

The Dairy Business Report – Tocal Dairy



Department of Primary Industries

OCTOBER 2020

Farm area: 130 ha milking platform

A) DAILY SNAPSHOT — OPERATING POSITION

	Units	30/10/2020	30/09/2020
Production			
Milker numbers		295	294
Cows in vat		280	278
kg milks solids/cow/day		2.05	2.12
Litres/cow/day		28.41	30.37
Fat	%	4.00	3.86
Protein	%	3.22	3.12
Average BMCC	'000 cells/ml	97	70
Milk Price:Concentrate Price	cpl:c/kg	1.43	1.51
Grazing and Supplement Feeding			
Grain mix @ \$411/t (incl. additive)	kg as fed	7.3	7.0
Kikuyu silage \$180/tDM	kg DM	-	-
Pasture consumption approx.	kgDM/cow/d	13.4	14.3
Area in Rotation	ha	100	93
Grazing Area	ha/24hrs	5.0	4.5
Eat Rate (Pasture consumption rate)	kgDM/ha/d	39.5	45.2
Approx. daily growth rate (irrigated)	kgDM/ha/d	80	100
Leaf emergence rate	days/leaf	7	8
Current rotation length	days	16	18
Total feed cost (incl. pasture)	\$/kgMS	2.51	2.37
Daily Margin Over Supplementary Feed Cost (MOSFC)			
Monthly milk price - ex GST, ex levies	\$/kgMS	8.53	8.88
Monthly milk price - ex GST, ex levies	cpl	61.6	62.0
Income/cow	\$/cow/d	17.50	18.83
Supplementary feed cost (including additives)	\$/cow/d	3.15	2.88
MOSFC/cow (\$/cow/d)	\$/cow/d	14.35	15.95
Net litres/cow/day	L/cow/d	23.3	25.7

COMMENTARY

Margin Over Supplementary Feed Cost (MOSFC) is a very healthy \$14.35/cow/day. Slightly down on the same time in September partly due to slight increase in feed cost and slightly lower milk production and price – but still very good! This is being supported by excellent average herd production of 2.05kgMS/cow/day (28.4L/cow/d) and good pasture consumption, supplemented with moderate grain in the dairy (7.3 kg including minerals/additives).

B) MONTHLY SUMMARY

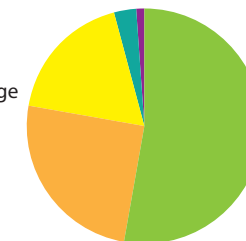
This monthly update provides information on the performance of the farm over the month for milk production, dietary composition (% homegrown feed in diet – our cheapest source of feed), herd structure and pasture management.

I. Monthly milk production summary

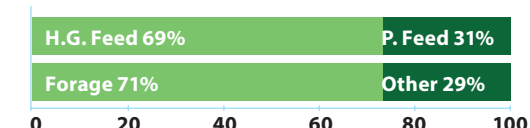
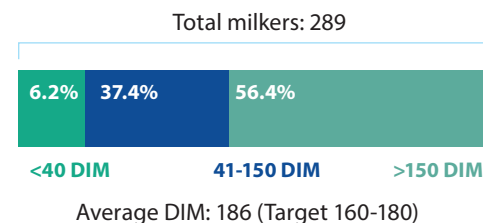
Total volume (litres)	249,723
Total solids (kg fat + kg protein)	17,777
Av. BMCC	80

II. Dietary composition

- 53% Pasture
- 25% Conc.
- 18% HG pasture silage
- 3% Protein meals
- 1% Additives



III. Current herd profile



IV. Pasture management

Fertiliser	Location	\$/tonne	\$/kgN	App rate (kgN/ha)	N cost (\$/ha)*
Urea-80kg/ha	P 1,3,4,5,6,7,8, Tank	627	1.36	36.8	50.16
Urea-100kg/ha	P 9, Dairy Cottage 1-3	627	1.36	46	62.70
Urea-125kg/ha	P 11, Gully, Crop Nth&Sth	627	1.36	57.5	78.38

*NB Doesn't include spreading cost

Irrigation scheduling and moisture profile

October rainfall = 129.8 mm
Evapotranspiration = 116.7 mm



Irrigation scheduling (Centre Pivots) – an average of 185.5mm applied. Very dry 1st half of month.

COMMENTARY

The dietary composition indicates that there was 71% homegrown feed (pasture + silage) 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. 69% of the milk produced was from homegrown feed.

Early October started to dry off before decent rain at the end of the month. Plan is to start sowing corn on the 16th November – so hoping it is not too wet over the next week!"