



SUPPLY FONTERRA

## Our Path to a Sustainable Future

17 May 2013

Dear farmer

### **Detergent Rinsing Programme update**

We have now completed the first round of detergent residue testing with all our farmers and it's great to see that most farms have a good rinsing plan in place.

- Rinsing is essential for the integrity of our milk at home and in our overseas markets, and it's important that this remains a focus on farm.
- Farms with a test result over 30ppb were taken through our test and support programme which included calls from the Supplier Services Team, followed by additional testing and support from a Farm Dairy Assessor where required.
- If you haven't heard from us in this round your results were within the limit.
- We are pleased with the progress being made to date, with our sites showing a reduction in detergent residues in the production process
- However, there is still some work to do to ensure all farmers are rinsing and their rinsing programmes are effective.

### **What happens in the new season:**

With many farms already dried off during the test and support programme – we have decided to extend the programme. This is because we want all farmers to have the opportunity to work through their rinsing plan and get it right for the new season, which will mean:

- Detergent residue grades will not be implemented until the end of October 2013.
- We will continue to test for detergent residues throughout the season and any grades incurred will be advisory until the end of October 2013.
- We will work through the test and support programme with those that have dried off or weren't tested. Giving all farms the opportunity to get their rinsing programme right.
- We are working to have all results available on Fencepost by the end of July. These will be located on the Milk Production and Quality homepage along with all other Inhibitory Substance testing results.



**Dairy for life**

- There will be no impact on next season's grade free status.
- Detergent residue grades will not be counted for contract or non-contract grading days.
- This is an opportunity to get your rinsing programme right before grades are implemented.

Farmers have had many questions because all plants are different and what works for one plant may not work for another. Your Farm Dairy Assessor will be out on-farm delivering the 2013/14 Dairy Diary which is an opportunity to ask them any questions and have them check your rinsing procedure. You can also talk to your detergent supplier.

From the 01 November, all detergent residue test results over 30ppb will incur demerit points as laid out in your 2013/14 Suppliers' Handbook.

|                                      |             |
|--------------------------------------|-------------|
| Less than 10 parts per billion (ppb) | 0           |
| 10-29ppb                             | 0 - warning |
| 30-99ppb                             | 2           |
| 100-199ppb                           | 4           |
| 200-500ppb                           | 8           |
| Over 500ppb                          | 12          |

If you have any questions or need help, call the Supplier Services Team on 0800 65 65 68.

Regards



Andy Goodwin

GM, Milk Supply Technical and Assurance

