



LUDF FOCUS DAY

28 SEPTEMBER 2022

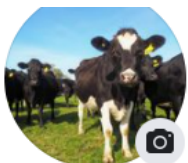
LUDF Spring Update

- Season to Date
- Milking 10 in 7 from day one this season.
- Managing spring with 10 in 7.
- 2021/22 Season results with 10 in 7 from day one.
- 2020/21 Season financial results & 2021/22 Season budget.

Presentations from Guest Speakers:

- **Ryan Luckman – Vet Centre 111, Waimate.** Learning from Nutrition, Pasture Quality and Activity for Mating. *What to monitor and tips for dealing with these challenges to improve Repro performance.*
- **Paul Bird – Dairy NZ.** How Resilient are our Dairy Farm Businesses? *Financial trends, profit targets and management strategies to cope with unpredictability!*
- **Nicole Mesman – Lumen & Jeremy Savage – Macfarlane Rural Business.** Greenhouse Gas Emissions *What are the potential implications for farmers, and what tools do we have now to prepare?*
- **Trish Fraser – Plant & Food Research & Kate Fransen – Dairy NZ.** Research Updates on the Properties of Plantain. *An update on the environmental benefits of grazing Plantain.*

Lunch Sponsored by:



Lincoln University Dairy Farm (LUDF)

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Speakers & Contents

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Jeremy Savage, *Macfarlane Rural Business*

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SPEAKERS' PRESENTATIONS

Learning from Nutrition, Pasture Quality and Activity for Mating **Ryan Luckman – Vet Centre 111, Waimate**

How Resilient are our Dairy Farm Businesses? **Paul Bird – Dairy NZ**

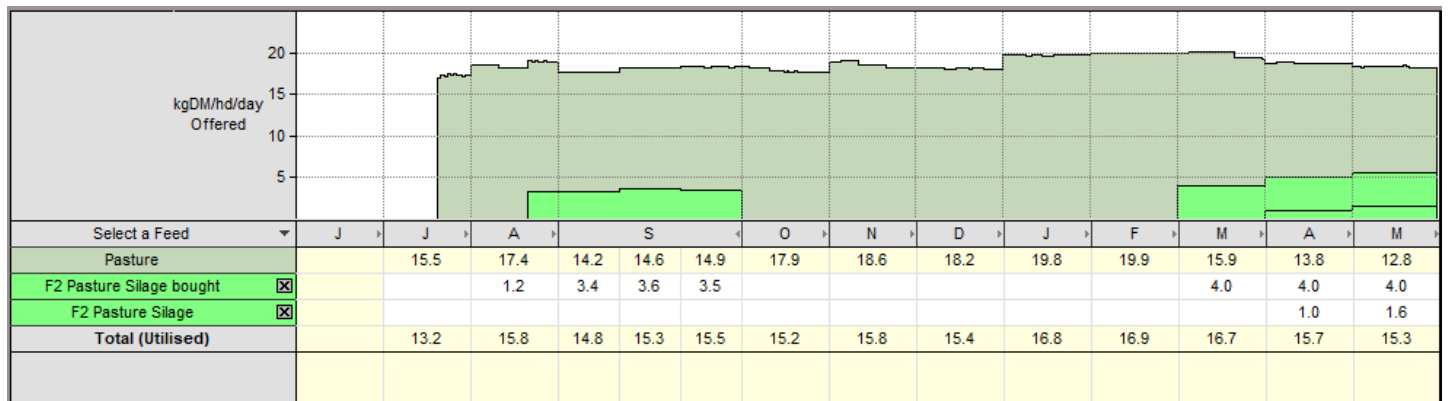
Greenhouse Gas Emissions **Nicole Mesman – Lumen & Jeremy Savage – Macfarlane Rural Business**

Research Updates on the Properties of Plantain **Trish Fraser – Plant & Food Research & Kate Fransen – Dairy NZ**

