



Milk Purchasing Terms and Conditions 2026



2026 Milk Purchasing Terms and Conditions

ArraTipp is committed to the production and marketing of high quality, safe and traceable food ingredients. We are committed to meeting the high standards that are continually being set by our valued customers and with the help and co-operation of you, our milk suppliers, we will continue to meet the standards being set in the marketplace.

Sustainability is a key factor in the purchasing decision of global food companies, and demonstrating sustainable farming practices is now crucial to ArraTipp's and the industry's future.

The ArraTipp Board of Directors introduced the ArraTipp Milk Supplier Sustainability Programme in 2024. This was to incentivise ArraTipp milk suppliers to take action to reduce environmental impact and improve farm sustainability.

ArraTipp will purchase, and the milk supplier will supply their milk, subject to these terms and conditions.

Requirements of EU Regulations 852 and 853 of 2004

1.1 Raw Milk production and Dairy Hygiene Requirements

Raw milk collected ex farm must comply with the standards set down in EU Regulation 853 of 2004, under milk quota rules set down in SI 94 of 2000 it is an offence for a supplier to supply or offer for supply milk which has not been produced on the holding operated by that supplier, accordingly, transfer of milk between suppliers is illegal. All milk offered for collection must be in vessels approved for this purpose.



Bulk loads are tested for freshness on arrival at the plant, if a load is considered unfit for use, the individual suppliers on the load are tested and the farm causing the problem identified. This milk is then disposed of and the farm which caused the problem is liable for the dumping and relevant compensation costs. Suppliers are advised to check with their insurer that they have adequate cover for such an occurrence.

Fresh milk has an acidity of less than 0.15%, where milk from a farm is detected with an acidity of greater than 0.18% this indicates that the milk is sour and not fit for processing accordingly that collection will be penalised at the average price pertaining in that month.

All suppliers are obliged to notify society of any incidence of disease on their farm which may have an impact on the subsequent use or certification of finished products. If any issue arises on your farm, please inform society so that we are aware and can take appropriate action. All suppliers must comply with the conditions set down in SI 9 of 1996, each supplier also is liable to be inspected by customers of the society at any time such that the standards that exist on our supplier farms can be demonstrated to our customers.

1.2 EU Milk Quality Rejection Standards

The following are the EU Milk Quality Rejection Standards. These minimum standards are not acceptable from a ArraTipp commercial point of view, as we strive for materially higher quality standards, driven by market demands.

- TBC – Total Bacteria Count must not exceed 100,000 per ml – geometric average over two months with at least two tests per month.
- SCC – Somatic Cell Count – must not exceed 400,000 per ml – geometric average over three months with at least one test per month.
- Temperature must not exceed 6°C at the point of collection.
- Antibiotics and Pesticides residues must be absent in milk at the point of collection.
- ArraTipp Co Op is obliged to randomly sample a percentage of its suppliers for antibiotics and pesticides residues across the year. Any positive results must be notified to the Department of Agriculture, Food and Marine (DAFM).
- Milk must be traceable to the farm of production.
- Suppliers must ensure that water from private wells used in the washing of milking equipment is suitable and meets the requirements of the legislation. This is subject to inspection under the National Sustainable Dairy Assurance Scheme (SDAS).



1.3 Animal Health Certificate

The animal health certificate is an annual requirement and should be presented by 31st December each year, to ensure milk collection in the following year.

Prior to resuming milk supply suppliers must submit a valid animal health certificate to their farm relations advisor (or post to Head Office – see address below).

Please post Animal Health Certificate forms to:

**ArraTipp Co Operative Society Ltd Head Office,
Stafford Street, Nenagh, County Tipperary. Eircode: E45 XP86**

ArraTipp Quality / Hygiene Milk Standards

Quality Overview

The true measure of milk quality is a raw material that meets the premium standard across all the critical parameters i.e Total Bacteria Count, Somatic Cell Count, Thermoduric Bacteria, Temperature, Lactose, Chlorates and free of inhibitors and adulteration of any kind.



Example of premium standard milk

TBC	<30,000
SCC	<200,000
THD	<500
Lactose	>4.25%
Chlorates	<0.007mg / kg
Antibiotics	Free

TBC - Total Bacteria Count:

Payment is based on the average of all tests per month. The results of the counting tests are averaged, and the payment is adjusted as follows:

< 50,000 average	Base Price
51 – 75,000	-1.75 c/litre
76 – 100,000	-3c / litre
101 – 150,000	-6c / litre
151 – 200,000	-6c / litre
201 – 300,000	-9c / litre
>301,000	-12 c / litre

The test period will be the calendar month. ArraTipp, in any month, reserves the right to carry out as many quality tests on a supplier's milk as it deems necessary. If in any month, the supply of milk does not allow for a second sample to be tested for quality purposes, then the result of the single sample tested will determine the average for the month.

Inferior quality milk, as determined by tests carried out by society, will be rejected at collection. Should a supplier suspect that his/her milk might not be suitable for collection, for any reason, he/she should immediately contact his/her farm relations advisor.



Any supplier found to have a milk supply with TBC results greater than 100,000 will be subjected to extra monitoring. If the limit is exceeded on two consecutive occasions, the supplier may be suspended from milk collection. Milk collection will resume when the Society is satisfied that the milk supply from then on will comply with the required standards.

