

Completion of a level one physical questionnaire is required to provide supporting information for the financial or level two physical detail analysis.

### How to complete this questionnaire:

Sections 1 – 6 are compulsory to complete (to generate a DairyBase financial or physical report)

Section 7 & 8 are required to generate a financial report

Completing section 7 allows DairyBase to adjust the business financial accounts to reflect any changes in inventories of supplementary feeds which may under or overstate your operating profit. Complete this section if you think that changes in your feed inventory are significant enough to make a difference to your financial results.

Completing section 8 allows DairyBase to calculate the financial return on assets owned or leased by the business. Section 8 should only be completed if you own the farm(s) **and** you wish to receive a DairyBase Full Business Analysis (showing return on assets and return on equity).

### Tips for completing this questionnaire:

1. Utilised information in shaded light green sections for suggestion on where to source answers and further clarification on what the question is asking
2. If information is lacking to complete question use the default option (where available)
3. If you are having trouble or get stuck on a question, move on and come back to it
4. Utilise your DairyBase rural professional to assist or contact DairyBase on 0800 4 DairyNZ

Once this questionnaire is completed return to your rural professional, consulting officer or the DairyBase support centre (Cnr Ruakura & Morrinsville Roads, Newstead, Private Bag 3221, Hamilton 3240).

**Farm Business Name:**

**General comments e.g. Major flood, dried off early, first year conversion**

**Client Name:**

**Season:**

**DairyBase ID number:**

## Section 1 – Basic farm business description – Required information

Balance date		The last day of the financial year for this report
District council		This is the body that collects the rates for the business. For example, Rodney, Waipa
Dairy company(s) and supply number(s)		Enter all the dairy company name(s) and individual supply number(s) from which revenue is included in this farm business. For example, Fonterra 99999, 88888
Farm business type	<p>Circle one:</p> <ol style="list-style-type: none"> <li>1. Owner operator</li> <li>2. '50-50' sharemilker</li> <li>3. Owner with '50-50' sharemilker</li> <li>4. Owner with variable order or contract milker</li> <li>5. Variable order sharemilker</li> <li>6. Contract milker</li> <li>7. Diverse</li> </ol>	<ol style="list-style-type: none"> <li>1. Owns (or leases) both cows and land.</li> <li>2. Owns (or leases) herd but not land, receives 40-60% of milk revenue.</li> <li>3. Owner employs a '50-50' sharemilker (or equivalent)</li> <li>4. Owner receives 60% to 99% of milk revenue</li> <li>5. Receives less than 40% of milk revenue and owns part of the herd.</li> <li>6. Receives less than 23% (North Island) or 19% (South Island) of milk revenue and may own (or leases) some cows.</li> <li>7. Any operation that does not fit the categories above</li> </ol>
Portion of milk revenue received	<p>Circle one:</p> <ol style="list-style-type: none"> <li>1. 100%</li> <li>2. 50%</li> <li>3. Other (please specify) _____%</li> <li>4. \$/kg MS (please specify) \$_____/kg MS</li> </ol>	<p>100% for owner operator, 60-40% for owner with 50/50 sharemilker. For owner with variable order / contract milker enter the net % milk revenue received by the owner (between 65% and 90%). Enter \$/kg MS for variable order sharemilkers or contract milkers only (when the percentage of milk revenue is not available)..</p>

