



Gurteen College
E53 TP93

Friday
26th June
2026

11am - 3PM

OPEN DAY

'Next Generation Farming'

We formally invite you and your family to attend our upcoming ArraTipp Open Day!

Enjoy live demonstrations, over 70 exhibitors, an expert discussion panel, an opportunity to meet fellow suppliers and industry experts!



Special Guest Speaker

Barry Cowen

MEP for the Midlands North-West constituency

Our panel will also include:

Aidan Brennan, Irish Farmers Journal

Edward Carr, ArraTipp Chairman

Ruth Fennell, Teagasc

Phillip O'Connor, IFAC

DEMONSTRATIONS THROUGHOUT THE DAY INCLUDE

- ✓ Hoof Pairing
- ✓ Grass Variety Plots
- ✓ Farm Safety
- ✓ Weed Control
- ✓ Silage Analysis
- ✓ Grass Stitching



REFRESHMENTS & LUNCH

will be provided on the day to all attendees

We look forward to welcoming you and your family to what promises to be a enjoyable day at Gurteen College!

No booking required - everyone welcome on the day!

See you there!



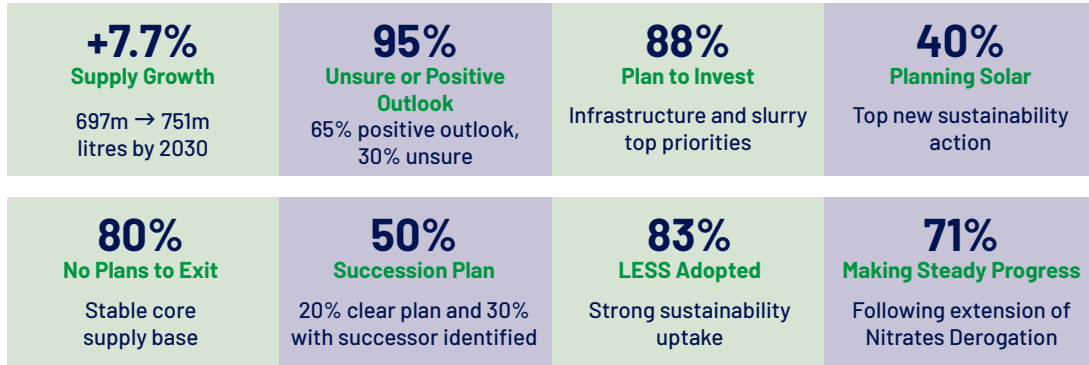
Pictured L-R: Paddy Purcell; ArraTipp, Edward Carr; ArraTipp Chairman, Jon Parry; Gurteen Principal, Eamonn O'Sullivan; CEO ArraTipp, Joe McCarthy; ArraTipp, Billy Walsh; ArraTipp

IFAC Milk Supplier Survey Results 2026

Key Findings

Earlier this year, ArraTipp commissioned independent research from ifac to carry out a comprehensive survey of our milk supplier base. The response was outstanding with 972 of our 1,346 suppliers (72%) taking part, representing 76% of our total milk pool (528 million litres). This is a summary of the key findings which were presented to the ArraTipp Board in April 2026 and the ArraTipp regional committees over the past number of weeks.

At a Glance



Milk Supply: Steady Growth Ahead

The survey projects steady growth across all herd sizes to 2030. Total milk output for the full supplier listing is projected to grow from 697 million litres to between 744 and 765 million litres, depending on non-respondent estimates. Growth is broadly distributed and is not solely concentrated among the largest farms.

Supplier Outlook

65% of suppliers are positive about the future, with positivity highest among younger farmers (76% of under-35s) and larger herds (89% of 200+ cows). 30% remain unsure or are unsure, predominantly in the 55-64 age group and those milking fewer than 100 cows. Only 5% are negative about the future. Of those planning to exit dairying (20%, or 182 suppliers), age and workload are the dominant reasons.

