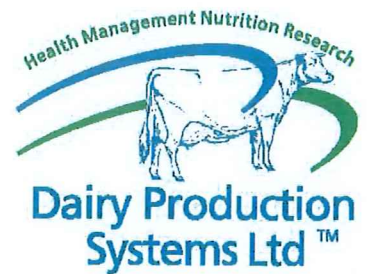


Tuesday, 31 July, 2018



Nick Tomsett
Otautau

Peter Cook
Oil Seed Products

Dear Nick & Peter

Points:

1. Pasture Cover 2200 kg DM/ha and Soil temperature 5.5 degrees
2. Heifers this year 10 so a lot less than last year,
3. Heifers last year 28% of the herd and still 602 kg MS.
4. The cows are looking excellent
 - a. BCS 4.9 very good
 - b. Rumen fill 4/5
 - c. Faecal score 3.5/5
5. Live weight for the herd on genetic maturity is 530 kg LWT.
6. SOA/Urea 10t 120 kg/ha as soon as you can get on.

Supplements on hand

Grass Silage	Stack	94t DM	
July 9th	Stack	40t DM	
	30 x 240 kg		
Oct 10th	Stack	8t DM	
	22 x 240 kg		
2017			
May 9th		100 tDM	(May 20th)
Aug 1st		60t DM	
Dec 1st		35t DM	Fed over drought
Jan 1st		10t DM	Fed over drought
2018			
July 31st		40t DM	

Hay

25 x 240 kg 6t DM

2017-18

Wheat	\$402/t DOF	260t	+ 30t for the drought
DDG	\$407/t DOF	212t	
PKE	\$216/t DOF	103t	+ 30t for the drought

2018-19

Wheat	\$447/t DOF	170t	Until Jan
DDG	\$450/t DOF	250t	whole season
PKE	Spot	45t	Until Sep 1st
		60t	From Feb 1st

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Production History

2015	152,086 kg MS	551 kg MS/cow	1950 kg MS/ha
2016	166,824 kg MS	607 kg MS/cow	2158 kg MS/ha
2017	171,025 kg MS	602 kg MS/cow	2220 kg MS/ha

