

Wednesday, 9 December, 2015



Nick Tomsett
Otautau

Peter Cook
Oil Seed Products

Dear Nick & Peter

Points:

1. Currently the Meal mix is 2.5 kg of each DDG and Hi Starch.
2. Keep following the cows with N at a lower rate now so 55 kg/ha urea is good.
 - a. Dec 6t
 - b. Jan 6t
 - c. Feb/Mar 6t
3. Continue with the pre-graze mowing, this has you in a strong position for the summer. In fact I see quite a surplus coming up. This will allow you to re-grass more area.
4. Milk currently 2.35 kg MS/day, this is excellent persistence.
5. The mating has not gone to expectation this is not uncommon in herds on their first year of full feeding. They partition to milk and growth with reproduction coming a distant third. So what we see is lower submission rates and good conception rates (currently 71%). Your submission rates are low but due not only to the partitioning issue but also to the very slow drawn out calving spread.
6. They should grow about 50-70 kg LWT this season. Current herd average is 471 kg LWT up from 447 kg LWT last Oct 21st with little change in BCS, so already a 24 kg LWT increase.
7. Wintering off the cows for 35-40 days and then home for 25-28 days before calving.
8. Late cows milking into June.

Supplements on hand

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

Production Target

2015 145,000 kg MS

Stock Inventory

Total cows	276
Milkers	276
Reds	0
Spr 15	56

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Ration

Effective area	78 ha
RE-grassing area	3.5 ha
Grazing area	74.5 ha
Rotation	21 days
Pasture demand	64
PGR	60+ kg DM/ha/day

Herd	Milkers
Number	276
Area per day	3.5 ha
Area per cow sqm	127sqm
Pre graze mass	2900
Post graze mass	1600
Harvest	1300
Pasture intake kg DM/d	16.4

Hi Starch Pellet (DM 90%)	2.5
DMI	2.25

DDG (DM 90%)	2.5
DMI	2.25

Total DMI	20.5
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Lime Flour	100g
Salt	40g
MgO	30g

In line	
DairyMin 4	2.5mls
DairyMin Copper	2mls
Prodairy	5-10mls

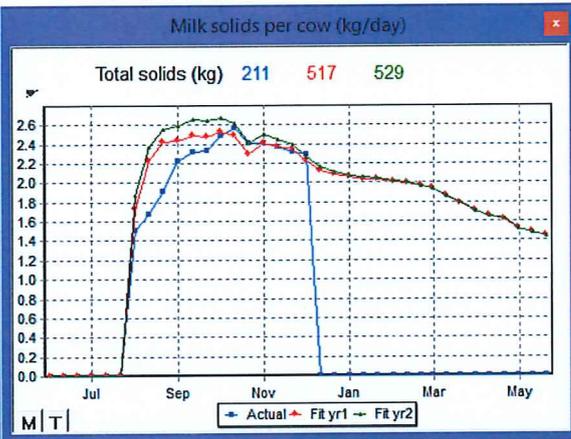
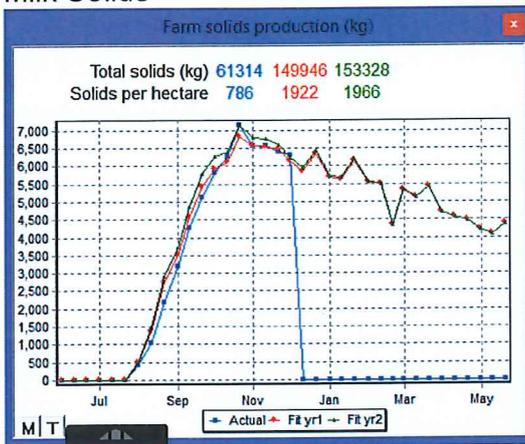
Farm Metric	OSP DEMO	Ha	Cow	Milk Solids		Average
			78	280	145,000	
Milk Payout	\$5.00	1859	518			
Income						
Milk Income	\$ 725,000	\$ 9,295	\$ 2,589.29	\$ 5.00		
Cull Cows	\$ 50,000	\$ 641	\$ 178.57	\$ 0.34		
Surplus Calves	\$ 7,200	\$ 92	\$ 25.71	\$ 0.05		
Other Income	\$ -	\$ -	\$ -	\$ -	\$ 0.39	\$ 0.76
Total Income	\$ 782,200	\$ 10,028	\$ 2,793.57	\$ 5.39		
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	\$ 0.34	\$ 126.61	\$ 0.64
Fertilizer Excl N	\$ 17,500	\$ 224	\$ 62.50	\$ 0.12		
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	\$ -	\$ -	\$ -	\$ -	\$ 985.26	
Nitrogen	\$ 25,000	\$ 321	\$ 89.29	\$ 0.17		
Feeds	\$ 240,000	\$ 3,077	\$ 857.14	\$ 1.66		
Grazing	\$ 60,000	\$ 769	\$ 214.29	\$ 0.41		
Total FWE Expenses	\$ 494,500	\$ 6,340	\$ 1,766.07	\$ 3.41		\$ 3.99
FWE. Excl Feed	\$ 169,500	\$ 2,173	\$ 605.36	\$ 1.17		\$ 2.33
Feed Costs N Feeds Grazing	\$ 325,000	\$ 4,167	\$ 1,160.71	\$ 2.24		\$ 1.66
FWE. Less Stock Sales	\$ 437,300	\$ 5,606	\$ 1,561.79	\$ 3.02		\$ 596.46
Management Imputation	\$ 35,000	\$ 449	\$ 125.00	\$ 0.24		
EBITDA	\$ 252,700	\$ 3,240	\$ 902.50	\$ 1.74		\$ 2,263
Depreciation	\$ 35,000	\$ 449	\$ 125.00	\$ 0.24		
Cost of Production	\$ 564,500	\$ 7,237	\$ 2,016.07	\$ 3.89		
Financial Costs	\$ 180,000	\$ 2,308	\$ 642.86	\$ 1.24		
Net Profit	\$ 37,700	\$ 483	\$ 134.64	\$ 0.26		

