



ARRABAWN'S CONTINUED GROWTH SEES €2.5M INCREASE IN OPERATING PROFIT

Arrabawn Co-Op's investment programme over the past five years has delivered another positive year for its shareholders, with its 2016 accounts showing a €2.5m increase in its operating profit.

The company's annual results announced recently has reaffirmed the solid position of the Co-op, with the strong performance also coming in a year in which milk price, at 27c/ltr. was competitive.

Key financial figures in the results include that operating profit was €4.6m, up €2.5m on 2015, while net debt at year end was €12.6m, a €3.2m decrease on 2015. The balance sheet grew by €3.6m in the year to stand at a strong €47.9m at year end.

The positive returns were achieved despite turnover (€199.7m) seeing a 2.7% (€5.4) reduction on 2015. EBITDA was at €9.5m, a €3.1m increase on the previous year, while operating margin was up from 1.03% to 2.32%.

On the cost side, Fuel and Power showed a 17% reduction, with much of that attributable to the first full year of the Nenagh plant having a natural gas connection.

Milk supplied by Arrabawn suppliers grew by 6% to €330m litres in 2016.

Launching the annual results, Arrabawn CEO Conor Ryan said that the strong 2016 performance was further evidence of the benefits accruing from an investment programme across its operations over recent years.

"Last year reaffirmed the strength of Arrabawn Co-op. We had a more than good performance and this will allow us to continue our capital investment programme going forward, which in turn will ensure the long term success and viability of the organisation.

"Last year alone we invested €7.2m in capital additions, with the biggest spend on our Nenagh plant. We also invested €1.3m in our Tyone retail operation, which is, as a result, a state-of-the-art flagship store that will not just serve our suppliers and the wider farming community but also the public."

Said Arrabawn Chairman Sean Monahan, "In many respects it was a challenging year for the dairy industry but the robust performance of Arrabawn validates the hard work over previous years that has seen us modernise our operations and ensure we are a lean organisation, ready for future growth and actively seeking opportunities for expansion.

"Representing the shareholders, the bulk of whom are suppliers, as Chairman of the board, I was particularly pleased that we managed in a tough year for dairy prices to pay a very competitive milk price of 27c/ltr. With a diversified business, I have every confidence we will continue to pay a competitive milk price into the future."



Micheal O'Kelly CFO, Sean Monahan Chairman and Conor Ryan CEO.