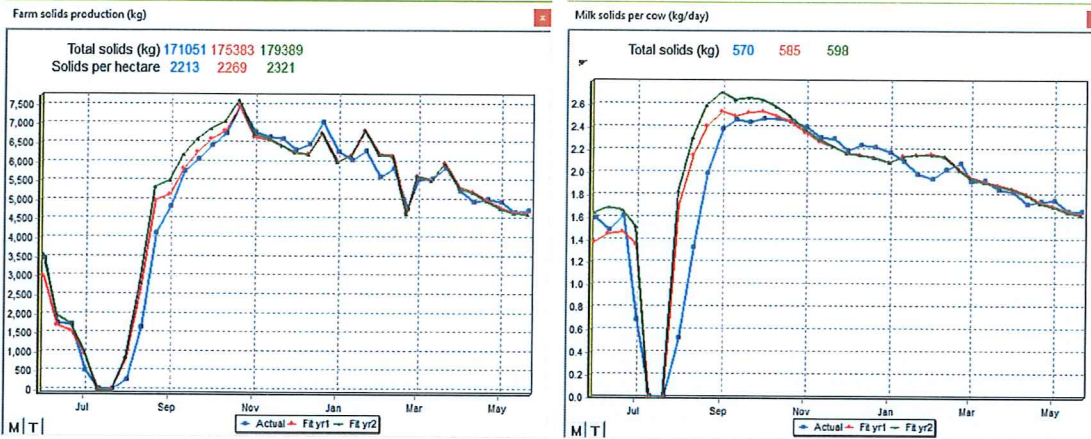
Stock Inventory

Total cows to milk	260
R2	10
Calves	77

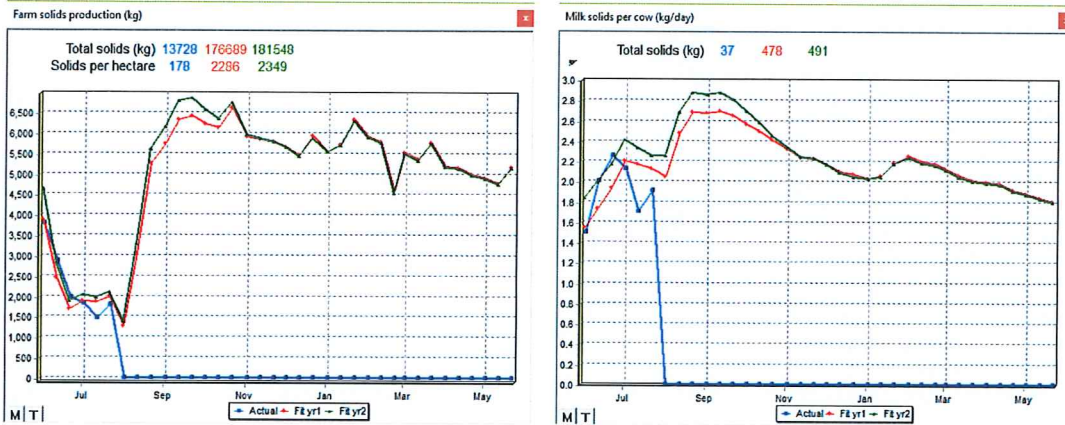
Ration

Effective area	77 ha		
Herd	Springers	Aug	Sep
Number	97	60	
Area per day			
Area per cow sqm		100sqm	
Pre graze mass		2800	
Post graze mass		1700	
Harvest		1100	
Pasture intake kg DM/d	3.0	7.0	12.0
Wheat (DM 90%)	1.5	4.0	4.0
DMI	1.35	3.6	3.6
DDG (DM 90%)	1.5	4.0	4.0
DMI	1.35	3.6	3.6
PKE (DM 92%)		4.0	
DMI		3.6	
Grass Silage			
DMI	7.0	4.0-2.0	1.5
Total DMI	13.0	21.0	21.0
Salt	20g	40g	
CaS	100g	200g	
MgS			
MgO	20g	40g	
Lime Flour			100g
Alltech Productivity Pack			
High 5			
Yeast			
Mycosorb			
Actigen			
In line			
Pro dairy	10mls		
MgC	35g		

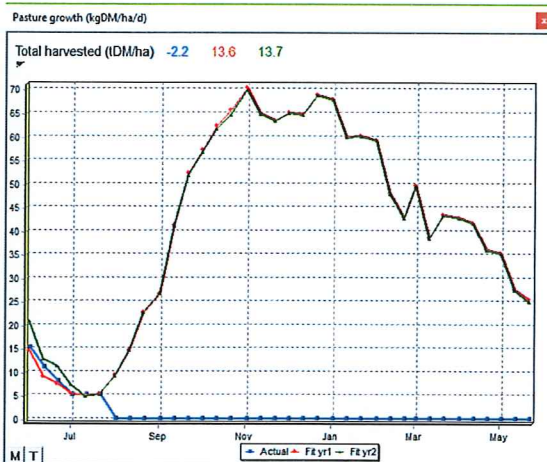
Production Budget for OSP DEMO FARM
 Blue Actuals to date 2017-18 Red Revised Projections for 2017-18
 Milk Solids Per Cow



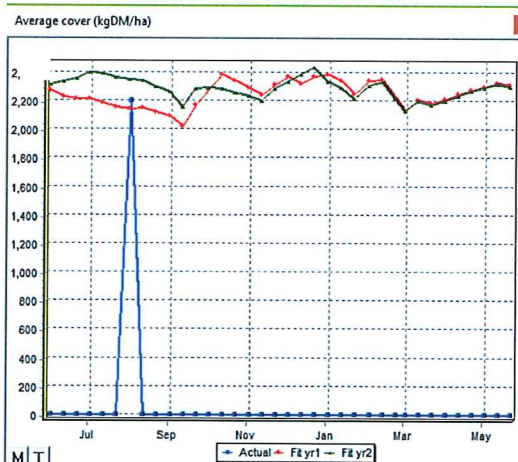
Production Budget for OSP DEMO FARM
 Blue Actuals to date Red Projections for 2018-19
 Milk Solids Per Cow



