

# Physical Farm Performance - Dairy

Jim & Jill Smith

J. & J. Smith Farming Ltd



	2000/01 Actual	2001/02 Actual	2002/03 Actual	2002/03 Red Sky Top 10% \$3.85MS	Sou West Top10% "Normal"
<b>PHYSICAL PARAMETERS</b>					
Peak Milking Cow Numbers	281	288	320	581	405
Effective Milking Area	87.0	87.0	87.0	164.0	187.0
Milking Cows per Effective Milking Area	3.23	3.31	3.68	3.54	2.17
Actual Milksolids Price (\$/kgMS)	\$ 4.95	\$ 5.30	\$ 3.63	\$ 3.85	\$ 3.68
Actual Milkfat Price (\$/kgMF)	\$ 8.71	\$ 9.33	\$ 6.39	\$ 7.01	\$ 6.75
Actual Litre Price (cents/litre)	40.07	42.91	29.40	33.18	26.72
Total Milksolids (Milkfat + Protein)	86,574	93,312	115,200	227,892	188,538
Milksolids per Cow	308	324	360	392	466
Milksolids per Effective Milking Area	995	1,073	1,324	1,390	1,008
Milkfat per Cow	175	184	204	215	254
Volume per Cow	3,806	4,002	4,444	4,550	6,420
<b>PASTURE &amp; SUPPLEMENTS CONSUMPTION</b>					
Pasture Dry Matter Harvested (tDM/ha)	11.9	12.9	13.3	14.1	7.8
Pasture as % of Total Consumed	82.6 %	83.2 %	72.1 %	81.0 %	67.2 %
Supplement as % of Total Consumed	17.4 %	16.8 %	27.9 %	19.0 %	32.8 %
Total Feed/Supplement Costs per Cow	\$ 402	\$ 229	\$ 362	\$ 392	\$ 419
Average Cost of All Consumed Feed (Per tDM)	\$ 171	\$ 176	\$ 181	\$ 159	\$ 160
Pasture Cost (Per tDM)	\$ 143	\$ 156	\$ 144	\$ 123	\$ 128
- Direct Pasture Cost (Per tDM)	\$ 31	\$ 36	\$ 25	\$ 28	\$ 29
Average Cost of All Supplements (Per tDM Consumed)	\$ 303	\$ 274	\$ 275	\$ 310	\$ 227
Forage Cost (Per tDM Consumed incl.wastage)	\$ 300	\$ 270	\$ 273	\$ 282	\$ 145
- Purchased Forage Cost (Per tDM)	\$ 218	\$ 187	\$ 196	\$ 197	\$ 91
Concentrate Cost (Per tDM Consumed incl.wastage)	\$ 549	\$ 568	\$ 566	\$ 422	\$ 241
- Purchased Concentrate Cost (Per tDM)	\$ 511	\$ 528	\$ 528	\$ 378	\$ 215
<b>MANAGEMENT &amp; STAFF</b>					
Total 50-Hour Week Equivalent Full Time Staff	2.3	2.3	2.6	4.0	3.5
Cows per Full Time Staff Equivalent	123	126	122	144	117
Management + Staff Costs per Cow	\$ 256	\$ 244	\$ 250	\$ 243	\$ 319
Revenue per Full Time Staff Equivalent	\$ 203,959	\$ 237,857	\$ 176,702	\$ 251,003	\$ 211,242