S I D D C
South Island Dairying Development Centre

Focus Day
WILLSDEN DAIRY FARM

Information Handout

23rd February 2006

Does the "LUDF" system work on other farms?

(Special Focus Day visit to Willsden Dairy Farm)

1

For further information visit: www.siddc.org.nz

or

Contact: Corrigan Sowman
Dexcel Consulting Officer – Canterbury
Ph: 027 499 9024

S I D D C – Partners networking to advance South Island Dairying

dexcel Partners in profitable dairying
Lincoln University Te Whare Wānaka o Aoraki
Crop & Food Research Mana Kai Rangahau
Ravensdown Fertiliser Co-operative Limited
SIDE

Farm Walk Pasture Cover Recorder

dexcel
Partners in profitable dairying

Start here Willsden Farm **Date:** 19th Feb

File this document for future reference

Pasture Cover Recorder (kgDM/ha)

As you walk the farm, enter the paddock number beside the cover it corresponds to in the table below.

Notes

A	B								
3400 +									
3300									
3200									
3100									
3000									
2900									Totals
2800	29								2800
2700	6	42							5400
2600	24	45							5200
2500	36	1	7	15	23	38	43		17,500
2400	2	9	12	21	27	30	32	40	19,200
2300	18	19	33						6900
2200	16	34							4400
2100	13	26	39						6300
2000	10	25	41	C5B	C5F				10,000
1900									
1800	20	40							3600
1700	3	35							3400
1600	4	5	31	37					6400
1500	8	11	14	17	29	22.			9000
1400									100,100 / 46 paddocks
1300									

The table above has ranked paddocks from longest to shortest cover making it easy to plot this information on a feed wedge. The table over the page allows you to plot this information and look at a quick feed wedge for your farm

Quick average pasture cover calculator

Multiply the cover **(A)** by the number of total paddocks appearing beside that cover **(B)**. Do this for each row and add these numbers up to give **(C)**.

Total cover on farm (C) = 100,100

Divide (C) by the number of paddocks on the farm to get an estimate of average pasture cover 46

Estimate of Average Pasture Cover = 2175 kg DM/ha.

Feed Wedge Ready Reckoner *(start over the page)*

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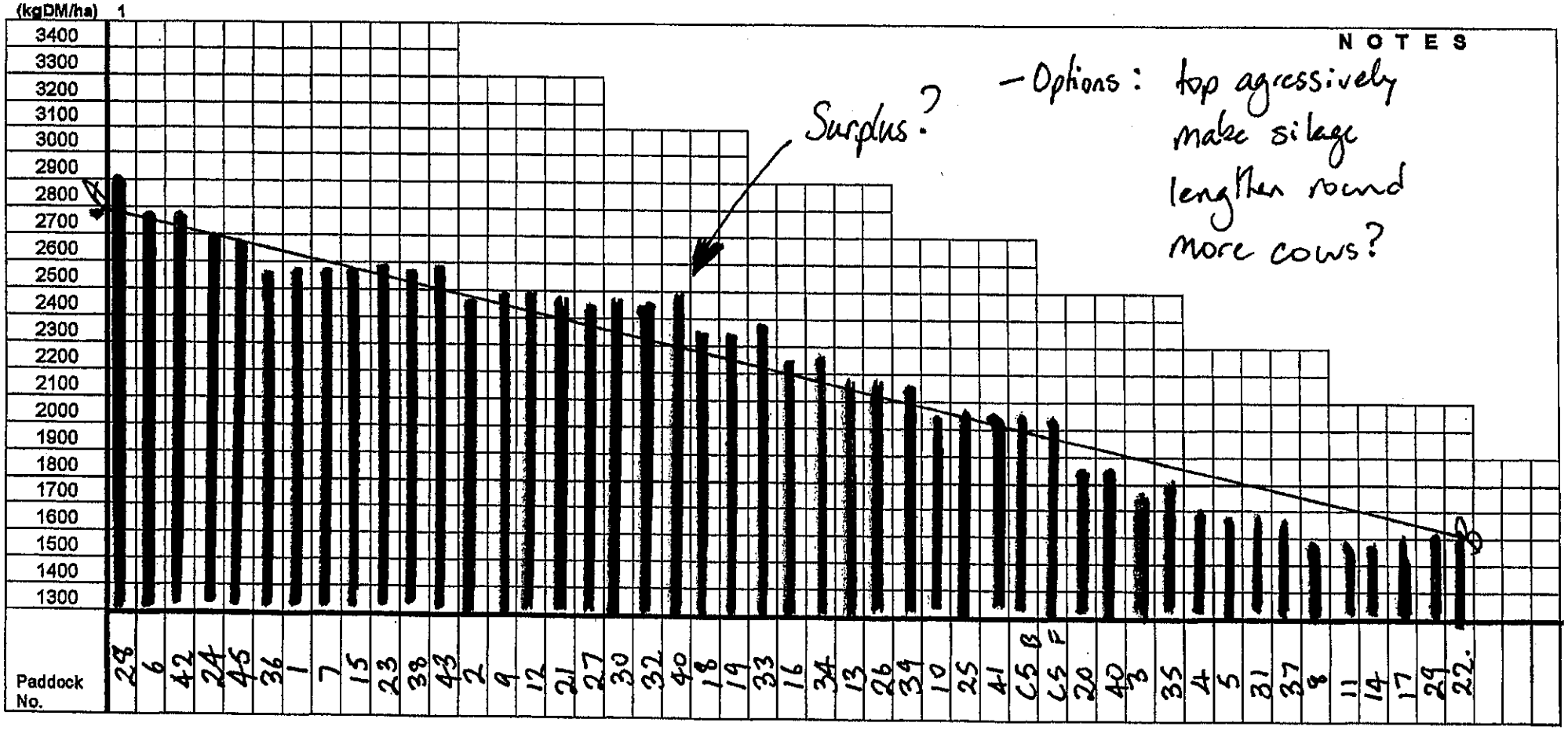
Take the longest paddock from the Farm Walk Pasture Cover Recorder table and mark the cover with a shaded bar in column (1) below.
Follow with the next longest paddock and so on to make a bar graph of longest to shortest paddocks.



Cover checker

Ideal pre graze cover = 2700 kgDM/ha (mark this in column (1) and mark with an A)
Ideal post graze residual = 1500 kgDM/ha (mark this in the last column you fill in, mark with a B, now draw a straight line between A and B)

Are there paddocks above the line? = potential surplus

Are there paddock below the line? = potential deficit

Check that given predicted growth rates, when the cows graze the paddocks over the next week, they won't be above ideal pre graze cover? Mark what cover the paddock will be at grazing on the wedge as a check.

