



# NORTHERN REGIONS FOCUS FARM

PUBLIC FIELD-DAY

12<sup>TH</sup> AUGUST 2009

**NORTHERN REGIONS FOCUS FARM**  
**Property of David Dewar, 376 Parsons Rd, Ngakuru**

**FIELD-DAY AGENDA**

**12<sup>th</sup> August 2009**

**Deer Industry NZ Rep: Tony Pearce**  
**Focus Farmer: David Dewar**  
**Facilitator: Mark Macintosh (AgFirst)**  
**Chairman: Andy Mitchell**  
**Co-facilitator/Vet: Robin Hopkirk (Animal Health Services)**

- Topics: RFID tag demonstration  
Scanning Results  
Weaner growth  
Johnes research  
Farm overview  
Farm financial results
- 12.45pm People arrive (tea/coffee)
- 1.00pm Welcome and Introduction
- 1.05pm Farm Overview - pasture performance (growth, quality)  
- stock performance (sales, growth rates, health)  
- financial performance
- 2.00pm Farm Tour (Mark facilitate) - Scanning results  
- Stocking policy  
- Weaner growth (maximizing potential)  
- Johnes Research  
- Conference Highlights  
- DINZ Update
- 3.30pm RFID tag Demonstration (Allflex)
- 4.30pm Refreshments

# NORTHERN REGIONS FOCUS FARM FARM OVERVIEW

**NAME:** DAVID DEWAR

**ADDRESS:** 376 PARSONS ROAD, RD1, ROTORUA

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**OWNERSHIP STRUCTURE:** SOLE OWNER

**AREA:**  
Deer: 140 ha approx.  
Sheep: 6 ha approx.  
Other: 3 ha approx.  

Total:	149 ha
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**SUBDIVISION:** West side (59ha): 18 pdks (23 deer fenced) - 3.3 ha/pdk (most 2.8ha/pdk)

East side (66ha): 14 pdks (12 deer fenced) – 5.4 ha/pdk

**SOIL FERTILITY:** Soil test taken August 2008

	EAST TOP HILL	EAST TOP HAY	WEST BOTT HILL	WEST BOTT HAY
<b>PH</b>	5.6	6.3	5.4	5.5
<b>Olsen P</b>	23	36	23	106
<b>Potassium</b>	3	3	3	2
<b>Magnesium</b>	6	5	5	4
<b>Sulphate</b>	4	6	9	4
<b>Org Sulphur</b>	10	11	7	9
<b>Fert History</b>	Poor	Good	Good	Good

## **STOCK POLICY:**

Hinds mated: 15<sup>th</sup> March

Stags out: 5-10<sup>th</sup> May

Mating period: 50-55 days

Weaning: 8<sup>th</sup> March

Replacements: Purchased in as R1yr. 15% replacement rate.

Hind numbers: Reduced to 200 wintered.

