



Dairy for life

2024/25

WELCOME TO YOUR

# Farm Insights Report

SUPPLY NO.

**72847**

**Owl Farm**



# Welcome

## HOW TO USE THIS REPORT

The Farm Insights Report gives you an overview of your farm's performance in context, showing homegrown feed, herd quality and much more in one space, so you can identify what could help you get more out of the work you're putting in, now and into the future.

## Your season in review

Your milk helps feed people all around the world - thanks for all your hard work to make this happen.

**YOUR CO-OPERATIVE  
DIFFERENCE ACHIEVEMENT:**

Te Puku (L2)

**AND THE QUALITY OF YOUR MILK  
WAS KEY - YOU ACHIEVED:**

162  
Excellence Days

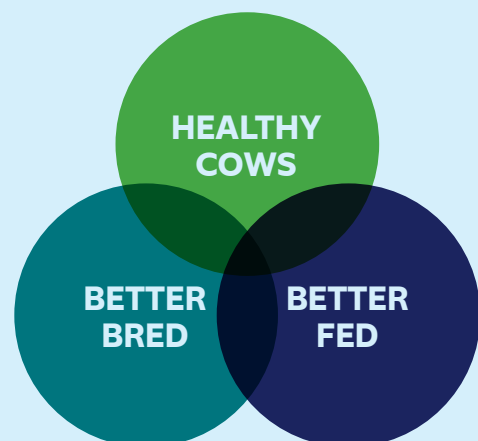
**YOUR FARM'S MILESTONES FOR THE PAST YEAR  
WERE:**