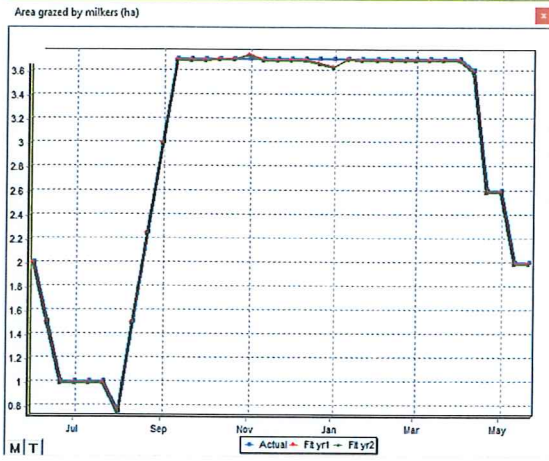
Pasture Harvested



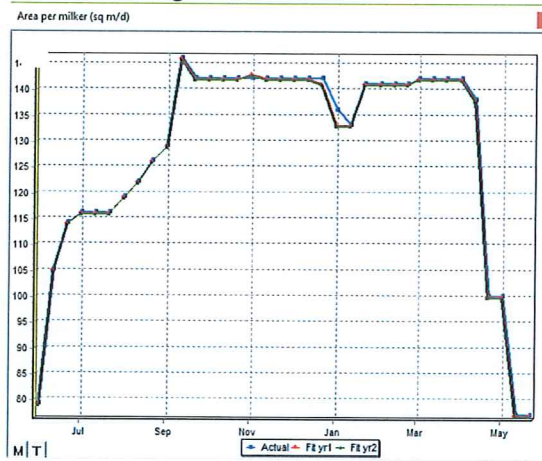
Predicted Pasture Cover



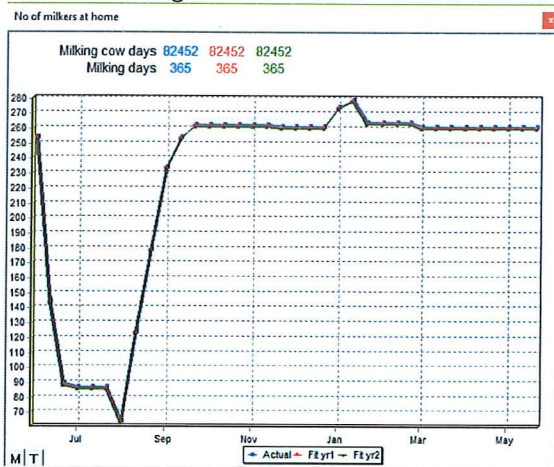
Area grazed per day



Grazing residuals

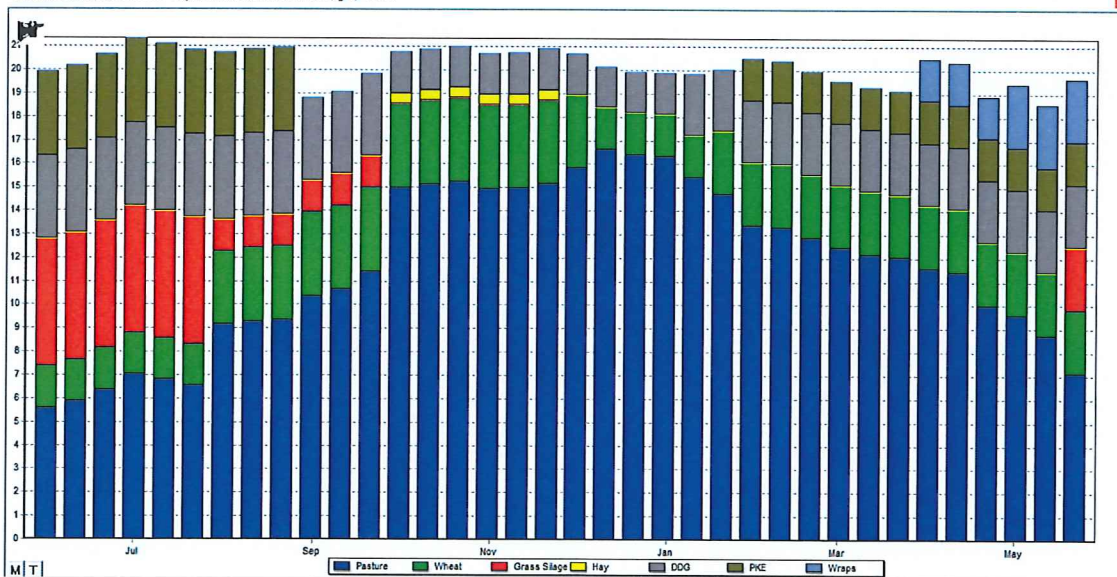


Cows Milking



DMI 2018-19

File: Tomsett 34501 2018-19 Jul 19 - Dry matter intake of fresh milkers (kg/d) - Year 1



