



MANAGING CASH FLOW THIS AUTUMN

While the hope is milk prices are starting to turn, many farmers are currently struggling with cash flow.

Recommendations

- **Act early** the best dairy plans and schedules may need adjustment. Delays could cause the situation to deteriorate and cause stress
- **Be realistic** and up front when developing your cash flow plan
- **Consult** and draw up a plan with Barryroe and/or your Teagasc advisor/ Agricultural Consultant/accountant. They have the expertise and experience to help you develop a Cash Flow plan for your business
- **Decide** on a course of action, use a cash flow plan to form the basis of negotiations with suppliers and banks. Creditors respond best to realistic budgets and up-to-date cash flow projections supported by the farmers own records and accounts.

First Step

Complete a simple cash flow budget e.g. the 5 minute cash flow sheet from Teagasc. Contact your advisor or accountant if you feel a more detailed monthly plan is required.



Options if cash is tight

The main priority is to minimise non-essential spending until cash income improves. The main areas to examine to help bridge the gap between income and spending are:

1. Prioritise essential living expenses.
2. Eliminate all non-essential expenditure- both farm and personal spending
3. Review Financial Repayments
4. Review monthly pension, savings and

life assurance payments

5. Talk to your accountant ASAP regarding Tax
6. Involve all family members in analysis & solutions where possible.



Methods to bring in Cash

1. Sale of trading stock or surplus breeding stock (see page 3 for 'which cows should I sell').
2. Cash in policies/savings - Take advice from your broker/ accountant on this.
3. Off-Farm income/husband/wife.
4. Examine sale of assets in extreme circumstances.
5. Look into availing of Social Protection payments - Farm Assist, Family Income Supplement, Pension entitlement.

Cash Flow

Cash flow management is central to business success. It is more important in times of volatile milk prices. In good milk price years, it is important that cash flow is managed to build a cash reserve and to undertake necessary on-farm improvements. In poor milk price years, cash flow must be managed to ensure that all essential bills are paid (including living expenses) and that no long term damage is done to the business due to a cash shortage.

Creating a cash flow budget can appear a daunting task. The Teagasc '5 Minute Cash Flow' is an ideal way to start improving your financial management. Remember that budgeting is not an exact science but that in most cases a 'best estimate' is better than 'no estimate'.

NEWS WATCH

MILK SUPPLY AND PRICE

Our milk supply for July amounted to 9,507,558 litres, which was a 4% increase on July 2015. Carbery have held their base milk price for July. The price is also supported by the sustainability fund set aside from Synergy profits last year to the tune of 2 cent per litre.

Barryroe's base milk price remains at 25.33c/L incl. VAT and SCC bonus @ 3.6% Butterfat and 3.3% protein. This incorporates the 2c/L + VAT subsidy. Our average constituents for July were; butterfat 3.98%, protein 3.46% and our average price paid for the month is 27.02c/L. The equivalent prices in the fixed milk price schemes are 35.52 and 32.59 for schemes 1 and 2 respectively.

SUSTAINABILITY STORIES

Sustainability Stories West Cork (partnership between Carbery Group and Macroom E) is an exciting new digital storytelling project, the first of its kind in Ireland, aiming to gain a better understanding of farmers' attitudes, motivations and engagement with sustainable farming practices.

The team is looking for farmers to take part in two short surveys relating to environmental practices. You will receive a letter shortly on this, including incentives for you to participate.

Interested or would like to know more? Contact Eimear Cusack on 026-20520 or ecusack@macroom-e.com

VINTAGE CHARITY WORKING DAY

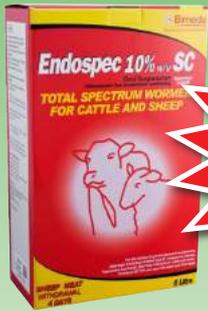
The West Cork Vintage Ploughing & Threshing Association are holding their annual charity working day on Sunday, September 11th. The day will feature the 50th anniversary of John Deere in Ireland and will have old style ploughing, corn cutting, threshing plus food, music and entertainment.

All makes & models welcome. Proceeds from the day will be divided between local Autism charities. For more information contact Don 087-0765441 or Kevin 087-6700620.

OPEN DAY

Date for your diary: Carbery/Teagasc Joint Programme Open Day on Shinagh Dairy Farm Thursday, 15th September.

