



# PASTURE SUMMIT

PROFIT, PASTURE, PROGRESSION

## WAIKATO SPRING EVENT

WEDNESDAY, 13 NOVEMBER 2024

*Hosted by Dan & Gina Duncan  
1828 Te Rahu Road, Te Awamutu*







# PASTURE SUMMIT

## PROFIT, PASTURE, PROGRESSION

A very warm welcome to everyone, and a big thank you to Dan & Gina Duncan, for hosting us today, to share their thinking and their results.

Also, a big thank you to our organiser, our guest speakers and facilitators. Huge thanks to DairyNZ and our kind sponsors who have generously supported these events and we ask that you in turn support them.

We're in the business of turning grass to milk to cash - it's our key competitive advantage. Our host farmers are focused on achieving strong bottom-line financial performance and growth. They will present their costs and returns and discuss their farm management strategy to drive profit now and into the future. Topics to be explored include Business Goals, Financial Results, Benchmarking, Pasture and Cows. A panel discussion will also explore equity growth pathways for progressive young farmers with aspirations to progress and grow in the sector.

Pasture Summit events are held for farmers, by farmers who believe dairy farming can and should be profitable and rewarding, and that our pasture fed dairy products are best for the consumer and the environment. Central to this is our desire to inspire the next generation of dairy farmers by demonstrating that with the right strategies and execution, profitability, equity growth and land ownership are all achievable.

Thank you once again for your support. We hope you enjoy the day and we look forward to catching up with you during the event.



Robert Ferris  
**Chair**  
Pasture Summit



Colin Glass  
**Treasurer**  
Pasture Summit



Alistair Rayne  
**Secretary**  
Pasture Summit

# THANK YOU

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The valuable support from the following people and organisations is greatly appreciated.

- Our host farmers, Dan & Gina Duncan, their families and staff.
- Scott & Wendy Storey, farm owners of the Te Rahu Road farm.
- Stephanie Gudgeon, Mark Speight, Fran Bennett and Paul Bird from DairyNZ.
- Kim Robinson, Agribusiness Consultant, AgFirst Northland and Northland Dairy Development Trust.
- The farming couples participating in the panel discussion on equity growth pathways:
  - Rob & Krystal Whitaker
  - James & Melissa Barbour
- Aidan Gent, General Manager Rural Banking, ASB Bank Limited
- Silver Fern Farms for providing the meat for the BBQ lunch.
- Fonterra and Farm Source for providing a BBQ trailer and kindly cooking the BBQ lunch.
- DairyNZ staff and regional team who supported us in organising and running the event.
- Pasture Summit committee members.

A big thank you to our sponsors for their generous support.

## GOLD SPONSORS

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## SILVER SPONSORS

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# KEY EVENT INFORMATION

## Presentations

This handbook contains all of the material from the poster boards used in the sessions.

## Feedback sheets

Please take time to complete the feedback sheet at the end of the day. A tear out feedback sheet can be found at the back of this handbook. Please deposit your completed forms in the collection box as you leave the farm. You will also be emailed an online link after the event if you prefer to complete your evaluation electronically.

## Information and assistance

For information and assistance, please contact the registration desk located in the central meeting area.

## Cell phones

Cell phones and electronic devices must be muted at all times during sessions.

## Valuables

Please keep all valuables safe. The organisers cannot be held responsible for any loss or damage of personal items while attending the event. Any found property should be taken to the registration desk located in the central meeting area.

## Health & Safety

A Health & Safety briefing will be given at the start of the day.

## First Aid

A first aid kit is available at the registration desk. If you require emergency treatment or medical care, details of the closest medical centre will also be available there.

## Biosecurity

All attendees are required to wear clean clothing and footwear (organisers will terminate visit if attendees have visibly dirty attire), and visitor vehicle parking will be restricted to the designated areas only.

## Out of bounds areas

Please stay with the group and strictly avoid entering out of bounds areas as this is a working farm.

## Catering

Tea, coffee, water and light refreshments will be available throughout the day in the catering area and a BBQ lunch will also be served from here at lunchtime. Lunch is kindly sponsored by Silver Fern Farms, Fonterra and Farm Source.

## Disclaimer

*The views presented at Pasture Summit are the opinions of the individual speakers and are not necessarily shared by the Pasture Summit organising committee or any of the sponsors. Given the general nature of some of the views and information presented at Pasture Summit and the fact that every participant's individual circumstances are different, Pasture Summit delegates should not act solely on the basis of material presented at Pasture Summit but should obtain specific advice as to their own circumstances and actions.*





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# OUTLINE PROGRAMME



## PROFIT, PASTURE, PROGRESSION

- 09:30 - 10:00**      **ARRIVAL, REGISTRATION & MORNING TEA**
- 10:00 - 10:05**      **Welcome, Introductions and why we are on this farm**  
*Robert Ferris, Pasture Summit Chair*
- 10:05 - 10:10**      **Orientation & H&S Briefing**  
*Stephanie Gudgeon, DairyNZ*
- 10:10 - 10:15**      **Opening Comments**  
*Aidan Gent, General Manager Rural Banking, ASB Bank*
- 10:15 - 11:15**      **SESSION 1: BUSINESS GOALS & FINANCIAL RESULTS**
- Background
  - Business & financial performance
  - Industry benchmarks & regional comparisons
  - Growth strategy
- Host farmers (Dan & Gina Duncan) presenting, facilitated by Stephanie Gudgeon, DairyNZ*
- 11:30 - 12:45**      **SESSION 2: OPTIMISING PASTURE & CROP HARVESTED**
- Key success factors in a high pasture & crop harvested/ha system**  
*Host farmers (Dan & Gina Duncan) presenting, facilitated by Mark Speight, DairyNZ*
- Northland Dairy Development Trust (NDDT) Trial – Summary 2018-2021**  
*Kim Robinson, AgFirst presenting, facilitated by Paul Bird, DairyNZ*
- 12:45 - 12:50**      **Key messages & wrap up**  
*Olin Greenan, Pasture Summit Director*
- 13:00 - 13:45**      **LUNCH**  
**(sponsored by Silver Fern Farms, Fonterra & Farm Source)**
- 13:45 - 14:45**      **SESSION 3: EQUITY GROWTH PATHWAYS**
- Panel discussion exploring equity growth pathways.**  
*Panelists:*  
*Dan & Gina Duncan (host farmers)*  
*Rob & Krystal Whitaker*  
*James & Melissa Barbour*  
*Session facilitated by Fran Bennett, DairyNZ*

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We believe all Kiwi, our whanau, our businesses, and our communities have the right to benefit from progress and we are committed to our purpose of accelerating financial, social, and environmental progress for all New Zealanders.

**Brian Kenny**

ASB Rural Regional Manager

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[asb.co.nz/rural-banking](https://asb.co.nz/rural-banking)



DairyNZ is an industry-good organisation that helps farmers lead the world in sustainable dairying by investing in research, new solutions and advocacy. We believe that dairy has a bright and positive future and, that by working together with farmers and others, we can achieve purposeful change. We exist to progress a positive future for New Zealand dairy farming.

