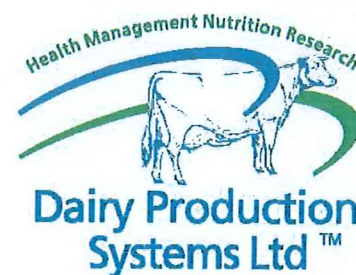


Tuesday, 9 May, 2017



Nick Tomsett
Otautau

Peter Cook
Oil Seed Products

Dear Nick & Peter

Points:

1. Pasture Cover 2200 kg DM/ha and Soil temperature 10 degrees
2. The cows are looking excellent
 - a. Heifers have gained over 55 kg for the season
 - b. BCS 5.18 and very even
 - c. Rumen fill 5/5
 - d. Faecal score 3/5 and shaving cream consistency
3. Live weight for the herd average currently are 530 kg LWT.
4. Milking 1.88 kg MS/cow/day.
5. Maintenance 66.3 MJ
6. Activity 10 MJ
7. Milk yield 144MJ
8. Calf 7 kg 7 MJ
9. Daily Intake 246 MJ
10. Residual MJ 12 MJ
11. ADG 0.27 kg/day

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)

Wraps

May 9th 40 x 240 kg 8t DM (May Milkers)
You will need about 60 wraps for the spring.

Hay

45 x 10s 11t

2017-18

Wheat	\$402/t DOF	263t
DDG	\$407/t DOF	226t
PKE	\$216/t DOF	103t

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Production Target

2015	152,086 kg MS
2016	165,000 kg MS
2017	175,000 kg MS target

Stock Inventory

Total cows	266
Milking	265
Reds	1
R2	83
R1	62
Beefies	5
Next year	2017-18
Winter	300
To milk	290

Ration

Effective area	77 ha
Grazing area	77 ha
Rotation	38 days
Pasture demand	36
PGR	35+ kg DM/ha/day

Herd	Milkers
Number	266
Area per day	2.0 ha
Area per cow sqm	75sqm
Pre graze mass	3000
Post graze mass	1600
Harvest	1400
Pasture intake kg DM/d	10.5

Starch Pellet (DM 90%)	2.77
DMI	2.5

DDG (DM 90%)	2.77
DMI	2.5

PKE (DM 92%)	2.77
DMI	2.55

Wraps	3/day
DMI	2.7

Total DMI	21.0
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Salt	12.5 kg	50g
MgO	10.5 kg	40g
Lime Flour	13.3 kg	54g

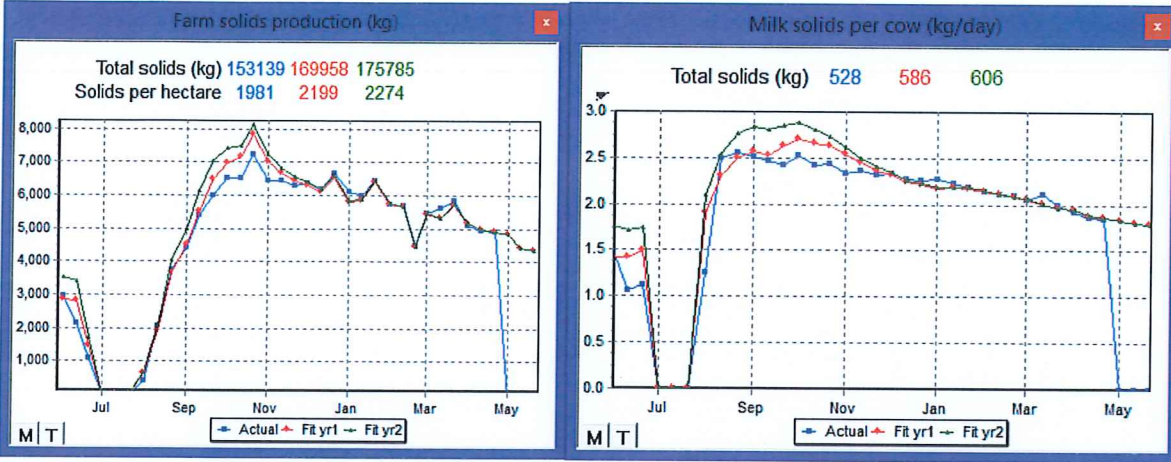
In line	
DairyMin 4	2.5mls
Prodairy	5-10mls
MgC	10g

