

PML + RMPP HB
20th April 2017

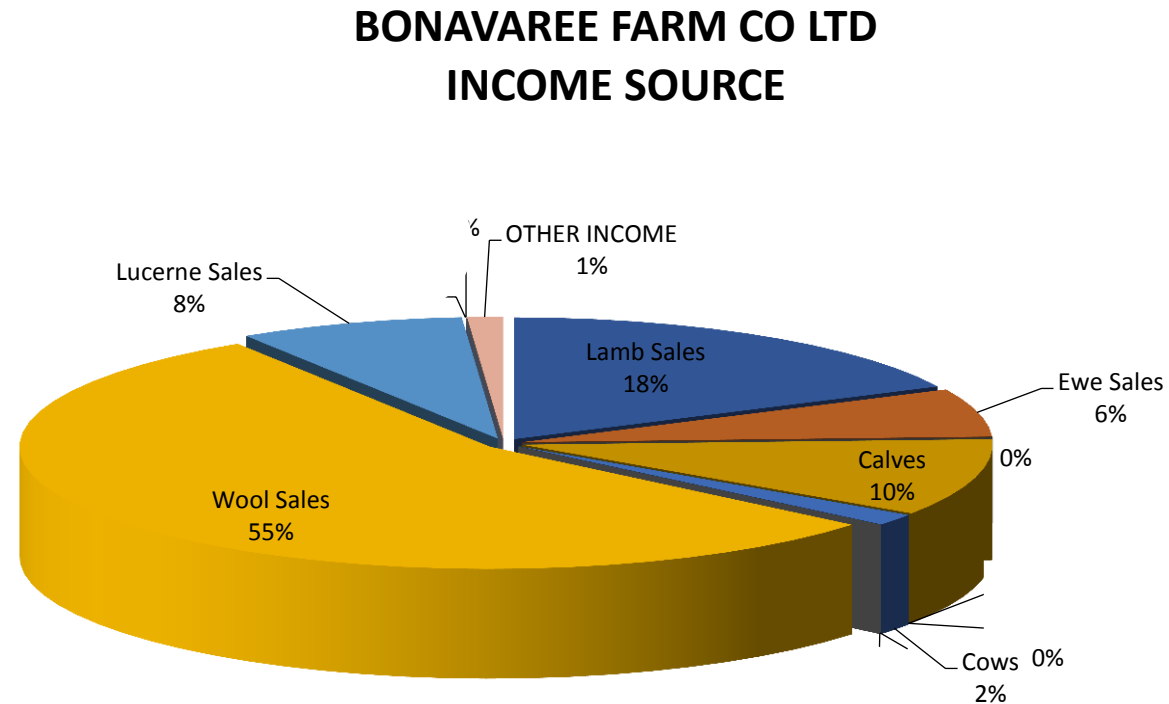
Lucerne Systems for Success

Drought..... 8 years of it



23/01/2004

Old Bonavaree



Old model, 100% breeding. 70% sheep, 30% cattle
Plus some cropping.

Old Model

- Inflexible. Reactive.
- Very little data.
- Focus on volume rather than value.
- Low input.....low output.
- Poor water converting pastures.
- Always busy.... consumed by low value work. “Helter skelter” approach.
- Hard work culture.
- No governance/ mentoring structure.
- No external support
- Little time to learn or rest.