Progeny: sold to works Oct-June

**STOCK NUMBERS** - Livestock as at 30th June

**Breed:** Sires 100% Hybrid  
Hinds 25% Hybrid

Class of Stock	2004	2005	2006	2007	2008	2009	SU/hd
MA Hinds	534	460	250	258	205	217	2.2
R2 Hinds(IC)	79	0	0	50	0	0	2.0
R2 Hinds(Dry)	0	177	130	75	6	0	2.0
R1 Hinds	356	233	350	250	223	271	1.5
Velveting Stags	0	0	0	0	0	0	3.0
R2 Stags	17	118	110	25	4	81	2.3
R1 Stags	100	221	350	391	451	220	1.7
Herd Sires	0	0	0	23	15	10	3.5
<b>Deer Stock Units</b>	<b>2076</b>	<b>2363</b>	<b>2183</b>	<b>1995</b>	<b>1626</b>	<b>1479</b>	
Ewes	170	430	570	420	355	305	1.1
Ewe Hoggets	64	0	360	0	0	0	0.8
Ram/Wether	321	30	0	15	0	0	0.9
Rams	5	4	8	6	6	6	0.8
<b>Sheep Stock Units</b>	<b>531</b>	<b>503</b>	<b>921</b>	<b>480</b>	<b>395</b>	<b>340</b>	
Breeding Cows	0	3	0	7	2	2	6.5
R2yr Heifers	0	0	0	0	7	0	6.0
R1 Heifers	0	0	0	17	12	25	4.0
R2 Bulls/Steers	15	0	0	0	7	17	6.0
R1 Bulls/Steers	0	10	7	10	0	12	4.5
Herd Bulls	0	0	0	1	0	0	6.0
<b>Cattle Stock Units</b>	<b>90</b>	<b>65</b>	<b>32</b>	<b>165</b>	<b>145</b>	<b>269</b>	
<b>Total Stock Units</b>	<b>2697</b>	<b>2931</b>	<b>3136</b>	<b>2640</b>	<b>2166</b>	<b>2088</b>	
<b>SU/ha</b>	<b>16.2</b>	<b>17.7</b>	<b>18.9</b>	<b>15.9</b>	<b>15.5</b>	<b>14.9</b>	

## STOCK PERFORMANCE:

	2004/05	2005/06	2006/07	2007/08	2008/09
Fawning % to hinds mated	454/516 = <b>88%</b>	306/354 = <b>86%</b>	344/378 = <b>91%</b>	319/364 = <b>88%</b>	218/239 = <b>91%</b>

- Good consistent fawning result

	05/06	06/07	07/08	08/09	09/10 est
% sales by 30 <sup>th</sup> Nov	64%	37%	39%	34%	43%
Weaning weight kg	n/a	n/a	45	50	55
Av. Sale weight kg	51	53	51	50	52
Mean Sale date	10 <sup>th</sup> Nov	10 <sup>th</sup> Feb	18th Dec	25 <sup>th</sup> Dec	27 <sup>th</sup> Dec

- There was still some carryover effect of the drought with a tailend of yearlings this selling season. The rate of sale was better than last year but still well behind 2005/06.

## Dewar Liveweight gains on finishing R1-2yr deer (g/hd/day)

sourced from Farmax modelling of farm

	2007/08		drought		2008/09		2009/10 est	
	hinds	stags	hinds	stags	hinds	stags	hinds	stags
Jul	80	100	60	100	95	140		
Aug	80	100	0	0	150	180		
Sep	130	150	250	250	200	250		
Oct	240	250	320	350	320	350		
Nov	305	350	380	380	350	380		
Dec	80	100	150	200	170	200		
Jan	100	50	80	50	80	50		
Feb	50	20	50	150	120	150		
Mar	20	30	80	100	80	100		
Apr	20	50	60	150	100	150		
May	50	50	50	100	80	100		
Jun	60	40	40	80	50	80		
Average	101	108	127	159	150	178		

