

Wednesday, 2 March, 2016



Nick Tomsett  
Otautau

Peter Cook  
Oil Seed Products

Dear Nick & Peter

Points:

1. The cows have some through a difficult spring exceptionally well. Condition is good and most importantly rumen fill was excellent.
2. Pre-graze mowing started September and is working very well, good effort here the quality of the pasture is as good as it can be.
3. Suggest you alter the DDG and Hi Starch meals around from a 50/50 mix now as the pasture is very soft, more starch going into the Autumn.
4. Grass silage April 2 kg DM May 3 kg DM.
5. Hold the round at 3.5 ha as you start to graze the mown regrowth from the last round.
6. Milk 2.0 kg MS/day. The three year olds and have some growing to do yet. They should grow about 50-70 kg LWT this season. Current herd average is 483 kg.

**Supplements on hand**

Grass Silage	Stack	94t DM
Hi Starch	\$515 DOF	190t
DDG	\$470 DOF	240t

**Production Target**

2015 150,000 kg MS

**Stock Inventory**

Total cows	276
Milkers	269
Reds	2
Spr 15	56

PO Box 24-132  
Hamilton 3253  
New Zealand

Telephone +64 (7) 858 2224  
Facsimile +64 (7) 858 2294  
E mail: [dps@dairypro.co.nz](mailto:dps@dairypro.co.nz)

Elizabeth A. Dillon  
(0275) 788 899

Sue M. Macky  
(0274) 941 518

Bryan J. McKay  
(0274) 928 211

**Ration**

Effective area	78 ha
Grazing area	78 ha
Rotation	22 days
Pasture demand	54
PGR	50+ kg DM/ha/day

Herd	Milkers
Number	271
Area per day	3.5 ha
Area per cow sqm	129sqm
Pre graze mass	2800
Post graze mass	1600
Harvest	1200
Pasture intake kg DM/d	15.0