SPRING PROMOTION

Expiry 30th April 2017

PIGTAILS POSTS  <div style="background-color: red; color: white; border-radius: 50%; width: 40px; height: 40px; display: flex; align-items: center; justify-content: center; margin: 0 auto;"> <div style="text-align: left; font-size: x-small;">10 FOR</div> <div style="font-size: large; font-weight: bold; color: white;">€17</div> </div>	5PK YELLOW GATE HANDLES  <div style="background-color: red; color: white; border-radius: 50%; width: 40px; height: 40px; display: flex; align-items: center; justify-content: center; margin: 0 auto;"> <div style="text-align: left; font-size: x-small;">ONLY</div> <div style="font-size: large; font-weight: bold; color: white;">€7.50</div> </div>	GALLAGHER GEARED REEL  <div style="background-color: red; color: white; border-radius: 50%; width: 40px; height: 40px; display: flex; align-items: center; justify-content: center; margin: 0 auto;"> <div style="text-align: left; font-size: x-small;">WAS €72 NOW</div> <div style="font-size: large; font-weight: bold; color: white;">€55</div> </div>
GEARED REEL 3:1 RATIO  <div style="background-color: red; color: white; border-radius: 50%; width: 40px; height: 40px; display: flex; align-items: center; justify-content: center; margin: 0 auto;"> <div style="text-align: left; font-size: x-small;">ONLY</div> <div style="font-size: large; font-weight: bold; color: white;">€27</div> </div>	GALLAGHER PRE FILLED REEL  <div style="background-color: red; color: white; border-radius: 50%; width: 40px; height: 40px; display: flex; align-items: center; justify-content: center; margin: 0 auto;"> <div style="text-align: left; font-size: x-small;">ONLY</div> <div style="font-size: large; font-weight: bold; color: white;">€22</div> </div>	AKO B125 BATTERY FENCER WITH BATTERY  <div style="background-color: red; color: white; border-radius: 50%; width: 40px; height: 40px; display: flex; align-items: center; justify-content: center; margin: 0 auto;"> <div style="text-align: left; font-size: x-small;">WAS €120 NOW</div> <div style="font-size: large; font-weight: bold; color: white;">€95</div> </div>
atlantic WATER HEATER <div style="display: flex; justify-content: space-around; font-size: x-small;"> <div style="background-color: red; color: white; border-radius: 50%; width: 40px; height: 40px; display: flex; align-items: center; justify-content: center;"> <div style="text-align: left; font-size: x-small;">100LTR</div> <div style="font-size: large; font-weight: bold; color: white;">€389</div> </div> <div style="background-color: red; color: white; border-radius: 50%; width: 40px; height: 40px; display: flex; align-items: center; justify-content: center;"> <div style="text-align: left; font-size: x-small;">150LTR</div> <div style="font-size: large; font-weight: bold; color: white;">€439</div> </div> </div>	UDDER GUARD 3 X 20LT  <div style="background-color: red; color: white; border-radius: 50%; width: 40px; height: 40px; display: flex; align-items: center; justify-content: center; margin: 0 auto;"> <div style="text-align: left; font-size: x-small;">SAVE €18</div> <div style="font-size: large; font-weight: bold; color: white;">€99</div> </div>	DOMI DAIRY APRON  <div style="background-color: red; color: white; border-radius: 50%; width: 40px; height: 40px; display: flex; align-items: center; justify-content: center; margin: 0 auto;"> <div style="text-align: left; font-size: x-small;">48" €19 42" €17</div> </div>
48" BUILDERS SHOVEL  <div style="background-color: red; color: white; border-radius: 50%; width: 40px; height: 40px; display: flex; align-items: center; justify-content: center; margin: 0 auto;"> <div style="text-align: left; font-size: x-small;">ONLY</div> <div style="font-size: large; font-weight: bold; color: white;">€10</div> </div>	48" FOUR PRONG MANURE FORK  <div style="background-color: red; color: white; border-radius: 50%; width: 40px; height: 40px; display: flex; align-items: center; justify-content: center; margin: 0 auto;"> <div style="text-align: left; font-size: x-small;">ONLY</div> <div style="font-size: large; font-weight: bold; color: white;">€18</div> </div>	ALBEX MILKING GLOVES  <div style="background-color: red; color: white; border-radius: 50%; width: 40px; height: 40px; display: flex; align-items: center; justify-content: center; margin: 0 auto;"> <div style="text-align: left; font-size: x-small;">€13.50/BOX 2 BOXES FOR</div> <div style="font-size: large; font-weight: bold; color: white;">€25</div> </div>

www.arrabawn.ie

Every effort has been made to ensure the details of this flyer are correct but errors and omissions cannot be discounted. All items are subject to availability. All rights reserved. Images are for illustration purposes only. Arrabawn reserve to withdraw or alter any item or price without prior notice.

NEWS

GETTING COWS BACK IN CALF - THE NEXT TRICK !

With most of the cows calved at this stage, the next big trick is to get cows back in calf again so that they will calve within 365 days and hopefully bring a few of the late calvers forward by a few weeks.

Fertility performance is hugely influenced by the cow's body condition - if she is too thin or losing condition, it may be difficult to detect her in heat and to get her to conceive. At this time of year, with poor growth and varying availability of grass, cows can be short of feed. It is easy enough to overestimate the amount of grass available and as a result make the decision to cut concentrate feeding. Couple this with harsh weather and difficult grazing conditions, cows can easily become short of enough energy to be certain of going in calf.

A cow producing 28 litres milk and eating 12 kg grass dry matter will require 7-8 kg concentrate in order to maintain body condition going into the breeding season. While this might look expensive, a missed heat and a cow not going in calf will cost € 250 in milk value next year - not to mention the fact that she will drift later and later. So if you're planning on starting your breeding season in early May, ensure that your cows are eating enough energy in the weeks before.

BreederMax Dairy Feed from Dan O'Connor Feeds - specially formulated for the high producing cow, containing fertility minerals, protected fat and protein and de-odorise to control surplus nitrogen/urea in the cow. This high energy concentrate is perfect for your cows in the run up to and during the breeding season. **BreederMax** is a combination of the very best ingredients and the most up to date nutritional science to get the best performance from your cow.

