

*"Making the DIFFERENCE"*  
DEER INDUSTRY FOCUS FARMS PROJECT  
SOUTH CANTERBURY/NORTH OTAGO  
**FRIDAY 28<sup>TH</sup> AUGUST**

**FOCUS FARM WINTER FIELD DAY**  
**NORTH BANK STATION, RAKAIA**

**12.00pm Property Tour**

Key Supply Focus for Northbank Trevor Pearce, Manager, Northbank Station  
- Weaner Targets & Feeding Systems

Weaner Finishing Performance Northbank & Focus Farms Performance

Nutrition & Weaner Performance David Stevens, Deer Research, Invermay  
& Alistair Nicol, Lincoln University

**3.00pm Dunsandel Hall (Sports Centre) Presentations:**

Farming under a National Government Hon David Carter, Minister of Agriculture

Gross Margins on Finishing Country Nicky Hyslop, Macfarlane Rural Business

Consumer Demand Trends for Venison Graham Brown, Executive Chef of DINZ

**4.30pm Informal BBQ – kindly provided by Mountain River Processors**

*Refreshments provided by: Drummond & Etheridge, Canterbury, Sth Canterbury and Nth Otago DFA  
Branches*

*In the spirit of the OCCUPATION, HEALTH AND SAFETY ACT the Owners have taken all reasonable care in making your visit to the property as safe as possible, they clearly point out, you enter the property at your own risk.*

*The Owners will accept no responsibility for any incident or injury to any person or property that takes place while you are visiting the property.*

## 1.0. PROPERTY DETAILS

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**1.1. Area:** Northbank: 650ha Total 550ha Effective  
635ha Border Dyke 90% wide borders  
15ha dryland  
100ha tracks, tree lines, irrigation races

**1.2. Labour:** Two full time

**1.3. Rainfall:** 750 mm inches

### **1.4. Layout and Subdivision & Access:**

West Block:

Long & narrow with central lane & excellent fencing & shelter.  
Paddocks averaging ~ 4ha

East Block:

Rectangular in shape, excellent fencing & shelter.  
Paddocks averaging ~8ha.

Access: Excellent laneway through entire farm

### **1.5. Irrigation/Water:**

Private scheme. Water from Rakaia River. Entitled to 2 x 450L/sec for 24 hour period provided river above minimum flows. Some restrictions do occur most years. Takes 11 days to do full rotation.

Stock water from private bore

### **1.6. Soils and Fertiliser:**

Soils predominantly Lismore stony silt loams. Some Waimakariri silt loams.

Fertiliser: pH 5.7 – 6.4 Phosphate = 26 av Sulphur 2-34 but generally low

Spring: Ammo 31 applied @ 120kg/ha over whole farm.

Autumn: Sulphur Super 20 @ 250kg/ha over whole farm excl silage areas

Silage Areas: Pot Super 20% @ 550kg/ha

Nitrogen: Used strategically when necessary.

## 1.7. Regrassing

60ha / annum regrassed with direct drill. Double sprayed.

Pasture mix:	Extreme AR1 Ryegrass	13kg/ha
	Maverick Gold Ryegrass	6kg/ha
	Huia White Clover	1kg/ha
	Colenso Red Clover	1kg/ha
	Kahu Timothy	1kg/ha

Grass grub prevention used with weed control.

## 1.8. Buildings

3 Bedroom Farm House

Excellent deer handling facility with yards with large foot bath.

One 4 bay implement shed with 1 bay enclosed.

## 1.9. Supplements

Make own. 60ha closed up for silage with two cuts.

Approximately 1500 bales of balage (300kgDM/bale)

450 000kgDM

Silage 80ha @ 3700kgDM/ha av

296 000kgDM

Can sell surplus spring grass to dairy farmers.

