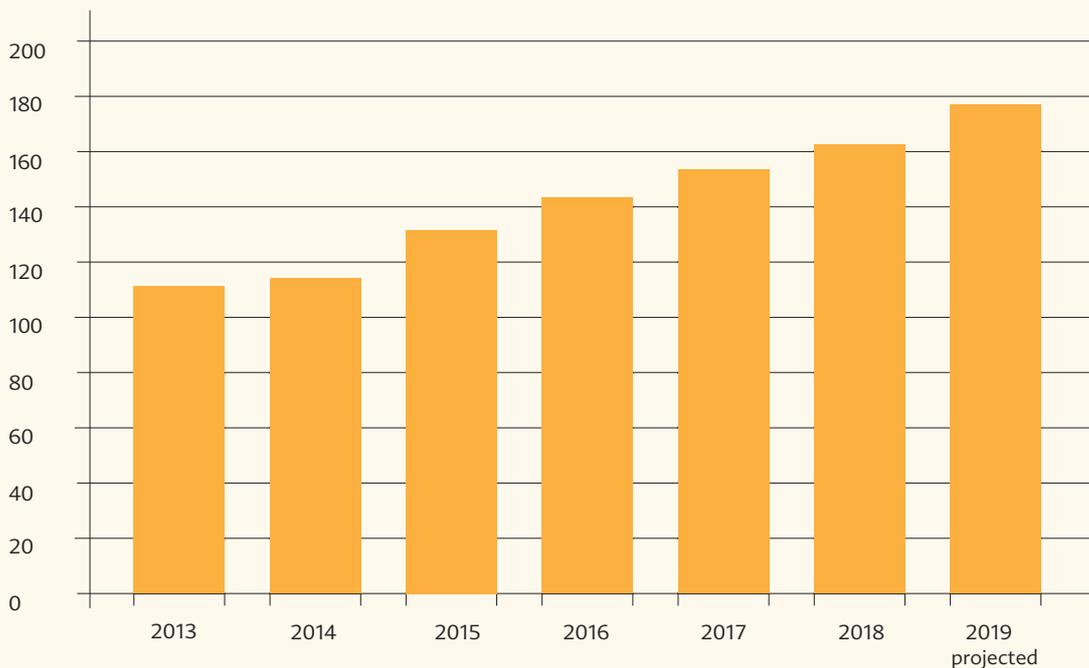
Milk Volume Growth

The chart below demonstrates the growth in milk supply to Centenary Thurles since 2013, when volume during a quota regime was just 110m litres, compared with a projected volume for 2019 of close to 175m litres. This represents an increase of 64% in the six-year period. The question to the forefront of the minds of everyone in the dairy industry, is where that volume growth is headed?

There are significant implications with a continued pattern of growth, particularly as more and more farmers are encouraged into the industry.

On-farm significant funds have been invested in land, buildings, equipment and working capital. This has had to be mirrored with investment by the industry in milk collection and processing facilities. Future supply growth must take account of sustainability of dairy farmers including the potential returns available where significant processing capacity may be required to process milk returning commodity prices. A national debate is required and maybe a policy is required of steadier growth into the future — is the re-introduction of quotas in a different format the obvious answer?

Annual Milk Volumes 2013-2019



BLACK FRIDAY WEEKEND

FRI 29th & SAT 30th NOV

CENTENARY
Home & Garden

CENTENARY
Agri



ONLY
€19⁹⁵

Dulux Total Cover
White 10 litre



ONLY
€14⁹⁵

Dulux Supermatt
White 10 litre



€3⁹⁰

Bord Na Mona
Briquettes
(Max 50 bales per
customer)



€16

40kg Premium Coal



Madra Dog Food
2 for €22

Gain 28% Dog Food
2 for €32



ONLY
€17

Supertherm
40kg Smokeless Coal



ONLY
€32

Broxo
Water Softening Salt
X 5 bags



ONLY
€78

Albex 10%
6 Litre Pack



ONLY
€12⁵⁰

14% Stud Cubes
25kg bag



ONLY
€14⁷⁵

14% Cooked Mix
25kg bag



ONLY
€110

Ectospec Pour On
2.5 Litre



ONLY
€115

Animec
Super Injection
500ml + 50ml Pack



ONLY
€189

Ivomec
Super Injection
500ml



SAVE
20%

Co Op Source
Animal Minerals

UP TO
25%

Selected products in
all of our stores...

Agri Hardware, Hand Tools, Power Tools,
White Goods/TVs, Stoves, Footwear and
Clothing and Christmas Decorations.

Dry Cow Therapy promotion on both days!
centenarythurles.com

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