Handy Hints:

Do you have any paddocks with pasture species that require different pre grazing decisions? Mark on wedge
How do the paddocks coming up in the grazing round suit the weather forecast? Should cows go into wetter paddocks early to prevent damage?
Mark paddocks requiring N or effluent onto feed wedge

You can check out LUDF's feed wedge by going to www.siddo.org.nz and clicking on LUDF and then Farm Walk Notes

Farm Walk Pasture Cover Recorder

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Partners in profitable dairying

Start here **Date:** _____

File this document for future reference

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Estimate of Average Pasture Cover =

Feed Wedge Ready Reckoner *(start over the page)*

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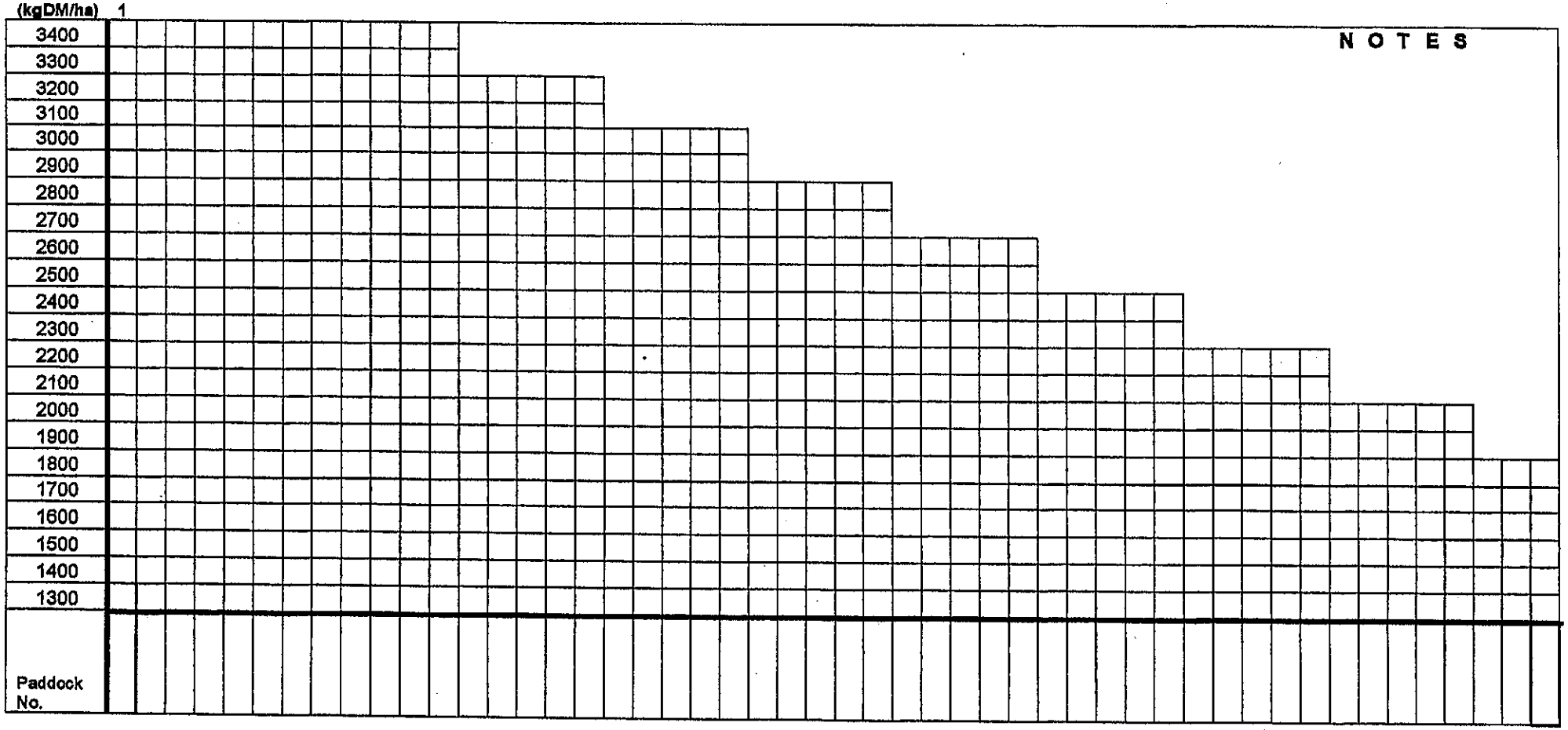

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Grazing Management

Keys points on grazing management:

- **Monitor - hugely important that farm walks are done once a week.** They are necessary more regularly if you suspect a growth period, eg after we have rain our growth rate increases.

- **Plan** - have the numbers in a wedge for your team to see. In a team environment the information is useless if it is not shared. The 2IC here has done walks but could not plot a wedge because I was away (normally done on my computer). His comment was, **"planning the herd's movement is very difficult without seeing a wedge".**

- **Staff training/culture** - it is important that people can pick a 1450 - 1500 KgDM residual. It doesn't matter if they can't pick other covers, that can be left to senior staff. Willsden has an excellent team and anyone can tell me with reasonable accuracy if the cows have to much, or not enough, when they bring them in the morning. The wedge is simple, anyone can go to it and see the next highest cover paddock and put the cows there. **We run a 24hr grazing system**, cows getting a fresh paddock at night, so we can see first thing in the morning if the cows need more or less.

- **Flexibility - we use herd size to manage individual paddocks.** In our split herd system, you shouldn't have a herd that is going to leave a high residual, and a herd you need to feed more - adjust cow numbers to fit. We do send cows back to paddocks to clean up, but only the next morning because the cows are conditioned to getting a new paddock at night, and only if it fits in with the plan. We can also top (bottom) a paddock if necessary, and if they are leaving far too much, we are probably out of our pre-grazing window, and should be doing something else eg baleage, round length, cow numbers etc - **MONITOR.**

Water Challenges

- There is now a **6 week summer window where water cannot keep up** with evapo-transpiration, this window is filled with supplement if necessary
- Can apply 4.2mm/12 day irrigation round in early part of season
- Currently only able to supply 3.8mm/13 day irrigation round

Supplement use on Willsden over time

Feed Reconciliation (Tonnes/Drymatter)		02/03	03/04	04/05	05/06
Opening Total:		**150**	**292**	**480**	**598**
Purchased:	Baleage	522	400	236	0
	Barley	150	150	150	150
Made on:	Baleage	0	0	96	129
Fed out:	Baleage	380	212	214	84
	Barley	150	150	150	75
Closing Total:		**292**	**480**	**598**	**?**

- Less Baleage was fed out in the autumn of 2003 as cows were dried off early to avoid purchasing extra shares
- Baleage was made on farm for the first time in 204/05 after new grazing management decision rules were implemented. This occurred on top of an increase in Stocking Rate. Valued at 20cent/kgDM, this supplement, previously unutilised was worth $19,200.
- **No Baleage has been purchased this season** to allow feed on hand to be utilised. Stocking Rate is again higher through reduced area whilst 420kgDM/ha have been harvested as surplus to date off the milking area, worth $25,704 at 20cents/kDM

Key point

- The change to active pasture monitoring has identified and successfully fed a higher stocking rate on Willsden. Surplus feed on the milking platform has also been identified providing a saving in purchased feed required.

SIDDC Feed Challenge Results for Willsden

Pasture Samples	ME	NDF %	Crude Protein %
19/12/05	11.5	44	24.1
1/11/05	11.6	45.6	23.3
3/10/05	12.1	42.5	20.6
15/08/05	12.8	39.2	18.1
7/03/05	11.5	42.6	19.2
10/10/04	11.7	44.2	31.9
15/09/04	12.1	37.8	28.2
Average	**11.9**	**42.3**	**23.6**
Targets	**12**	**35-40**	**16-21**

Key point

- Quality has remained high throughout the last 2 seasons averaging 11.9
- Neutral Detergent Fibre (NDF) is just above target, perhaps due to the influence of poorer watering than optimum
- High protein is consistently being achieved

Financial Results and Targets

- Farm is driven to achieve maximum production at $2.60 Farm Working Expenses
- Water is becoming a constraint
    - Cost of electricity has increased 80% since conversion
    - Network supply charges have increased 260% since conversion

($)	2002/03	2003/04	2004/05
Average Payout	3.93	4.04	4.42
FWE/kgMS	2.74	2.34	2.57
EBIT/Average cow milked	605	764	903
EBIT/Effective ha	2004	2435	2880

FWE: Farm Working Expenses
EBIT: Earnings before interest and tax

Key Point

- Profit is improving through the ability to reduce feed expenses in the business.
- Reducing water levels in the wells and increasing electricity costs are increasing the cost of growing grass on this farm. Pasture utilisation is therefore even more important for achieving profitability targets.

