



The Business of Grazing

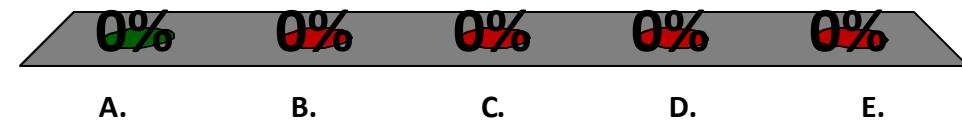
Profit Drivers in Top Performing grazing Businesses

Basil Doonan



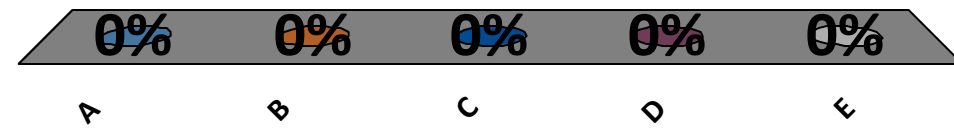
Nitrogen increases pasture mass by?

- A. Increasing leaf size
- B. Increasing the number of leaves grown
- C. Increasing the speed at which leaves emerge
- D. Increasing the amount of protein made by the plant
- E. Unsure



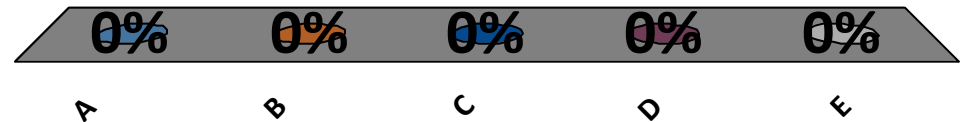
A cash-flow budget does not

- A. Describe the future flow of cash in and out of the business each year
- B. Predict the cash position of the business at the end of the year
- C. Predict temporary cash shortages within the year
- D. Differentiate between income generated last year but received this year
- E. Unsure



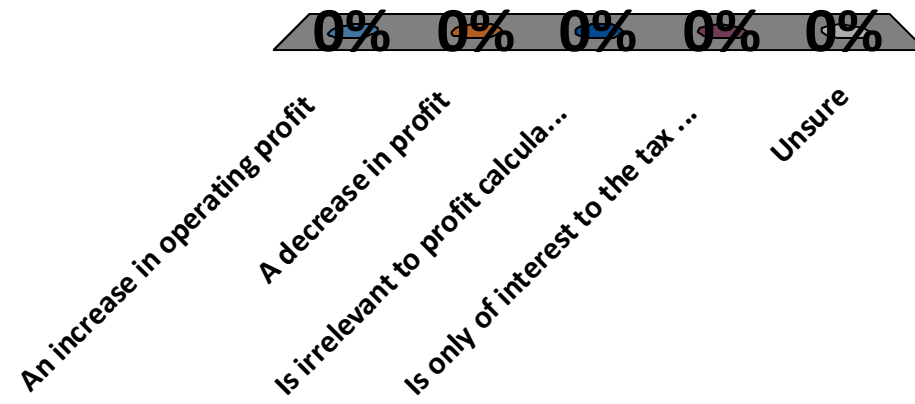
The most important factor driving ewe fertility is?

- A. Breed
- B. Number of rams/100 ewes
- C. Condition score at joining
- D. A rising plane of nutrition at joining
- E. Unsure



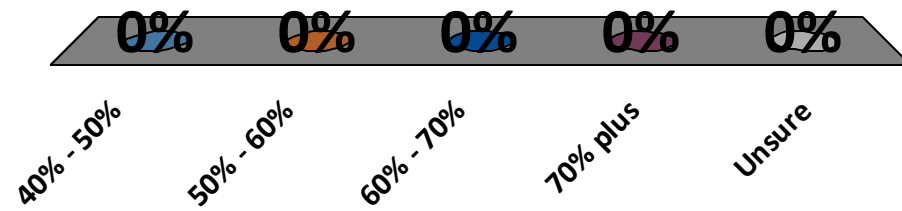
An increase in the livestock inventory is classed as:

- A. An increase in operating profit
- B. A decrease in profit
- C. Is irrelevant to profit calculations
- D. Is only of interest to the tax officer
- E. Unsure



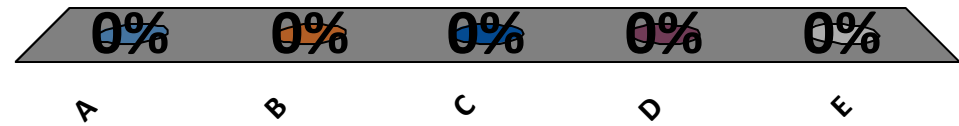
Ideally what proportion of the herd should be in calf within the first 6 weeks of calving in a spring calving herd without synchronisation?