THE DOCKBOX

A simple solution to a difficult problem

Provide excellent control of:

• **Docks • Major grassland weeds • e.g., nettles, chickweed, thistles, buttercup, dandelions etc...**

Pack treats 1 hectare / For short term control or where weeds are not well established, pack can treat 2 hectares

Contact your local branch of Arrabawn Co-op for details



CALVING YOUR 2 YEAR OLD HEIFER STARTS NOW!

It is just as easy to rear a heifer properly as it is to rear her badly! Think about it. All calves are going to get colostrum, a straw bed, fresh meal and plenty of milk - so why do so many fail to reach their target weights for weaning, breeding and calving? The most important stage in the calf's life is the pre weaning period, 2-3 months old. It is at this time that the foundation for a long, healthy, productive life is laid down. Aim to calve at 24 months, the cost of rearing will be covered during the 2nd lactation, whereas it takes the 3rd lactation to cover the cost of calving at 30 months. By calving at 24 months the heifer will produce 1 extra lactation by the time she is 5 years old, or 2000 kg milk extra.

Calf rearing should be the most straight forward task on the farm - it's about setting out definite routines and goals :

- 1,2,3, - colostrum is the 1st feed, within 2 hours of birth and 3 ltrs colostrum. Think of the 4 Qs - quickly, quietly, quality and quantity.
- Colostrum for 1st 3 days, 2.5lt milk per day for 4-7 days and 3 lt milk replacer from 8-35 days. Have fresh calf starter and clean water available from the start.
- Aim to get 675g milk powder into the calf + calf starter ration and fresh water.
- Replace old teats with fresh new teats and feed warm milk.
- Routine - work to a routine, feed at the same time and get the calves used to different sounds which will indicate feeding time, otherwise keeps things quiet.
- Weigh the calf at birth and aim to double its weight by weaning time at 6-8 weeks. Target 55% - 60% mature weight by breeding time at 13 months.
- Straw forage is best to stimulate good rumen development. Straw also makes a cosy, clean draught-free bed (consider placing bales around the calves to reduce draughts).

For more information on the complete range of milk replacers available contact your local branch of Arrabawn Co-op.

Bulk Fertiliser Spreading

Arrabawn Bulk Fertiliser Spreading Service

- It a busy time of year for farmers and lots of work to be done
- Why not choose the Arrabawn Bulk Fertiliser spreading service
- Cost effective
- GPS controlled
- Less overlapping - 6 section control to avoid wastage
- Take a well earned break
- Spread the workload by letting Arrabawn spread your fertiliser

Contact your local Arrabawn branch for details.

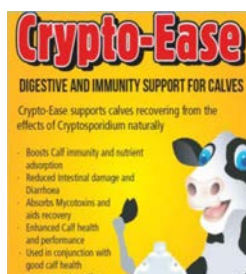
Cryptosporidium

- a major problem on some farms!

Use CryptoEase from Arrabawn

Helping your calves recover from the effects of Cryptosporidium - Naturally! CryptoEase, digestive and immunity support for calves.

Available from your local Arrabawn branch, ring 087 6697010 for details.



QUALITY AND QUANTITY - THE UNBEATABLE RESEED COMBINATION

New reseeds will produce up to 20% better performance from your livestock in years after establishing the new pasture.

New pastures will deliver

- Higher yields
- Higher intake
- Denser sward
- Opportunity to get rid of weeds
- Earlier spring growth and later autumn growth

This year Arrabawn Co-op has selected its Grazing Silage Grass seed mix to include Abergain(T), Kintyre(T), Drumbo and Aberchoice. All late heading, high performance, easy managed grasses and fortified with a blend of clover.

- All Top varieties, top two tetraploids, top two diploids, suitable for grazing or silage
- Excellent PPI (Pasture profit index -similar to EBI in dairy cows) - top varieties, top return!
- Early spring Growth, maximum overall yield
- **Abergain** for excellent spring growth
- 40 % Tetraploid, split between **Kintyre** and **Abergain**, both above average for autumn growth!
- High performance, easy to manage late heading varieties
- Compact heading date - reduced topping!
- Good ground cover - long life, weed free
- Over 14.5 ton DM /Ha vs c. 7- 8 ton/ Ha for old pasture

For more information on alternative mixtures and correct reseeding procedure, please contact Arrabawn Co-op Branches or ring 087 6697010

For Sale

Quality Friesian Maiden Heifers

High EBI, AI Bred.