THD – Thermoduric

Thermoduric Bacteria include many species of micro – organisms, namely Bacillus, Lactobacilli, Streptococcus and Micrococcus. The species survive heat treatment and produce flavors which adversely affect product quality. Thermoduric counts in excess of 500 cfu/ml, indicating deteriorating hygiene standards in the milking and/or cooling equipment.

Where possible 2 tests per month will be carried out, payment will be based on the last test in the month.

<1000	Base Price
1001 - 4999	Penalty 0.25 cent per litre
>5000	Penalty 0.5 cent per litre

SCC - Somatic Cell Count:

A minimum of one test per month is carried out – there is no maximum, but in normal circumstances it is our aim to test at least one sample each week where milk supply permits. The geometric average of the number of tests carried out is used for payment purposes for that month. This should not be confused with the EU requirement, which is a three-month geometric average.

<200,000	+0.4c / litre bonus
201 – 300,000	Base Price
*301 – 400,000	-1c / litre
401 – 500,000	-2c / litre
501 – 600,000	-4c / litre
600,000+	-8 c / litre

****From November to February the 1c/litre deduction between 300,000 to 400,000 will be excluded. The bonus of 0.4c/litre remains under 200,000 all year pound.***

Bord Bia SDAS

All farms must be certified under the National Sustainable Dairy Assurance Scheme (SDAS); **milk will not be collected if the farm is not certified under this scheme.**

ArraTipp Co Op requires all Milk Suppliers to be certified in the SDAS scheme to deliver maximum benefits from the marketplace and to meet the expectations of key customers.

All information gathered during the sustainability survey at the time of the Bord Bia audit is used to generate a Carbon Footprint (CF) for each milk supplier. It is advisable for milk suppliers to log in into their Bord Bia Producer Homepage to complete the Sustainability Survey prior to the scheduled SDAS audit. In order to ensure accuracy in the generation of a Carbon Footprint for a milk supplier, it is essential that care is given to provide accurate information to the auditor during the audit.

Antibiotics/Inhibitors:

It is an offence to allow milk containing residue to enter the food chain. Should a supplier suspect that their milk contains antibiotics/inhibitors, he should immediately bring a sample to an ArraTipp Laboratory for testing in either Nenagh or Tipperary Town. Only milk which passes this screening test will be collected, if this milk fails, the milk must be disposed of by the supplier who will be **compensated at the rate of 10c/litre**. This compensation will be paid on a maximum of 2 occasions per year.

We encourage suppliers to acquire home test kits for antibiotics as there will be an occasion where one is concerned about milk in the tank and not have adequate time to bring a sample to the laboratory for testing.

If a supplier's milk on routine testing is found to be positive the following penalties apply:

First offence: 4c/litre on the offending months volume

Second or subsequent failures within 3 years: 8c/litre on the offending months volume

The minimum penalty that will be applied for an antibiotic failure will be the greater of the above or 4c/litre applied to 5% of the previous year's deliveries of that farm. The purpose of this is to help maintain vigilance at the start of the year and also at the back end of the year when supplies are low.

Subsequent to a supplier testing positive for antibiotic/inhibitors, the milk will have to be tested and positively released before the next collection. This is a condition set by law in regulation 25 of the Animal Remedies and Residues Directive. If this situation arises, ArraTipp will levy the offending farm with a charge of €50/day during the screening period.

Where a bulk load of milk or part thereof is found to contain antibiotic/inhibitor residue this milk will be disposed of and the supplier or suppliers responsible for failure will be held liable for the dumping and relevant compensation costs. Suppliers are advised to ensure that their farm insurance will provide cover in the event of such an occurrence. The significance of antibiotic residue in milk is reflected in the above financial penalties and the controls that are applied.

Pesticide:

Under legislation the Society is required to test a percentage of its suppliers annually for pesticide residues. In the event that a supplier is found positive under this testing program no milk will be accepted from that farm until a clear test is obtained. Please be advised that the time taken for such a test will be a matter of weeks. As with antibiotic/inhibitor residue, all failures are reported to the Department of Agriculture & Food.



Late Lactation Milk:

Lactose is an important component in milk; typically, the level of lactose in milk does not vary during the milking season until a cow is near drying off when it drops significantly. Milk with abnormally low lactose is not suitable for processing and should not be offered for collection. To ensure that only milk with normal lactose levels is offered for collection a penalty will be applied as follows on milk with low lactose. A low lactose level other than at drying off needs to be investigated individually but usually indicates a problem with diet. Should the lactose level remain <3.99 going into the following month, milk collection will be suspended.



Average Lactose	Cent / Litre / Month
4.25	Base Price
4.00 – 4.24	-2 c / litre
<3.99	-5c / litre

Added Water:

Milk produced under good control should not show any trace of added water. If added water is detected, the amount of water added is calculated based on the volume recorded at that collection and the test result, this volume is then penalised at the payment rate applying in that month. If on a second occasion the supplier is found to have added water the milk supplied in the week of the second offence and the average of the amounts of

added water is used to calculate the volume to be penalised.

If there is a third offence in a month, the average of the test and the total delivery for the month is used to calculate the amount of water added.