## 2.0. STOCK NUMBERS & STOCK UNITS (Wintered)

Stock Class	Numbers	Stock Units
R1 Mixed Sex Weaners	1300 hd	1950
R1 Mixed Sex Weaners share farmed	4000 hd	2400
MA Hinds	1200 hd	2400
Dairy Heifers	200 hd	900
		11250 su
	<b>On 550ha effective</b>	<b>20 su/ha wintered</b>
<b>Additional Stock Traded Aug-Mar</b>		
Yearling Deer or MA Hinds	1000 hd	

### 3.0 DEER POLICY & PERFORMANCE

#### 3.1. Policy

- Provide Mountain River Processors deer to process through shoulder season eg. Aug–Sept & April–June.
- Purchases:

Stock Class	Numbers	Av kgLW	Purchase Month
Northbank Weaners	1300hd*	58kgLW	March
Sharefarm Weaners	2000hd	53kgLW	March
	1000hd	53kgLW	April
	1000hd	53kgLW	May
Northbank Yearlings	1000hd	80kgLW	Spring

\* Typically purchase 2000hd but only 1300hd this year due to price. Made numbers up with purchase of 1200hd in-fawn hinds.

- All weaners truck weighed. On arrival kept in maternal mobs, drenched and stood in Copper Sulphate foot bath.
- Run in mobs of 150 – 165hd until 3<sup>rd</sup> drench on 1<sup>st</sup> July, then weight drafted into hinds/stags.
- Strategically feed grain to all weaners on arrival as means to educate & take advantage of shoulder growth.
- All mobs Faecal Egg Counted on a regular basis. Selenium used in all drenches.

#### 3.2. Feeding

Mid May – 1<sup>st</sup> June

1<sup>st</sup> June – 15<sup>th</sup> August

15<sup>th</sup> August

Grass + Silage

Silage @ ~ 2kgDM/hd/day

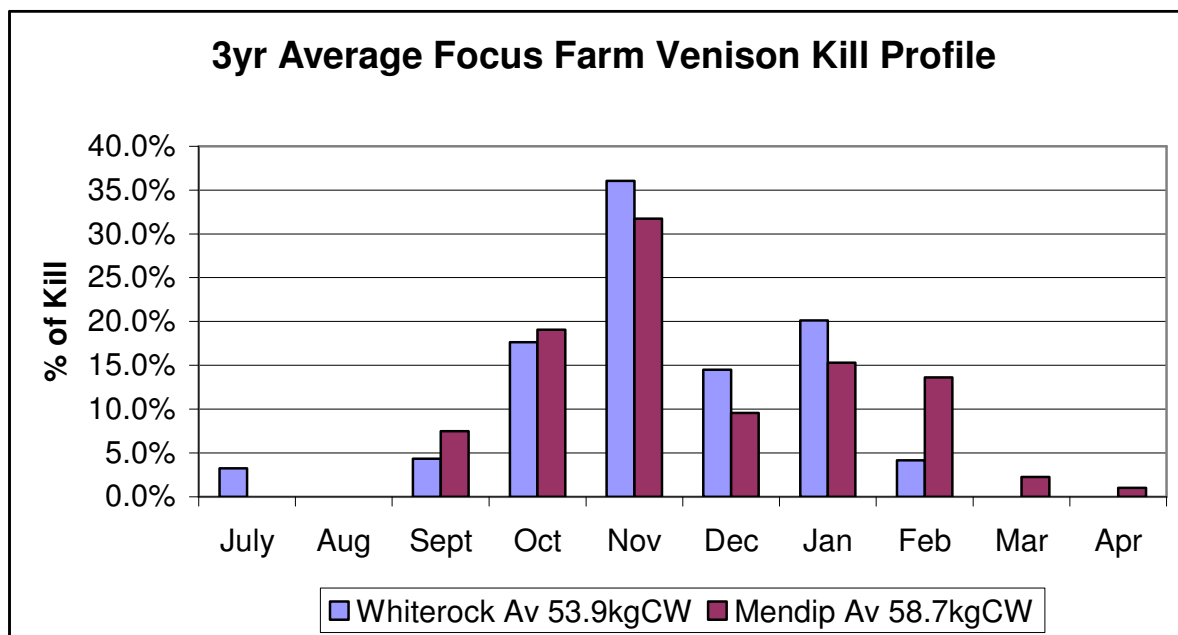
Larger yrling stags put out on grass. Balance on silage.

