

“Making the DIFFerence”
DEER INDUSTRY FOCUS FARMS PROJECT

Central Regions Focus Farm

“Focu\$ed” Deer Industry Conference

Tim Aitken and Lucy Robertshawe
“The Steyning”
Makaroro Road
Tikokino

20 May 2010

Principal Local Sponsor:



Programme May 2010

- 9.45 am Smoko at Tikokino hall
- 10.15am Introduction: Mike Holdaway, Chairman Community Group
- 10.20 am Principal Sponsor: Gerard Hickey, Firstlight Foods
- 10.30 am Where we've been: Richard Hilson and Tim Aitken
- 11.00 am Farmax in action at The Steyning: Peter Swinburn, Farmax
- 11.30am Drenching deer- get your head out of the sand! Richard Lee, Vet Services
- 12.15pm Lunch at Hall: \$10.00 to Tikokino School for boxed lunch + drink
- 1.00 pm Drive to The Steyning for farm tour...
- GHG project: Ian Millner, HB Regional Council
- HBRC inputs at the Steyning: Tim Aitken and Ian Millner
- Financial report: Lon Anderson, Rabobank
- Cropping-what worked: Dereck Ferguson, Agricom
and Simone Hoskin, AgResearch
- Early bus leaving 2.00pm
- Please feel free to ask plenty of questions and participate in discussion.**
- 3.30-4.00pm Adjourn to Tikokino pub for more bullshitting about deer and chew the fat over what you've heard and seen today.



The National Bank of New Zealand

Central Regions DIFF Focus Farm

Tim Aitken and Lucy Robertshawe, “The Steyning”, Tikokino

Managing the feed supply...

People

Get the right team on board

Plan

Plot a course

Action

Implement the plan

Monitor

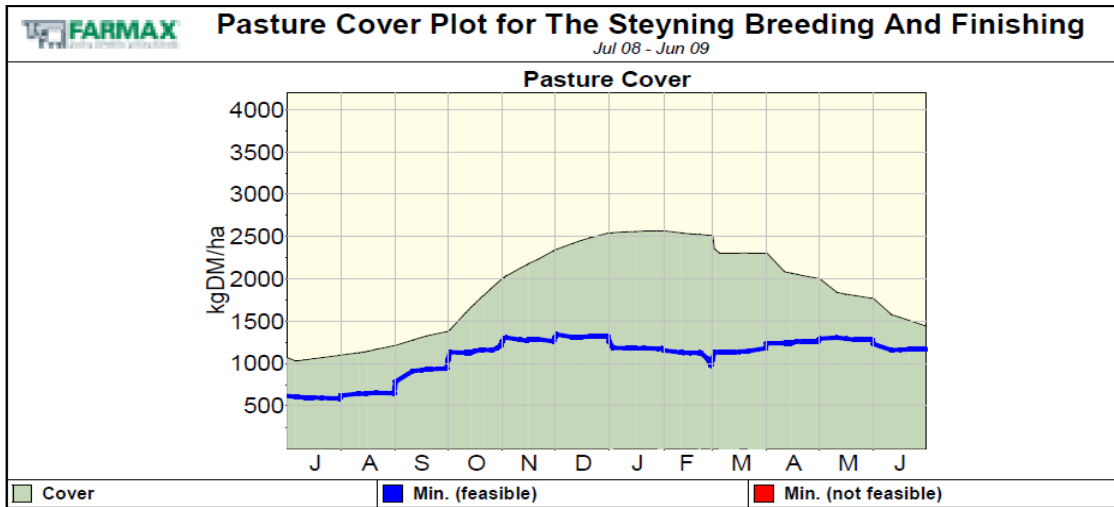
Measure and Monitor your progress

Review

Check this against the plan make necessary changes

What happened in 2008/09?