## Section 2 – Additional physical description – Required information

<p>Certified organic farm</p>	<p>Circle one:            1. Yes            2. No</p>	<p>Predominant breed</p>	<p>Circle one:            1. Friesian (including crossbreed more than 70% Friesian)            2. Crossbred            3. Jersey (including crossbreed more than 70% Jersey)            4. Ayrshire            5. Other</p>
<p>Winter milk contract</p>	<p>Circle one:            1. Yes            2. No</p>	<p>Milking interval</p>	<p>Circle one:            1. Twice a day milking            2. Once a day (full season)            3. Once a day (16-30 weeks)            4. Other, for example, three times in 48 hrs</p>
<p>Calving season</p>	<p>Circle one:            1. Spring only            2. Autumn only            3. Spring and Autumn            4. Other – inc. year round and extended lactation</p>	<p>Irrigation used (not including effluent)</p>	<p>Circle one:            1. Not irrigated            2. Less than 30% irrigated            3. More than 30% irrigated</p>
<p>Production system</p>	<p>Circle one:            1. System 1 - All grass self-contained, all cows on dairy platform for the year, no imported feed            2. System 2 - Feed imported for dry cows, or cows grazed off            3. System 3 - Feed imported to extend lactation (typically autumn) and for dry cows            4. System 4 - Feed imported to extend both ends of lactation and for dry cows            5. System 5 - Imported feed used all year</p>	<p>System 1 – No supplement fed to the herd except supplement harvested off the effective milking area and no grazing off the effective milking area.</p> <p>System 2 – Approximately 4 - 14% of total feed is imported. Large variation in percentage as in high rainfall areas and cold climates such as Southland, most of the cows are wintered off.</p> <p>System 3 – Approximately 10-20% of total feed is imported. In Westland feed to extend lactation may be imported in spring rather than autumn. Farms feeding 1 to 2kg of meal or grain/day for most of the season might best fit in System 3.</p> <p>System 4 – Approximately 20 - 30% of total feed is imported.</p> <p>System 5 – Imported feed used all year, throughout lactation &amp; for dry cows. Approximately 25 – 40% (but can be up to 55%) of total feed is imported.</p>	

### Section 3a – Land farmed (owned, leased or share-milked) – Required information

Accurately specifying the area farmed is important for DairyBase calculations and to compare businesses properly. DairyBase bases all calculations on the effective 'milking area', however, DairyBase adjusts expense calculations if a support block is owned. Non-dairy land information is not strictly required but can be helpful if non-dairy operations are a significant part of your overall farm business.

#### Land farmed

	Milking area (Ha)	Support block area (Ha)	Non-dairy (Ha)	
	Milking area is all land which is milked on. Young stock may also be grazed or supplements and crops grown on the milking area.	Support block is land not milked on and used to support the milking area. For example, grazing young stock, dry cows or supplementary feed.	Non-dairy area is land used for other uses e.g. beef sheep, deer, forestry, horticulture, arable crops...	
Effective area (a)				Effective area is the land available for grazing and cropping.
Ungrazable area (b)				Ungrazable area includes land for buildings, races, bush, drains..
Total area (a+b)				Effective and ungrazable areas must equal total area. Total should be the same as the rateable area.

**Land owned or leased (at opening of financial year) –** If you own or lease the above land (as opposed to being a sharemilker / contract milker on the land) complete the below table. Typically for an owner-operator the owned and leased land areas should add to the total area above. If you are a sharemilker that own or leases some of the land that you farm please indicate this below.

Land owned				For each of the land types indicate how many hectares are owned
Land leased				For each of the land types indicate how many hectares are leased.

### Section 3b –Support block land purchased / sold during the season – Required information

Where there any changes to the support block land area farmed during the course of the season (for example, a land sale)? If so, please indicate the number of Ha (negative if sold) and the date it was purchased/sold.	
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## Section 4 – Milk production – Required information

This data can be sourced from your final milk statement or from your milk processor.

- Fonterra suppliers can access their information online at Farm Source (accessed through <https://nzfarmsource.co.nz/>).
- Westland suppliers can source as follows: [www.westland.co.nz](http://www.westland.co.nz) – Daily Results – Enter Season start and end dates and view.

	Total milksolids	Required for DairyBase level two physical analysis only (component breakdown)		
Milk production for <b>financial</b> year (kg MS)		Fat (kg)		The fat, protein and volume information is used in calculations to develop a DairyBase physical analysis. Other information required to undertake a physical analysis is asked in a DairyBase 'level two' questionnaire. However, we collect information relating to milk production in this questionnaire to avoid duplication of looking at milk statements. If this information is not easily available leave blank.
		Protein (kg)		
		Volume (litres)		
Milk production for <b>seasonal</b> year (1 June – 31 May) if different from above (kg MS).		Fat (kg)		If the balance date for your accounts does not match the production year (i.e. is not in May) then also complete the "Milk production for seasonal year" fields (this refers to kg milksolids produced between 1 <sup>st</sup> June and 31 <sup>st</sup> May).
		Protein (kg)		
		Volume (litres)		

## Section 5 – Peak cows – Required information

Peak cows milked		Maximum number of cows milked at any time during the season
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## Section 6a – Unpaid labour – Required information

The information in this part allows DairyBase to adjust the salary and wages in the business financial accounts for any unpaid labour (typically the business owner(s) and other family members).