Reduced your SCC

Reduced clinical cases of  
Mastitis & Lameness by  
over 50%

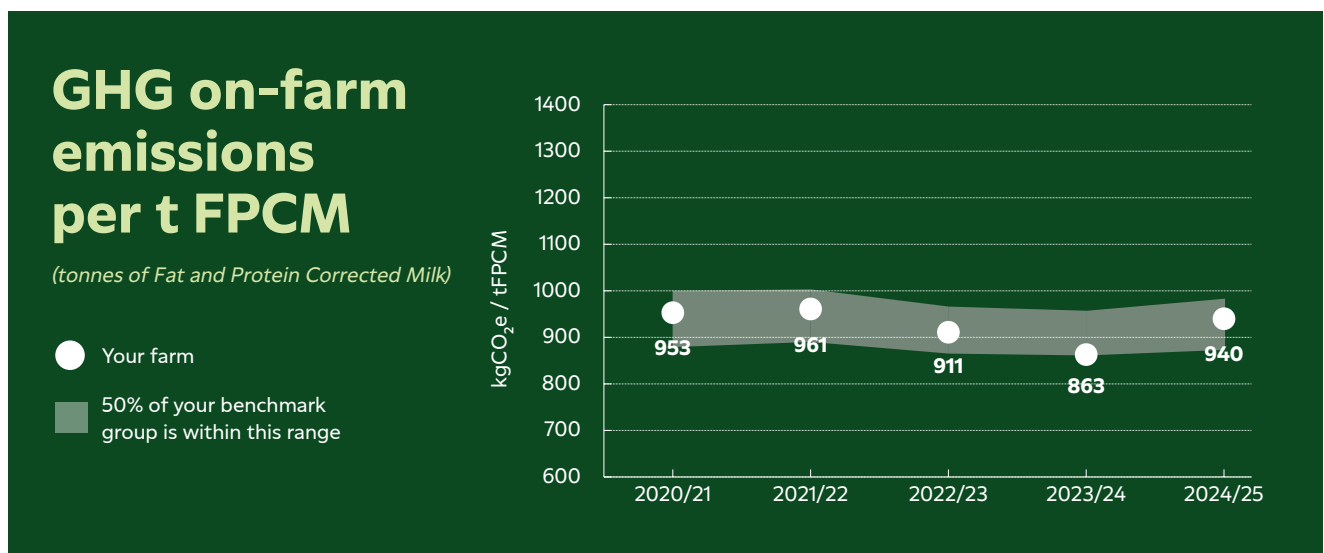
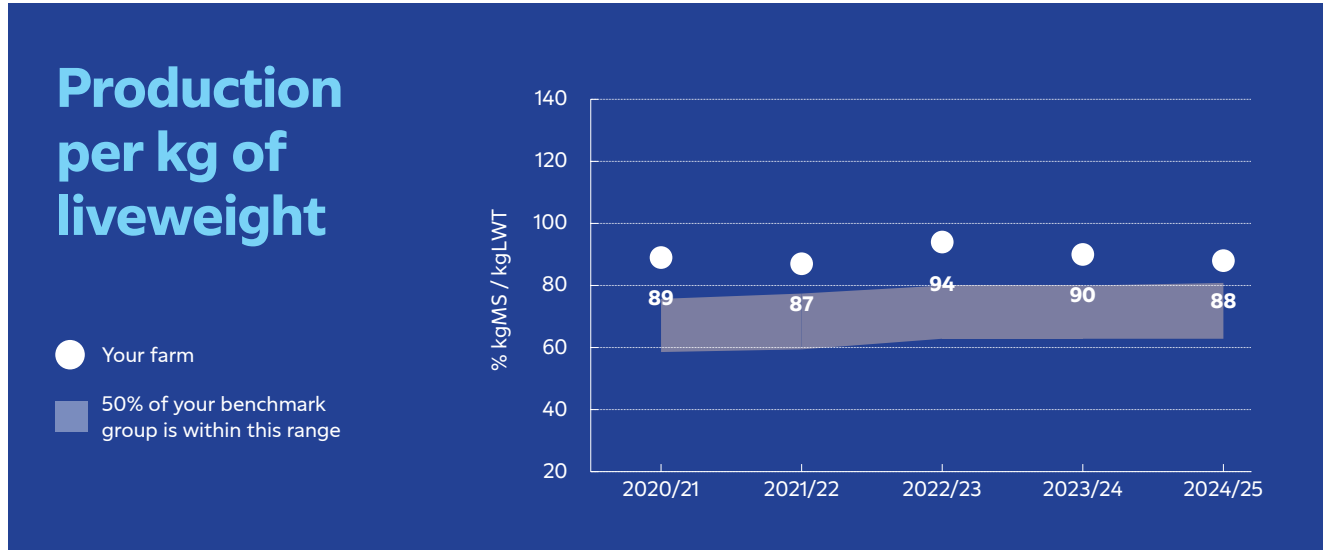
## Your pathway to improving efficiency.

- A deep focus on improving the health and quality of your animals.
- Evolving our world class, pasture-based farm systems to meet feed demands.



# Your farm's big picture view

Your farm is being compared to farms in the Waikato region in the graphs below



# Where are your farm's opportunities?

Animal opportunities			Your farm	Your opportunity	Your potential productivity gains (kgMS/cow)
Better Bred	6 week in-calf %	page 7	69%	78% target	
	Difference in top 75% cows BW vs whole herd BW	page 7	37 BW	+19 replacement BW	
Healthy Cows	Mastitis %	page 8	12%	50% decrease	
	Lameness %	page 8	12%	50% decrease	
	Somatic cell count	page 10	153k	100k target	

The gains above for your farm require increased feed intake per cow. **Focusing on productivity from homegrown feed drives profitable and sustainable gains.** Some feed opportunities for your farm are shown below.

Feed opportunities			Your farm	Your opportunity	Your potential productivity gains (kgMS/cow)
Better Fed	Homegrown feed eaten	page 5	12.1 tDM/ha	0.5 tDM/ha increase	
	Feed converted to milk	page 6	53%	1% increase	

Achieving all of these opportunities over time could lift your **productivity per cow by 6.3%, reduce your emissions intensity by -3.8% and improve your profitability**. The timeline for achieving these opportunities is up to you and what you choose to prioritize.

**Production Increase**

**9,947** kgMS\*

**Revenue Increase**

**\$100,962**\*

**Potential On Farm Footprint**

**905** kgCO<sub>2</sub>e/tFPCM\*

\*these figures are based on your farms current production, herd size and emissions intensity (see page 12), and achieving all productivity gains within a \$10.15/kgMS farmgate milkprice. They do not factor in any additional costs, additional incentives or savings.

