

The Dairy Business Report – Tocal Dairy



Department of Primary Industries

OCTOBER 2021

Farm area: 130 ha milking platform

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A) DAILY SNAPSHOT — OPERATING POSITION

| | Units | 25/10/2021 | 30/09/2021 |
|--|---------------|--------------|--------------|
| Production | | | |
| Milker numbers | | 308 | 310 |
| Cows in vat | | 297 | 292 |
| kg milks solids/cow/day | | 2.12 | 2.21 |
| Litres/cow/day | | 30.26 | 32.53 |
| Fat | % | 3.86 | 3.57 |
| Protein | % | 3.16 | 3.23 |
| Average BMCC | '000 cells/ml | 135 | 90 |
| Milk Price:Concentrate Price | cpl:c/kg | 1.59 | 1.62 |
| Grazing and Supplement Feeding | | | |
| Grain mix @ \$392/t for month (incl. additive) | kg as fed | 9 | 9.0 |
| Silage \$193/tDM | kg DM | 0 | 0 |
| Pasture consumption approx. | kgDM/cow/d | 14.1 | 13.9 |
| Area in Rotation | ha | 85 | 80 |
| Grazing Area | ha/24hrs | 4 | 3.5 |
| Eat Rate (Pasture consumption rate) | kgDM/ha/d | 50.9 | 53.7 |
| Approx.daily growth rate (irrigated) | kgDM/ha/d | 61 | 95 |
| Leaf emergence rate | days/leaf | 7 | 8 |
| Current rotation length | days | 21 | 23 |
| Total Feed Cost (incl. pasture) | \$/kgMS | 2.84 | 2.69 |
| Daily Margin Over Supplementary Feed Cost (MOSFC) | | | |
| Monthly milk price - ex GST, ex levies | \$/kgMS | 8.97 | 9.41 |
| Monthly milk price - ex GST, ex levies | cpl | 62.1 | 64.0 |
| Income/cow | \$/cow/d | 18.79 | 20.82 |
| Supplementary feed cost (including additives) | \$/cow/d | 3.51 | 3.53 |
| MOSFC (Margin Over Supplementary Feed Cost) | \$/cow/d | 15.28 | 17.29 |
| MOTFC (Margin Over Total Feed Cost) | \$/cow/d | 12.75 | 14.79 |
| Net litres (litres milk from pasture) | L/cow/d | 24.6 | 27.0 |

COMMENTARY

Margin Over Supplementary Feed Cost (MOSFC) has dropped back by about \$2.00/cow/day this month to \$15.28/cow/day as a result of numerous factors. On the surface, income per cow per day has dropped by a similar amount, but it isn't just due to the lower milk price. Production per cow is still strong, both on a solids and litre basis, but it has slipped from last month. This is a reflection of a number of things including the time of year and what is happening in the paddock with the pasture. Our ryegrass production is starting to decline, and the kikuyu pastures are becoming more productive, as is reflected in the estimated pasture growth rate. Again, no conserved fodder in the diet on this day, with the cow's diet being Spring pasture and 7.0 kg barley, 1.0 kg canola plus additives.

B) MONTHLY SUMMARY

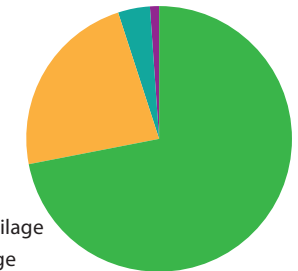
This monthly update provides information on the performance of the farm over the month for milk production, dietary composition (% homegrown feed in diet – our cheapest source of feed), herd structure and pasture management.

I. Monthly milk production summary

| | |
|------------------------------------|---------|
| Total volume (litres) | 280,134 |
| Total solids (kg fat + kg protein) | 19,413 |
| Av. BMCC | 109 |

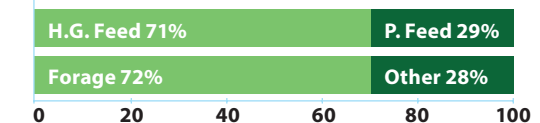
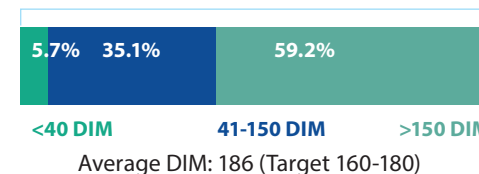
II. Dietary composition

- 72% Pasture
- 23% Conc.
- 4% Protein meals
- 1% Additives
- 0% H.G. pasture silage
- 0% H.G. crop silage



III. Herd structure:

Total milkers: 299



IV. Pasture management

| Fertiliser | Location | \$/tonne | \$/kgN | App rate (kgN/ha) | N cost (\$/ha)* |
|---------------|----------------|----------|--------|-------------------|-----------------|
| Urea-125kg/ha | Dairy Platform | 1144 | 2.49 | 57.5 | 143.00 |
| Urea-125kg/ha | Support Areas | 1144 | 2.49 | 57.5 | 143.00 |

*NB Doesn't include spreading cost

Irrigation scheduling and moisture profile

October: rainfall = 86.6 mm, evapotranspiration = 141.4mm (av 4.6 mm/day, range 1.3 – 6.2 mm/d).

Irrigation scheduling (Centre Pivots) – 72 mm.

COMMENTARY

A very cool month which was great for the cows and ryegrass production. Conserved 350 tonnes ryegrass pit silage plus 300 round bales. This year is the first time Tocal dairy has held average production per cow per day at 30 litres or higher for 5 consecutive months.