Hi Starch Pellet (DM 90%)	2.5
DMI	2.25

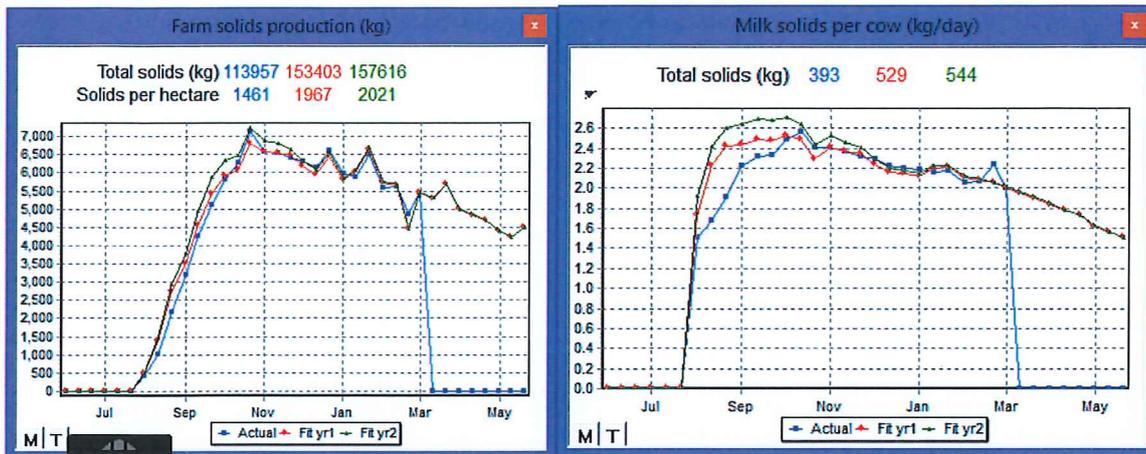
DDG (DM 90%)	2.5
DMI	2.25

Total DMI	19.5
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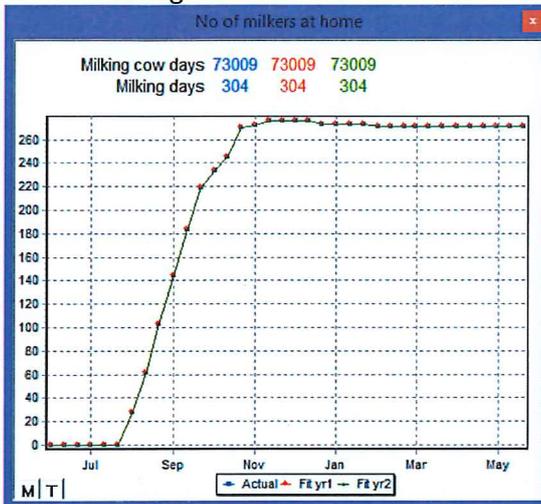
Lime Flour	100g
Salt	40g
MgO	30g

In line	
DairyMin 4	2.5mls
DairyMin Copper	2mls
Pro dairy	5-10mls

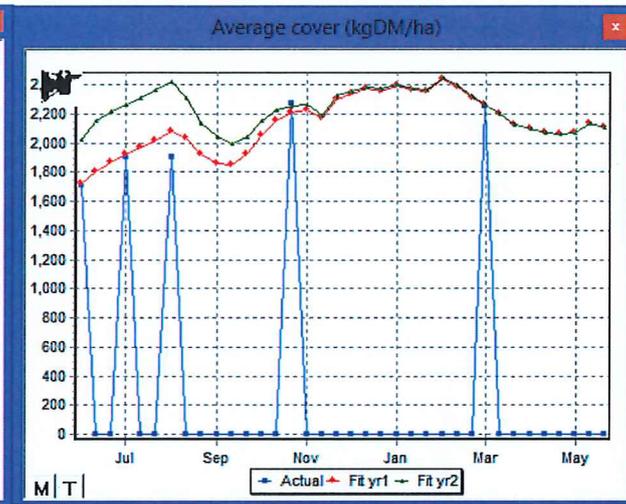
Production Budget for OSP DEMO FARM  
 Blue Actuals to date Red Revised Projections for 2015-16  
 Milk Solids Per Cow



