

Wednesday, 21 October, 2015



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 3 weeks ago and is working very well, good effort here the quality of the pasture is as good as it can be. Having said this the quality is starting to change and the Milk Urea levels are dipping suggesting the CP is dropping a for-runner to pasture digestibility declining.
3. Suggest you alter the DDG and Hi Starch meals around from a 3/4 mix to a 3/2-2.5 mix to increase the CP.
4. Keep following the cows with N to help with pasture quality.
5. Move the round to 3.5 ha as you start to graze the mown regrowth from the last round.
6. Continue with the pre-graze mowing a client in Waikato reduced FWE last year by 25c/kg by mowing ahead of the cows from Sep until Feb.
7. Milk 2.4 kg MS/day, well done considering most of the herd is three year olds and have some growing to do yet. They should grow about 50-70 kg LWT this season. Current herd average is 447 kg.

Supplements on hand

Grass Silage	Stack	20t DM
Hi Starch	\$515 DOF	190t
DDG	\$470 DOF	240t

Production Target

2015 145,000 kg MS

Stock Inventory

Total cows	280
Milkers	278
Colostrums/Reds	2
Spr 15	56

PO Box 24-132
Hamilton 3253
New Zealand

Ration

Effective area	78 ha	
RE-grassing area	8 ha	
Grazing area	70 ha	
Rotation	28 days	20 days
Pasture demand	50	64
PGR	60+ kg DM/ha/day (SI demo farm 75+)	

Herd	Milkers	Soon
Number	280	280
Area per day	2.5 ha	3.5 ha
Area per cow sqm	93sqm	125sqm
Pre graze mass	2900	2900
Post graze mass	1500	1600
Harvest	1400	1300
Pasture intake kg DM/d	12.5	16.0

Hi Starch Pellet (DM 90%)	4.0	2.0
DMI	3.6	1.8

DDG (DM 90%)	3.0	3.0
DMI	2.7	2.7

CDS (DM 46%)	1.0	1.0
DMI	0.46	0.46

Total DMI	19.3	21.0
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Lime Flour	100g
Salt	40g
MgO	30g

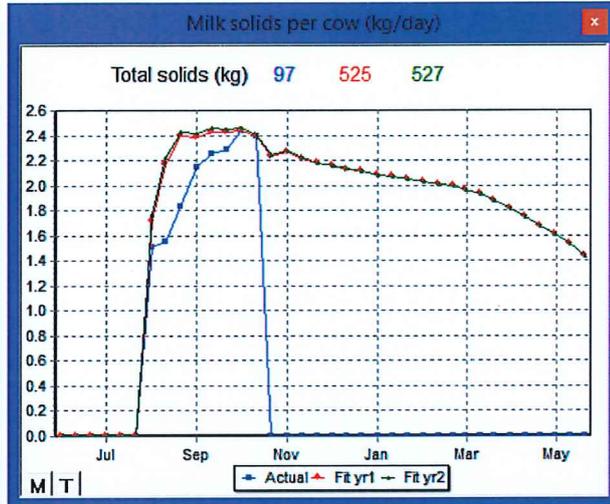
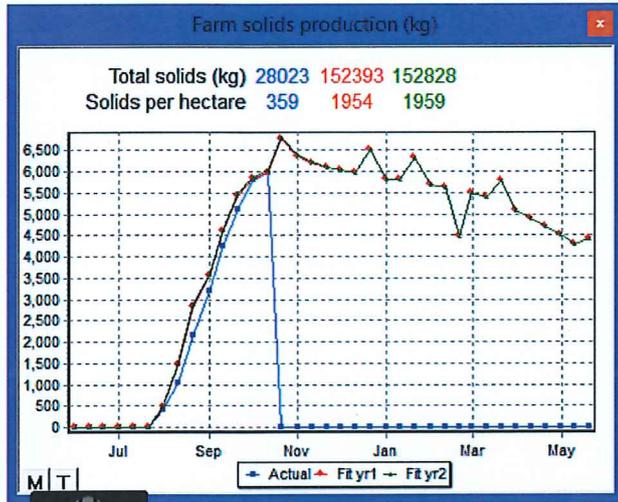
In line	
DairyMin 4	2.5mls
DairyMin Copper	2mls
Prodairy	5-10mls