List all people who work <b>unpaid</b> for the business. (We suggest listing people using their first names to make sure that you've got everyone. If this person manages the farm business please indicate this with a tick below.  <b>Manager?</b>	Number of weeks worked during the year	For each person tick the box that best describes how much time that person worked in the business during the weeks they worked.					
		8 hours per week or less	9-15 hours per week	16-25 hours per week	26-40 hours per week	Full time - 41-60 hours per week	More than full time – 60+ hours per week
1							
2							
3							

## Section 6b – External labour – Required information

The information in this part allows DairyBase to calculate benchmarks based on the number of people employed by the business

List all people who work <b>paid</b> for the business. (We suggest listing people using their first names to make sure that you've got everyone. However, you can also group more than one employee on a line by writing 2 people, 3 people etc. )	Number of weeks worked during the year	For each employee, or group of employees, tick the box that best describes how much time that person worked in the business during the weeks they worked.					
		8 hours per week or less	9-15 hours per week	16-25 hours per week	26-40 hours per week	Full time - 41-60 hours per week	More than full time – 60+ hours per week
1							
2							
3							
4							
5							
6							

## Section 7 – Supplementary feed on hand – Only required if you would like to receive a financial report

Complete this section if you think that changes in your feed inventory are significant enough to make a difference to your financial results. The information in this part allows DairyBase to adjust the business financial accounts to reflect any changes in inventories of supplementary feeds. For example, if you have built up a large feed inventory over the year, but your accounts do not reflect this, your operating profit may be understated without this adjustment. You can complete this section in one of two ways. **Either**

<b>Enter change in feed inventory</b> (this applies for the financial year end <u>not</u> production year end)	_____ tonnes dry matter	Circle one: 1. More 2. Less
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**Or** complete the table below and we will calculate the change for you.

<b>To calculate bale size</b> (Weight of bale in KgDm ÷ 15kg = bale size 1) For example a 180kg bale ÷ 15 = bale size 12	Bale size	Amount on hand at <b>start</b> of financial year	Amount on hand at <b>end</b> of financial year
Hay	(bales)		
Wrapped grass silage	(bales)		
Grass silage – pit	(cubic metres)		
Maize silage – pit	(cubic metres)		
Meal	(wet tonnes)		
Any other feeds – specify type Name			
	(tonnes dry matter)		
	(tonnes dry matter)		
	(tonnes dry matter)		
	(tonnes dry matter)		

**Section 8a – Land valuations – Only required if you would like to receive a full financial report**

Section 8 should only be completed if you own the farm(s) **and** you wish to receive a DairyBase Full Business Analysis (showing return on assets and return on equity). The information on this page allows DairyBase to calculate the financial return on assets owned or leased by the business.

**Land Owned**  
Land owned at the start of the season (opening assets). Land Owned (Total Ha) + Land Leased (Total Ha) should = Total Land Farmed from previous section.

Area (ha)	Physical address (including number) OR Title number (refer to the Rating Valuation notice)	Land <b>(P)</b> urchased or <b>(S)</b> old during season		Transaction Date
		Area (ha)	Tick <b>(P)</b> OR <b>(S)</b>	

**Milking platform**

			<input type="checkbox"/> <input type="checkbox"/>	___ / ___ / 20___
			<input type="checkbox"/> <input type="checkbox"/>	___ / ___ / 20___
			<input type="checkbox"/> <input type="checkbox"/>	___ / ___ / 20___
			<input type="checkbox"/> <input type="checkbox"/>	___ / ___ / 20___
			<input type="checkbox"/> <input type="checkbox"/>	___ / ___ / 20___
			<input type="checkbox"/> <input type="checkbox"/>	___ / ___ / 20___

**Estimated Market Value (Optional): Opening: \$..... Closing: \$.....**

**Support block**

			<input type="checkbox"/> <input type="checkbox"/>	___ / ___ / 20___
			<input type="checkbox"/> <input type="checkbox"/>	___ / ___ / 20___

**Estimated Market Value (Optional): Opening: \$..... Closing: \$.....**

**Non-Dairy**

			<input type="checkbox"/> <input type="checkbox"/>	___ / ___ / 20___
			<input type="checkbox"/> <input type="checkbox"/>	___ / ___ / 20___

**Estimated Market Value (Optional): Opening: \$..... Closing: \$.....**

Leased land during the season (Only include leases paid by you to external parties)		Total area (ha)	Lease GST excl
Milking platform			
Support block			



Completing the level two physical questionnaire will enable the generation of a level two physical detail report which is a two page report.