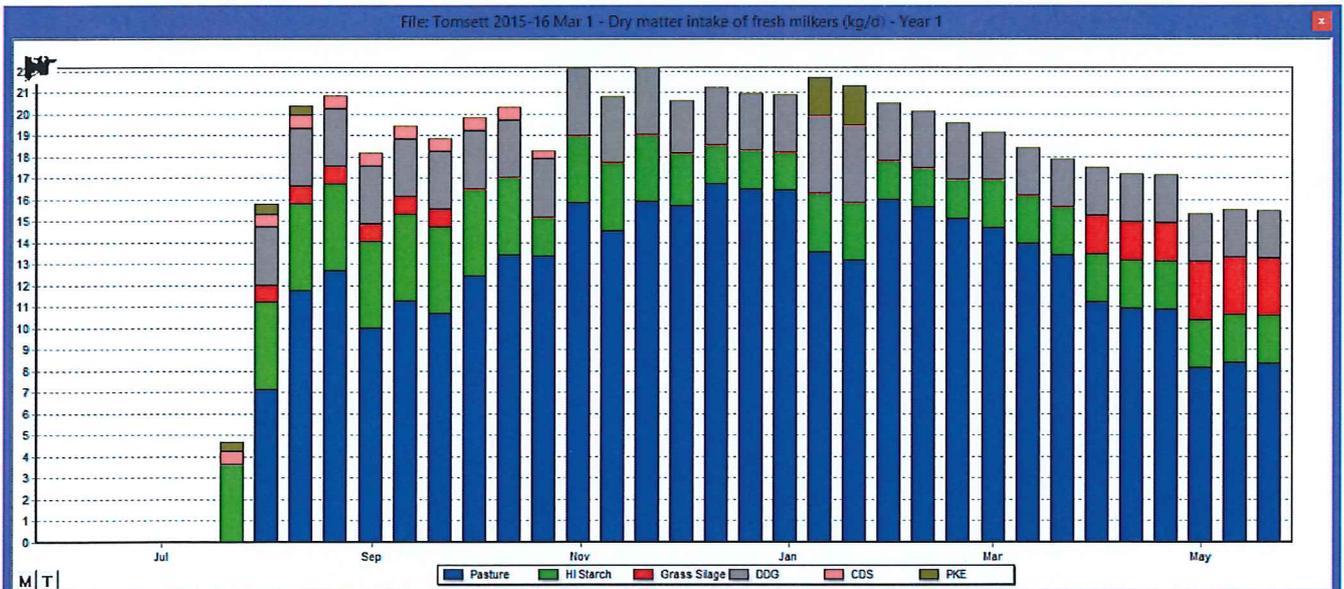
Cows Milking



Predicted Pasture Cover



DMI Milkers 2015-16



## Summary

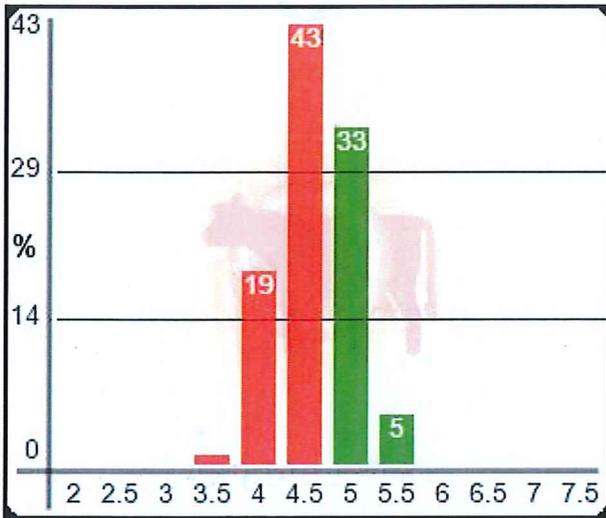
 **otal** | **tt 2015-16 Mar 1-1**

Farm area (ha)	78.0
No of cows	290
Solids (kg)	153403
Dry matter cut (t)	46.0
Nitrogen used	23
\$/kg Solids	4.25
Milk Income	652581
Feed costs	346232
Inc less feed	306349
Variable costs	467246
Gross margin	185335
HI Starch (t)	215
Grass Silage (t)	93
Whole Crop Silage	0
Straw (t)	4
DDG (t)	230
CDS (t)	26
PKE (t)	41
Kale (t)	35

**Current Position**

Cow Condition	Average	3.0	3.5	4.0	4.5	5.0	5.5	6.0
2015								
Aug 1 <sup>st</sup>	5.0							
Oct 21 <sup>st</sup>	4.6		1%	19%	43%	32%	5%	
Mar 3 <sup>rd</sup>	4.7							

Rumen Fill	Average	1.0	2.0	3.0	4.0	5.0
Oct 21 <sup>st</sup>	4.6			2%	36%	62%



**DPS - Milkers OSP DEMO FARM**

Tally **107**      Avg Score **4.61**

**Pasture Cover**

Jun 1 <sup>st</sup> 2015	1710 kg DM/ha	Soil temp 8 degrees
July 10 <sup>th</sup>	1900 kg DM/ha	Soil temp 6 degrees
Aug 1 <sup>st</sup>	1900 kg DM/ha	Soil temp 6.5 degrees
Oct 21 <sup>st</sup>	2275 kg DM/ha	Soil temp 11 degrees
Dec 9 <sup>th</sup>	2300 kg DM/ha	Soil temp
Mar 1 <sup>st</sup>	2250 kg DM/ha	Soil temp 16 degrees