Overall Key Points

- Peak production does not set total production – Feed Quality does
- Farm walks are necessary once/week
- The feed wedge is our most important tool
- Pasture utilisation is increasing
  - higher SR
  - making surplus into baleage,
  - less water available
- High pasture quality can be achieved with a water challenge
- Replacing purchased feed with increased pasture utilisation is the key to higher profit

Next SIDDC Focus Day returns to LUDF

Thursday 4th May

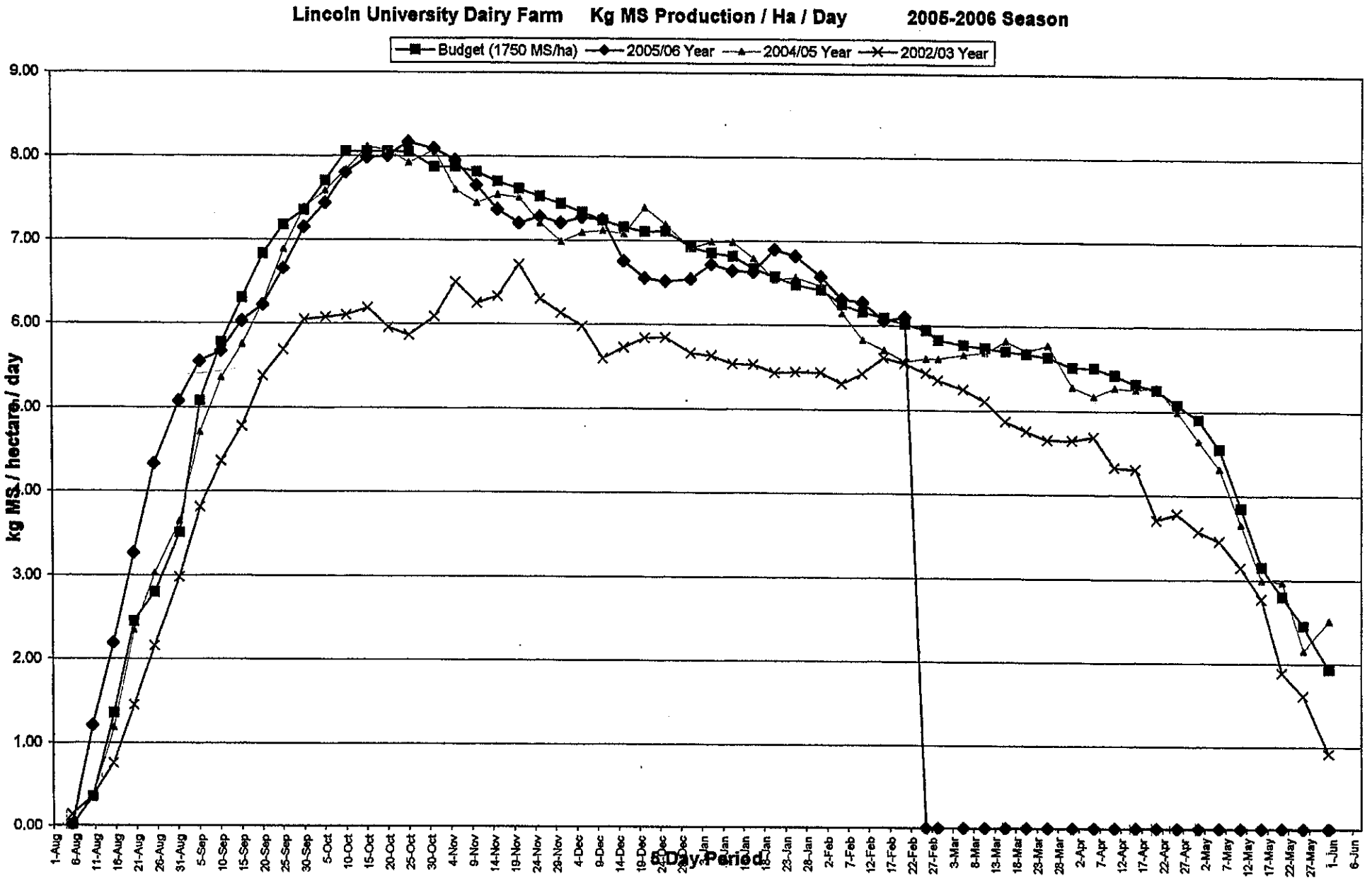
Topics: Reproduction, what has LUDF achieved this season
Water use efficiency update
Electricity audit, how much do we use and where

LUDF Farm Walk and Discussion Days

When: 2nd Thursday of every month
Facilitated by Corrigan Sowman

This is an opportunity to visit LUDF outside of our Focus Days to discuss current management and results against your own. These days are limited to the first 25. RSVP to Annabel Macartney, Dexcel South Island Events Coordinator, 03 325 3691

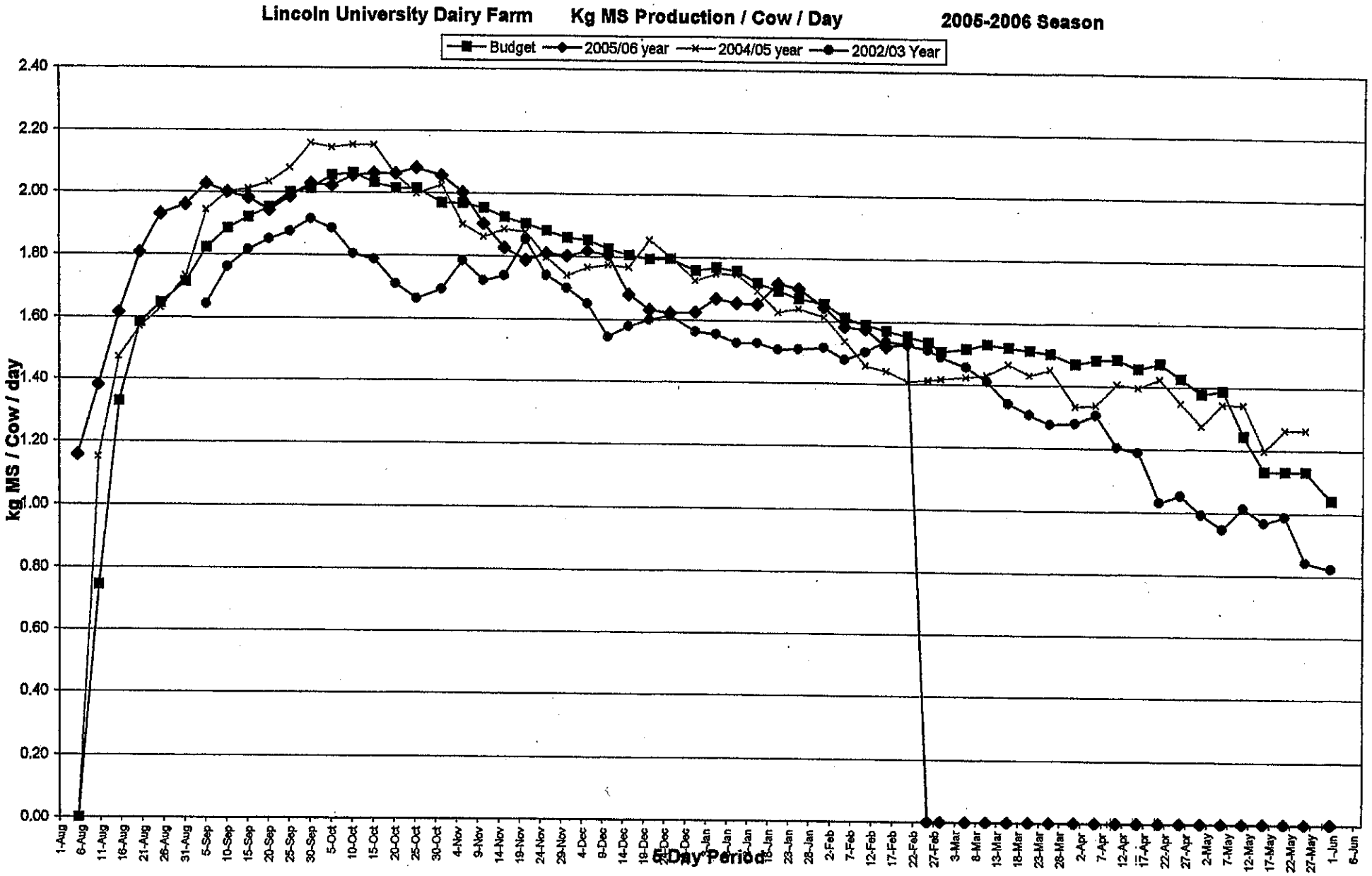
Lincoln University Dairy Farm



5 day Production periods for 20 Feb 2006

S Back - Farm Manager

Lincoln University Dairy Farm



SIDDC Focus Day – February 23rd 2006

5 day Production periods for 20 Feb 2006

S Back - Farm Manager

Camden Group of Companies

Business Structure:

- Limited liability company with 8 shareholders
- Shareholders do not provide the Company with guarantees i.e. the Company is stand-alone.
- Leo Donkers is employed as the operations manager of the business. Leo is a major shareholder in the business.
- Dairy Farm Management Services Ltd. (John Donkers) oversees the management of the business and undertakes strategic planning for the business.
- Business has grown 4 fold in last 5 years.
- Growth has been achieved through the strong financial performance of the business, enhanced by the scale of the business.
- Board of Directors made up of 5 largest shareholders. Meet at least twice annually.
- We maintain strong links with our Banker (Cam Blain - BNZ), Accountants (Brown Glassford & Co) and Lawyers (Wynn Williams).
-

Farms:

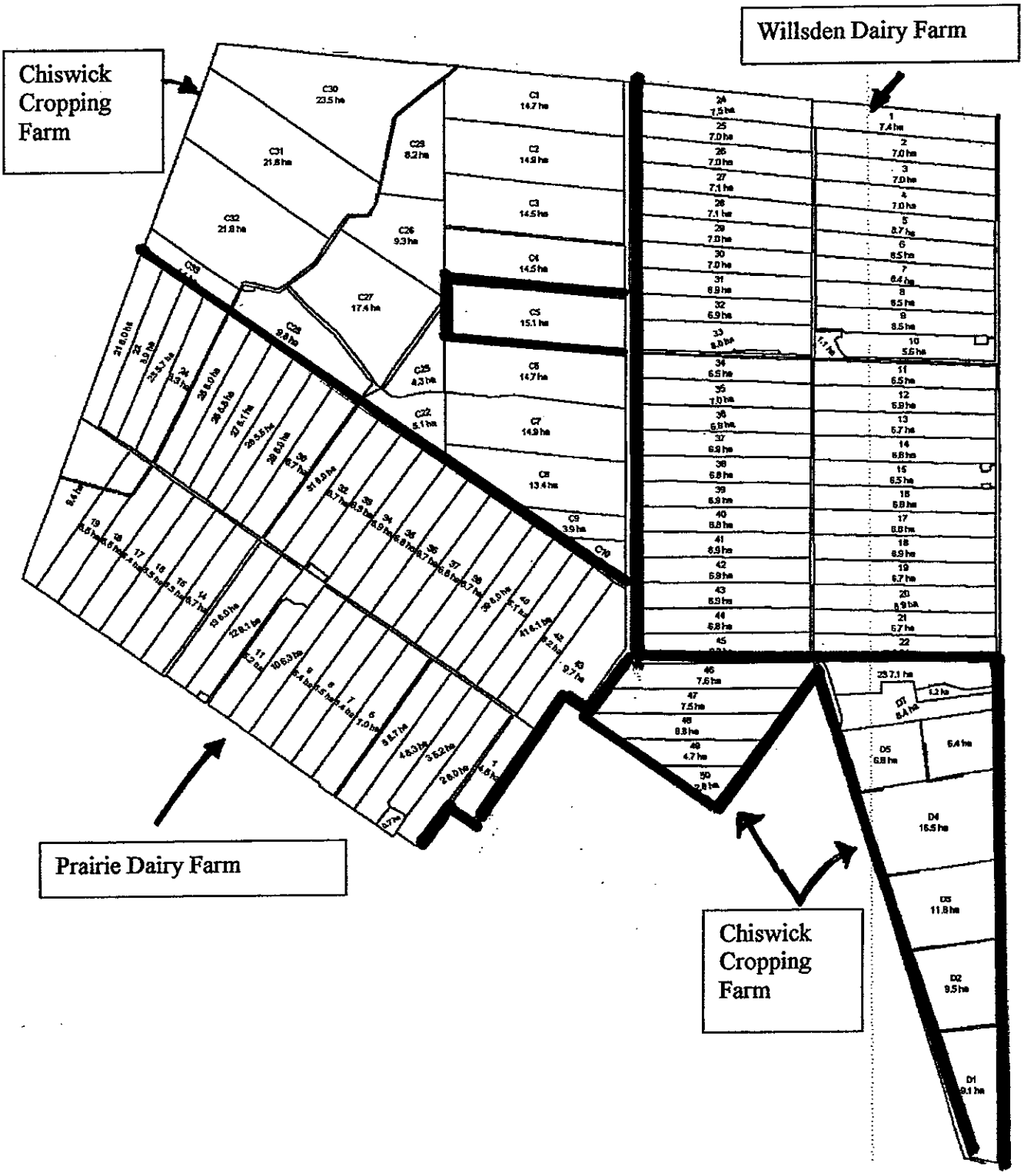
- Camden Farm Ltd
  - Converted in 1994
  - Total of 221 ha, 212 ha effective area
  - Spray irrigated by 3 rotary boom irrigators
  - Eyres Stony Silt Loam soils
  - 40 aside herring bone dairy shed
  - 700 cows wintered
  - 265,000 kg MS (3,200,000L, 1250kg MS/ha)

- Willsden Farm Ltd
  - Purchased in 1997, and converted in 1998, 120ha of adjoining landed purchased Nov 2000
  - Total 412 ha (1018 acres), 320 effective (irrigated) ha, 70 effective ha (dryland runoff)
  - Irrigated by 4 rotary boom irrigators
  - Lismore Stony Silt Loam soils
  - 50 bail rotary shed
  - 1060 cows wintered
  - 463,840 kg MS (5,566,000L, 1,450 kg MS/ha)

- Prairie Farm Ltd
  - Converted in 1999.
  - Total 280 ha, 260 ha effective area
  - Spray irrigated by 4 rotary boom irrigators
  - Lismore Stony Silt Loam soils
  - 50 bail rotary dairy shed
  - 950 cows wintered
  - 410,000 kg MS (4,920,000L, 1575 kg MS/ha)

- Chiswick Farm Ltd
  - Cropping farm
  - 320 ha total
  - Crops include Barley (grain), Kale (winter feed), Triticale and annual ryegrass for silage
  - 110 ha irrigated with 1 rotary boom irrigator
  - Lismore stony silt loam soils
  - Support land farm for Camden, Willsden, and Prairie

Layout of Camden Group farms at Te Pirita



Willsden Farm Ltd.

Area: 412 ha (1018 acres), 320 effective (irrigated) ha, 70 effective ha (runoff)

Location: Ardlui Road, Te Pirita, 20 km Dunsandel (Primary School), 40 km Leeston (High School), 45km Ashburton (main services), 65km Christchurch & International Airport

Annual Rainfall: 700mm

Contour: Flat

Performance Record:

		Cow No.s		Milk Sales	Per Ha	Per Cow
Season	**Eff. Ha**	**1/6**	**1/12**	**(kgMS)**		
1999/00^	212	650	630	285,400	1,346	453
2000/01#	212	760	740	313,785	1,480	424
2001/02	320	1,090	1,060	460,712	1,440	437
2002/03	320	1,100	1,070	463,153	1,447	433
2003/04	320	1,040	995	459,287	1,435	469
2004/05	320	1,060	1,000	470,880	1,470	455
2005/06*	306	1,050	1,005	459,000	1,500	450

^12 ha added 1/2/2000, # 108ha added 1/2/2001, * Budgeted.
Operated as a milking platform - all replacement stock grazed off, cows off in winter for 9 weeks.