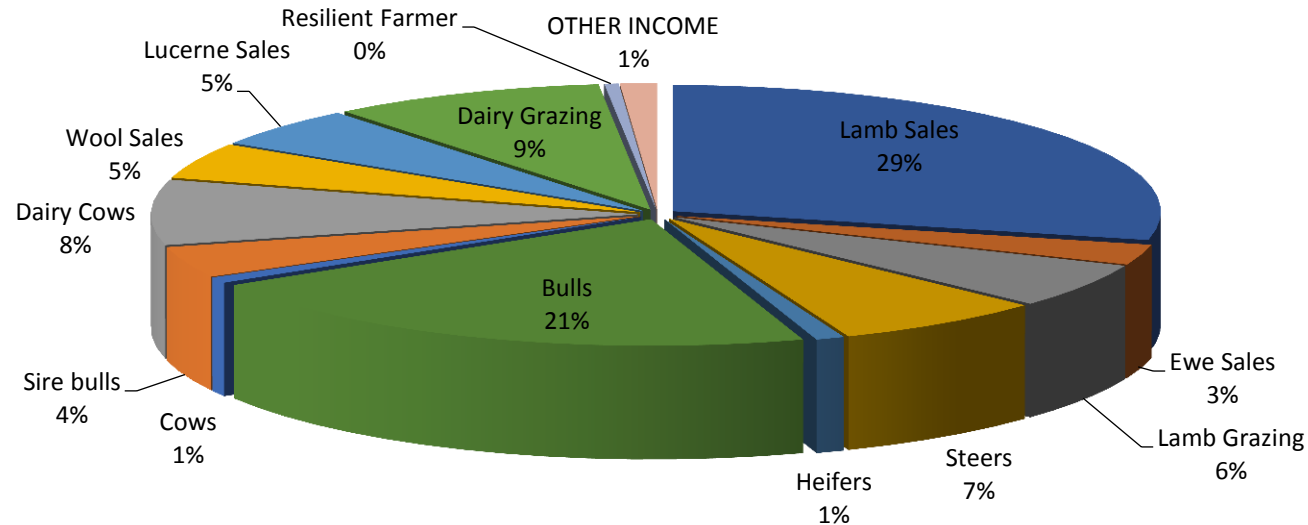
Pasture 2002

In 2002 we had lots of very average pasture
These pastures are capable in today's terms
of returning about \$280 per ha



Bonavaree today

BONAVAREE FARM CO LTD INCOME SOURCE



50% breeding, 50% opportunity stocking
50% cattle, 50% sheep plus some crop.

New Model

- Flexible. (Resilient) Rapid response to change, weather/price.
- High level of data recording.
- Focus on value, not volume. Cents per kg dm.
- Efficient water converting pastures.
- Planned. Focus on timing of all events.
- Smart work culture. Always learning.
- Great governance/ mentoring structures.
- Work life balance. Time to think and grow.

