

Feeding for improved margins

Pete Kelly



What determines your margin

- Milk volume
- Milk income
- Cull goat income

- Feed intake
- Forage costs
- Concentrate feed costs
- Replacements
- Labour



What determines your profit

- Output
- Variable costs
- Fixed costs

- Fixed costs are not fixed !



What determines your margin

- Milk volume
 - Within any system – increased milk volume pays
 - If on fixed volume then same milk and less goats
 - Only works if efficient
 - May not work if incurring penalties for seasonality
- Milk income
- Cull goat income

- Feed intake
- Forage costs
- Concentrate feed costs



What determines your margin

- Milk volume
- Milk income
 - Are you meeting all your milk buyers top bands
 - Hygienic quality
 - Milk fat
 - Seasonality
- Cull goat income
- Feed intake
- Forage costs
- Concentrate feed costs



What determines your margin

- Milk volume
- Milk income
- Cull goat income
 - Are you marketing them well
 - Johnes – are you picking them out early enough
 - Old Goats – are they still well fleshed
- Feed intake
- Forage costs
- Concentrate feed costs



What determines your margin

- Milk volume
- Milk income
- Cull goat income
- Feed intake
 - **The real key to everything**
 - High yielders will eat 4% of bodyweight
 - Is it ad lib? How much waste will you accept?
 - Can they reach it?
 - Water – clean? Is supply good enough in hot weather.
- Forage costs
- Concentrate feed costs



What determines your margin

- Milk volume
- Milk income
- Cull goat income
- Feed intake
- Forage costs
 - Quality of forage critical – test it
 - NDF controls intake
 - High energy forage costs more to make - but think about value not costs
- Concentrate feed costs



What determines your margin

- Milk volume
- Milk income
- Cull goat income
- Feed intake
- Forage costs
- Concentrate feed costs
 - Quality again critical
 - Know what you are buying – test it
 - Oats safest cereal – beware quality
 - Balance protein sources



Profit

Fixed costs are variable
always rise unless you fight them down

- Machinery costs
- Contracting
- Repairs
- Labour – optimum, not minimum
- Finance



Feeding for improved margins

- Two main approaches to feeding
- Ad lib concentrate systems
- TMR systems
- High intake of quality feed is critical for both systems



Feeding for improved margins

- Ad lib concentrate systems
 - Target 0.8 to 1.0 kg per litre
 - Concentrate quality min 12.5 ME, 17% Protein, 30 NDF
 - Starch at 15-16% in total diet as finely ground
 - Fixed formulation – too much selection with a coarse mix
 - Never let trough run empty
 - Restrict in late lactation and when first dry
 - Change to ad lib 3 weeks pre-kidding
 - Forage needs to be palatable long fibre



Feeding for improved margins

- Ad lib concentrate systems
 - Feed costs per litre are higher than TMR
 - Very exposed to market feed prices – forward contracts
 - Machinery cost must be reduced
 - Skid steer (£2k year)
 - Labour cost reduced
 - Yields tend to be higher
 - Can operate with no land (muck disposal?)



Feeding for improved margins

- TMR systems
 - Target 0.4 to 0.6 kg concs per litre
 - Maize silage is 30% Starch =50% conc equivalent
 - Grass silage target over 11 ME, > 14% CP ,> 30% DM
 - Never let trough run empty –staff job to clean troughs, not the goats
 - Keep det formulation constant until putting on weight or nearly dry
 - Formulate to same parameters as ad lib diets
 - Can have higher starch than ad lib – 25% quite common
 - Presentation of grain - acidosis
 - Keep water troughs clean



Feeding for improved margins

- TMR Systems
 - Feed costs per litre are lower than Ad lib concs
 - Can be very high Machinery costs
 - £5k/ year mixer wagon
 - £3k/year tractor locked on to it
 - Labour cost can be high
 - Yields tend to be slightly lower than ad lib
 - Utilises land – what are the opportunity cost of this?