- A. 40% - 50%
- B. 50% - 60%
- C. 60% - 70%
- D. 70% plus
- E. Unsure



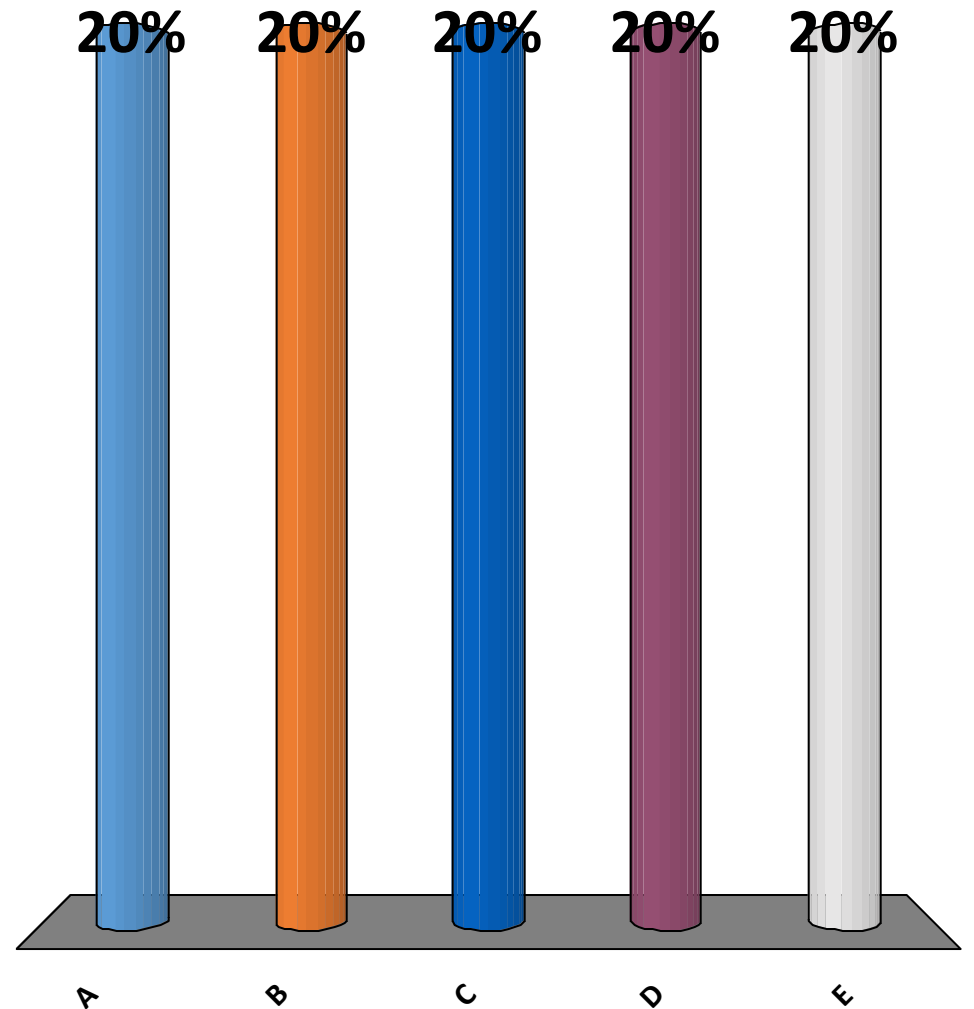
If the business has income of \$500, a gross margin of \$400, variable costs of \$100 and overhead costs of \$200 then the Operating Profit is?

- A. \$400
- B. \$300
- C. \$200
- D. \$0
- E. Unsure



It has been 10 days since a mob grazed a paddock and one ryegrass leaf has emerged. How many more days are required until grazing in order to maximise pasture growth?