Irrigation:

Regional Council Consent - to take water @ 5mm/ha/day (246l/second)
- valid to 2034

Water Source - 4 x 300mm bores
- bore depth 110-140m (static water 1998 – 80m)

Pumping Capacity - 1 x 93kW (2001),1 x 185kW (1999), 1 x 110kW (1999)

Reticulation - PVC branched mainline – 150mm & 200mm diameter

Irrigators
- 4 x Briggs 250 Rotorainers,
- 13 day rotation (50 x 23 hour runs)
- cover 306 ha
- average daily shift time (4 irrigators) - 3.0 hours

Stock Water:
- Independent reticulation system
- 2 x 1,300l troughs per paddock
- Nutridose inline dispenser

Effluent:
- dispersal via irrigation system
- Gillies 15kW effluent pump (1999), pontoon mounted in collection pond
- Regional Council consent to dispose of 21m3/day - valid to 2029.

Shelter:
- 84 km 4 year pines (single row)
- 4 km 2 year pines (single row)

Pastures:
- 20 ha repastured spring 2005 – Bealey ryegrass
- 7 ha repastured spring 2004 – Bronsyn ryegrass
- 21 ha repastured 2003
  - 7 ha Aberdart ryegrass
  - 7ha Impact ryegrass
  - 7 ha Tabu short rotation ryegrass
- 200 ha repastured late summer 1999, 12ha summer 2000.
  - 70ha Impact ryegrass
  - 70ha Vedette ryegrass
  - 60ha Bronsyn ryegrass
  - 12ha Dobson ryegrass
- 108ha repastured 2001

- Ryegrass sown at 18kg/ha with Aran (1kg/ha) & Sustain (1kg/ha) white clover.
- Ryegrass is all nil endophyte
- 1999/2000 pasture production assessed at 18-20,000kgDM/ha

Soil Type: Lismore Stony Silt Loam

Soil Fertility:
Analysed May 2004 - results are average of 8 sites

	pH	Phosphate	Potash	Sulphate Sulphur
	6.1	30	6	10
Pre development	5.6	6		

Fertilizer: Quantity (kg/ha)

	N	P	K	S
1998/99 Capital	40	135	0	180
1999/2000	200	60	50	108
2003/04	230	85	75	87
2004/05	230	65	60	60
2005/06* Programme	215	65	55	60

*Eco-N applied May and August on west half of the farm.

Soil DDT: Weighted average soil DDT level - 0.01ppm (very low)

Subdivision:
- 50 paddocks
- size range 6.5-7.0 ha
- subdivision fencing 1- 2 wire electric
- 1 x mains electric fence energisers

Buildings: - Constructed 1999.

Main House - 4 double bed & office, 2 bath, double-glazed, brick clad.
Staff Unit - 3 bed self-contained, brick.
Sheds
- 5 bay implement shed & workshop
- 7 bay (9m deep) hay/calf shed
- 2 bay (6m deep) hay/calf shed
- Chemical storage/Nutridose shed.
- ex shearing shed & covered yards for hay and calves.

Milking Shed - 50 Bail Rotary Turnstile, Donald Platform, Read slide pulsation, 2x Flynn water lubricated vacuum pumps, yard (circular) capacity - 500 cows.
Automated Meal Feeding System (Rakaia Engineering) installed 2001.

Additional housing – 2001
- new 3 bed house
- new 2 bed unit

Staffing:
- Operations Manager - Leo Donkers
- Farm Manager - Terry Kilday
- Farm Staff (x5)
- Casual/Part Time (X1)

Business Structure:
- Willsden Farm Ltd. is a wholly owned subsidiary of Camden Dairy Farms Ltd.
- Camden Dairy Farms Ltd. was established in 1994 to purchase and develop a 220ha dairy farm at Dunsandel.
  - Limited liability company with 8 shareholders
  - Shareholders do not provide the Company with guarantees i.e. the Company is stand-alone.
  - Dividend payments to shareholders commenced December 2000.
  - Leo Donkers is employed to manage the day to day operations of the business. Leo is a major shareholder in the business.

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Willsden Farm Ltd. History

- Property purchased by Willsden Farm Ltd. Nov. 1997, 120ha of adjoining landed purchased 11/2000.
- Had been operated as a traditional dryland sheep farm, low inputs/low outputs.
- Began dairy conversion Nov 1998, with drilling of first irrigation bore, removed 3.2km of 4m pine hedges to allow irrigation development.
- Cultivated and resowed 200ha of new pasture February 1999.
- Commenced milking August 1999 with 650 cows.
- Expanded in 2001 to 1,050 cows.
- Output has exceeded our initial forecasts.

Business Targets

2005/06 Season

- Production/ha of 1,500 kgMS/ha, will be achieved by:-
    - stocking rate to 3.60cows/ha (1,800kgLWT/ha)
    - maintaining per cow performance at >400kgMS/cow by:-
        - achieving average days in milk/cow >275
        - consistent levels of high quality feeding every day of the year.
        - supply and maintain important nutrients e.g. Se, Cu, Mg, Ca.
- Management of input costs to improve profitability.

