



The Tirlán Trading Bonus Scheme is a progressive scheme that encourages, recognises and rewards active Members of Tirlán Co-operative Society Limited for trading with the business they 100% own, Tirlán.

It has a number of advantages:

- ✔ It is an equitable and transparent means of returning a share of Tirlán's profit to active farmers;
- ✔ It is aligned with a key Co-operative principle - benefits Members in proportion to the business that they conduct with their Co-op;
- ✔ The Trading Bonus drives higher level of trade with Tirlán to create value for the Co-op - with higher profits for distribution to active Members in future years and;
- ✔ The Scheme is in line with two pillars of Co-op strategy - it supports active Members and supports Tirlán.



2023 Milk Supplier Trading Bonus Scheme

The 2023 Trading Bonus Scheme will reward farmer Members of the Co-op for their purchases made from Tirlán and its subsidiaries - feed, fertiliser, veterinary medicines, dairy hygiene products, farm hardware etc. are all included in the calculations.

The Milk Supplier Trading Bonus is worth up to €1,375 to a 550,000 litre supplier spending over 8 cpl with Tirlán this year. Purchases made through Purchasing Groups count at 50% for 2023.

For milk supplier Members, the 2023 Trading Bonus is potentially worth up to 0.25 cent per litre (cpl) on all milk delivered in 2023.

At the end of 2023, the total spend will be divided by the total litres of milk delivered to generate a cent per litre input spend for each Member. The applicable Trading Bonus will be paid in February 2024.

Table 1: 2023 Milk Supplier Trading Bonus Scheme*

Level of trade with Tirlán (cpl)	Trading Bonus (cpl)	Trading Bonus* (€) for 550,000 litre supplier
≥8.0	0.25	€1,375

*VAT flat rate addition will be paid on milk supplied by non-VAT registered farmers who have confirmed their non-VAT registered status in writing to Tirlán at the rate applicable at the time of payment.

2023 Grain Supplier Trading Bonus

For Tirlán grain growers, a Trading Bonus of up to €10 per tonne (plus VAT**) on grain supplied is available for 2023. The rate of Trading Bonus will vary depending on the level of "qualifying grain inputs" purchased. Qualifying grain inputs are seed grain, fertilisers, ag-chemicals, crop packaging and other seeds (any interest paid on overdue accounts is to be excluded). Purchases made through Purchasing Groups count at 50% for 2023.

Table 2: 2023 Grain Supplier Trading Bonus*

Trade With Tirlán (€ Per Tonne)	2023 Grain Supplier Trading Bonus (€ per tonne)	2023 Grain Trading Bonus (€ per tonne) including VAT**
€40 - €50	€5	€5.25
€50 - €60	€7.50	€7.88
>€60	€10	€10.50

**VAT flat rate addition will be paid on grain supplied by non-VAT registered farmers who have confirmed their non-VAT registered status in writing to Tirlán at the rate applicable at the time of payment. The example above is based on the current rate of 5.0%.

2023 Feed Trading Bonus for non-milk suppliers

Livestock farmer customers of Tirlán that are Co-op Members but not milk suppliers to Tirlán will also qualify for a Feed Bonus on their tonnes purchased this year. The Feed Bonus will be paid on all tonnes of beef, dairy, and sheep feeds purchased from Tirlán (confined to non-milk supplier Members in 2023).

The 2023 Feed Trading Bonus will be €10 per tonne on beef, dairy and sheep feed products. Qualifying Co-op Members that buy Straights from Tirlán will receive a feed bonus of €3 per tonne. Purchases made through Purchasing Groups are paid at 50% for 2023.

Table 3: 2023 Feed Trading Bonus for non-milk suppliers*

Trade With Tirlán	2023 Feed Trading Bonus (€ per tonne)
Beef, Dairy & Sheep Feeds	€10 per tonne (for non-milk suppliers)
Straights	€3 per tonne (for non-milk suppliers)

Straights, Beef, Dairy & Sheep feeds purchased by Tirlán milk suppliers will be included in the Milk Supplier Trading Bonus calculations. Milk supplier Members are not eligible for a Feed Trading Bonus.

“ The Trading Bonus Scheme rewards our Members for trading with their Co-op. As a 100% farmer-owned Co-op, it is more important than ever that we support our own business. I would again like to thank all Members for their continued support of the Tirlán business and all of its brands and subsidiaries during 2022 and we look forward to another successful year.

Our focus is on paying the best possible milk and grain prices to our Members. The Board also believe that it is important to reward Members who trade with their own Co-op. By purchasing high quality inputs from our own Co-op, we make our business stronger for all of our Members. ”



John Murphy
Chairman
Tirlán Co-operative Society



For more information see www.tirlanfarmlife.com.
or contact your local Tirlán representative
or LoCall 0818 321 321