Temperature:

It is a requirement in the E.U. Regulation that milk must be less than 6°C at the time of collection. Monitoring of milk temperature will continue and where inadequate cooling is apparent a supplier will be notified, if having been notified corrective action is not taken in a reasonable period of time then collection will be suspended.



Results Service:

The Society sends the results of all tests carried out on your milk by text message to your mobile as quickly as possible. This is a very useful service and can be a valuable tool in managing a dairy herd. If you are not presently receiving results by text, please contact the Farm Relations Team with your mobile number so that we can include you in this scheme. It is possible to have results go to two phones so if this is of interest to you, please supply us with the second number.

ArraTipp Co Op has a free smartphone Milk App and a member portal called Milkedin, displaying daily collections and test results. The app will be available to download free to all Milk Suppliers in the coming months.

1. Downloading the App

You can download the MilkedIn Mobile App from the Google Play Store (Android) and App Store (iPhones).

Note: You must have an Account Registered with Arrabawn Co-operative's Self Service to use the App. You will use the same Account Number and Password to sign into the Milk Mobile App.

2. Login to Arrabawn Co-operative Milk Mobile App

Once you have the app downloaded, you can sign in using your 7 digit Co-Op Milk Supplier Number and Password.

You will also need to enter server:

selfservice.arrabawn.ie

Port is left blank.

Note: You will only need to sign into the App the first time you download it.

Server	selfservice.arrabawn.ie
Port	
Member	1234567
Password	*****
<div>Log In</div>	

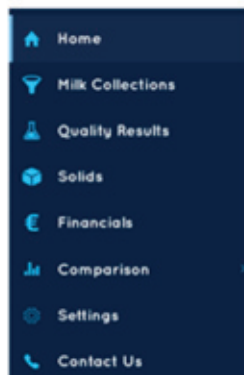
When you have successfully logged into the app, you may be asked if you would like to receive notifications. These will be used to communicate your new Quality Results when they are available on the app.

3. Navigation of Milk Mobile App

After signing into the app, you will have access to a list of options that are all available through the menu button in the top left corner of the screen.



When you press this button, it will take you to the main menu where you can select any of the below options:



HOME

Displays your most recent and current months' collections and test results



Milk Collections

Displays Collections by Period for current year and previous years



Quality Results

Displays Quality results by Period and Test Type



Solids

Displays Total kgs, Butterfat kgs, and Protein Kgs



Financials

Displays cent per litre and Payment Value per period. User can drilldown to the detail relating to that payment.



Comparison

Provides user with ability to do a yearly comparison on milk data.

Bonus Refund:

At the end of the year any producer who has incurred a TBC penalty in only one month will be refunded the difference between what he was paid and what he would have been paid had he got the top price.

Note: This period runs from December to November. The refund is made in November milk for the particular year.

Sediment:

Milk produced under good hygienic conditions will be free from sediment; use of a filter sock is your final assurance that this is so. We will monitor milk collections at random for sediment, farms where sediment is detected will be advised and monitored closely thereafter. Persistent failure on this point will result in milk rejection.

TCM Trichloromethanes:

TCM arises where chlorine or chlorine containing detergents come in contact with milk or other organic matter. The chlorine will react with the organic compound and TCM's are formed, this in itself is not a problem provided the milking machine, or the bulk tank are rinsed properly with clean water. On some farms inadequate rinsing takes place, 14 litres of fresh rinse water is required per milk unit to adequately rinse all traces of detergent from a milking machine. Testing of farm samples is being carried out in conjunction with Moorepark, farms where high levels of TCM are detected will be advised and follow-up sampling carried out to eliminate the problem, your co-operation in resolving this matter is essential.



The allowable limit for TCM in milk is 0.00124 mg/kg. Suppliers will be notified of TCM results by text message.

Any supplier with TCM greater than 0.00124 mg/kg will receive a farm visit from their farm relations advisor to review washing routines, all suppliers are required to implement a non-chlorine wash programme in the bulk tank and milking plant that will achieve the required specifications.

Chlorates:

Chlorates are produced by the degradation of sanitizing agents such as Chlorine, Chlorine Dioxide or Hypochlorite. Chlorates are not found in raw unprocessed milk. Chlorate in milk is of particular concern for infant formula manufacturers as there are strict limits of acceptable chlorate levels in finished product.

Chlorates can arise when drums of detergent that contain caustic and chlorine are stored on farm for long periods of time. Chlorate residues can occur if the detergent which contains chlorine is not fully removed from the milking line or bulk tank after the wash cycle. The maximum limit is 0.1 mg/kg.

Note: Retesting will occur for Chlorate test results over 0.007mg/kg

ArraTipp Co Op will be testing all suppliers for chlorates during the season and will continue to complete a monitoring and education programme on chlorate levels.

Minimum Collection Quantities:

For Quality and economic reasons, the minimum collection volume will be 400 liters per collection with at least two collections per week.

Minimum storage capacity for raw milk at farm level is 3 days.

Commencement of Milk Collection after the dry period:

An animal health certificate must be submitted prior to resuming milk supply annually.

Suppliers must give at **minimum five day's** notice to the Co-op of their intention to resume milk after the dry period. Milk containing colostrum/biestings, and stale milk will be rejected. The first milk after the winter break should be tested at the Nenagh or Tipperary site to ensure that the milk is free of inhibitors and residues and suitable for collection. Under no circumstances should any of the milk at first collection be more than four days old.