- A. 30 days
- B. 20 days
- C. 15 days
- D. 10 days
- E. Unsure



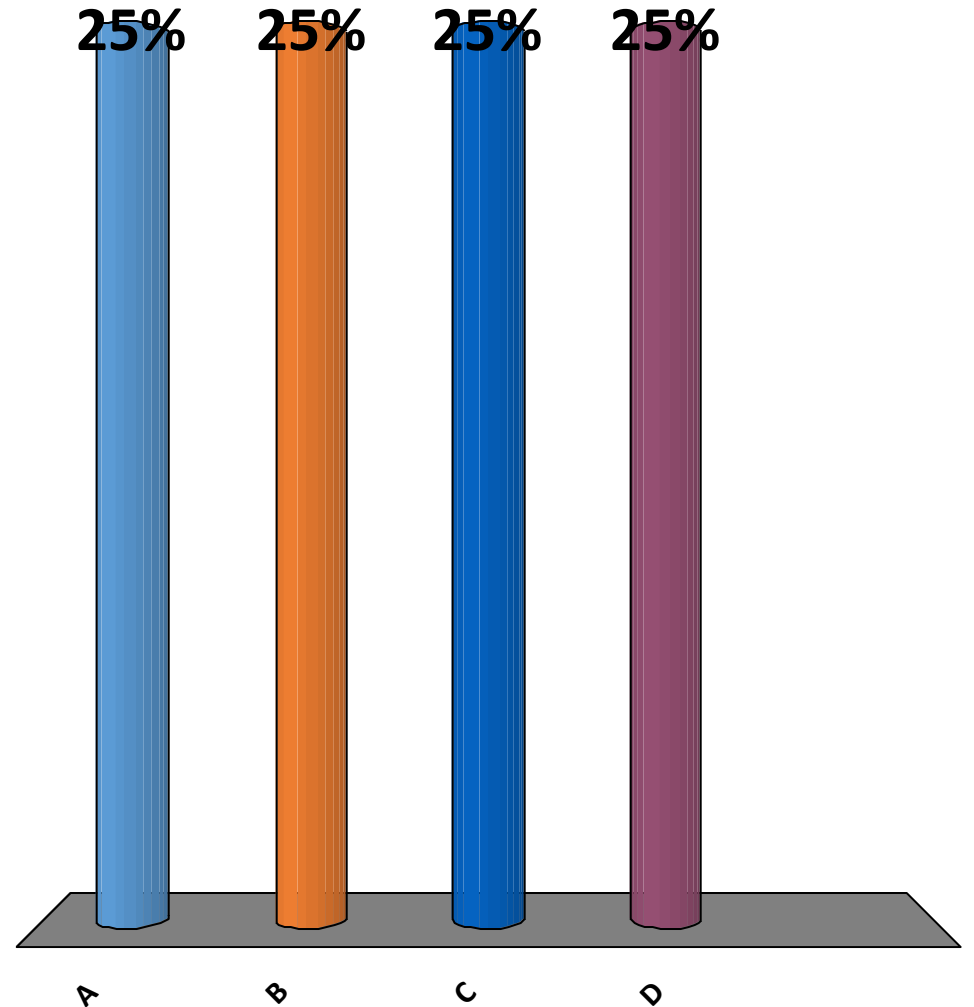
Estimate kg/DM/ha



*The base of
the pasture
meter is
315mm x
315mm*

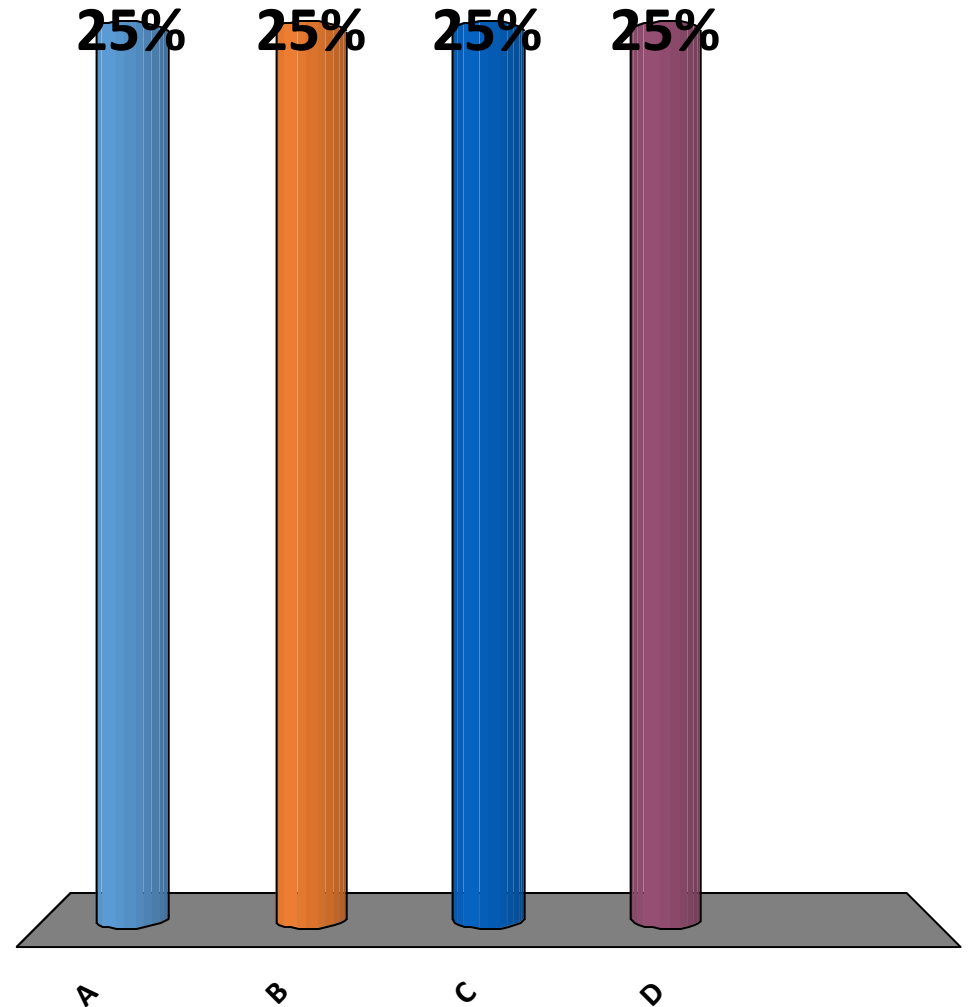
From the picture in the previous slide, estimate the amount of feed present (kg/DM/ha) in the paddock post-grazing?

- A. 1200 kg/DM/ha
- B. 1400 kg/DM/ha
- C. 1800 kg/DM/ha
- D. Unsure



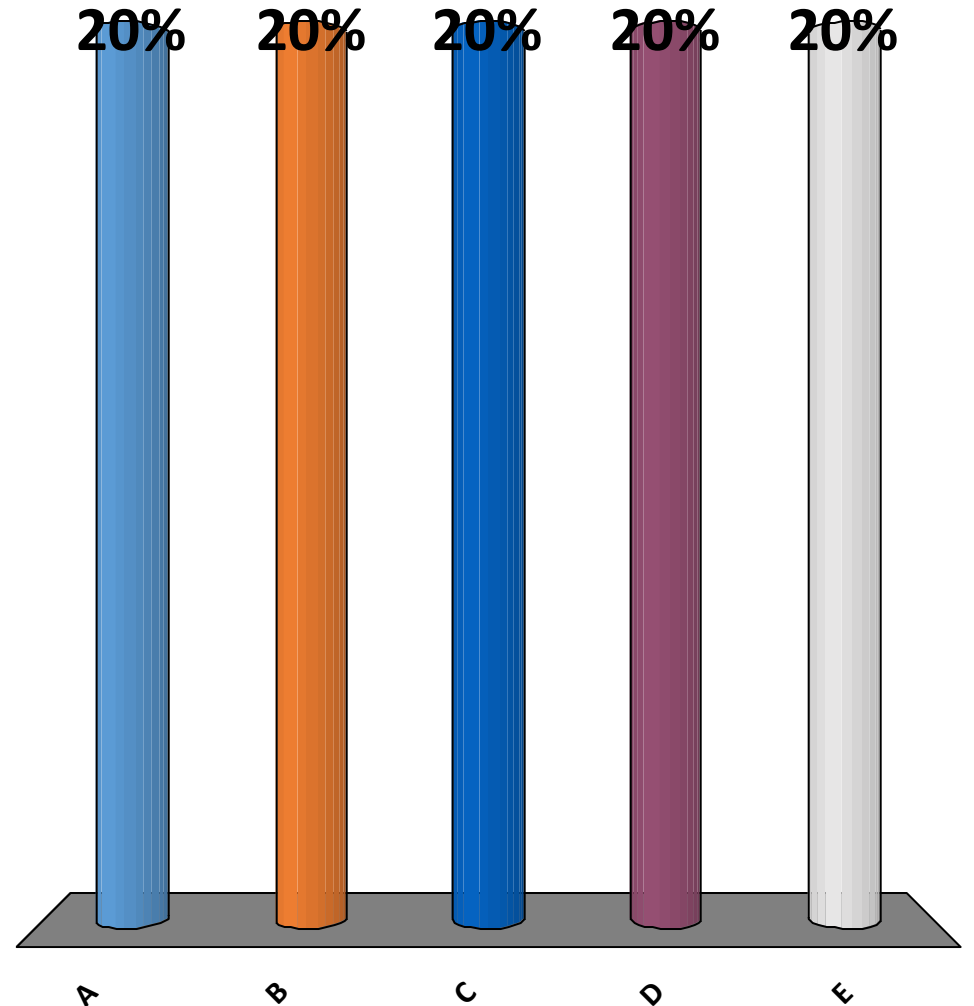
If you are expecting 30 kg lamb to grow at 250 gms/day then the amount of pasture left behind in the picture above is?