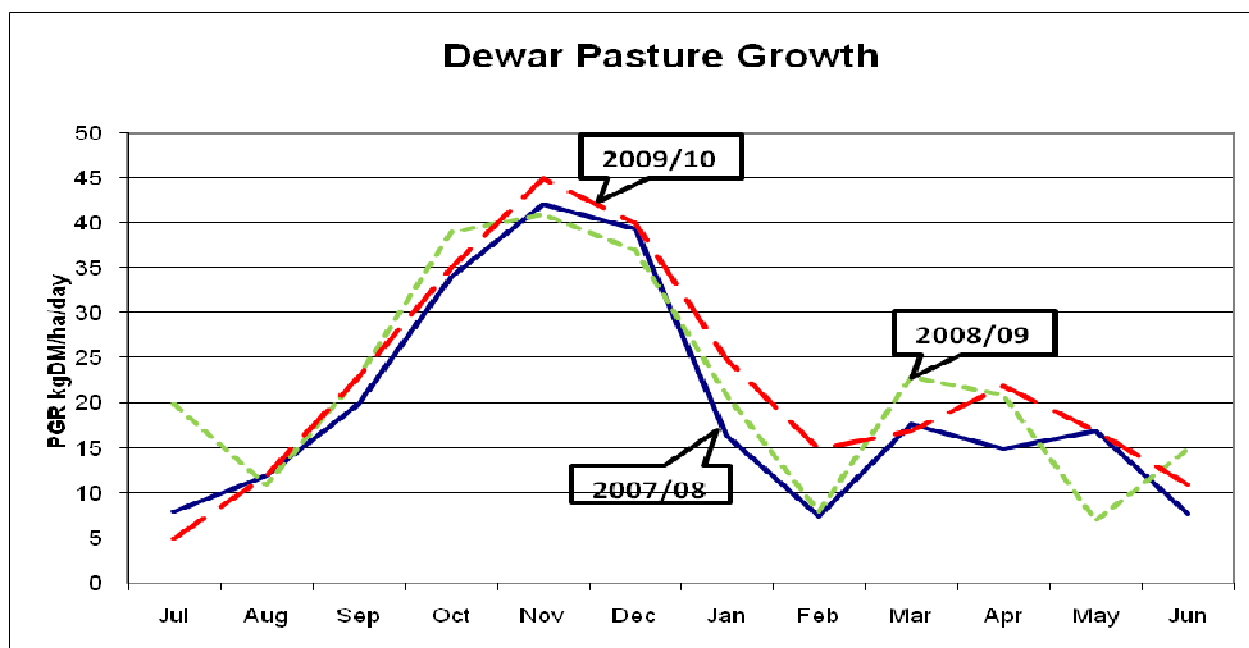
- In the 2007/08 drought, growth rates plummeted late in the season
- Better season in 2008/09 but relatively low R2 hind growth
- Reinforces finishing sooner not only to catch the chilled venison market but also to avoid the summer dry and the risk of low growth.
- Palm kernel is being used in the early spring to assist optimizing animal intakes.

# DEWAR SCANNING RESULTS - AI BREEDING TRIAL

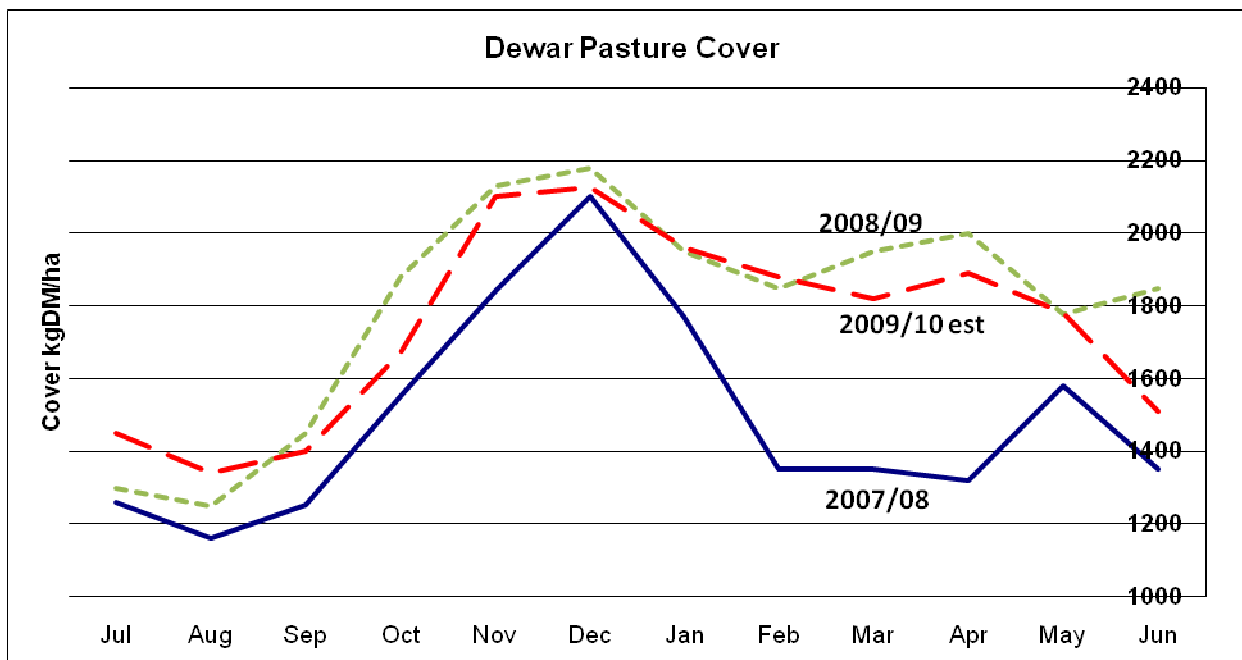
2009	Pink	Green	Purple	Natural
25-Mar	64%	73%	68%	28%
31-Mar	0%	0%	0%	18%
11-Apr	18%	17%	16%	20%
13-Apr	0%	0%	0%	13%
17-Apr	0%	0%	0%	5%
21-Apr	0%	0%	8%	5%
27-Apr	8%	4%	2%	2%
08-May	2%	0%	0%	2%
NVP	8%	6%	6%	6%
Total	100%	100%	100%	100%