Production Budget for OSP DEMO FARM

Blue Actuals to date 2016-17 Red Projections for 2016-17

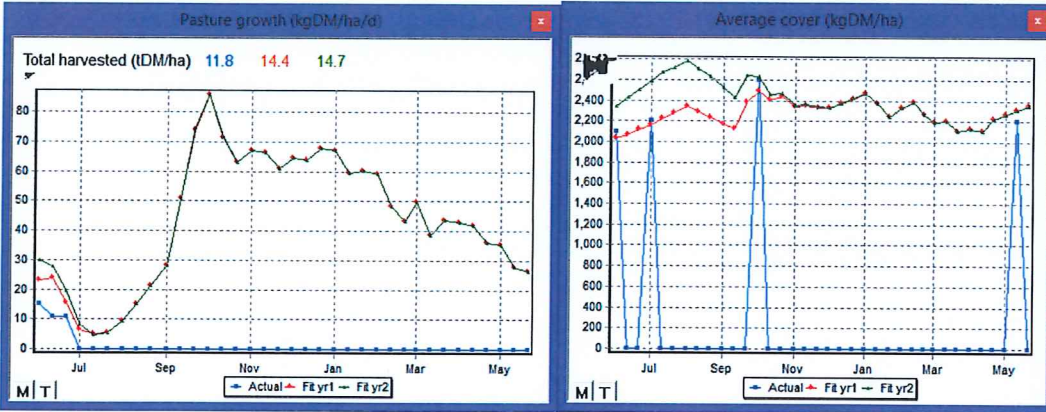
Milk Solids

Per Cow



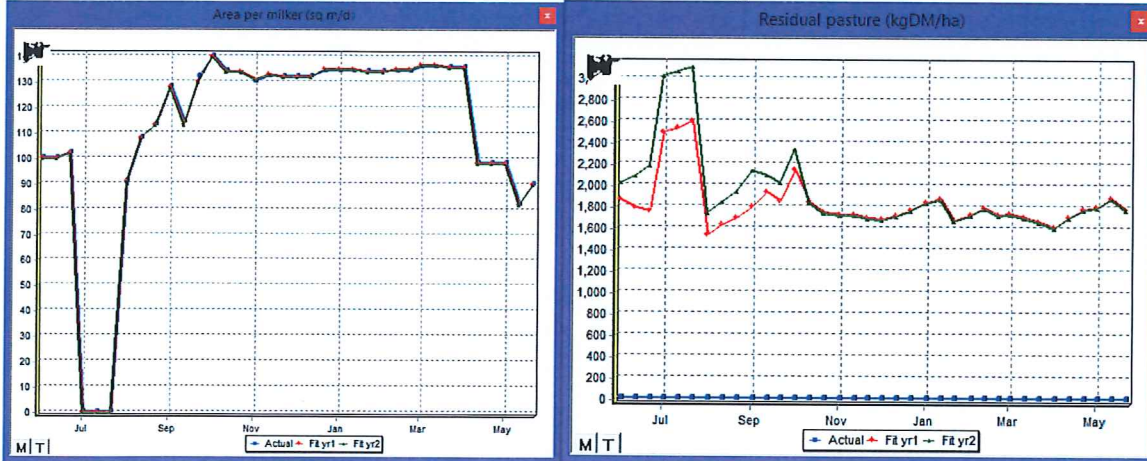
Pasture Harvested

Predicted Pasture Cover

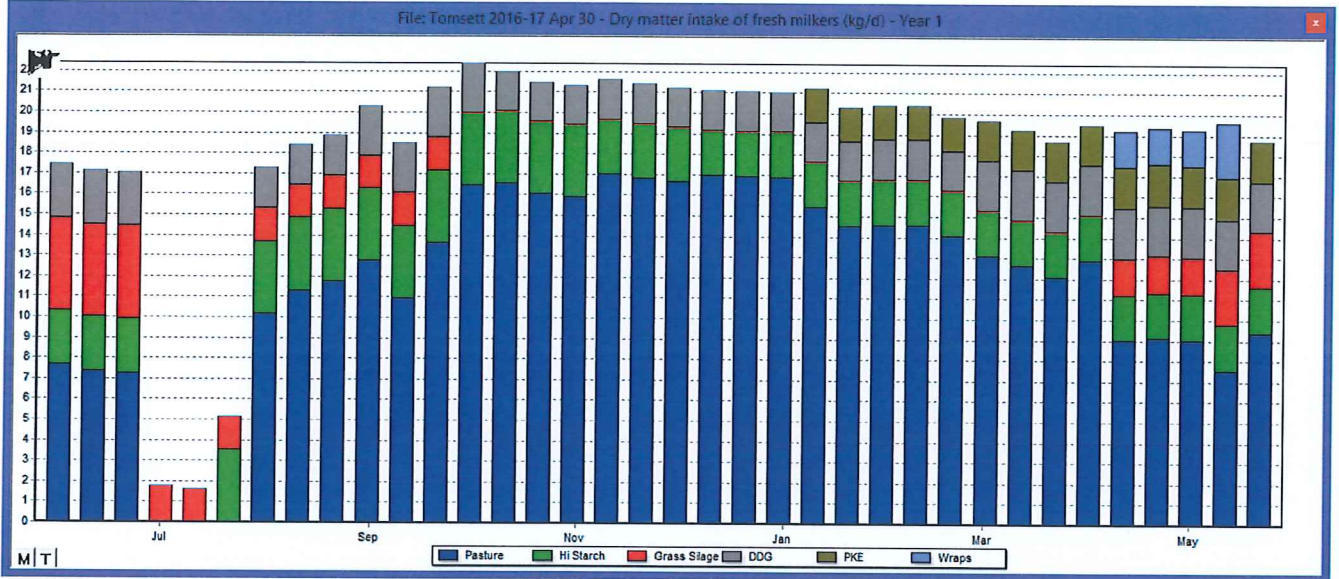


Area per cow per day

Grazing residuals

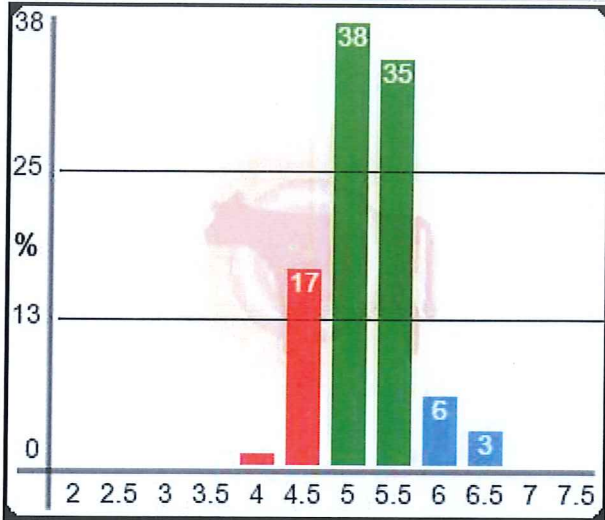


DMI Milkers 2016-17



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%



Tonsett_Nick_DPS - Milkers

Tally	77	Avg Score	5.18
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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					

Pasture Cover

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

Next visit July 2017.