**Historical Dairy**

**2015**

June 1 <sup>st</sup>	140 cows on crop
July 25 <sup>th</sup>	Culled 2 cows Abortions
July 31 <sup>st</sup>	45 cows home
Aug 1 <sup>st</sup>	14 hrs home
Aug 10 <sup>th</sup>	100 cows home
Aug 10 <sup>th</sup>	Culled 3 cows Abortions
Aug 15 <sup>th</sup>	SOA 12t applied
Aug 20 <sup>th</sup>	71 cows off (away until 27 <sup>th</sup> )
Aug 27 <sup>th</sup>	50 lates off (away until Sep 7 <sup>th</sup> )
Sep 15 <sup>th</sup>	Urea 6t
Oct 3 <sup>rd</sup>	R3 338 kg LWT
Oct 10 <sup>th</sup>	Culled 2 cows
Oct 21 <sup>st</sup>	Tail painted herd

Oct 22<sup>nd</sup> PSM 280 cows BCS 4.6  
Oct 25<sup>th</sup> Urea to follow the cows 80 kg/ha  
Nov 1<sup>st</sup> Silage harvested 7 ha Stack brought in 60t DM @ 30c/kg DM covered  
Nov 4<sup>th</sup> Super10 400 kg/ha whole farm 23t  
Nov 9<sup>th</sup> Culled 4 cows  
Dec 4<sup>th</sup> Grazed new grass  
Dec 5<sup>th</sup> Urea following the cows 55 @ kg/ha 72 ha  
Dec 7<sup>th</sup> Bulls into the herd  
Dec 20<sup>th</sup> Culled 3 cows  
Dec 20<sup>th</sup> Wraps taken 50 x 12s off 8 ha  
Jan 10<sup>th</sup> Bulls out  
Jan 15<sup>th</sup> Urea following the cows 80 @ kg/ha 72 ha  
Jan 10<sup>th</sup> PKE 11t  
Jan 31<sup>st</sup> PKE ended  
Feb 1<sup>st</sup> DO 2 cows  
Feb 10<sup>th</sup> Liners changed  
Feb 20<sup>th</sup> DAP 145 kg/ha whole farm (12t)  
Feb 23<sup>rd</sup> Scanned rechecks 16% MT  
Feb 20<sup>th</sup> Herd 493 kg LWT  
Mar 1<sup>st</sup> Herd 483 kg LWT (R3 403 kg LWT)

Any queries please do not hesitate to call me.

Next visit May 2016.