- Scanning result above indicates the AI inseminated groups (pink, green and purple) will calve around two weeks earlier than the naturally mated group.
- There are 50 hinds in each group
- There will be much interest in the weaning weights and weaner growth relative to the high merit stags used.

## PASTURE PERFORMANCE



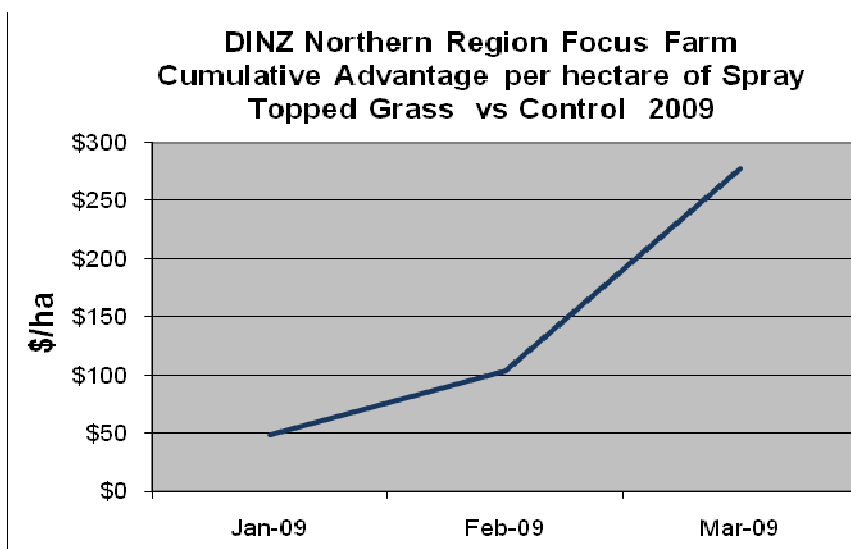
- Annual pasture production for 2008/09 ended up at 8,100 kgDM/ha which was less than the 8,750 kgDM/ha expected. This is the second season in a row where pasture growth has been down however it was much improved on the 7,100 kgDM/ha measured the previous season. Generally February appears to be the problem month.



- Pasture cover maintained a good level going into the winter this year largely due to delayed stock purchases and increased supplement feeding (palm kernel).
- For the current 2009/10 season it is expected around 40-45ha will be spray topped to control the spring surplus and improve pasture quality in the autumn 2010.

