

# Physical Summary - Dairy

Jim & Jill Smith

J. & J. Smith Aus Ltd

**DAIRY BUSINESS**  
OF THE YEAR 

	2011/12 Actual	2011/12 South-West Average	2011/12 South-West Top 10%
<b>PHYSICAL PARAMETERS</b>			
<b>Number of Cows in Herd</b>	<b>349</b>	<b>414</b>	<b>488</b>
Effective Milking Hectares	107.3	203.5	208.9
<b>Cows per Milking Hectare</b>	<b>3.25</b>	<b>2.03</b>	<b>2.34</b>
Cow Liveweight per Milking Hectare	1,691	1,083	1,226
<b>Litre Price (cents/Litre)</b>	<b>46.11</b>	<b>41.22</b>	<b>42.49</b>
<b>Milksolids Price (\$/kgMS)</b>	<b>\$ 5.30</b>	<b>\$ 5.36</b>	<b>\$ 5.54</b>
Total Litres	1,846,210	2,611,541	3,206,346
Total Milksolids (Milkfat + Protein)	160,540	200,775	245,963
<b>Litres per Cow</b>	<b>5,290</b>	<b>6,308</b>	<b>6,570</b>
<b>Milksolids per Cow</b>	<b>460</b>	<b>485</b>	<b>504</b>
Milksolids as Percent of Cow Liveweight	88.5 %	91.2 %	96.0 %
<b>Litres per Milking Hectare</b>	<b>17,202</b>	<b>12,836</b>	<b>15,347</b>
<b>Milksolids per Milking Hectare</b>	<b>1,496</b>	<b>987</b>	<b>1,177</b>
Milkfat Percentage	4.57 %	4.23 %	4.21 %
Protein Percentage	4.13 %	3.46 %	3.46 %
Protein as a Percentage of Milkfat	90.4 %	81.8 %	82.2 %
<b>PASTURE &amp; SUPPLEMENTS</b>			
<b>Pasture Dry Matter Harvested (tDM/Ha)</b>	<b>9.8</b>	<b>6.8</b>	<b>8.2</b>
Estimated Dryland Pasture Harvest (tDM/Ha)	9.8	6.5	7.5
Estimated Irrigated Pasture Harvest (tDM/Ha)	0.0	11.0	12.8
Nitrogen Applied per Hectare	235.0	159.5	207.6
<b>Pasture as % of Total Consumed</b>	<b>50.1 %</b>	<b>57.5 %</b>	<b>59.7 %</b>
Supplement as % of Total Consumed	49.9 %	42.5 %	40.3 %
- Forage as % of Total Consumed	19.9 %	12.8 %	12.9 %
- Concentrate as % of Total Consumed	30.0 %	29.6 %	27.3 %
Pasture Consumed Per Cow (estimated tDM)	2.71	3.23	3.41
Forage Consumed Per Cow (estimated tDM)	1.25	0.83	0.85
Concentrate Consumed Per Cow (estimated tAF)	1.59	1.63	1.52
<b>Total Consumed Per Cow (estimated tDM)</b>	<b>5.39</b>	<b>5.53</b>	<b>5.63</b>
Feed Conversion Efficiency (kgsDM/kgMS)	11.53	11.37	11.11
Total Feed/Supplement Costs per Cow	\$ 803	\$ 893	\$ 829
<b>Average Cost of All Consumed Feed (/tDM)</b>	<b>\$ 256</b>	<b>\$ 277</b>	<b>\$ 250</b>
<b>Pasture Cost (Per tDM)</b>	<b>\$ 208</b>	<b>\$ 269</b>	<b>\$ 237</b>
- Direct Pasture Cost (Per tDM)	\$ 92	\$ 121	\$ 106
- Variable Pasture Cost (Per tDM)	\$ 45	\$ 47	\$ 44
- Capital Pasture Cost (Per tDM)	\$ 71	\$ 101	\$ 88
Average Cost of All Supplements (/tDM Consumed)	\$ 305	\$ 289	\$ 269
<b>Forage Cost (/tDM Consumed incl.wastage)</b>	<b>\$ 290</b>	<b>\$ 219</b>	<b>\$ 219</b>
- Purchased Forage Cost (Per tDM)	\$ 192	\$ 138	\$ 143
- Variable Forage Cost (Per tDM)	\$ 43	\$ 36	\$ 33
- Capital Forage Cost (Per tDM)	\$ 20	\$ 14	\$ 14
<b>Concentrate Cost (/tDM Consumed incl.wastage)</b>	<b>\$ 315</b>	<b>\$ 320</b>	<b>\$ 293</b>
- Purchased Concentrate Cost (Per tDM)	\$ 283	\$ 294	\$ 270
- Variable Concentrate Cost (Per tDM)	\$ 12	\$ 11	\$ 10
- Capital Concentrate Cost (Per tDM)	\$ 4	\$ 7	\$ 6
Pasture Cost (Cents Per MJ ME)	1.89	2.44	2.16
Forage Cost (Cents Per MJ ME Consumed)	2.76	2.37	2.36
Concentrate Cost (Cents Per MJ ME Consumed)	2.42	2.62	2.41