Contact us:

**Phone:** 0800 4 DairyNZ (0800 4 324 7969)

**Email:** [info@dairynz.co.nz](mailto:info@dairynz.co.nz)

**Website:** [dairynz.co.nz](https://dairynz.co.nz)



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## Martyn Ebbett

Key Account Nutrient Specialist South Waikato

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## Fonterra Co-operative Group Limited

Fonterra is a co-operative owned and supplied by thousands of [farming families](#) in Aotearoa New Zealand. Through the spirit of co-operation and a can-do attitude, Fonterra's farmers and employees share the goodness of our milk through innovative [foodservice](#) and [ingredients](#) brands. [Sustainability](#) is at the heart of everything we do, and we're committed to leaving things in a better way than we found them. We are passionate about supporting our communities by [Doing Good Together](#).

### Contacts:

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With origins dating back to 1909, LIC has a long history of developing and delivering world-leading innovations for the dairy industry. The co-op continues to be one of the sector's biggest private investors in research and development.

Today the New Zealand-based co-op employs more than 700 permanent staff, swelling to 2000 during the spring peak dairy mating season. LIC also has offices in the United Kingdom, Ireland and Australia.

All LIC profit is returned to its farmer owners/shareholders in dividends, or reinvested for new solutions, research and development.

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## NEW ZEALAND DairyExporter

Our tagline for NZ Dairy Exporter says it all – Learn, Grow, Excel.

It ensures the NZ Dairy Exporter is the country's premier dairy farm management magazine. Farmers enjoy reading about and learning from other farmers, so our experienced team of contributing writers actively seek out New Zealand's top dairy farmers and unpack their farm and business systems, so our readers can learn from them.

**Contact name: Sheryl Haitana**

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**Website:**

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## ravensdown

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Research and development are key to the company's success, with investment well in excess of \$15 million per annum into their forage and endophyte programmes.

The company has relationships with two primary research partners:

- AgResearch
- Plant and Food Research

Development of novel endophytes for ryegrass and tall fescue, in conjunction with AgResearch, has been a major technological breakthrough for the pastoral industry and has led to improved insect control delivering agronomic performance and ryegrass persistence.

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**Charlie Longley**

**National Sales and Marketing Manager**

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Silver Fern Farms is New Zealand's leading marketer, processor and exporter of premium quality lamb, beef, venison and associated products.

We believe sustainability shouldn't be a special term, but an integral part of how we operate, how we work, and how we live our lives.

We believe Silver Fern Farms can create positive change for our environment, our people, our communities and the economic success of New Zealand. We are 100% Made of New Zealand.

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## HOW TO KEEP FARMING INTO THE FUTURE?

Dairy Exporter is more than a magazine. It's exclusive online articles, weekly podcast episodes, Live Q+A's and four seasonal journals dedicated to tangible, onfarm advice to ensure you're equipped with the knowledge to succeed.



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We are super busy and whilst we love our *Dairy Exporter* arriving, we are excited to hear that there will be a podcast and webinars with the same quality information that we can listen and watch to learn from the best.

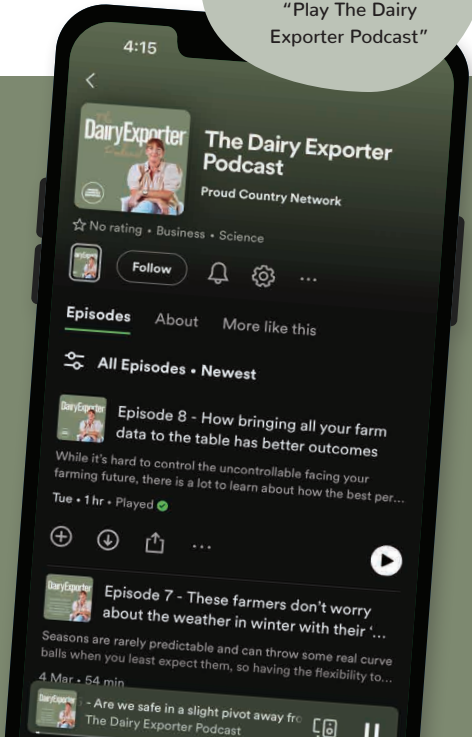
– **GLENN & SARAH JONES**  
 Canterbury dairy farmers

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# The Dairy Exporter Podcast



Every week, Editor, Sheryl Haitana & Deputy Editor, Anne Lee interview experts, inspiring dairy farmers and innovators to bring these stories to life in audio.

New to podcasts? No worries - head to [dairyexporter.co.nz/podcasts](http://dairyexporter.co.nz/podcasts) to listen.



Available wherever you listen to podcasts

# HOST FARMERS

## Dan & Gina Duncan

Dan grew up on dairy farms until his parents sold their farm in Matamata and moved to Cambridge. Gina grew up in Nelson on a lifestyle block.

They met at Massey University, where Dan earned a degree in Applied Science, double majoring in Agriculture and Rural Valuation and Management, while Gina earned a degree in Applied Science, majoring in Rural Valuation and Management.

After university, they both worked as rural valuers in Tauranga until 2012 when Dan transitioned to farming. His first job was as Herd Manager in Matamata, followed by 3 years of Contract Milking in Tokoroa. Gina continued valuing during this time, commuting to Tauranga. They secured a 900-cow self-contained job, growing it to 1100 cows. In 2021, they moved back to Waikato for their kids' schooling and have since leased and owned the other farms.



# FARMER PANELISTS



## Rob & Krystal Whitaker

We are Rob and Krystal and we have 2 sons, Thomas (3) and George (2).

In June this year we purchased our first farm in the Korakonui district, the farm is 88ha and we are milking 250 cows.

The farm is a real 'first farm' so our goals are to develop the property, produce milk profitably and paying down debt while still spending quality family time together.

## James & Melissa Barbour

James & Melissa Barbour, and our 5 young boys are dairy farming 430 cows in Waotu.

After 15 years of share-milking in the Waikato and Taranaki, we purchased our farm in 2022.

We also lease 160ha drystock farm in Piarere, where we breed Angus cattle, fatten dairy/beef and grow our dairy replacements.





# SPEAKERS

## ASB SPEAKER

(Opening Comments)

### Aidan Gent

General Manager

Rural Banking, ASB Bank Limited

Aidan joined ASB as National Manager, Rural Corporate in November 2021. Aidan was appointed General Manager, Rural August 2023.

Born and raised in Ruawai, Northland, Aidan maintains an active involvement in his Ruawai farming business. Starting his banking career as a Rural Graduate in Christchurch. Aidan has had roles in Rural and Institutional Banking, Corporate Advisory, Strategy, Product and Transformation across NZ and Australia.