THIS MONTH'S AGRI OFFERS



Cubicles & Mayo
Cubicle mats
**10% PRE
SEASON ONLY
OFFER**

**ENDOSPEC PROMOTION
BUY 10LTRS & GET A FREE
PLOUGHING MATCH TICKET**

(WHILE STOCKS LAST)

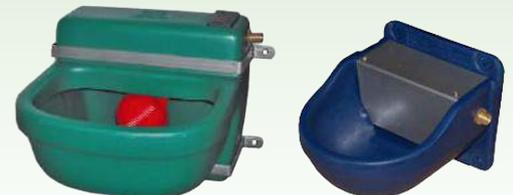
Storm Rat Bait 10 Kg
ONLY €99



Deosan Teatfoam 20Ltr
10% OFF



Castle Oxide 20Ltr
ONLY €89
(Barrell Price also available)



Jfc Drink Bowls
4.5Ltr & Mirco
10% OFF

RETAIL OFFERS



Hitachi
Angle Grinder 9"
ONLY €95
2 Free 9" Discs



Doras Doors
10% OFF



NORDMENDE 6KG
Washing Machine
ONLY €279



Work trouser
ONLY €39.95



Grafter Dealer Boot
ONLY €49.95



Hitachi SDS Drill
ONLY €199

BOOST YOUR CASH FLOW WHICH COWS SHOULD I SELL?

With cash flow tight, selling cows to be culled or not-in-calf provides 3 positives:

- It will bring "cash in" immediately after sale.
- It will provide more grass (and feed) for other stock during this autumn. It will also mean that less stock are carried through the expensive winter period.
- The remaining cows in the herd would perform better – particularly on highly stocked dairy farms

Use your milk recording to ascertain is she making money or not now?

Look at your milk recording sheet and see her Kgs of milk solids to date, then go to last year's recording and see her production in 2015.

Is she in-calf?

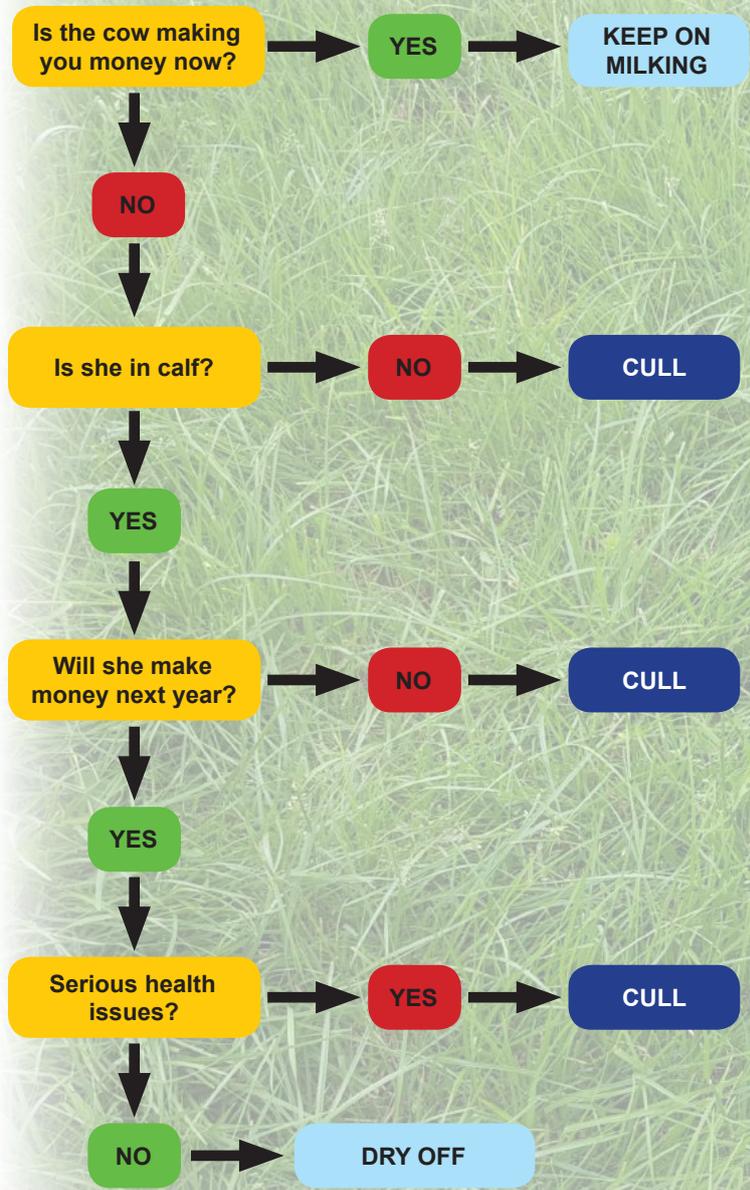
The best time to scan cows for pregnancy is 40 days after stock bull removal or when AI has finished e.g. finish on 31st of July, pregnancy testing 10th September. This will give you early results and will also result in the most accurate prediction of calving date.

