

FOCUS FARM UPDATE

Owners Adolph Mary-Ann Mathis, Tokoroa

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Period 16th-31st December 2009

Current Situation Summary as at 31st December 2009 unless stated otherwise

Key Indicators	Last Year	Expected	Actual	
Grazing Area ha (excludes crop)	98	96	96	4.2ha out for turnips
Stock on hand	309	310	316	Plus 14 carryovers
Cows in vat	298	308	312	2 mastitus, 2 dry
Cow Condition	4.1	4.1	4.05	
Rainfall mm for period	107	74	23	15mm 29/30th
10cm Soil Temperature °C	18.0	18.0	18.0	
Pasture Cover kgDM/ha	2,236	2,205	2,380	
Pasture Growth kgDM/ha/day for period	36	55	58	
Pregraze/Postgraze levels kgDM/ha	2,900/1,600	3,000/1,600	3,000/1,700	
Grazing Rotation days	24	24	24	
% Supplement in diet for period	0%	0%	0%	
Feed Offered - milkers kgDM/cow/day	17.4	17.5	16.0	
Nitrogen applied to date kgN/ha	99	73	112	
Supplement on hand kgDM	106,000	89,000	81,300	24,000kgDM harvested
Daily Milksolids per cow kg	1.75	1.67	1.51	Down 14% on last year
Daily Milksolids per ha kg	5.22	5.14	4.71	Down 10% on last year
Milksolids kg for period	8,418	*9,028	7,886	Down 6.3% on last year
Milksolids Season to date	76,314	*81,188	72,357	Down 5.2% on last year
Somatic Cell Count	150,000	*150,000	69,000	Last 10 days
Cash Operating Surplus/ha to 31 st Dec	+\$1,389	*+\$1,424	+\$1,792	
Expected COS to 31 st May 2010	+\$2,481	*+\$3,012	+\$4,120/ha	

* Original target

- The lack of rainfall for this period has been disappointing however pasture growth has matched that expected probably as a result of good rainfall earlier in the month and optimal soil temperatures.
- The feed wedge below indicates adequate pasture for the next rotation.
- Cow numbers have reduced by two cows. This was less than the ten recommended in the last report. Cows were retained due to an improving pasture cover.
- Cow intake (based on pre minus post grazing levels) has averaged 16 kgDM/cow/day for the period. The cows appear to have voluntarily dropped intake most probably due to the lack of quality pasture on offer. It has been only recently the clover component has improved within the pasture.
- Pasture cover has improved mainly as a result of a lower feed demand.
- Based on measurements there has been a variation in daily intake for the period ranging from 14 to 18 kgDM/cow/day. This corresponds with a variation in milk production ranging from 1.49 to 1.70 kg milksolids/cow/day.
- A total of 12,500 kgDM was harvested from the milking platform. Total supplement on hand is 25,000 kgDM down on last year.
- A further 3 tonne urea was applied at the rate of 70 kg/ha. This was to stimulate the leaf component of the pasture.
- Milk production continues to struggle relative to last year, down 10% on a daily basis and down 5.8% for the season to date. When compared with the other Dairypush farms the Mathis farm

has tracked a very similar pattern to the average indicating climate and the consequent effect on pastures is having an over-riding influence on production.

- The bulk somatic cell count was still running at an excellent level.
- To the end of December the Cash Operating Surplus (COS) was \$368/ha better than budget due to improved income from milk (payout) offset to some extent by increased expenditure. The expenses however are under-stated due to \$220/ha of fertilizer expenditure deferred until January 2010. In reality the Cash Operating Surplus is \$148/ha up on budget. This is expected to improve as the increased payout takes effect from December with the end of season result expected to be \$1,108/ha better than budget.
- Expenses that are well up on budget include bought in feed (palm kernel) and nitrogen. This is an indication of the difficult pasture growing season to date.

Management for the next period to 15th January 2010.

The main aim for the next period will be to:

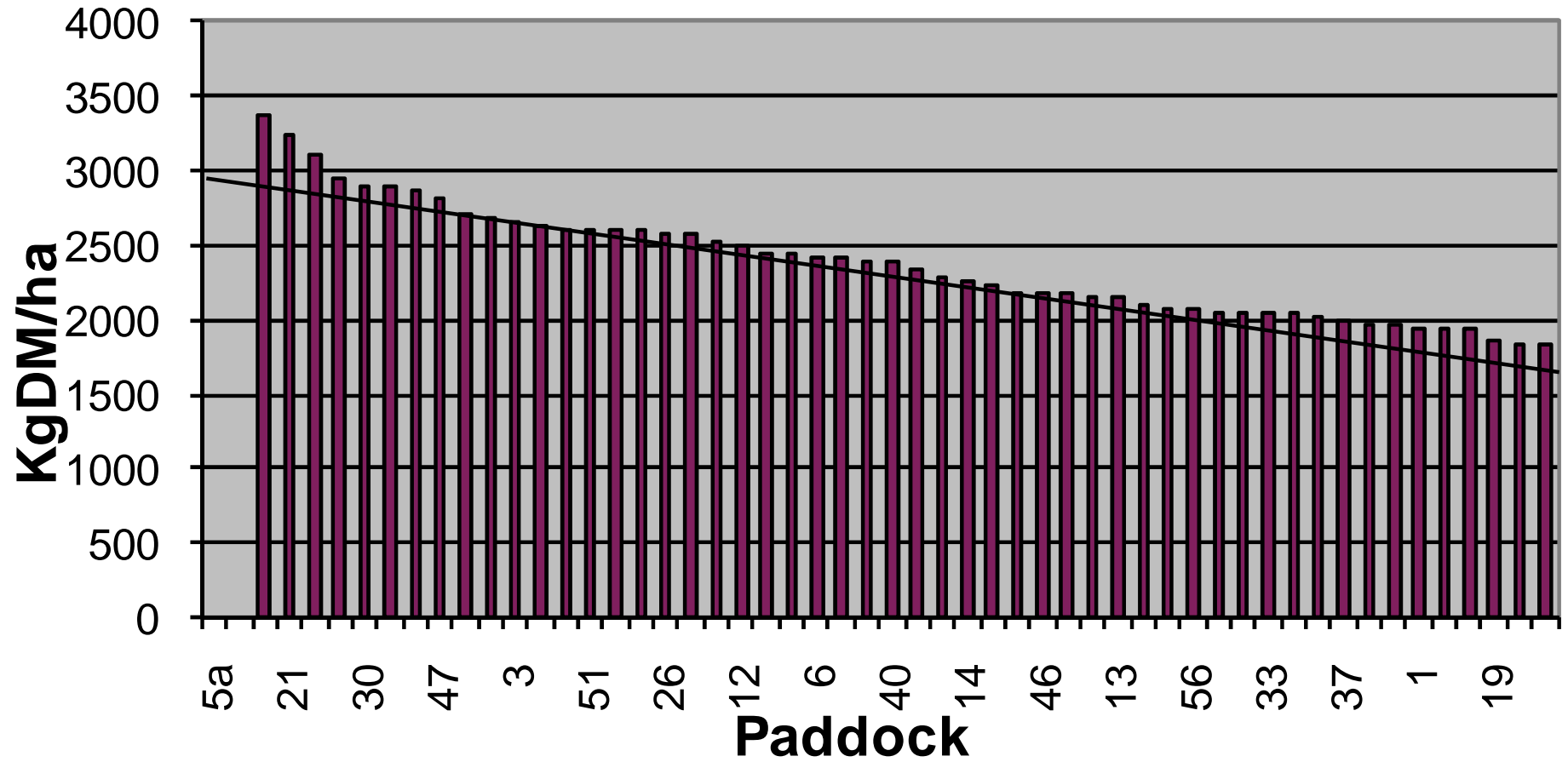
- Identify and sell first cut of cull cows.
- Continue to leave post-graze residuals of 1,600-1,700 kgDM/ha..
- Ensure cows have less variation in intake from one day to the next.
- Remove paddocks exceeding 3,000 kgDM from the grazing rotation.
- Maintain the grazing rotation at around 24-25 days
- Continue to check and treat mastitis.