Aidan is deeply passionate about the opportunities within the food and fibre sector and helping customers achieving their goals.



### Kim Robinson

Agribusiness Consultant & Director, AgFirst Northland

Kim has been a dairy farm business consultant in Northland since 1990 and merged her consultancy business with AgFirst Northland in 2014. Kim has expertise in farm business management, farm systems and research, contract negotiations and dispute resolution.

She is a founding Trustee of the Northland Dairy Development Trust which began in 2007 to facilitate and coordinate pastoral research in Northland. She is well known in Northland for her intimate knowledge of the region's unique soils, pastures and climate, and her objective honest approach. Her qualifications include a Bachelor's in Agricultural Science (Hons), NZ Institute of Primary Industry Management membership, and certification as a Qualified Mediator and Nutrient Management Advisor.

Kim has led numerous field days, seminars, and dairy extension groups, and has coordinated a number of trials including comparing supplement systems to maximize farm profit.





# FACILITATORS



**Stephanie Gudgeon**  
Area Manager, DairyNZ

Steph initially grounded her studies in Social and Health policy working in this area until she was introduced to Agribusiness as a graduate, where she started out Rural Banking. She moved on to a farming pathway with her husband Andy as Sharemilkers and now they own a farm in Hinuera, Matamata. Where they operate a system 1 farm, focusing on cost control and harvesting above benchmark pasture and crop/ha. Steph has been involved in Mark and Measure as a farmer speaker, Talking Dairy Podcast, Inside Dairy and Federated Farmers. Steph is also a contributing farmer on the Pasture Summit committee. Steph has particular interest in on farm teams, pasture-based farm systems, environmental emission, strategic planning and financial management. Steph is currently an Area Manager for DairyNZ, covering South-East Waikato from Tokoroa to Matamata.



**Mark Speight**  
Farm Systems Specialist, DairyNZ

Mark started off his agricultural career farming on the family sheep/beef station in Western Southland. He has worked in the dairy industry for the last 24 years and has held a variety of roles. He started as a Consulting Officer with Dexcel then changed to a Business Developer role focusing on the people side of the business. Following this came dairy development roles overseas in Pakistan, Colombia, Sri Lanka and Myanmar. Mark has worked in Chile and has some experience banking before moving into the dairy education field with the DairyNZ subsidiary Dairy Training Limited. That involved teaching at the Diploma level covering financial management, people and environmental papers. For the last two years Mark has been back with DairyNZ in the Farm Solutions and Policy team. Main work areas have been managing the budget case farmers (that are on the website) and the case study project which focussed very much on profitability and environmental metrics.



**Fran Bennett**  
Area Manager, DairyNZ

Fran's role with DairyNZ is as an area manager in Cambridge, Waikato. Fran partners with farmers in her role to deliver greater outcomes on farm through extension and facilitation. Fran loves to cultivate the potential in others. Fran's approach to farming is no nonsense and she believes strongly in the principle of pasture first for profit. Fran came onboard with DairyNZ in Horowhenua, LNI in July 2021. Fran hails from the UK where she studied Agriculture before venturing to NZ in 2013. Fran has been share milking a system 2 farm in the Lower North Island for seven years, recently moving to the Waikato in 2023 with DairyNZ.



**Paul Bird**  
Senior Business Specialist, DairyNZ

Paul has worked in the dairy industry for the last twenty-seven years starting out as a rural banker, then Consulting Officer and farm advisor in Ireland and the United Kingdom. He has been involved in developing and delivering the Mark and Measure business courses and recently focusing on key success factors for contract milkers and variable order sharemilkers. Paul has a particular interest in simple, pasture-based farm systems and how they can deliver profit and lifestyle.



# Tune in to Talking Dairy

## The go-to podcast for New Zealand dairy farmers

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Hear from farmers, scientists, and experts who share practical tips and insights to help you succeed. It's all about giving you the tools and knowledge to make the best decisions for your farm. Brought to you by DairyNZ, we help farmers lead the world in sustainable dairying by investing in research, new solutions and advocacy.







**SESSION 1:  
BUSINESS GOALS & FINANCIAL RESULTS**

Dan & Gina Duncan (host farmers) presenting



Facilitated by  
Stephanie Gudgeon  
Area Manager at DairyNZ



**NOTES**

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# Dan & Gina Duncan

## Business Description

- 250 cow lease farm – Te Rahu Road (location of event)
- 750 cow 50:50 job – Pirongia (home)
- 450 cow Equity Partnership – Te Kawa



Te Rahu Road	2022/23	2023/24
Total milksolids	<b>101,141</b>	<b>96,051</b>
kg MS/ha	<b>1,349</b>	<b>1,281</b>
kg MS/cow	<b>430</b>	<b>400</b>
Effective hectares	<b>75</b>	<b>75</b>
Stocking rate	<b>3.1</b>	<b>3.2</b>
Peak cows milked	<b>235</b>	<b>240</b>



Map of Te Rahu Road farm (location of event)

## Business Description:

We operate 3 farms:

1. 250 cow lease farm – Te Rahu Road (location of event)
2. 750 cow 50:50 job – Pirongia (home)
3. 450 cow Equity Partnership – Te Kawa

## Farm Team

Hui – Farm Manager; Klaas – Relief Milker; Della – Calf Rearer/Calving Assist

## Goals

- Short term: Focus on profitability
- Medium term: Stay flexible
- Long-term: Own a large-scale farm with manageable debt levels

## Business & Farming Principles

- Aim for maximum days on pasture, September- December (minimum of 120 days, target of 150)
- Seasonal planning to set the farm up with the right SR, matching regional/actual data to budget feed supply is crucial. Increase stocking rate to match supply and demand during peak growing periods, utilise crops and supplements outside peak growth times
- Aim to keep Farm Working Expenses (FWE) below \$5/kg MS, reviewing them at the start of each season to identify unnecessary costs
- Prioritise opportunities that can be done well, avoiding growth for growth's sake
- Always striving for better-than-average performance

## Management Practices

- Business Growth/Opportunities:
  - Target opportunities to replicate the system
  - Work hard in the 30s and 40s to secure the future
  - Take calculated risks
  - Manage high debt levels with the ability to make significant repayments
  - Have a simple plan, for business management and on farm operations. Allowing us to achieve consistent results.
- Financial Management:
  - Control costs with a necessity-based approach
  - Use cashflow budgets, partial budgets, and investment analysis
  - Create conservative seasonal budgets. Production based on a dry summer with PKE. Budget on a conservative MP, lower than forecasted payout, with \$50k contingency plans if the unexpected happens.