Summary

 Total | 1 2018-19 Jul 19-1

Farm area (ha)	77.3
No of cows	370
Solids (kg)	176759
Dry matter cut (t)	32.5
Nitrogen used	19
\$/kg Solids	6.94
Milk Income	1226108
Feed costs	464128
Inc less feed	761980
Variable costs	594464
Gross margin	631644
Wheat (t)	261
Grass Silage (t)	106
Whole Crop Silage	0
Hay (t)	9
DDG (t)	245
CDS (t)	0
PKE (t)	108
Kale (t)	0
Wraps (t)	40
SBM (t)	0
Feed 11 (t)	0
Feed 12 (t)	0

Current Position

Cow Condition	Average	3.0	3.5	4.0	4.5	5.0	5.5	6.0	6.5
2015									
Aug 1 st	5.0								
Oct 21 st	4.6		1%	19%	43%	32%	5%		
2016									
Mar 3 rd	4.7								
July 9 th	5.28				7%	39%	44%	9%	
Oct 10 th	4.76		1%	14%	29%	44%	10%	1%	
2017									
May 9 th	5.18			1%	17%	38%	35%	6%	3%
Aug 1 st	5.45				7%	27%	34%	32%	
Dec 1 st	4.68			16%	39%	37%	8%		
2018									
July 31 st									
Dries	4.92				28%	60%	12%		
Springers	4.95			3%	27%	48%	18%	3%	
Milkers	4.86			7%	30%	48%	16%		

Rumen Fill

	Average	1.0	2.0	3.0	4.0	5.0
Oct 21 st	4.6			2%	36%	62%
2016						
July 9 th	5.0					
Oct 10 th	4.6					
2017						
May 9 th	5.0					
Aug 1 st	5.0					
Dec 1 st	5.0					
2018						
July 31 st	4.5					

Pasture Cover

Jun 1 st 2015	1710 kg DM/ha	Soil temp 8 degrees
July 10 th	1900 kg DM/ha	Soil temp 6 degrees
Aug 1 st	1900 kg DM/ha	Soil temp 6.5 degrees
Oct 21 st	2275 kg DM/ha	Soil temp 11 degrees
Dec 9 th	2300 kg DM/ha	Soil temp
Mar 1 st 2016	2250 kg DM/ha	Soil temp 16 degrees
July 9 th	2250 kg DM/ha	Soil temp 4 degrees
Oct 10 th	2600 kg DM/ha	Soil temp 12 degrees
May 9 th 2017	2200 kg DM/ha	Soil temp 10 degrees
Aug 1 st	2200 kg DM/ha	Soil temp 6 degrees
Dec 1 st	2225 kg DM/ha	Soil temp 17.5 degrees
July 31 st 2018	2200 kg DM/ha	Soil temp 5.5 degrees

Historical Dairy

2015

June 1st 140 cows on crop
July 25th Culled 2 cows Abortions
July 31st 45 cows home
Aug 1st 14 hfrs home
Aug 10th 100 cows home
Aug 10th Culled 3 cows Abortions
Aug 15th SOA 12t applied
Aug 20th 71 cows off (away until 27th)
Aug 27th 50 lates off (away until Sep 7th)
Sep 15th Urea 6t
Oct 3rd R3 338 kg LWT
Oct 10th Culled 2 cows
Oct 21st Tail painted herd
Oct 22nd PSM 280 cows BCS 4.6
Oct 25th Urea to follow the cows 80 kg/ha
Nov 1st Silage harvested 7 ha Stack brought in 60t DM @ 30c/kg DM covered
Nov 4th Super10 400 kg/ha whole farm 23t
Nov 9th Culled 4 cows
Dec 4th Grazed new grass
Dec 5th Urea following the cows 55 @ kg/ha 72 ha
Dec 7th Bulls into the herd
Dec 20th Culled 3 cows
Dec 20th Wraps taken 50 x 12s off 8 ha
Dec 30th Scanned herd