### Page One: Physical Detail A Report

Available by completing sections 9 - 19 of this questionnaire  
These sections are compulsory to complete

### Page Two: Physical Detail B Report

Available by completing sections 20 - 23 of this questionnaire  
These sections are optional to complete (but sections 9 - 19 must still be completed)

Before level two physical information can be committed and a report generated a **level one questionnaire must also be completed** (sections 1 - 9). If you have not already completed this questionnaire or do not have a copy, contact the rural professional you are working with through DairyBase or download from [www.dairybase.co.nz](http://www.dairybase.co.nz)

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Farm Business Name:			
Client Name:			
Season:		DairyBase Id Number:	

## Section 9 – Farm description – Required information (sections 1 to 8 are covered in the Level 1 Questionnaire)

Farm Dairy	Type (please circle)	Number of sets of cups
Shed 1 (H = Herringbone, R = Rotary, Other)	H   R   Other	
Shed 2 (H = Herringbone, R = Rotary, Other)	H   R   Other	
Shed 3 (H = Herringbone, R = Rotary, Other)	H   R   Other	
Rainfall for season (mm)		Enter if measured otherwise district average will be used

## Section 10 – Physical Description – These values influence the maintenance requirements of the cow and are used in the energy calculations – Required information

Distance from farm dairy to furthest paddock (km)		Estimate from farm map if available
% of farm at a different height/altitude to farm dairy		Only needed if a significant portion of the farm is hilly or if the cows have a significant climb to/from the farm dairy
Average difference in height between farm dairy and hill paddocks (m)		

## Section 11 – Stock Description – Values from this section appear in the report under ‘Physical Description’ and are used in energy calculations, as well as being a useful indicators in their own right – Required information

Cow LWT kg (Dec 1)				Jersey	75% Jersey J12F4	75% Friesian F12J4	Average Crossbred	Friesian	Holstein Friesian
				370-390	400-440	440-470	445	470-500	510-610
		Actual Estimate		Or estimate from NZ Animal Evaluation Ltd (NZ AEL) Lwt BV using below formula: Average herd Lwt = 503kg + Lwt BV x 95% (if average producing herd) x 85-90% (if low producing herd) x 100% (if high producing herd) Circle whether actual (weighed) or estimate.					
Herd BW/Reliability	LIC / CRV	BW /	Circle LIC or CRV to indicate the source of the BW. Available from group profile report (printed July/August) with all replacement 2 year olds included. If not available use first herd test report. For more information on animal evaluation visit <a href="http://www.aeu.org.nz/">http://www.aeu.org.nz/</a> . If values not known leave blank						
Herd PW/Reliability		PW /							
Nitrogen (N) applied to the effective area only			Kg or Kg/ha	Please circle appropriate units					

Section 12 – Milk Production – This section captures all milk output from herd (except colostrum) whether saleable or not to gain greater accuracy to estimate the energy requirements. Per cow daily production at peak and at end of December are used to calculate monthly drop off from peak which can be an indicator of loss of pasture quality – Required information			
Litres of milk fed to calves (Number of calves x litres/calf/day x no. days)			Includes sick cow milk and saleable milk taken from vat and fed to both <b>replacement &amp; non-replacement calves</b> (do not include colostrum milk). For a 25% replacement rate, for calves fed for 8 weeks, approximately 25% of their feed will come from colostrum so adjust number of days fed out of the vat
Complete calculation table below if total not known - <u>include replacement &amp; non-replacement calves reared</u> ; exclude colostrum milk fed to calves			
	Number of calves reared	Estimated litres of milk/calf/day (sick cow milk and saleable milk only)	Number of days fed milk
Spring			
Autumn			
Discarded milksolids (kg) (Number of cows x days withheld x average kg MS/cow/day)			Discarded milk solids e.g. from sick cows disposed of and NOT fed to calves. If sick cow milk is fed to calves only count treated cows from date calves stopped being fed sick milk so you do not double up. Refer to animal treatment records for number of cows treated and withholding period. Use average if different treatments have different withholding lengths e.g. 150 cows x 6 days x 1.6 kgMS = 1440 kgMS
Average daily milk solids per cow for 10 days at peak (kg)			Peak period is when the highest daily per cow production is achieved. Take into consideration that not all cows may have calved and some milk may also be going to the calves. So the milk statement may not always reflect peak per cow production. Refer to milk company statements and daily records as a starting point
Last date of 10 day peak			If peak was on 10 Oct then the last day of 10 day peak would be 15 Oct ie 5 days after peak
Milksolids to 31 Dec sold to factory			Refer to December dairy company statement under “season to date production” or dairy company website “1 Jun to 31 Dec production”
Average daily milksolids per cow for last 10 days in December (kg)			Refer to December dairy company statement or website for daily production. Work out by dividing <b>average daily milk solids for last 10 days</b> in December by number of <b>cows milking at 31 Dec</b>

