



Milk Markets Overview

Global Supply

The predicted increase in milk output across major exporters has started to materialize and is ahead of expectation despite the slight impact of Bluetongue in Europe and Bird Flu in the United States. Milk output growth in China appears to be slowing significantly and we may even see some volume decline, after several years of rapid volume expansion. The high-cost dairy system in China is currently hampered by relatively low milk pricing.

EU	Aug	-0.4%
US	Sept	+0.1 %
New Zealand	Sept	+5.2%
Aus	Sept	+1.4 %

Global Demand

Demand across most dairy commodities remains robust despite higher pricing. The most recent GDT saw China featuring slightly more prominently than of late.

Future Proofing Your Farm

On Thursday, 7th November 2024, farmers gathered at the Ballygarry Hotel in Tralee for an insightful event focused on future-proofing their farms.

Attendees explored sustainability and resilience through interactive sessions and exhibitions. The event provided valuable insights into financial planning, farm succession, and safety, culminating with a fantastic panel discussion on resilience which was chaired by Timmy Moynihan in conversation with Siobhan Fleming, Redmond O'Mahony, Kieran Donaghy and Danielle O'Leary.



Kathleen Mangan pictured with Pdraig McCarthy.



Timmy Moynihan pictured with Siobhan Fleming, Redmond O'Mahony, Kieran Donaghy and Danielle O'Leary.

Drying-Off for a New Era

In collaboration with Teagasc and Animal Health Ireland, we recently conducted nine interactive "Drying-Off for a New Era" farmer group meetings throughout the catchment area. With the recent changes to regulatory requirements, we encourage all milk suppliers to utilise the available supports. These supports can be accessed through your milk advisor or local vet for guidance on individual cow treatment.

Consultations: Milk suppliers can avail of an AHI Dry Cow Consult or Cell Count Solutions Consultation to obtain veterinary guidance on herd suitability for selective dry cow therapy.

Milk Recording: By using milk recording reports or the milk recording profile on ICBF, milk suppliers can filter and easily determine which cows within the

herd are eligible for teat sealer only. As a guideline, only cows with an SCC below 50,000 SCC/ml should be considered.

Best Practices: If using teat sealer only, it is essential to follow best practice dry-off routines to avoid introducing bacteria into the cow's udder, as this can lead to mastitis in the absence of antibiotics.

- Cubicles must be limed twice a day.
- Adequate cubicle space per cow must be allocated.

Sampling: The session emphasised the importance of conducting culture and sensitivity sampling (Evolve incentive €12.50 available per sample).

Please contact your Milk Quality Advisor for guidance on culture and sensitivity sterile sampling techniques, and visit your local Farm & Home Store to obtain sterile sample bottles.

Kerry Agribusiness was delighted to welcome members of the victorious Clare Hurling team and the Liam McCarthy Cup to Ennis on Thursday, 31st October. There was lots of excitement as the sporting heroes were welcomed with plenty of opportunities for autographs and pictures. Conor Cleary presented an official team photograph to James Liddy and the Agribusiness team in recognition of our contribution to the Clare Players' Fund.



Paddy Donnellan, Alan Bell, James Liddy, Conor Cleary, John Fawle and Peter Duggan



Paddy Donnellan, Tom Donlon, Conor Cleary and Peter Duggan.



Jack Liddy



Dáithí Bell

Managing Feed Quantity & Quality

Grazed grass is the most economical feed option and in order to ensure adequate grass availability for your milking herd next spring, it is crucial to maintain sufficient farm cover at present:

- Aim for an average farm grass cover of over 750 kg DM/ha by December 1st.
- November growth rates of 25 kg DM/ha are higher than usual for this period.
- Plan for growth rates of 11 kg DM/ha/day for the remainder of November.
- Regular weekly measurements are essential at this time of year, as a week of grazing with low growth rates can significantly reduce average farm cover.
- Avoid re-grazing fields that have been closed to ensure grass availability next spring.

The table below presents grass silage analysis data from our monitor farms, illustrating the significant variation in quality. This highlights the importance of silage testing for all farmers. Testing enables the prioritisation of high-quality silage for milking cows and youngstock, and provides guidance on the necessary quantity and quality of concentrates.

Kerry Agribusiness offers a free silage testing service for all milk suppliers – for more information please contact your local Sales Liaison Manager.

	Dry Matter %	Protein %	DMD %
Average	29.1	14.0	71.5
Minimum	16.1	10.5	62.3
Maximum	47.8	20.2	79.9

New Ownership at Charleville Redbrick

St. Joseph's Foundation recently took ownership of the historic Redbrick Building in Charleville from Kerry Dairy Ireland. This milestone highlights the strong bond and shared values between the two organisations. St. Joseph's Foundation, which offers

extensive services for individuals with intellectual disabilities in North Cork and South Limerick, has long been supported by Kerry Dairy Ireland. The Redbrick Building, a notable landmark, will continue to benefit the community under the Foundation's stewardship, in line with its mission to deliver exceptional care and support. Kerry Dairy Ireland eagerly anticipates the positive impact St. Joseph's Foundation will make with this new acquisition and remains dedicated to supporting their community-focused initiatives.



Sustainable Development Programme - New Level 7 Certificate

In 2023, Kerry Agribusiness, in conjunction with IRD Duhallow Skillnet and University College Cork (UCC), developed a pilot sustainable dairy training programme. This initiative, part of our Evolve programme, provides farmers with an additional opportunity to expand the knowledge and skills needed to drive sustainable dairy farming forward. The training, which ran online over nine weeks with one in-person training day at UCC, saw 35 participants complete the course in 2023.

The high level of interest from milk suppliers underscores their commitment to environmental stewardship and expanding their

knowledge in sustainability. It is a testament to the feedback from the 2023 participants coupled with the support of Skillnet and UCC that has led to the transformation of the Evolve Sustainable Development Programme into a fully accredited Level 7 Certificate in 2024. Currently, 46 participants are enrolled for the 2024 programme, reflecting the strong interest in advancing sustainable dairy farming practices.



Pictured at the launch of the new Level 7 Certificate are Belinda Gascoigne UCC, Elizabeth O'Carroll Kerry Agribusiness, Zita McCarthy Kerry Agribusiness, Mary Buckley Kerry Dairy Ireland, Monica Gilmore IRD Duhallow

FARM & HOME STORE



Gift Idea's for Christmas

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