

FARM CHANGE THROUGH BENCHMARKING

Chris Lewis
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March 2019



Key features of top farmers

1. Regular monitoring – pasture, feed prices, cow performance
2. Financial Control
3. Feed conversion efficiency
4. High pasture and crop eaten
5. Information addicts
6. Annual Benchmarking

Source: Bell and Williams, Dairy
Farmers Forum 2014



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Benchmarking in NZ

- Benchmarking always been around...Informal
- Chris began DSM 1999
- Interlact began using Red Sky in 2002/3
- DairyNZ began DairyBase in 2007



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Dairy System Monitoring (DSM)

Why was DSM built?

Farmer Discussion Group Requested Valid Systems Comparison.

Consultant Wanted Valid Information (Monthly) for modelling.

Recognised Farm Modelling software could do both tasks.



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Dairy System Monitoring (DSM)

Point of Difference

Named

Live, in-season

Refreshed monthly



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Farmer A Case Study – Monthly Review

Farm A	Planned	Monthly Revised	Group Average
Total MS, kg MS	111,000	123,150	N/A
Pasture, t DM/cow	5.00	5.30	5.00
Pasture grown, t DM/ha	14.5	15.4	14.9
Supplements, t DM/ha	1.40	1.40	4.20
Off-farm grazing, t DM/ha	4.40	4.30	4.10
Total Feed t DM/ha	20.3	21.1	23.2
Farm operating cost, \$/kg MS	4.68	4.32	4.83
Farm operating cost, \$/ha	6,041	6,186	6,264
EBIT, \$/ha*	2,602	3,523	2,557



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Farmer B Case Study – Year on Year

	YE 2016	YE 2017	YE 2018	Forecast 2019
Pasture harvest, t DM/ha	28 / 34	29 / 38	19 / 40	10 / 34
Farm operating cost, \$/kg MS	34 / 34	32 / 38	34 / 40	3 / 34
EBIT, \$/kg HA	34 / 34	30 / 38	22 / 40	4 / 34
MS to LW ratio	28 / 34	36 / 38	23 / 40	13 / 34
Feed cost, \$/kg MS	32 / 34	12 / 38	18 / 40	2 / 34
Overall Rank of DSM Group	34 / 34	35 / 38	28 / 40	3 / 34



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Dairy System Monitoring – analysis that helps the consultant & farmer

	Top 5	Middle 5	Bottom 5
EBIT, \$/ha*	\$4,642	\$2,714	\$961
No. of cows, cow/ha	3.5	2.8	3.1
Operating Cost, \$/kg MS	\$4.47	\$5.07	\$6.34
Feed Cost, \$/kg MS	\$1.59	\$1.78	\$1.82
Non-feed cost, \$/kg MS	\$2.88	\$3.28	\$4.52
MS, kg MS/cow	464	429	343
MS, kg MS/ha	1,647	1,204	1,068
Pasture and crop yield, t DM/ha	17.8	13.8	12.7
Total DM offered, t DM/cow	7,447	7,862	5,782
Number of DIM, DIM/cow	271	264	250
FCE	16.1	18.4	16.9