Milk Biosecurity:

It is the responsibility of each supplier to ensure that milk tendered for sale is stored in safe conditions until it is collected by the ArraTipp.

Farm Access:

Suppliers must provide safe and suitable 24-hour access for milk collection vehicles appropriate to the tanker size used in the area.

Dairy Access:

It is important to ensure that the dairy and milking facilities are controlled and that visitors to the farmyard are managed so that these personnel are aware of their responsibilities to health, safety and biosecurity when visiting the farm. Always maintain clear access from the road to your farm dairy. The roadway from the farm entrance to the farm dairy must be suitable for all weather access by a tanker travelling at reasonable speed and should be free from all hazards.



Chlorine Free Wash Programmes

DO's	DONT's
<ul style="list-style-type: none"> ✓ Ensure bulk tank goes through all wash cycles post milk collection. ✓ When changing detergents – get a service technician to inspect, flush out and clean detergent intake tubes. Recalibrate the intake volume if a new detergent is used. ✓ Regularly check that the detergent intake tubes from auto washers are working correctly. ✓ Change liners after 2,000 milkings per unit as residues can build up on cracked and damaged particles. 	<ul style="list-style-type: none"> ✗ Avoid stock piling products. ✗ Never go back and use remnants of old detergent in a barrel or drum that has been in the dairy for some time. ✗ Don't buy in bulk and ensure that the choices match the quality issues on individual farms. ✗ If in a purchasing group – ensure you only purchase a Chlorine-Free detergent for bulk tank and milking machines.* ✗ Never skip a wash cycle post milk collection. ✗ Never reuse detergent washes from the milking machine to wash the bulk tank.
Bulk Tank Wash Programme Best Practices	Milking Machine Wash Programme Best Practices
<ul style="list-style-type: none"> • Ensure the thermostat is working correctly. • It is recommended that the circulation temperature of the main wash is no less than 50°C and no greater than 70°C. (Consult your Bulk Tank technician for clarification). • Use a torch to inspect that the bulk tank rinses sufficiently post wash. • Ensure the bulk tank is properly drained. • Only Teagasc approved Chlorine-Free products are permitted to be used. See www.teagasc.ie for the full listing. • When using Chlorine-Free products for auto washers it is critical that the suction probes are both washed out and calibrated by the bulk tank technician. 	<ul style="list-style-type: none"> • Store all detergents in a cool, dark place away from sunlight and off the ground. • Do not bulk buy detergents and ensure detergents are used within 3 months of purchasing. • Check manufacture and expiry dates of all products. • Always use fresh water supply for rinsing. • Ensure the rinsing cycle adequately removes all milk residues post milking and detergent residues post wash circulation. • Add peracetic acid to fresh rinse water for the final rinse, rates should coincide with product guidelines. • No recycling of detergents for consecutive milkings.

- | | |
|---|--|
| <ul style="list-style-type: none"> • Never reuse detergent washes (from milking machine to the bulk tank). • Ensure seals and lids are tight fitting. • Frequently check that bulk tank washer is correctly calibrated. • When using detergents chemicals in wash solutions, carefully read and adhere to usage levels as directed. • Follow safety instructions on the product label and wear protective equipment. | <ul style="list-style-type: none"> • Hot water is at sufficient temperature/capacity (75°C-80°C initially, and 55°C return). Use a thermometer probe to check. • When using detergent chemicals in wash solutions, carefully adhere to usage levels as directed. • Follow safety instructions on the product label and wear protective equipment. • Powder detergents are recommended for Milking Machines with manual washes as they contain a higher concentration of caustic. |
|---|--|

Animal Welfare:

ArraTipp Co Op seeks to promote the implementation of the best hygiene, quality, animal welfare and sustainability practises by all our suppliers while recognising many suppliers are excellent in maintaining husbandry standards and practises.

Animal Welfare is a fundamental part of on-farm Sustainability on Irish Dairy Farms. Animal welfare standards are generally high on Irish dairy farms; however, it is important not to become complacent. High welfare standards are crucial in maintaining consumer trust among our national and international markets.

The **five freedoms** that underpin best practise to ensure animal health and welfare are outlined below.

1. Freedom from hunger and thirst
2. Freedom from discomfort
3. Freedom from pain, injury, and disease
4. Freedom to express normal behaviour
5. Freedom from fear and distress

ArraTipp Co Op seeks to protect our national and international reputation by implementing best practise in animal health and husbandry across all our milk suppliers. ArraTipp Co Op reserve the right to inspect animals and facilities on supplying farms and take appropriate follow-up actions if standards are deemed to be unsatisfactory.

ArraTipp Co Op expects all milk suppliers to act in accordance with the best practise guidelines for calf welfare set out by the DAFM. The Society is adopting a zero-tolerance approach to on farm calf welfare issues.



It is acknowledged that the vast majority of farmers are already carrying out the following actions, but it is important to remember the following.