Regards

Bryan McKay  
Dairy Production Systems Ltd

OSP DEMO	Affected	At risk	2015	Average	No. Herds	Target	Trigger
<b>Calving analysis</b>							
Total Cows To Calve			290				
Mature Cow LWT			530				
PSC Heifers	14		01-Aug-15				
Heifer Replacement Rate			4.3%	23%	69	20%	25%
LWT as % Adults			7.4%			90%	80%
Calving to mid point			8	9	31	10	18
Heifers Calved by 4 weeks	10		71%	78%	11	75%	55%
Heifers Calved by 8 weeks	13		93%	92%	9	90%	80%
Abortions/Wet-Dries in Heifers	0		0.0%	0.9%	36	1%	5%
PSC Adults		276	01-Aug-15				
BCS at Calving			5.00			5.00	4.50
Calving to mid point			31	19	12	14	20
Cows calved by 4 weeks	110		49%	51%	5	56%	45%
Cows calved by 8 weeks	231		84%	86%	5	84%	75%
Abortions/Wet-Dries in Cows	10		3.6%	1.0%	49	2%	5%
Inductions Total Cows	0		0.0%	0.1%	51	5%	10%
<b>Health Problems</b>							
Calving Assists	20	290	6.9%	2.6%	53	2%	10%
Twins	0		0.0%	1.5%	52		
Retained Cleanings	6		2.1%	2.0%	52	2%	5%
Calves Born Dead	15		5.2%	4.6%	49	5%	10%
Milk Fever	7		2.4%	3.2%	52	2%	5%
Metabolic Disorders	2		0.7%	1.1%	49	2%	5%
Other Diseases	0		0.0%	0.4%	48	2%	5%
Total Deaths	3		1.0%	1.6%	55	2%	5%
<b>Mating Analysis</b>							
PSM			21-Oct-15				
Cows to mate			276				
BCS at mating			4.60			4.50	4.00
PMH Rate			#DIV/0!		0	75%	50%
Metricure Treated			0.0%	4%	43	3%	10%
<b>Aneostrus Treated</b>							
Before Mating Start	0		0%	5%	49		
In First Three Weeks	0		0%	3%	49		
After Three Weeks	0		0%	2%	47		
Total Treated	0		0.0%	7%	68	10%	25%
<b>Submission Rate</b>							
Submission Rate 3 Weeks			55%	85%	40	90%	80%
Submission Rate 4 Weeks			68%	93%	25	95%	85%
Bulls Run With Herd			07-Dec-15				
Bulls Withdrawn			10-Jan-16				
Mating Period Weeks			11.6	11.1	65	12	15
Pregnancy Tested							
<b>Herd In Calf Rate</b>		276					
One Week Herd In Calf Rate			11%	11%	1	15%	5%
Two Week Herd In Calf Rate			26%	26%	1	31%	21%
Three Week Herd In Calf Rate			39%	48%	6	46%	36%
Four Week Herd In Calf Rate			45%	53%	4	56%	46%
Five Week Herd In Calf Rate			53%	64%	2	66%	56%
Six Week Herd In Calf Rate			59%	72%	23	75%	65%
Seven Week Herd In Calf Rate			68%	81%	4	80%	70%
Eight Week Herd In Calf Rate			76%	78%	2	84%	74%
Nine Week Herd In Calf Rate			79%	83%	4	88%	78%
Ten Week Herd In Calf Rate			81%	87%	4	90%	80%
Eleven Week Herd In Calf Rate			82%	86%	5	92%	82%
Twelve Week Herd In Calf Rate			84%	86%	7	94%	84%
Thirteen Week Herd In Calf Rate				91%	1	95%	85%
Fourteen Week Herd In Calf Rate				93%	1	96%	86%
Fifteen Week Herd In Calf Rate				#DIV/0!	0	97%	87%
Sixteen Week Herd In Calf Rate				#DIV/0!	0	98%	88%
Cows Not In Calf		276	16.0%	12.8%	23	10%	15%
<b>Mastitis</b>							
Dry Cow Mastitis Incidence	0	276	0.0%	0.0%		2%	5%
Calving Mastitis Heifers Day 0-5	3	14	21.4%	4.1%	53	4%	8%
Calving Mastitis Adults Day 0-5	15	276	5.4%	2.3%	53	4%	8%
<b>Monthly Mastitis Incidence Day 5+</b>							
June	0	290	0.0%	0.3%	53	2%	4%
July	0	290	0.0%	0.4%	53	2%	4%
August	0	280	0.0%	1.2%	50	2%	4%
September	7	280	2.5%	1.7%	48	2%	4%
October	2	280	0.7%	1.3%	40	2%	4%
November	6	280	2.1%	1.5%	39	2%	4%
December	4	276	1.4%	1.2%	33	2%	4%
January	1	276	0.4%	1.1%	30	2%	4%
February	11	276	4.0%	1.3%	23	2%	4%
MarX	0	276		0.6%	6	2%	4%
April	0	276		#DIV/0!	0	2%	4%
May	0	276		#DIV/0!	0	2%	4%
Annual Mastitis Incidence		290	16.9%	#DIV/0!	71	12%	25%
<b>Average BMSCC</b>			125000	152981	52	150000	250000
<b>Lame Cow Interventions</b>							
June	0	290	0.0%	0.5%	53	2%	4%
July	0	290	0.0%	0.6%	53	2%	4%
August	3	280	1.1%	1.6%	50	2%	4%
September	5	280	1.8%	2.1%	48	2%	4%
October	4	280	1.4%	1.2%	40	2%	4%
November	6	280	2.1%	1.1%	38	2%	4%
December	0	276	0.0%	0.8%	32	2%	4%
January	1	276	0.4%	1.1%	31	2%	4%
February	1	276	0.4%	1.3%	24	2%	4%
MarX	0	276		0.9%	7	2%	4%
April	0	276		#DIV/0!	0	2%	4%
May	0	276		#DIV/0!	0	2%	4%
Annual Lame Cows Interventions	20	290	6.9%	#DIV/0!	73	15%	25%