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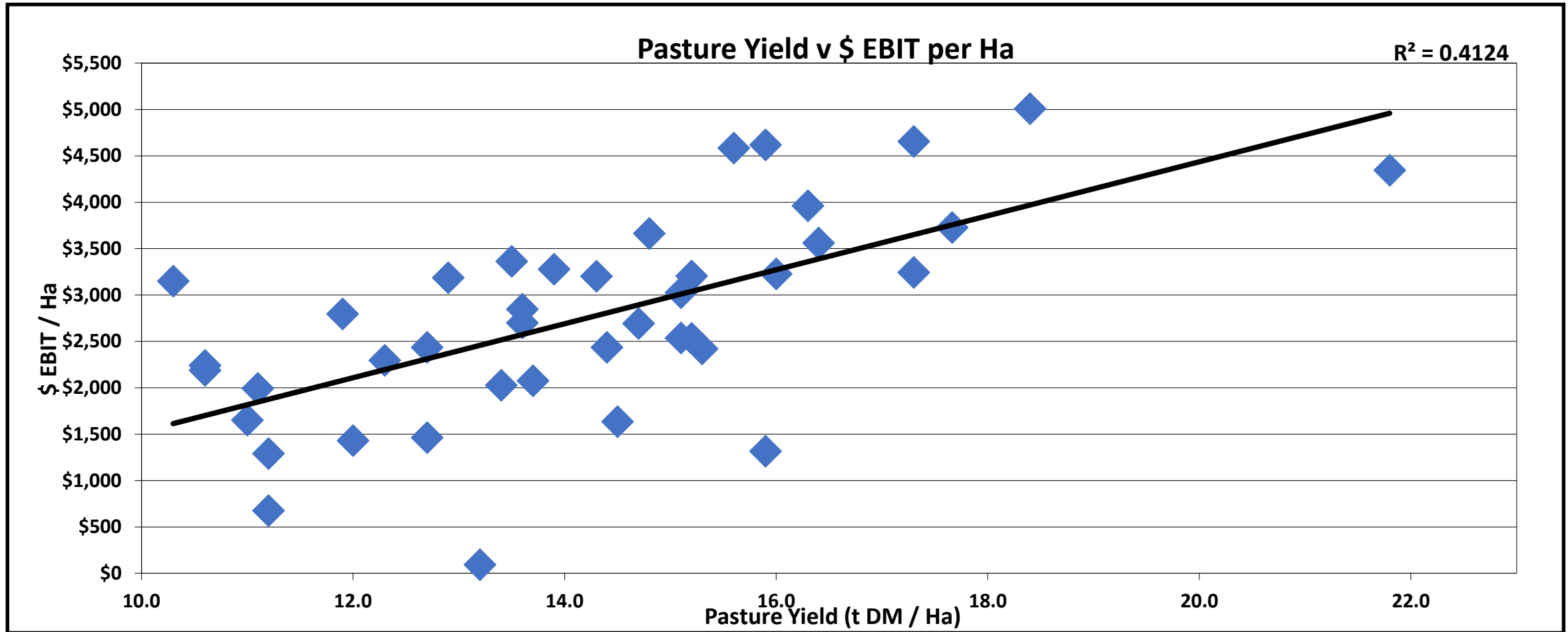


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Pasture v Profit - Best use of resources?

