



# PASTURE SUMMIT

PROFIT, PASTURE, PROGRESSION

## NORTH OTAGO AUTUMN EVENT

WEDNESDAY, 2 APRIL 2025

*Hosted by Peter & Emma Smit*

*Papakaio Dairies Limited, 782 Seven Mile Rd, Oamaru*





# PASTURE SUMMIT

## PROFIT, PASTURE, PROGRESSION

A very warm welcome to everyone, and a big thank you to **Peter & Emma**, for hosting us today, to share their thinking and their results.

Also, a big thank you to our organiser, our speakers and facilitators. Huge thanks to our Headline Partner, **DairyNZ**, our Headline Sponsor, **ASB Bank**, and all of our kind sponsors who have generously supported these events and we ask that you in turn support them.

We're in the business of turning grass to milk to cash - it's our key competitive advantage. Our host farmers are focused on achieving strong bottom-line financial performance and growth. They will present their costs and returns and discuss their farm management strategy to drive profit now and into the future. The focus of the day is on achieving high profit and keeping management simple. Topics to be explored include Business Goals, Financial Results, Benchmarking/Regional Comparisons, Spending and Investment Decisions and Setting Up for Strong Spring Production and Repro Results. A panel discussion will also explore progression and equity growth pathways for progressive young farmers with aspirations to progress and grow in the sector.

Pasture Summit events are held for farmers, by farmers who believe dairy farming can and should be profitable and rewarding, and that our pasture fed dairy products are best for the consumer and the environment. Central to this is our desire to inspire the next generation of dairy farmers by demonstrating that with the right strategies and execution, profitability, equity growth and land ownership are all achievable.

Thank you once again for your support. We hope you enjoy the day and we look forward to catching up with you during the event.



Robert Ferris  
**Chair**  
Pasture Summit



Colin Glass  
**Treasurer**  
Pasture Summit



Alistair Rayne  
**Secretary**  
Pasture Summit

# THANK YOU

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The valuable support from the following people and organisations is greatly appreciated.

- Our host farmers, Peter & Emma Smit, their families and staff.
- Virginia Serra and Heather Donaldson from DairyNZ.
- Aidan Gent, General Manager Rural Banking, ASB Bank Limited
- The farmers participating in the panel discussion on progression and equity growth pathways:
  - Ben & Chloe Smith
  - Hayden & Robyn Williams
- Silver Fern Farms for providing the meat for the BBQ lunch.
- Fonterra and Farm Source for providing a BBQ trailer and kindly cooking the BBQ lunch.
- DairyNZ staff and regional team who supported us in organising and running the event.
- Pasture Summit committee members involved in organising the event and facilitating sessions.

A big thank you to our sponsors for their generous support.

## HEADLINE SPONSOR

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## HEADLINE PARTNER

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# KEY EVENT INFORMATION

## **Presentations**

This handbook contains all of the material from the poster boards used in the sessions.

## **Feedback sheets**

Please take time to complete the feedback sheet at the end of the day. A tear out feedback sheet can be found at the back of this handbook. Please deposit your completed forms in the collection box as you leave the farm. You will also be emailed an online link after the event if you prefer to complete your evaluation electronically.

## **Information and assistance**

For information and assistance, please contact the registration desk located in the central meeting area.

## **Cell phones**

Cell phones and electronic devices must be muted at all times during sessions.

## **Valuables**

Please keep all valuables safe. The organisers cannot be held responsible for any loss or damage of personal items while attending the event. Any found property should be taken to the registration desk located in the central meeting area.

## **Health & Safety**

A Health & Safety briefing will be given at the start of the day.

## **First Aid**

A first aid kit is available at the registration desk. If you require emergency treatment or medical care, details of the closest medical centre will also be available there.

## **Biosecurity**

All attendees are required to wear clean clothing and footwear (organisers will terminate visit if attendees have visibly dirty attire), and visitor vehicle parking will be restricted to the designated areas only.

## **Out of bounds areas**

Please stay with the group and strictly avoid entering out of bounds areas as this is a working farm.

## **Catering**

Tea, coffee, water and light refreshments will be available throughout the day in the catering area and a BBQ lunch will also be served from here at lunchtime. Lunch is kindly sponsored by Silver Fern Farms, Fonterra and Farm Source.

## **Disclaimer**

*The views presented at Pasture Summit are the opinions of the individual speakers and are not necessarily shared by the Pasture Summit organising committee or any of the sponsors. Given the general nature of some of the views and information presented at Pasture Summit and the fact that every participant's individual circumstances are different, Pasture Summit delegates should not act solely on the basis of material presented at Pasture Summit but should obtain specific advice as to their own circumstances and actions.*



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# OUTLINE PROGRAMME



## PROFIT, PASTURE, PROGRESSION

09:30 - 10:00	<b>ARRIVAL, REGISTRATION &amp; MORNING TEA</b>
10:00 - 10:05	<b>Welcome, Introductions and why we are on this farm</b> <i>Al Rayne, Pasture Summit</i>
10:05 - 10:10	<b>Orientation &amp; H&amp;S Briefing</b> <i>Virginia Serra, DairyNZ</i>
10:10 - 10:15	<b>Opening Comments</b> <i>Aidan Gent, General Manager Rural Banking, ASB Bank</i>
10:15 - 11:15	<b>SESSION 1: BUSINESS GOALS &amp; FINANCIAL RESULTS</b> <i>Host farmers (Peter &amp; Emma Smit) presenting, facilitated by Virginia Serra, DairyNZ</i>
11:30 - 12:40	<b>SESSION 2: SETTING UP FOR STRONG SPRING PRODUCTION AND REPRO RESULTS</b> <b>2A: Pasture &amp; Feeding</b> <i>Host farmers (Peter &amp; Emma Smit) presenting, facilitated by Alistair Rayne, Pasture Summit</i>  <b>2B: Herd Genetics &amp; Repro</b> <i>Host farmers (Peter &amp; Emma Smit) presenting, facilitated by Heather Donaldson, DairyNZ</i>
12:40 - 12:45	<b>Key messages &amp; wrap up of morning sessions</b> <i>Will Green, Pasture Summit</i>
12:50 - 13:30	<b>LUNCH</b> <b>(sponsored by Silver Fern Farms, Fonterra &amp; Farm Source)</b>
13:30 - 14:30	<b>SESSION 3: PROGRESSION &amp; EQUITY GROWTH PATHWAYS</b> Panel discussion and open Q&A exploring progression and equity growth pathways. <i>Panelists:</i> <ul style="list-style-type: none"><li>- Peter &amp; Emma Smit (host farmers)</li><li>- Ben &amp; Chloe Smith</li><li>- Hayden &amp; Robyn Williams</li></ul> <i>Session facilitated by John Gregan, Pasture Summit</i>
14:30 - 14:35	<b>CLOSE OF EVENT</b> - <i>John Gregan, Pasture Summit</i>

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### **Jason Rhodes**

ASB Rural Regional Manager

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## HEADLINE PARTNER



DairyNZ is an industry-good organisation that helps farmers lead the world in sustainable dairying by investing in research, new solutions and advocacy. We believe that dairy has a bright and positive future and, that by working together with farmers and others, we can achieve purposeful change. We exist to progress a positive future for New Zealand dairy farming.