2016

Jan 10th Bulls out
Jan 15th Urea following the cows 80 @ kg/ha 72 ha
Jan 10th PKE 11t
Jan 31st PKE ended
Feb 1st DO 2 cows
Feb 10th Liners changed
Feb 20th DAP 145 kg/ha whole farm (12t)
Feb 23rd Scanned rechecks 16% MT
Feb 20th Herd 493 kg LWT
Mar 1st Herd 483 kg LWT (R3 403 kg LWT)
Mar 10th Lime 400 kg/ha whole farm
May 10th Herd 510 kg LWT
Apr 9th Urea 90 kg/ha following cows
Apr 15th Wraps made 600/ha 20 bales from 8 ha
May 12th Urea ended 10t applied
May 12th Culled 45 cows
May 27th Culled 13 cows
May 31st Culled 8 cows
May 31st Returned 11 lease cows
June 1st Milking 196 Dries 0 Hfrs 39
June 1st Hfrs 39 grazing off farm next door
June 5th Scanned herd 6 MTs
June 8th DO 80 cows DCT/TS (Dryclox DC)
June 9th Dries onto the crop with wraps
June 24th DO herd DCT/TS 28 did not dry off well
June 24th Brought 50 R3 June 1st cows to come home Aug 1st
June 24th Grazed off 50 cows LC
Aug 1st R3s to come home (40)

Aug 15th SOA 150 kg/ha following cows 12t
 Aug 15th LC home (35)
 Aug 24th LC home (15)
 Sep 17th First round ended
 Sep 20th Calf milk 100 litres
 Sep 20th DAP 150 kg/ha Sulphurgain30 20 kg/ha 13.1t
 Sep 22nd Pre-graze mowing started
 Oct 9th Baleage cut 7 ha 50
 Oct 10th LWT average 470 kg
 Oct 25th Culled 5 cows
 Oct 27th Sustain 6t 70 kg/ha
 Nov 10th New cup/liner Milkrite air admission in of the shoulder of the liner
 Nov 11th Milking 273
 Nov 15th Silage bought 29c/kg DM 100t DM
 Nov 15th Silage added to stack
 Nov 17th Sustain 5.1t
 Dec 1st 485 kg LWT Hfrs 445 kg
 Dec 16th Sustain 6t
2017
 Jan 9th DAP 11.2t
 Jan 15th Silage 5 ha wraps 50
 Feb 5th Lime 1t/ha whole farm
 Feb 17th Sustain 6.1t
 Mar 9th Sustain 6t
 Mar 15th Silage 5 ha wraps 45
 Mar 20th Pre-graze mowing ended
 Apr 3rd Sustain 5.25t Mo
 May 5th Urea 4t
 May 9th LWT 530 kg Hfrs 500 kg
 May 25th Test the herd with CellSense to find HISCC for Cepravin DC
 June 10th DO 100 cows DCT/TS CloxAm500 Teat Seal HISCC Cepravin DC/TS
 June 12th Sent dry cows to Manapori
 June 28th TS heifers
 July 5th DO off 114 remaining cows DCT/TS
 July 25th Cows home 100 from Manapori
 July 24th 83 heifers home 20 have gone to neighbour's crop
 Aug 1st 17 cows calved
 Aug SOA 12t
 Aug 20th Vacuum reduce to 43 from 46
 Sep DAP 6t
 Oct DAP 6t
 Oct 15th New grass 7 ha
 Oct 22nd HT 2.33 kg MS
 Nov 8th Wraps made on 7 ha (28 wraps onto Crop at RO)
 Nov Sustain 8t SulphurgainPure 30 kg/ha
 Dec 1st Calves 100 grazed off
 Dec 1st Meal mix changes to 2/2/2 Wheat/DDG/PKE
 LF 100 MgO 40 Salt 40
 Dec 10th Grazing new grass
 Dec 15th Urea 60 kg/ha following
 Dec 18th AI ended
2018
 Jan 15th Urea 60 kg/ha following
 Feb 15th Urea 60 kg/ha following
 Apr 15th AI synch cows 45 cows