Business Risks & Opportunities

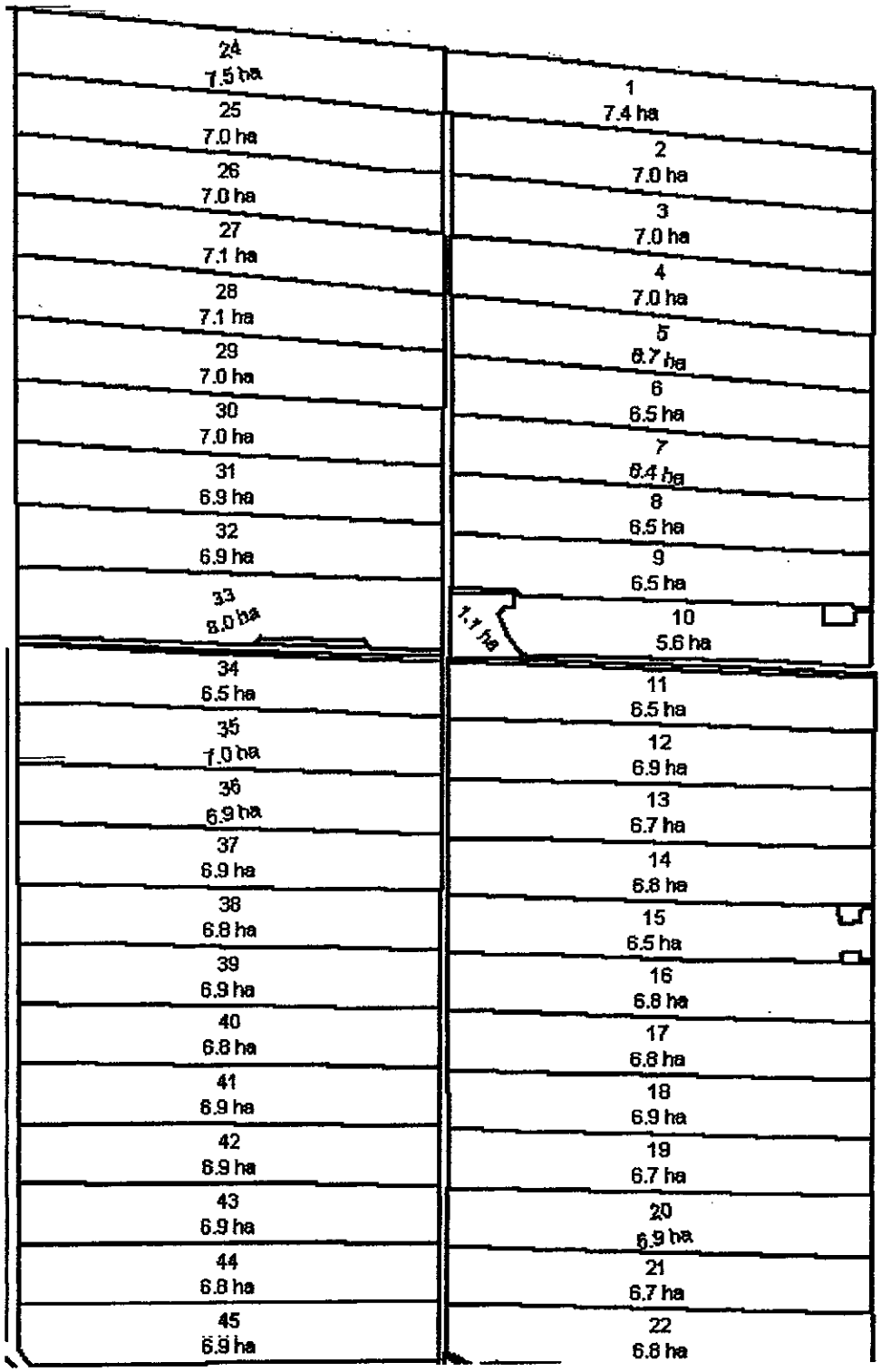
Risks

- Lack of information on groundwater resource and sustainability of future supply. Highlighted last year by low well levels in the district and corresponding reduced irrigation system performance.
- Have seen huge increases in the cost of electricity (from 3.25c/KW to 6.0c/kW +80%) and network supply charges (from $65/kW to $170/kW +260%). Is significantly impacting profitability.
- Dairy industry restructuring and especially the cost of share capital.
- Identifying and retaining skilled and motivated staff.
- Resource consent requirements and Government policy e.g. electricity reforms, Kyoto protocol - gas tax.

Opportunities

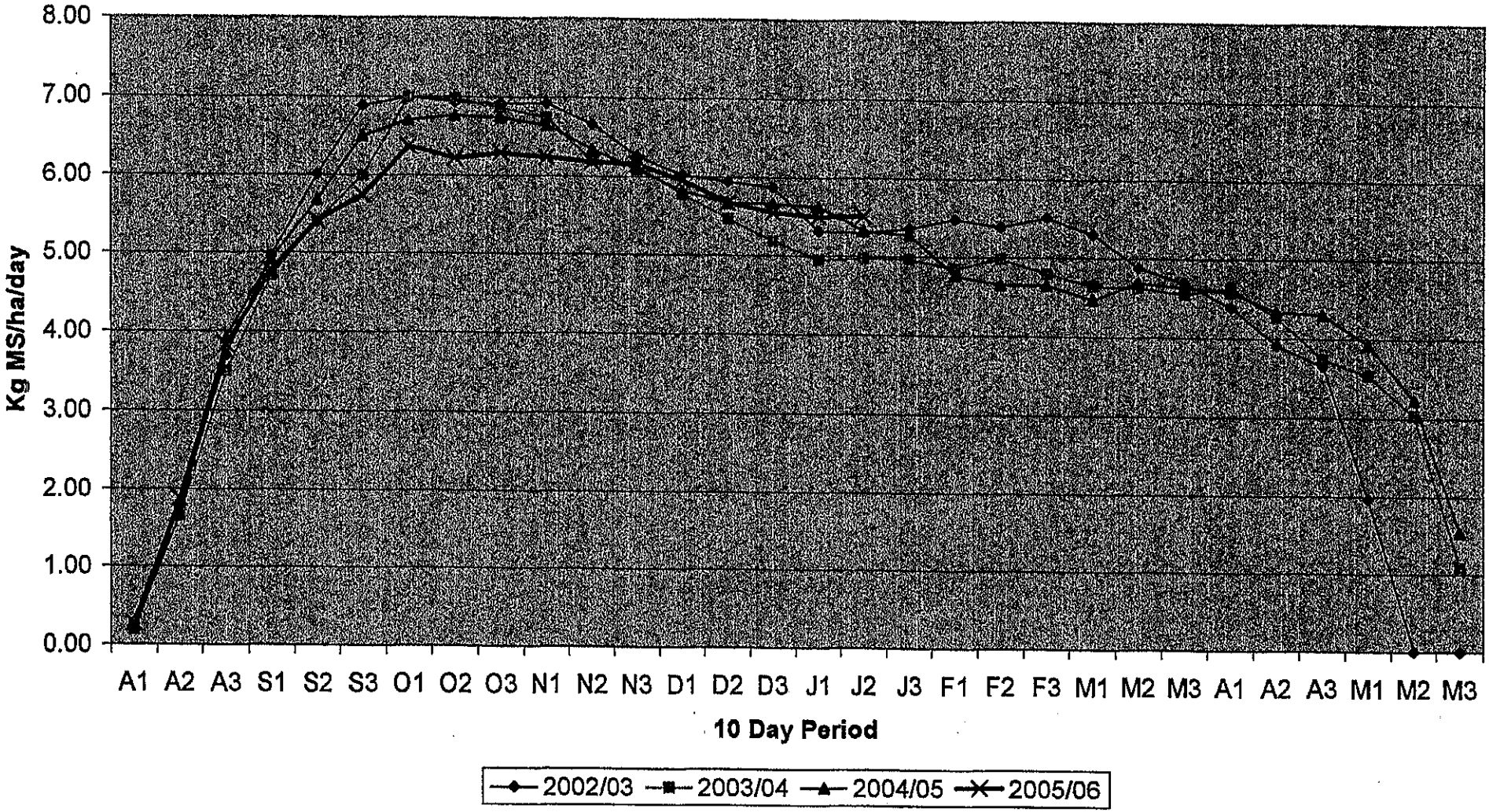
- Central Plains Water Trust - proposed community irrigation scheme with high reliability through out of stream storage to cover periods of low flow in rivers where water sourced. Scheme could significantly reduce energy costs.
- Innovations in food, pharmaceutical and nutriceutical production.
- Leverage off the scale of our business to invest in other areas. (We will not be able to maintain our rate of growth by investing in more land and cows.)