KEY CHALLENGES & OPPORTUNITIES

Land & Environment

- **Available land is the #1 constraint** – 55% of suppliers cite this as their biggest barrier to growth, rising to 64% for farms over 200 cows and for those suppliers under-44s.
- **55% of suppliers have a Whole Farm Stocking Rate above 170kg N/Ha** before slurry export, representing 63% of the surveyed milk pool.
- **32% need more slurry/soiled water capacity**, particularly among larger herds (46% of 151-200 cow farms).
- **71% are maintaining steady progress** following confirmation of the 3-year Nitrates Derogation, though 22% are holding back investment.

Succession & Exiting

- **25% of suppliers have no successor identified or are uncertain.** This is most acute among 55-64 year-olds (28%) and herds with 1-50 cows (36%).
- **For those exiting, 74% plan to use land for another farm enterprise**, while 22% are open to leasing land and 11% to share farming.

Sustainability in Action

Suppliers are already taking strong action on sustainability. 86% have completed soil sampling, 83% have adopted Low Emission Slurry Spreading (LESS), 73% are applying lime, and 70% are improving EBI. Looking ahead, 40% of suppliers plan to install solar energy in the next three years – the standout new action. Incorporation of clover is gaining traction with 51% having taken action and a further 15% planning to do so.

Investment & Staffing

88% of all suppliers plan to invest over the next 3 years, with farm infrastructure (62%) and slurry storage (47%) the top priorities. Investment appetite is highest among younger farmers (91% of under-35s) and larger herds (94% of 200+ cows).

Employee availability (38%) and cost (33%) remain the biggest staffing challenges. Family help remains the most common form of labour, with relief workers extensively used during spring.

Did You Know? 66% of suppliers don't know their cost of production in cent per litre. This rises to 77% among herds with 1-50 cows. Knowing your costs is key to making informed decisions about your farm's future. Talk to your accountant or farm advisor about calculating your cost per litre.

Thank you to all 972 suppliers who took part in this survey.

Your input is helping to shape ArraTipp's strategy for the years ahead. For further information, please contact your local farm relations advisor.

JUNE SPECIAL PROMOTIONS

SPECIALS



ArraTipp
Together we grow



**10%
OFF**

**Doramax Injection
& Pour-on**



**10%
OFF**

**Zeromectin
(Zero Milk
Withdrawal)**



**WAS €159.99
NOW
€125**

**AC Brooklyn
Battery sprayer**



**WAS €39.95
NOW
€29.95**

**Eliminator 18LTR
Knapsack Sprayer**

**Instore offers available at
our Garden Centres in Tyone,
Newport, and Athenry!**

www.arratippstores.ie

ArraTipp Milk Supplier Sustainability Bonus



WATER
QUALITY



PROTECTED
UREA



MILK
RECORDING



EBI IMPROVEMENT



AG NAV &
TRAINING

The ArraTipp Milk Supplier Sustainability Programme rewards milk suppliers for completing a range of sustainability measures on their farms. Worth 0.75 cent per litre, the bonus can make a significant contribution to farm income.

For example, a farmer supplying 500,000 litres of milk annually can earn an additional €3,750.

Apart from the financial benefit, the scheme supports improvements in farm efficiency, environmental performance, and long-term sustainability. There are 5 measures, and if a farmer completes 4 out of the 5 measures, the full bonus will be obtained. 3 measures are the minimum to carry out, with some bonus being achieved. The measures focus on key areas including water quality protection, the use of protected fertiliser, genetic improvement through EBI, milk recording, and participation in AgNav and sustainability training.

The bonus is a practical way in rewarding farmers for actions that strengthen both their own businesses and the future of the dairy industry. It reflects the increasing importance of sustainability within dairy markets.

If the ArraTipp Supplier Sustainability Programme would be something of interest to you, please contact any member of the ArraTipp Farm Advisory Team.