Contact (087) 2736715 (Borrisokane Area)

GRASSLAND WEED CONTROL

Ragwort - spray 2,4-D(D-50)+ MCPA (M50) between November and April, before the plant starts to get bigger. This spray will also control dandelions and daisies, as well as some control of thistles and seedling docks.

Adding **Presto** @ 1 lt / 10 acres will help uptake and performance.

Docks

- where clover is not important

Doxstar Pro - contains brushwood killer to kill roots. Will kill clover. Spray 4 weeks before silage or 1 week before grazing.

DockBox - contains 3 proven dock Killers, CMPP, Dicamba and Fluroxpyr in one box. Each box will treat 1 ha. It will damage clover. spray 4 weeks before silage or 1 week before grazing.

Forefront - excellent product for serious weed problems including docks, ragwort, nettles and Japanese knot weed - it will kill clover. Only use on grazing ground. 2.0 lt /ha.

- where clover is important

Prospect - spray one week pre-cut or pre-graze. Will only kill broadleaved docks. Must be grazed or cut after 7 days.

Eagle - spray one week pre-graze or three weeks pre-cut. Will control both broadleaf and curled dock. Will require respraying at ½ rate about 6 months later to catch resprouts.

Nettles, Briars, Woody Weeds and Furze Bushes

Grazon Pro - this contains high levels of brushwood killer and the Grazon Pro has the advantage of being able to kill thistles also this can be an advantage when spraying under electric fences, where briars and thistles can be a problem.

NETTLE BAN, SCRUBKILLER AND BANDOCK - These are well known and convenient but a little more expensive for big areas.

Thistles and Rushes - 50% MCPA + D50 - spray when the thistles have a flower bud and the rushes are about 24cm high and growing. Will also control creeping buttercup (crowfoot). Very cheap.

Spray 1 lts of each per acre in 120 litres water per acre.

Adding Presto @ 1lt / 10 acres will help wet the leaves to improve uptake.

For further information contact your local branch of Arrabawn Co-op

SILAGE MINERAL RESULTS AND FERTILITY

As the breeding season gets under way, it might be a good idea to look at areas which affect fertility and conception. A random survey of silage mineral status revealed some alarming results:

- **Selenium - 89% low to very low (calving/ fertility)**
- **Iodine - 100% low (calf vitality / heat detection)**
- **Copper - 81% low to very low (fertility)**
- **Phosphorus - 92% low to very low (growth)**
- **Cation Anion - 92% high to v. High (calving problems)**

Some of these results might ring a bell with you - maybe your cows were slow to calve, retained afterbirth, got milk fever or were late calving. There are steps you can take to improve the situation.

Selenium - apply selenium fertiliser, **Selenistart** or **SeleniGrass** to increase the level of selenium in the cows diet through the grazed grass or silage. On some farms this has had a dramatic affect on conception.

Iodine - essential for strong heat detection and good calf vitality at birth. Feed a good fertility mineral (**TracePak MultiPhos**) / ration (**BreederMax**) in the run up to breeding.

Copper - long associated with fertility and thrive in cattle, especially in parts of the Arrabawn area affected by high molybdenum. Necessary to feed chelated copper as part of a good fertility mineral (**TracePak MultiPhos**) / ration (**BreederMax**).

Phosphorus - low levels due to restriction associated with the Nitrates directive - Phosphorus is associated with bone and growth. Soil analysis is showing worryingly low levels due to poor soil sampling and restricted fertiliser applications. Feed a good fertility mineral (**TracePak MultiPhos**) / ration (**BreederMax**) in the run up to breeding.

Cation/Anion balance - problems associated with late or excessive application of slurry, too close to silage cutting - leading to calving problems and Milk Fever. Cows suffering from afterbirth retention are very difficult to get back in calf. Feed **Easycalver** or **Transition Cow** mineral in the run up to calving.

For more information on any of the above topics contact your local branch of Arrabawn Co-op or Tom Starr on 087 669 7010.

Development Farmers Performance Update.

	J. Dowd	C. Whiriskey	Kennedys	Coles	Molamphys
Fat %	4.20	4.18	4.11	4.10	4.13
Protein %	3.43	3.07	3.50	3.39	3.42
Litres/cow	28	25	25.5	24	25.5
kgMS/cow	2.21	1.85	2.01	1.82	1.98
Average farm cover kg/ha		779	689	813	
Meal kg/cow	4	5	2	2	2
6 week calving rate	73%	69%	81%	82%	88%
# cows left to calve	10	8	7	6	5

Based on milk collected between 4th and 6th of April 2017.