In the short term

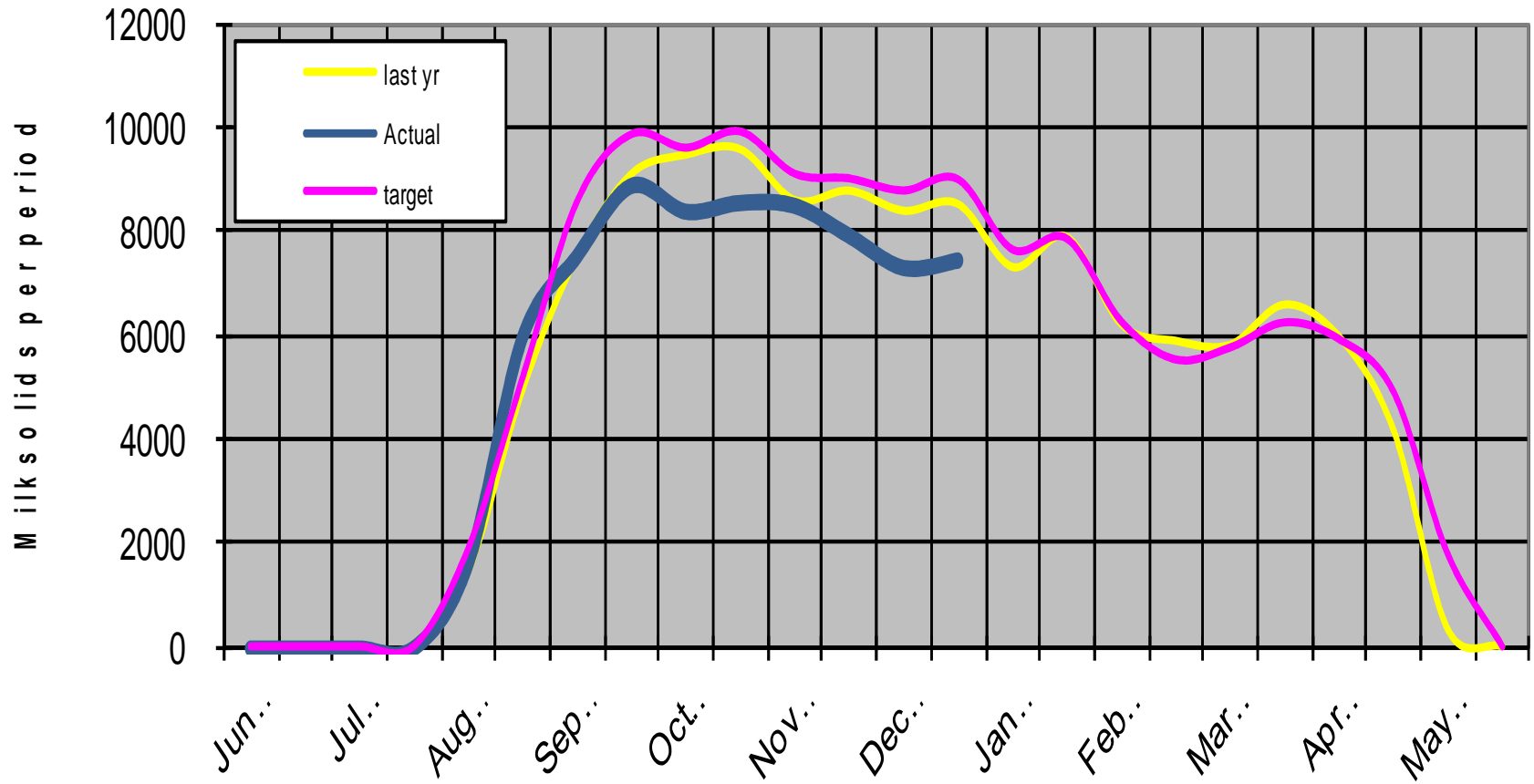
Assuming pasture growth of 50kgDM/ha/day and a cow intake of 18 kgDM/ha over the next period the following management is recommended:-

- Maintain cow numbers over this next period due to an improved feed supply.
- More consistency is required with the cow feeding. Aim for a variation of feed offered to cows of no more than 1-2 kgDM/cow/day
- Continue to close up paddocks in excess of 3,000 kgDM/ha. The feedplan indicates a surplus of around 30,000 kgDM developing by the end of the month.
- Based on pre and post graze levels of 3,000 and 1,600kgDM/ha respectively the milkers should currently receive:
 $316 \text{ cows} \times 17.0 \text{ kgDM/cow/day pasture} = 5,372 \text{ kgDM/day}$ divided by available pasture of 1,400 kgDM/ha (3,000-1,600) = 3.8ha/day = 26 day rotation.
- The revised end of season production target is 123,900 kgMS. This compares with the original target of 131,000.

