

AGRINEWS

Milk Market Overview

Dairy markets remain under pressure. Cheese has experienced a sharp decline compared to last month for 2025 dispatch. Market fundamentals indicate prices may soften further before recovery, yet buyers are locking in volumes well into 2026 as current levels align with budget expectations. Sellers, however, remain hesitant to commit forward at these low prices, anticipating potential improvement next year.

Global Supply

Milk production continues at elevated levels, driven by strong farm margins, particularly across Europe, the U.S. and New Zealand. Additional income from cattle sales into the beef sector is further supporting dairy farm finances.

Global Demand

Food service demand remains sluggish worldwide and consumer sentiment is weighing on retail performance. While lower dairy commodity prices are expected to stimulate demand, this has yet to materialise in reported figures.

Kerry Co-op Shareholder Meetings

On Tuesday 4th November in Killarney and Thursday 6th of November in Patrickswell, Limerick, the Kerry Dairy Ireland leadership team attended the Kerry Co-op Shareholder Meetings, where we delivered an extensive overview of the business, highlighted key developments and strategic priorities.

Both meetings attracted large numbers, with strong engagement and very positive sentiment from shareholders, reflecting confidence in our direction and future performance.



Attendees at the “Future Proof” event in Ennis discussing Bloom Feeds with Katie O’Brien our Commercial Ruminant Nutritionist.

Minister Martin Heydon visits Listowel Listowel Food Fair turns 30 years. 2	Winter feeds starts with silage quality What’s essential for winter planning 2	The Killeen Family win big Plan early to secure staff for spring. 3	MAKE CHRISTMAS MAGICAL THIS DECEMBER AT FARM & HOME STORE - PRE CHRISTMAS SALE NOW ON
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Winter feeding starts with Silage Quality

As the grazing season draws to a close, now is the time to assess silage quality for the winter months ahead. Silage is the primary forage during this period, so understanding what's in the yard is essential for planning.

Recent NIR forage testing across farms in the KDI catchment area has shown excellent results. The main quality parameters to consider are Dry Matter (DM%), Digestibility (DMD), UFL (Feed Energy Value) and Crude Protein.

Average Results from the past month include:

- Dry Matter: 33%
- DMD: Above 72
- UFL: 0.85
- Crude Protein: 15.4%

These figures provide a strong starting point, but remember: all parameters matter when formulating diets. Nutritional requirements vary by animal group so silage analysis should guide your winter feeding strategy.

Young cattle need substantial protein and energy during winter to support growth in frame and height.

For weanling heifers to reach 60% of mature herd body weight by the start of the breeding season, they should achieve a live weight gain of 0.75 kg daily over the winter.

Based on average silage results in the area, weanlings would require supplementation with an 18% crude protein concentrate and a minimum UFL of 0.95 to achieve this daily liveweight gain.

Dry Cows

- Ideal BCS at drying off: 3.0
- Aim for calving BCS: 3.25
- Based on the average silage results to-date cows could potentially gain 0.5 BCS over an 8-week dry cow period.

Next Steps

Contact your local Sales Liaison Manager to arrange silage testing. A Bloom Feeds Nutritionist can help create a tailored feed plan based on your silage results.



Attendees at the "Future Proof" event in Ennis.

Ministerial Site visit and 30 years of the Listowel Food Fair



Pictured: Minister Michael Healy Rae, Minister Martin Heydon and Anthony Nash (General Manager)



Pictured: Jimmy Deenihan, Frank O'Mara (Teagasc), Grainne Hayes, Minister Martin Heydon and Pat Murphy (CEO)

We were delighted to welcome Minister Martin Heydon T.D. and Minister of State Michael Healy Rae to our Listowel site. Their visit reflected strong engagement with our business and the wider agri-food sector. Pat Murphy, CEO and James Tagney, Chairman, along with our leadership team, shared an overview of operations and strategic priorities, including the vital role of our industry in supporting the economy, the importance of retaining the Nitrates Derogation for sustainable productivity, succession planning within farming communities and TB Management. The Ministers and representatives also enjoyed a short site tour showcasing our capabilities and commitment to excellence.