1. Where are we?

01.09.2009



FARMAX
YOUR ADVANTAGE

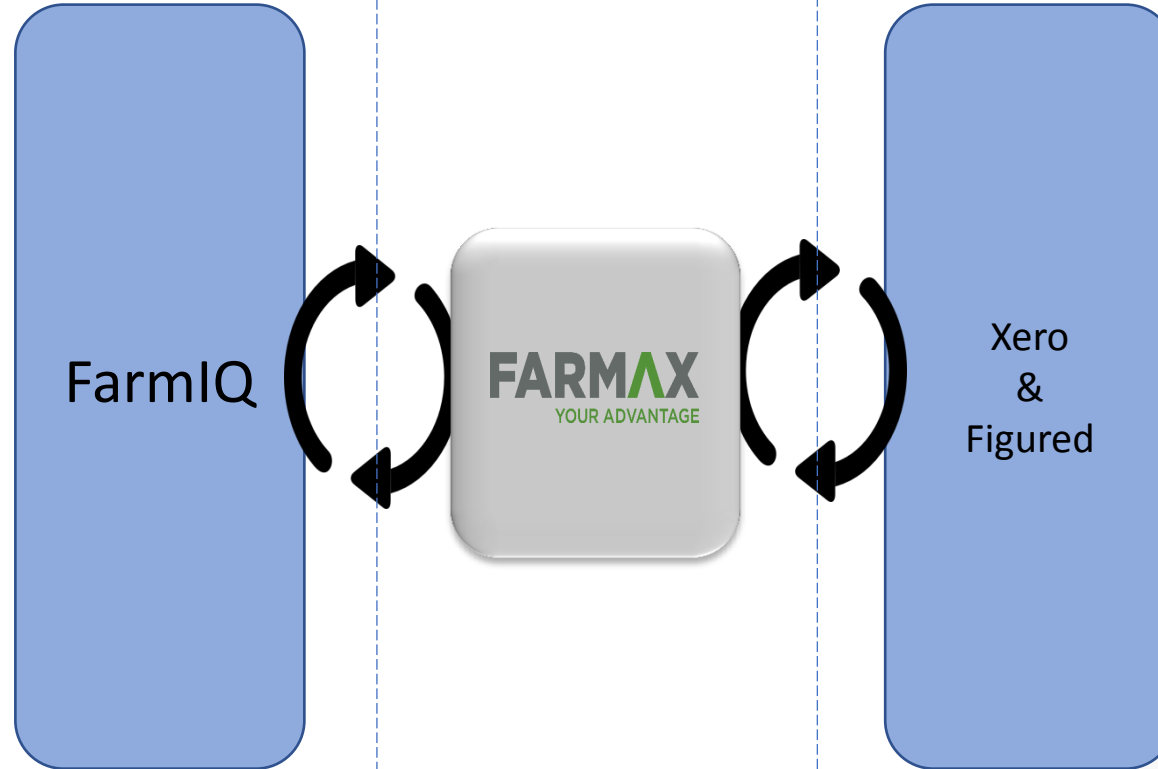
What you
need
to make it
work

Where does Farmax sit in the crowd?