Contact us:

**Phone:** 0800 4 DairyNZ (0800 4 324 7969)

**Email:** [info@dairynz.co.nz](mailto:info@dairynz.co.nz)

**Website:** [dairynz.co.nz](https://dairynz.co.nz)



Agricom researches, develops and markets a wide range of proprietary pasture and forage crop seeds to the agricultural industry. Our core business is investing in the research and development of forage options, and in the advancement of endophyte technology to increase profits returned back to farmers. We have partnerships in place with Grasslands Innovation, a joint venture which includes Grasslanz Technology (a subsidiary of AgResearch). Forage crops are also sourced from external relationships via Plant & Food Research (NZ) within the Forage Innovations joint venture programme.

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Our tagline for NZ Dairy Exporter says it all – Learn, Grow, Excel.

It ensures the NZ Dairy Exporter is the country's premier dairy farm management magazine. Farmers enjoy reading about and learning from other farmers, so our experienced team of contributing writers actively seek out New Zealand's top dairy farmers and unpack their farm and business systems, so our readers can learn from them.

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LIC is a farmer-owned co-operative and world leader in pasture based dairy genetics and herd management. LIC exists to deliver superior genetics and technological innovation to help its shareholders sustainably farm a profitable animal.

With origins dating back to 1909, LIC has a long history of developing and delivering world-leading innovations for the dairy industry. The co-op continues to be one of the sector's biggest private investors in research and development.

Today the New Zealand-based co-op employs more than 700 permanent staff, swelling to 2000 during the spring peak dairy mating season. LIC also has offices in the United Kingdom, Ireland and Australia.

All LIC profit is returned to its farmer owners/shareholders in dividends, or reinvested for new solutions, research and development.

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### The Ministry for Primary Industries' On Farm Support team

The Ministry for Primary Industries' (MPI) On Farm Support team is proud to sponsor Pasture Summit autumn events this year.

On Farm Support offers practical value to farmers and growers by providing access to the latest agricultural research and regional support, helping to address specific challenges and make informed decisions to enable profitable, productive, and sustainable farming practices.

On Farm Support empowers farmers and growers to increase profitability and better manage their farms and orchards to improve environmental sustainability through tailored support for Catchment Groups.

With a network of regional advisers, we provide on-the-ground guidance, facilitate collaboration, and connect groups with resources and funding to deliver impactful, long-term solutions for communities.

### Find out more

The On Farm Support team is here to provide on-the-ground help for farmers and growers.

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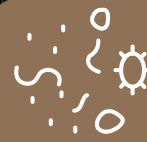
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# HOST FARMERS

## Peter & Emma Smit

Peter and Emma Smit have a 1-year-old daughter, Lucie and are expecting another daughter in June.

Emma comes from a sheep and beef farm in Tuai, Waikaremoana (Hawkes Bay), and Peter was raised on a dairy farm in Whakatāne (Bay of Plenty).

Peter has an Agriculture Science degree (Hons) from Lincoln University and a Masters in Business Administration from Otago University. After finishing Lincoln University, Peter went straight into contract milking Seven Mile farm.

Emma also moved south after leaving school, working on a dairy farm, at PGG, as a Vet tech and as an Executive Assistant at LJ Hooker. Emma is now focussing on raising their children and contributes to the running of the farm, calf rearing and doing general administration.



# FARMER PANELISTS



## Ben & Chloe Smith

Ben and Chloe along with their 3 daughters farm in Waimate South Canterbury.

They started dairying in 2009 and in 2016 lower order sharemilking 800 cows with the Paul family. Together they have grown to 4,000 cows over 5 properties.

People, water, cows and co-ops have allowed them to grow an efficient productive farming business.

Ben is passionate about the importance of co-ops, delivering semen, water and collecting milk.

## Hayden & Robyn Williams

Hayden and Robyn Williams and their 3 daughters live in Five Forks on their 750 cow dairy farm.

The farm was purchased in 2014 and converted 8 seasons ago while the Williams's were sharemilking.

When they're not farming you will find them on the sports field or at the beach surfing.





# ASB SPEAKER

*(Opening Comments)*



## Aidan Gent

General Manager Rural Banking  
ASB Bank Limited

Born and raised in Ruawai, Northland, Aidan maintains an active involvement in his Ruawai farming business. Starting his banking career as a Rural Graduate in Christchurch. Aidan has had roles across Rural and Institutional Banking, Corporate Advisory, Strategy, Product and Transformation across New Zealand and Australia.

Aidan is deeply passionate about the opportunities within the food and fibre sector and helping customers achieving their goals as well as future proof for tomorrow.



# PANEL FACILITATOR



## John Gregan

Pasture Summit Committee and  
Waimate Dairy Farmer



John was originally sheep farming but converted to dairy farming sixteen years ago on an unirrigated farm in the lee of the Hunter Hills.

He is passionate about grass farming and the low cost pasture based systems New Zealand are able to run. He has great sharemilker's in Ben and Abby Rawcliffe.

Still with his first wife Cara, they have three children, Anna, Sean and Scott, all in their early twenties.

John has been a member of the Pasture Summit Committee since it was established in 2017.



# SESSION FACILITATORS



**Virginia Serra**

**Head of the Solutions and Development Team, DairyNZ**



Virginia was brought up on a dairy farm in Uruguay and has nearly two decades working in the New Zealand dairy sector. She spent 14 years in extension before moving to the Science team and now the Solutions and Development team.

Virginia has been involved with many extension and development initiatives including the Lincoln University Demonstration Dairy Farm management team, the establishment of Progression groups in Canterbury, the analysis of profitability drivers in Canterbury dairy systems and more recently projects focusing on addressing the environmental footprint of dairy farming while maintaining the profitability and viability of the sector. Virginia is passionate about bringing evidence-based information to support decision-making on farms.



**Heather Donaldson**

**Area Manager - Mid-Canterbury DairyNZ**



Heather joined DairyNZ in 2018, having come from a background of contract milking and sharemilking alongside her husband.

Prior to working with DairyNZ, Heather completed a Bachelor of Agri-Science extramurally while her first two children were young, and tutored for Primary ITO.

Her work on farm along with her experience at DairyNZ has lead to a strong interest in creating on farm growth through a practical approach.