This month also marked the 30th anniversary of the Listowel Food Fair, which we were proud to sponsor. As part of the celebrations, Pat Murphy and Olga Mulvey from our Dairy Consumer Foods Business spoke at the Frank Hayes Memorial Farming Seminar. Pat outlined our business strategy, while Olga highlighted emerging consumer trends such as protein and dairy nutrition, growing U.S. demand for grass-fed butter and spreads, and the continued success of Cheestings internationally. The seminar featured contributions from Minister Heydon and Frank O'Mara of Teagasc, attracting a large audience and honouring the late Frank Hayes, which included a presentation to his family in recognition of his long term support of the Listowel Food Fair which was accepted by his wife Grainne.

The Killeen Family Farm Win Big



Pictured: Caragh, James, Mary, Andrew, Bernadette, Cathal and Aine Killeen on their farm in Newtown, Killee, Co. Clare

We're proud to congratulate the Killeen Family of Newtown Killee, Co. Clare, national winners of the Milking Hygiene and Facilities award, last month at the 2025 NDC & Kerrygold Quality Milk Awards.

Andrew and Bernadette Killeen with their son James, exemplify what it means to farm with care, innovation and community spirit. From milking 24 cows in 1994 to managing a high-performing herd of 110 today, the Killeen Journey has been one of resilience, progress and deep respect for heritage and nature.

Their farm is a living legacy, five generations strong and a celebration of family and community - congratulations to the Killeen family.



Pictured: Andrew and James Killeen

Plan early to secure staff for spring

In Crecora, Co. Limerick, Niall and Jerry Moloney manage a 170 cow spring calving herd. Two years ago, faced with a growing workload and a young family, they decided to hire a full time employee.

Niall emphasises that attracting the right candidate starts with a competitive package. Key elements include, fair pay, flexibility and regular working hours. He advises understanding your competition and offering something extra.

"If you're trying to attract young people, you're competing with pubs and shops. If you can guarantee they won't miss training, that's something a pub or shop can't offer"

Act Early: Waiting until February is too late. Adequate lead time allows for training before the busy calving season. While some farmers seek experience, Niall focuses on finding someone that is eager to learn, prioritising attitude over experience. Hiring for the first time brings challenges, requiring new skills.

Niall highlights two essentials:

- **Clear Communication:** Any issues we had were due to poor communication. It's something you improve over time.
- **Timely Payment:** Pay your staff well and on time - It's Key

Finally, plan how you'll use up the time freed up by hiring. Avoid duplicating tasks, instead focus on management and strategy.

"Having someone well-trained adds value and turnover to your business. It gives you headspace to think strategically."



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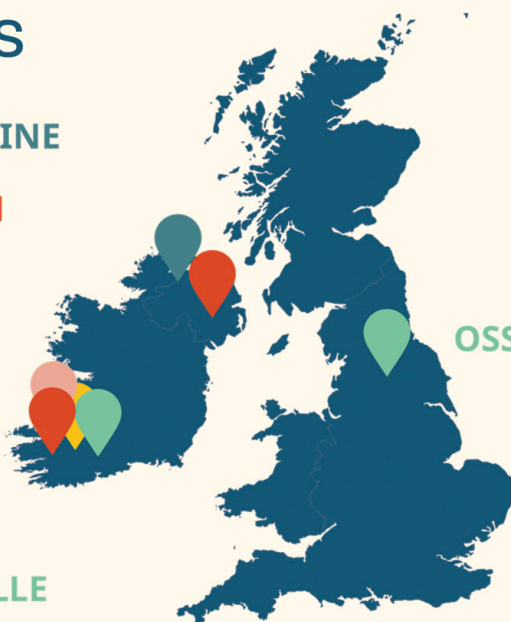
LISTOWEL

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