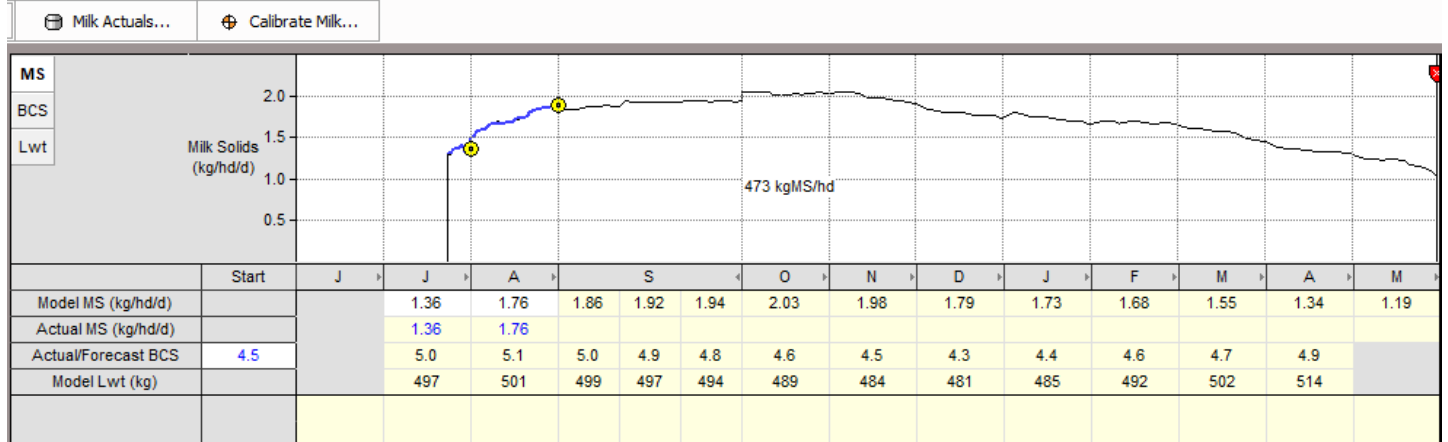
LUDF Spring 2022 Update

Pasture, Feeding & Milk Production

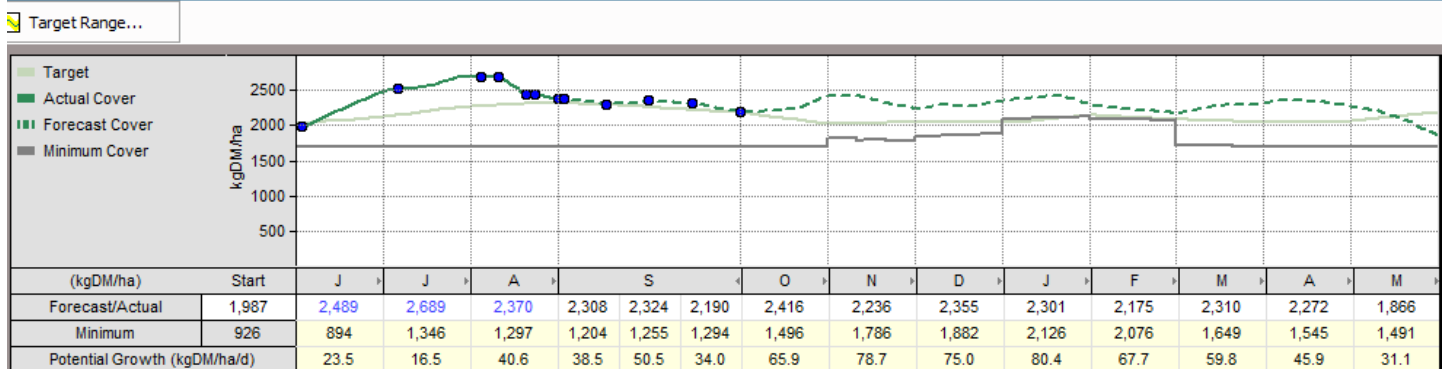
- 1st round finished approx. 14th September Had to feed 7 kgDM/cow silage at the end of the 1st round to push it out. The cover was a bit tight like most of Canterbury. Had to feed 3.7 kgDM/cow of silage in September (14-21st Sept).
- Tough spring – multiple calf pick-ups needed. Needed DNA as cow tags were hard to spot.
- Had a bit more grass on dairy support land – dryland grew well.
- Used less silage on springers.
- Progibb was used this spring to boost grass growth. Appeared to work very well.



Production for Cows at home



Pasture Cover for LUDF DSM



Stock Reconciliation

Wintered	566 cows (did cull for Johnes positive cows – 8).
Peak Milk	542
Winter losses	24 (4.2 %. Normally 2% LUDF)

Where losses came from:

Slips + Cull MT	5 cull +1 on farm.
Deaths – winter	4
Deaths – Spring	6
Pet Food	8 (5 with calving Issues)

Winter Losses

2%	=	great result. Low disease, good transition etc.
3%	=	average / acceptable
4%	=	Look for disease issues, cows identified as calved?
5%+	=	Getting too high. May have disease on the farm (Johnes / BVD). Need to survey as above done on LUDF to confirm what is causing problems.

Calving issues resulted in 8 cows leaving LUDF this season.

Calves:

AB Calves	151
Beef Calves to Sell	74
Late beef	5

October Feed Budget & Grazing Rules:

- 542 cows on 162 Ha = 3.35 cows/HA
- @ 2.1 kgMS/cow. Demand = 19.6 kgDM/cow (Feed quality high @ 12.6 MJME)
- Residual = 1,600 kgDM/HA for high performing cows.
- Demand = 65 kgDM/HA.
- Pasture required = demand X round length.
- Fastest Round = 23 days = 1,500 + 1,600 = 3,100 pre grazing (if less silage used to hold round)
- Longest Round = 26 days = 1,700 + 1,600 = 3,300 pre grazing (any more silage mown)

Feed Quality

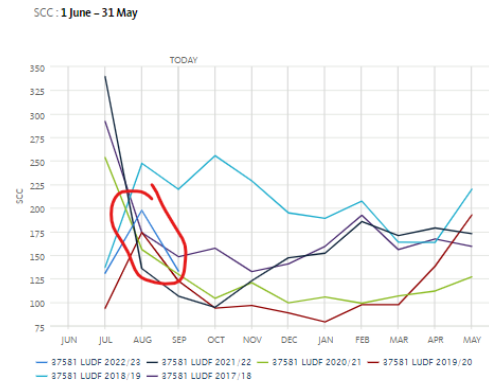
Our Reference	Sample Reference	Date Sampled	Protein % dm	WSC % dm	NDF % dm	ADF % dm	Digestibility % (DMD)	MJ ME/kg DM	DM %	OM %
T2202202	Paddock S-8 18.1 clicks	7/09/2022	16.5	30.0	35.5	18.8	84.3	12.7	20.9	91.2
T2202203	Paddock S-2 18.9 clicks	7/09/2022	15.3	30.2	36.0	19.2	84.4	12.8	20.9	91.2
DS2200089	Paddock N-6 18.1 clicks	14/09/2022	14.1	24.6	37.4	20.8	83.4	12.1	16.9	87.9
DS2200090	Paddock N-11 20.6 clicks	14/09/2022	16.5	24.3	36.5	19.8	85.7	12.5	16.4	88.2