May 15th SOA 100 kg/ha 40 ha
Jun 1st PD Apr cows 28 pregnant
Jun 10th Culled 10 cows
Jun 10th Brought 10 Aut calving cows 20 Jan
Jun 10th DO 100 cows DCT/TS grazed off on pasture/wraps
Jun 18th DO 55 cows onto crop
Jun 20th Brought 30 Aut calving cows 20 Jan
July 5th DO 45 cows onto crop
July 6th Milked over 86 in July
Teat Seal heifers
July 29th Culled 4 Ab cows
July 24th Cows home 50
July 26th Hfrs home 10
July 31st Cow home 47
July 31st Grazed off 30 Aut cows to Country Road until Dec 1st (Grazing off?)
Aug 1st PSC for 210 (10 hfrs) to milk 260 cows maximum.

Next visit October 2018.

Regards

Bryan McKay
Dairy Production Systems Ltd

OSP DEMO	Affected	At risk	2017-18	2016-17	2015-16	DPS Av.	No. Herds	Target	Trigger
Herd Details									
Total Cows on Board June 1st			300	285					
Total Cows To Calve			300	285	290				
Mature Cow LWT			530	530	530				
Hfr LWT as % Adults -60 days			87%	83%	74%	87%	46	90%	80%
R1 Mating LWT % Adults			58%			60%	29	65%	55%
Weaning LWT % Adults			17%	17%		19%	40	20%	15%
Survival of Last Season's Heifers						56%	19	90%	75%
Calving analysis									
PSC Heifers									
Heifer Replacement Rate		83	04-Aug-17	01-Aug-16	01-Aug-15				
Calving to mid point			27.1%	19.7%	4.6%	22%	64	20%	25%
Heifers Calved by 6 weeks	310		12	16	8	10	37	10	18
Abortions/Wet-Dries in Heifers	2		85%	75%	78%	89%	36	90%	75%
PSC Adults									
BCS at Calving		217	04-Aug-17	01-Aug-16	01-Aug-15				
Calving to mid point			2.4%	0.0%	0.0%	2.1%	52	1%	5%
Cows calved by 6 weeks	184		5.4%	5.4%	5.0%	5.13	49	5.00	4.50
Abortions/Wet-Dries in Cows	0		18	20	31	17	37	18	25
Inductions Total Cows	0		85%	75%	40%	79%	36	85%	70%
	0		0.0%	0.0%	3.6%	1.2%	52	2%	5%
	0		0.0%	0.0%	0.0%	0.0%	51	5%	10%
Health Problems									
Calving Assists	10	300	3.3%	17.5%	6.9%	3.6%	48	2%	10%
Twins	10		3.3%	3.5%	0.0%	2.1%	47		
Retained Cleanings	10		3.3%	4.2%	2.1%	2.5%	48	2%	5%
Calves Born Dead	5		1.7%	5.3%	5.2%	3.7%	37	5%	10%
Milk Fever	12		4.0%	5.3%	2.4%	4.5%	48	2%	5%
Metabolic Disorders	3		1.0%	0.4%	0.7%	0.3%	0	2%	5%
Other Diseases	2		0.7%	0.7%	0.0%	0.5%	49	2%	5%
Total Deaths	6		2.0%	2.5%	1.0%	2.1%	56	2%	5%
Mating Analysis									
PSM									
Cows to mate			24-Oct-17	23-Oct-16	21-Oct-15				
BCS at mating			288	273	276				
Metricure Treated			4.7%	4.6%	4.6%	4.49	51	4.50	4.00
Aneostrus Treated									
Before Mating Start	0		0%	0%	0%	6%	0		
In First Three Weeks	0		0%	0%	0%	1%	0		
After Three Weeks	0		0%	0%	0%	3%	0		
Total Treated	0		0.0%	0.0%	0.0%	10%	62	10%	25%
Submission Rate									
Submission Rate 3 Weeks			79%	89%	55%	84%	35	90%	80%
Submission Rate 4 Weeks			85%		68%	90%	25	95%	85%
Bulls Run With Herd									