# Homegrown feed

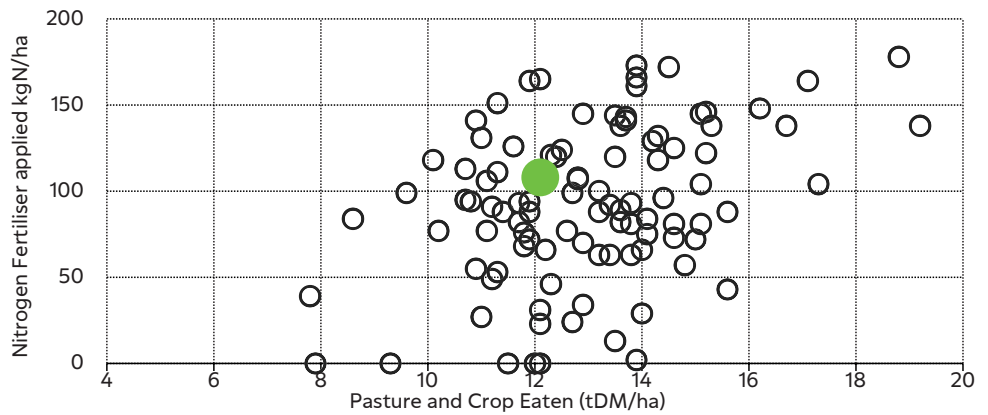
Improving homegrown feed can increase your productivity from the same imported feed and nitrogen inputs, or maintain your productivity from fewer imported feed and nitrogen inputs.

## Your farm's homegrown feed eaten and fertiliser use compared to others.

- Your farm (actual)
- Farms near you (15km radius)

### What's your opportunity?

- Grow more feed?
- Improve quality and amount eaten?
- Same feed from less nitrogen?



	Your farm	Farms near you		Waikato region	
		Average	Top 20%	Average	Top 20%
Homegrown feed eaten (tDM/ha)	<b>12.1</b>	13.1	16.1	12.4	15.8
Nitrogen fertiliser used to grow this homegrown feed (kgN/ha)	<b>108</b>	92	113	88	106
Imported feed eaten (incl winter grazing) (tDM/ha)	<b>1.7</b>	3.5	3.4	2.6	2.8

Top 20% represents the farms with the highest homegrown feed on your closest 100 farms and your region.

Increasing your homegrown feed eaten by  
**0.5 tDM/ha** could result in **↑ 22kgMS/cow**



Fertiliser



Pasture



Effluent



Irrigation



Cropping



Soil

### Which pathways offer you an opportunity to grow and eat more home grown feed?

Consider and identify the areas of your farm which you may be able to improve the overall yield, quality or utilisation of your feed

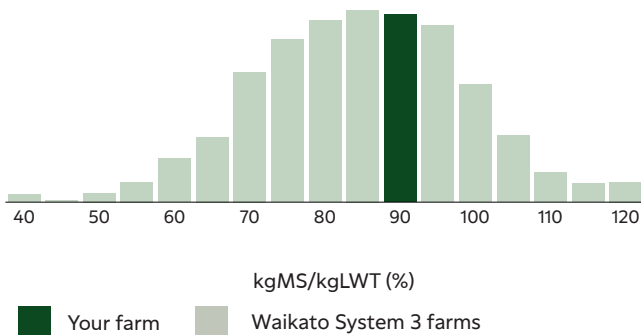
[Find out more here](#)



# Feed efficiency

For the amount of feed required to have a cow pregnant and ready to calve each year, the opportunity is in how much milk she is then able to produce on your farm.

## Your farm's production/kgLWT



Your farm's average herd liveweight for all calculations is currently based on your average breed mix at 460kg.

53% of your feed goes to milk, the other 47% is maintenance, pregnancy and walking.