Fertiliser

- 1st Round 80 kg/Ha Ammo 31 = 24 kgN
- 95 Ha + will use until the farm recovered and silage is finished (1st October)
- Balance 25 kgN as Ammo.

Animal Health

- SCC high at the start of spring with wet conditions.
- Variable milking not impacting on SCC.
- 4th year with no Staph cows. SCC is significantly lower.



Staffing

- Winter and Spring 2022 completed with 2 full-time staff, Peter & 2IC.
- Staff 5+2
- Peter 6+1 roster.

Body Condition Score



LINCOLN UNIVERSITY DAIRY FARM

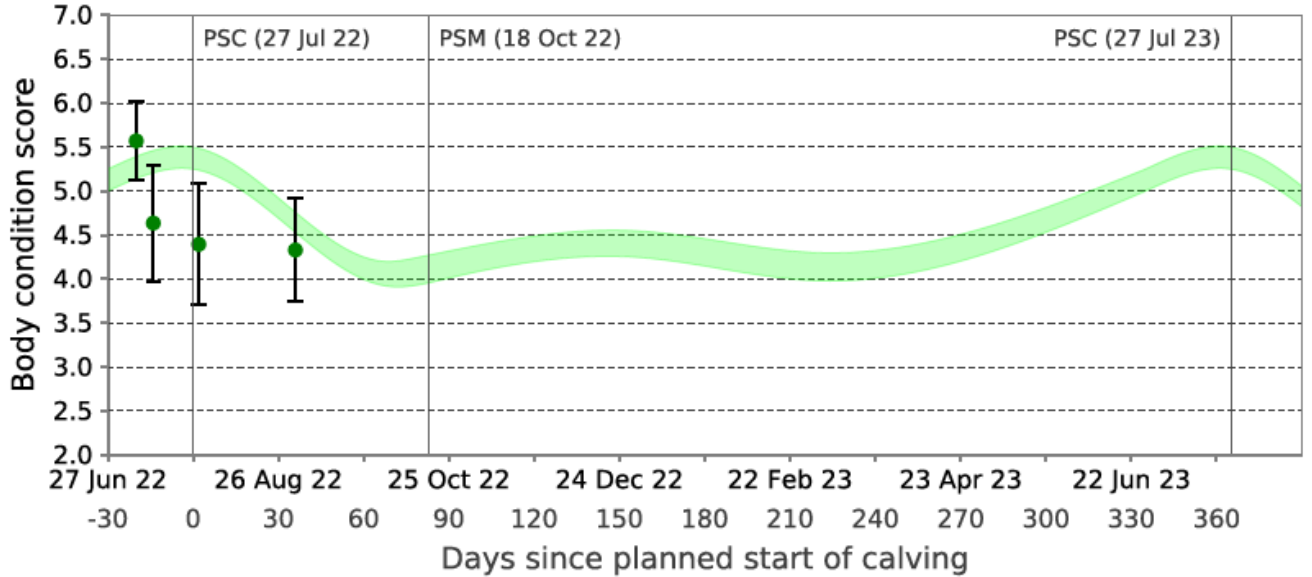
Report Date: 1 Sep 22

Body Condition Score

Animal group: 1.9.22 BCS

Planned start of Calving: 27 Jul 22

Denominator is limited to the scored cows within the group.



● Optimal herd average (including heifers).

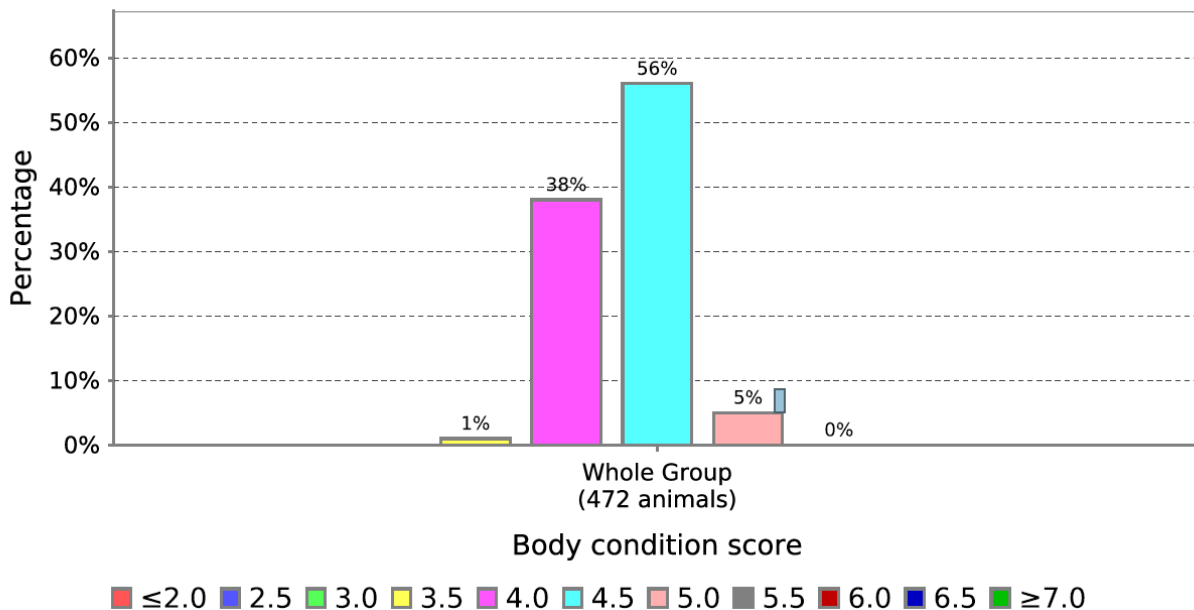
95% of animals lie within this range { Average