Layout of Willsden Dairy Farm

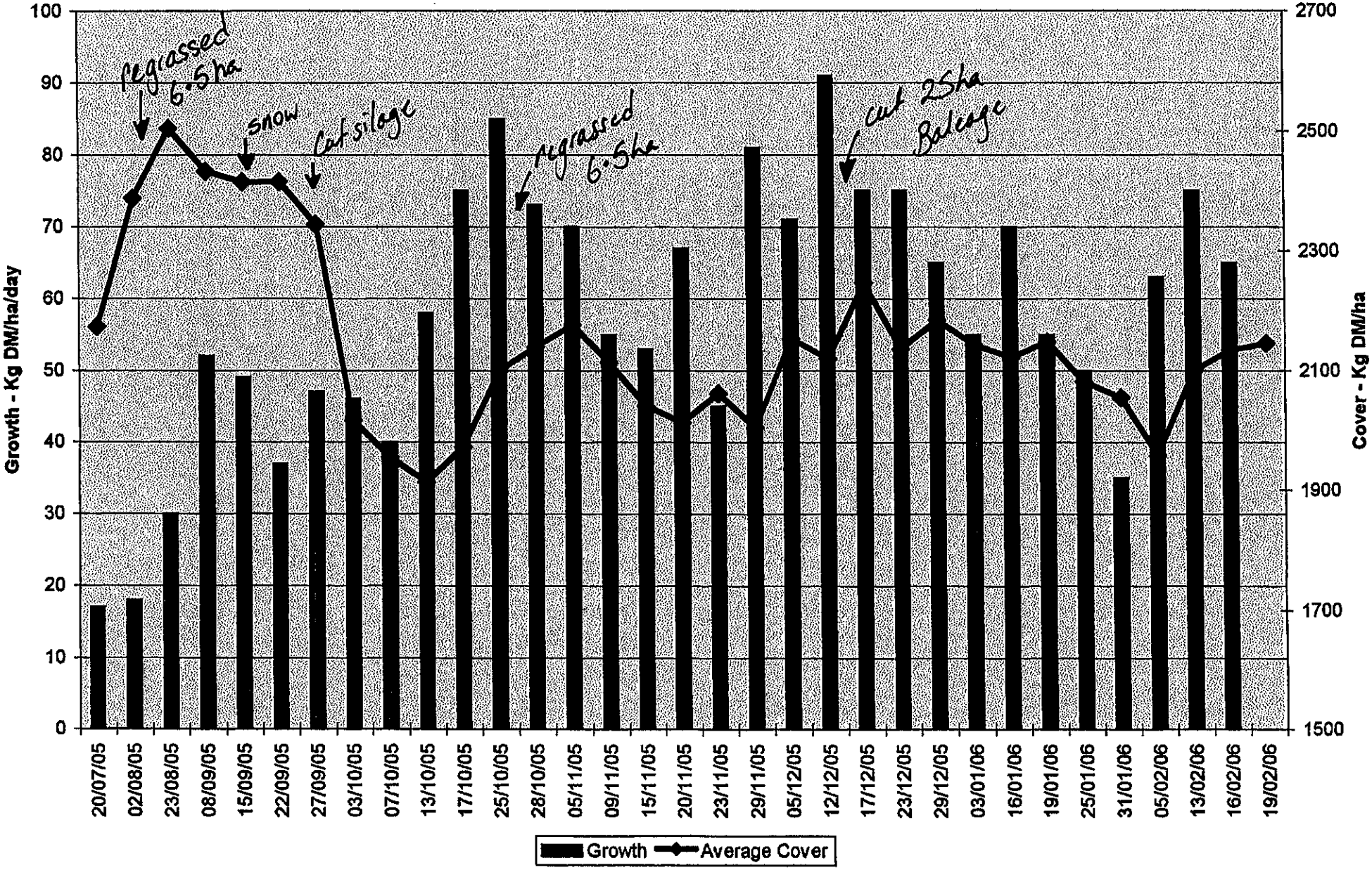


- 306ha, note 1 paddock in the cropping area is added onto this farm
- Cowshed in the 1.1ha in the centre
- The farm is split into blocks on pasture flowering date
- Each 500 cow herd has an end of the farm