## How does your farm compare?

	Cow efficiency kgMS/kgLWT	Feed converted to Milk %
Your Farm	<b>88</b>	<b>53</b>
Average Waikato System 3 farms	<b>85</b>	<b>54</b>
Average Waikato region	<b>84</b>	<b>53</b>
Top 20% Waikato region	<b>107</b>	<b>60</b>

## What impacts your feed efficiency?

### Feeding efficiency opportunities

- Homegrown feed eaten/ha - see pg 5
- **Optimising feed use and type**
- **Impact of stock numbers**

### Animal efficiency opportunities

- Herd Improvement - see pg 7
- Reproduction - see pg 7
- Herd health - see pg 8

In addition to your Home-grown feed opportunity, you have an opportunity to consider optimising feed and the impact of stock numbers which could be worth

**+1%** proportion of feed converted to milk results in **↑7** kgMS/cow

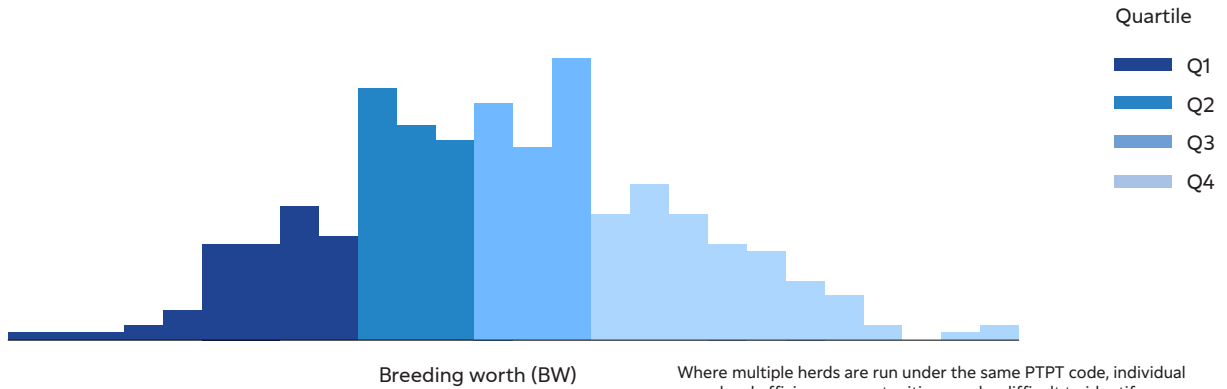
## How can you improve this number?

Many factors play a role in achieving better results. Explore our Efficiency Hub via the QR code for practical tips and guidance, or schedule an efficiency visit today to uncover opportunities tailored to your farm.



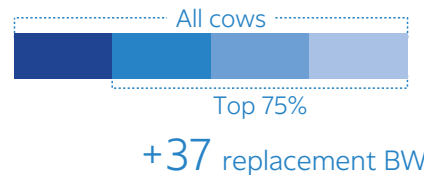
Enhancing herd genetics is a powerful way to make cumulative gains in production and functional traits. Prioritising replacements from high-performing cows helps accelerate genetic progress and improve overall herd efficiency.

## Herd breeding worth (BW) spread

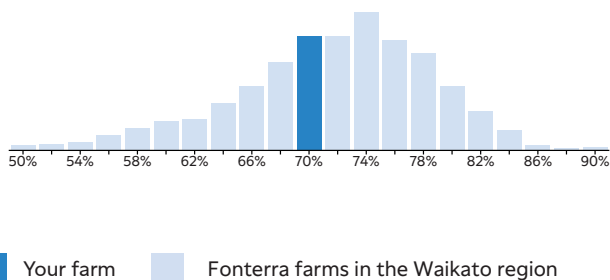


The graph above shows the BW spread among the cows in your herd, and to the right the improvement in your replacements' BW if you only kept calves from the top 75% of cows. Targeting replacements from your better animals will allow for faster genetic gain.

Where multiple herds are run under the same PTPT code, individual herd efficiency opportunities may be difficult to identify



## Your 6-week in-calf rate



**Cows that cycle earlier will have more opportunities to conceive and more days in milk the following season.**

But the biggest benefit of improved reproductive performance is the ability to make better culling decisions. Reproductive performance is the key that allows you to improve the graph above by being more selective about which cows enter or stay in the herd next season.