- A. Too much
- B. Not enough
- C. About right
- D. Unsure



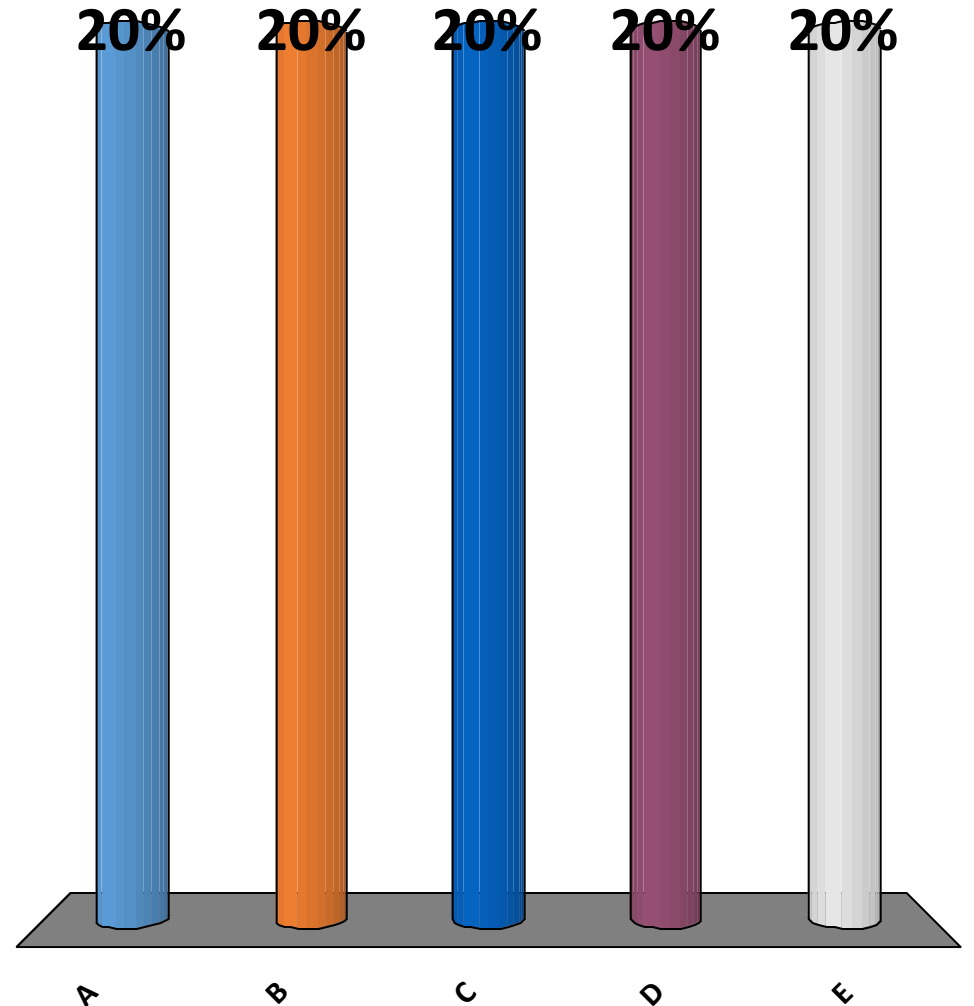
A balance sheet is not?

- A. A statement of net worth
- B. A snapshot in time
- C. An estimation of profit
- D. A description of assets and liabilities
- E. Unsure



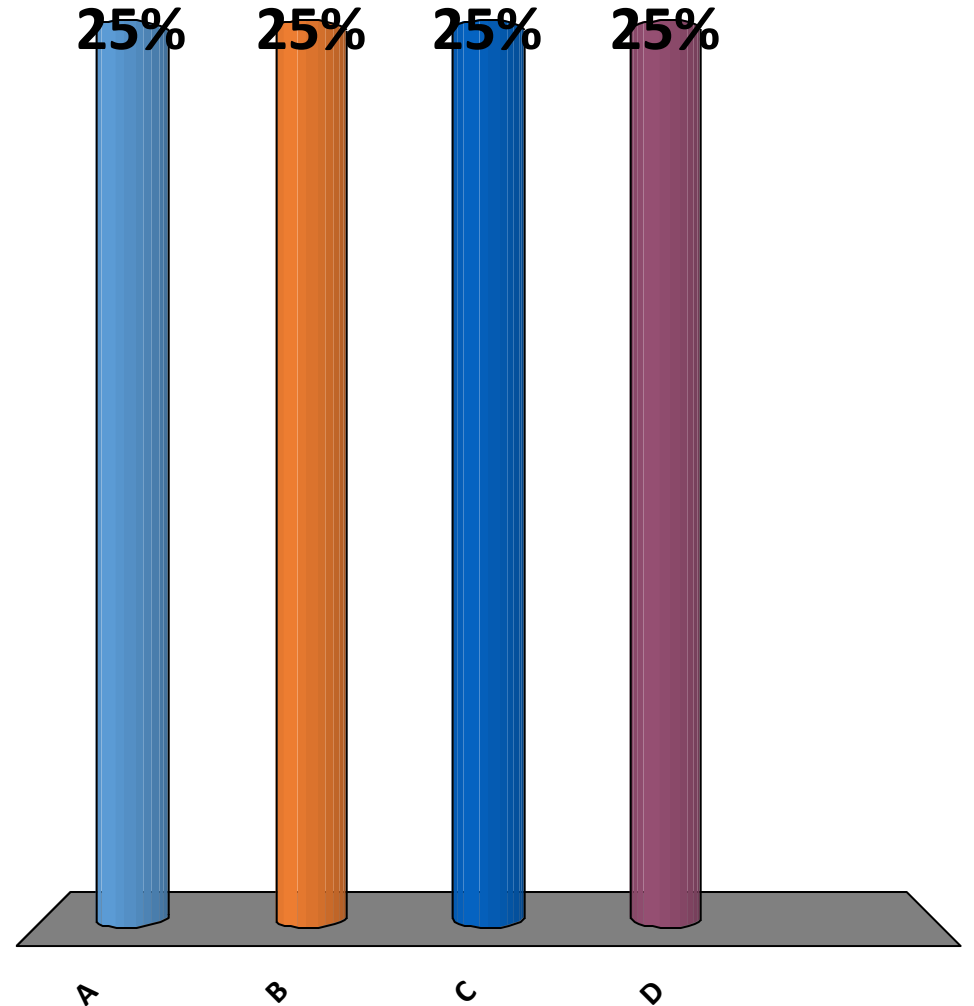
A banks' lending margin is most commonly?