**Al Rayne**

**Pasture Summit Secretary and Canterbury Dairy Farmer**



Secretary of Pasture Summit, proud to be a NZ dairy farmer and committed to a vibrant dairy sector. Raised on a sheep station near Fairlie. Following Lincoln, five years Dairy Extension with discussion groups in New Zealand, then four years extension in Ireland. Herd manager Taranaki followed by sharemilking in Canterbury for seven years, and a growing family. Joined a start-up growth-focused dairy equity partnership, Canterbury Grasslands, whilst sharemilking and have remained active in that. Purchased own farm near Darfield, and over time have grown to 900 cows. Farm goals throughout have been to operate an enjoyable, simple farm operation that grows staff capability, and returns high EBIT.



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Al Rayne  
Pasture Summit Secretary



Virginia Serra  
Head of the Solutions and  
Development Team, DairyNZ



Aidan Gent  
General Manager  
Rural Banking, ASB Bank

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## **SESSION 1:**

### **BUSINESS GOALS & FINANCIAL RESULTS**

Peter & Emma Smit (host farmers) presenting



Facilitated by  
Virginia Serra  
Head of the Solutions and  
Development Team, DairyNZ



## **NOTES**

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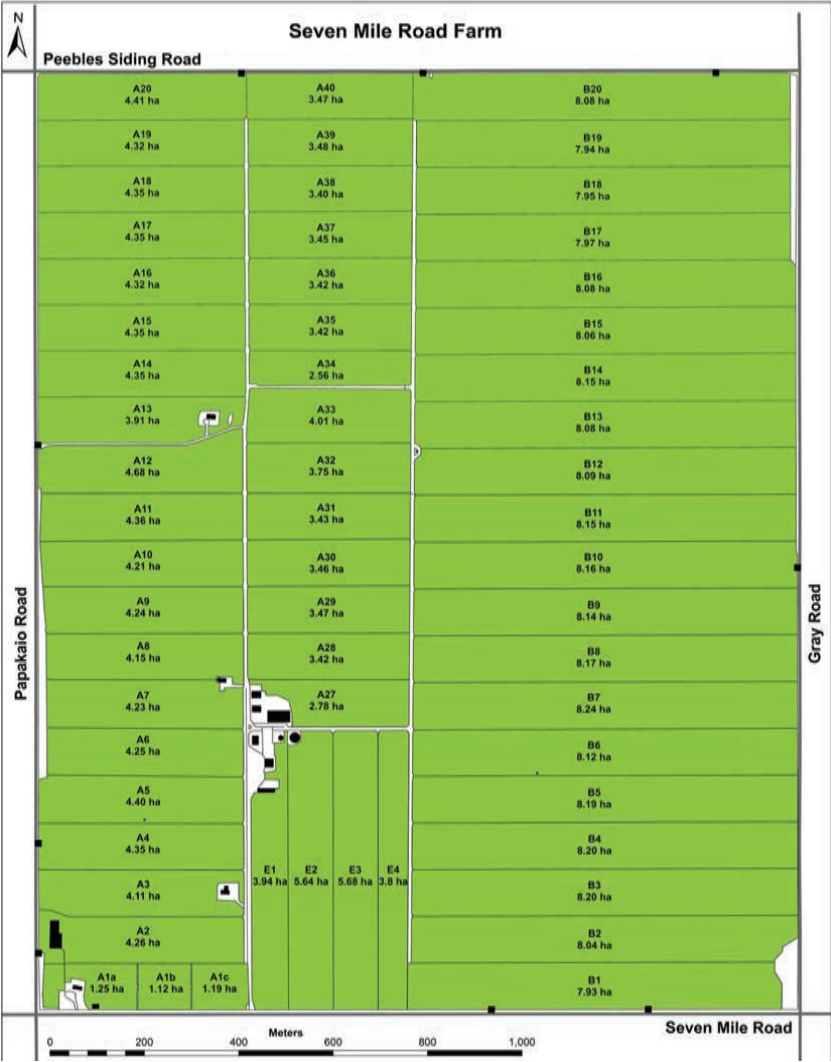
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# Papakaio Dairies Limited

Peter & Emma Smit

	2021/22	2022/23	2023/24	2024/25
Effective area (ha)	313	313	313	313
Peak cows milked	1,025	1,034	1,003	1,003
Stocking rate (cows/ha)	3.3	3.3	3.2	3.2
Total kg MS	487,224	477,789	492,003	500,000
kg MS/ha	1,556	1,526	1,591	1,597
kg MS/cow	475	462	491	499
Pasture & Crop Eaten (t DM/ha)	n/a	n/a	14.7	14.8



## Business Overview

- Peter and Emma own Papakaio Dairies Ltd, a 323 ha Dairy Farm. They contract milked on the property for 7 years and bought it from Peter's parents in 2021.
- In addition, they lease a 110 ha dryland support block 'Ridges' from Peter's parents (5 mins from Oamaru)
- They also have a 1/3 share through Smit Family trust on a 320ha irrigated youngstock property "Otewai Ltd" in Otekaieke.

Business and Personal Goals	Farming philosophies
<ul style="list-style-type: none"><li>• Run a successful farming business.</li><li>• Success to us looks like:<ul style="list-style-type: none"><li>○ consistent and reliable profits</li><li>○ good relationships/treating people involved in the business well</li><li>○ looking after the environment in which we farm</li><li>○ A business that is enjoyable to work in and operate</li><li>○ Provide the next generation with similar opportunities to what we were provided</li><li>○ Flexibility to spend time with family.</li></ul></li></ul>	<ul style="list-style-type: none"><li>• Execute simple systems that deliver results</li><li>• Focus and achieve continuous incremental improvement</li><li>• To have a well-presented farm with good infrastructure</li><li>• Maximise pasture eaten.</li></ul>

## People on the farm and roles

- Farm Manager: Brad Cory
- Jaime, Rangi, Jen all full time
- Emma rears calves and supports farm administration
- Peter works across all properties (dairy farm and support blocks).

## Farm Systems Overview

*Table 1: Farm systems overview overtime*

Farm Systems Overview	16/17	17/18	18/19	19/20	20/21	21/22	22/23	23/24	24/25
	Contract Milking					Farm Ownership			
Milking platform (ha eff)	297	297	313	313	313	313	313	313	313
Area in Crop (on eff MP*)	8	4	5	8	8	8	8	8	8
Support Block (ha eff)	0	0	0	0	0	105	105	105	105
Peak cows milked (15/10)	1,050	1,040	1,010	1,025	1,005	1,025	1,034	1,003	1,003
<b>Cows/ha</b>	3.5	3.5	3.2	3.3	3.2	3.3	3.3	3.2	3.2
Kg MS total	453,252	452,509	469,432	492,413	490,756	487,224	477,789	492,003	500,000
<b>Kg MS/ha</b>	1,526	1,524	1,500	1,573	1,568	1,556	1,526	1,591	1,597
<b>Kg MS/cow</b>	432	435	465	480	488	475	462	491	499
Imported supp. (MP*) Kg DM /cow	na	583	653	506	404	506	531	625	
Imported supp. (MP*) TDM /ha	na	2.0	2.1	1.7	1.3	1.7	1.8	2.0	
<b>Pasture and Crop eaten TDM /ha**</b>	na	na	na	na	na	na	na	14.7	14.8
Total FTE (paid and unpaid)	5.1	5.1	5.2	4.3	4.3	4.6	4.6	5.2	5.2
Cows/ FTE	206	204	194	238	234	223	225	193	193
<b>Not in calf rate (%)</b>	na	12%	12%	9%	10%	10%	12%	11%	10%
<b>6 week in-calf rate (%)</b>	na	63%	66%	70%	71%	70%	73%	79%	78%
Weeks of mating								10	10