Feeding for improved margins

Silage 30% DM, 11.3 ME, 15% CP Silage 30% DM, 10.3ME,12% CP

5 kg silage	4.5 kg silage
0.2 kg rape meal	0.25 kg rape meal
0.2 kg soya	0.25 kg soya
0.6 kg Oats	0.8 kg Oats
30 g mineral	30 g mineral

21p purchased feed cost

26p purchased feed costs



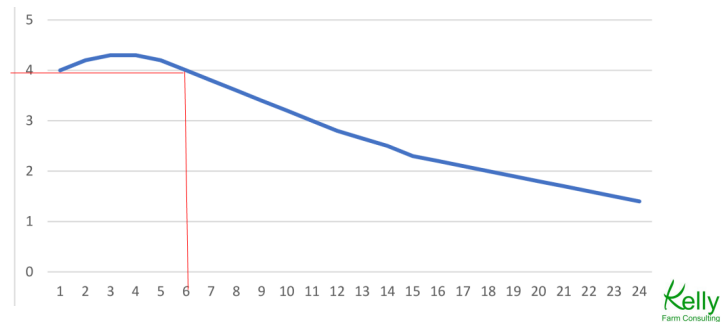
What's the difference between a good farmer and a bad farmer?

About a week

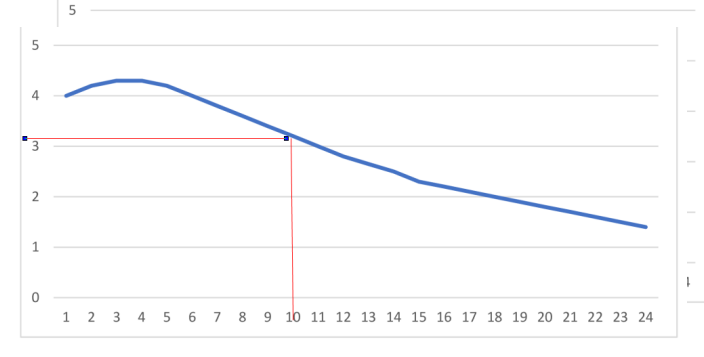
Feeding for improved margins

- Feed goats than can respond
 - With herd sizes at target, risk is extending lactations too far
 - 18 month lactations OK

Days in milk – why does it matter? (180 days)



Days in milk – why does it matter? (300 days)



Feeding for improved margins

- Feed goats than can respond
 - With herd sizes at target risk is extending lactations too far
 - 18 month lactations OK
 - Longer lactations OK for best goats
 - Some herds have individuals that kidded once and milk on for well 2000 days
 - Re-breed to refresh milk in mid quality goats sooner
 - Don't re-breed the bottom 1/3 of the herd
 - Know your breakeven yield.
- Essential to milk record to feed and re-breed the right goats



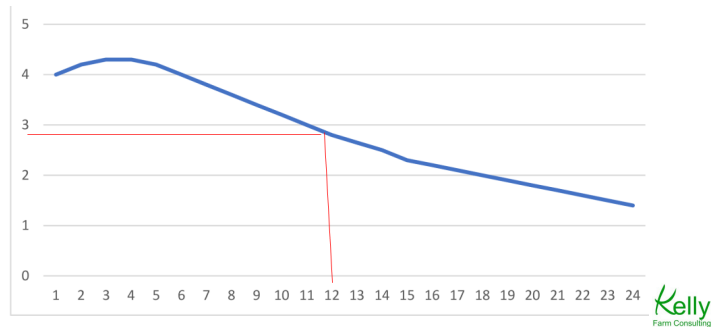
Thank you for listening

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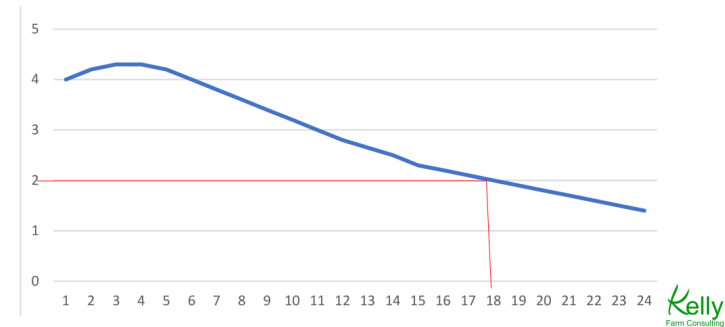
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Days in milk – why does it matter?



Days in milk – why does it matter?



Days in milk – why does it matter?