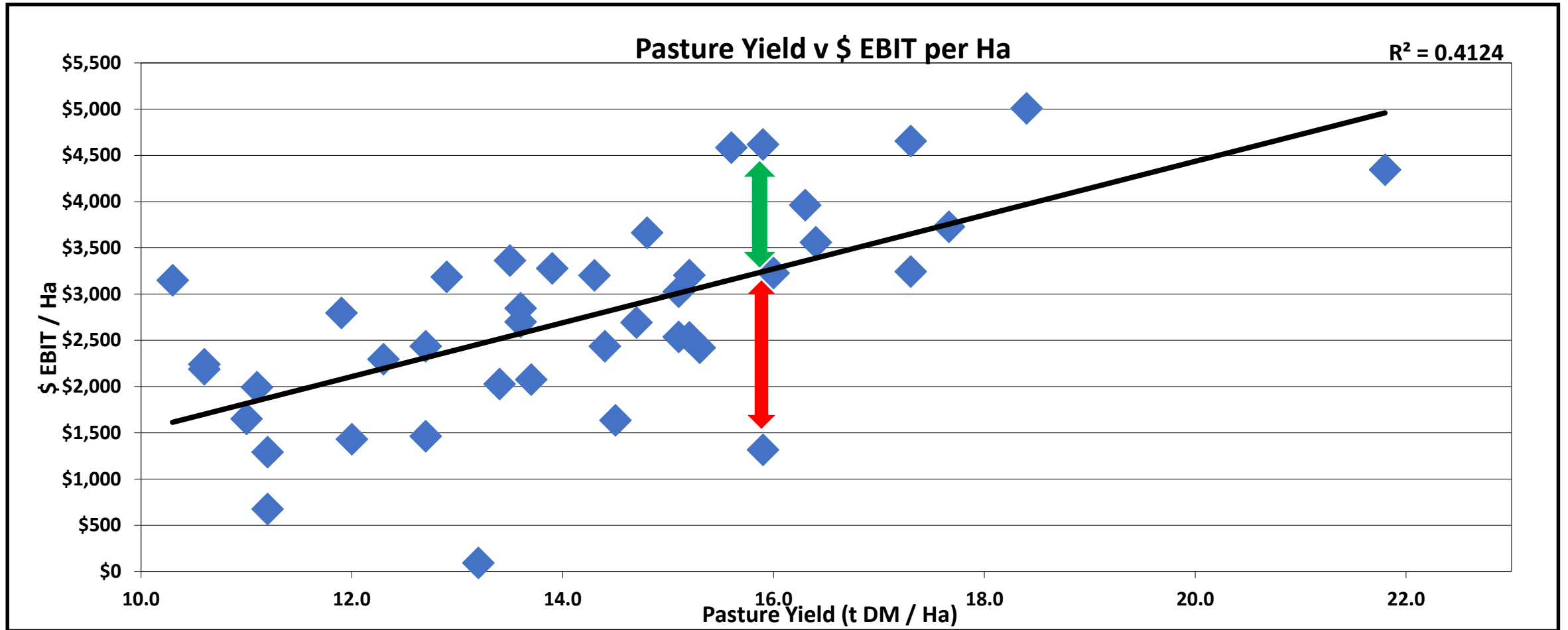


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