Farm Metric	OSP DEMO	Ha	Cow	Milk Solids	Average
			78	280	150,000
Milk Payout	\$4.40	1923	536		
Income					
Milk Income	\$ 660,000	\$ 8,462	\$ 2,357.14	\$ 4.40	
Cull Cows	\$ 50,000	\$ 641	\$ 178.57	\$ 0.33	
Surplus Calves	\$ 10,487	\$ 134	\$ 37.45	\$ 0.07	
Other Income	\$ -	\$ -	\$ -	\$ -	\$ 0.40
Total Income	\$ 720,487	\$ 9,237	\$ 2,573.17	\$ 4.80	\$ 0.81
Expenses					
An. Health	\$ 12,150	\$ 156	\$ 43.39	\$ 0.08	\$ 0.22
Breeding	\$ 10,000	\$ 128	\$ 35.71	\$ 0.07	
Dairy Shed	\$ 7,000	\$ 90	\$ 25.00	\$ 0.05	
Electricity	\$ 10,000	\$ 128	\$ 35.71	\$ 0.07	
Freight & Sundaries	\$ 3,500	\$ 45	\$ 12.50	\$ 0.02	
Wages	\$ 50,000	\$ 641	\$ 178.57	\$ 0.33	\$ 114.87
Fertilizer Excl N	\$ 20,000	\$ 256	\$ 71.43	\$ 0.13	
Regrassing	\$ 13,000	\$ 167	\$ 46.43	\$ 0.09	
Irrigation	\$ 2,000	\$ 26	\$ 7.14	\$ 0.01	
Weed & Pest	\$ 2,350	\$ 30	\$ 8.39	\$ 0.02	
Vehicles & Fuel	\$ 7,500	\$ 96	\$ 26.79	\$ 0.05	
R & M	\$ 15,000	\$ 192	\$ 53.57	\$ 0.10	
Admn.	\$ 7,000	\$ 90	\$ 25.00	\$ 0.05	
Insurance	\$ 5,000	\$ 64	\$ 17.86	\$ 0.03	
ACC	\$ 2,500	\$ 32	\$ 8.93	\$ 0.02	
Rates	\$ 5,000	\$ 64	\$ 17.86	\$ 0.03	
Lease	\$ -	\$ -	\$ -	\$ -	\$ 1,017.31
Nitrogen	\$ 25,000	\$ 321	\$ 89.29	\$ 0.17	
Feeds	\$ 258,549	\$ 3,315	\$ 923.39	\$ 1.72	
Grazing	\$ 46,000	\$ 590	\$ 164.29	\$ 0.31	
Total FWE Expenses	\$ 501,549	\$ 6,430	\$ 1,791.25	\$ 3.34	\$ 3.98
FWE. Excl Feed	\$ 172,000	\$ 2,205	\$ 614.29	\$ 1.15	\$ 2.34
Feed Costs N Feeds Grazing	\$ 329,549	\$ 4,225	\$ 1,176.96	\$ 2.20	\$ 1.64
FWE. Less Stock Sales	\$ 441,062	\$ 5,655	\$ 1,575.22	\$ 2.94	\$ 604.05
Management Imputation	\$ 35,000	\$ 449	\$ 125.00	\$ 0.23	
EBITDA	\$ 183,938	\$ 2,358	\$ 656.92	\$ 1.23	\$ 1,591
Depreciation	\$ 35,000	\$ 449	\$ 125.00	\$ 0.23	
Cost of Production	\$ 571,549	\$ 7,328	\$ 2,041.25	\$ 3.81	
Financial Costs	\$ 180,000	\$ 2,308	\$ 642.86	\$ 1.20	
Net Profit	-\$ 31,062	-\$ 398	-\$ 110.94	-\$ 0.21	
Debt	\$ 3,230,000.00				
PER kg MS	\$ 21.53				