Plan

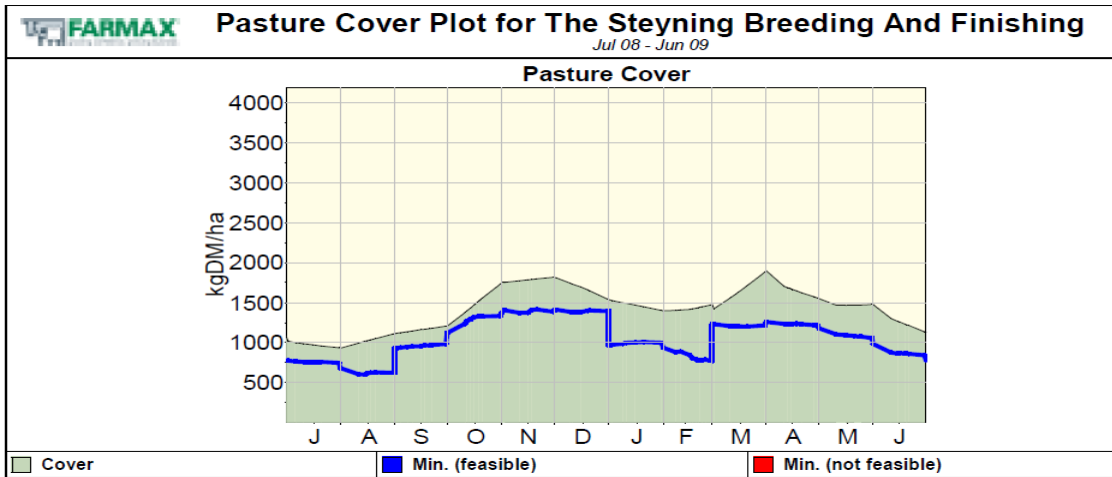


Actual vs Budget Pasture growth rates

kgDM/ha/day

Actual Budget % diff

Nov	27	40	33%
Dec	13	35	63%
Jan	12	25	52%
Feb	15	20	25%
Mar	15	25	40%



What Did Tim and Lucy do in 2009?

- Set decision dates and actions and acted on them
 - Monitored pastures and made decisions every two weeks
 - 300 trade lambs planned for purchase January not purchased
 - Weaned all fawns 20th February – 2 weeks earlier than planned
 - 80kg/ha of Nitrogen applied early March
 - 18 month bulls sold 6 weeks early in February rather than March
 - 4.5 tonnes of Maize fed in April/May/June
 - Hay fed earlier in Mar/Apr/May
 - Began feeding Silage 4 weeks earlier in May
- What was the result of these actions?
 - Earliest hind conception in HB
 - 99% conception in 1st fawners
 - Weaner stag growth rates of 150gms plus during autumn – on target for 60% marketed by 31st October – same as Spring 2008
 - Cover on track to take advantage of spring surplus
 - Able to maintain weaner bull LWG at 0.6/0.7kg/hd/day during autumn
 - Yearling stag slaughter weights – bottom 25% - Feb/Mar at 60kgCW
 - Tail end yearling hinds sold at 95kgLW Feb
- What does this mean to Tim and Lucy?
 - **Downside due to drought minimised**
 - **Profit for 2009/10 year protected**
 - **\$\$\$\$\$\$\$\$\$\$\$**

**Winner HB Farmer of the Year
2010**

The Steyning Farm Summary

Land Resource

Farm Area:

98ha	Flat
70ha	Low easy contoured hill country
80ha	Medium contoured hill country
30ha	Easy contoured north facing hill
7.6ha	DoC Reserve
31.4ha	Lanes, Yards, Wetlands, Shelterbelts etc
317ha	Total

Labour: Tim and Lucy

Rainfall: approx 1100 to 1300mm

Soils: Kapua and Raumati silt loam,

Fertility: pH 5.8 to 6.3 and Olsen P levels 9 to 20
Predominantly used RPR based fertilizers.

Phosphate Retention ranges from 95% on the flats to 38% on the Hills.

52 main paddocks

Water pumped from spring and reticulated to 33 troughs and main dwelling, rest of farm springs, streams and dams

Livestock

Deer policy: 620 head breeding hinds producing replacements.

Weaning Late February

Yearling stags slaughtered (65% slaughtered Sept/Oct/Nov)

Balance in autumn or second winter

Surplus in-fawn R2 hinds sold live

Cattle Policy: Bulls traded as required to maintain feed quality

Sheep policy: there is no need for a sheep policy!

Stock Numbers

		30 June 2009			30 June 2010			
	<u>Class</u>	<u>Number</u>	<u>SU</u>	<u>Total</u>		<u>Number</u>	<u>SU</u>	<u>Total</u>
Cattle	R1 Bulls	51	4.0	204			4.0	
	Aut Born Bulls	82	4.0	328		97	4.0	388
	R2 Bulls	0	5	-		51	5	255
	Beef	133	-	532		148	-	643
Horses	Horses	17	7	119		15	7	105
Deer	R1 Hinds	261	1.5	392		287	1.5	431
	R2 Hinds	136	2	272		130	2	260
	MA Hinds	469	2.2	1,032		531	2.2	1,168
	R1 Stags	263	1.7	447		287	1.7	488
	R2 Stags	23	2.1	48		20	2.1	42
	Sire Stags	12	3	36		20	3	60
	Deer	1,181	-	2,346		1,290	-	2,554