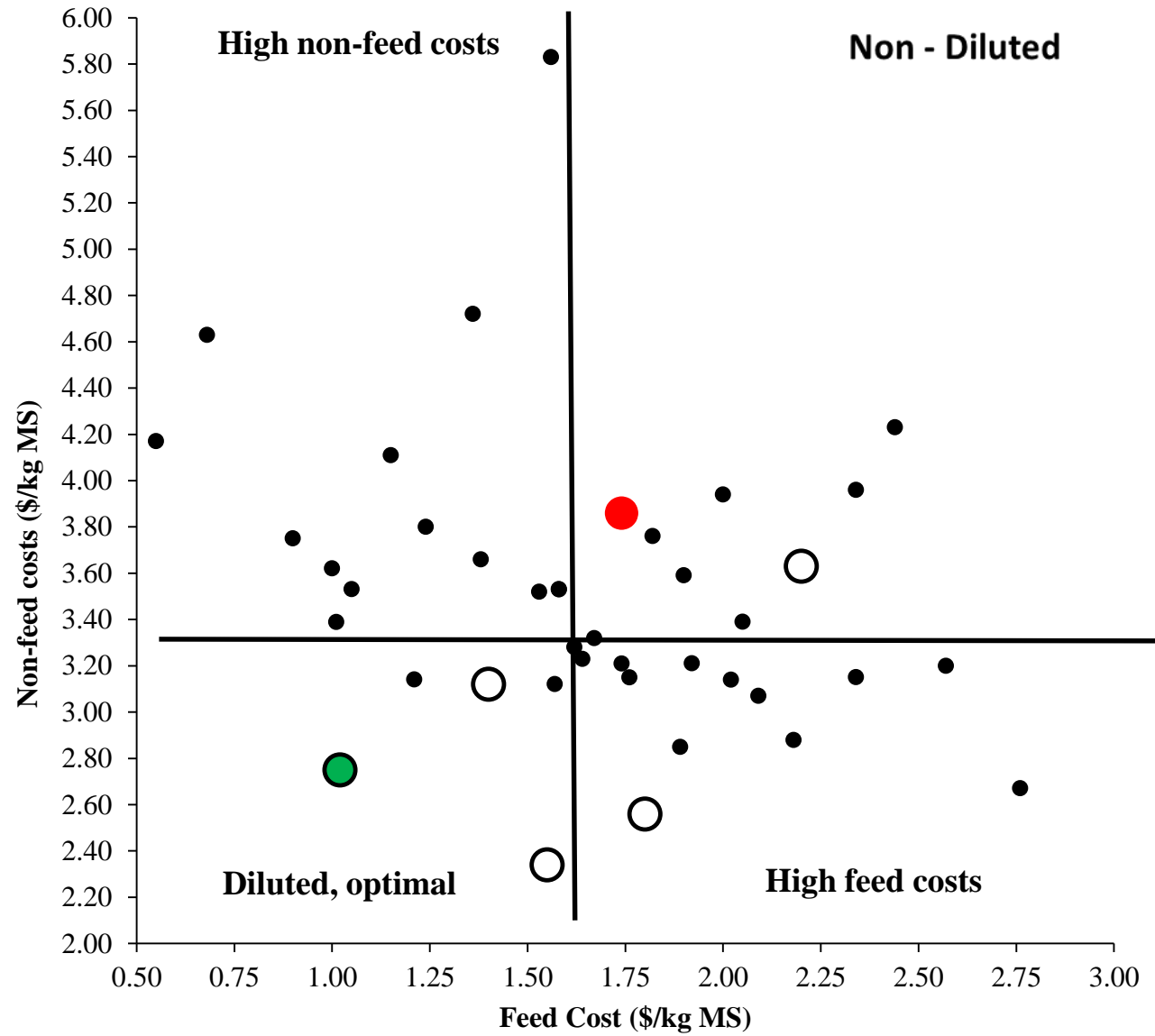
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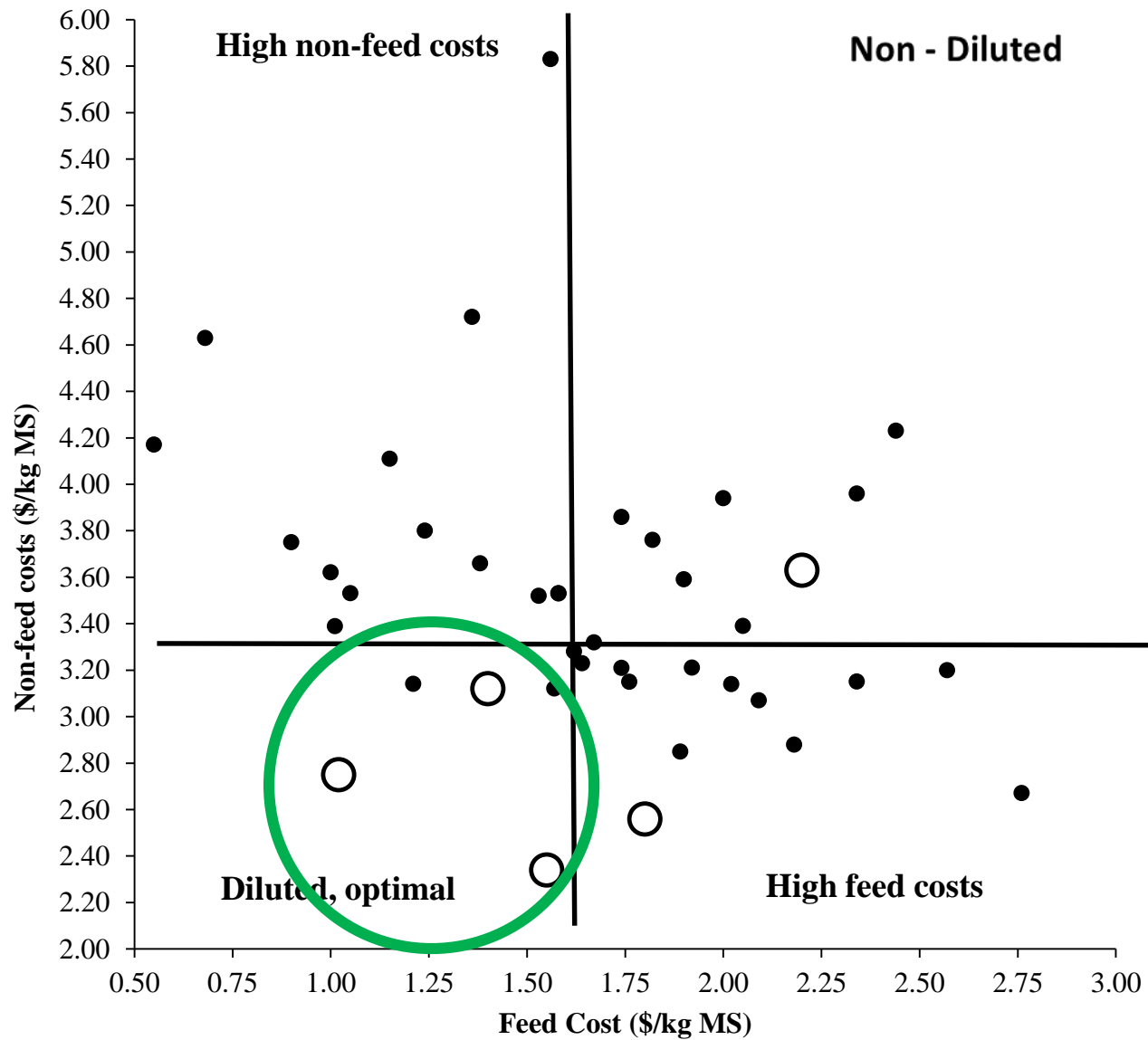