Increasing your six week in-calf rate to 78% would give...

3 more days in milk which could result in  $\uparrow$  6 kgMS/cow

## Reproductive opportunities

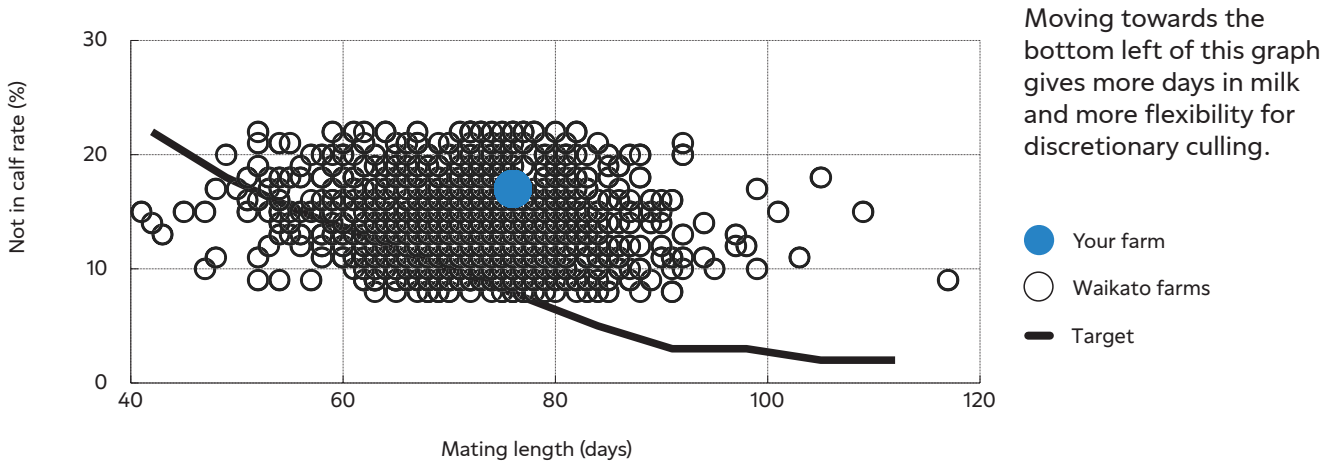
Discuss with your breeding company the steps you can take to get the best calves out of the best cows. Reproduction performance is impacted by more than just the mating period, discuss with your vet what you can be doing now to improve results.

[Find out more here](#)



Animal health challenges affect productivity through reduced production, and add costs through the time and resources required for diagnosis and treatment.

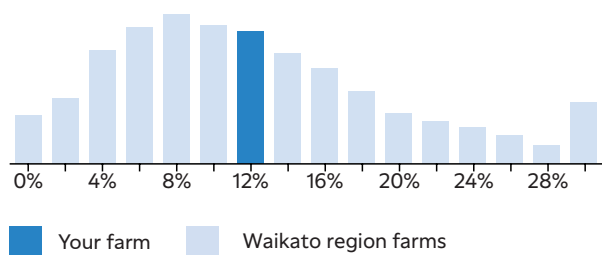
## Your not in-calf rate and mating length



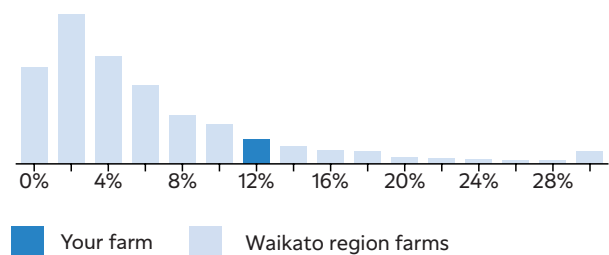
## Mastitis & lameness

These health challenges are painful for affected cows and can cause a reduction in production and performance.

Your farm's mastitis cases as % of peak cows 2024/25



Your farm's lameness cases as % of peak cows 2024/25



Reducing clinical disease could mean **41** fewer cases to treat and **5** kgMS/cow more production

**Dedicate staff time or utilise technology to help detect lameness and mastitis sooner.**

Detecting and treating health challenges earlier reduces long-term impacts. Take advantage of animal health planning time to develop the best approach for your farm.

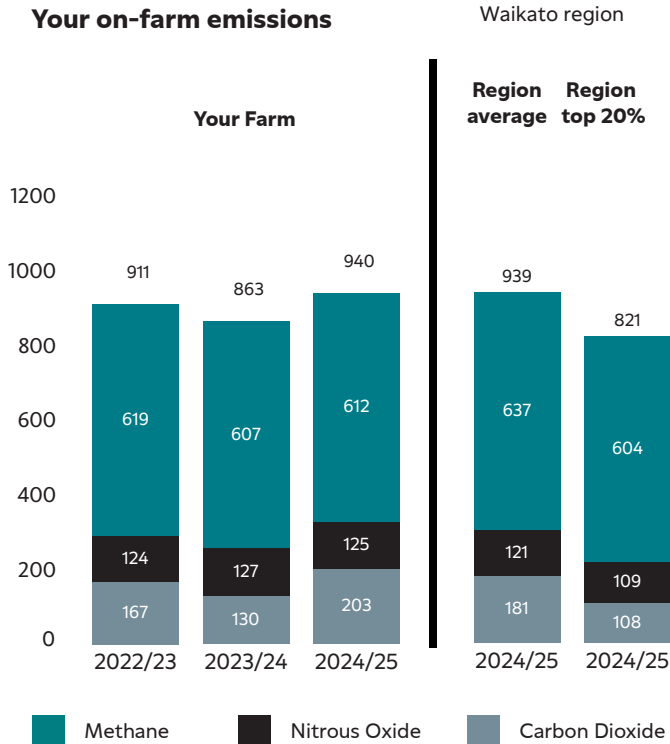
[Find out more here](#)



# Emissions Efficiency

Even the smallest on-farm efficiency gains can boost profitability, productivity and they're also good for improving emissions efficiency. Your farm's opportunity is unique and how you get there depends on the goals of your business.

## Your on-farm emissions



This data shows the emissions that are created from your farming activities.

	Your Farm	Region average	Region top 20%
<b>Emissions (kgCO<sub>2</sub>e/t FPCM)</b>	<b>940</b>	<b>939</b>	<b>821</b>
<b>Methane (biological)</b>			
Dairy herd	482	494	473
Replacements	76	88	79
Effluent	54	55	52
<b>Nitrous Oxide (biological)</b>			
Livestock	87	93	88
Fertiliser	24	20	14
Manure and soil	14	8	7
<b>Carbon Dioxide (non-biological)</b>			
Imported feed	131	111	54
Fertiliser	37	38	27
Other	35	32	28

Where can I find more information?

### Methane

Animals, page 5-8 of this report  
Emissions booklet, pages 33 & 34

### Nitrous Oxide

Nutrients, pages 5 & 10 of this report  
Emissions booklet, pages 35 & 36

### Carbon Dioxide

Nutrients, pages 5 & 10 of this report  
Feed, pages 5 & 6 of this report  
Emissions booklet, pages 37 & 38

We are now reporting your emissions as kgCO<sub>2</sub>e / t FPCM (kilograms of carbon dioxide equivalent per tonne of Fat and Protein Corrected Milk).

This unit aligns to Fonterra reporting – Find out more on FPCM here.



On farm emissions



Carbon removals

There are also other things that influence your farm's footprint - things like peat soil, land-use change and carbon removals. These aren't captured in the data above.







Use the QR code to view your carbon removals and confirm the vegetation on your farm. Find out more here.



Tonnes FPCM

# Water quality

Fonterra farmers have worked hard to understand risks to Water Quality. We've fenced off waterways, carried out riparian planting, upgraded effluent systems and developed Farm Environment Plans. We need to keep monitoring and managing these risks.