Historical Data
Recording &
Mapping

Modelling &
Decision
support

Financial

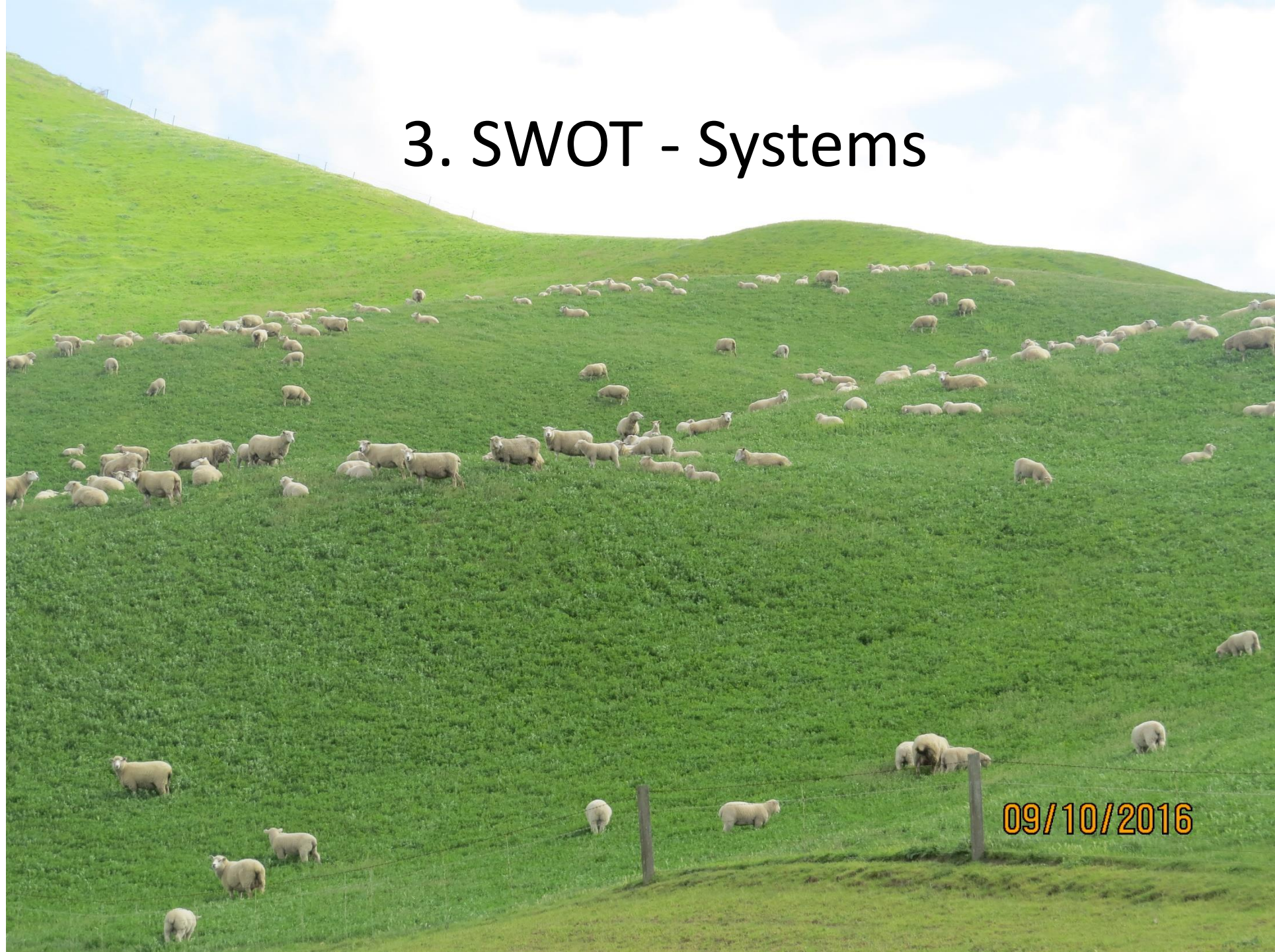


Collaboration & Integration

2. Relationships and Communication!



3. SWOT - Systems



09/10/2016

Finding solutions to Marlborough problems





28/07/2013





18.03.2009

4. Forage 1st

Today at
Bonavaree Farm we are
farmer's of water!

29/03/2015

Summer fallow

Water saving and transfer.
Weed Control



02/02/2014

02/02/2014

An aerial photograph of a landscape featuring rolling hills. The foreground and middle ground are dominated by vibrant green cropland, which appears to be a pasture or a field of young crops. These green areas are interspersed with patches of brown, dry-looking land, likely fallow fields or areas where weeds have been controlled. The hills in the background are mostly brown and appear to be covered in dry grass or are bare. A fence line with wooden posts and wire is visible in the lower-left corner of the image.