- People Management:
  - Train the team in simple, realistic farming practices
  - Perform weekly pasture assessments
  - Offer competitive pay, flexibility, and training for staff development
  - Maintain hands-on management, working alongside the team when necessary, without micromanaging
- Supplement Use:
  - Use PKE to fill true deficit based on pasture data, assess frequently
  - Aim to feed supplement when MS response is the highest, avoid substitution
  - Winter: Feed 1kg rye straw in June/July, monitor pasture cover
  - Spring: Use PKE for early calving cows, apply nitrogen in August
  - Summer: Grow turnips and budget PKE/maize silage as needed
  - Autumn: Provide supplementary feed to extend lactation, stagger drying off
  - Pricing:
    - Winter straw is bought on a tonnage basis after checking prices with suppliers
    - PKE is contracted in the field, typically purchasing 90T or 50T if the price is below \$300/T
- Pasture Management:
  - Use SRP through winter at 100 days, be flexible moving towards balance date with growth rate and feed wedge data
  - Weekly pasture walks
  - Feed wedge monitoring, this is non-negotiable
  - Target residuals
  - Use DairyBase for annual pasture & crop harvested /ha benchmark

## **Cows/Animal Health**

- BCS: Scored prior to drying off
- Herd: BW 228, PW 291
- Reproductive Strategy is to use AI for 2 weeks, administer PG, and bring in bulls after 2 weeks
- Focus on basic mineral supplementation and proactive treatments
- Aim for minimal vet intervention.
- Follow SAMM plan dry off procedure, with DCT for heifers >120,000 and blanket teat sealant.

## **Replacements**

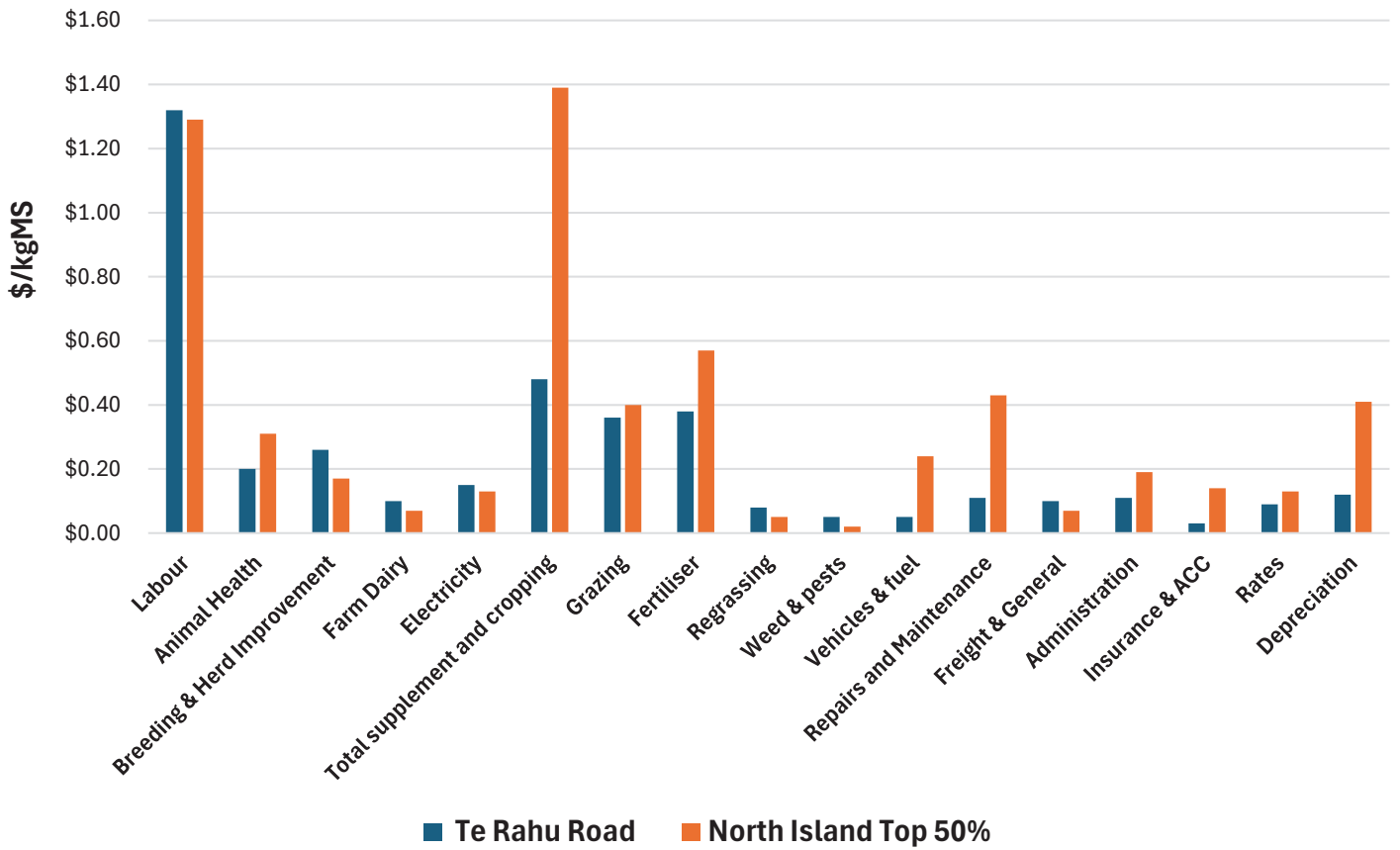
- Aim for a 20% replacement rate at Te Rahu
- Manage calves by feeding gold colostrum and gradually transitioning to outside conditions once the weather permits
- Calves are sent to off-farm grazing in early December



## Operating Profit

	Te Rahu Road 2022/23	Waikato Top 50% 2022/23	Te Rahu Road 2023/24	North Island Top 50% 2023/24	Te Rahu Road Forecast 2024/25
Total kg MS	101,141	220,272	96,051	147,926	91,146
kg MS/ha	1,349	1,305	1,281	1,102	1215
kg MS/cow	430	434	400	414	388
Effective hectares	75	168.8	75	134.2	75
Stocking rate	3.1	3.0	3.2	2.7	3.1
Peak cows milked	235	508	240	358	235
Net milk sales	\$7.76	\$8.76	\$8.67	\$8.57	8.15
Net livestock sales	\$0.51	\$0.49	\$0.32	\$0.40	0.31
Other Dairy Income	\$0.00	\$0.05	\$0.00	\$0.07	0
<b>Gross Farm Revenue/kg MS</b>	<b>\$8.27</b>	<b>\$9.30</b>	<b>\$8.99</b>	<b>\$9.04</b>	<b>8.45</b>
Labour	\$1.04	\$1.19	\$1.32	\$1.29	1.32
Animal Health	\$0.18	\$0.34	\$0.14	\$0.31	0.25
Breeding & Herd Improvement	\$0.18	\$0.18	\$0.26	\$0.17	0.33
Farm Dairy	\$0.03	\$0.08	\$0.10	\$0.07	0.07
Electricity	\$0.12	\$0.12	\$0.15	\$0.13	0.18
Total supplement and cropping	\$1.23	\$1.90	\$0.48	\$1.39	0.66
Grazing	\$0.30	\$0.40	\$0.36	\$0.40	0.27
Fertiliser	\$0.42	\$0.57	\$0.38	\$0.57	0.47
Re-grassing	\$0.06	\$0.08	\$0.08	\$0.05	0.12
Weed & pests	\$0.01	\$0.04	\$0.05	\$0.02	0.02
Vehicles & fuel	\$0.08	\$0.26	\$0.05	\$0.24	0.16
Repairs and Maintenance	\$0.16	\$0.49	\$0.11	\$0.43	0.16
Freight & General	\$0.02	\$0.08	\$0.10	\$0.07	0.05
Administration	\$0.09	\$0.16	\$0.11	\$0.19	0.13
Insurance & ACC	\$0.03	\$0.11	\$0.03	\$0.14	0.03
Rates	\$0.08	\$0.13	\$0.09	\$0.13	0.13
Depreciation	\$0.12	\$0.38	\$0.12	\$0.41	0.12
<b>Operating Expenses/kg MS</b>	<b>\$4.35</b>	<b>\$6.50</b>	<b>\$4.01</b>	<b>\$6.01</b>	<b>\$4.47</b>
<b>Operating Profit/kg MS</b>	<b>\$3.71</b>	<b>\$2.81</b>	<b>\$4.98</b>	<b>\$3.03</b>	<b>\$3.98</b>
<b>Operating Profit/ha</b>	<b>\$5,001</b>	<b>\$3,662</b>	<b>\$6,379</b>	<b>\$3,341</b>	<b>\$4,836</b>