 Stock Management	MEDIUM	 Cropping & Cultivation	HIGH
 Nitrogen Fertiliser	MEDIUM	 Effluent Management	VERY LOW
 Imported Feed	LOW	 Irrigation	VERY LOW

## Purchased Nitrogen Surplus

NITROGEN FERTILISER	IMPORTED FEED	EXPORTED PRODUCT		PURCHASED NITROGEN SURPLUS
<b>108</b>	<b>+48</b>	<b>-78</b>	<b>=</b>	<b>78</b>
kgN/ha	kgN/ha	kgN/ha		kgN/ha

## What's the next step?

Your farm's full Nitrogen Risk Scorecard and Purchased Nitrogen Surplus benchmarking and trends can be found using the QR code here:



# Biosecurity

New Zealand is free of many pests and diseases that exist in other parts of the world, which is why we can farm so efficiently. But there are still diseases you don't want on your farm, because they make animals sick and cost time, money and production to keep under control. The management practices to protect against Bovine Viral Diarrhoea (BVD) are a good base that will protect your herd against other harmful diseases.

## BVD management opportunity

You're already testing for BVD in bulk milk, this is an important monitoring step every season to check that antibody levels are staying low.

Stock going off farm over mating are at risk of bringing disease back to your herd, especially if they're mixing with other animals while off grazing.

### BVD monitoring

LOW

### Young stock grazing

HIGH

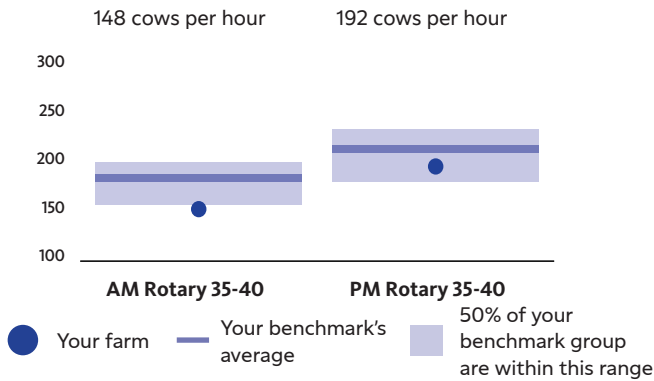
## What's the next step?

Talk to your vet about reducing the BVD risks on your farm.  
Ensure biosecurity management is included in grazing contracts.



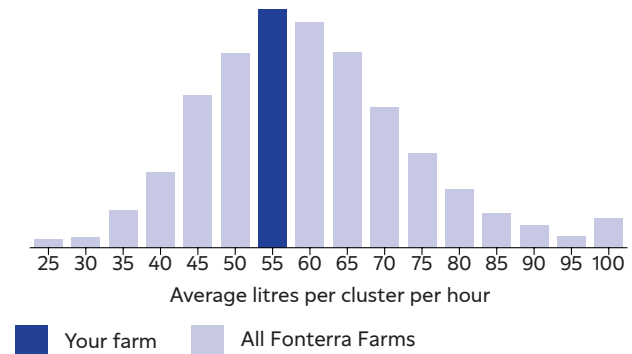
# Milking efficiency

## Average cows milked per hour



Saving time in the shed means you can focus on other important farm jobs. We've used your milk vat monitoring data and DairyNZ research to estimate how much faster milking could be.

## Litres per cluster per hour



We estimate you could save **6 - 11** hours per week

This is based on your farm reaching 80-100% of its potential milking efficiency using the maximum milking time (MaxT) strategy.

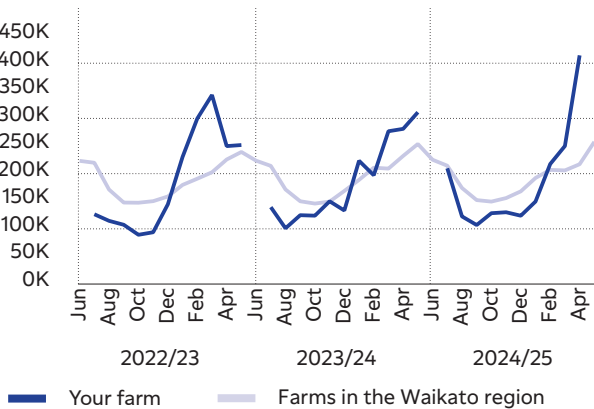
### What's the next step?

Fonterra offers Milk Quality Service visits to help reduce bulk somatic cell counts.

Scan the QR code to learn more or book a visit now.

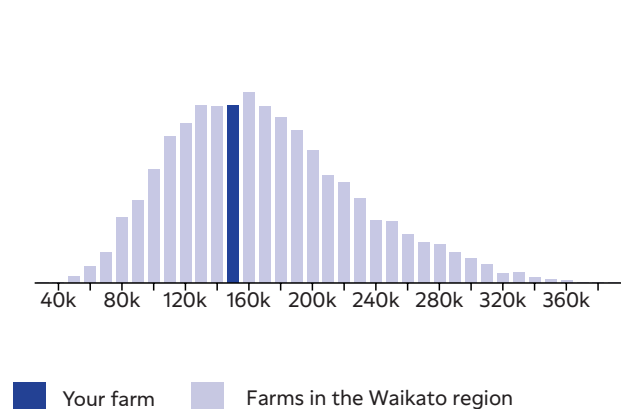
# Somatic cell count

## Monthly average somatic cell counts



Somatic cell counts (SCC) over 100,000 cells/ml indicate sub-clinical infection in the herd. This diverts energy from milk production to fighting infection.

## Annual average somatic cell count



If you reached an average annual SCC of **100,000** cells/mL your potential increase is **↑5** kgMS/cow

# Your farm's key information

Metric	Units	22/23	23/24	24/25
Dairy farm effective area	Ha	144	140	118
Maximum cow numbers	Cows (maximum numbers)	394	355	343
Stocking rate (dairy cows)	Cows/ha (maximum numbers)	2.7	2.5	2.9
Cows at peak milk	Cows	357	345	322
Production	kgMS	154,390	143,022	129,995
Production	t FPCM	1,986	1,830	1,669
Production per ha	kgMS/ha	1,072	1,019	1,102
Production per cow	kgMS/cow (peak milking)	432	415	404
Production per cow	kgMS/cow (maximum numbers)	392	403	379
Production per kg liveweight	%	94	90	88
Average somatic cell count	Cells/ml	151,385	156,784	153,000
Mastitis	Cases	86	116	41
Lameness	Cases	100	54	41
6-week in-calf rate	%	-	70	69
Not in-calf rate	%	-	16	17
Mating length	Days	75	75	76
Pasture & crop eaten (homegrown feed)	tDM/ha	12.4	13.3	12.1
Imported feed fed	tDM	252	109	211
Imported supplement per cow	tDM/cow (Maximum numbers)	0.6	0.3	0.6
Nitrogen fertiliser applied per ha	kgN/ha	104	118	108
Nitrogen fertiliser conversion efficiency	kgDM/kgN	119	113	112
Purchased Nitrogen Surplus	KgN/ha	81	69	78
Feed converted to milk	%	54	55	53
Greenhouse Gas Emissions per tFPCM	kgCO <sub>2</sub> e/tFPCM	911	863	940
Biological emissions - Methane	kgCH <sub>4</sub> /ha	338	365	325
Biological emissions - Nitrous Oxide	kgN <sub>2</sub> O/ha	7	7	6

The information and insights provided to you in this report are sourced from information that you have provided through your Farm Dairy Records, together with milk quality and production data that we hold and third party industry research. While the information and insights provided may identify risks and opportunities, such information is general information only and is not in the nature of advice. We make no representations or warranties (whether express or implied) as to whether information or data provided in this report is accurate, reliable or complete. You are solely responsible for your own assessment and evaluation of the information and for the actions or decisions you take in reliance on the information or data generated. Accordingly, Fonterra shall not be liable for any loss arising from any actions or decisions taken by you in reliance on the information contained in this report.

## Spot an issue with your data?

We've used your Farm Dairy Records and other data we hold for you.

Please check your farm's information for accuracy.

You can adjust the data we have by resubmitting your Farm Dairy Records at [nzfarmsource.co.nz/farmdairyrecords](https://nzfarmsource.co.nz/farmdairyrecords)