### SPRAY TOPPING RESULTS 2009

Expected Return for a 90kg yearling stag stocked at 7/ha on Spray Topped vs Control										Relative		Accumulated	
07-Jan-09	DM Intake	Total ME	ME Maint	Growth g/day	Days	Total LWG	\$/kgLW	Total \$	Gain \$/hd	Gain \$/hd	Gain \$/ha		
Control	2.2	20	15	137	28	3.8	4.1	16	\$7 /hd	\$7 /hd	\$49 /ha		
Spray topped	2.2	23	15	197	28	5.5	4.1	23					
<b>04-Feb-09</b>													
Control	2.2	18	15	76	16	1.2	4.1	5					
Spray topped	2.2	23	15	197	16	3.2	4.1	13	\$8 /hd	\$15 /hd	\$104 /ha		
Mown	2.2	20	15	126	16	2.0	4.1	8					
<b>26-Mar-09</b>													
Control	2.2	20	15	131	50	6.6	4.1	27					
Spray topped	2.2	25	15	252	50	12.6	4.1	52	\$25 /hd	\$40 /hd	\$278 /ha		



# DEWAR FINANCIAL PERFORMANCE

<b>INCOME</b>	<b>2006/07</b>	165	<b>2007/08</b>	160	<b>2008/09</b>	140	<b>2009/10</b>	140
	<b>Actual</b>	<b>per ha</b>	<b>Actual</b>	<b>per ha</b>	<b>Interim</b>	<b>per ha</b>	<b>Forecast</b>	<b>per ha</b>
MA Hinds	\$67,798		\$27,095		\$23,171		\$10,500	
R2yr hinds	\$49,313		\$132,660				\$151,200	
R2yr+ stags	\$100,962		\$168,958		\$220,428		\$191,700	
Sheep sales	\$48,318		\$57,912		\$28,632		\$53,100	
Cattle sales	\$13,199		\$13,139		\$9,610		\$19,200	
Rent	\$0		\$1,380		\$4,930		\$4,830	
Contracting	\$0		\$750		\$0		\$0	
Hay/silage	\$2,000		\$0		\$0		\$0	
Velvet	\$10,747		\$8,417		\$1,372		\$1,500	
Wool	\$7,866		\$7,655		\$4,141		\$4,000	
Dividends	\$167		\$173		\$120		\$150	
Rebates	\$552		\$492		\$420		\$450	
<b>TOTAL INCOME</b>	<b>\$300,922</b>	\$1,824	<b>\$418,631</b>	\$2,616	<b>\$292,824</b>	\$2,092	<b>\$436,630</b>	\$3,119
Change in stock capital	\$64,600		-\$39,480		-\$118,420		-\$24,500	
<b>TOTAL ADJ. INCOME</b>	<b>\$365,522</b>	\$2,215	<b>\$379,151</b>	\$2,370	<b>\$174,404</b>	\$1,246	<b>\$412,130</b>	\$2,944
<b>EXPENSES</b>								
Deer purchase	\$116,198	\$704	\$107,133	\$670	\$103,208	\$737	\$136,200	\$973
Sheep purchase	\$20,212	\$122	\$17,752	\$111	\$9,546	\$68	\$10,080	\$72
Cattle purchase	\$3,440	\$21	\$5,250	\$33	\$7,386	\$53	\$24,750	\$177
