



FARMING FOR PROFIT

Marlborough | July 2015

Topic:

'Dinner with Winners' night

**Thursday 23 July
2015**

4.00pm – 8.30pm

Taylor Room, Clubs of Marlborough

Next to Convention Centre, Blenheim

GUEST SPEAKERS

Robert Thorneycroft

(Wairarapa Farmer of the
Year winner)

with Chris Garland.

Mark and Rachael Zino

Farm targets, business
relationships, running a
family business

Drinks & dinner by Beef &
Lamb NZ

Why come along?

Hear from the top farmer in Wairarapa

Robert and Chris's presentation will focus on the underlying philosophies and management practices employed to achieve a high level of productivity and profitability.



Lucy and Robert Thorneycroft

For the past four years the Thorneycrofts have been able to post an average return on capital (ROC) of 8.6%.

Their high-performing stock, tight control of expenses and concern for the environment were highlighted by the judges.

The Thornycrofts have a very analytical approach to how they spend their money.

The long-term goal:

- To have a financially sound and resilient farming business

Annual goals

- An economic farm surplus in excess of \$600/ha
- A return on capital of at least 9% a year
- Keep costs under 50% of gross farm revenue

Hear from standout farmers

Mark & Rachael Zino

They run sheep, cattle and deer on 1000ha in North Canterbury, with Sam and Keri Zino, as Zino Holdings Ltd.

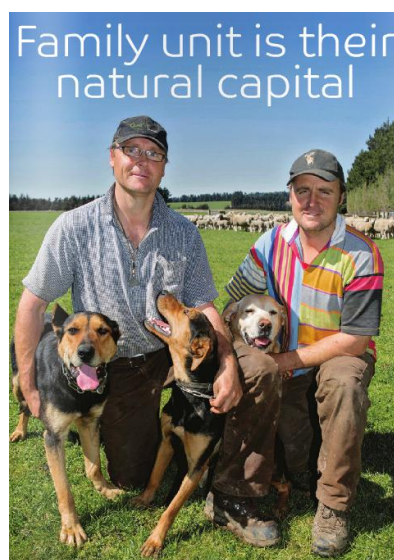
Both dryland and irrigation.

Deer Focus farmers for North Canterbury.

Winners of The Silver Fern Farms 'plate to pasture' award 2014.



They will be talking about roles and responsibilities within the family business,



"We're very relationship focused. It doesn't matter whether it's a meat company or a banker, a seed agent or a fertiliser rep..."

Overview of Winterholme field day

Manager Tom Bell gave everyone a very warm welcome to Winterholme and the strengths of the property were evident on the tour. 150% lambing is right up there for the district. \$747/ha gross is really good and the effective farm surplus of \$382/ha shows a strong financial performance.



It was hot and dry and proving to be a very challenging season. Tama had been drilled instead of permanent as a risk-reduction strategy. Tom had dropped trading cattle from 120 to 40.

We looked at some of the 100 cows and calves, ewes and talked over options whether to keep/sell, and feeding options.



Should they stay or go? Tom decided to wean and sell calves the week following the field day.

Ewes over summer had a 60 day rotation (longest ever). Had picked up to 62.5kg.

Really good discussion on feeding ewes to get them through winter and overall allocation of feed. Thanks Richard and Tom!

Feedback from farmers was get lamb growth rates up before mating hoggets.



East Coast elder statesmen

Brent Boyce gave an informative summary of dairy systems, with a view to working more closely with dairy guys and using the knowledge of pasture management used by dairy farmers.

His figures on feed costs were excellent. Grass is best eaten at third leaf stage for best production. Sheep/beef farmers who set-stock tend to overgraze (one leaf stage).

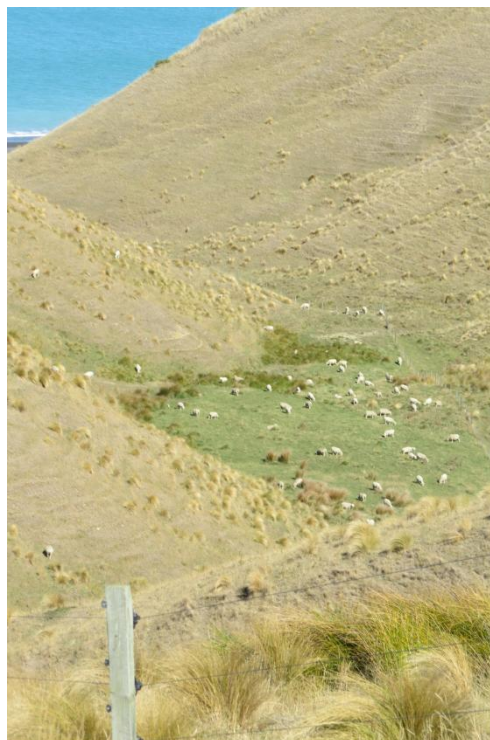
“How long stock off pasture more important than how long on it.”

Tips for feeding palm kernel to cattle. Put away from trough so dominant cows have to move off it to drink. Much cheaper than baleage.

Greg Sheppard spoke on lambing covers. Every 100kgDM drop in feed amounts at start lambing =5% fewer lambs surviving and lower weaning weight. Cost around \$60k for flock Tom's size.

Greg did a feed budget for May, June, July and August showing whether demand would exceed predicted growth. A FANTASTIC TOOL. He predicted a cover of 1500 kgDM/ha by the end of June given normal pasture growth rates.

Ian Blair Climate & Land Matters warned farmers about the continuing El Nino.
MAKE A PLAN.



Two BLNZ programmes in Marlborough.

BLNZ have committed to another Farming for Profit Programme involving 3 field days per year – 2 on farm and 1 winter seminar in town.

A second programme focused on Forage production has also begun. An annual field day will be held to present results and conclusions from the 12 farmers involved in the project.

The primary focus of this project is to lift forage production and utilisation by 5% per year.



Can you guess the age of these beauties (trucks if you were wondering)? Email Jo at Tempello@xtra.co.nz with the years and come along to the WINNERS & DINNERS night to claim your winning bottle of wine if you are right (or close!).

OUR NEXT EVENT

Mark it in your calendar!

Thursday 23 July

4pm

**All wives/partners very
welcome**

'Dinner with winners'

The programme will start at 4 pm with afternoon tea followed by Robert and Chris at 4.30 pm

- Drinks from 5.45 to 6.30 pm,
Dinner from 6.30 pm to 7.30 pm

Mark and Rachael Zino from 7.30 pm to 8.30 pm.

For catering purposes
PLEASE RSVP to

Greg Sheppard, 03 547 9396
or 0274 349 340,
greg@sheppardagriculture.co.nz

By July 21st



YOUR COMMITTEE

- Richard Gorman, Chairman
- Simon Todhunter
- Paul Newton
- Richard Laugesen
- Will Grigg
- Fraser Avery
- Joanna Grigg

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