Animal group: 1.9.22 BCS

Scoring: 1 Sep 22

Denominator is limited to the scored cows within the group.



Mating Prep.

- Mating program in the herd is similar to last year.
- Intervention, premating heats, will PG anestrus cows after a scan and CL present.
- Collars on this season.
- PSM Mating Heifers, 18th October,
- Cows 23rd October.

PSM: 18th October 542 numbered animals

Mating Plan Details

1-Tech-N-Yearlings-96	Sexed Semen Kiwi Cross 18 Oct - 18 Oct (1 days)											
2-Tech-S-Yearlings-80	PS Forward Pack Kiwi Cross 18 Oct - 18 Oct (1 days)	SGL Dairy Kiwi Cross 05 Nov - 10 Nov (6 days)										
3-Tech-N-Cows-147		Sexed Semen Kiwi Cross 23 Oct - 12 Nov (21 days)										
4-Tech-N-Cows-310	PS Forward Pack Kiwi Cross 23 Oct - 03 Dec (42 days)	SGL Dairy Kiwi Cross 04 Dec - 14 Jan (42 days)										
5-Tech-N-Cows-250	Alpha 23 Oct - 17 Dec (56 days)											
6-Tech-N-Yearlings-150		SGL Dairy Kiwi Cross 05 Nov - 10 Nov (6 days).1										
	Oct 23	Oct 30	Nov 6	Nov 13	Nov 20	Nov 27	Dec 4	Dec 11	Dec 18	Dec 25	Jan 1	Jan 8

Mating Heifers:

Will delay heifers until 18th. Mating heifers 6 days later. Having too many heifers calve earlier than planned on 15th July.

2021 Review of Mating heifers

BW Heifer Calves:

From Heifers (sexed Genomic)	304	(Dam Heifer BW 262)
From Superior cows mated	298	(Dam Superior Cow BW 226)

Where BW of the inferior cows was 144, they were all mated to Beef. Our breeding program allowed us to mate from BW 262 Heifers rather than BW 144 cows.

Cost of mating heifers, including staff time	\$8,112 per year
Improved genetic gain for 2022 heifers born (average BW)	24 Per head
For 150 heifers, average 3.5 lactations per animal	\$12,297 per annum.

The genetic gain in heifers (24 points) just outweighs the costs when you account for the animal's lifetime. One BW point = \$1.

Other opportunities with our mating plan:

- Sell beef calf out of a MA cow compared to a Jersey calf out of heifer = bobby. Fewer bobbies.
- Sell surplus heifer replacements.
- Guarantee heifer numbers.
- Bring in the SGL to the main herd earlier with mating heifers.
- Driving towards a higher BW, more efficient herd.

LUDF Mating Benchmarking Program

For the 2021 mating season, LUDF had yet another very high empty rate of 20%, following 18% in 2020. We were anticipating a better result this year with a strong submission rate and potential benefits coming from 10 in 7 milking which was instigated 1st day of lactation. Cows milked 40 kgMS/cow less. However, after scanning and digesting yet another bad result, we are yet again left wanting for answers. Over the last 15 years, there have been many theories but no concrete answers or solutions.

To help us determine what the issues are, we are proposing to benchmark LUDF against a top quartile local performing farmer, Liam Kelly. We will test key attributes on both farms to identify what is likely to be contributing to LUDF's poor results. Key areas of focus will be:

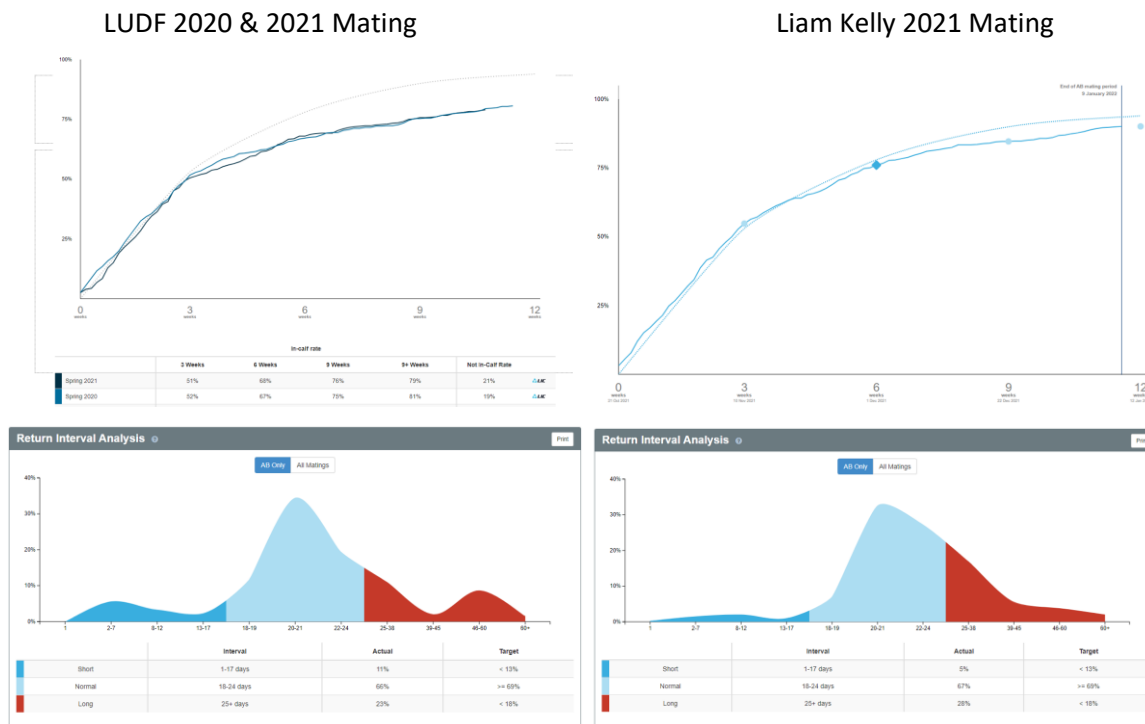
1. Cow condition.
2. Energy balance through liver activity.

3. Feeding levels and supplementation.
4. Milk production levels and composition.
5. Progesterone testing.
6. Follow up multiple pregnancy tests.
7. Cow rumination and activity.

We have engaged with a working group of top practitioners from LIC, Dairy NZ, Lincoln University, Dunsandel vets and on-farm management. They have been instrumental in designing the benchmarking program and have agreed to see this project through to the conclusion to help us come up with some answers.

This issue is not unique to LUDF. The average empty rate is 16 % for Canterbury. A high empty rate is one of the greatest costs of wastage facing our national herd. The 2021 SIDDC strategy is based on lowering the LUDF greenhouse gas emissions by decreasing our replacement rate to 15 %. To do this, we need an empty rate of 8-10%. Finding a solution to our high empty rate is essential.

We have compared the LUDF mating to a top local farmer, Liam Kelly, who is achieving sound results, 10% MT:



We are finding that consistently LUDF repro performance drops off from 6 – 8th November.

To help us understand what is happening at LUDF, and potentially a number of farms in New Zealand, we are proposing to monitor LUDF and Liam Kelly intensively to establish the key drivers to Liam's success and what could be going wrong at LUDF. Liam's farm is on a similar scale to LUDF, using collars and feeding grain in limited amounts. Liam typically produces 510 – 520 kgMS/cow.

LUDF Finances	Final Season YTD 2020/21	Budget 2022/23	
---------------	-----------------------------	----------------	--

Effective Area	160	160	
Stocking Rate	3.5	3.5	
Peak Cows Milked	557	557	
Milk Price	\$ 9.30	\$ 9.25	
Milk Solids total	258,855	266,000	
Milk Solids per farm ha	1,618	1,663	
Milk Solids per cow	465	478	

Account	Final Season YTD 2020/21 \$	Budget 2022/23 \$	Variation
REVENUE			
Dividend Income	47,530	27,000	-20,530
Sales - Other Livestock	52,442	107,999	55,557
Sales - Milk Solids Current Season	2,407,352	2,460,500	53,149
Income - Rent	0	0	0
Income - Other	169	169	0
TOTAL REVENUE	2,559,934	2,703,667	143,733
			0
EXPENSES			0
<u>Salary Costs</u>			0
Farm Salaries Perm & F/Term	198,900	240,000	41,100
Farm Casuals	25,393	30,000	4,607
Allowances	0	0	0
Superan,ACC,Incr Provison	6,525	14,000	7,475
Total Farm Salary Costs	230,818	284,000	53,182
			0
<u>Operating Expenses</u>			0
Internal Sales; Grazing, Feed	0	0	0
Internal Services; Fees, LU Rentals	0	7,381	7,381
Appointment Expenses	2,776	1,500	-1,276
H&S/Prot Clothing/BioSecurity	508	319	-188
Staff Development	0	0	0
Livestock Purchases	0	8,400	8,400
Animal Health	64,496	72,189	7,693
Breeding	72,710	71,952	-758
Feed & Grazing	450,378	343,234	-107,144
Crops/Pastures	1,092	19,800	18,708
Seed	4,970	167	-4,803
Fertilisers	125,433	173,023	47,590
Weed & Pest Control	0	0	0
Contractors	33,913	9,745	-24,168
Electricity	73,070	84,408	11,339
Freight	12,478	12,627	149
Vehicle Expenses	19,108	24,000	4,892
R&M (except Farm Houses)	96,345	109,200	12,855
R & M (Farm Houses)	0	0	0
Dairy Shed Operating Expenses	7,602	8,306	704
Farm Demonstration Costs	0	0	0
Administration	12,706	22,540	9,834
Fixed Charges	20,163	10,377	-9,786
Livestock Decreases (Increases)	0		0
			0
Feed Decrease (Increase) Stock	0	0	0
Milk Levy Deducted	10,490	11,199	710
Other Expenses	0	0	0
Total Farm Operating Costs	1,239,055	1,274,368	35,313
			0
CONTRIBUTION MARGIN PROFIT (LOSS)	1,320,879	1,429,299	108,420
			0
Farm Working Expenditure	\$ 4.86	\$ 4.79	-0
EBIT / HA.	\$ 8,255	\$ 8,933	
Support Block Adjustments	21,000	21,000	
Operating Profit	1,299,879	1,408,299	
Operating Profit / HA	\$ 8,124	\$ 8,802	