## Operating Expenses 2023/24

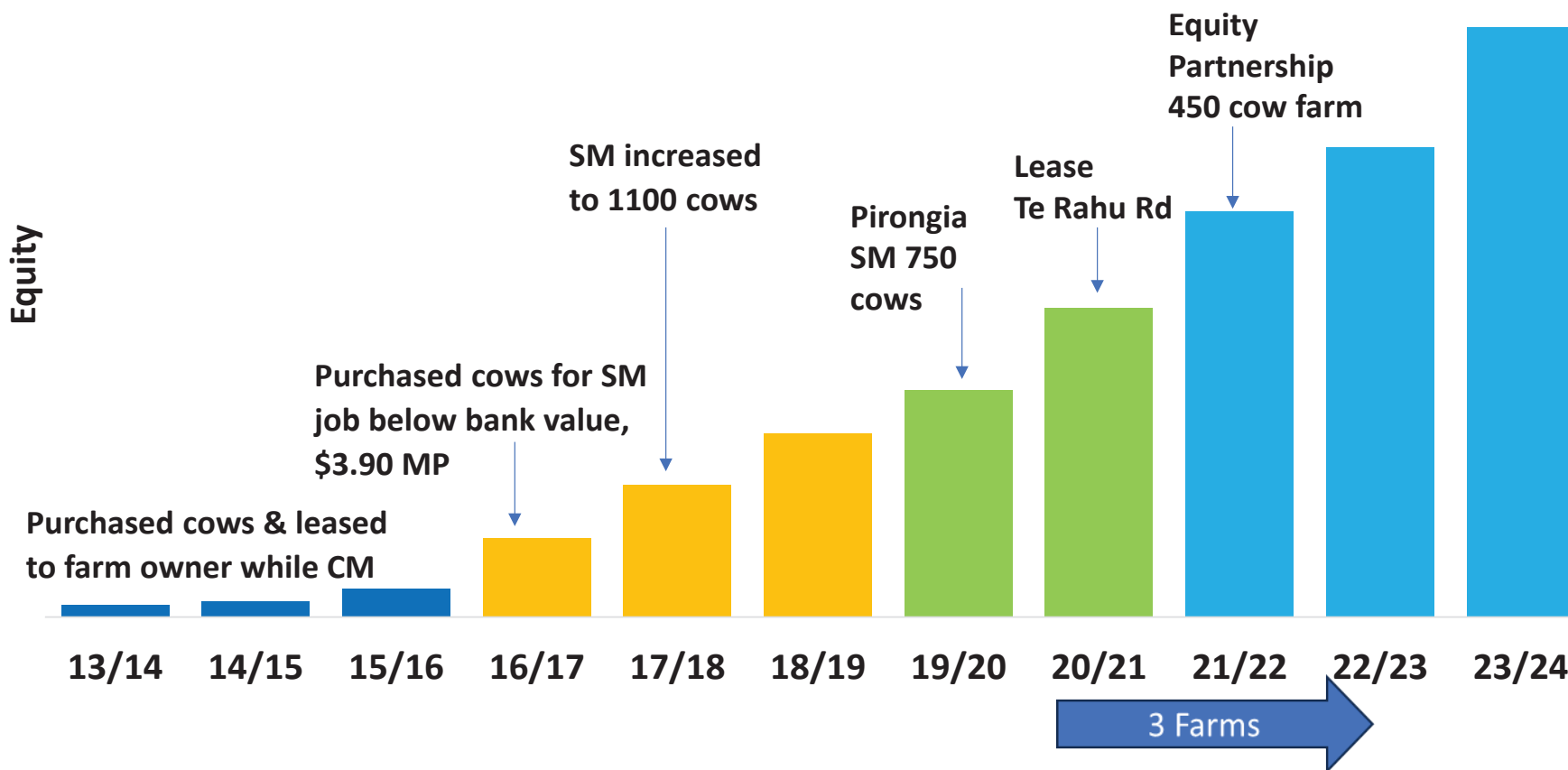


## Revenue and Expense Notes

Labour	Higher than benchmark. Wanting to retain current staff and reduce required labour from Dan & Gina. Includes unpaid management labour.
Animal health	No CIDR's, low mastitis and lameness.
Supplement & cropping	Focus on pasture & crop harvested to reduce reliance on brought in feed
Vehicles & fuel	Lower than benchmark, related to the farm system. Only own basic vehicles required to do the job.
Repairs & maintenance	Lower than the benchmark. Lease farm is of high standard due to owners' consistent investment. Expenditure and projects are planned with farm owners.
Depreciation	Related to necessary machinery owned, specific to the requirements of the farm system
Milk price	Milk price differential due to FMP in 22/23 and deferred payments in 23/24.



# Equity Growth – 48% compound annual growth rate







Decisions

Decisions

Decisions

Decisions

Decisions

Decisions

Decisions

Decisions

Decisions

Decisions

Decisions

Decisions

Decisions

## Got a lot on your mind?

Getting a Ravensdown Agri Manager on your team is the smart call for spring. They're your partner behind the farm gate, ready to share the load for some of those big decisions - like creating the best nutrient plan for your land and business. There are 70 around the country, available in person or on the phone. Because to know how, you have to know who.

Call 0800 100 123 to learn more.