**Section 13 – Days in Milk (DIM) – A useful indicator of herd performance and used in the energy calculation. DIM is reported under ‘Milk Production’ – Required information**

**HINT:** Days in Milk is heavily influenced by when 50% of the cows calved and when cows dried off

Focus on getting accuracy with

1. Date 50% of cows calved
2. Date and number of cows dried off (if herd had staggered dry off, record each dry off date separately)

	Spring	Autumn	
Number of cows calving			This should include all cows calving from 1 Jun to 31 Dec for spring calving and 1 Jan to 31 May for autumn calving. Information can be obtained for calving report
Date when 50% of cows calved			Information can be obtained from calving report or yellow note book. If yellow note book is being used, count cows until you reach 50% of cows and use that date or mean calving date from calving report and subtract 5 days
Days in milk per cow			Average days in milk for herd. If known enter in value cell, if not known complete Days in milk table (section 13a) on the following page. A separate table must be completed for spring and autumn

Number of carryover cows at the start of the season (1 <sup>st</sup> June)		Number of cows that calved in spring of the previous season still in-milk in the current season
Number of carryover cows at the end of the season (31 <sup>st</sup> May)		Number of cows that calved in spring of the current season still in-milk on 31 <sup>st</sup> May

**Section 13a – Days in Milk table**

This asks for number of cows and date they were removed from milking herd either because of death, culling or drying off. Information can be obtained from animal removal report. Otherwise any animals sold or sent to works will be recorded in animal health declaration book and yellow note book

**Don't forget to list final dry off date**  **and number of cows**

Date ( XX / XX /XXXX )	Died	Culled	Dried off	Total

**Section 14 – Young stock grazed on the effective (milking) area – Identifies the amount of feed eaten by young stock and is used to calculate Pasture Eaten on the effective area– Required information**

	Number of animals	Age at start of grazing (months)	Age at end of grazing (months)	Stating the age animals started grazing indicates how much feed they will be consuming
Rising one-year olds				Animals from 3 months weaning to 10 months of age
Rising two-year olds				Animals from 11 months to 22 months of age

**Section 15 – Grazing off dry cows – Identifies the amount of feed eaten by dry cows not grown on the effective area – Required information**

	Mob 1	Mob 2	Mob 3				
Number of cows				Number of cows grazed off from 1 Jun, includes in-calf heifers			
Total days grazed away from milking area				If gradually sent or brought back between grazing and milking platform use average length of time for herd			
kgDM/cow/day offered				This is feed offered (grass & supplement). Knowing whether cows gain, lost or maintained weight will give some indication of intake			
					Friesian	Crossbred	Jersey
				Held condition	10	9	8
				Gained weight	13	12	11
Average MJME/kgDM	11MJME/kgDM or _____			Average of all feeds eaten at grazing including supplement. Use 11ME for pasture			
Utilisation %	85% or _____			Use 85% for pasture unless very wet. Relates to feed offered to arrive at actual feed eaten			

**Section 16 – Crops grazed & feed harvested on effective area – Required information**

Area harvested for hay & silage (ha)		Includes grass and lucerne. If more than one cut taken from same area count each cut separate e.g.10ha x 3 cuts = 30ha
Harvest crop (ha)		Includes cereal and maize. Must be <u>harvested</u> not grazed
Feed Exported (TDM)		Feed grown on the milking platform and exported – includes to feed inventory, stock on the support block, fed out on support block or sold off farm.
Summer crop grazed by dairy cows (ha)		Summer crop to be grazed by the stock (herd and young stock on effective area) in the production season
Winter crop grazed by dairy cows (ha)		Only include winter crop area which is grazed in the production season you are collecting information for. Do not include paddocks which may be out for planting for the following season