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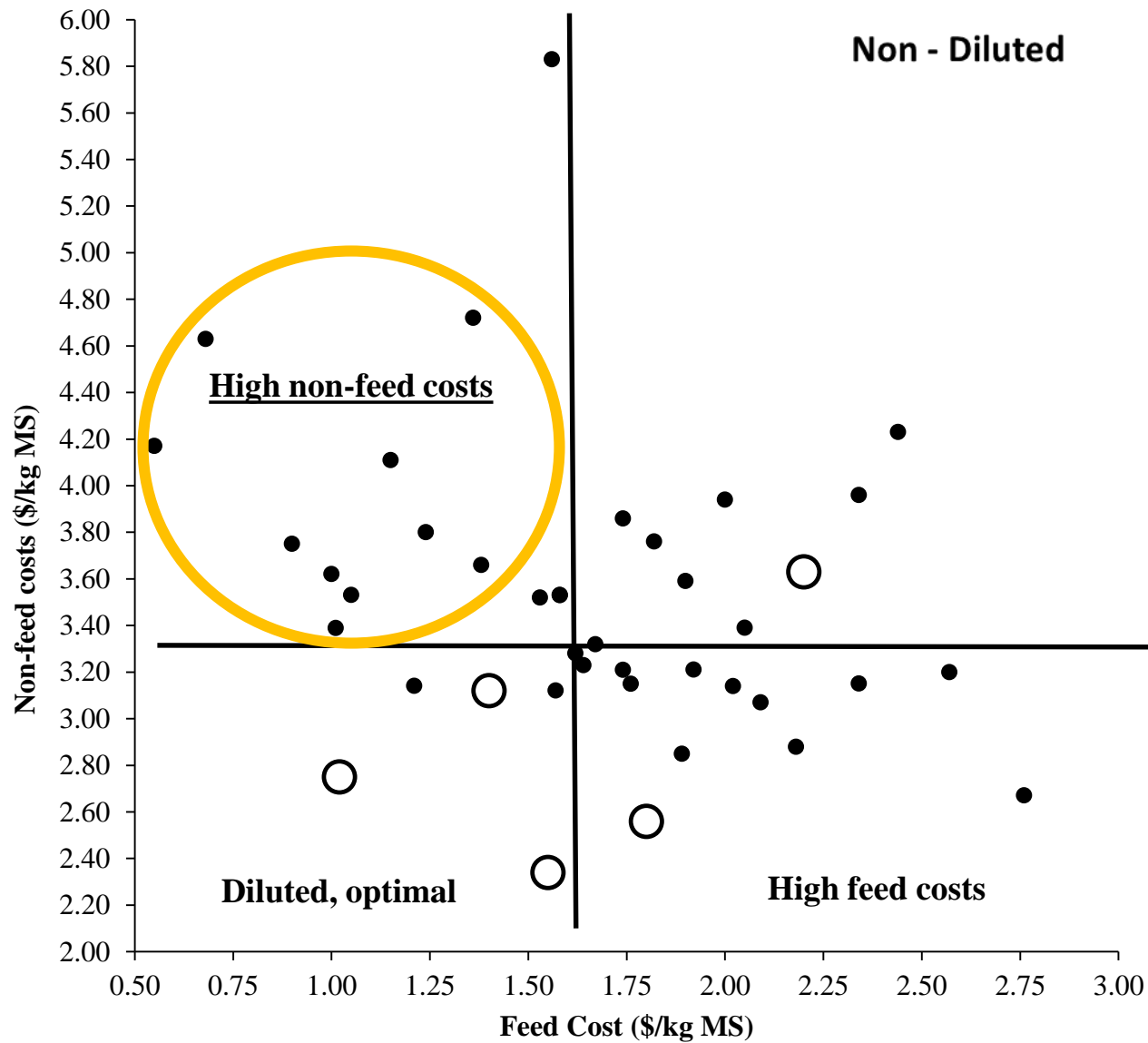