Regards

Bryan McKay
 Dairy Production Systems Ltd

OSP DEMO	Affected	At risk	2016-17	2015-16	Average	No. Herds	Target	Trigger
Herd Details								
Total Cows on Board June 1st			285					
Total Cows To Calve			285	290				
Mature Cow LWT			530	530				
Hfr LWT as % Adults -60 days			83%	74%	88%	41	90%	80%
R1 Mating LWT % Adults					61%	28	65%	55%
Weaning LWT % Adults			17%		19%	43	20%	15%
Survival of Last Season's Heifers					87%	14	90%	75%
Calving analysis								
PSC Heifers								
Heifer Replacement Rate		114	01-Aug-16	01-Aug-15				
Calving to mid point			13.7%	4.9%	21%	48	20%	25%
Heifers Calved by 6 weeks	0		16	8	11	21	10	18
Abortions/Wet-Dries in Heifers	13		75%	78%	88%	19	90%	75%
		493	0.0%	0.0%	2.0%	40	1%	5%
PSC Adults								
BCS at Calving			5.40	5.00	5.16	42	5.00	4.50
Calving to mid point			20	31	17	18	18	25
Cows calved by 6 weeks	332		75%	40%	82%	20	85%	70%
Abortions/Wet-Dries in Cows	32		0.0%	3.6%	1.5%	43	2%	5%
Inductions Total Cows	0		0.0%	0.0%	0.1%	49	5%	10%
Health Problems								
Calving Assists	8	778	17.5%	6.9%	2.9%	43	2%	10%
Twins	2		3.5%	0.0%	1.8%	43		
Retained Cleanings	6		4.2%	2.1%	1.5%	44	2%	5%
Calves Born Dead	6		5.3%	5.2%	3.4%	34	5%	10%
Milk Fever	22		5.3%	2.4%	3.8%	44	2%	5%
Metabolic Disorders	0		0.4%	0.7%	0.4%	0	2%	5%
Other Diseases	0		0.7%	0.0%	0.6%	42	2%	5%
Total Deaths	13		2.5%	1.0%	1.8%	47	2%	5%
Mating Analysis								
PSM								
Cows to mate			23-Oct-16	21-Oct-15				
BCS at mating			273	276	4.59	41	4.50	4.00
Metricure Treated			4.76	4.60	5%	40	3%	10%
Aneostrus Treated			0.4%	0.0%				
Before Mating Start	0		0	0	3%	0		
In First Three Weeks	0		0%	0%	3%	0		
After Three Weeks	0		0%	0%	2%	0		
Total Treated	0		0.0%	0.0%	7%	47	10%	25%
Submission Rate								
Submission Rate 3 Weeks			89%	55%	83%	34	90%	80%
Submission Rate 4 Weeks				68%	91%	20	95%	85%
Bulls Run With Herd								
Bulls Withdrawn			12-Nov-16	07-Dec-15				
			10-Jan-17	10-Jan-16				
Mating Period Weeks			11.4	11.6	11.0	42	12	15
Pregnancy Tested			23-Feb-17	30-Dec-15				
BCS at Lo Point			4.76	4.60	4.39	22	4.5	4
BCS at Dry Off			5.20	4.90	5.05	8	4.5	4
Herd In Calf Rate								
One Week Herd In Calf Rate		515		11%	16%	2	15%	5%
Two Week Herd In Calf Rate				26%	23%	3	31%	21%
Three Week Herd In Calf Rate				39%	44%	12	46%	36%
Four Week Herd In Calf Rate				45%	51%	5	56%	46%
Five Week Herd In Calf Rate				53%	53%	3	66%	56%
Six Week Herd In Calf Rate			69%	59%	69%	26	75%	65%
Seven Week Herd In Calf Rate				66%	72%	4	80%	70%
Eight Week Herd In Calf Rate				76%	73%	3	84%	74%
Nine Week Herd In Calf Rate				79%	79%	8	88%	78%
Ten Week Herd In Calf Rate				81%	88%	4	90%	80%
Eleven Week Herd In Calf Rate			89%	82%	85%	8	92%	82%
Twelve Week Herd In Calf Rate				84%	87%	11	94%	84%
Thirteen Week Herd In Calf Rate						0	95%	85%
Fourteen Week Herd In Calf Rate					88%	2	96%	86%
Fifteen Week Herd In Calf Rate						0	97%	87%
Sixteen Week Herd In Calf Rate						0	98%	88%
Cows Not In Calf		515	11.0%	16.0%	12.5%	31	10%	15%
Mastitis								
Dry Cow Mastitis Incidence								
Calving Mastitis Heifers Day 0-5	0	246	0.0%	0.0%	0.7%		1%	2%
Calving Mastitis Adults Day 0-5	13	39	33.3%	21.4%	4.0%	46	4%	8%
Monthly Mastitis Incidence Day 5+	13	246	5.3%	5.4%	3.2%	42	4%	8%
Monthly Mastitis Incidence Day 5+								
June	0	285	0.0%	0.0%	0.1%	43	1%	2%
July	0	285	0.0%	0.0%	0.4%	43	1%	2%
August	0	285	0.0%	0.0%	1.3%	39	1%	2%
September	2	285	0.7%	2.5%	1.7%	39	1%	2%
October	5	273	1.8%	0.7%	2.1%	34	1%	2%
November	3	273	1.1%	2.1%	1.7%	32	1%	2%
December	1	273	0.4%	1.4%	1.7%	27	1%	2%
January	1	273	0.4%	0.4%	1.3%	27	1%	2%
February	0	273	0.0%	4.0%	0.9%	24	1%	2%
MarX	0	273	0.0%	0.7%	1.2%	20	1%	2%
April	0	273	0.0%	0.4%	1.0%	16	1%	2%
May	1	273	0.4%	0.4%	0.1%	3	1%	2%
Annual Mastitis Incidence	39	285	13.7%	12.1%	12.5%	48	10%	20%
Average BMSCC			111000	127000	158455	44	100000	250000
Lame Cow Interventions								
June	0	285	0.0%	0.0%	0.3%	43	2%	4%
July	0	285	0.0%	0.0%	0.5%	43	2%	4%
August	1	285	0.4%	1.1%	1.3%	38	2%	4%
September	2	285	0.7%	1.8%	1.4%	37	2%	4%
October	2	273	0.7%	1.0%	2.0%	34	2%	4%
November	1	273	0.4%	2.1%	1.9%	32	2%	4%
December	2	273	0.7%	0.0%	1.3%	26	2%	4%
January	0	273	0.0%	0.4%	1.1%	26	2%	4%
February	0	273	0.0%	0.4%	1.0%	22	2%	4%
MarX	0	273	0.0%	0.4%	1.2%	16	2%	4%
April	2	273	0.7%	0.7%	1.1%	11	2%	4%
May	2	273	0.7%	1.4%	0.6%	2	2%	4%
Annual Lame Cows Interventions	12	285	4.2%	9.3%	8.3%	48	15%	25%