Feed Pricing

MRB - Feed Cost Comparison									
	Delivered c/kgDM	Feeding Costs	MJME	DM %	Wasted	c / kgDM Paddock	c / kgDM Eaten	c/MJME Eaten	
Silage									
Grass - Silage	40	7	10.8	100%	30%	47	67	6.2	
Grass - Bailage	40	7	10.8	100%	30%	47	67	6.2	
Maize	40	7	10.8	100%	30%	47	67	6.2	
Concentrates - Canterbury									
	\$/T	\$20/T freight							
Grain - now/Spot	630	4	12.6	86%	5%	78	82	6.5	
Grain - Contract	560	4	12.6	86%	5%	70	74	5.9	
Palm Kernal - Spot	430	4	11.8	90%	10%	52	58	4.9	
Concentrates - Tasman									
	\$/T	\$90/T freight							
Grain - now/Spot	700	4	12.6	86%	5%	87	91	7.2	
Palm Kernal - Spot	560	4	11.8	90%	10%	67	75	6.3	
Fillers									
Straw	28	6	7	100%	25%	34	45	6.5	
Nitrogen Response									
	\$1,400	/T	=	\$ 3.47	/kgN				
10:1	\$ 0.35		12.4	100%	15%	35	41	3.3	
12:1	\$ 0.29		12.4	100%	15%	29	34	2.7	
14:1	\$ 0.25		12.4	100%	15%	25	29	2.3	
Progibb									
	\$58	/Ha							
200 kgDM/Ha	\$ 0.29		12.2	100%	15%	29	34	2.8	
300 kgDM/Ha	\$ 0.19		12.2	100%	15%	19	23	1.9	
400 kgDM/Ha	\$ 0.15		12.2	100%	15%	15	17	1.4	

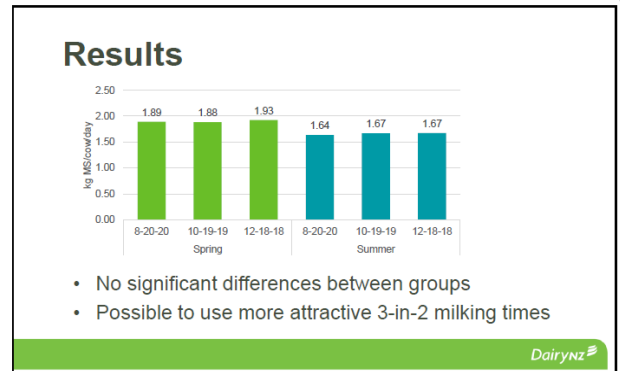
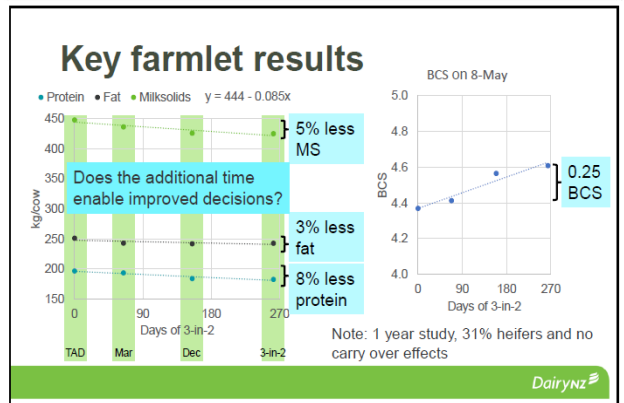
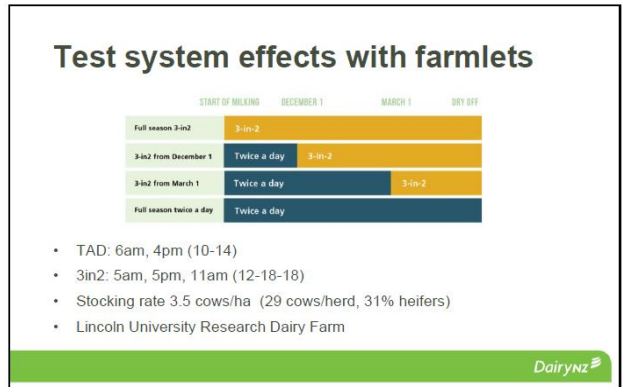
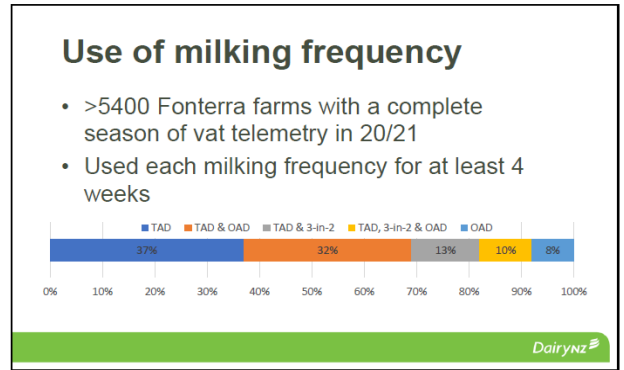
Variable Milking Research – Dairy NZ