#### 3.3. Weaner Performance

DEER INDUSTRY

	Northbank	Whiterock 08/09	Mendip Hills Finish
March – April	300 – 400 gms/day	2009 260 gms/day	
April – May	200 – 300 gms/day	2009 185 gms/day	
May – June	100 – 200 gms/day	2009 167 gms/day	
July	~100 gms/day	2009 167 gms/day	
August	~200 gms/day	2008 160 gms/day	
1 <sup>st</sup> Sept – Kill	~350 gms/day	280 – 380 gms/day	
Post Wean Av		159 gms/day	196 gms/day

### 3.5. Focus Farms Venison Kill Profile



Property Year	Whiterock 2007/08	Whiterock 2008/09	Mendip 2006/07	Mendip 2007/08	Mendip 2008/09
Number Prime	409	568	590	654	690
Av CW	54.2	53.6	52.8	64	56
Post Wean LWG	150	157	156.8	221	205

### 4.0. Grain Feeding Weaner Deer

		Red Deer	Hybrid Deer
<b>Winter</b>	+ LWG (gms/day)	20	90
	+ Grain (gms/day)	100	100
	+ Cost \$/hd	\$3	\$3
	+ Gross Value \$/hd	\$8.4	\$37.8
	<b>+ Net Gain \$/hd</b>	<b>\$5.4</b>	<b>\$34.8</b>
<b>Autumn/Spring</b>	+ LWG (gms/day)	80	100
	+ Grain (gms/day)	200	200
	+ Cost \$/hd	\$4	\$4
	+ Gross Value \$/hd	\$20.2	\$25.2
	<b>+ Net Gain \$/hd</b>	<b>\$16.6</b>	<b>\$21.6</b>
	<b>Combined Gain \$/hd</b>	<b>\$22.0</b>	<b>\$56.4</b>
<b>Assumptions:</b>			
	Grain Price	\$300	
	Net Schedule Price	\$7.5	
	Dressing %	56%	
	Winter Days	100	
	Spring Days	60	
Prices above exclude labour, machinery etc. If grain feeding combined with feeding out may not be significant			

## 5.0. Weaners: To Finish to Heavier Weights or Not....

### Weaner Finishing to Heavier Weights:

Date	1/10/2009	1/11/2009	1/12/2009	1/01/2010	1/02/2010	BreakEven Feb
kgLW	96	100	104	107	111	111
kgCW	54	56	58	60	62	62
Net Schedule \$/kgLW	<b>\$8.5</b>	<b>\$8.4</b>	<b>\$8.2</b>	<b>\$8.1</b>	<b>\$8.0</b>	<b>\$7.4</b>
Net Worth	\$459	\$469	\$479	\$490	\$501	<b>\$459</b>
LWG gms/day		120	120	120	120	120
Intake kgDM/day	2.6	2.7	2.8	2.9	3.0	3.0
Target Return c/kgDM		<b>12c</b>	<b>12c</b>	<b>12c</b>	<b>12c</b>	<b>0c</b>

## 6.0. Dairy Grazing Policy

- Usually 200head of dairy heifer grazers                      December – 1<sup>st</sup> May                      28 months
- 2009 calves did not come on but R2 heifers stayed until mid July. 200 yearling heifers to come in October.