Animal health	\$5,885	\$36	\$17,897	\$112	\$7,312	\$52	\$7,500	\$54
Calf Meal	\$0	\$0	\$7,479	\$47	\$0	\$0	\$0	\$0
Breeding	\$0	\$0	\$370	\$2	\$228	\$2	\$300	\$2
Cropping	\$4,482	\$27	\$2,550	\$16	\$9,306	\$66	\$10,500	\$75
Grazing	\$1,623	\$10	\$1,393	\$9	\$1,010	\$7	\$1,000	\$7
Hay/silage purchased	\$239	\$1	\$258	\$2	\$6,166	\$44	\$0	\$0
Dry maize	\$3,241	\$20	\$3,920	\$25	\$0	\$0	\$0	\$0
PKE	\$0	\$0	\$18,876	\$118	\$42,828	\$306	\$5,750	\$41
Dogs	\$1,058	\$6	\$1,744	\$11	\$1,329	\$9	\$1,500	\$11
Other feed	\$0	\$0	\$0	\$0	\$3,851	\$28	\$0	\$0
Electricity	\$2,403	\$15	\$2,639	\$16	\$3,359	\$24	\$3,500	\$25
Freight	\$5,225	\$32	\$5,136	\$32	\$4,515	\$32	\$5,000	\$36
Harvesting	\$10,426	\$63	\$0	\$0	\$7,034	\$50	\$7,000	\$50
Wages	\$2,914	\$18	\$8,321	\$52	\$2,221	\$16	\$2,500	\$18
ACC	\$0	\$0	\$106	\$1	\$365	\$3	\$350	\$3
Fertiliser	\$33,414	\$203	\$28,543	\$178	\$40,494	\$289	\$40,000	\$286
Lime	\$4,363	\$26	\$4,586	\$29	\$1,742	\$12	\$2,000	\$14
Nitrogen	\$2,618	\$16	\$5,023	\$31	\$22,122	\$158	\$13,000	\$93
W&P	\$5,133	\$31	\$784	\$5	\$2,797	\$20	\$4,000	\$29
Shearing	\$3,521	\$21	\$3,371	\$21	\$1,443	\$10	\$1,500	\$11
R&M	\$46,036	\$279	\$23,419	\$146	\$57,515	\$411	\$30,000	\$214
Vehicles	\$8,908	\$54	\$15,356	\$96	\$13,179	\$94	\$15,000	\$107
Administration	\$5,390	\$33	\$6,448	\$40	\$3,886	\$28	\$5,000	\$36
Rates	\$6,158	\$37	\$8,152	\$51	\$6,656	\$48	\$7,000	\$50
Insurance	\$2,133	\$13	\$2,513	\$16	\$3,526	\$25	\$3,500	\$25
General	\$68	\$0	\$1,055	\$7	\$936	\$7	\$1,000	\$7
<b>TOTAL EXPENSES</b>	<b>\$295,088</b>	\$1,788	<b>\$300,074</b>	\$1,875	<b>\$363,960</b>	\$2,600	<b>\$337,930</b>	\$2,414
<b>FARM SURPLUS</b>	<b>\$70,434</b>	\$427	<b>\$79,077</b>	\$494	<b>-\$189,556</b>	-\$1,354	<b>\$74,200</b>	\$530
Depreciation	\$32,318		\$36,487		\$35,000		\$35,000	
Wages of Management	\$30,000		\$30,000		\$30,000		\$30,000	
<b>EFF. FARM SURPLUS</b>	<b>\$8,116</b>	\$49	<b>\$12,590</b>	\$79	<b>-\$254,556</b>	-\$1,818	<b>\$9,200</b>	\$66