April Grazing

Grass growth from the 1st to the 10th of April is usually around 30kgDM/day while at the end of the month it is likely to average 70kg-90DM/day. This means that we often go from a period of grass shortage to surplus very quickly. At this time of year it is essential to get out and walk the farm. Estimating the average farm cover will help you make the correct decisions over the next few weeks. Below are two examples of grassland situations currently experienced on farms. From now on, we want to consistently feed cows grass covers of 1200-1400kgDM/ha. These covers have a greater proportion of leaf and thus are better quality than covers of more than 2000kgDM/ha which have a greater stem proportion. Feeding cows appropriate covers ensures they reach their potential at peak milk production. If you would like help with your grazing management, please contact Aine on 087-0963869.

	Highly stocked farm - 3.6 MPSR	Lowly stocked farm - 2.5 MPSR
Scenario	Average farm cover of 450kgDM/ha. Farm demand = 64kgDM/Day Farm growth = 65kgDM/day Daily grass growth meets daily herd demand	Cows are consistently going into covers of more than 2000kgDM/ha. Average farm cover of 950kgDM/ha. Farm demand = 45kgDM/Day Farm growth = 65kgDM/day Daily grass growth exceeds daily herd demand
Action	No formal first cut silage is planned to be taken from the milking platform, instead weekly surpluses should be taken out as bales. When herd demand matches grass growth it is easier to manage grass and feed adequate covers of 1200-1400kgDM/ha to cows.	This farm should close 30% of the milking platform for silage. This should reduce average farm cover to the target of 500-600kgDM/ha. Failing to take out these paddocks will result in "an explosion" of grass at the end of the month, rotations will slow down resulting in cows consistently grazing high covers (>2000kgDM/ha) which will impact milk protein and yield.



Left: Appropriate cover for grazing (1,200-1,400kgDM/ha)



Right: Cover gone too strong (>2,000kgDM/ha)



BREEDING 2017

All things breeding were discussed at the Workshop held on John Armitage's farm on Wednesday 29th March. John milks 130 cows outside Cloughjordan. John has managed to achieve a very compact calving season with his six week in calf rate coming in at 88%. His 21 day submission rate was 90% for 2016. All heifers are bred to AI, synchronised and calve down at 2 years of age. Even though a relatively young herd (average lactations per cow is 3) due to recent expansion within the herd over the last few years, cows produced 450kg of milk solids with 3.5% protein and 4.11% fat. As herd size stabilises and cows mature John should see a further improvement in milk solid production. When asked what most farmers should take from the day John emphasised the importance of picking high EBI bulls using Sire Advice on Herdplus to improve genetic performance within the herd.

There were four focus boards which dealt with Sire Advice, body condition and heifer weights, pre-breeding heat detection and non-cycling cows and the breeding calendar. Matt Ryan and Tim Fitzmaurice discussed the targets which should be used for picking bulls. He suggested that bulls have a EBI greater than €230, fertility greater than €130 and milk around €50. Though the latest bull run left some farmers confused and fed up Matt emphasised that the EBI has and is delivering on the ground and encouraged farmers to stick with it. Pat Clarke showed farmers how to body condition score cows. Cows should be body condition scored in October and again in February to ensure cows have adequate body condition for calving and breeding.

All cows should have a BCS greater than 2.75 at breeding. Thin cows should be put on once a day as early as possible after calving to ensure they have enough time to recover condition. Stephen Butler discussed the importance of pre-breeding heat detection to detect non cycling cows. All cows need a 30 day waiting period after calving before they can be bred but cows calved more than 30 days and not cycling require attention. The protocol for synchronising non-cycling cows was outlined. In addition Stephen highlighted that the protocol could be used to tighten up calving spread but cautioned that it won't "cure" inherently infertile cows. At the last post Jim outlined the synchronisation protocol for heifers and the breeding calendar for cows. Deciding on a mating end date now before breeding is important in order to keep the breeding season within 12 weeks.

Special thanks to our host farmer John Armitage and his wife Gillian, our speakers Matt Ryan, Tim Fitzmaurice, Pat Clarke, Stephen Butler and Jim Moyles and to all the farmers that attended the workshop. Further information including the handout for the event is available on the Arrabawn website.