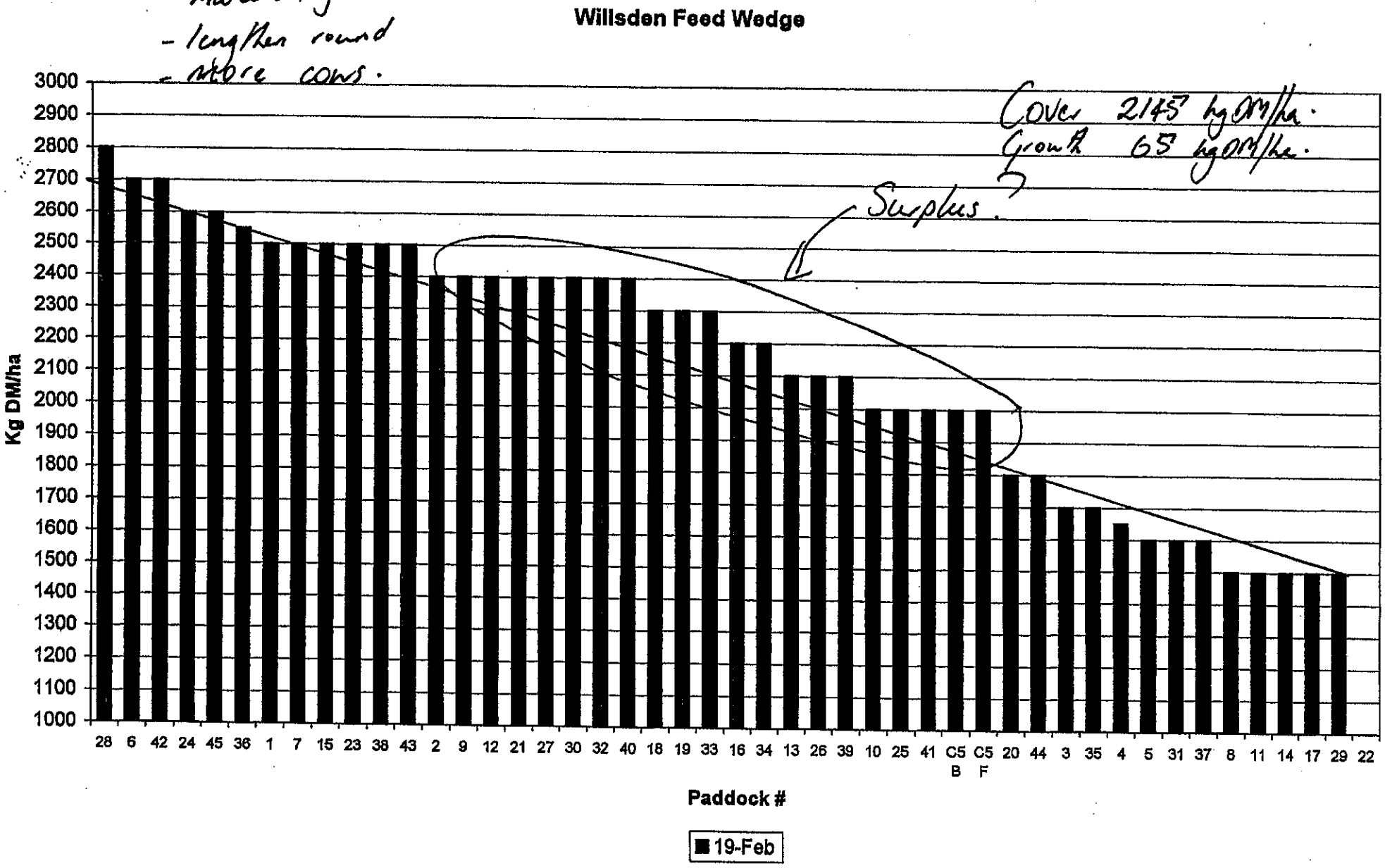
Willsden Per Hectare Production

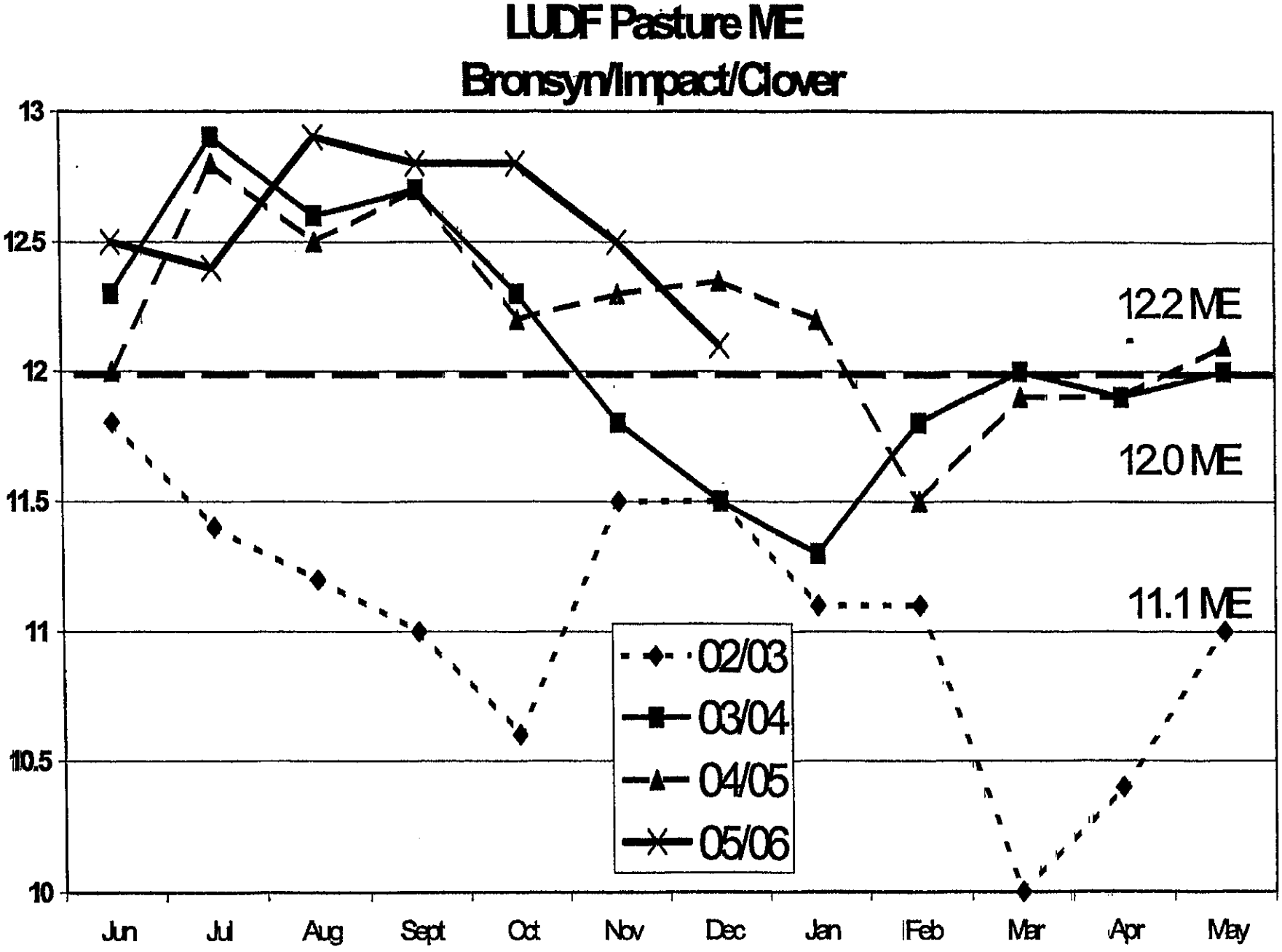


Average Cover and Growth at Willsden 05-06 Season



Options : - top agressively
- make silage
- lengthen round
- more cows.




LUDF Pasture ME
Bronsyn/Impact/Clover
13
12.5
12
11.5
11
10.5
10
Jun
Jul
Aug
Sept
Oct
Nov
Dec
Jan
Feb
Mar
Apr
May
12.2 ME
12.0 ME
11.1 ME
02/03
03/04
04/05
05/06

Lincoln University Dairy Farm - Weekly Data Sheet

Date (Totals at end of period)	7-Feb-06	14-Feb-06	21-Feb-06	28-Feb-06
Farm grazing ha (available to milkers)	161.5	161.5	161.5	161.5
Dry Cows on farm / East blk / other	0	0		
Culls (Includes culls put down & empties)	3	0		
Culls total to date	25	25		
Deaths (Includes cows put down)	0	0		
Deaths total to date	4	4		
Calved Cows available(Peak Number 651)	647	647		
Treatment or Sick mob total	7	5		
lame, mastitis, other, colostrum	6,4,0,0	8,3,1,0		
Milking twice a day into vat	637	635		
Milking once a day into vat	3	7		
Total Cows Milked into vat	640	642	0	0
Days in Milk actual cow days/Peak Cows	169	176		
MS/cow/day (Actual kg / Cows into vat only)	1.59	1.55		
MS/cow to date (total kgs / Peak Cows 650)	300	311		
MS/ha/day (total kgs / Total ha used - eg 161.5ha)	6.3	6.2		
MS/ha to date (total kg / Total ha used)	1207	1250		
Monitor Group Cond'n Score		4.63		
Monitor Group LW (kgs)		508		
Soil Temp Tues 10.00am 10cm	17.0	18.0		
Growth Rate (kgDM/ha/day)	47	74		
Plate meter height - ave half-cms	11.4	11.9		
Ave Pasture Cover (x140 + 500)	2097	2159		
Pre Grazing cover (ave for week)	2900	2900		
Post Grazing cover (ave for week)	1480	1480		
highest pregrazing cover	3000	3100		
Area grazed / day (ave for week)	7.00	6.80		
Grazing Interval	23	24	#DIV/0!	#DIV/0!
Pasture ME (pre grazing sample)	11.9			
Pasture % Protein	23.9			
Pasture % DM	13.8			
Pasture % NDF	41.0			
Supplements Type	Nil	Grass balage		
Supplements fed kg DM/cow/day in pdk	0	2.7		
Supplements fed to date kg per cow (650 peak)	285	299		
Supplements Made Kg DM / ha cummulative	1089	1089		
Units N applied/ha and % of farm	0	40, 41%		
Kgs/ha N to Date (Perennial Ryegrass Pdks)	117	136		
Rainfall (mm)	32	26		
ET Weekly Soil & Science readings (mm)	18.3	31		
days irrigated each week	2	1		
Irrigation mm applied per week	12	6		
Stock Water Consumed litres / cow / day	31	66		

Shaun Back - Farm Manager

Weekly Data Sheet to 14 Feb 06 edit pg rev SB.xls, Feb 06

Events Calendar – Autumn 2006

Fonterra Westpac Northern South Island Dairy Excellence Awards Dinner
Tuesday 7th March – Contact your local Field Rep for information

LUDF Farm Walk & Discussion Day
Thursday 9th March – RSVP to Annabel Macartney, Dexcel 03 325 3691

Dexcel Fonterra Nutrient Management Field Day - Hinds
Monday 27th March – Guest Speaker John Wilson, Fonterra Director
RSVP to Annabel Macartney, Dexcel 03 325 3691

Dexcel Fonterra Nutrient Management Breakfast - Culverden
Tuesday 28th March – Guest Speaker John Wilson, Fonterra Director
RSVP to Annabel Macartney, Dexcel 03 325 3691

Sharemilker of the Year Dinner
Wednesday 29th March – Tickets from Frances Coles 03 615 6642

Fonterra Westpac Dairy Excellence Awards Farm Manager Winners Field Day
Thursday 6th April – Venue to be advised

Fonterra Clandeboye Open Day
Contact your local Fonterra Field Rep for information

LUDF Farm Walk & Discussion Day
Thursday 13th March – RSVP to Annabel Macartney, Dexcel 03 325 3691

SIDDC LUDF Focus Day
Thursday 4th May – LUDF
Contact Corrigan Sowman for further information, 0274 999 024

LUDF Farm Walk & Discussion Day
Thursday 11th May – RSVP to Annabel Macartney, Dexcel 03 325 3691

Dexcel Mark & Measure Business Performance Course
Tuesday 20th & Wednesday 21st June, Hanmer Springs
RSVP to Annabel Macartney, Dexcel 03 325 3691

South Island Dairy Event – Invercargill
26th – 28th June – Contact Annabel Macartney, Dexcel 03 325 3691 for more info