DEWAR FARM PLAN															
2009 - 2010			31-Jul	31-Aug	30-Sep	31-Oct	30-Nov	31-Dec	31-Jan	28-Feb	31-Mar	30-Apr	31-May	30-Jun	
Land	Grazing Area (ha)		130	130	130	130	123	90	92	125	130	130	130	130	
	Growth Rate	Potential	8	12	23	35	45	40	25	15	17	22	17	11	
	(kgDM/ha/d)	Net	4	11	22	33	38	36	23	14	11	18	15	7	
	Nitrogen	Area (ha)											88		
		kgN/ha										30			
		kgDM/kgN										10			
Crop	Rape 08	5ha													
	Swedes 08	6ha													
	Silage	7ha													
	Swedes 09	6ha													
	Spray top	40ha													
	Silage 2	8ha													
	Turnips	5ha													
	Cover	Target													
	(kgDM/ha)	Actual	1450	1314	1434	1653	1966	2069	2035	2033	2045	2106	2000	1814	
	Deer	Hinds	Bought				33								
Sold											14				
		Close	198	197	196	228	226	224	223	208	207	206	206	206	
		Live Wt.(kg)	107	109	113	116	99	100	100	99	99	100	101	102	
		Gain (g/d)	-6				-10	10		-10	-10	10			
		Intk.(kgDM/h/d)	3.1	3.0	2.8	3.1	3.3	3.8	4.1	4.0	2.6	2.6	2.7	3.0	
2-Year Stags		Bought	26												
		Sold			107										
			Close	107	107										
			Live Wt.(kg)	88	89										
			Gain (g/d)	40	40	80									
		Intk.(kgDM/h/d)	2.2	2.0	1.9										
Sire Stags		Bought													
		Sold													
			Close	13	13	13	13	13	13	13	13	13	13	13	13
			Live Wt.(kg)	173	173	173	173	173	173	173	173	171	168	168	168
		Gain (g/d)									-75	-103			
		Intk.(kgDM/h/d)	4.1	3.7	3.2	3.2	3.2	3.2	3.2	3.2	2.7	2.7	3.6	4	
1 year hinds 08		Bought	21			24									
		Sold			9	3	36	53	40	77	11	18		68	
			Close	294	293	284	304	268	214	174	97	86	68	68	
			Live Wt.(kg)	57	62	67	73	76	77	79	73	74	74	76	
			Gain (g/d)	132	175	215	209	205	205	200	150	100	120	80	40
		Intk.(kgDM/h/d)	2.3	2.5	2.7	2.8	2.8	2.9	2.9	2.6	2.3	2.5	2.5	2.5	
1 year stags 08		Bought	70			24									
		Sold				32	161	85	36						
			Close	292	291	291	283	121	36						
			Live Wt.(kg)	70	75	83	89	88	83						
		Gain (g/d)	140	180	250	350	380	200	50						
	Intk.(kgDM/h/d)	2.2	2.3	2.5	3	3.1	2.4	1.8							
Mixed Fawns 09	Bought										170	66			
	Sold														
		Close									389	455	455	455	
		Live Wt.(kg)									48	51	56	59	
		Gain (g/d)									63	87	150	100	
	Intk.(kgDM/h/d)									1.2	1.4	1.8	1.9		
Sheep	Ewes	Bought								100					
		Sold		30					45						
			Close	337	302	297	292	290	290	244	343	342	341	340	339
			Live Wt.(kg)	66	69	61	62	62	58	59	59	59	61	63	64
			Gain (g/d)		-10	-20	-10		20	10	-10	-10	30	20	10
		Intk.(kgDM/h/d)	1.4	1.5	2	2.3	2.4	1.6	1.1	1	1	1.2	1.2	1.3	
	Rams	Bought													
		Sold													
			Close	6	6	6	6	6	6	6	6	6	6	6	6
			Live Wt.(kg)	111	113	115	117	119	120	122	124	125	127	128	129
			Gain (g/d)	45	41	37	33	31	30	28	26	24	22	21	19
		Intk.(kgDM/h/d)	1.9	1.9	1.9	1.8	1.9	1.9	1.9	1.9	1.9	1.8	1.8	1.8	
	Mixed Lambs 09	Bought							44						
		Sold							130	113		139	22	3	
			Close						233	164	164	25	3		
			Live Wt.(kg)						30	33	37	34	35		
			Gain (g/d)						250	200	150	50	120	100	
		Intk.(kgDM/h/d)						1.4	1.4	1.3	0.9	1.2	1.1		

- Aim to keep pasture cover at no more than 2,000 kgDM/ha over summer/autumn
- Summer crop 5ha turnips. Winter crop 6ha Swedes.
- Spray top 40ha of fawning country in early November
- Maintain 200 breeding hinds and 300 ewes
- Winter 600 yearlings