New Slurry and Soiled Water Storage Requirements

From October 1st, 2028, dairy farms will have to comply with additional slurry and soiled water storage requirements.

Soiled water storage requirements will increase to 0.3m³/cow/week (up from 0.21m³) whereas slurry storage requirements will increase to 0.4m³/cow/week (up from 0.33m³). Given this ~20% increase in storage requirements, the importance of early planning for your future slurry storage requirements is essential.

On some farms it won't involve a lot of investment but on others there will be some serious decisions to be made. Farmers should now contact their advisor and sit down and

assess the situation on their own farm.

Together you should assess the potential of applying for TAMS or availing of accelerated capital allowances to support investments in additional facilities. The options are to either put additional storage in place or else you are looking at reducing stock numbers, which people don't really want to end up in that situation, or the other option is to make alternative arrangements i.e. B&B or contract rearing."

Given the forthcoming regulatory change most dairy farmers will have to act. In the interim, however, there are strategies farmers can take to minimise the amount of additional water

entering tanks. Farmers should focus on areas where clean water may be entering tanks, such as leaking water troughs or roof gutters. Focus should also be placed on the areas where cows travel within the farmyard, as cows may not need to be using the whole yard. By minimising the area that the cows must traffic, by for example using kerbing, material from this area will then be collected as soiled water, whereas areas where cows don't travel – provided it is free from urine, faecal matter or silage effluent – will be classified as grey water. Some options farmers could explore to manage grey water include the use of two-chamber settlement tanks, a bunded drain or a willow filter bed.

Adhere to buffer zones when spreading slurry

With first-cut silage underway and unsuitable spreading conditions earlier in the spring, many farmers will be presented with the opportunity to spread slurry over the coming weeks. Farmers and contractors, however, need to be aware of the required buffer zones.

A 5 meter minimum buffer zone is required from watercourses, drains, streams or waterbodies when spreading slurry at this time of year. Where the field slope extends >10% towards the water, this buffer

increases to 10 meters.

Adhering to the buffer zones, has a major impact for water quality improvement. The buffer zone will act as an interception area for nutrients before it makes its way to the drain. Farmers may be conscious that leaving such a buffer zone will result in an unfertilised area, but along with being a regulation requiring adherence, nutrients displaced from elsewhere will serve to boost grass growth in this area. The 5m zone does produce grass and any nutrient that gets in

will be utilised by the plant before it makes its way to the drain. If we don't have that 5m, it has nowhere to go only make its way into the drain straight away.

With farmers in receipt of a nitrates derogation also being required to redistribute nutrients away from the milking platform, it is recommended targeting slurry to the silage ground, allowing for the organic load on the milking platform to be lowered along with redistributing nutrients to areas where there's the greatest need.

Finishing the Breeding Season Strong

A good start is half the battle, but when it comes to the breeding season a strong finish is just as important. As the breeding season progresses, attention to heat detection, problem cows and stock bull management can have a major impact on next year's calving pattern and overall herd profitability.

Heat detection:

The level of mounting activity in the herd will decrease as the number of animals in heat decreases. This makes heat detection later in the breeding season much more difficult. Now is the time to increase the intensity of heat detection and if heat detection aids are not being used, now is a good time to introduce them. Two heat detection aids that work particularly well at this stage of the breeding season are scratch cards and vasectomised bulls.

Late Calvers and Problem Cows:

The goal is to retain as many of these cows in the herd as possible. Herd maturity is a key driver of profitability, as heifers in their first lactation will produce approximately 20% less than a mature cow.

Any cow that is calved greater than 35 days and not seen in heat should be vet checked. If cows are free of uterine infection, they can be synchronised for fixed time AI to allow them to be bred as soon as possible. Cows that are synchronised will be bred within 10 days and this gives these cows the best chance to pull back next year's calving date.

Mid-Season Pregnancy Scanning:

Early pregnancy scanning allows herdowners to identify empty cows earlier – as early as 28-35 days after breeding. This allows for prompt rebreeding, improving overall calving compactness for 2027.