Two year cropping
program controls weeds

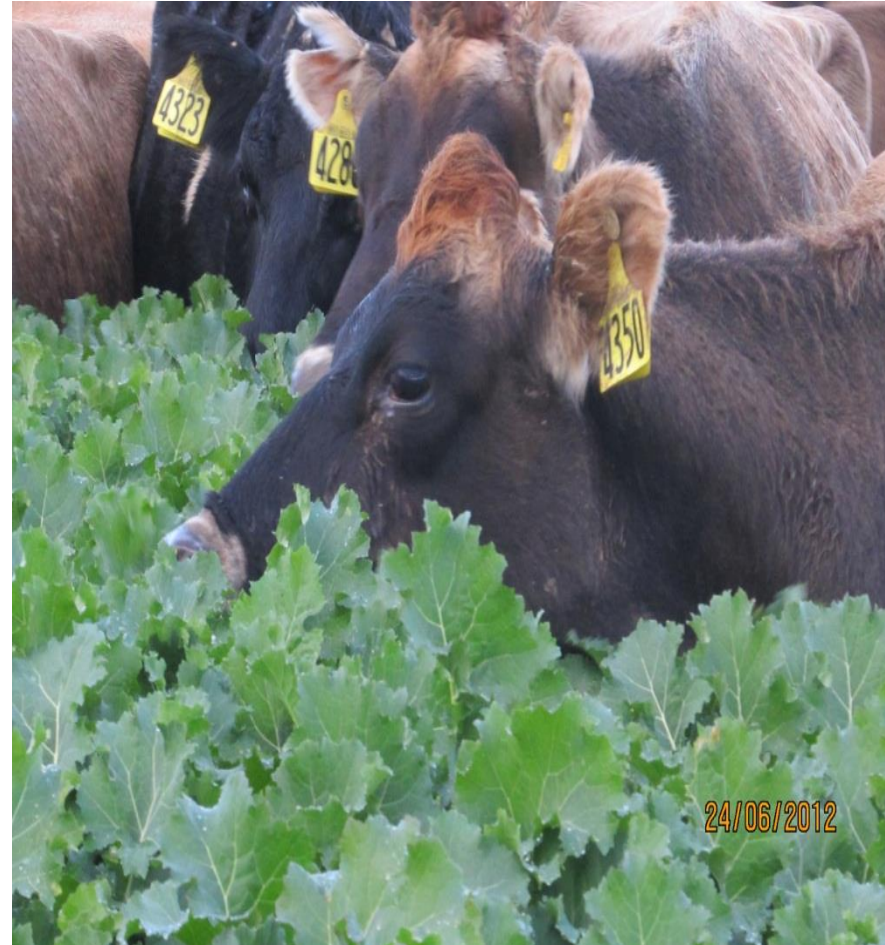
4.5.10

We grow top crops

80% of right is often of little value



4 Crops





19.03.2007



14/05/2011



Where we plant



18.01.2008



In 2017 we have 600 ha of “HOT” pastures
These pastures return \$3,000 per ha per year

3 Pastures





A photograph of a vast, flat landscape under a heavy, overcast sky. The ground is a mix of brown, dry earth and dark, muddy patches, with sparse, dry grass and small, low-lying green plants scattered across the surface. The horizon is a straight line in the distance, with some faint, dark shapes that could be hills or mountains. The overall tone is somber and desolate.