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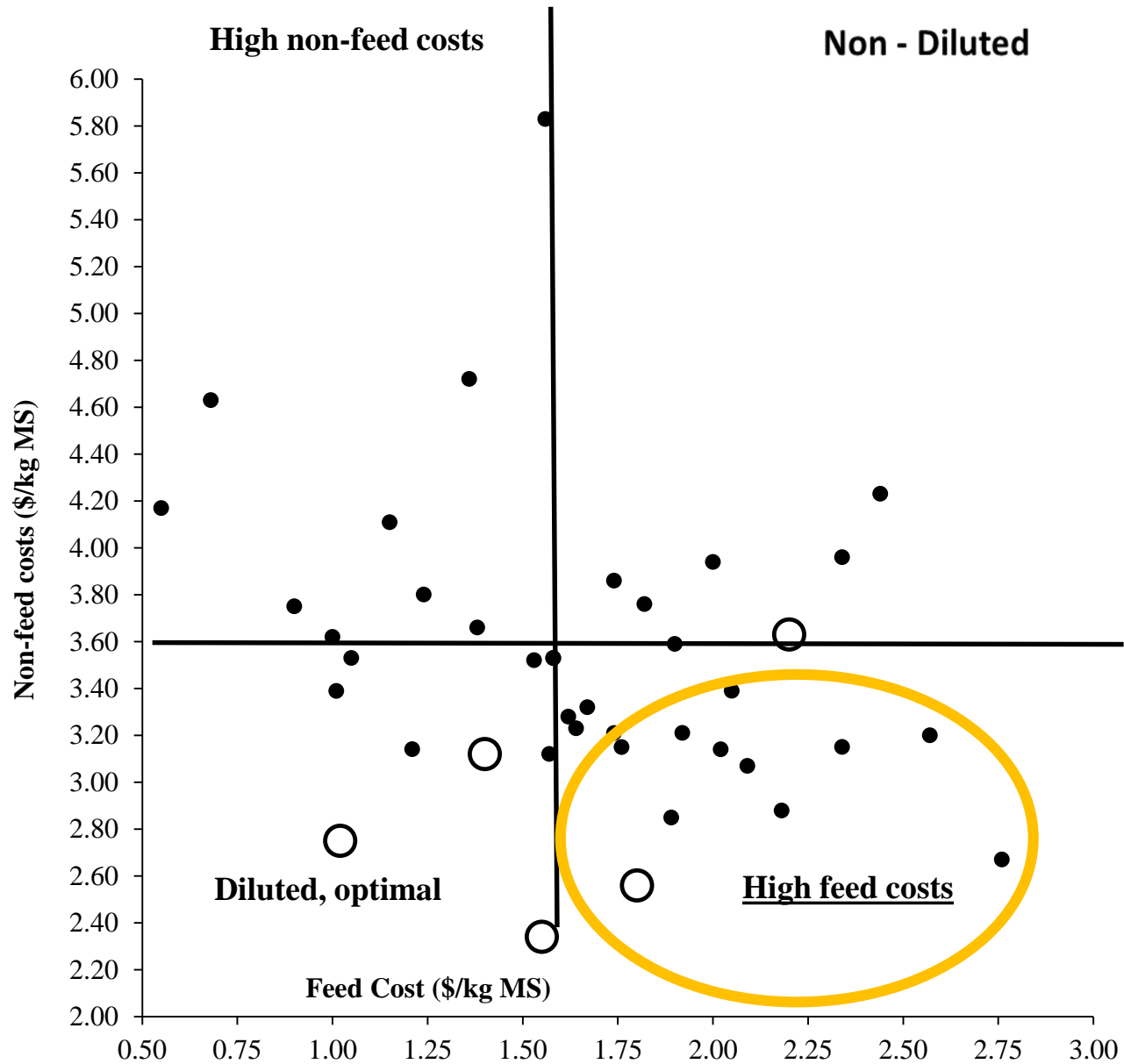