Will she make money next year?

- When is she calving?
- What age is she?
- Is she a high €BI cow in calf to a high €BI bull?
- What is her replacement costs?
- Difference in production between her and a 1st calver?

Has she any serious health issues?

- What is her SCC? How many tests has she had over 250k in 2016 and in 2015?
- What is her Johnes status?
- Has she had lameness issues? Chronic mortellaro etc.



Improves decision making and profit €.

CELLCHECK TIP OF THE MONTH

Courtesy of Animal Health Ireland

When to change Liners

ASSUMING you started the spring with a new set of liners, then it's definitely time to change them now if you haven't already done so. To help prevent mastitis, CellCheck recommends that liners are changed every 2,000 milkings, or every 6 months whichever comes first. For example, for the average Irish milk recording herd of 79 cows, if the full herd has been milking since March 1st in a 10 unit swing over parlour, the milking liners will have clocked up over 2,800 milkings by 31st August. These liners had completed 2,000 milkings by July 4th!

Cluster liners are designed to flex and squeeze the teat during each pulsation cycle. This massages teats and maintains blood supply. While liners are working they begin to lose tension, absorb fat and hold bacteria. After too many milking's this can reduce the speed and completeness of milking, resulting in a loss in milk yield. It also increases teat end damage and increase the spread of mastitis bacteria. Fatigued rubber can also hold bacteria and this can increase the total bacterial count (TBC) if dirt is being trapped.

To calculate how many days it takes to reach 2,000 milkings, estimate how often you should change your liners, based on the number of rows you're milking:

No. of rows	Days between changes
6	167
7	143
8	125
9	111
10	100
11	91
12	83
13	77
14	71

So, if you're milking 8 rows of cows, you should be changing your liners every 125 days, which is approx. every 4 months

If you're milking 11 rows of cows, you should be changing your liners every 91 days, which is approx. every 3 months

For more details, see www.cellcheck.ie or watch our short video online – "When Should I Change My Liners?"

Barryroe Co-op

EUROSPAR



Supermarket

Lislevane, Bandon, Co. Cork



O'Dwyers
White / Brown Sliced Pan

ONLY
89c



Pat the Baker
Pat's Pan Premium White Sliced Bread / 100% Wholemeal Traditional Thick Sliced
800g €1.88 per kg

ONLY
€1.50
Save up to 55c



New York Bakery Co.
Bagel Range
5 Pack 425g
€3.53 per kg

ONLY
€1.50
Save 40c



SPAR
Wafer Thin Chicken / Turkey Slices
200g €7.50 per kg
€1.50

HALF PRICE



SPAR
Deli Crumbed Ham Slices
320g €9.38 per kg

ONLY
€3
Save 50c



Hellmann's
Mayonnaise Range
400g €5 per kg

ONLY
€2
Save up to €1.25



Danone
Actimel Yogurt Drink Range
8 Pack 8x100g
€3.75 per kg

ONLY
€3
Save up to €1.29



SPAR
Pure Irish Butter
454g €4.41 per kg

ONLY
€2
Save 29c



Keeling's
Sweet Baby Strawberries 80g €12.50 per kg /
Red Seedless Grapes 100g €10 per kg /
Seedless Grapes 110g €9.09 per kg / Santini
Tomatoes 80g €12.50 per kg

ONLY
€1
Save up to 49c



Kerry
Cheestrings - Price Marked
8 Pack 160g
€15.63 per kg

ONLY
€2.50



Fresh Choice
Strawberries /
Raspberries / Blueberries
250g / 125g / 125g
See Instore for details

ANY 2 FOR
€5
Save €1



Innocent
Smoothie For Kids Range
4 Pack 4x180ml
€2.97 per lt
€2.14

HALF PRICE



John West
Tuna Chunks in Brine /
Sunflower Oil
3 Pack 3x80g €8.33 per kg

ONLY
€2
Save €1.59



Mi Wadi
Fruit Squash Range
1lt €1.50 per lt

ONLY
€1.50
Save 49c



Fresh Irish Chicken (Pre Pack)
1.6kg €2.81 per kg

ONLY
€4.50
Save €2.50



SPAR
Hazelnut Chocolate Spread / Peanut
Butter Crunchy / Creamy
400g / 350g
€3.75 / €4.29 per kg

ONLY
€1.50
Save up to 85c



Müller
Corner Range
4 Pack Various
See Instore for details
€1.50

BETTER THAN HALF PRICE