DEWAR FARM PLAN															
2009 - 2010			31-Jul	31-Aug	30-Sep	31-Oct	30-Nov	31-Dec	31-Jan	28-Feb	31-Mar	30-Apr	31-May	30-Jun	
Beef	Cows	Bought													
		Sold													
		Close	2	2	2	2	2	2	2	2	2	2	2	2	2
		Live Wt.(kg)	554	511	508	499	501	517	535	548	557	560	564	571	
		Gain (kg/d)	0	0	-0.1	-0.3		0.5	0.5	0.4	0.2	0	0	0	0
		Intk.(kgDM/h/d)	9.8	10.4	9.7	8.3	11.5	15.6	15.6	10.6	10.1	9.2	9.3	9.6	
	1-Year Heifers	Bought	6												
		Sold						31							
		Close	31	31	31	31	31								
		Live Wt.(kg)	321	330	345	367	397								
		Gain (kg/d)	0.4	0.3	0.5	0.7	1	1							
		Intk.(kgDM/h/d)	6.5	6.3	6.4	7.4	8.9	10.2							
	2-Year Steers	Bought													
		Sold						6							
		Close	17	17	17	17	17	11	11	10	10	10	10	10	10
		Live Wt.(kg)	408	417	432	457	493	492	516	533	546	555	564	570	
		Gain (kg/d)	0.3	0.3	0.5	0.8	1.2	1	0.8	0.6	0.4	0.3	0.3	0.2	0.2
		Intk.(kgDM/h/d)	7.8	8	7.8	9.2	11.1	11.6	11.3	10.9	10.4	10.3	10.4	10.2	
	1-Year Steers	Bought													
		Sold													
		Close	12	12	12	12	12	12	12	12	12	12	12	12	12
		Live Wt.(kg)	182	195	216	247	283	320	348	367	383	398	413	428	
		Gain (kg/d)	0.4	0.4	0.7	1	1.2	1.2	0.9	0.7	0.5	0.5	0.5	0.5	0.5
		Intk.(kgDM/h/d)	4.4	4.6	5.5	6.9	8.2	9.5	8.9	8.5	8.1	8.3	8.6	8.8	
	Heifer Calves 09	Bought													
		Sold													
		Close							1	1	1	1	1	1	1
Live Wt.(kg)								185	202	217	231	246	261		
Gain (kg/d)								0.6	0.6	0.5	0.5	0.5	0.5	0.5	
Intk.(kgDM/h/d)								5.4	5.5	5.4	5.5	5.9	6.2		
Steer Calves 09	Bought											20			
	Sold														
	Close							1	1	1	21	21	21		
	Live Wt.(kg)							212	229	245	228	244	259		
	Gain (kg/d)							0.6	0.6	0.5	0.5	0.5	0.5		
	Intk.(kgDM/h/d)							5.7	5.9	5.8	5.5	5.8	6		
Supplements	Swedes	tonnes	20	20	20									22	
	Silage (33%DM)	tonnes													
	Silage (25%DM)	tonnes	30	27	13							25	12	12	
	Palm Kernel	tonnes	3	10											
	Turnips	tonnes							10	10	10				
Summary	Supply	Pasture	6	11	22	34	38	34	21	13	12	19	16	9	
		Supp.	8	9	6				4	3	3	1	1	6	
		Total	13	20	28	34	38	34	26	16	15	20	17	15	
	Demand	Deer	17	18	16	18	18	19	17	10	8	11	12	12	
		Sheep	4	4	5	5	6	9	7	5	3	4	3	3	
		Beef	3	3	3	4	5	5	3	2	2	3	3	3	
		Total	23	24	24	27	28	32	27	17	13	17	18	19	

- Increase cattle component to assist pasture control/quality
- Palm kernel in early spring to assist the realization of potential stock growth.