Production Budget for OSP DEMO FARM

Blue Actuals to date Red Revised Projections for 2015-16

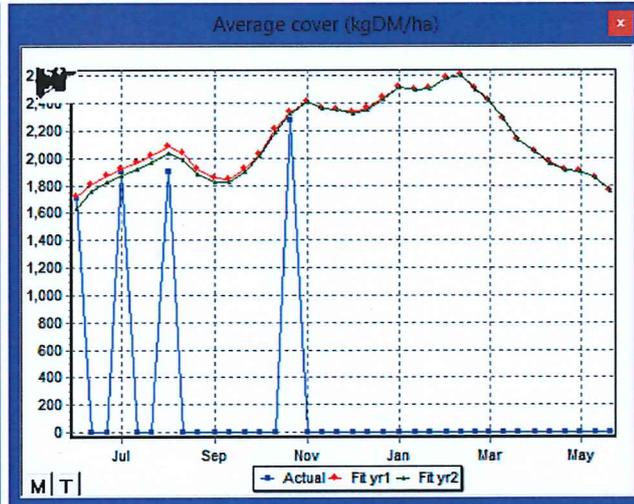
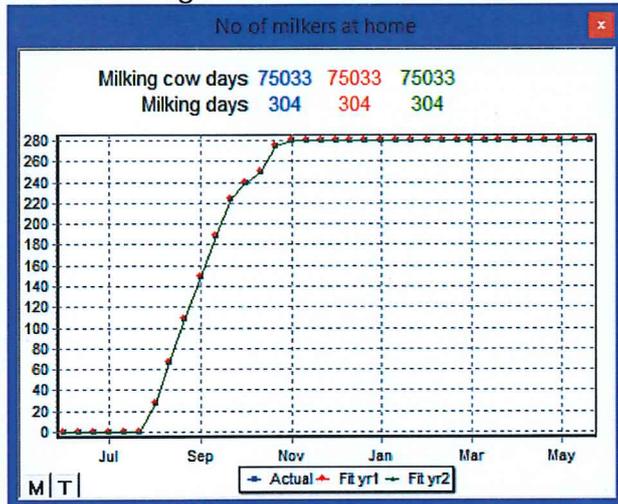
Milk Solids