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**SESSION 2A:**

**Key success factors in a high pasture & crop harvested/ha system**

Dan & Gina Duncan (host farmers) presenting



Facilitated by  
Mark Speight  
Farm Systems Specialist at DairyNZ



**NOTES**

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## Physical Detail

	Units	Te Rahu Road 2022/23	Waikato Top 50% 2022/23	Te Rahu Road 2023/24	Waikato Top 50% 2023/24
<b>Feed Eaten</b>					
Pasture & crop harvested	t DM/ha	15.3	14.6	15.9	14.2
Pasture & Crop Harvested Potential 15.2 t DM/ha <sup>1</sup>					
Minus Pasture & crop exported	t DM/ha	0.2	0.9	0.3	1.1
= Pasture & crop eaten within season	t DM/ha	15.1	13.7	15.6	13.1
+ Imported Supplements eaten (externally sourced)	t DM/ha	1.7	3.1	0.6	2.6
+ Imported Supplements eaten (internally sourced)	t DM/ha	0.2	0.4	0.1	0.6
+ off farm grazing: dry cow	t DM/ha	0	0.2	0	0.3
+ off farm grazing: young stock	t DM/ha	1.8	2.1	1.8	2.0
= Total feed eaten	t DM/ha	18.9	19.5	18.2	18.5
Imported supplement eaten	kg DM/cow	613	1103	254	1,019
Imported supplement and grazing off eaten	kg DM/cow	613	1176	254	1,102
Average utilisation of imported supplements	%	81%	82%	84%	79%
<b>Crops Grazed &amp; Harvested</b>					
Area grazed in winter crop	ha	0	0.5	0	0.1
Area grazed in summer crop	ha	6.5	5.7	5.4	3.8
Area grazed in harvest crop	ha	0	7.1	1.7	5.2
Farm area harvested for hay/ silage	%	8%	22%	6%	29%
<b>Reproduction, People &amp; Environment</b>					
6-week ICR	%	67%	78%	65%	78
% calved - 6 weeks	%	76%	88%	88%	88%
Cows/labour unit	cows/FTE	184	155	178	151
Nitrogen applied	kg/ha/yr	104	95	116	107
Purchased N Surplus <sup>2</sup>	Kg N/ha	48	Range 50-145	36	Range 58-150
GHG (intensity)	kgCO2e/kgMS	n/a	n/a	10.9	12 <sup>3</sup>

<sup>1</sup> DairyNZ, pasture potential tool. Waikato farms, 20km radius

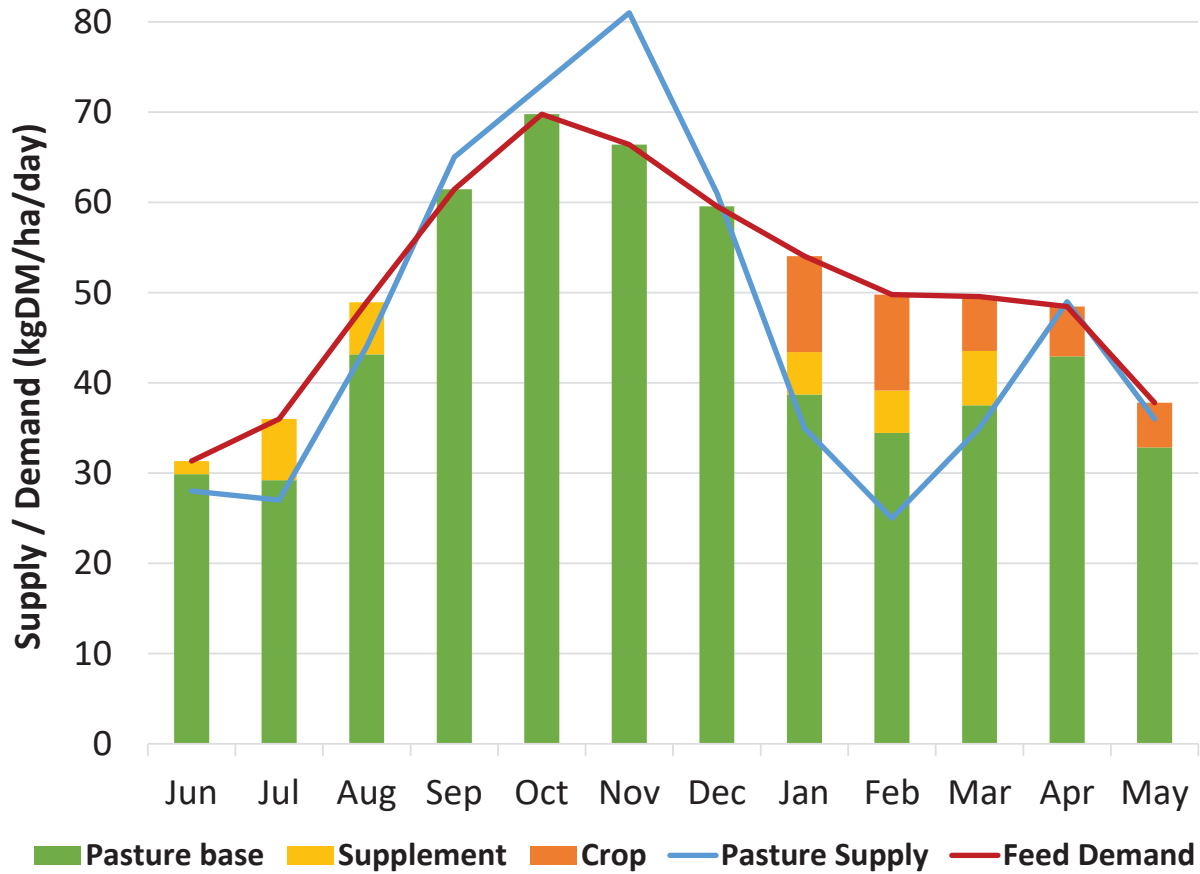
<sup>2</sup> Fonterra Insights Report, Bench Waikato farms, production > 1200 kg MS/ha

<sup>3</sup> Fonterra Insights Report, Ag:LCA (Agricultural Lifecycle Assessment)