Bulls Withdrawn			01-Dec-17	12-Nov-16	07-Dec-15				
Mating Period Weeks			18-Dec-17	10-Jan-17	10-Jan-16				
Pregnancy Tested			7.9	11.4	11.6	10.6	61	12	15
			10-Feb-18	23-Feb-17	30-Dec-15				
BCS at Lo Point			4.40	4.75	4.60	4.29	40	4.5	4
BCS at Dry Off			5.00	5.20	4.90	4.78	31	4.5	4
Herd In Calf Rate									
One Week Herd In Calf Rate		288			11%	17%	22	15%	5%
Two Week Herd In Calf Rate					26%	32%	22	31%	21%
Three Week Herd In Calf Rate					39%	46%	26	46%	36%
Four Week Herd In Calf Rate					45%	53%	22	56%	46%
Five Week Herd In Calf Rate					53%	61%	22	66%	56%
Six Week Herd In Calf Rate			73%	69%	59%	69%	39	75%	65%
Seven Week Herd In Calf Rate					68%	73%	25	80%	70%
Eight Week Herd In Calf Rate			82%		76%	76%	24	84%	74%
Nine Week Herd In Calf Rate					79%	79%	24	88%	78%
Ten Week Herd In Calf Rate					81%	81%	20	90%	80%
Eleven Week Herd In Calf Rate				89%	82%	83%	17	92%	82%
Twelve Week Herd In Calf Rate					84%	84%	16	94%	84%
Thirteen Week Herd In Calf Rate							0	95%	85%
Fourteen Week Herd In Calf Rate							0	96%	86%
Fifteen Week Herd In Calf Rate							0	97%	87%
Sixteen Week Herd In Calf Rate							0	98%	88%
Cows Not In Calf		288	18.1%	11.0%	16.0%	14.0%	45	10%	15%
Mastitis									
Dry Cow Mastitis Incidence									
Calving Mastitis Heifers Day 0-5	0	83	0.0%	38.3%	21.4%	3.7%	61	4%	8%
Calving Mastitis Adults Day 0-5	5	217	2.3%	5.3%	5.4%	3.0%	47	4%	8%
Monthly Mastitis Incidence Day 5+									
June	0	300	0.0%	0.0%	0.0%	0.3%	52	1%	2%
July	0	300	0.0%	0.0%	0.0%	0.8%	50	1%	2%
August	30	300	10.0%	0.6%	0.0%	2.5%	49	1%	2%
September	0	300	0.0%	0.7%	2.6%	3.2%	49	1%	2%
October	5	288	1.7%	1.8%	0.7%	2.3%	45	1%	2%
November	2	288	0.7%	1.1%	2.1%	1.6%	43	1%	2%
December	0	288		0.4%	1.4%	1.4%	40	1%	2%
January	0	288		0.4%	0.3%	1.5%	40	1%	2%
February	0	288		0.0%	4.0%	1.5%	36	1%	2%
MarX	0	288		0.0%	0.7%	1.2%	31	1%	2%
April	0	288		0.0%	0.4%	1.1%	26	1%	2%
May	0	288		0.4%	0.9%	0.7%	15	1%	2%
Annual Mastitis Incidence	42	300	14.0%	13.7%	12.1%	14.9%	63	10%	20%
Average BMSCC			158000	111000	127000	174617	58	100000	250000
Lame Cow Interventions									
June									
July	0	300	0.0%	0.0%	0.0%	0.2%	50	2%	4%
August	2	300	0.7%	0.4%	1.1%	1.9%	50	2%	4%
September	2	300	0.7%	0.7%	1.8%	2.4%	50	2%	4%
October	2	288	0.7%	0.7%	1.9%	1.6%	48	2%	4%
November	1	288	0.3%	0.4%	2.1%	1.4%	44	2%	4%
December	1	288	0.3%	0.7%	0.0%	0.9%	44	2%	4%
January	0	288	1.0%	0.0%	0.4%	1.1%	44	2%	4%
February	1	288	0.3%	0.0%	0.4%	1.2%	41	2%	4%
MarX	1	288	0.3%	0.0%	0.9%	1.1%	38	2%	4%
April	0	288	0.0%	0.7%	0.7%	1.5%	32	2%	4%
May	2	288	0.7%	0.7%	1.8%	1.5%	22	2%	4%
Annual Lame Cows Interventions	12	300	4.0%	4.2%	9.3%	11.3%	62	15%	25%