



Milk Market Overview

Butter and cheese prices continue to soften, with both commodities trading at notably low levels not seen in recent months. Although skim milk powder (SMP) and casein have remained relatively stable, they are still positioned at the lower end of the market. The latest Global Dairy Trade (GDT) auction reported a 4% decline overall, with powders experiencing more pronounced losses than fats.

Global Supply

Milk production is exceeding expectations, especially in the US and EU. Growth in Europe is led by Poland and Ireland, while even traditionally declining producers like France, Germany and the Netherlands have shown strong output.

Global milk supply continues to outpace demand, maintaining downward pressure on dairy prices

Contributing factors:

- Favourable milk prices and lower on-farm costs
- No major disease outbreaks
- Surplus milk is being directed into storable commodities like SMP and butter.

Global Demand

- Domestic demand in Europe remains weak due to inflation and reduced consumer spending.
- European export prices are less competitive than those from the US and New Zealand, leading to market share losses.
- China's import recovery is driven by increased US whey imports, following a tariff reduction from 125% to 10%.
- Rising supply is leading to inventory build-up, with higher financing costs discouraging stockholding.

Listowel Site Visit

On Friday, 22nd August, we were delighted to host the farmer members of the Kerry Dairy Ireland Board at our Listowel facility.

The visit offered an excellent opportunity to showcase the scale, sophistication and innovation behind our operations.

This comprehensive tour highlighted the advanced technologies and processes that drive our dairy production, as well as the commitment of our teams to delivering quality and innovation every day.



Pictured left to right: Joe Collins, Jim McInerney, Padraig O'Brien, Mike O'Flynn, Conor Creedon, James Tangney, Padraig O'Sullivan, Pat Murphy, Padraig O'Carroll, TJ Murphy, Eoghan McCarthy, James T Kelleher, Anthony Nash.

Thermoduric Information Booklet

Enclosed with this newsletter is a Thermoduric Information Booklet, designed to help you identify and resolve issues related to thermoduric or total bacteria count (TBC) on farm.

If thermoduric results exceed 500 cfu/ml, this signals potential contamination and requires immediate investigation. The booklet includes key points for an effective wash routine, providing clear, step-by-step guidance on implementing a chlorine-free cleaning process.

Approved chlorine-free products are available through our Farm & Home Store network. Please note that the use of chlorinated sanitation products on milk contact surfaces is strictly prohibited. Kerry Agribusiness continues to monitor milk collections for chlorate residues.

If elevated thermoduric or TBC levels persist, contact your Quality Manager for further support and advice.



Parasite Control: Planning Ahead for Housing

As housing season approaches, now is the time to review your dosing strategy to ensure optimal herd health. Effective parasite control targets stomach worms, lungworms, liver fluke and external parasites such as lice and mange. When planning treatments, it's best to group cattle into three categories: first grazers, second grazers and adults, as immunity levels increase with age and exposure.

Key tools for informed decision-making include:

- Faecal egg counts
- Live weight gain monitoring
- Observation of clinical signs (e.g., scour, weight loss, coughing)
- Health reports from slaughter data



Remember, clinically sick animals represent only the visible part of the problem. Sub-clinical infections

can significantly impact

milk yield, fertility and growth rates. Treating at housing helps ensure animals remain free of worms and fluke until turnout next spring.

Important considerations when dosing:

- Dose accurately to weight for effectiveness and safety
- Rotate active ingredients to prevent resistance as different brand names may contain the same active compound
- Check withdrawal periods for meat and milk, particularly for finishing cattle and the milking herd

A well-planned parasite control program protects animal health, supports performance and safeguards productivity for the season ahead.

Cheestrings Campaign Supports Continued Growth

Our Cheestrings brand is continuing to grow, supported by a new campaign aimed at families across our key UK market and beyond. The campaign brings fun and energy to snacking, reminding parents that Cheestrings is not only playful but that it's made from real cheese.

Cheestrings remains a key part of our branded cheese portfolio, and this campaign reinforces its role in driving growth for our business.



Milk Recording in Late Lactation – Plan Ahead for a Successful Dry Period

Although drying off is still a few months away, the herd is now entering the later stages of lactation, making this the ideal time to plan ahead. We recommend completing at least two additional milk recordings before the dry period begins.

A milk recording 4–6 weeks prior to drying off is essential. It provides your vet with accurate, cow-specific data to support informed prescribing decisions. Reviewing each cow's somatic cell count (SCC) trends alongside clinical history helps ensure the prudent use of antibiotics at drying off.

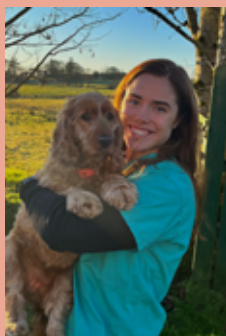
Benefits of late-lactation milk recording include:

- Monitoring milk lactose levels in late lactation
- Conducting culture and sensitivity analysis on high SCC cows
- Determining the most appropriate dry cow treatment for each animal
- Identifying cows suitable for Selective Dry Cow Therapy

To interpret your results and make the best decisions for mastitis control and dry cow treatments, consult your Quality Manager or veterinary practitioner. They can access your CellCheck Dashboard on ICBF, where milk recording data is easily reviewed to guide informed, evidence-based decisions.

Strengthening Supplier Support: Welcoming New Expertise

Introducing two key appointments focused on enhancing supplier relationships and delivering expert on-farm support.



Katie O'Brien

Katie O'Brien has joined our Agribusiness team as our second Commercial Ruminant Nutritionist. Katie graduated with a degree in Veterinary Medicine from UCD in 2020 and gained valuable hands-on experience working in a mixed-animal practice in Tuam, Co. Galway. Building on her passion for animal health, she is currently completing a Master's degree in Animal Nutrition with the University of Glasgow.

Katie brings a strong foundation in herd health, which perfectly complements her expertise in nutrition - two areas that go hand in hand. In her new role, she will work closely with our suppliers on-farm, providing expert guidance on: Mineral Supplementation; Calf Milk Replacer; Feed and Diet Formulation; Grassland Management ; Herd Health and Performance.

This role is designed to support our suppliers in achieving their milk solids production goals sustainably, while maintaining the highest standards of animal health and welfare.



Samantha Breewood

Samantha Breewood has joined the business as Telesales Executive, which is a newly created role within our Agribusiness division. Samantha will focus on strengthening connections with our milk suppliers through proactive outreach, making outbound calls to discuss opportunities and secure sales. This role is designed to enhance engagement and build even stronger relationships across our supplier network. Working closely with our Sales Liaison Managers, Area Managers and Branch teams, Samantha will play a key part in driving business into local branches and supporting our shared growth objectives. You can expect a call from Samantha in the coming weeks as she settles into her role.



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experience in **milk processing**,
in **dairy innovation**, and in
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We produce a range of high-quality dairy products and ingredients for consumers and a broad set of customers in the food industry

4 business divisions

Agribusiness, Dairy Ingredients, Nutritional Ingredients, Dairy Consumer Foods.

 **1.2** of milk processed annually
bn litres on a **sustainable** basis
from
Generating **€1.4** bn in revenue  **2,700**
family farms



A key player in the dairy industry, renowned for our **market leading brands** and forward looking approach

28 stores **FARM & HOME STORE**
offering a wide range of farm inputs,
hardware, pet, and household essentials

Operating across **7 sites** with
1,500+ employees



Bloom Feeds

providing cutting-edge technical expertise and nutritional solutions designed to optimise the efficiency, profitability and sustainability of our milk supplies



We leverage the expertise of our people to drive innovation and excellence



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