Kinisla

October 2026

AGRINEWS

MILK MARKETS OVERVIEW

Global butter markets remain well supplied, with stocks continuing to build and prices under pressure across major exporting regions. Skim milk powder (SMP) markets remain firm, supported by tighter milk availability in the US, which has limited powder production. Cheddar prices have strengthened slightly in recent weeks, while mozzarella continues to face downward pressure.

Global Milk Supply

Milk production across the main exporting regions continues to grow, with little sign of a significant slowdown. However, weather-related risks associated with the developing El Niño pattern could impact crop yields and increase production costs. Higher energy prices are also expected to weigh on farm profitability and increase processing costs, particularly in the milk powder sector where energy represents a significant share of the cost base.

Global Demand

Export demand outside China has held up better than anticipated, although performance varies by product. Butter exports have increased in recent months, but this has been insufficient to absorb available supply, with stocks continuing to build and prices remaining under pressure. Milk powder exports remain above historical levels, although growth has been more modest than for butter.

WELCOME TO OUR 2026 GRADUATES

Kinisla recently welcomed 20 graduates to its Graduate Programme, where they will begin a two-year development journey across the business.

The programme provides hands-on experience across a range of functions, helping graduates develop skills, build networks and gain a deeper understanding of the dairy industry.

As part of their orientation, the group visited the farm of Kinisla supplier William Dennehy, providing valuable insight into the farming partnerships that are at the heart of our business.

We wish all our graduates every success as they begin their careers with Kinisla.



Graduates: Kevin Murphy, Erika Ryan, Grainne Musgrave, Ellen Duncan, Tadhg O'Keeffe, Ciara Cronin, Patrick Sheehan, Finlay Highfield, Philip Byrne, Mary Springall, Emma Morrissey, Colm O'Connor, Freya McCauley, Peter Dunne, James Hickey, Rory Buckeridge, Rohan Dhillon and Tomas Scott.

BUILDING SOIL FERTILITY FOR THE 2027 SEASON

There is no investment on farm that delivers a quicker return than improving soil fertility. Soil testing and nutrient management can increase grass growth, improve fertiliser efficiency and help maximise farm profitability.

The first step is to soil test fields for pH, phosphorus (P) and potassium (K). These results provide the foundation for a Nutrient Management Plan and help ensure nutrients are targeted to the areas where they are needed most.

Correcting soil pH should be the first priority where required. The target pH for grassland is 6.3 to 6.5, while grass-clover swards perform best at 6.5 to 7.0. Low pH reduces nutrient availability, particularly phosphorus, and limits the response to fertiliser applications. Autumn is often a good opportunity to apply lime, where conditions allow.

Potassium (K) is another key nutrient for grass production. It plays an important role in plant growth, nitrogen utilisation and drought tolerance. Silage fields typically require higher potassium applications due to the nutrients removed in harvested crops, making slurry an important source of replacement K.

As plans are made for the 2027 season, now is a good time to review soil test results, identify nutrient deficiencies and prioritise corrective actions. A well-planned nutrient programme helps maintain soil fertility, improve grass growth and make better use of slurry and fertiliser across the farm.

For queries on soil testing, please contact your local Sales Liaison Manager.

KINISLA SUPPLIERS RECEIVE NATIONAL RECOGNITION

Kinisla would like to congratulate two supplier families who have received national recognition for excellence in dairy farming in recent weeks.

TROY FAMILY WINS NATIONAL DAIRY FARMING AWARD

Congratulations to Kinisla milk suppliers Robert and Mary Troy and their family from Newtownshandrum, Co. Cork, who were named Overall Winners of the 2026 NDC & Kerrygold Quality Milk Awards.

The family received Ireland's most prestigious dairy farming award after being selected from 12 finalist farming families representing dairy co-operatives across the country. They also won the Milking Hygiene & Facilities Award, recognising the exceptional standards maintained across their dairy operation.

The NDC & Kerrygold Quality Milk Awards celebrate excellence across all aspects of dairy farming, including milk quality, animal welfare, environmental sustainability, farm management and technical performance.

Farming at Newtownshandrum, Robert and Mary have built a highly respected family dairy enterprise based on strong grassland management, outstanding milk quality, progressive breeding and a commitment to continuous improvement. Robert represents the fifth generation of the Troy family to farm in the area, while Mary brings a strong background in food science and dairy quality assurance.

The farm is very much a family effort, with their five children, Rory, Robert Junior, Fiona, Orla and Eimear, all actively involved in the business. Together they have developed a farming system that combines innovation, sustainability and a shared commitment to excellence.

The Troy family are also recognised leaders in dairy breeding and sustainability. Their herd ranks among the top in the country for genetic merit, while ongoing investments in grassland management, clover incorporation, protected urea and environmental measures have helped improve farm efficiency and reduce its carbon footprint.

The family are no strangers to success, having previously won the 2023 Kinisla Milk Quality & Sustainability Awards. Their latest achievement reflects years of dedication, attention to detail and a relentless focus on quality across every aspect of their farming operation.

Everyone at Kinisla extends sincere congratulations to Robert, Mary, Rory, Robert Junior, Fiona, Orla and Eimear on this outstanding achievement. Winning both the Overall NDC & Kerrygold Quality Milk Award and the Milking Hygiene & Facilities Award is a remarkable accomplishment and a fitting recognition of the hard work, professionalism and commitment shown by the family over many years.



James Tangney (Chairman Kinisla), John Collins (Kinisla), Rory, Eimear and Robert Troy, John Murphy (Kinisla), Mary, Robert Jnr and Fiona Troy, Dave Curtin (Kinisla), Orla Troy, Paddy Kelly (NDC Ambassador & Kinisla milk supplier) and John O'Connor (NDC Board Member and Kinisla milk supplier).