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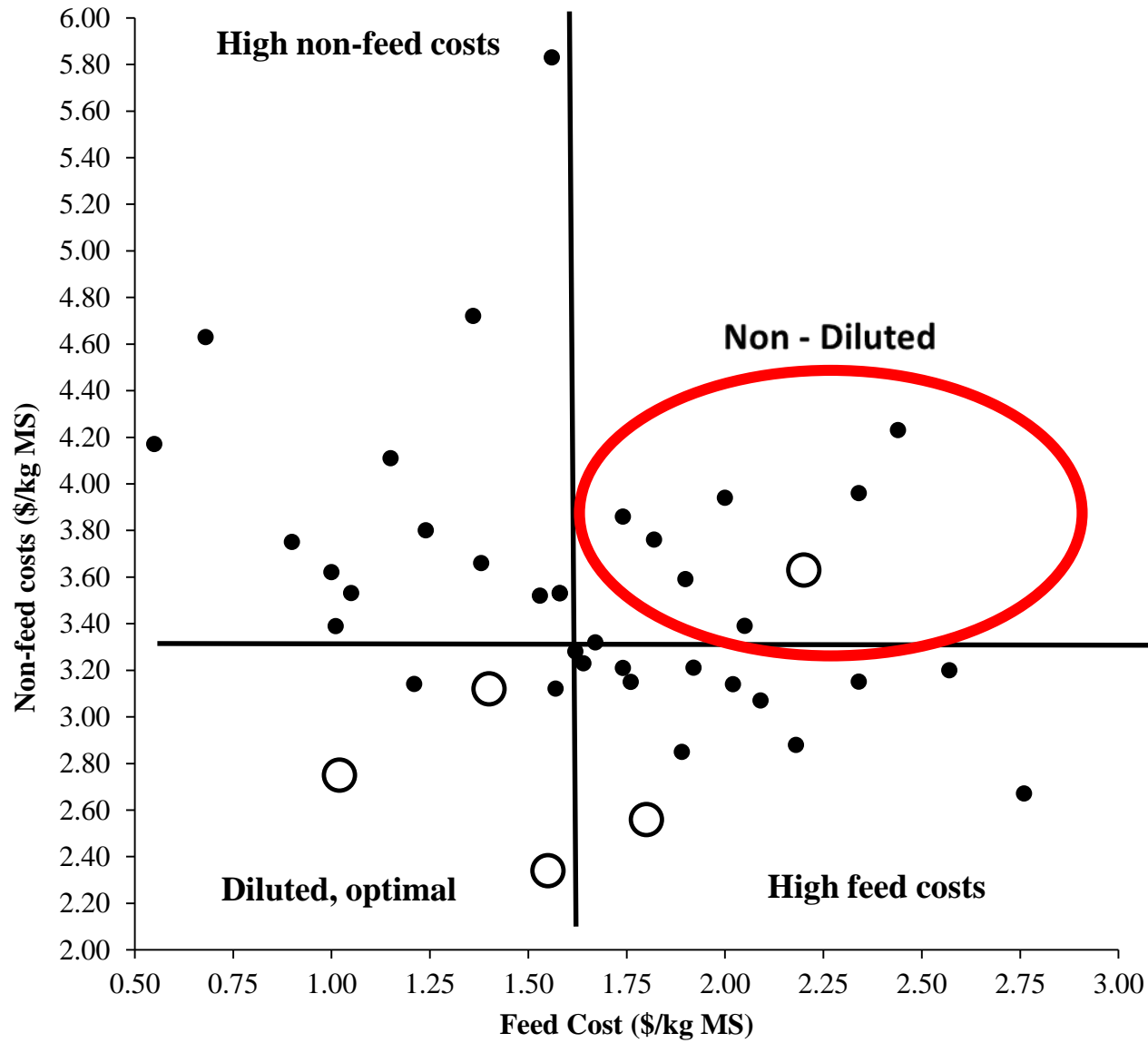




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