



## Pasture management is money in the bank

Here's the best deal you'll get all season. Spend 1-2 hours monitoring your pastures every week, and add tens of thousands of dollars to your bottom line in these tight times.

That's how much good grazing management is worth to you. It might sound far-fetched, but we've got the numbers to prove it.

Our calculations show on a 100 ha farm, with 300 cows, a small lift in pasture utilisation and quality by making the right management decisions at the right time generates \$36,500 in extra milk income.

You achieve this by sticking to that weekly time commitment, and fine tuning your daily decisions accordingly. What else is going to add more value to your business? Plus, your cows will be happier too.

### How does it work?

Constantly monitoring your pastures gives you the gift of foresight. If you're looking at growth rates across your whole farm every week, no feed surplus or deficit will be able to sneak up on you.

Instead, you'll see it coming, and be able to respond early enough to make a difference, rather than trying to dig yourself out of challenge after it has occurred.

Much better for your stress levels as well as pasture quality and feed management.

Benefits are two-fold – higher utilisation, and higher feed quality. Both come from grazing every pasture at the right time, to the same consistent residual, all season.

### Show me the money

Let's start with utilisation. It would be great if your cows could utilise 5% more pasture than they do now. But allowing for weather and real life, we have assumed just 2.5% more pasture is utilised on our 100 ha farm.

With 10% in crop, the remaining 90 ha of pasture averages of 15 tonnes dry matter per ha, per year. Total growth is 1350 tonnes of dry matter; eating 2.5% more of that is 34 tonnes, which would produce 2813 more kg milksolids, worth \$19,000 at \$6.75 per kg milksolids.

Simultaneously, as a consequence, feed quality rises by an assumed 0.2 units of metabolisable energy. That's enough to fuel an extra 2616 kg milksolids, worth \$17,500.

Want to know more? Contact us today.

1. Value utilisation	Area pasture	Pasture grown/ha	Total pasture grown	Extra 2.5% utilisation	Increase MS from extra eaten*	Income	Value
2.5% extra eaten	90 ha	15 t DM/ha	1350 t DM	34 t DM	2813 kgMS	\$6.75/kgMS	\$19,000
2. Value feed quality	Total pasture grown	Pasture eaten (77.5%)	Gain ME better grazing	Extra ME eaten	Increase MS from extra ME**	Income	Value
0.2 MJ higher ME	1350 t DM	1046 t DM	0.2 MJ ME/kgDM	209,250 MJ ME	2616 kgMS	\$6.75/kgMS	\$17,500
						Total value	\$36,500

\* Conversion pasture to MS at 12 kg DM/kg MS

\*\* Conversion ME to MS at 80 MJ ME/kg MS