- The on-farm slaughter of healthy calves is strictly prohibited on ArraTipp Co Op milk supplying farms.
- Consequences will apply to milk supplied from any farm where calf welfare issues are detected, up to and including but not limited to indefinite suspension of milk collection.
- All calves must be registered within the timeframe specified by the department of Agriculture, Food & the Marine.
- Plan to have adequate facilities and labour resources reflecting the number of cows on the farm for the calving season.
- Have a robust calf care regime, ensuring that calves receive the essential colostrum needed to protect them from disease – each calf should get 3L within two hours of birth, from the first milking of the cow.
- Develop a plan for calves not being retained on the farm, checking now with your proposed trading partners to be certain that you have an outlet for these calves when you need it.
- Develop your breeding plan to maximise the future beef potential of any calves that will not be required as replacement dairy stock, using the dairy-beef index. This is particularly important, since we must diversify the range of outlets for calves that will not go on to become dairy replacements.

Bord Bia's on-farm audit carried out as part of the SDAS certification involves inspections of milk suppliers every 18 month across a comprehensive range of quality assurance and sustainability metrics, including animal welfare. Non-Compliances with any of the scheme's criteria and failure to undertake remedial action will result in a farm losing its SDAS membership.

If a farm fails to meet the legislative requirements and ignores remedial action, then ArraTipp Co Op may suspend milk collection.

As an active member of ICOS, ArraTipp has adopted the ICOS Calf Welfare Charter. This charter sets out key principles, which the entire industry will abide by, to ensure that the highest possible welfare standards apply to all calves produced on Irish dairy farms.

The Terms of the ICOS Calf Welfare Charter

1.	On farm euthanasia of healthy calves is prohibited.
2.	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. The responsibility lies with DAFM to implement animal welfare regulations.
3.	Dairy and beef stakeholders will commit to the development and adoption of breeding technologies and practices to increase the quality and value of calves from the dairy herd.
4.	Milk suppliers must adhere to best practice in relation to the rearing, housing and feeding of calves, in line with industry best practice guidelines.
5.	Dairy and beef stakeholders will establish a defined programme to support the implementation of the Charter.

Grass Fed Dairy Standard:

The Grass Fed Standard for Irish dairy was developed as a response to market needs and provides a way for Irish dairy processors to make a verified claim that their product has been sourced from Irish grass – fed cows. The Grass Fed Standard was developed as a means of providing verifiable evidence to support the claim that Irish Dairy Products hold a key competitive grass-based advantage over other countries in terms of its cow's days access to grass and the percentage of the cow's diet which is grass based. The Grass Fed model was developed by Teagasc and Bord Bia have the overall responsibility for maintaining the integrity of the Grass Fed Standard.



ArraTipp Co Op continues to maintain Grass Fed accreditation on our milk processing site.

The following is a summary of the farm related criteria that must be met in order to achieve Grass Fed Accreditation:

- All milk suppliers must be certified member of the Sustainable Dairy Assurance Scheme (SDAS)
- The minimum acceptable Grass Fed figure for an individual herd to qualify is at least 90% of total cow intake must consist of grass or silage on a fresh weight basis.
- All herds must ensure that their cows are grazed outside on grass for a minimum of 180 days per year.
- The average Grass Fed figure for a group of herds that constitute a pool of milk for primary or secondary processing must achieve a weighted average of 95% on a fresh weight basis.

Water Quality Improvement Programme

According to the most recent Environmental Protection Agency (EPA) full assessment of water quality (2024), just over half our rivers and lakes were in satisfactory ecological health and overall water quality has remained static since the previous assessment in 2022. Excess nutrients such as Nitrogen and Phosphorus were deemed the main cause of pollution primarily coming from agriculture and wastewater.

It is recommended that all ArraTipp Co Op Milk suppliers' avail of the Water Quality Improvement Programme. This will involve a farm assessment from a member of the farm relations team. Farm assessments are voluntary and confidential. A farm water quality improvement plan will be put in place once the farm assessment has been completed. The programme is designed to provide support and advice in relation to best practice farming, maintaining quality production and protecting and improving water quality.



ArraTipp Winter Bonus 2026

The winter bonus is paid on all milk for the months of December, January and February. The bonus payment is as follows:

Months	Value	Criteria
December	2 Cpl	All Manufacturing litres within Milk Quality Standards
January	4 Cpl	All Manufacturing litres within Milk Quality Standards
February	3 Cpl	All Manufacturing litres within Milk Quality Standards

- The Winter Bonus is paid on all manufacturing milk for the months of December, January and February.
- All manufacturing milk must meet the Raw Milk Quality Standards.

ArraTipp Co-Op Services Available

Individual Cow SCC Testing

Milk Suppliers are advised to Herd Record their cows. However, if required, individual cows can be tested at the Nenagh Laboratory for SCC levels. The cost of this is €0.75 excl. VAT, per sample.



Mastitis Culture & Sensitivity Testing

In moving from autumn to winter and drying off, there is a big increase in the volumes of milk sample bacteriology being carried out. Bacteriological culture and sensitivity testing of milk samples is a useful means to identify which types of bacteria are causing problems on-farm. Identification of contagious organisms such as *Staphylococcus aureus* can have a big influence in determining how to approach the issue of dry cow therapy, and the issue of the use of antibiotics at drying off. Equally, identification of organisms on-farm which may be resistant to some antibiotics is essential when considering which treatments to use. The attending veterinary practitioner is uniquely placed to advise on the selection of antibiotic treatment and helping to advise on whether antibiotics are required in certain cows at drying time known as Selective Dry Cow Therapy. The use of milk culture and sensitivity



testing is an essential tool in making informed decisions.