Production Budget for OSP DEMO FARM

Blue Actuals to date Red Revised Projections for 2015-16

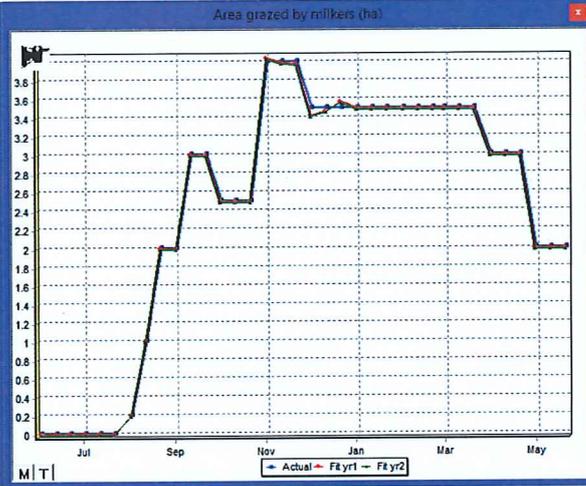
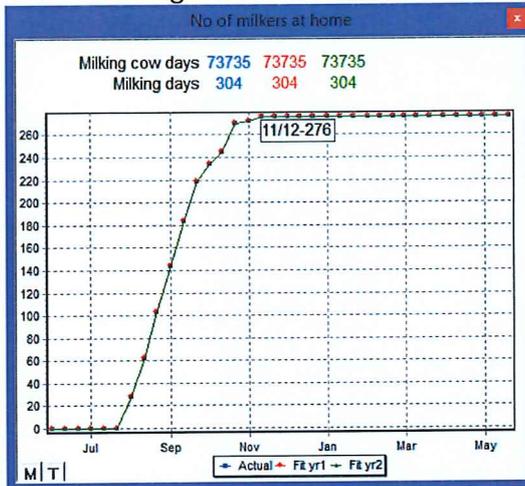
Milk Solids

Per Cow



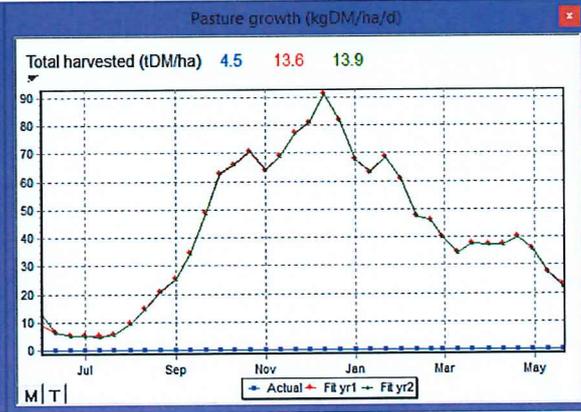
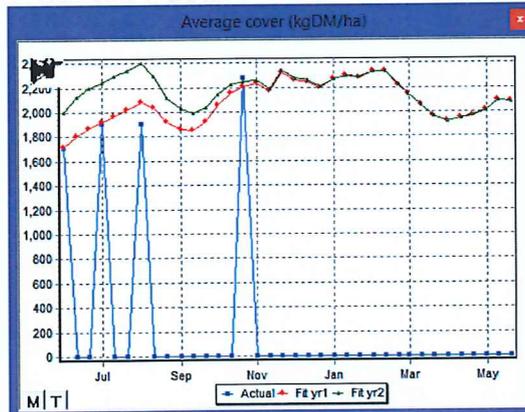
Cows Milking