WILLIAM DENNEHY NAMED TEAGASC/FBD ENVIRONMENTAL SUSTAINABILITY FARMER OF THE YEAR

Congratulations to Kinisla milk suppliers William and Mary Dennehy and family from Currow, Co. Kerry, who were named Overall Winners of the 2026 Teagasc/ FBD Environmental Sustainability Awards.

The Dennehy family also received the Improving Water Quality Award, recognising the significant work undertaken on their farm to protect and enhance local water resources while maintaining a productive and profitable dairy enterprise.

The Teagasc/FBD Environmental Sustainability Awards celebrate farmers who are leading the way in adopting practices that improve environmental performance while maintaining strong farm businesses. William's farm was recognised for demonstrating how productivity, profitability and sustainability can successfully work together.

Located along the Brown Flesk River, the farm has implemented a range of measures to protect water quality, including riparian buffer zones, hedgerow planting and the installation of a reedbed system to treat greywater from the farmyard. Careful nutrient management, regular soil testing and precision slurry and fertiliser application also play an important role in supporting both farm performance and environmental protection.

The family operate a high-performing spring-calving dairy herd and have embraced initiatives that improve farm efficiency and reduce environmental impact. More than half of the grazing platform contains clover, helping reduce reliance on chemical nitrogen fertiliser, while protected urea accounts for almost all nitrogen applications on the farm. Investments in renewable energy and biodiversity enhancement further demonstrate the family's commitment to sustainable farming.

As participants in the Kinisla Evolve RegenDairy programme, William and Mary continue to show how a focus on soil health, water quality, biodiversity and farm efficiency can deliver positive outcomes for both the environment and farm profitability. Beyond farming, the family are actively involved in Social Farming and their local community, further reflecting their commitment to sustainable rural development.

Everyone at Kinisla extends sincere congratulations to William, Mary, Kate and Tommy on this outstanding achievement. Their success is a fantastic recognition of their dedication to environmental stewardship and serves as an excellent example of how sustainable dairy farming can continue to evolve and thrive.



Sean McCarthy (Kinisla), Nora O'Donovan (Teagasc), Marion Casey, William & Mary Dennehy, Elaine Jones, Aoife O'Sullivan (Kinisla), and Jack Kennedy (Teagasc)

BUILDING A SUCCESSFUL DAIRY ENTERPRISE – JAMES AND MICHAEL DEE

As part of Kinisla's focus on generational renewal and helping farm families plan for the future, we recently spoke with Michael and James Dee from Ballyduff, Co. Kerry about their experience of building a successful dairy enterprise together. Their story highlights how clear communication, a shared vision and a willingness to embrace change can create new opportunities for the next generation while supporting the long-term sustainability of the family farm.

When James Dee returned to farming in 2022, it marked the beginning of a new chapter for the Dee family farm. Having spent eight years working in the wind energy sector, James approached his father, Michael, about developing a dairy farming enterprise together. The pair made the decision to exit suckler farming, selling the suckler herd and reinvesting in dairy production. Starting with approximately 40 crossbred cows and a newly installed milking parlour, they established a grass-based dairy system focused on efficiency and profitability.

Since then, the enterprise has grown rapidly. The herd has expanded to 80 cows, with plans to increase to 100 cows in 2027 following the leasing of additional land. The herd is currently producing approximately 560kg of milk solids per cow while operating on a relatively low-input system.

Today, Michael and James each play to their strengths within the business. Michael focuses on machinery and farm infrastructure, while James manages herd performance, breeding and grassland management. Together, they have successfully transformed the farm and created a strong foundation for future growth.

Their story demonstrates how generational renewal, combined with careful planning and investment, can help secure a sustainable future for family farms.



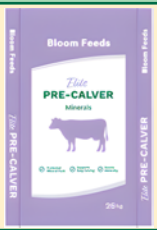
James and Michael Dee

PREPARING FOR THE DRY COW PERIOD

Now is the ideal time to review your dry cow programme and make plans for the months ahead.

Kinisla's Elite Pre-Calver and TR Pre-Calver minerals are formulated to support transition cow health, immunity, colostrum quality and calf vitality. Both products contain high levels of Vitamin E, magnesium and protected trace elements to help cows perform through the calving period.

KINISLA PRE-CALVER RANGE

Product	Key Features	Feeding Rate	
Elite Pre-Calver	• 31.5g Magnesium • 8000mg Vit E • Protected trace elements included	120g/day	
TR Pre-Calver (total replacement)	• 36g Magnesium • 8000mg Vit E • 100% protected trace elements • Biotin • Rumen health pack	150g/day	

Don't miss your local Dry Cow Roadshow or Branch Open Day, where our specialists will share practical advice on transition cow management, udder health, nutrition and parasite control to help set your herd up for a successful calving season.

Contact your local Kinisla representative for further information on Bloom Elite Pre-Calver and Bloom Pre-Calver TR.

BRANCH OPEN DAYS

October	
Tuesday, 20th	Dingle
Wednesday, 21st	Greybridge
Thursday, 22nd	Newmarket
Friday, 23rd	Askeaton
Tuesday, 27th	Glin
Wednesday, 28th	Killorglin
Thursday, 29th	Caherciveen
November	
Tuesday, 3rd	Scariff
Wednesday, 4th	Ennistymon
Friday, 6th	Ennis
Friday, 13th	Kenmare

DRY COW ROADSHOW

9th November	Ennis	7.00 pm
10th November	Adare	7.00 pm
12th November	Tralee	7.00 pm

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DEEP ROOTS BOLD MOVES

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