Pitfalls of stock bulls and how to avoid them:

- **Synchronisation repeats:**

All repeats from a synchronisation program will happen between 18 and 24 days. Depending on the number of animals in the synchronisation program, this can put stock bulls under too much pressure. If 2 or more repeats are expected per stock bull per day it is best to remove the bulls a couple of days in advance, apply heat detection aids and AI these repeats.

- **A lull in calving after insemination finishes:**

Bulls need time to settle into a routine once they are left off with the cows. If a stock bull is being introduced during the breeding season it is important to allow for this settling-in period by continuing to inseminate for the first 10 to 14 days following the introduction of the bull.

- **Bull power:**

A common pitfall is underestimating the number of bulls needed for the number of empty cows. One young bull is needed for every 10 empty females and one mature bull for 20-30 empty females. Also, if more than two cows are in heat per mature bull on one day, then these should be inseminated.

- **Underperforming Bulls:**

A bull that underperforms can have a detrimental effect on your calving pattern next spring. Throughout the breeding season, bulls should be closely monitored for signs of lameness, injury, illness or loss of BCS. Again, recording heats and ensuring a non-return rate of at least 60% is crucial to monitor the performance of stock bulls.

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Bluetongue – Protecting Fertility in 2026:

Bluetongue is a viral disease that affects ruminants, including cattle and sheep. It is spread by biting midges. Transmission occurs when a midge feeds on the blood of an infected animal and subsequently bites an uninfected animal.

Temperature is a major factor in the transmission of Bluetongue. Temperatures of greater than 12-15 °C are required for the virus to replicate in the midges so the real risk period for transmission of Bluetongue is late Spring to Autumn.

Clinical signs of Bluetongue in cattle can include high temperature, reduced appetite, drop in milk yield, sores on the nose and inside the mouth, swelling of the face, lips and tongue, drooling, discharge from nose and eyes and lameness. However, the greatest threat posed by Bluetongue is its effect on fertility. Bluetongue infection can result in early embryo deaths, abortions and the birth of full-term calves with severe brain deformities.

To date Bluetongue has been detected in counties Wexford, Wicklow, Laois, Louth, Monaghan, Kildare, Cork and Tipperary. All these cases are believed to have originated in Autumn 2025. While we cannot predict what impact Bluetongue will have on the national herd in 2026, one fact is clear: vaccination remains the only effective method of control.

Parasite Control in First Grazing Season Calves

Calves are born free of parasites and as they have little to no immunity to parasitic infections, they are very susceptible to parasitic disease in their first grazing season.

We need to move away from the traditional approach of blanket dosing animals to a more targeted approach of treating parasitic infections only when they are present. There are two advantages to this approach. Firstly, it reduces the level of anthelmintic resistance, which is an ever-increasing issue on Irish

farms, and secondly, this approach builds an animal's natural immunity to parasitic infections.

The challenge is achieving effective parasite control while preserving the effectiveness of available treatments.

Controlling Parasites:

- **Treatment choices** – chose products that are known to be effective on your farm and administer these correctly - this will maintain animal performance and avoid any health issues due to parasitic disease.
- **Pasture management** – reduce the need for dosing, especially in calves, by using low risk pasture such as newly reseeded ground, after grass or pastures grazed previously by adult cattle.

Slowing the Development of Anthelmintic Resistance:

- Avoid underdosing – a good rule of thumb is to dose according to the heaviest animal in the group.
- Avoid over-reliance on a particular anthelmintic, rotate products where possible.
- Allow animals to develop an immunity to parasites by allowing some exposure.
- Avoid unnecessary treatments – only treat when necessary.
- Instead of blanket dosing a particular

group of animals only dose those that are underperforming. This is known as selective dosing.