- A. A function of the current exchange rate
- B. Set by the Reserve Bank
- C. A function of your risk profile
- D. Whatever they can get away with
- E. Unsure



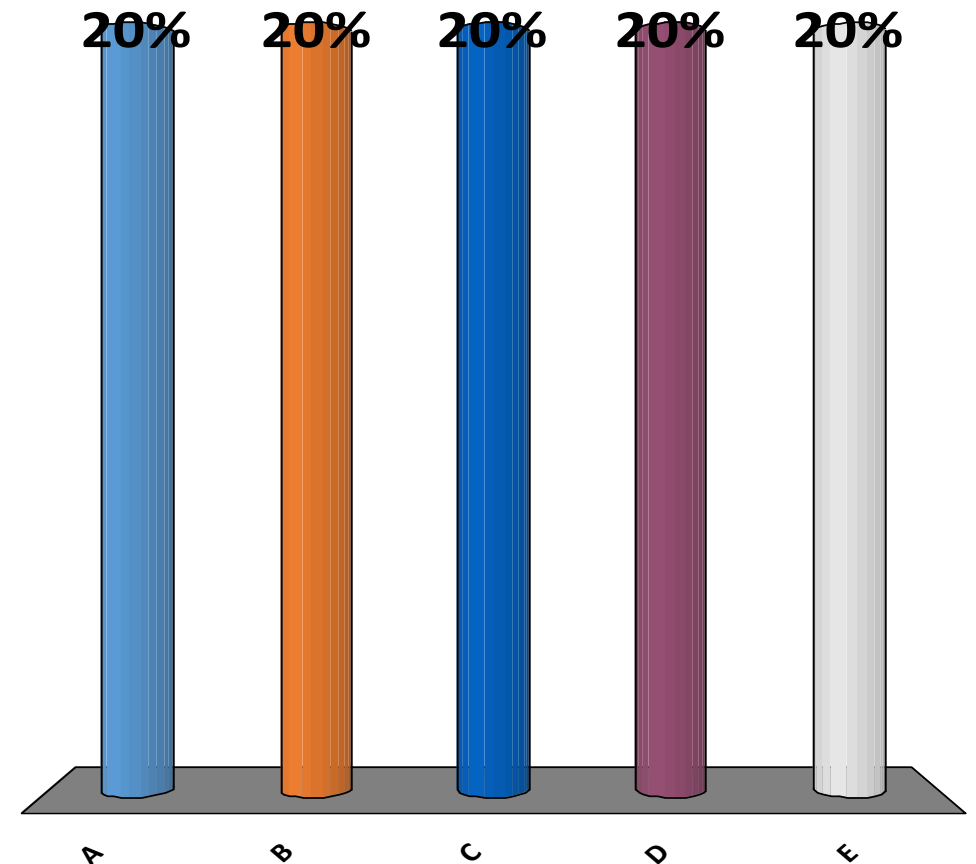
What is likely to be the most limiting nutrient to animal production in early lactation if they are grazed solely on pasture?

- A. Energy
- B. Protein
- C. Fibre
- D. Unsure



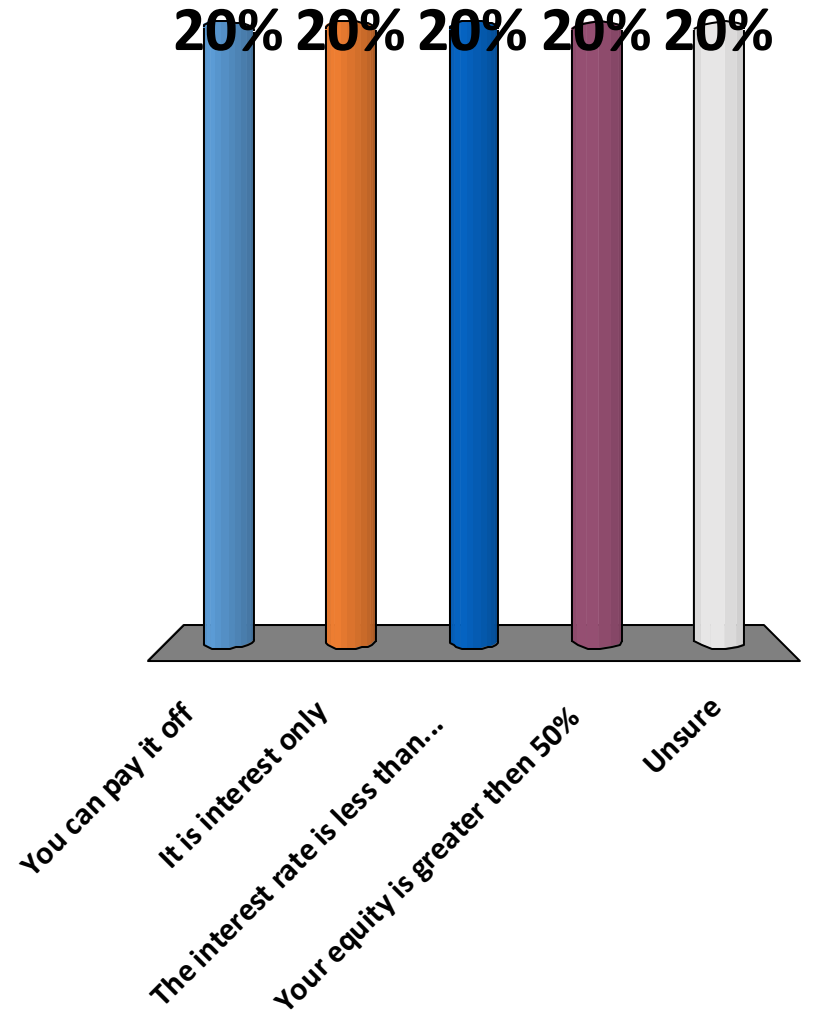
A pasture sample reveals that the pasture being fed to a herd of cows is approximately 77% digestible and 55% neutral detergent fibre and the cattle are very loose. What is the likely cause?

- A. A lack of Energy
- B. A lack of Protein
- C. A lack of Fibre
- D. The high digestibility
- E. Unsure