*\*MP= Milking Platform*

*\*\*Pasture and Crop eaten per ha as estimated by DairyBase. It includes all pasture and Crop eaten over the 313 effective milking platform including the pasture and crop eaten by the cows wintered on the milking platform.*



## Further Details on Current System

- 2 mobs of approximately 490 cows in each plus a red mob.
- Everything is milked twice a day from calving to drying off.
- Crop on farm: 8ha of Fodder Beet (Bangor) grown on the milking platform. 4 ha used as transition feed for winter April/ May, and the remaining 4ha used for the 200 cows wintered on.

### Imported supplement

- Used mainly in first 2-3 rounds in spring when grass is tight.
- Approx. 120t PKE fed in the autumn to slow down the grazing round length.
- Typically, no silage is fed in the autumn.
- 4ha of fodder beet is used as a supplement from mid- April.
- Feed for lactating cows on Milking Platform =
  - 320t PKE fed in trailers in the paddock,
  - 230t Prolig fed in shed,
  - 47 TDM silage (157 rounds from runoff x 300 kg DM/bale)
  - 8.6 TDM straw
- Winter 200 cows on farm on 4ha of FB plus 170-200 round bales from the runoff

### Wintering Strategy

- Winter 200 early calvers on the milking platform, on 4 ha of Fodder beet, and 51TDM silage.
- The rest of the cows are wintered at dryland support block and 200 on another property.
- Wintering on support block on fodder beet (9kgDM Beet + 4.5kgDM silage).
- Cows are in 200 cow mobs, separated at dry-off on calving date.
- The last two weeks on the support block are on old, saved pasture.
- All cows dried off typically 27<sup>th</sup> to 30<sup>th</sup> May, walked to support block but trucked home.
- Cows return to the milking platform 1-2 weeks prior to calving. Springer drafts at support block every 5 days.

## Financial Goals and Performance

- Return on capital is the key measure Return on Equity and Return on Assets.
- Benchmarking against other top operators (Canterbury benchmark farms and several high performers) is a key tool for the business to push performance.
- Consistently achieving the lowest or near the lowest cost of production.
- However, not always the highest profit/ha because of lower Kg MS /ha.

**Table 2: Papakaio Dairies Ltd Financial performance against Canterbury benchmark**

Profitability Analysis	Season 2023/24			Season 2022/23		
	Papakaio	AV Cant	Top 20%	Papakaio	AV Cant	Top 20%
Gross Farm Income (\$/ha)	14,425	13,127	15,271	13,777	13,428	15,816
Operating Expenses (\$/ha)*	6,484	9,584	9,042	6,606	9,804	9,627
Operating Profit (\$/ha)	7,941	3,543	6,229	7,172	3,624	6,188
Gross Farm Income (\$/kg MS)	9.18	8.55	8.90	9.03	8.94	9.22
Operating Expenses (\$/kg MS)	4.13	6.35	5.27	4.33	6.54	5.60
Operating Profit (\$/kg MS)	5.05	2.21	3.63	4.70	2.40	3.62
Farm Working Expenses (\$/kg MS)	3.38	5.6	4.8	3.58	5.83	5.13
Operating Profit Margin (%)**	55%	27%	41%	52%	25%	39%

*\*Operating Expenses: Include cash and non-cash costs, including depreciation and adjustments (family labour, owned support block, feed inventory and change in stock numbers).*

*\*\* Operating Profit margin (%) = Operating Profit/ Gross Farm Income*

*Despite the farm being in Otago, the benchmarking group selected is the average for Canterbury and what the top 20% for Operating profit are achieving. The farm profitability analysis shows it has performed at the highest level mainly driven by a low cost of production.*

## NOTES

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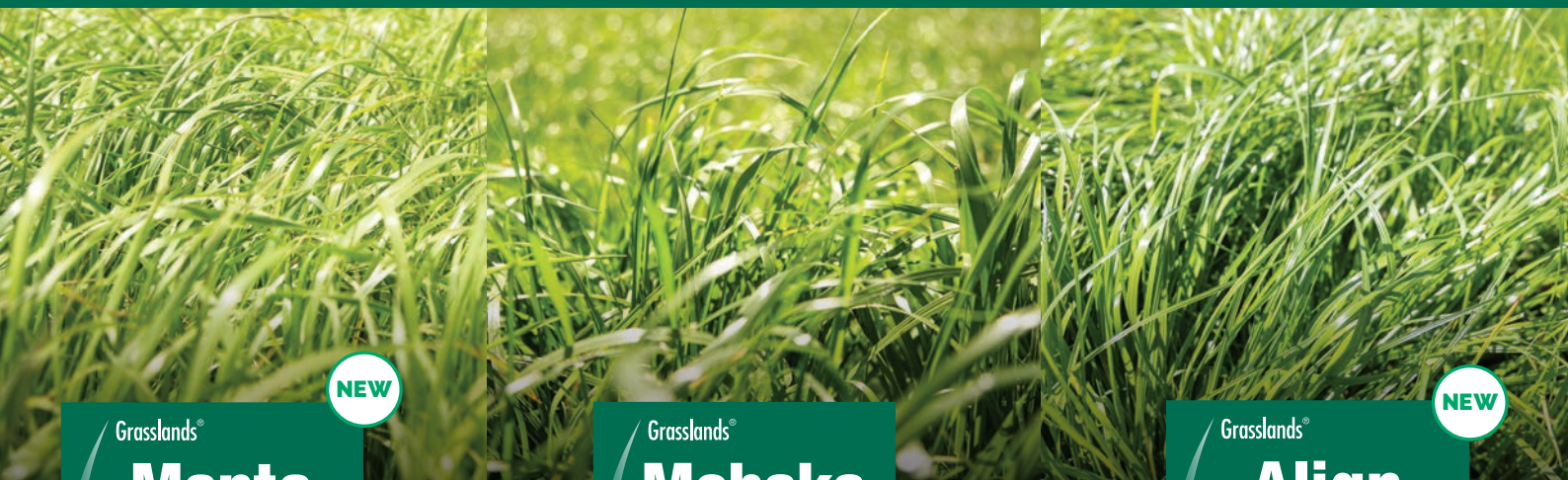
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NEW

Grasslands®

## Manta

Italian Ryegrass

### UNLEASH THE BEAST.

- Very strong winter growth
- High total yield
- Broad visual plant type in all farm systems
- Ideal for short-term pasture rotations



Manta LE is suitable for grazing with all stock types.  
Manta AR37 is only recommended for beef and dairy.