Milk Sampling Procedure

- Samples should be taken and posted early in the week to prevent samples being held in the post over a weekend.
- Use sterile vials or tubes for sampling (15-20ml capacity).
- Label tubes prior to sampling namely date, farm, cow, quarter.

Clean Tests

- Using a dry paper towel, brush loose dirt from the teat and udder.
- Grossly dirty teats should be washed and dried thoroughly.

Forestrip

- Discard a few streams of milk from the teat.
- Pre dip all quarters with an appropriate product and allow 30 seconds of contact time.
- Dry teats thoroughly with a paper towel.

Alcohol Scrub

- Begin with the teats at the far end of the udder, scrub teats vigorously with alcohol swabs.
- Use as many swabs as necessary to clean the teats.
- Teat ends should be scrubbed until no more dirt appears on the swab or is viable on the teat end.
- A single swab should not be used on more than one teat.

Sample Collection

- Begin sample collection with the back teats, moving on then to the front teats.
- Remove the cap from the sample container, but do not leave the cap down.
- Ensure that the open end of the cap is always facing downwards.

ArraTipp Milk Supplier Sustainability Bonus 2026

What is the ArraTipp Milk Supplier Sustainability Bonus Programme?

ArraTipp Milk Supplier Sustainability Bonus Payment is our sustainability incentive programme created in 2024. It is a new concept designed to support the adoption of science-based actions and best practice across our milk supplier base.

ArraTipp Co Op wants to build on the existing achievements and to grow the knowledge of, and engagement with, sustainable farming practices.



ArraTipp Milk Supplier Sustainability Bonus Programme has a broad focus on carbon reduction, ammonia reduction and water quality improvement in order to meet our 2030 emission reduction targets.

The ArraTipp Milk Supplier Sustainability Bonus Programme for 2026 is continuing as of the 2025 Milk Supplier Sustainability Bonus Programme edition. The payment for completing **four out of five** measures in 2026 will be 0.75 CPL per month.

Suppliers who opt into this scheme in 2026 have the potential to receive a bonus payment of 0.75 cent per litre (CPL) on a monthly payment in exchange for meeting five sustainability criteria:

1.	Water Quality
2.	Protected Fertiliser
3.	EBI Improvement
4.	Milk Recording
5.	Ag Nav & Training

Based on extensive consultation we have chosen to implement these five measures as they are impactful, measurable, and proven to work. We believe implementation of these five measures will have a significant impact on environmental indicators, especially Greenhouse Gas Emissions.



What is Carbon Footprint?

Carbon footprint is an expression of the total greenhouse gas (GHG) emissions caused by an organisation, event, product, or person.

A GHG is any gas in the atmosphere which absorbs and re emits heat and thereby keeps the planet's atmosphere warmer than it otherwise would be. The main GHG emissions associated with dairy farming are methane,

nitrous oxide, and carbon dioxide. To get an accurate figure of your on farm GHG emissions, the AgNav tool is used to give a carbon footprint score for the farm. This figure is most accurate when a Bord Bia survey is completed annually for your farm. AgNav is a sustainability support framework between ICBF, Teagasc and Bord Bia. It can be used as a tool by milk suppliers.



Water Quality in Ireland

Currently Ireland is not meeting its commitment under the EU water quality framework directive to improve water quality nationally to 'good' status.

When water quality declines, it means that these water bodies are less able to support healthy ecosystems for fish, insects, and plants.

The EPA has identified priority areas for action across the country where the quality status of the water is at risk of falling due to a range of both agricultural and non-agricultural pressures.

When targeted actions are taken by milk suppliers on farm, water quality improvements can be made within these rivers.

Implementation and Verification

Starting from January 1st, 2026, farmers can earn a bonus of up to 0.75 CPL on their milk based on meeting the criteria of the ArraTipp Sustainability Bonus Programme 2026.

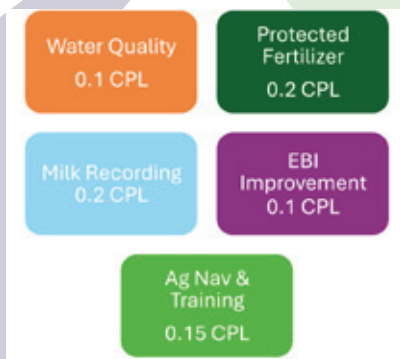
To qualify for the payment in full, farmers must implement and complete in full **four out of five** specific measures outlined below. A verification process will ensure compliance, with non-compliance resulting in payment suspension.

A **MANDATORY** requirement of the Programme is that you must allow a Water Quality Assessment visit to be completed on your farm. Without a water quality assessment, suppliers cannot take part in the programme.

Following on from the above, to qualify for the Sustainability Payment in whole or in part, the criteria to be adopted are as follows:



Payment Cent per Litre (CPL) for each action required in the ArraTipp Milk Supplier Sustainability Bonus 2025



Note: The Water Quality measure is MANDATORY.

The ArraTipp Milk Supplier Sustainability Bonus Programme is designed to support ArraTipp milk suppliers in achieving their emission reduction targets and improving water quality, while enhancing financial and environmental sustainability.

By adopting innovative farming practices and participating in this programme, farmers can reduce their environmental footprint and receive bonus payments for doing so.