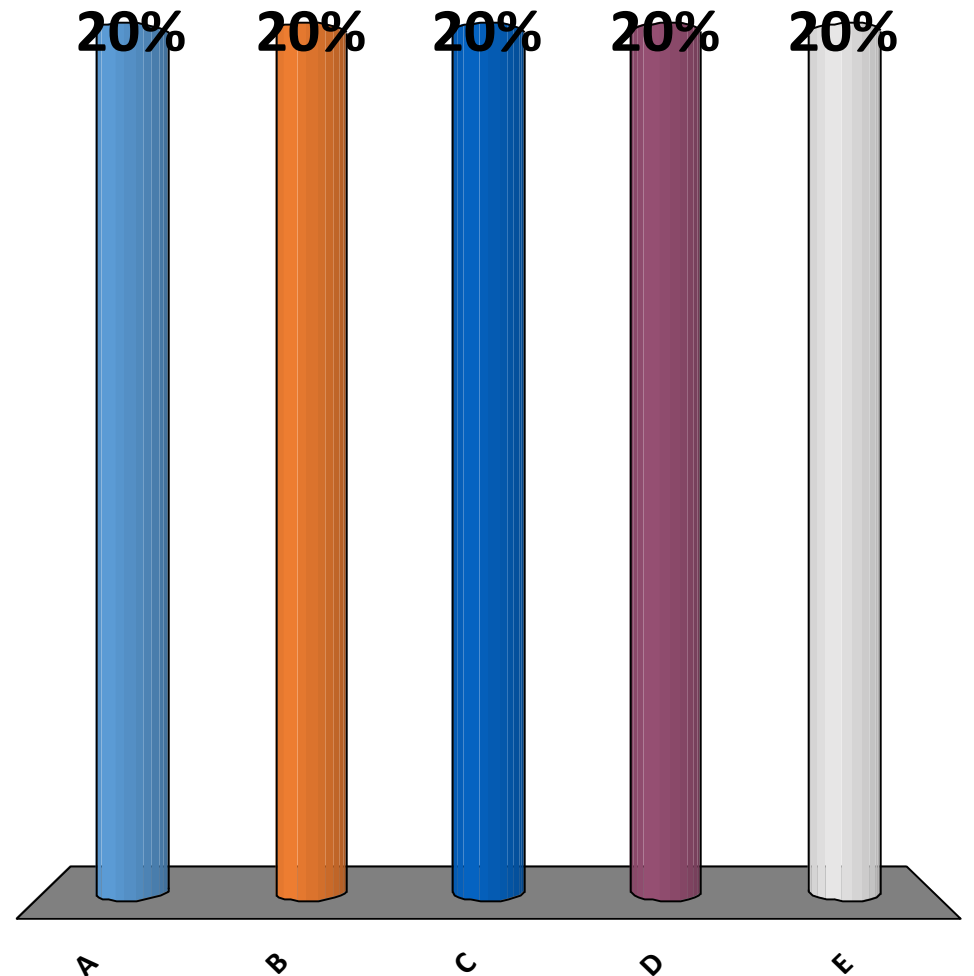
You are using debt effectively when?

- A. You can pay it off
- B. It is interest only
- C. The interest rate is less than your return on capital
- D. Your equity is greater than 50%
- E. Unsure



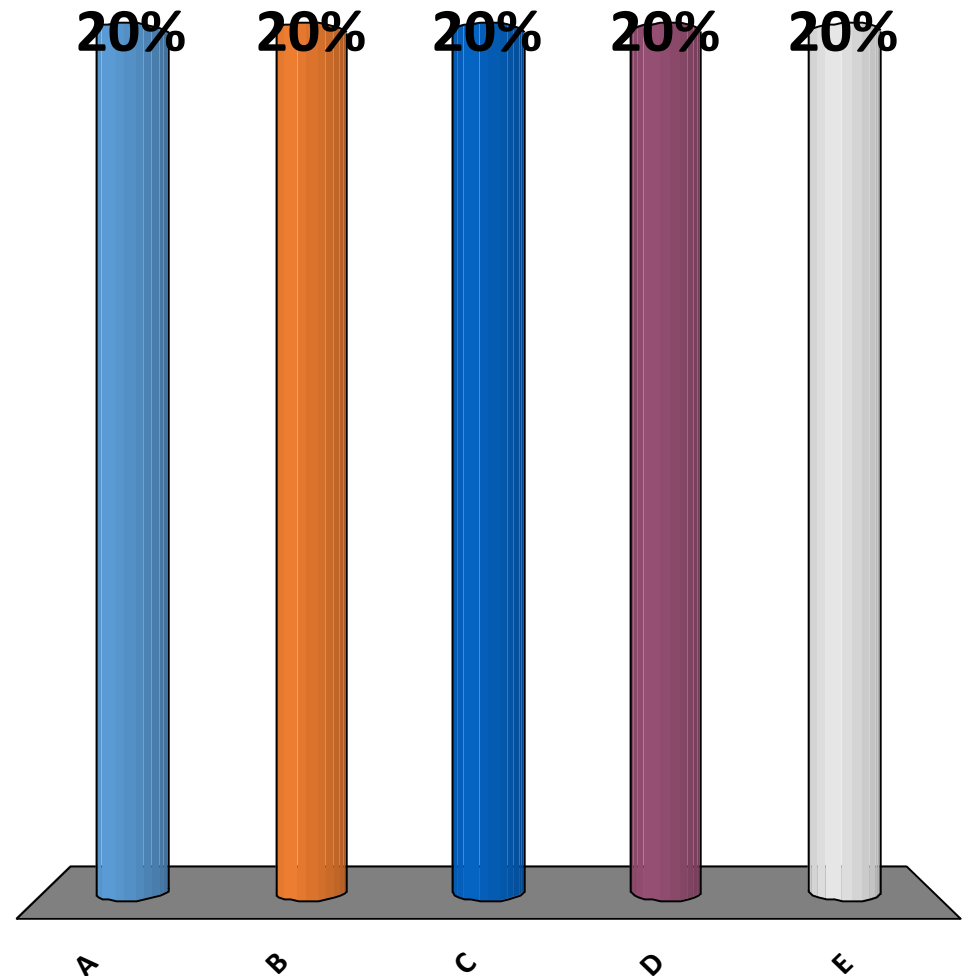
Supplements are most cost effective when:

- A. 1 kg of supplement increases liveweight gain by more than 100 gms/day
- B. Fed prior to mating
- C. Fed to achieve the appropriate rotation length or rest period
- D. Made a home
- E. Unsure