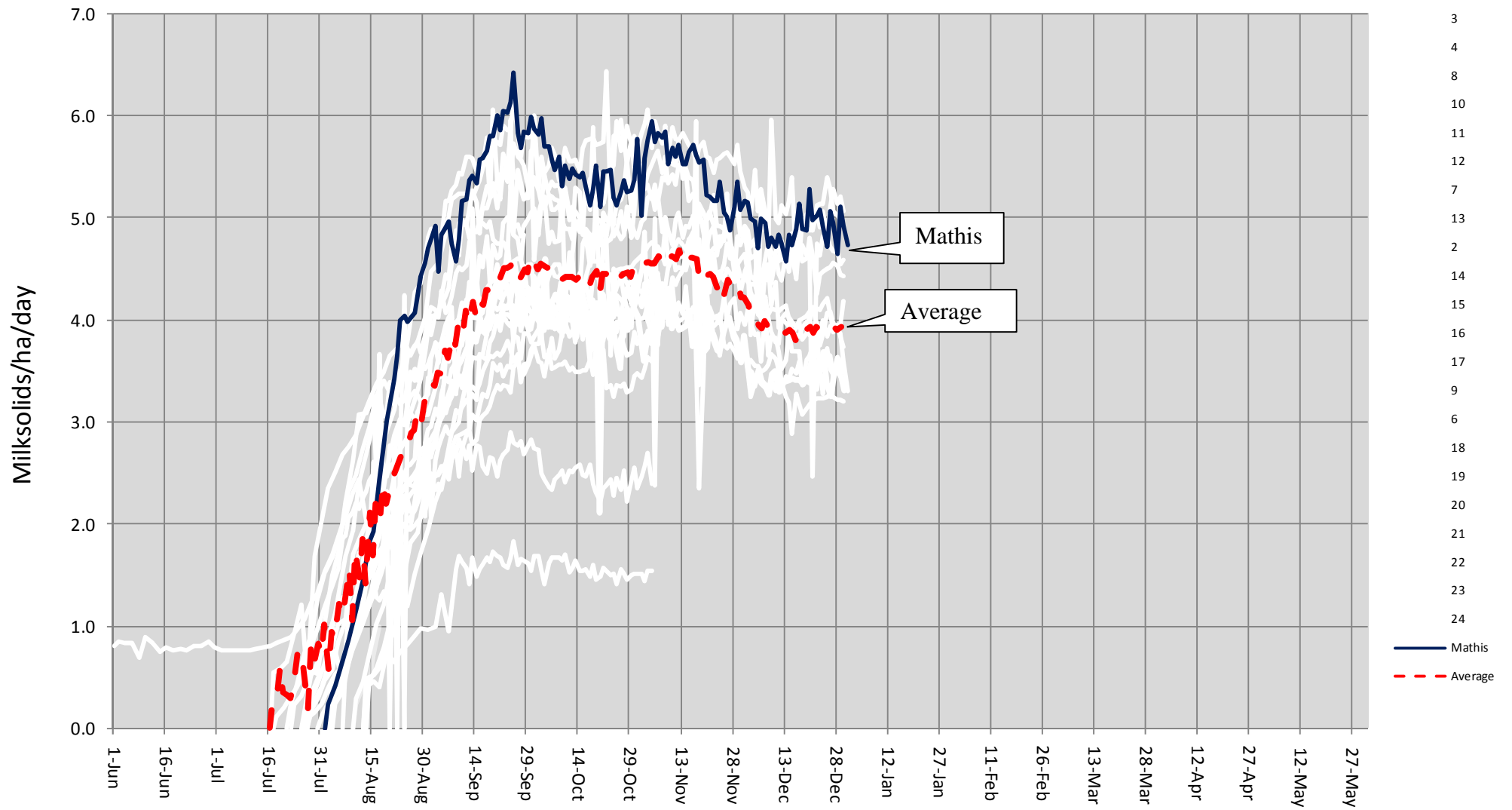
Mathis Pasture Wedge 31/12/09



Mathis Milksolids 2009/10



Dairypush Production Comparison 2009/10 (MS/ha/day)



FEEDPLAN WORKSHEET

Farmer : AP & M Mathis



CALVING SPREAD

CONSULTANT	M.Macintosh	Bgt	Bgt	Bgt	Bgt	Bgt	Bgt	Bgt	Bgt	Bgt	Bgt	
MONTH		JAN 10		FEB 10		MAR 10		APR 10		MAY 10		
DAYS		15	16	14	14	15	16	15	15	15	16	
		Jan 15th	Jan 31st	Feb 15th	Feb 28th	Mar 15th	Mar 31st	Apr 15th	Apr 30th	May 15th	May 31st	
MILKING AREA	No.1	96	96	96	96	96	96	96	96	96	96	
	No.2	0	0	0	0	0	0	0	0	0	0	
TOTAL AREA		96	96	96	96	96	96	96	96	96	96	
MILKERS	number	316	316	300	280	280	280	280	250	100	0	
	intake	17.0	18.0	18.0	18.0	18.0	18.0	18.0	17.5	17.0		
	CS	4.1	4.1	4.1	4.1	4.1	4.1	4.1	4.1	4.2	4.3	
				cull 16	DO 20				DO 30	DO 55		
DRY COWS	number on	14	14	14	20	20	20	20	40	145	245	
	number off				10	10	10	10	10	10	10	
	intake	10.0	10.0	10.0	10.0	10.0	10.0	10.0	10.0	11.0	14.0	
	CS									4.0	4.3	
R 2YR HEIFERS	number on	0	0	0	0	0	0	0	0	0	0	
	number off	77	77	77	77	77	77	77	77	77	77	
	intake	7.0	7.0	7.0	7.0	7.0	7.5	8.0	8.5	9.0	9.5	
R 1YR HEIFERS	number on	0	0	0	0	0	0	0	0	0	0	
	number off	72	72	72	72	72	72	72	72	72	72	
	milk l/day											
	intake	5.0	5.0	5.0	5.0	5.0	5.0	5.5	6.0	6.0	6.0	
PASTURE GROWTH	No.1	50	45	42	40	30	35	40	35	25	20	
	No.2											
AVERAGE PGR (kgDM/ha/day)		50	45	42	40	30	35	40	35	25	20	
										Annual Pasture Growth		12775
SUPPLEMENT (offered)	maize silage bls								1000	400	980	
	grass silage bls		-2000		1120	1120	1120	1120				
	Hay bls											
	Threshed Rye bls											
	Triticale bls											
	PKE t					16.8	17.9	4.2			7.8	
	crop bls		1896	1200								
	nitrogen t					1.0	1.0	1.0	1.0	1.0	0.5	
											167	
FEED COVER	(kgDM/ha)	2379	2235	2231	2190	2112	2130	2168	2158	2169	2202	
											147	
PERIOD MILKSOLIDS	(kg)	7084	7881	6464	5544	5712	6092	5940	5145	1692	0	
			12%		9%		9%		9%		1%	
DAILY MILKSOLIDS	(kg/day)	472	493	462	396	381	381	396	343	113	0	
TOTAL MILKSOLIDS	(kg)	79436	87317	93781	99325	105037	111129	117069	122214	123906	123906	

Mathis Budget Update - Paraonui Farm

	Budget	Budget	Actual	Actual	Diff	Diff
	per ha	per ha	per ha	per ha	per ha	per ha
	Mathis	Your Farm	Mathis	Your Farm	Mathis	Your Farm
2009/10						
Period: 1st June to 31st Dec						
Income						
Milk 08/09	\$1,455		\$1,442		(\$13)	
Milk 09/10	\$1,811		\$2,293		\$482	
Milk Total	\$3,266		\$3,735		\$469	
Stock (total)	\$231		\$174		(\$57)	
Other	\$18		\$41		\$23	
Total Income	\$3,515		\$3,950		\$435	
Expenses						
Wages - permanent	\$392		\$395		(\$3)	
Wages - casual	\$14		\$11		\$3	
Total Wages	\$406		\$406		\$0	
Stock Expenses						
Animal Health	\$280		\$252		\$29	
Breeding	\$90		\$93		(\$3)	
Farm Dairy	\$39		\$75		(\$36)	
Electricity	\$42		\$34		\$8	
Total Stock Expenses	\$451		\$453		(\$2)	
Supplementary feed						
Harvested	\$32		\$25		\$7	
Cropped	\$23		\$42		(\$19)	
Purchased	\$160		\$295		(\$136)	
Calf Feed	\$40		\$36		\$4	
Total supplement Expenses	\$254		\$398		(\$145)	
Grazing and runoff						
Young and Drystock	\$231		\$242		(\$11)	
Winter cow grazing	\$0		\$0		\$0	
Runoff lease	\$0		\$0		\$0	
Total Grazing/Runoff Exps	\$231		\$242		(\$11)	
Other working expenses						
Fertiliser	\$175		\$79		\$96	
Nitrogen	\$123		\$141		(\$18)	
Re-grassing	\$0		\$3		(\$3)	
Weed and pest	\$2		\$6		(\$4)	
Vehicles	\$129		\$81		\$48	
Fuel	\$0		\$0		\$0	
R&M - land and buildings	\$35		\$39		(\$4)	
R&M - plant and equipment	\$35		\$44		(\$9)	
Freight and general	\$12		\$10		\$1	
Total Other FW Expenses	\$511		\$402		\$109	
Overheads						
Administration	\$74		\$85		(\$11)	
Insurance	\$48		\$54		(\$6)	
ACC	\$25		\$23		\$2	
Rates	\$93		\$96		(\$3)	
Total Overheads excl Deprn	\$239		\$257		(\$18)	
Farm Working Expenses	\$2,091		\$2,158		(\$67)	
Cash Operating Surplus	\$1,424		\$1,792		\$368	