Participants may also be able to gain access to lower interest (sustainability-linked) bank financing / loans (optional / subject to normal bank approvals).



The ArraTipp Milk Supplier Sustainability Bonus programme rewards specific actions such as milk recording, improving herd genetics, using protected fertilizer, knowing your carbon footprint number and completing a water quality assessment on your farm, with payments of up to 0.75c per litre.

We encourage all our suppliers to participate in the programme to achieve these benefits and contribute to a sustainable and thriving future for our co-operative.

Join us in this journey towards sustainability, supporting long-term prosperity for your farm and the wider co-operative enterprise in which we all share.

The following are the actions agreed for the ArraTipp Milk Supplier Sustainability Bonus 2026

1. Water Quality

- Agree to a Water Quality Farm Follow up Visit and development of a Water Quality Plan by an ArraTipp Sustainability Advisor.
- **This is a mandatory requirement of the programme for 2026.**

2. Protected Fertilizer

- Purchase 2T of Protected Fertiliser per 100,000L of milk supplied in 2025.
- All fertilisers **must** have a protected N source.
- All fertilisers (2T per 100,000L) **must** be purchased through ArraTipp Co Op.

3. Milk Recording

- Participate in Milk Recording in 2026
- A min of four milk recordings is required in 2026.

4. EBI Improvement

- a) Herd in top 50% within ArraTipp catchment for EBI qualify automatically,
- b) Herd in the top 50% within ArraTipp catchment for EBI gain annually qualify automatically,



- c) If less than 25% of your cows have an EBI or if you fail to meet part (a) or part (b) above, you can genotype 25% of your dairy female stock and this will be a qualifying criterion (max 2 years).

5. Ag Nav & Training

- Update their Bord Bia QA Survey for 2025 in the Jan-March period of 2026.
- Update the status of actions in their Sustainability Action Plans in the January- March period of 2026.
- Attend a least one Arra Típp signpost event or seminar.

Logging into Ag Nav

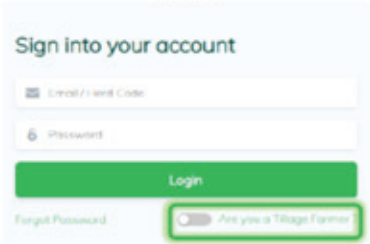
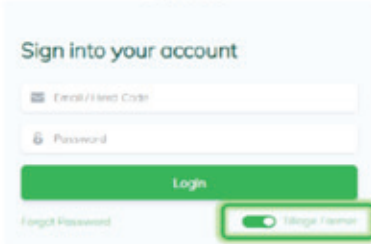


Farmer User Manual (July 2025)
Dairy and Beef Enterprises

1. Signing up and Logging on to AgNav

Currently, AgNav is only available to farmers that are registered with the Irish Cattle Breeding Federation (ICBF) and have completed at least one Bord Bia Sustainability Survey. As access to AgNav is through your pre-existing ICBF log-in, you do not need to sign up directly to AgNav.

Log in to AgNav from the main website page (www.agnav.ie) by clicking the log in button on the top righthand side of the screen, which will bring you to the log in page (www.agnav.ie/login). To log in for AgNav Dairy and Beef, enter your ICBF log in (email/herd code and password). Please make sure that you have not selected the tillage toggle (highlighted in green below).

Correct	Incorrect
	

If you have forgotten your password, click 'Forgot Password' and follow the instructions.

2. Navigating AgNav

Farmer Homepage

When you first log into AgNav, you will be directed to your homepage (see below). This page provides more information on what AgNav does and links you to the 3 main areas of AgNav: the Survey, the Forecaster, and the Action Planner.



The following rules will dictate how payment of the ArraTipp Milk Supplier Sustainability Bonus for 2026 will commence:

- Payment will be based on the actions you **completed in 2025 up until the mid-term review in June 2026.**
- Payment from 01/07/2026 will be based on the actions undertaken in 2026 in compliance with the rules outlined below.
- Full bonus worth (four out of five measures. Mandatory measure must be one of the actions chosen) = 0.75 CPL
- Partial Bonus (min. of any 2 measures + mandatory measure).
- The water quality measure **MUST** be undertaken to avail of the full or partial bonus.
- The Mid-year will take place at the end of June 2026 to assess the compliance rate of the measures.
- The end of year review will take place in January 2027 to assess the compliance rate of the measures.
- The rules may vary year to year and can be updated annually.

Payment after initial review in June 2026, will be based on meeting the following requirements for each measure:

1. Protected Fertilizer – min. of 75% of Protected Fertilizer requirement purchased through ArraTipp by 30/06/2026.
2. Milk Recording – Have completed at least 2 milk recordings by 30/06/26.
3. Ag Nav & Training – having completed your Bord Bia Sustainability Survey.



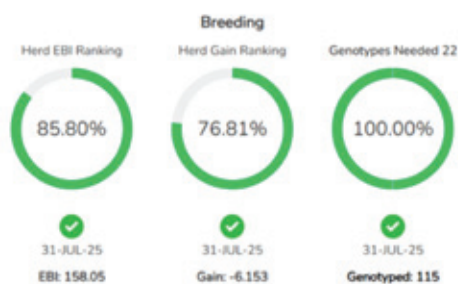
4. EBI Improvement: meeting at least one of the three EBI Improvement thresholds by 30/06/2026.

Prerequisites to the ArraTipp Milk Supplier Sustainability Bonus 2026

- Compliance with Animal Welfare Requirements through Bord Bia and the ICOS Calf Welfare Charter.
- Always maintain BORD BIA SDAS certification.
- Undertake the **MANDATORY** Water Quality Farm assessment with an ArraTipp Sustainability Advisor.

ICBF Database – assess your progress in the ArraTipp Milk Supplier Sustainability Bonus

- Log into your ICBF Homepage.
- Click on the services tab.
- Click on Sustainability Programmes at the end of the services tab.
- You will be able to track your performance with the five requested measures and see the expected payment you should receive.



Category	Status	Cent
ASSAP	✓	.1
Breeding	✓ 31-JUL-25	.1
Protected Fertiliser 11.53 Tonne(s) Needed	✓ 25.5 Tonne(s)*	.2
Milk Recordings	✓ 4	.2
Aghlav	✓ 31-JUL-25	.15
Bonus	✓ Bonus	.75

Terms and Conditions

- The initial **MANDATORY** requirement for the Sustainability Bonus is that you must allow a Water Quality Assessment visit on your farm.
- To receive any payments a supplier must maintain Bord Bia SDAS certification.
- Any farmer prosecuted for breach of Department of Agriculture Food (DAFM) and the Marine or County Council regulations is not eligible for Sustainability Bonus payment.
- Allowing a water quality assessment to be undertaken on your farm, along with the completion of three of the four optional measures will result in a 0.75 cent per litre payment for 2026 milk supplied.
- It is possible to avail of a partial Sustainability Bonus payment by completing any two of the four optional measures, plus the water quality assessment being mandatory.

- ArraTipp Co Op will determine whether each of the five measures has been completed at their discretion.
- For 2026 the breakdown of payments is as follows:

1. Water Quality
2. Protected Fertiliser
3. EBI Improvement
4. Milk recording
5. Ag Nav & Training

- To avail of the payment under the Protected Fertilizer criteria, you must purchase the Protected fertilizer from ArraTipp Co Op.
- Protected Fertilizer purchased from 15th September 2025 – 14th September 2026 will be eligible for a Sustainability Bonus payment for 2026.
- Sustainability bonus payments will be reviewed annually by the board of ArraTipp Co Op and metrics and rates of payment may change as a result.
- These terms and conditions and the terms of the Sustainability Bonus programme may be amended from time to time by ArraTipp Co Op. Any such amendments to these terms and conditions or the terms of the Sustainability Bonus scheme will be notified to you in writing.
- These terms and conditions are not intended to be legally binding, and no legal obligations or legal rights shall arise between you and ArraTipp Co Op.



ArraTipp New Entrants Programme 2026

From January 2026, new entrants who agree to supply ArraTipp can avail of the following:

1	Farmer Development Programme	Theory & Practical learning through classroom and on farm events over the first 2 years
2	Feed Rebate	€30/T Dan O' Connor feed rebate for first 2 years
3	Soil Fertility Programme	Free soil sampling and farm mapping for the first 2 years
4	Farm advisory service	Free herd health screening Free silage & slurry testing for the first 2 years
5	Co Op Share Membership	New entrants will not be required to share up for the first 2 years. Share up required from year 3
6	New Entrant - Pre Payment	2 CPL milk pre-payment for two years, repayable in years 4 and 5

Co Op Share Membership: Initial share up of 1000 shares in year 1.

- No requirement to share up to the 0.5 CPL until year 3.

New Entrant Pre – Payment:

- 2 CPL pre – payment for the first 2 years, repayment in Years 4 & 5.
- To a max. payment of €30,000.

Feed Rebate:

- €30/t rebate on all dairy ration for the first 2 years. Max usage rates to a limit of 1T per cow.

Meet the ArraTipp Farm Advisory Team



Paddy Purcell
Farm Relations Manager
Tel: 087 0963869
E: Ppurcell@arrabawn.ie



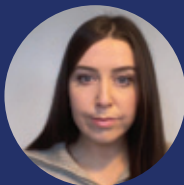
Donal Ryan
Milk Quality Lead
Tel: 086 8106661
E: Dryan@tipperary-coop.ie



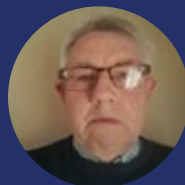
Clare Clabby
Farm Relations Advisor
Tel: 087 9152835
E: Cclabby@arrabawn.ie



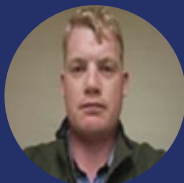
Andrew O'Neil
Farm Relations Advisor
Tel: 086 1836505
E: Aoneill@tipperary-coop.ie



Kelly Sammon
Farm Relations Advisor
Tel: 087 1469651
E: Ksammon@arrabawn.ie



Michael O'Dwyer
Farm Sustainability Advisor
Tel: 087 2667153
E: Modwyer@arrabawn.ie



David Ryan
Farm Sustainability Advisor
Tel: 086 2014144
E: Davidryan@Tipperary-coop.ie



Fionn Ryan Mulqueen
Farm Sustainability Graduate
Tel: 086 6622647
E: Fryanmulqueen@arrabawn.ie