Grasslands®

## Mohaka

Tetraploid  
Hybrid Ryegrass

### GET MORE TUCKER WITH MOHAKA.

- Broader leaved, well tillered hybrid suited to 2-4 year pastures
- Ideal for undersowing programmes
- Ideal for short term finishing pastures, run-off pastures and supplementary systems



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NEW

Grasslands®

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### ONE SMART GRASS.

- High annual yields
- Very strong summer and autumn growth
- Excellent crown rust tolerance
- Ideal for dairy pastures, and sheep and beef finishing



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For more information contact **0800 183 358**, visit your local seed merchant or **[gofarmgrown.co.nz](http://gofarmgrown.co.nz)**

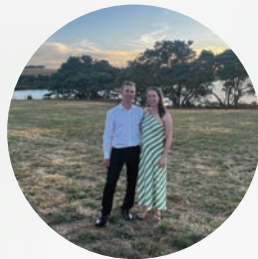
**AGRICOM**   
Pastures for Profit®

## SESSION 2:

## Setting up for strong spring production & repro results

## 2A: Pasture & Feeding

Peter & Emma Smit  
(host farmers) presenting



Facilitated by  
Al Rayne, Pasture Summit



## NOTES

[illegible]

## Grazing management key principles

- Aim to fully feed cows all season.
- No formal scoring or recording of covers, but they are closely monitoring residuals.
- Grazing residuals dictate when cows need to be shifted.
  - If residual is met and cows have capacity to eat more, increase area towards an 18-day round (30-32 posts per herd per break)
  - if cows are still able to eat more and meet residual, offer supplement and increase supplement until cows are fully fed.
  - Start with PKE in the paddock and if still more feed is needed, silage is fed.
  - Target 1500 kg DM post grazing cover in the first round to protect pasture covers; don't use springers to clean up.
  - Proactively manage surpluses that usually occur from heading date through to February. Graze 28 post per day through this period (21-day round) and send cows back to clean up until residual is met. Paddocks are also removed for silage if residuals are not met.
- Pasture mowing strategy
  - Pre graze mow to control seedhead from heading date or slightly prior.
  - One complete round is done and mow paddocks as required thereafter (this year 2 to 2.5 complete rounds would have occurred)
  - Stopping any pre-graze mowing before February.
- Round length throughout the season
  - Use SRP as a guide for first round. Typically graze 30-40ha faster than SRP dictates at start of round, then slows back in-line near end of round.
  - First round end around the 18<sup>th</sup> to 22<sup>nd</sup> September
  - Start the second round on 30 days, finish the second round on 23 days,
  - third round is trying to maximise pasture intakes so down to 17-18 days, hold this until balance date.
  - 20- 21-day round through summer,
  - March round starts to slow naturally; used to be on a 30-day round in March, 40-day round in April and 50-day round in May. Now, as cows are dribbling back to the milking platform at calving, it is April 30 days and 35 days in May. Supplements start in April.



**Table 3: Regrassing and fertiliser strategy**

Fertiliser and Regrassing	16/17	17/18	18/19	19/20	20/21	21/22	22/23	23/24	24/25
Total Kg N/ha	161	179	148	227	207	178	159	152	tbc
Total Kg P/ha	42	46	33	21	16	10	13	14	11
Total Kg K/ha		33	39	12	26	3	13	21	16
Total Kg S/ha	25	37	58	42	33	24	44	40	32
Lime Kg /ha		20	479		1,169		559	19	
Area of farm undersown (ha)		4	12	5	24	13	18	11	0
Area regressed (sprayed out)		10	38	37	30	30	22	28	28
% of farm cultivated (%)		3%	12%	12%	10%	10%	10%	10%	10%
Area in Ecotain (ha)				8	58	100			

- **Regrassing**

- Target 10% of the farm per season. Until now, it has been conventional cultivation, flattening paddocks and borders.
- Agricom seed, diploid ryegrass (360, Legion, Reason), medium and large leaf clovers (Brace & Attribute)
- ¼ of the farm is sown in early to mid-heading date, ¾ late heading date
- Undersow paddocks with tetraploid hybrid (Mohaka) if pugging or grass grub damage and if need to get a few more years out of the pasture (usually between 10-20ha per year).

- **Nitrogen use and policy**

- Nitrogen is used when it is needed to grow grass.
- Paddocks would be skipped as surplus occurs
- First application from mid to late August
- Nitrogen is only applied after grazing during the first round.
- Nitrogen application rates: 80 kg urea/ ha (September round) and 50kg urea /ha for the rest of the season
- Monitor paddock to paddock for the Nitrogen 190 cap using Tabula heat map.



Sorted

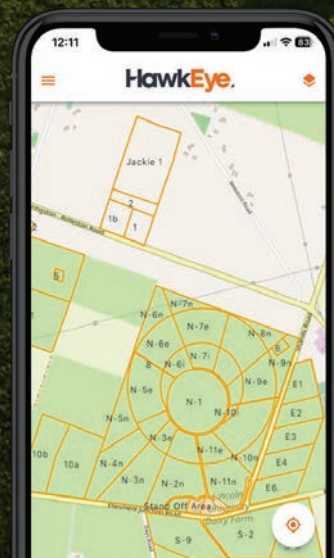
Sorted

Sorted

**Get your ordering done before  
you've even shut the gate.**

HawkEye Mobile lets you order nutrients for specific paddocks anytime, anywhere. Use your Agronomy Plan, share across users and take the admin out of your evenings. Contact your Agri Manager or visit [www.hawkeye.farm](http://www.hawkeye.farm) to learn more.

**HawkEye**  
by **ravensdown**





## SESSION 2:

### Setting up for strong spring production & repro results

#### 2B: Herd Genetics & Repro

Peter and Emma Smit  
(host farmers) presenting



Facilitated by  
Heather Donaldson  
Area Manager at DairyNZ



## NOTES

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# Herd Management and Performance

## Target genetic gain through:

- Selective breeding- Only breeding from top performers in the herd (50% herd AI and 50% to jersey bull).
- Mating yearlings
- Genomic test (sell ½ recoded and any surplus bottom end at 100kg).
- Nominated semen (genomic and daughter proven, mainly x-breed, also some Friesian and Jersey).
- Pick bulls with high BW, positive fertility BV, good liveweight, good capacity, good udders, strong maternal line (consistent PW and good number of lactations).
- Accurate/ reliable data (4x am and pm herd test, weigh herd every January, DNA, record accurate calving dates, abnormal codes herd test, animal health issues, udder issues).
- Cull bottom end from herd through low empty rate and minimising deaths.

