



**As we approach the end of 2023, I want to express my gratitude to all our milk suppliers for their ongoing commitment and support during what has been a challenging year for the Irish and global dairy industry.**

Over the past 12 months, we have witnessed a shift in dairy market dynamics, reversing the trend that prevailed in late 2021 and much of 2022. Dairy commodity pricing experienced a rapid downward correction from Q4 2022 to Q1 2023 due to an oversupply of dairy on the global market. Although the growth in milk volume output from exporting countries was modest in H2 2022, the decline in dairy demand from China had a significant impact on the supply and demand balance. Input related costs have been declining across 2023 albeit slowly, especially in the case of feed, as the effect of extremely high energy, gas, shipping, and raw-material costs work their way through the various supply-chains.

Looking forward to 2024 through the prism of high volatility is very difficult. Dairy markets today are showing signs of modest positivity for 2024.

It seems that markets have rebounded recently based on some uncertainty around milk supply and the availability of dairy next year. The caveat here is that the demand side has not shown any significant signs of recovery with the required structural adjustment in the Chinese market yet to materialise. The robustness of the projected supply-side related recovery remains to be seen in the absence of a demand-side adjustment.

In conclusion, I would like to mark the outstanding performance of John & Olivia Macnamara and family, Gormanstown, Knockainey, Co. Limerick on winning the National Dairy Council & Kerrygold Quality Milk Awards and Robert & Mary Troy and family, Newtownshandrum, Co. Cork on winning the Kerry Agribusiness Quality & Sustainability Awards 2023. These suppliers and all nominees to our Quality & Sustainability Awards exemplify the very best in sustainable farming and farm management across our catchment.

On behalf of all Kerry Agribusiness staff, I would like to wish you and your family a very Happy Christmas and New Year! !

**James O'Connell,**  
General Manager

**SAVE THE DATE**

**JAN  
2024**

### AHI CalfCare Events

Focus on breeding feeding & health for successful calf rearing | 12 JAN MOYVANE, CO. KERRY & 17 JAN DROMCOLLOGHER, CO. LIMERICK

### Kerry Agribusiness 'Customer Spring Calving Events'

BALLYROE HOTEL HOTEL, 16 JAN 2024  
WOODLANDS HOTEL ADARE, 18 JAN 2024

## FARM&HOME STORE

### Christmas Draw

**€10,000 in Prizes**

Spend €50 in your local Kerry Agribusiness Store and enter our Christmas Draw.

Guaranteed winners in every store! Thanks for your Custom.



**Shop Local**

Need a stocking filler – why not surprise a family member or friend with something from our extensive range instore or online at

[www.farmandhomestore.ie](http://www.farmandhomestore.ie)



# Future Proofing Your Farm

**Kerry Agribusiness was delighted to host 'Future Proofing Your Farm' event on Tuesday 21st November.**

The event was very well attended, and throughout the afternoon milk suppliers got the opportunity to meet with industry experts in areas of milk quality, energy efficiency, animal nutrition, water quality, breeding efficiency, grassland management, Evolve, finance and regulatory change. There was particular interest in the "Farmer Health" section with most attendees availing of the complimentary blood pressure checks.

Two panel discussions took place: 'Securing a Stress-Free Spring' and 'How to Future Proof Your Farm' in the face of changing regulations. Special thanks to all the panelist and exhibitors who attended on the day.



*Panel discussion: Tim Doody Teagasc, Ted Massey DAFM, William Dennehy Signpost Farmer, John Macnamara NDC & Kerrygold Quality Milk Awards winner, Robert & Mary Troy Kerry Agribusiness Milk Quality and Sustainability Awards winners.*

# Better Farming Awards Winner

**We are delighted to announce that our Evolve Programme was awarded the "Business Post Best Incentive Scheme" award at the recent Better Farming Awards.**

The awards reward initiatives, research and practices that are helping Irish agriculture meet its economic, social and environmental challenges. Our Evolve Programme was recognised by the judges as an innovative incentive scheme that drives better farming practices by rewarding primary producers for the adoption of sustainable farm practices.

In addition, we would like to congratulate Kerry Agribusiness milk supplier, Dinny Galvin, who was announced as the Community/Discussion Group Better Farming Champion at the Awards ceremony.



*Michael Nolan Agriinsider, James O'Connell, Zita McCarthy and Redmond Horan Kerry Agribusiness.*

## Kerry Agribusiness CellCheck Champion

**Congratulations to John and Mary O'Shaughnessy and family who were recently awarded an AHI CellCheck Award and recognised as Kerry Agribusiness CellCheck Champion.**

The O'Shaughnessy family who milk 98 cows on their 135-acre farm in Kildimo, Co. Limerick have won the AHI CellCheck award on six occasions – a fantastic achievement which exhibits their outstanding commitment to quality standards on the family farm.

In 2023, 95% of cows were Milk Recorded across our catchment - this is a clear testament of the ongoing commitment to milk quality by all Kerry Agribusiness milk suppliers.



*Dave Curtin Kerry Agribusiness, John & Mary O'Shaughnessy and Darragh O'Connor Kerry Agribusiness.*