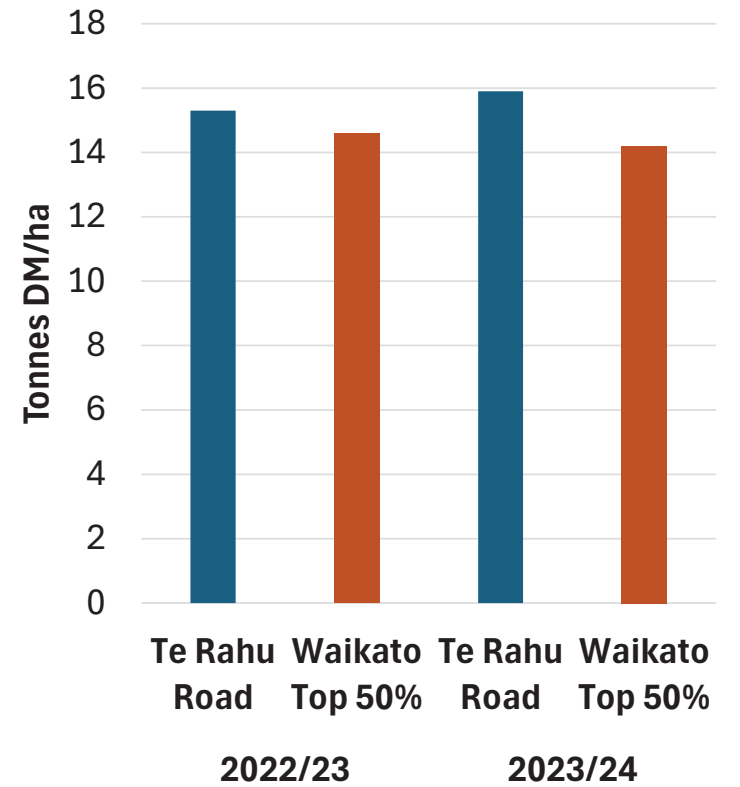
	Pasture Cover (kg DM/ha)	Feed Allowance (kg DM/cow)	Feed Demand (kg DM/ha/day)	Post Grazing Residuals (kg DM/ha)	Rotation Length	Supplement use (kg DM/cow)	Crop	Nitrogen
<b>June</b>	2400	Dries 10	30	1400	80-100	Hay 5kg/cow		12 kg N/ha
<b>15 July PSC</b>	2300	Milkers 17	35-45	1500	SRP	Hay 5kg/cow PKE 2kg/cow		
		Springers 10		1500				
		Dries 10		1300				
<b>07 Sept (Balance Date)</b>	1900	17-19	61	1500-1600	21			28 kg N/ha
<b>Aug</b>	2300	18	50	1500	21	PKE 2 kg/cow		
<b>Oct-Dec</b>	2200	18	60-70	1500	21-25			20 kg N/ha
<b>Jan-Feb</b>	2000	18	50-54	1600	25-30	Silage 2kg/cow	Turnips 4kg/cow	
<b>March</b>	2000	15	50	1600		PKE 2kg/cow	Maize 2kg/cow Turnips 4kg/cow	
<b>April</b>	2200	15	48	1500	35		Maize 4kg/cow	25 kg N/ha
<b>May</b>	2250	Milkers 15 Dries 10-14	38	1500	40-50		Maize 4kg/cow	22 kg N/ha

*“Balance date is more important than my birthday”, Dan Duncan*

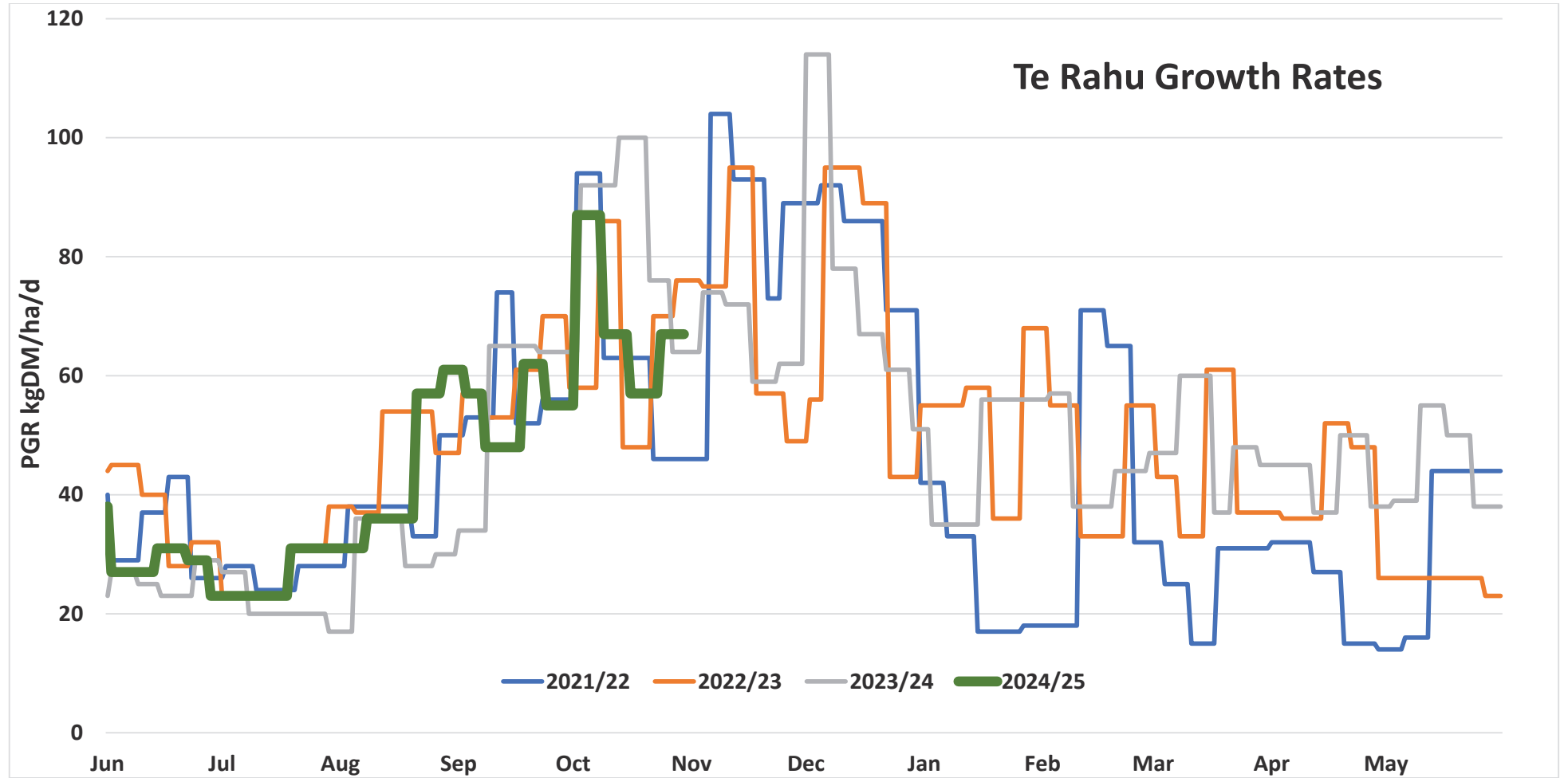
### Pasture & Feed Management 2023-24



### Pasture & Crop Harvested











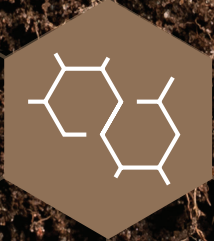
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## Healthy soil is the foundation for everything we do

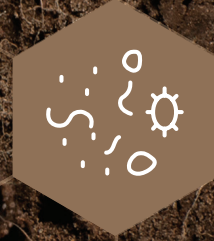
Our new Soil Health Check is a quick, easy, and affordable test that measures both the chemical and biological composition of your soil. The results give you a deeper understanding of your soil health, and allow us to provide you with highly-informed recommendations to optimise your nutrient performance.