## Mating strategy

- Heat detection is scratchies and tail paint.
- No hormonal intervention – total of 3 CIDRs ever done on the farm.
- Yearlings mated for 10 days, after a single PG shot. 7 sexed straws per day to highest BW, nominated semen for remainder. Jersey bull follows.
- Herd 5 weeks mating nominated semen as well as using sexed this season. Followed by Jersey bulls.
- Yearlings mated 8 days earlier (15 October PSM for heifers, 23 October for herd)

## Young stock

- Youngstock is sent to dryland support block from 3 weeks old.
- They are fed milk powder to 8-10 weeks.
- They are weaned and sent to irrigated support block at the start of December.
- Weighed every drench.

Fertility Focus 2024: Seasonal

Papakaio Dairies Limited

Peter Smit

Report date: 24/03/25

PTPT: QWHG

Herd Code: 6/39442

No of cows included: 994

These cows calved between: 15/06/24 and 21/12/24

Mating start & end date:  
(based on AB or pregnancy test data) 23/10/24 - 01/01/25

Next planned start of calving: 01/08/25

Duration of mating: 71 days

Duration of AB period: 36 days



1 Overall herd reproductive performance

6-week in-calf rate

Percentage of cows pregnant in the first 6 weeks of mating

Your herd 78% (78-79%) ☆☆☆☆☆

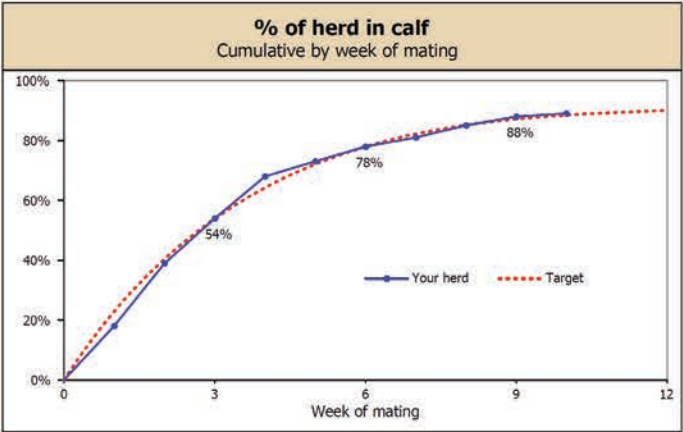
Aim above 78%

Not-in-calf rate

Percentage of cows not pregnant after 71 days of mating

Your herd 10% ☆☆☆☆☆

Aim for 12%



2 Drivers of the 6-week in-calf rate

3-week submission rate

% of cows that were inseminated in the first 3 weeks of mating

Your herd 50% ☆

Aim above 90%

Non-return rate

% of inseminations that were not followed by a return to heat

Your herd

Aim above

Conception rate

% of inseminations that resulted in a confirmed pregnancy

Your herd 58% ☆☆☆☆☆

Aim above 60%

3 Key indicators to areas for improvement

Calving pattern of first calvers

Well managed heifers get in calf quickly and calve early.

Calved by Week 3 Week 6

Your herd 91% 98%

Aim above 80% 95%

☆☆☆☆☆ ☆☆☆☆☆

Calving pattern of whole herd

Did late calvers reduce in-calf rates?

Calved by Week 3 Week 6 Week 9

Your herd 78% 92% 99%

Aim above 67% 88% 98%

☆☆☆☆☆ ☆☆☆☆☆ ☆☆☆☆☆

Pre-mating heats

A high % of well managed cows will cycle before the start of mating.

Your herd 0% ☆

Aim above 85%

3-week submission rate of first calvers

Well managed heifers cycle early

Your herd 71% ☆

Aim above 90%

Heat detection

A high % of early-calved mature cows should be inseminated in the first 3 weeks of mating.

Your herd 38% ☆

Aim above 95%

Non-cycling cows

Treated non-cyclers get in calf earlier.

Treated By MSD Wks 1-3 Wks 4-6

Your herd 0% 0% 0%

Rating	What does it tell me?	What should I do?
☆☆☆☆☆	Top result	Ideal - keep up the good work!
☆☆☆	Above average	Getting there - focus on getting the details right.
☆	Below average	Plenty of room to improve - seek professional advice.
	No result	Not enough information provided - seek help with records.

Performance after week 6

Expected not-in-calf rate helps assess management affecting performance after week 6 (including bull management and herd nutrition).