No moisture = No Growth

19.12.2007



05.01.2008



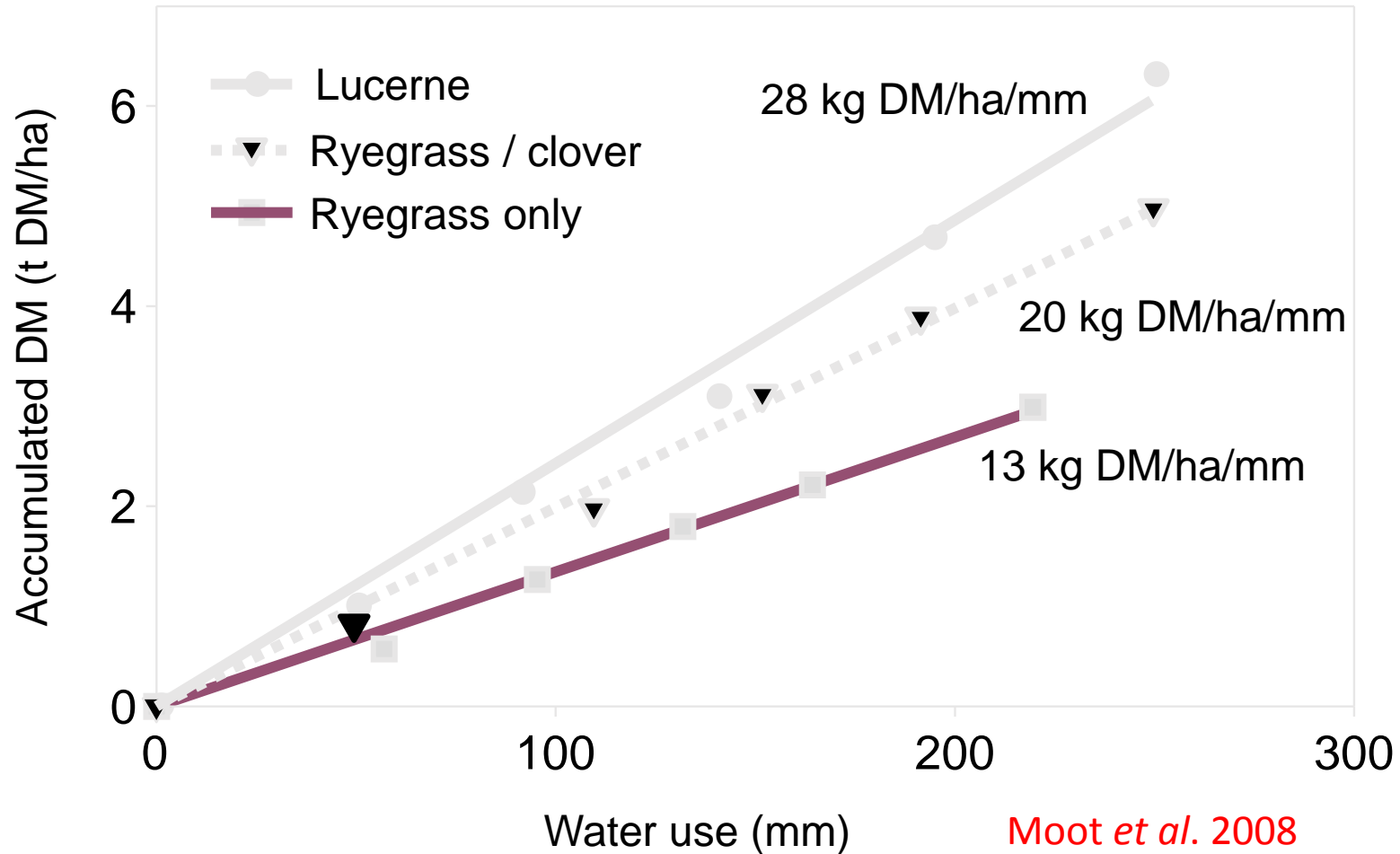
01/10/2016



/2015

Spring WUE: legume = (nitrogen)

WATER USAGE EFFECTIVENESS



The effects of N on water utilisation

25 kgs of N per tonne of legume DM



Lucerne/ prairie grass/plantain



Rye grass/ white clover/ plantain

Fences of the mind.... We have a choice!



Not farming every paddock every day!

5. Livestock – flexibility and opportunities



Early rumen development



18.10.2010



11/02/2016

Young lucerne has roots which keep finding new water



Enables great mating feed every year

- Mixed Age Ewes now scanning 190% during droughts





Breaking our way thru Winter
- Plan

08.06.2008

1 – 1.85kg DM/day

Lambing pasture

High quality feed
Finished before summer

04/08/2013

Systems - timing



04/08/2013

Change in stock performance

Ewes growing lambs at 360- 400 grms per day.

Average for NZ is 175 grms per day

What do animals like to eat?


74% legume, 26% other.

27/09/2013



9.09.10

Hogget scanning gone from 40% to 162%

A large flock of sheep is running on a paved road towards the camera. The sheep are white with some black faces and legs. They are running in a loose formation, filling the road. In the background, there is a line of green trees under a clear sky. The foreground shows a grassy area on the left side of the road.

3 months later heading to the yards for
draughting / weaning

Quality food and high performance animals

16/12/2010

A large flock of sheep is walking along a paved road in a rural setting. The sheep are white and fluffy, moving in a single file line. In the background, there are green hills, a line of trees, and a small building with a red roof. The sky is blue with some clouds.

93% OF WORKS LAMBS FINISHED IN
UNDER 105 DAYS @ 20.1 KGS

60% OF HGT WORKS LAMBS FINISHED IN
UNDER 105 DAYS @ 18.8 KGS

24/11/2014

In 2002 we had 3700 sheep producing
38 tonne of lamb meat.