Many NZ dairy farms have been practising variable milking for part of the season. The motivations of farmers have been to take the pressure off cows, people and the pasture demand. To confirm the impact of variable milking on milk production and cow welfare outcomes, Paul Edwards, Dairy NZ, completed research at the Lincoln University Dairy Research Unit.

A variable research trial was completed based on three start dates for variable milking. Day 1 of lactation, 1st December and 1st March. A controlled comparison of twice-a-day milking (TAD) was included with cows milking the full season on TAD, The research concluded that cows will drop 5% from the day that the farmer commences variable milking.

Most of this drop comes in the form of a drop in protein production. Cow condition at the close of the season was 0.25 BCS better for full-season variable milking. The response in cow condition was linear from the time you started variable milking, e.g., mid-season = 0.125 CS better.

The research also completed a 6-week trial to confirm the impact of the time between milking on per cow production. The initial concept of variable milking was to milk the cows 8-20-20 hours apart, resulting in some antisocial milking times. The research concluded that the milk period had no significant difference in milk production, giving us greater flexibility on milking time and staff rosters.



LINCOLN UNIVERSITY DAIRY FARM (LUDF)

2021/22 VARIABLE MILKING RESULTS

Monday	4:30am	2.30pm	9.5 hours
Tuesday	9.30am		18 hours
Wednesday	4.30am	2.30pm	21.5 hours
Thursday	9.30am		18 hours
Friday	4.30am	2.30pm	9.5 hours
Saturday	11.00am		21 hours
Sunday	8:00 am		21.5 hours

Impact on Inputs, resources, and finances (Based on Dairy NZ research)

- Decreased petrol and motorbike R&M by 25%.
- Decreased power consumption by 13 % with less shed running time.
- Cost of cleaning shed and plant dropped by 25 %.

Changes in Human Resource

- Roster, 5+2 ran for most of the year.
- 3.5 FTE's on farm. 50 % of the workload in milking. 19 % less time in milking.

Expected Benefits – Not Realized

- Cow condition. Cow condition was light through the summer and autumn. Research suggested a 0.25 gain in condition score. Cows lost a lot of condition last summer and struggled to gain condition in the autumn. We did not get savings in winter feed as budgeted.
- Empty Rate. Cow condition looked very good until late October. Then the condition dropped dramatically. The empty rate for cows did not improve as anticipated.
- Making silage on farm.

Challenges Overcome

- Calf feeding & Colostrum. Short on calf milk, often had to wait to milk. Calf feeding irregular. Used heater for early starts.
- Picking up calves, more time this spring with very wet weather. Losses were low, but multiple pick-ups were needed.
- AB Plan. Mated TAD = 1st on the AB run. OAD were last on the run. Worked well.

Impact on profitability

At \$9.00 / kgMS, the negative impact on the bottom line was \$39,000 for going 10 in 7. At \$7.00 / kgMS milk price, the impact would be \$5,000.

10 in 7 Vs TAD for 2021/22 Season

2021/22 season was a poor growing season for LUDF. A very wet summer did not suit the heavy soils at all. Feed harvested was 14.4 TDM with no silage made. The silage use was high at 759 kgDM/cow on 10 in 7. Normally 400 – 500 kgDM/cow. IF LUDF was on TAD, the demand would have been 1,030 kgDM/cow.

The long-term average at LUDF for TAD milking is 505 kgMS/cow. We have modelled 490 kgMS/cow to reflect the tougher season.

LUDF - 10 in 7 Vs TAD		202122 TAD	202122 Season	Difference
		Estimate	10 In 7 Actual	
Farm	Effective Area	160	160	ha
	Stocking Rate	3.5	3.5	cows/ha
	Potential Pasture Growth	17.9	17.9	t DM/ha
	Nitrogen Use per farm ha	161	161	kg N/ha
	Feed Conversion Efficiency (eaten)	11.2	11.3	0.2 kg DM eaten/
Herd	Peak Cows Milked	557	557	cows
Production				
	Milk Solids total	272,965	258,855	-13,122 kg
	Milk Solids per farm ha	1,706	1,618	-82 kg/ha
	Milk Solids per cow	490	465	-24 kg/cow
	+ 5 % Milk production			
Feeding	Pasture Eaten per cow *	3.9	3.8	0 t DM/cow
	Supplements Eaten per cow *	0.8	0.6	-0.2 t DM/cow
	Pasture Eaten per farm ha	14.5	14.4	-0.1 t DM/ha
	Supplements Eaten per farm ha	3.3	2.8	-0.5 t DM/ha