Chemical  
status



Recommendations  
and tips



Biological  
activity



National  
benchmarks



Trend view



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**SESSION 2B:**

**Northland Dairy Development Trust (NDDT) Trial –  
Summary 2018-2021**

Three-year farm systems trial in relation to  
profitability and PKE and supplement use.

Presentation by  
Kim Robinson  
Agribusiness Consultant &  
Director, AgFirst Northland



Facilitated by  
Paul Bird  
Senior Business Specialist at DairyNZ



**NOTES**

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## Marginal Milk Costs



Are you making  
money from milk or  
milk from money?

## Trial Structure



- **Pasture Only Farm**
  - 2.7cows/ha, no supplement
- **PKE Only Farm**
  - 3.1cows/ha, limited supplement
  - PKE fed within FEI limits
- **PKE Plus Farm**
  - 3.1cows/ha, unlimited supplement
  - PKE fed first until FEI limiting, then DDG, SBH or silage fed



## Milk Production and Supplement Purchased

### 3 year averages

	Milk Prod kgMS/ha	Milk Prod kgMS/c	Purchased Feed kgDM/c	Milk Response gMS/kgDM
Pasture Only	916	342	0	
PKE Only	1209	389	837	113
PKE Plus	1328	426	1253	91

Milk response decreases as supplement input increases

## Profit is more sensitive to milk response than supplement price – focus accordingly

Milk Response gMS/kgDM	50	75	100	125
PKE Only Profit \$/ha	\$1,918	\$2,375	\$2,833	\$3,291

Pasture Only Profit \$/ha	\$2,637
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\$458/ha for every 25g/kgDM extra milk response

\$274/ha for every \$100/t PKE price

## Beware of using average Farm Working Expenses

	FWE \$/kgMS	Marginal cost of extra milk
Pasture Only	\$4.45	
PKE Only	\$4.70	\$5.86
PKE Plus	\$4.98	\$8.58

## Marginal Milk Cost \$/kgMS for extra milk produced

	18/19	19/20	20/21	3 yr Avg
PKE Only	\$5.39	\$6.54	\$5.65	\$5.86
PKE Plus	\$10.57	\$5.70	\$9.47	\$8.58

Other farm costs rose by \$0.80 for every \$1 spent on supplement

## Lessons Learnt

- Cost of extra milk from supplement can be high
- **Other farm costs rise by \$0.80 per \$1 spent on supplement**
- **Responses decrease with increasing supplement fed**
- No difference in mating results between farmlets
- **Profit is more sensitive to milk response than price**
- **Keys to good milk responses**
  - Use pasture residuals and feed wedge to drive decisions rather than vat or in-shed systems
  - Be prepared to pull supplement out when residuals rise
  - Minimise supplement wastage



# Are you prepared for autumn?

**NOW'S THE TIME TO SET YOURSELF UP FOR A HIGH-PERFORMANCE SEASON WITH THESE TOP PRODUCTS.**



## **Palliser** TETRAPLOID LONG ROTATION RYEGRASS

Can be used as either a short or long rotation ryegrass

More rapid establishment than diploid types

High dry matter yields throughout the year

High palatability

Excellent summer forage quality (very late flowering and low aftermath heading)

Improved rust tolerance

Ideal for undersowing pastures

Benefits afforded by AR37 endophyte for insect protection

## **Vast** TETRAPLOID PERENNIAL RYEGRASS

Strong annual production with exceptional summer and autumn productivity

Extremely late heading date (+36 days) boosting late spring pasture quality


Diploid-level tiller density to enhance persistence

Tetraploid grazing preference to drive animal intakes

Excellent rust tolerance to improve summer and autumn palatability





A man in a dark green shirt is working with a cow in a milking parlor. He is looking up at the cow, and his hands are on the milking equipment. The background shows the metal structure of the parlor and some control panels.

## Continue doing what you do best

You've already made great genetic gains. You've improved your milk production, built a better herd, and are on track for further improvements.

Now's the time to keep up the good work.

Continue driving your genetic gains with superior genetics. Continue knowing you're making the right selections with GeneMark® and accurate herd record keeping in MINDA®. Continue herd and animal health testing to support your on-farm decisions, and eliminate surprises.

**And we'll continue supporting you every step of the way.**

There's always room for improvement







# FEEDBACK SHEET

## Waikato Spring Event 2024

1) Overall the value I got out of today's event was...

Low	1	2	3	4	5	High
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2) I attended the following sessions and got the following value from them.... (please tick only the sessions you attended)

Session	Presenter	Low				High
		1	2	3	4	5
<b>Session 1:</b> <b>Business Goals &amp; Financial Results</b>	Dan & Gina Duncan (host farmers) Facilitated by Steph Gudgeon, DairyNZ					
<b>Session 2:</b> <b>Optimising Pasture &amp; Crop Harvested per hectare</b>	<b>2A Key success factors in a high pasture &amp; crop harvested/ha system</b> Dan & Gina Duncan (host farmers) Facilitated by Mark Speight, DairyNZ					
	<b>2B Northland Dairy Development Trust (NDDT) Trial – Summary 2018-2021</b> Kim Robinson, AgFirst Facilitated by Paul Bird, DairyNZ					
<b>Session 3:</b> <b>Equity Growth Pathways</b>	Panel discussion exploring equity growth pathways. Facilitated by Fran Bennett, DairyNZ					
<b>Venue: Te Rahu Road farm venue</b>						
<b>Morning tea and refreshments</b>						
<b>LUNCH - kindly sponsored by Silver Fern Farms, Fonterra and Farm Source</b>						

3) The best part of the day was .....

.....

4) Something that could be improved is.....

.....

5) How did you hear about this event? (please tick)

Discussion Group / Consulting Officer	
Word of mouth	
Dairy Exporter Magazine	
Online	
Promotional Flyer in the mail	
Email from Pasture Summit	
Facebook/Instagram	
Twitter/X	
Rural Professional	
Other (please specify)	

6) Please tick a box for:

Farm Owner	
Herd Owning Sharemilker	
Lower Order Sharemilker/Contract Milker	
Farm Manager	
Farm Employee	
Rural Professional	
Other (please specify)	

# FEEDBACK SHEET

Waikato Spring Event 2024

Please take time to complete the feedback sheet on the overside.

Please deposit your completed forms in the collection box as you leave the farm.

You will also be emailed an online link after the event if you prefer to complete your evaluation electronically.

## THANK YOU FOR PROVIDING YOUR FEEDBACK



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View your Farm Insights Report



## Explore your options

Check out the information on our new efficiency hub



## Take action

Learn more about our efficiency service – it's all about helping you find the right options for your farm



Or, if you just want to know more about the Co-op's emissions intensity target, visit [fonterra.com/emissions-approach](https://fonterra.com/emissions-approach)



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