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## 7.0. Gross Margins

	Weaner Venison 1	Weaner Venison 2	Velveting Stags	Br Ewes 150% + Hgts	Winter Store Lamb	Weaner Bull	15 Mnth Bull	Wnr Dairy Hfr	Winter Dairy Cows	Feed Barley \$/ha
Start Date	1-May-09	1-May-09	1-May-09	1-May-09	15-Apr-09	1-May-09	1-May-09	1-Dec-08	1-Jun-09	1-May-09
Start Weight (kgLW)	55	54	150		28	220	400	190	450	
Start Price/kg	\$5.00	\$5.00			\$2.80	\$2.00	\$1.70			
Start Price/hd or Av Value/hd	\$275.00	\$270.00	\$415.00	\$78.00	\$78.40	\$440.00	\$680.00	\$0.00	\$0.00	
Av Growth Rate kgLW/day	0.2	0.13			0.1	0.6	0.8	0.6	0.3	
Direct Costs	\$8.0	\$8.0	\$24.0	\$8.24	\$1.6	\$10.0	\$8.0			\$1,400 /ha
Holding Costs	\$14.5	\$21.8	\$36.0	\$6.07	\$3.2	\$18.1	\$33.2			
Av Finish Date	1-Dec-09	25-Mar-10	1-May-10	1-May-09	30-Sep-09	15-Oct-09	15-Nov-09	1-May-10	1-Aug-09	
Finish Weight kgLW	96.7	96.6		150% Lamb	44.8	320	558	420	468	
Finish Weight kgCW	54	54	3.5kg/hd	16.5kgCW	19.7		290			8 T/ha
Net Finish Price/kg	\$8.00	\$7.00	\$80	\$4.6/kgCW	\$6.00	\$2.00	\$3.40	\$5.00 /hd/wk	\$18.00 /hd/wk	\$240 \$/T
Net Finish Price/hd	\$433	\$379	na	na	\$118	\$640	\$987	\$8.00 /hd/wk		\$400 Straw \$/ha
Net Margin/hd	\$136	\$79	na	na	\$35	\$172	\$266	\$525	\$156.86	\$920 /ha
Av Intake kgDM/day	2.3	2.0	3.4	1.6	1.1	6.8	9.3	6.1	12	
	<b>23.2c</b>	<b>12.0c</b>	<b>15.5c</b>	<b>11.5c</b>	<b>19.0c</b>	<b>15.3c</b>	<b>14.4c</b>	<b>16.7c</b>	<b>21.4c</b>	
<b>Margin \$/ha @ 10TDM/ha</b>	<b>\$2,320</b>	<b>\$1,204</b>	<b>\$1,550</b>	<b>\$1,150</b>	<b>\$1,895</b>	<b>\$1,528</b>	<b>\$1,445</b>	<b>\$1,668</b>	<b>\$2,143</b>	<b>\$920</b>
<b>Sensitivity c/kgDM</b>										
+/- kg/day	0.05	0.05		+/- 10% Lamb	0.025	0.2	0.2	\$0.5 /hd/wk	\$1.0 /hd/wk	1 T/ha
= +/- c/kgDM	7.00c	7.90c		0.50c	5.73c	5.92c	7.31c	1.17c	1.19c	\$240 /ha
+/- Sale Price/kg	\$0.50	\$0.50	\$20.00	\$0.40	\$0.40	\$0.10	\$0.10			\$50 /T
= +/- c/kgDM	5.50c	4.12c	8.80c	1.00c	4.27c	2.84c	1.58c			\$400 /ha

### Note:

- The above figures are GROSS margins not net margins!
- Cost of feed to achieve growth rates needs to be considered. Spring finishing typically requires higher quality winter feed which may come at a significant cost. Dairy cows eating 10000kgDM/ha over 8 weeks can only be achieved with 80-100% fodder crop.
- Policies that can work with some spring animal compensatory liveweight gains have opportunity to minimise expensive winter feed and capitalise on cheaper spring feed.
- Risk management is reflected in sensitivity to prices and production changes.

The DINZ Focus Farms are funded by Deer Industry New Zealand, New Zealand Deer Farmers' Association, AgResearch and Deer Research.

The Focus Farm would also like to thank the following contributors to this field day.

**Speakers:**

- Trevor Pearce           Manager, Northbank Station
- Hon David Carter       Minister of Agriculture, National Government
- David Stevens         AgResearch
- Graham Brown         Executive Chef, Deer Industry New Zealand

**Sponsors:**

- Mountain River Processors
- Downlands Deer
- Drummond & Etheridge
- Canterbury DFA Branch
- South Canterbury / North Otago DFA Branch

Any further queries regarding the focus farm program please do not hesitate to contact either facilitator or committee members:

