

The Dairy Business Report – Tocal Dairy



Department of Primary Industries

SEPTEMBER 2020

Farm area: 130 ha milking platform

A) OPERATING POSITION — DAILY SNAPSHOT

	Units	30/09/2020	31/08/2020
Production			
Milker numbers		294	279
Cows in vat		278	264
kg milks solids/cow/day		2.12	2.13
Litres/cow/day		30.37	29.18
Fat	%	3.86	3.97
Protein	%	3.12	3.32
Average BMCC	'000 cells/ml	70	102
Milk Price:Concentrate Price	cpl:c/kg	1.51	1.38
Grazing and Supplement Feeding			
Grain mix @ \$411/t (incl. additive)	kg as fed	7.0	6.5
Kikuyu silage \$180/tDM	kg DM	-	1.0
Pasture consumption approx.	kgDM/cow/d	14.3	13.9
Area in Rotation	ha	93	110
Grazing Area	ha/24hrs	4.5	4.6
Eat Rate (Pasture consumption rate)	kgDM/ha/d	45.2	35.2
Approx. daily growth rate (irrigated)	kgDM/ha/d	100	62
Leaf emergence rate	days/leaf	8	10
Current rotation length	days	18	24
Total feed cost (incl. pasture)	\$/kgMS	2.37	2.18
Daily Margin Over Supplementary Feed Cost (MOSFC)			
Monthly milk price - ex GST, ex levies	\$/kgMS	8.88	8.96
Monthly milk price - ex GST, ex levies	cpl	62.0	65.30
Income/cow	\$/cow/d	18.83	19.05
Supplementary feed cost (including additives)	\$/cow/d	2.88	3.25
MOSFC/cow (\$/cow/d)	\$/cow/d	15.95	15.80
Net litres/cow/day	L/cow/d	25.7	24.2

COMMENTARY

Margin Over Supplementary Feed Cost (MOSFC) is a very healthy \$15.95/cow/day – this is the amount of money/cow to pay ALL the other costs in the business after supplementary feed costs (grain, additives and fodder) have been paid. This is being supported by excellent average herd production of 2.12kgMS/cow/day (30.4L/cow/d) and good pasture consumption, supplemented with moderate grain in the dairy (7.0 kg including minerals/additives).

B) MONTHLY SUMMARY

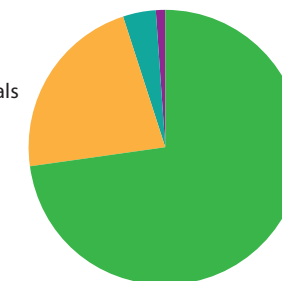
This monthly update provides information on the performance of the farm over the month for milk production, dietary composition (% homegrown feed in diet – our cheapest source of feed), herd structure and pasture management.

I. Monthly milk production summary

Total volume (litres)	254,352
Total solids (kg fat + kg protein)	18,182
Av. BMCC	89

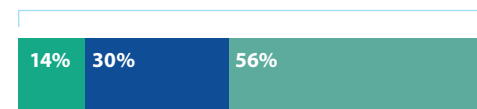
II. Dietary composition

- 73% Pasture
- 22% Conc.
- 4% Protein meals
- 1% Additives
- 0% H.G. Hay



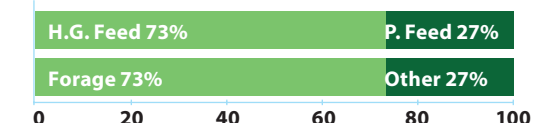
III. Current herd profile — 25/09/2020

Total milkers: 297



<40 DIM 41-150 DIM >150 DIM

Average DIM: 171 (Target 160-180)



IV. Pasture management

Fertiliser	Location	\$/tonne	\$/kgN	App rate (kgN/ha)	N cost (\$/ha)*
Urea	P 2,3,5,7,8,9,10,11, Gully, Tank, DC1-3	591	1.28	36.8	47.28
Easy N (\$/1000L)	Darcy, Pethbridge	591	1.28	46	59.10
Gran-Am	P 4	527	2.57	41	105.40

*NB Doesn't include spreading cost

Irrigation scheduling and moisture profile

Winter rain total – 181.6mm.
Sept rain 34.6mm.

Irrigation scheduling – an average of 79.3mm was applied under the three Centre Pivots for September.

COMMENTARY

The dietary composition chart indicates that there was 73% pasture (homegrown feed) in the herd's diet for the month. This is a key driver of profitability in a pasture-based system due to its lower cost base relative to purchased feed and the opportunity to utilise as much of this as possible must be capitalised on.

Silage season is in full swing with 1113 bales of silage, or 278.3 tDM made across the whole farm. This is a mix of Lucerne/rye, ryegrass and also wheaten silage. Some pit silage was intended to be made but contractor availability made this difficult. SuPerfect (P:K:S) also applied on paddocks with clover.