Per Cow

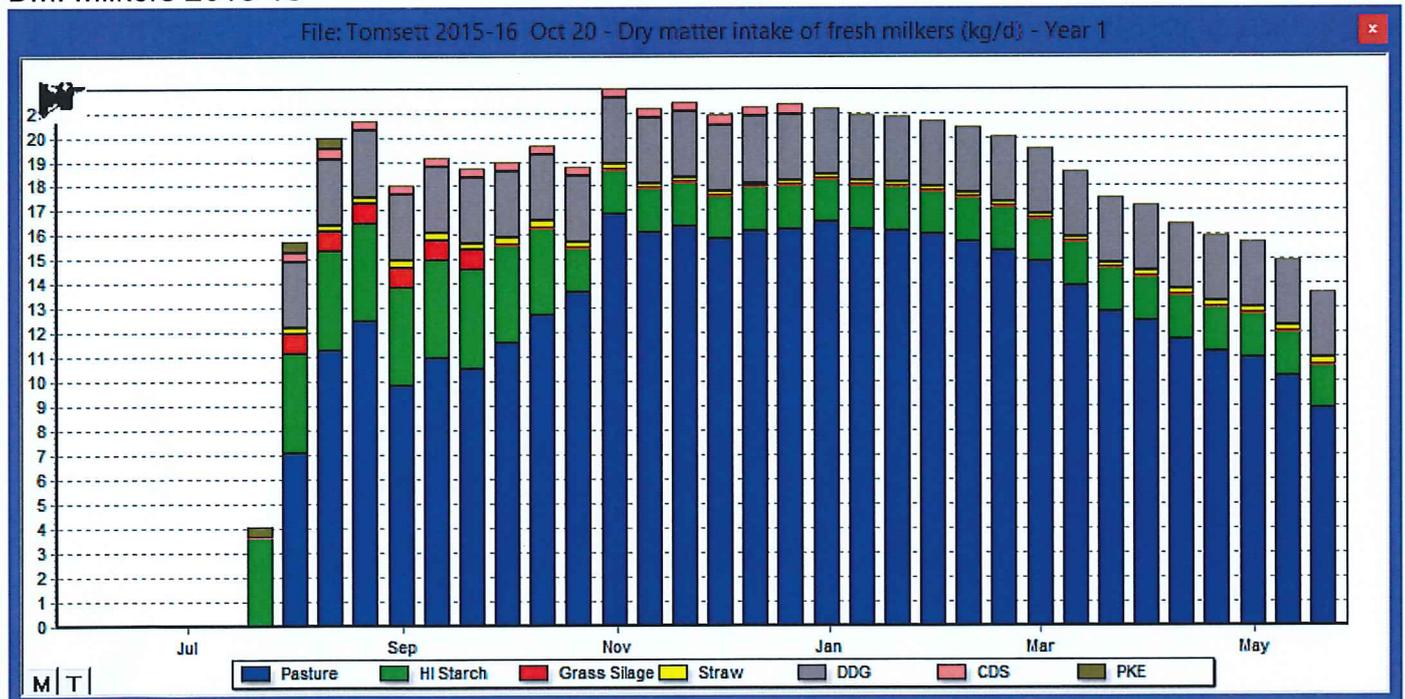


Cows Milking

Predicted Pasture Cover



DMI Milkers 2015-16



Summary

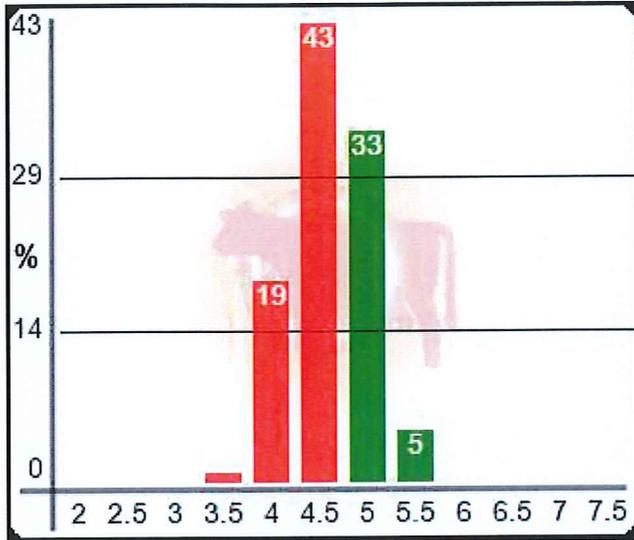
 **total** | 2015-16 Oct 20-1

Farm area (ha)	78.0
No of cows	290
Solids (kg)	152393
Dry matter cut (t)	0.0
Nitrogen used	19
\$/kg Solids	4.67
Milk Income	711524
Feed costs	322626
Inc less feed	388898
Variable costs	443640
Gross margin	267884
HI Starch (t)	188
Grass Silage (t)	51
Whole Crop Silage	0
Straw (t)	23
DDG (t)	238
CDS (t)	35
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%		

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



Score	Tally	%
1	0	0%
2	0	0%
3	1	2%
4	21	36%
5	36	62%

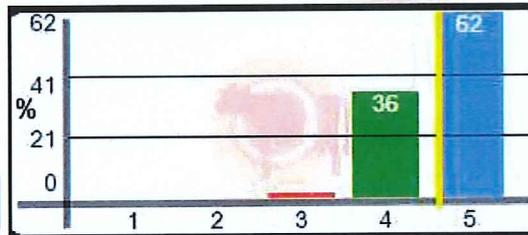
- Empty
- Slabby
- Moderate
- Good Fill
- Very Full

Undo 0

Tally **58** Avg Score **4.60**

DPS - Milkers OSP DEMO FARM

Tally **107** Avg Score **4.61**



Pasture Cover

Jun 1 st 2015	1710 kg DM/ha
July 10 th	1900 kg DM/ha
Aug 1 st	1900 kg DM/ha
Oct 21 st	2275 kg DM/ha

Soil temp 8 degrees
 Soil temp 6 degrees
 Soil temp 6.5 degrees
 Soil temp 11 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 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 4th Super10 400 kg/ha whole farm

Any queries please do not hesitate to call me.

Next visit Dec 2015.

Regards

Bryan McKay
Dairy Production Systems Ltd

Farm Metric	OSP DEMO	Ha	Cow	Milk Solids	Average	
			78	280	145,000	
Milk Payout	\$4.60	1859	518			
Income						
Milk Income	\$ 667,000	\$ 8,551	\$ 2,382.14	\$ 4.60		
Cull Cows	\$ 50,000	\$ 641	\$ 178.57	\$ 0.34		
Surplus Calves	\$ 7,200	\$ 92	\$ 25.71	\$ 0.05		
Other Income	\$ -	\$ -	\$ -	\$ -	\$ 0.39	
Total Income	\$ 724,200	\$ 9,285	\$ 2,586.43	\$ 4.99	\$ 0.74	
Expenses						
An. Health	\$ 12,150	\$ 156	\$ 43.39	\$ 0.08	\$ 0.21	
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	
Fertilizer Excl N	\$ 17,500	\$ 224	\$ 62.50	\$ 0.12	\$ 0.62	
Regrassing	\$ 5,000	\$ 64	\$ 17.86	\$ 0.03		
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	\$ -	\$ -	\$ -	\$ -	\$ 882.69	
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	\$ 486,500	\$ 6,237	\$ 1,737.50	\$ 3.36	\$ 3.95	
FWE. Excl Feed	\$ 161,500	\$ 2,071	\$ 576.79	\$ 1.11	\$ 2.29	
Feed Costs N Feeds Grazing	\$ 325,000	\$ 4,167	\$ 1,160.71	\$ 2.24	\$ 1.66	
FWE. Less Stock Sales	\$ 429,300	\$ 5,504	\$ 1,533.21	\$ 2.96	\$ 3.21	
EBITDA	\$ 237,700	\$ 3,047	\$ 848.93	\$ 1.64	\$ 2,070	
Management Imputation	\$ 35,000	\$ 449	\$ 125.00	\$ 0.24		
Depreciation	\$ 35,000	\$ 449	\$ 125.00	\$ 0.24		
Cost of Production	\$ 556,500	\$ 7,135	\$ 1,987.50	\$ 3.84		
Financial Costs	\$ 180,000	\$ 2,308	\$ 642.86	\$ 1.24		
Net Profit	-\$ 12,300	-\$ 158	-\$ 43.93	-\$ 0.08		