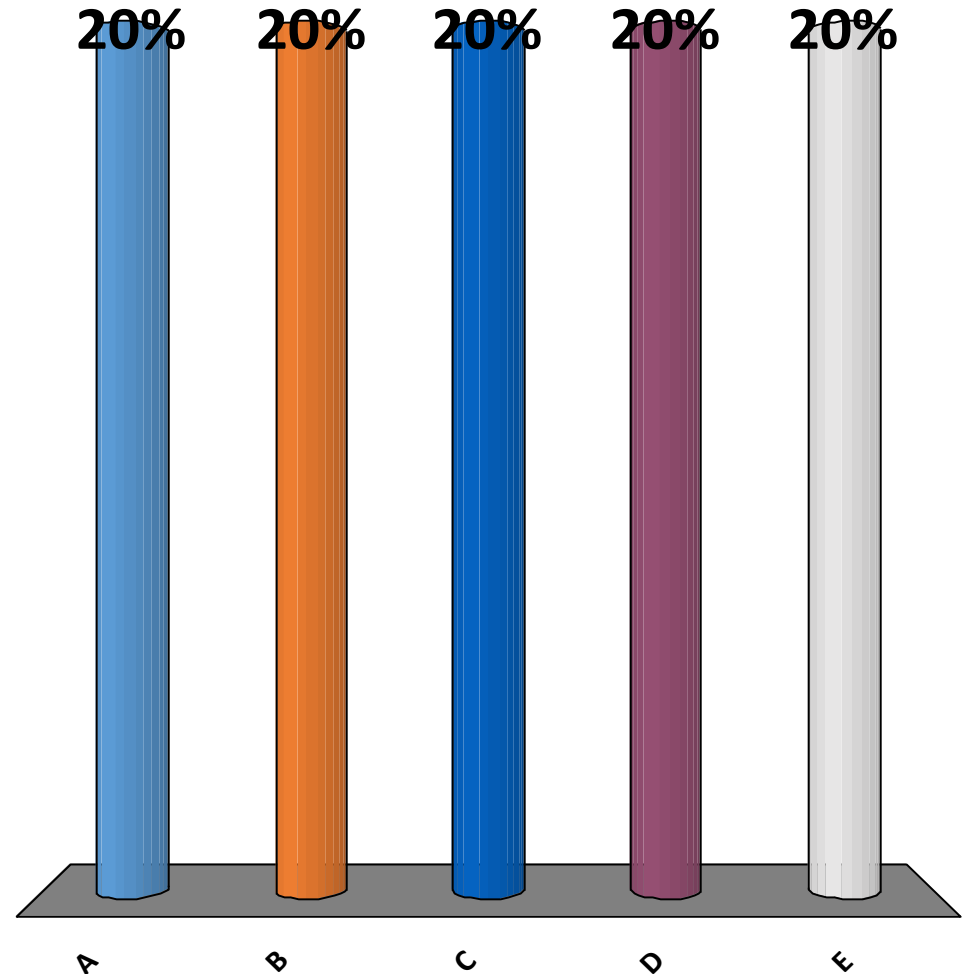
How do you determine when a heifer is ready to join?

- A. 14 months of age
- B. Liveweight
- C. Condition score of 3.5
- D. Second oestrus cycle
- E. Unsure



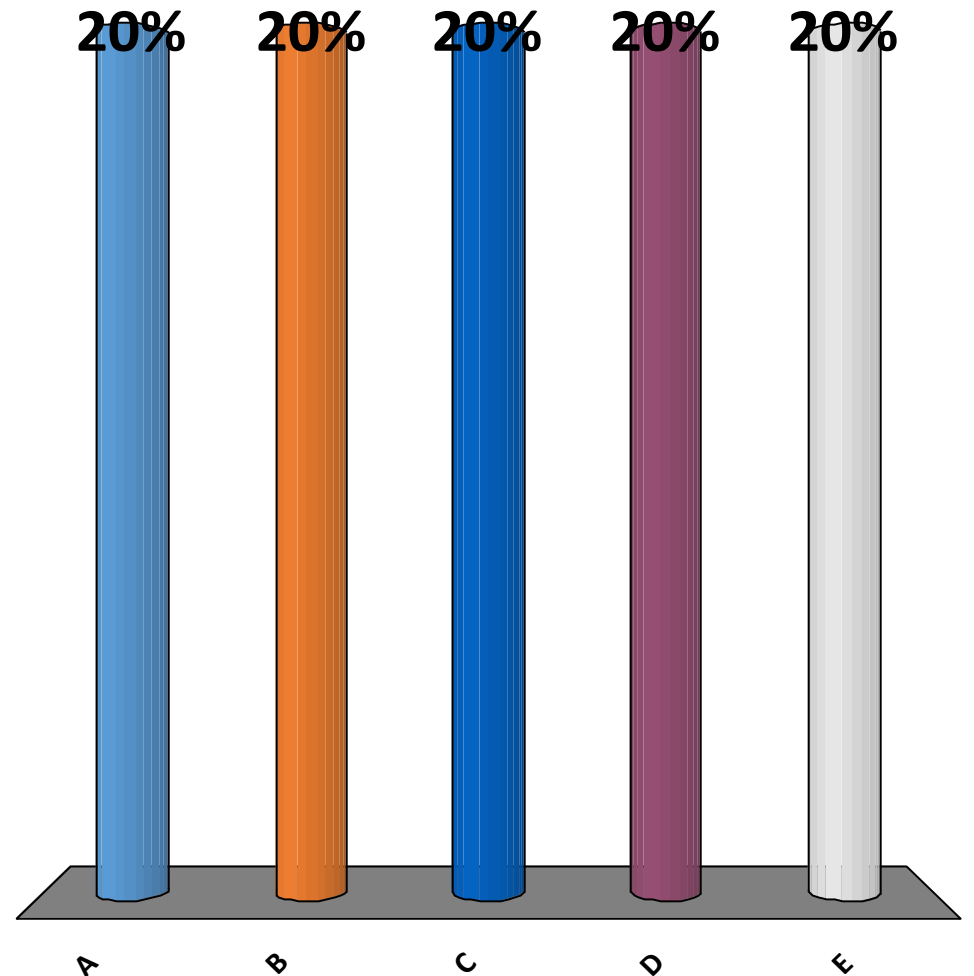
What proportion of edible feed grows in the last 30% (third) of the right grazing rotation or rest period?

- A. Less than 10%
- B. Approximately 20%
- C. Approximately 30%
- D. Approximately 50%
- E. Unsure



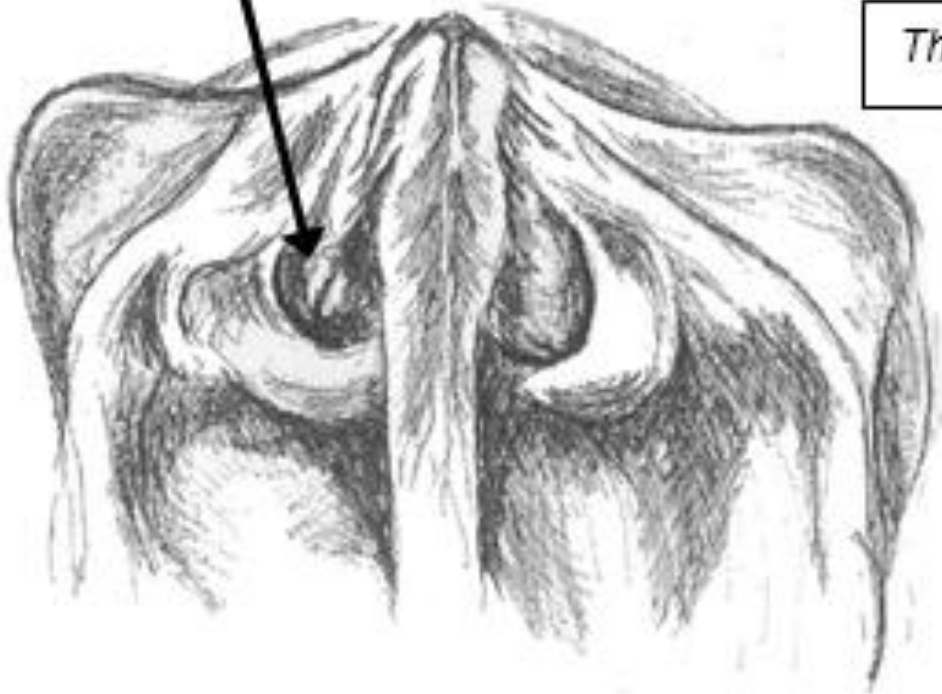
A perennial grass tiller lives on average for?