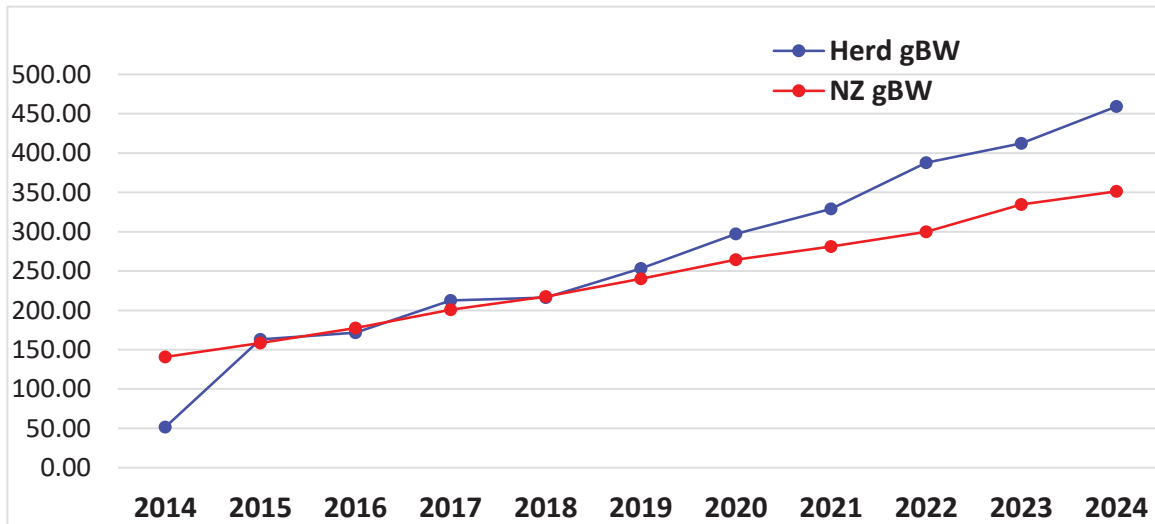
Not-in-calf rate

Your herd 10% OK

Expected 13%

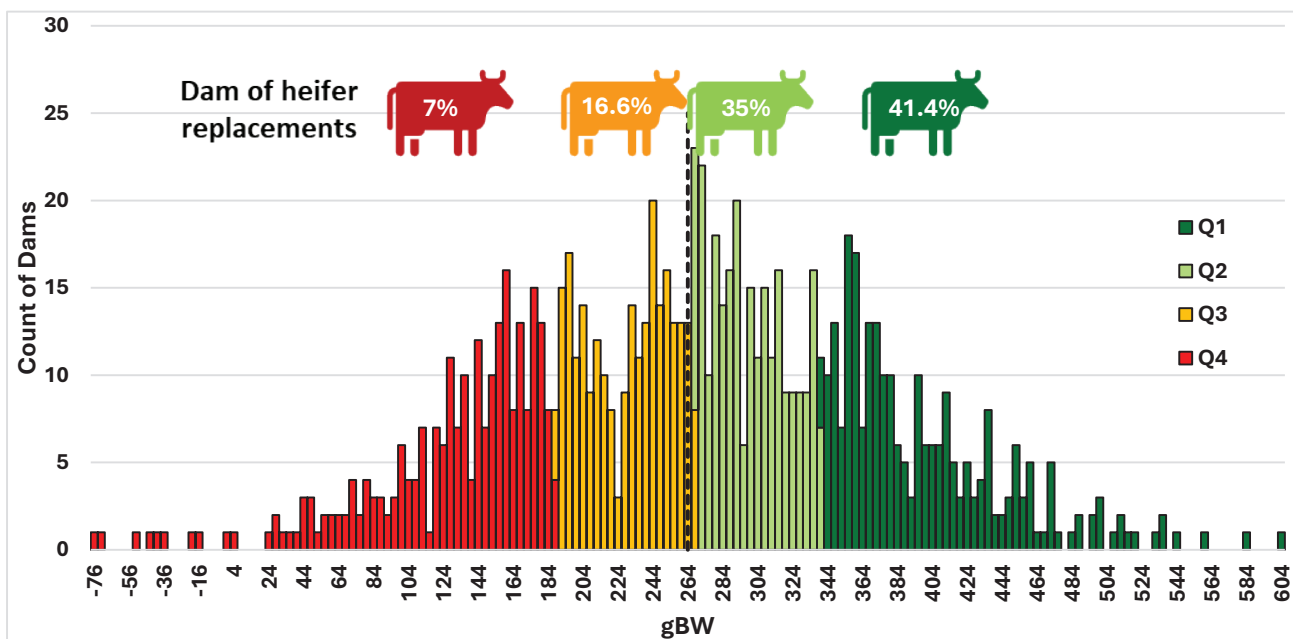


**Figure 1: Genetic Gain Trends**



Papakaio Dairies Increase in Heifer Calf BW compared to national average.

**Figure 2: Where are replacements coming from**



Dam BW of 2024 born heifer calf replacements – 75% of replacements are coming from the top 50% BW cows.

**Figure 3: Herd Production ranked by BW quartiles – year to date**

Quartiles	No. of Animals	Avg. KgMS	Avg. BW	Avg. PW
Q1	226	424	428	519
Q2	227	392	340	355
Q3	227	394	278	291
Q4	231	369	189	156
		395	309	330

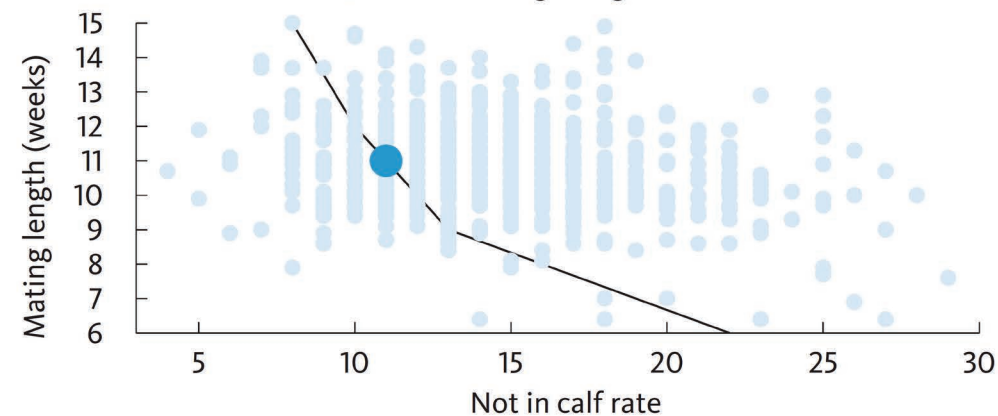
# Animal Efficiency (from Fonterra Farm Insights Report)

**Your 6-week in-calf rate: 79%**

40% 45% 50% 55% 60% 65% 70% 75% 80% 85%

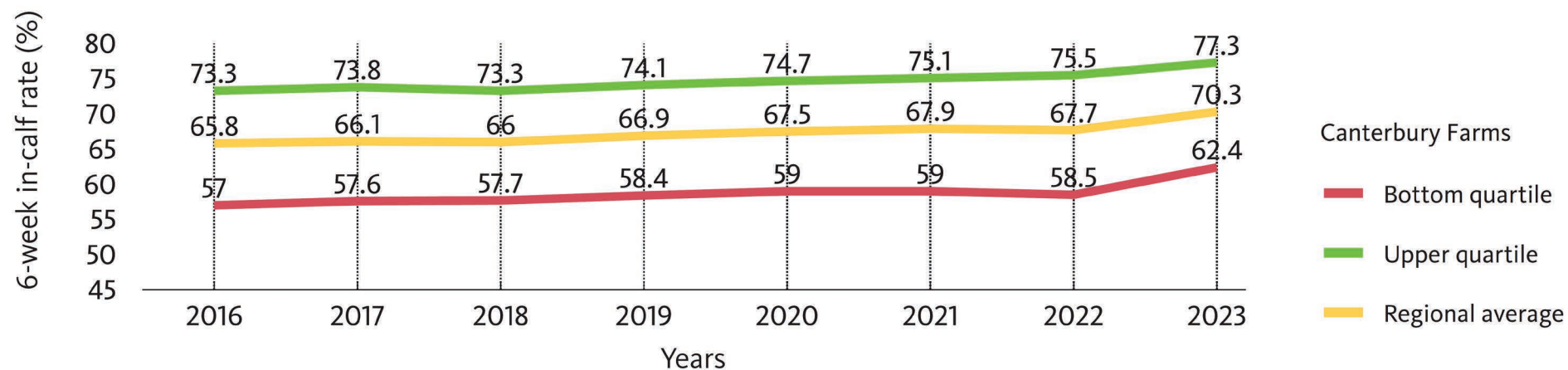
■ Your farm ■ Fonterra farms in Canterbury region


**Your not in-calf rate, and mating length**



■ Your farm ■ Fonterra farms in the Canterbury region  
— Expected not in-calf rate

**Reproductive performance over time**



A man in a dark green shirt is working with a cow in a milking parlor. He is looking up at the cow, and his hands are near the milking equipment. The background shows the structure of the milking parlor with metal bars and pipes. The bottom of the image transitions into a solid blue background.

## Continue doing what you do best

You've already made great genetic gains. You've improved your milk production, built a better herd, and are on track for further improvements.

Now's the time to keep up the good work.

Continue driving your genetic gains with superior genetics. Continue knowing you're making the right selections with GeneMark® and accurate herd record keeping in MINDA®. Continue herd and animal health testing to support your on-farm decisions, and eliminate surprises.