**Section 17 – Imported supplements fed out on effective area during season – Identifies the amount of feed eaten by stock (the herd and young stock) while they are on the effective area that was not grown on the effective area. Reported under ‘ Feed Eaten’ section of the report – Required information**

- Includes any feed grown on owned or leased support block, brought home and fed on effective area, plus any purchased feed fed on the effective milking area during production season
- Imported feed may include feed on hand at the start of the season i.e. carried over from the previous season
- If any stock normally on effective area during the season graze off the effective area (e.g. neighboring paddock/support block) for short time period (e.g. 12 hours) then treat as imported feed and enter below by estimating the total tonnes of DM fed to the stock
- Refer to imported supplements table section 19 for DM%, MJME and utilisation of feeds.

Type of feed	Tonnes of wet matter (WM)	DM %	Tonnes of dry matter (DM)	Average MJME/kgDM	Utilisation
Fed from feed inventory					

**Section 18 – Irrigation – These fields must be completed if farm uses irrigation (does not include effluent spread on pasture). If data not available for all irrigation used on milking platform, use data for predominate irrigation type - Required information if farm irrigated**

Average irrigation interval (days)		Time taken for irrigator to return to its starting point or days taken to irrigate farm
Hectares irrigated		This must be equal to or less than effective milking area
Days of season irrigated		Refer to water meter records. If water pumped from a well refer to electricity records which may indicate days pump in use
(1) Total metered water (m <sup>3</sup> ) - <i>preferred</i>		If the water supply is not metered and (1) cannot be entered, then water applied will be derived from (2) or (3). Only irrigation applied to milking area is of interest and reported so if total metered water includes irrigation for other areas then you may need to use flow rate instead
(2) <b>OR</b> Instantaneous flow rate (l/sec/ha)		
(3) <b>OR</b> Flow rate (bore /borderdyke) (l/sec)		

**Section 19 – General comments e.g. major flood, dried off early, first year conversion**



## Imported Supplements – Information on dry matter, energy and utilisation of feed

<b>Maize silage</b>	DM 30-38%, MJME 10.0 – 11.0, Utilisation : Bins 75-85%. Dry Paddock, 65-75%. Wet paddock, 50-60% (includes storage losses)	<b>Proliq</b>	DM 32-40%, MJME 9-11, Utilisation %: 95%
<b>Baleage/Pit silage</b>	Baleage DM 30-40%, MJME 8.0 – 12.0, Pit Silage DM 25-30%. Utilisation %: Dry paddock 70-80%. Wet paddock 60-70%.	<b>Kiwifruit</b>	Average DM 14% soft, 20% hard. MJME 9-11 soft, 12-12.5 hard.
<b>Hay</b>	DM 85%, MJME 6.0 – 9.0, Utilisation 60-85%	<b>Maize grain/gluten</b>	DM 87-89%. MJME 13.5, Utilisation %: Bins 80-90%, Shed 95%.
<b>Concentrates</b>	Most will be approx 90% DM, MJME 13.5, Utilisation 80-95% (includes storage losses)	<b>Molasses</b>	DM average 75%. MJME 11.5. Utilisation %: 95%
<b>Lucerne silage &amp; Hay</b>	DM 85%. MJME 8.0 – 10.0. Utilisation %: Dry paddock 70-80%, Wet paddock 60-70%	<b>Onions</b>	DM average 10%, MJME 13.0.
<b>Palm kernel</b>	DM 90-95%. MJME 11.0, Utilisation %: Bins 80-90%, Shed 95%	<b>Potato</b>	DM average 20%, MJME 13.0.
<b>Cereal silage</b>	DM 30-40%. MJME 9.0 - 10.5. Utilisation %: see maize silage	<b>Carrots</b>	DM average 12-13%, MJME 13.0.
<b>Barley/wheat grain</b>	DM 86-89%, MJME 12-13, Utilisation %: Bins 80-90%, Shed 95%.	<b>Soybean meal</b>	DM 90%. , MJME 12.5. Utilisation %: Bins 80-90%, Shed 95%
<b>Bread</b>	DM average 63%	<b>Sweet corn silage</b>	DM average 20%, , MJME 9.5-10.5.
<b>Brewers grain</b>	DM 24%. MJME 10.5. Utilisation %: Bins 80-90%, Shed 95%	<b>Broll</b>	DM 85%, , MJME 9.5-11.0.
<b>Cereal straw</b>	Average DM 85-89%. , MJME 6.0 - 7.0.	<b>Tapioca</b>	DM 88%. , MJME 12.5. Utilisation %: Bins 80-90%, Shed 95%