Farm Metric	OSP DEMO	Ha	Cow	Milk Solids	
Milk Payout	\$6.00	2115	78	275	165,000
Income					
Milk Income	\$ 990,000	\$ 12,692	\$ 3,600.00	\$ 6.00	
Cull Cows	\$ 60,000	\$ 769	\$ 218.18	\$ 0.36	
Surplus Calves	\$ 7,000	\$ 90	\$ 25.45	\$ 0.04	
Other Income	\$ 1,200	\$ 15	\$ 4.36	\$ 0.01	\$ 0.41
Total Income	\$ 1,058,200	\$ 13,567	\$ 3,848.00	\$ 6.41	
Expenses					
An. Health	\$ 18,000	\$ 231	\$ 65.45	\$ 0.11	
Breeding	\$ 14,000	\$ 179	\$ 50.91	\$ 0.08	
Dairy Shed	\$ 7,000	\$ 90	\$ 25.45	\$ 0.04	
Electricity	\$ 12,000	\$ 154	\$ 43.64	\$ 0.07	
Freight & Sundaries	\$ 3,500	\$ 45	\$ 12.73	\$ 0.02	
Wages	\$ 67,000	\$ 859	\$ 243.64	\$ 0.41	\$ 193.82
Fertilizer Excl N	\$ 19,500	\$ 250	\$ 70.91	\$ 0.12	
Regrassing	\$ -	\$ -	\$ -	\$ -	
Irrigation	\$ 1,500	\$ 19	\$ 5.45	\$ 0.01	
Weed & Pest	\$ 500	\$ 6	\$ 1.82	\$ 0.00	
Vehicles & Fuel	\$ 7,500	\$ 96	\$ 27.27	\$ 0.05	
R & M	\$ 10,000	\$ 128	\$ 36.36	\$ 0.06	
Admn.	\$ 7,000	\$ 90	\$ 25.45	\$ 0.04	
Insurance	\$ 5,000	\$ 64	\$ 18.18	\$ 0.03	
ACC	\$ 2,750	\$ 35	\$ 10.00	\$ 0.02	
Rates	\$ 5,000	\$ 64	\$ 18.18	\$ 0.03	
Lease	\$ -	\$ -	\$ -	\$ -	\$ 753.21
Nitrogen	\$ 21,000	\$ 269	\$ 76.36	\$ 0.13	
Feeds	\$ 222,500	\$ 2,853	\$ 809.09	\$ 1.35	
Grazing	\$ 101,999	\$ 1,308	\$ 370.91	\$ 0.62	
Total FWE Expenses	\$ 525,749	\$ 6,740	\$ 1,911.81	\$ 3.19	
FWE. Excl Feed	\$ 180,250	\$ 2,311	\$ 655.45	\$ 1.09	
Feed Costs N Feeds Grazing	\$ 345,499	\$ 4,429	\$ 1,256.36	\$ 2.09	
FWE. Less Stock Sales	\$ 457,549	\$ 5,866	\$ 1,663.81	\$ 2.77	
Management Imputation	\$ 50,000	\$ 641	\$ 181.82	\$ 0.30	
EBITDA	\$ 482,451	\$ 6,185	\$ 1,754.37	\$ 2.92	
Depreciation	\$ 35,000	\$ 449	\$ 127.27	\$ 0.21	
Cost of Production	\$ 610,749	\$ 7,830	\$ 2,220.91	\$ 3.70	
Financial Costs	\$ 178,000	\$ 2,282	\$ 647.27	\$ 1.08	
Net Profit	\$ 269,451	\$ 3,455	\$ 979.82	\$ 1.63	
Breakeven Milk Price with debt				\$ 4.78	
Debt	\$ 3,230,000.00				
PER kg MS	\$ 19.58				