**And we'll continue supporting you every step of the way.**

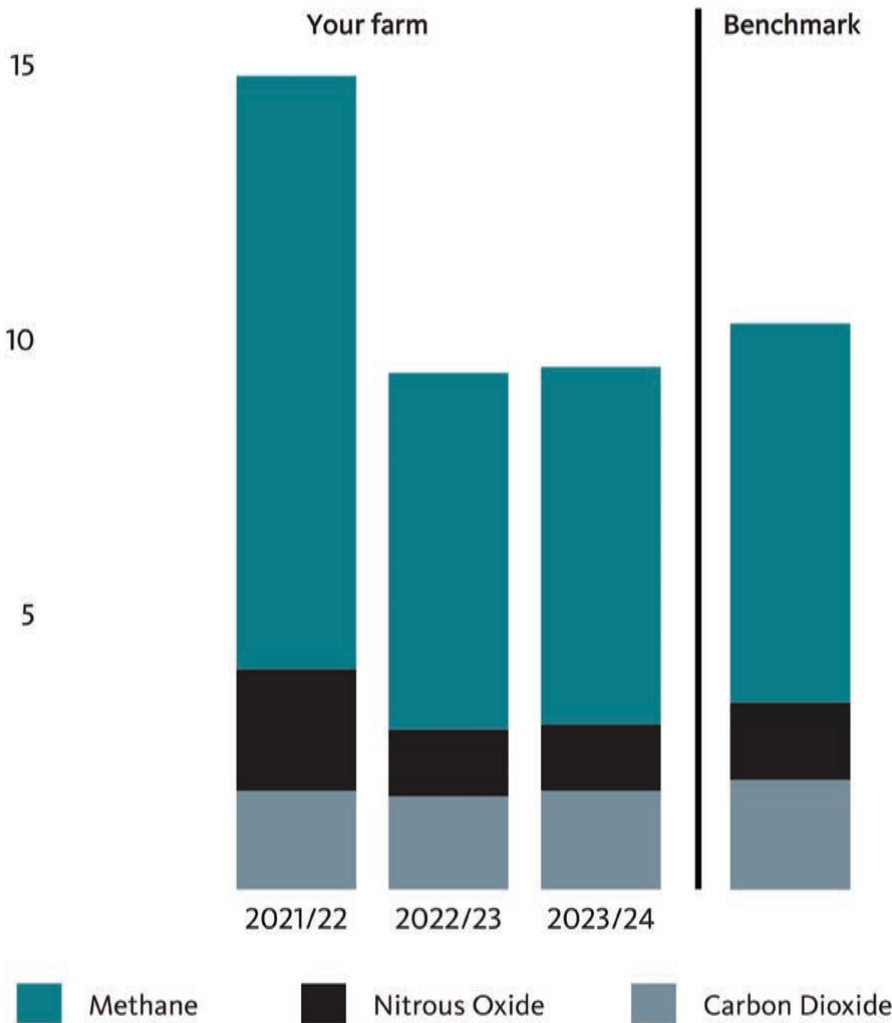
There's always room for improvement



# GHG Emissions (from Fonterra Farm Insights Report)

## Your on-farm emissions

Your farm is benchmarked against Canterbury farms



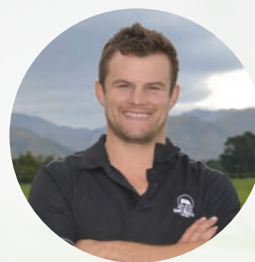
This data shows the emissions that are created from your farming activities. There are also other things that influence your farm’s footprint - things like peat soil, land-use change and carbon removals. These aren’t captured in the data below.

	Your Farm	Benchmark
Emissions (kgCO <sub>2</sub> e)/ kgMs	9.5	10.30
Methane (biological)		
Dairy herd	5.20	5.50
Replacements	0.80	0.90
Effluent	0.50	0.50
Nitrous Oxide (biological)		
Livestock	0.90	0.90
Fertiliser	0.30	0.40
Manure and soil	0.00	0.10
Carbon Dioxide (non-biological)		
Imported feed	0.80	0.80
Fertiliser	0.40	0.40
Other	0.60	0.80



## KEY MESSAGES & WRAP UP OF MORNING SESSIONS

Will Green, Pasture Summit



### NOTES

## SESSION 3: PROGRESS & EQUITY GROWTH PATHWAYS

Panel discussion and open Q&A exploring progression and equity growth pathways for young farmers wanting to progress in dairying.

*Panelists:*

- Peter & Emma Smit (host farmers)
- Ben & Chloe Smith
- Hayden & Robyn Williams



Facilitated by John Gegan,  
Pasture Summit







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# FEEDBACK SHEET

## North Otago Autumn Event 2025

1) Overall the value I got out of today's event was...

Low	1	2	3	4	5	High
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2) I attended the following sessions and got the following value from them.... (please tick only the sessions you attended)

Session	Presenter	Low 1	2	3	4	High 5
<b>Session 1:</b> <b>Business Goals &amp; Financial Results</b>	Peter & Emma Smit (host farmers) Facilitated by Virginia Serra, DairyNZ					
<b>Session 2:</b> <b>Setting Up for Strong Spring Production and Repro Results</b>	<b>2A: Pasture &amp; Feeding</b> Peter & Emma Smit (host farmers) Facilitated by Al Rayne, Pasture Summit					
	<b>2B: Herd Genetics &amp; Repro</b> Peter & Emma Smit (host farmers) Facilitated by Heather Donaldson, DNZ					
<b>Session 3:</b> <b>Progression &amp; Equity Growth Pathways</b>	Panel discussion and open Q&A exploring progression and equity growth pathways. Facilitated by John Gregan, Pasture Summit					
<b>Venue: Seven Mile Road farm venue</b>						
<b>Morning tea and refreshments</b>						
<b>LUNCH - kindly sponsored by Silver Fern Farms, Fonterra and Farm Source</b>						

3) The best part of the day was .....

.....

4) Something that could be improved is.....

.....

5) How did you hear about this event? (please tick)

Discussion Group / Consulting Officer	
Word of mouth	
Dairy Exporter Magazine	
Online	
Promotional Flyer in the mail	
Email from Pasture Summit	
Facebook/Instagram	
X / Twitter	
Rural Professional	
Other (please specify)	

6) Please tick the option/s that relate to you:

Farm Owner	
Herd Owning Sharemilker	
Lower Order Sharemilker/Contract Milker	
Farm Manager	
Farm Employee	
Rural Professional	
Other (please specify)	

# FEEDBACK SHEET

North Otago Autumn Event 2025

Please take time to complete the feedback sheet on the overside.

Please deposit your completed forms in the collection box as you leave the farm.

You will also be emailed an online link after the event if you prefer to complete your evaluation electronically.

## THANK YOU FOR PROVIDING YOUR FEEDBACK



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