LUDF - 10 in 7 Vs TAD		202122 TAD	202122 Season 10 In 7	Difference
Revenue	Net Milk Sales - this season	2,432,184	2,278,102	-154,083
	Net Livestock Sales	82,206	80,991	-1,215
	Total	2,514,391	2,359,093	-155,298
Expenses				
Expenses	Wages	195,000	150,000	-45,000
	Management Wage	100,000	100,000	
	Animal Health	68,000	65,000	-3,000
	Breeding	75,200	75,200	
	Farm Dairy	8,450	6,500	-1,950
	Electricity	31,640	28,000	-3,640
	Feed Crop	8,640	8,640	
	Bought Feed	229,412	169,039	-60,372
	Calf Feed	7,028	7,028	
	Grazing	306,654	306,654	
	Fertiliser (Excl. N)	35,680	35,680	
	Nitrogen	56,534	56,534	
	Irrigation	47,000	47,000	
	Regrassing	38,883	38,883	
	Vehicle Expenses	11,000	10,000	-1,000
	Fuel	10,000	9,180	-820
	R&M Land/Buildings	96,345	96,345	
	Freight & Cartage	12,478	12,478	
	Administration Expenses	12,706	12,706	
	Insurance	18,000	18,000	
	ACC Levies	4,800	4,800	
	Rates	20,168	20,168	
	Total Farm Working Expenses	1,393,617	1,277,835	-115,782
	Depreciation			
	Total Farm Expenses	1,393,617	1,277,835	-115,782
	Economic Farm Surplus (EFS)	1,120,773	1,081,258	-39,515
	Farm Profit per ha before Tax (\$/Ha)	7,005	6,758	-247

Plantain

- Aiming for 30% of the daily diet.
- 1st 3 years.
- Will plant 10% of the farm as pure sward per year (aimed for 15% in 2022/23).
- If it lasts 3 years, 30-45 % of farm will be in plantain/clover, which should guarantee the 30%.
- End of 3 years. Will review and ease back on planting area based on the composition of plantain/clover mix and persistence of sward.
- Overseer modelling suggests this will drop nitrogen leaching from 35 to 26 kg/ha of nitrogen.

Planned cost:	
Glyphosate (high rate with docks) 5 l/Ha + spray + adj	\$ 70.00
Cost of seed \$20.99 / kg. 10 kg/Ha + 2 kg/Ha White Clover @ 15/kg.	\$ 240.00
Dicamba 400 mls/Ha = \$40/Ha + spray	\$ 65.00
Drill	\$ 110.00
TOTAL Plan	\$ 485.00

Actual Cost

Glyphosate (high rate with docks) 5 l/Ha + spray + adj	\$ 67.00
Glyphosate (high rate with docks) 5 l/Ha + spray + adj	\$ 67.00
Cost of seed 10 kg/Ha + 2 kg/Ha White Clover @ 15/kg.	\$ 402.00
Dicamba 400 mls/Ha = \$40/Ha + spray	\$ 60.70
Drill	\$ 130.00
Slug Bait	\$ 121.00
TOTAL Actual	\$ 847.70

Pasture Regrass Cost

Glyphosate (high rate with docks) 5 l/Ha + spray + adj	\$ 67.00
Cost of seed Ryegrass 20 kg/Ha + 4 kg/Ha White Clover + 2 plantain.	\$ 440.00
Preside + spray	\$ 68.00
Drill	\$ 130.00
TOTAL Actual	\$ 705.00

Plantain taking another 20 days to establish.

Impact on feeding, 2 paddocks, 16 Ha, 30 days @ 68 kgDM/Ha/day

= 22 TDM of feed


= 40 kgDM/cow of silage to fill the gap.

Welcome to Lincoln University Dairy Farm (LUDF).

The farm is a fully operational, commercial dairy farm with a number of potential hazards for both visitors and staff. Many of the potential hazards cannot be eliminated while also providing access to visitors, therefore, all staff and visitors **MUST** watch for potential hazards and act with caution.

Hazard Summary: Look, think, act.

The following chart provides a reminder of the types of hazards at LUDF. Watch for these and any other hazards that may be on the farm today.

<p>People:</p> <ul style="list-style-type: none"> • Uninformed/ill-prepared visitors may be the greatest risk 	<p>Animals:</p> <ul style="list-style-type: none"> • You are in their space 	<p>Milking shed:</p> <ul style="list-style-type: none"> • Moving rotary platform • Confined animals • Chemicals
<p>Eyes / Ears:</p> <ul style="list-style-type: none"> • Water / oil / milk / chemical splashes • Welding flashes • Loud machinery 		<p>Touch:</p> <ul style="list-style-type: none"> • Hot/cold surfaces, hot water, chemical burns • Electric fences – treat them as high voltage power sources
<p>On-farm machinery and tools</p> <ul style="list-style-type: none"> • Chainsaws, hand tools etc. generate noise, fragments 	<p>Potential slips/trips:</p> <ul style="list-style-type: none"> • Uneven surfaces occur across the farm • Fences • Drains • Underpass • Effluent pond 	<p>Vehicles:</p> <ul style="list-style-type: none"> • Contractors and farm equipment – act as though they can't see you – keep out of their way • Centre Pivot takes precedence over your plan

ARE YOU TRAINED FOR WHAT YOU ARE ABOUT TO DO? If not, STOP.

If you are uncertain how you should act or proceed, stop and contact the farm manager, other farm staff or your host.

By entering this farm, you are acknowledging your receipt of this hazard summary and your agreement to take personal responsibility to watch out for potential hazards and act in such a manner as to protect yourself and any others also on-farm.