Area Grazed per day

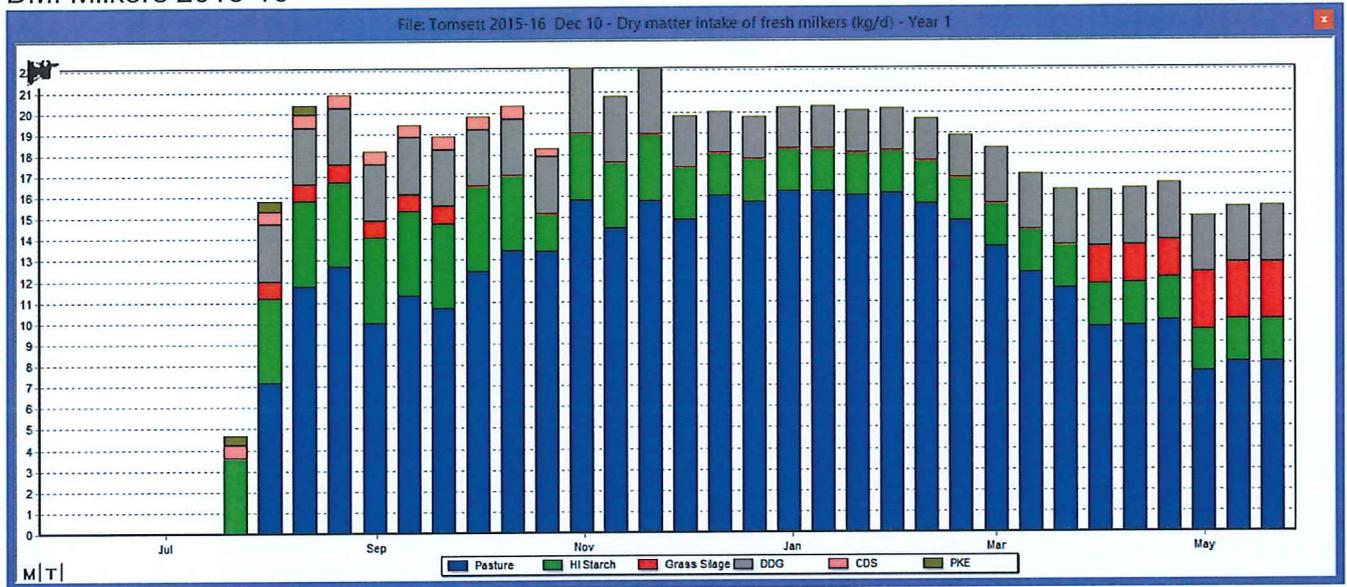


Predicted Pasture Cover

Pasture Growth Rates Assisted



DMI Milkers 2015-16



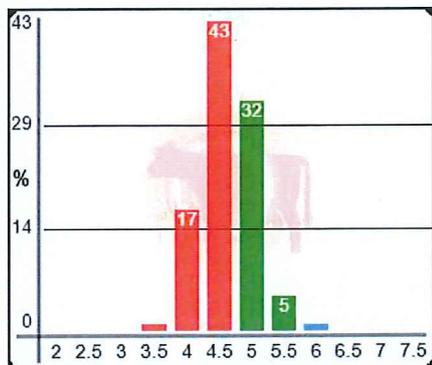
Summary

Total 2015-16 Dec 10-1

Farm area (ha)	78.0
No of cows	290
Solids (kg)	149946
Dry matter cut (t)	68.6
Nitrogen used	22
\$/kg Solids	4.71
Milk Income	705967
Feed costs	328962
Inc less feed	377005
Variable costs	449976
Gross margin	255991
HI Starch (t)	210
Grass Silage (t)	93
Whole Crop Silage	0
Straw (t)	4
DDG (t)	222
CDS (t)	26
PKE (t)	29
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 st	5.0							
Oct 21 st	4.6		1%	19%	43%	32%	5%	
Dec 9 th	4.63		1%	17%	43%	32%	5%	1%



DPS - Milkers OSP DEMO FARM

Tally **75** Avg Score **4.63**

Rumen Fill	Average	1.0	2.0	3.0	4.0	5.0
Oct 21 st	4.6			2%	36%	62%
Dec 9 th	4.7					

Cud Chews
Dec 9th 72% chewing average counts of 50 chews per bolus (excellent)

Faecal Scores	Formed	Watery	Runny	Formed	Shaped	Balls
Dec 9 th	3.16	0	4%	76%	20%	0

Summary cow condition and rumen health is excellent.

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 13 degrees

Historical Dairy 2015

June 1 st	140 cows on crop
July 25 th	Culled 2 cows Abortions
July 31 st	45 cows home
Aug 1 st	14 hrs home
Aug 10 th	100 cows home
Aug 10 th	Culled 3 cows Abortions
Aug 15 th	SOA 12t applied
Aug 20 th	71 cows off (away until 27 th)
Aug 27 th	50 lates off (away until Sep 7 th)
Sep 15 th	Urea 6t
Oct 10 th	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
Dec 7th Bulls into the herd

Any queries please do not hesitate to call me.

Next visit February 2016.

Regards

Bryan McKay
Dairy Production Systems Ltd