

# The Dairy Business Report – Tocal Dairy



Department of Primary Industries

**AUGUST 2020**

Farm area: 130 ha milking platform

## A) DAILY SNAPSHOT — OPERATING POSITION

	31/08/2020	31/07/2020
<b>Production</b>		
Milker numbers	279	-
Cows in vat	264	254
kg milks solids/cow/day	2.13	2.03
Litres/cow/day	29.18	27.91
Fat %	3.97	4
Protein %	3.32	3.28
BMCC (daily)	102	132
Milk Price (cpl) : Concentrate Price(c/kg)	1.38	1.58
<b>Grazing and Supplement Feeding</b>		
Grain mix @ \$472/t as fed (incl. additive)	6.5	7.0
Kikuyu silage \$180/tDM	1.0	2.8
Pasture consumption (kgDM/cow/d) approx.	13.9	10.8
Area in rotation (ha)	110	120
Grazing area (ha per 24hrs)	4.6	3.5
Est. Pasture Utilisation Rate (kgDM/ha/d)	35.2	23
Approximate daily growth rate (kgDM/ha/d)	42	28
Leaf emergence rate (days per leaf)	10	-
Current rotation length (days)	24	-
Total feed cost (\$)/kgMS (incl. pasture)	2.18	2.59
<b>Daily Margin Over Supplementary Feed Cost (MOSFC)</b>		
Monthly milk price (\$/kgMS)	8.96	9.79
Monthly milk price (cpl)	65.30	71.30
Income/cow	19.05	19.90
Supplementary feed cost \$/cow (including additives) (as fed)	3.25	3.66
<b>MOSFC/cow (\$/cow/d)</b>	<b>15.81</b>	<b>16.24</b>
<b>Net litres/cow/day</b>	<b>24.2</b>	<b>22.8</b>

## COMMENTARY

Margin Over Supplementary Feed Cost (MOSFC) is a very healthy \$15.81/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 2.13kgMS/day (29.18L) and good pasture consumption, supplemented with moderate grain in the dairy (6.5kg including minerals).

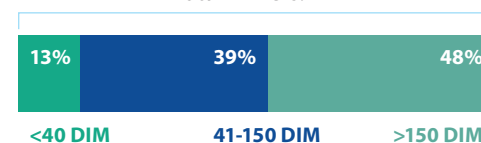
## B) MONTHLY SUMMARY

### I. Monthly milk production summary

Total volume (litres)	220,292
Total solids (kg fat + kg protein)	16,037
Av. BMCC	107

### III. Current herd profile — 21/08/2020

Total milkers: 274



Average DIM: 172 (Target 160-180)

### IV. Pasture management

Fertiliser	Location	\$/tonne	\$/kgN	App rate (kgN/ha)	N cost (\$/ha)*
Urea	Mollers	641	1.39	46	64.10
Easy N (\$/1000L)	Dairy Cottage 1, 2, 3 Crop Sth, Darcy, Tank Pad 2, 3, 4, 6, 9	1054.5	2.48	29.75	73.82
Gran-Am	Gully, Glebe, Pad 10	523	2.55	41	104.60

\*NB Doesn't include spreading cost

### Irrigation scheduling and moisture profile

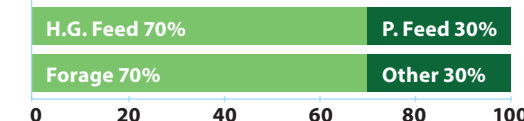
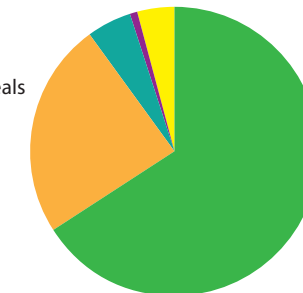
Soil moisture profile described as full!  
Winter rain has been plentiful –  
June 53.2 mm, July 105.2mm and August  
23.2mm to date.



Irrigation scheduling – zero mm/day

### II. Dietary composition (August)

- 66% Pasture
- 24% Conc.
- 5% Protein meals
- 1% Additives
- 4% H.G. Hay



## COMMENTARY

The dietary composition chart indicates that there was 70% pasture (homegrown feed) in the herd's diet for the month. At this time of year and going forward into spring the aim will be to hold this high level – directly grazed homegrown feed being the cheapest source of feed in the cow's diet. This is a key driver of profitability in a pasture-based system and the opportunity to utilise as much of this as possible must be capitalised on.