- **Refugia** – maintaining a population of parasites on your farm that are susceptible to anthelmintics. These susceptible parasites will mix with the resistant parasites thus diluting the resistant genes. This can be achieved by selective dosing and by not moving animals immediately after dosing. Instead allow them to graze the contaminated pasture again after dosing to pick up some of the susceptible worms.

More Monitoring, Less Dosing!

If we are to reduce our use of anthelmintics, without impacting on animal performance, we must have a system in place to monitor the risk of parasitic disease.

- **Animal performance** – reduced milk production, decreased weight gain, ill thrift
- **Clinical signs** – coughing, diarrhoea, oedema (e.g. bottle jaw)
- Diagnostic tests such as faecal egg counts (FECs), bulk milk testing, post-mortem results and abattoir reports

The future of parasite control is not more dosing, but smarter dosing. By combining monitoring, diagnostics and targeted treatments, farmers can maintain animal performance while slowing the development of anthelmintic resistance.

Farm Profile: Edwin Thompson

1. Family

I farm with father John and my wife Diane and my three teenage boys, Marcus, Karl and Luke, We farm just outside Golden in South Tipperary.



2. Farm Entreprises

We run a Spring Calving Dairy Enterprise calving around 160 cows and keep normally 30-35 dairy replacements. We run a stocking rate on the milking platform of 3 Lu's/ha. We normally sell around 500Kgs/Cow and sold 503Kgs/Cow in 2025 with an average butterfat of 4.35% and protein of 3.68%. All dairy replacements are reared on whole milk. A 97% six week calving rate was achieved last year. We grew 12.5 tonne of grass last year.

3. Land Type

The land type here is medium to heavy clay soil, with a very good depth of topsoil. It is free draining. All land available to all stock is within 3kms of my own yard.

4. Mating Start Date

Mating started on the 8th May. 89% submission rate was achieved in the 1st three weeks. Edwin is happy with the repeats. A strict protocol is put in place around breeding to ensure all cows are calved by mid-April.

5. Grass

Half of the 1st Cut silage has been harvested yielding 8 Bales/Acre, silage was harvested later this year as grass was tighter earlier in the year. The other half will be harvested before mid-June. 35 Acres has been cut on the milking platform which yielded 4 bales/Acre, the current Cover/Cow is 217Kgs DM, with a growth rate of 71 Kgs/DM/Day and Demand of 49 Kgs DM (8th June).

The milking platform has received 87 Units/Acre except the clover

paddocks which have got 64 units/acre. The plan is to top up the high clover paddocks with dairy washings and no chemical N for the remainder of the grazing season.

6. Current Cow Performance

The cows are yielding 27 Litres with a Butterfat of 4.16% and a Protein of 3.61%, which equates to 2.16Kgs of MS/Cow/Day. The herd is currently getting 3kgs of a 14% dairy nut.

7. Clover Update on the Farm

50% of the farm has a high inclusion of clover in the swards and this has helped us adapt a reduced rate of nitrogen on these fields from May-September, this has had a huge impact on the level of chemical N being spread on the farm with a reduction of 30-40% depending on the year. Straight P and lime has been put out in recent years to help maintain soil fertility, with 250 tonne of lime being spread in 2025.

8. Plan to Managing Costs at Farm Level for 2026

No Capital expenditure is to be carried out this year, fertiliser was

forward bought to help alleviate the cost of that in 2026. Fertiliser is also left in the yard after 2025 being a good grass growing year. Our target is to maximise grass intake to maximise milk output. My aim is to ensure the wellbeing of my herd will not be compromised regardless of the price of the milk, so all vaccines and adequate feed will be feed accordingly as weather dictates.

9. Sustainable Measures on the Farm

We are in the Miltien East 40 as part of the Suir Catchment area and as part of the water quality program within the Arra Tipp Sustainability Programme, an application was completed to apply for the following measures:

- Rainwater Management Plan
- Hedge Planting
- Farmer Training Course
- Upgrading Fencing around water Bodies
- Tractor Bucket and Sweeper Brush
- Slurry Nutrient Testing

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