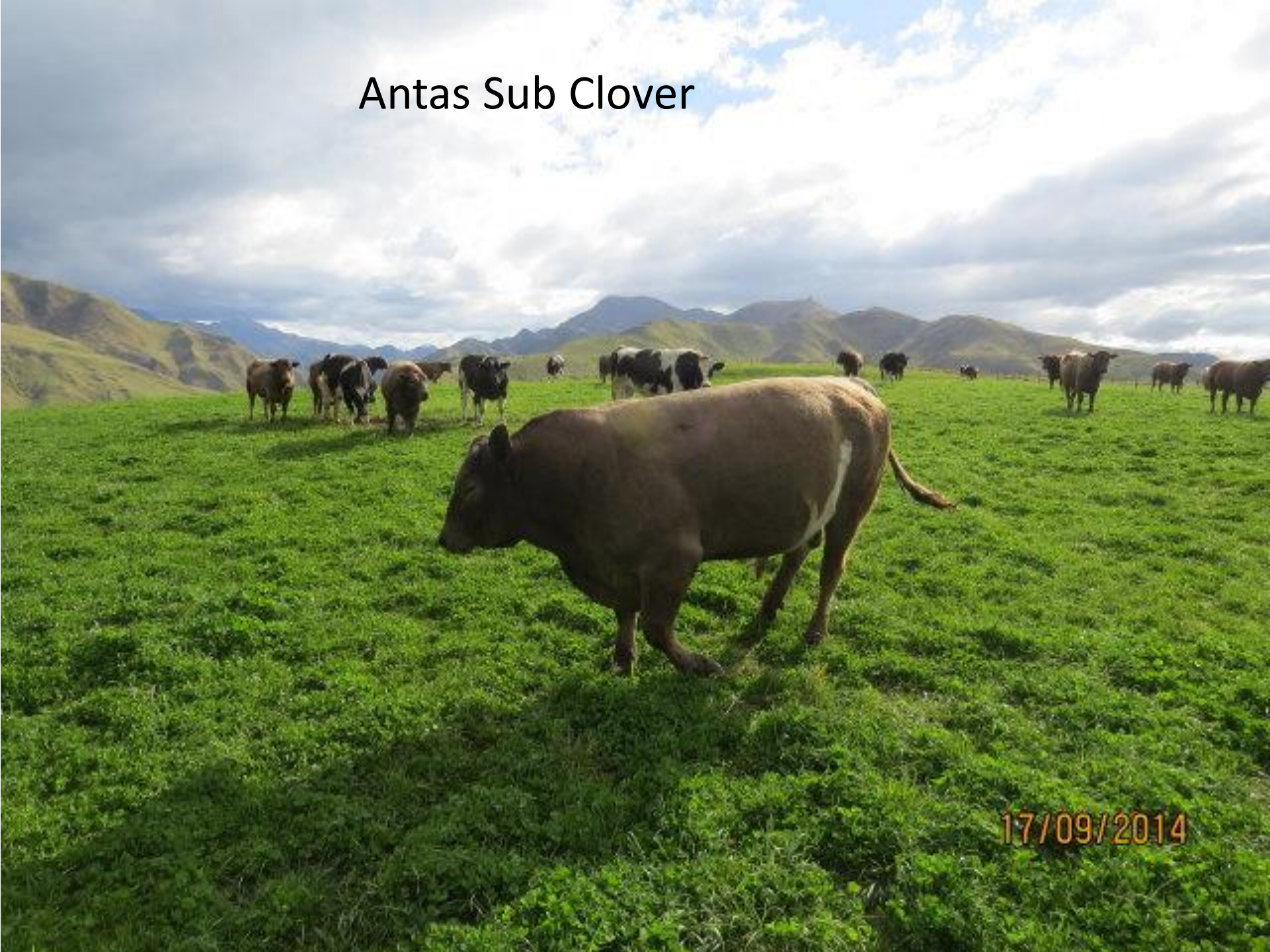
In 2014 we had 4200 sheep producing
88 tonne of lamb meat.




Quality pasture, rapid delivery



Antas Sub Clover



17/09/2014



If you always do what you have always done
You will always get what you have always got

Measure + Record
Relationships + Communication
SWOT
Systems
Forage
Livestock

CONFIDENCE – there is always tough times!

15/01/2011



Questions