

The Dairy Business Report – Tocal Dairy

NOVEMBER 2020

Farm area: 130 ha milking platform

A) DAILY SNAPSHOT — OPERATING POSITION

	Units	27/11/2020	30/10/2020
Production			
Milker numbers		280	295
Cows in vat		265	280
kg milks solids/cow/day		1.93	2.05
Litres/cow/day		27.6	28.41
Fat	%	3.83	4.00
Protein	%	3.19	3.22
Average BMCC	'000 cells/ml	111	97
Milk Price:Concentrate Price	cpl:c/kg	1.66	1.43
Grazing and Supplement Feeding			
Grain mix@ \$368/t (incl. additive)	kg as fed	7.3	7.3
Ryegrass silage \$200/tDM	kg DM	7	-
Pasture consumption approx.	kgDM/cow/d	6.9	13.4
Area in Rotation	ha	74	100
Grazing Area	ha/24hrs	5	5.0
Eat Rate (Pasture consumption rate)	kgDM/ha/d	26.2	39.5
Approx. daily growth rate (irrigated)	kgDM/ha/d	30	80
Leaf emergence rate	days/leaf	5	7
Current rotation length	days	16	16
Total feed cost (incl. pasture)	\$/kgMS	2.46	2.51
Daily Margin Over Supplementary Feed Cost (MOSFC)			
Monthly milk price - ex GST, ex levies	\$/kgMS	8.69	8.53
Monthly milk price - ex GST, ex levies	cpl	61	61.6
Income/cow	\$/cow/d	16.81	17.50
Supplementary feed cost (including additives)	\$/cow/d	4.07	3.15
MOSFC/cow	\$/cow/d	12.74	14.35
Net litres/cow/day	L/cow/d	20.9	23.3

COMMENTARY

Margin Over Supplementary Feed Cost (MOSFC) is strong at \$12.74/cow/day. This is down on the previous month despite the reduction in grain mix cost (\$431/t in Oct) due to adding in silage to the diet, slightly lower milk production and milk price – but still very good!

B) MONTHLY SUMMARY

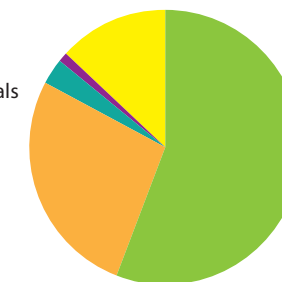
This monthly update provides information on the performance of the farm over the **month** for milk production, dietary composition (% homegrown feed in diet – our cheapest source of feed), herd structure and pasture management.

I. Monthly milk production summary

Total volume (litres)	235,762
Total solids (kg fat + kg protein)	16,828
Av. BMCC	112

II. Dietary composition

- 56% Pasture
- 27% Conc.
- 3% Protein meals
- 1% Additives
- 13% H.G. silage

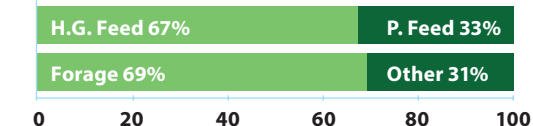


III. Current herd profile — 25/09/2020

Total milkers: 281



Average DIM: 192 (Target 160-180)



IV. Pasture management

Fertiliser	Location	\$/tonne	\$/kgN	App rate (kgN/ha)	N cost (\$/ha)*
Urea 100kg/ha	P1,2,3,4,5,6,9, Tank, Reynolds	629	1.37	46	62.90
Urea 125kg/ha	P10, Dairy Cottage 1,2,3	629	1.37	57.5	78.63
Blend 93930	Mollers & Windmill	800	3.64	44	160.00

*NB Doesn't include spreading cost

Irrigation scheduling and moisture profile

November rainfall = 34.2 mm
Evapotranspiration = 155.6 mm

Irrigation scheduling (Centre Pivots)
– an average of 239.4 mm applied.

COMMENTARY

Sowing - 20 ha of milking platform taken out for corn and 6 ha for Lucerne/chicory. Extreme heat at end of month saw average milk production drop by ~2 litres/cow/day. Dryland country sown to millet and forage sorghum now needing good rain. Ryegrass silage brought into the diet during last week of November.