



Late lactation is the optimum time to manipulate BCS

In a perfect world all cows are at a Body Condition Score (BCS) of 3 at drying off, this allows a certain increase before calving to a maximum BCS of 3.5. Identifying cows now that have a BCS OF <3.0 will allow time to put a strategy in place to rectify this prior to calving.

It is critical to maintain dry matter intake during late lactation. This is the most economical time to rectify BCS due to feed conversion efficiency (supplemented concentrates are converted to both high value milk and body condition). The effect of feeding concentrates alongside autumn grass is approximately 1kg of milk to every 1kg of concentrate fed.

Where possible an autumn grass budget should be undertaken and body condition score all cows.

Intake from grazed grass should be maximised and supplemented with concentrates as necessary. However, grass quality is variable at this time of year and weather conditions/reduced daylight hours can reduce dry matter intake. Therefore, concentrates purchased at this time of year should contain a high UFL (energy) content while also taking into consideration the level of protein in grass and/or silage.

Bloom Feeds recently launched an autumn extender nut designed specifically to maximise milk output and rectify BCS in late lactation. Bloom X-Tend is a 17% protein, high energy concentrate formulated to complement autumn grass/silage and maximise milk solids and volume. For more information please contact your local Kerry Agribusiness Branch/Sales Manager.

Nutrimin Elite Precalver a success on Limerick farm

Jimmy and James Hennebry

operate a spring calving system milking 85 cows in Ballinahinch, Knocklong, Co. Limerick.

We recently spoke to the Hennebry's about precalver minerals. Following a consultation with a nutritionist a number of years ago, the Hennebry's starting using the Kerry Agribusiness Nutrimin Elite Precalver. Prior to using the precalver mineral they used to encounter some issues with milk fever in cows and iodine deficiency in calves - mineral analysis identified low iodine levels on-farm.

The Hennebry's are very happy with results from using the Nutrimin Elite Precalver and stated "you don't change when something is working - milk fever cases have dropped significantly on the farm and calves are lively and healthy".

The Hennebry's continue to milk until the middle of December. Cows are dried off at this time and put on a diet of silage and approx. 140g of Nutrimin Elite Precalver per head/day until calving.

For more information on the Nutrimin Precalver range please contact your local Kerry Agribusiness Branch/Sales Manager.



James Hennebry pictured with Jack Donovan Kerry Agribusiness.

MILK MARKETS OVERVIEW

Global Supply

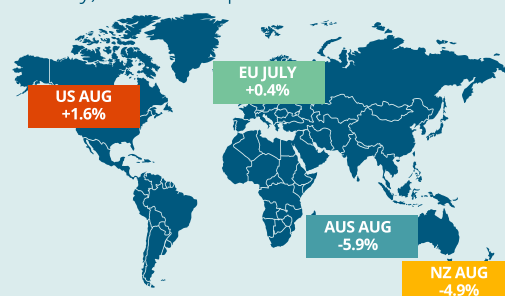
European milk production was up 0.4% in July. Production in Germany, France and the UK was weak but the Netherlands, Ireland and Poland saw year-on-year increases. A mild autumn and high farmgate milk prices has seen milk production in Germany, UK and France increase since mid-September. There has been a very poor start to the New Zealand season due to wet weather but US milk production is expanding as a result of good margins at farm level.

Global Demand

Recent retail data suggests that sales volumes are falling, however, we are comparing volumes to a period during 2021 when lockdowns were still in place across many geographies. In the UK, for the 52 weeks ending 4th September, cheese volumes were down 5.8%, liquid milk was down 7.2% and yellow fats were down 9.6%. Germany is a big consumer of butter with approximately 280,000 tonnes being sold at retail level annually. Irish butter has about 20% market share. Total butter volumes were down 15% for the 12 weeks ending 7th August. Irish butter

sales were down almost 50% in the same period.

Anecdotal evidence suggests a big shift from brands to private label in the dairy and confectionery markets (a big user of dairy) across Europe.



Financial Planning and Smart Investments

All farmers should review their financial position now. Making smart investments now can help improve the overall sustainability of the farm from a labour, environmental and financial perspective. Smart Investments include:

- Slurry storage - capital allowance benefit.
- Labour saving technologies including calf housing, calving facilities, underpass and drafting facilities.
- Improving farm safety - accelerated capital allowance benefit.
- Investing in renewable equipment - accelerated capital allowance benefit.
- Energy - generator, solar panels, variable speed vacuum and milk pumps.
- Maximise pension contributions.
- Review income averaging.
- Liming.

Sustainability Week October 17-21st

Niall Moloney is farming in Crecora, County Limerick and is a member of the Signpost Programme. Improving on farm sustainability is a key focus on the Moloney farm. **On Thursday 20th October Niall hosted a farm walk as part of Sustainability week 2022 where he shared details of his sustainability journey to-date including:**

- extending the grazing season.
- improving soil fertility.
- incorporating white clover into existing swards.
- establishing and managing ryegrass and red clover silage sward.
- future proofing his breeding programme.



THE NEXT STEPS

Nutrient Management Planning

The Nutrient Management Plan incentive has been paid this month – please check your milk statement for details.

If you are entitled to this payment and it has not been received, please contact your local area office to arrange a time to present your Report or Colour Coded Maps.

Nutrient Management Plans

Present soil sample report (pH, P & K) or colour coded maps generated in the period Sept 2021 – April 2022 to designated staff at area office. €100 rebate to milk account in 2022, 2023 & 2024 (minimum requirement of 1 sample/10 cows)

Lime

To receive the Lime incentive please request your "Kerry Agribusiness Year To Date Lime Statement" from your approved lime supplier before 31st October 2022.

Once received, please contact your local area office to arrange a time to present your statement.

APPROVED LIME SUPPLIERS:

- Roadstone
- Ardfer
- Mike Cronin Readymix
- Gleeson Concrete
- McGrath Limestone

Lime

Submit verified receipt from an approved supplier to designated staff at area office – rebate of €5/tonne to milk account in December (Max 1t/cow over 3 years)

MAKE THE SWITCH GO ON-LINE!

HOW DO I SWITCH TO ON-LINE?

✓ Opt in via news feed on MilkedIn APP

✓ Contact your local area office