**Section 20 – Fertilisers and soils – Soil test data for effective area only. If more than one soil test will need to calculate weighted average for farm – Optional information**

Soil test pH		
Olsen P (ave)		
Quick Test Mg - Magnesium		Note this is the MAF value
Quick Test K - Potassium		
Soil test Sulphate S		

**Fertiliser application record - there are two ways to record this (complete only one):**

<p><b>Option one</b> If fertiliser statement applies to fertiliser that is applied to the effective area only, use the below table to enter kilograms of the element applied to the dairy area</p>			<p><b>Option two</b> If fertiliser statement includes fertiliser that is applied to more than the effective area (e.g. support block) use the table below making sure you remove any applications applied to areas other than the effective area. Enter the fertiliser type and total tonnes applied and the DairyBase calculator will work out the total Kgs of each element applied</p>			
Enter either as total kg or kg/ha	Total kg	Or	kg/ha	Fertiliser type e.g. Urea, Superphosphate, Lime	Tonnes applied to milking area only	ha applied to
Phosphorus (P)						
Potassium (K)						
Sulphur (S)						
Magnesium (Mg)						
Lime*						

**Section 21 – Calving and Mating – Values appear in Part B of the report and are compared to industry targets rather than benchmarks. The majority of the data is available from your Fertility Focus Report or calving/mating report provided records are up to date – Optional information**

Planned start of calving (spring calving cows)		Use planned start of calving (PSC) for herd.
Planned start of mating (spring calving cows)		Use date for mixed age cows only (not yearling matings). Available from mating report
Date AB finished (spring calving cows)		Available from mating report or from Fertility Focus Report page 2. If no AB used enter date bull withdrawn
Date bull withdrawn from herd (spring calving cows)		If bull left with herd for remainder of season enter date which matches culling criteria for calving date
For the below questions use your Fertility Focus Report results.	% from InCalf Fertility Focus Report	
Percentage of cows calved by 3 weeks from PSC	%	% from the Fertility Focus Report.
Percentage of cows calved by 6 weeks from PSC	%	% from the Fertility Focus Report.
Percentage of cows calved by 9 weeks from PSC	%	% from the Fertility Focus Report.
3-week submission rate	%	% from the Fertility Focus Report. Number of cows mated at least once in 21 days from PSM.
Percentage of cows treated for anoestrus	%	% from the Fertility Focus Report. Total percentage of non-cycling cows treated for anoestrus t).
Not-in-calf rate	%	% from the Fertility Focus Report. Percentage of cows not pregnant after 100 days of mating.
6-week in-calf rate	% Actual Estimate	% from the Fertility Focus Report. This is the percentage of cows pregnant in the first 6 weeks of mating. Circle whether actual or estimate

**Section 22 – Mastitis and Lameness – Values appear in Part B of the report and are compared to industry targets rather than benchmarks – Optional information**

Average bulk milk somatic cell count (for season)		Refer to dairy company website or BMSCC report. Do not use average herd test results
Number of cases of clinical mastitis		Total number of clinical cases in the season. A “case” is defined as the initiation of a course of treatment (note farmers usually record at a cow and quarter basis). Refer to treatment register in Fonterra Dairy Diary or equivalent.
Cows lame		Number of cows. Do not double count animals, if treated three times only equal to one animal. Refer to treatment records or Health Detail Form.

**Section 23 – Wastage and replacements – This section measures wastage of whole herd from calving through to December and wastage of R2 heifers from 1<sup>st</sup> lactation to 2<sup>nd</sup> lactation. Cross reference checks can be made with cows calving, peak cows and cows grazed off – Optional information**

Number of cows and R2 heifers at the start of season		Information can be obtained from Herd Summary Report or stock reconciliation in financial statement (if balance date is 31 May)
Number of R2 heifers at the start of season		
Number of R2 heifers at the start of season and still in the herd at end of season		See Herd Summary Report or think of R2 that are in-calf and able to start the next season as R3's. Do not include empty heifers
Number of cows and R2 heifers milking at 1 Dec		This must be less than or the same as peak cows milked. Check December herd test
Number of replacement calves reared		Used to calculate replacement rate