- A. Forever
- B. About 5 years
- C. About 1 year
- D. Less than 6 months
- E. Unsure



Cow condition score?

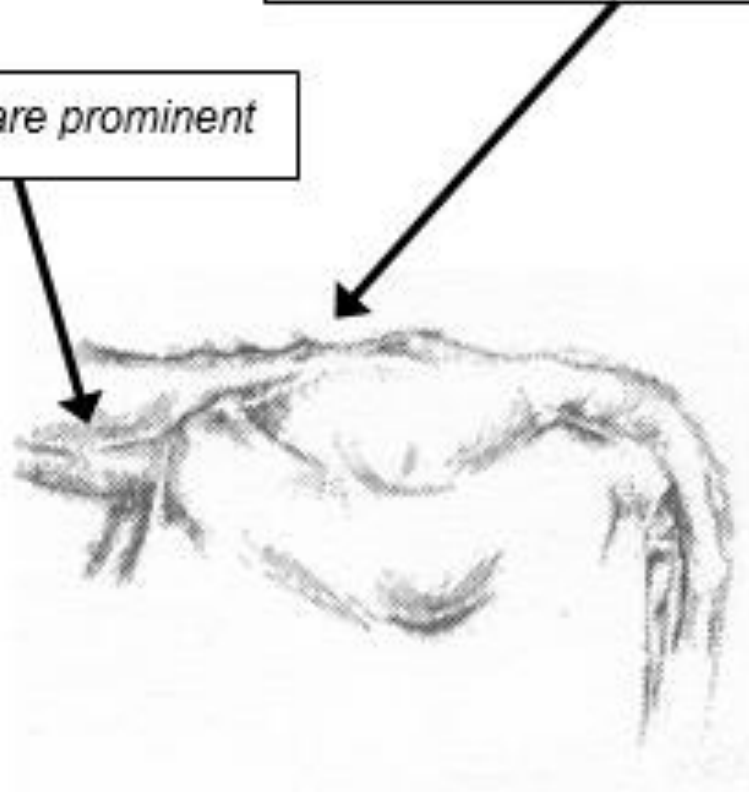
The area between the tail and pins is sunken



The short ribs are prominent

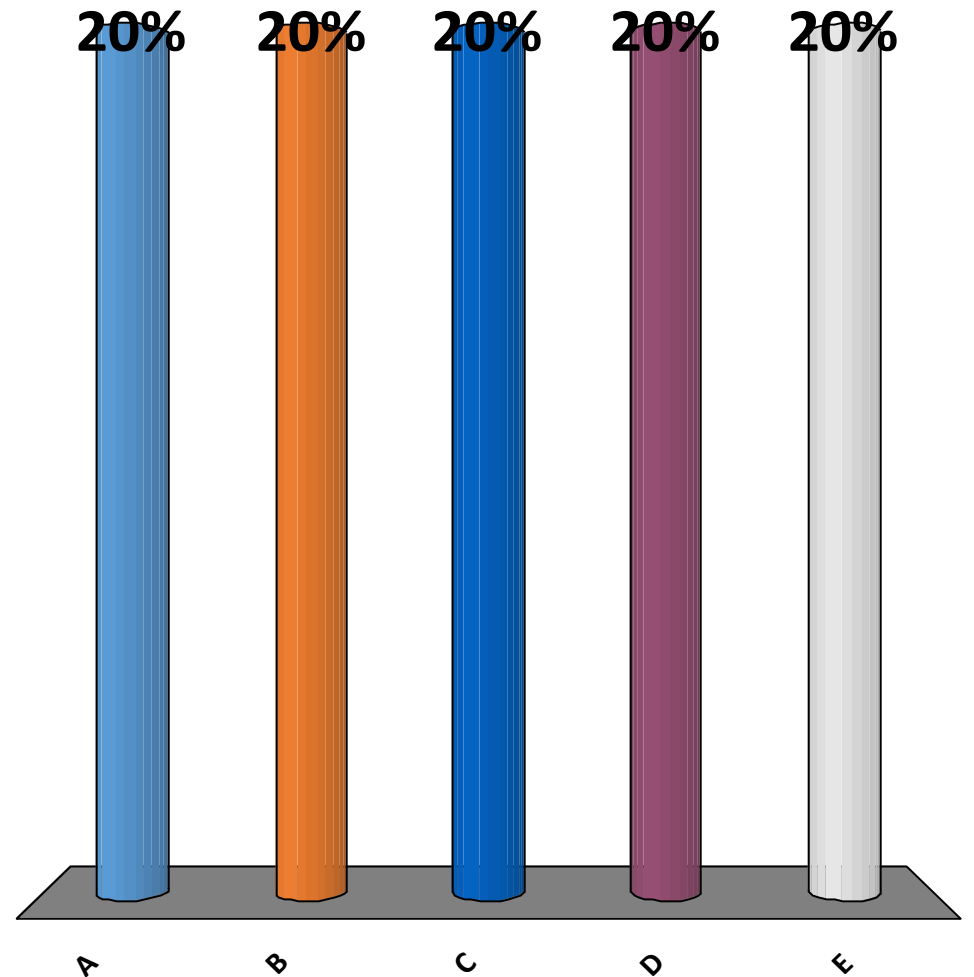


The backbone is a bumpy ridge



What condition score would you give the cow in the previous slide?

- A. Score 1.5
- B. Score 2
- C. Score 2.5
- D. Score 3
- E. Unsure



In dry conditions the typical wastage levels associated with feeding on the ground in the paddock is about?

- A. Less than 5%
- B. About 5 – 10%
- C. Greater than 10%
- D. Depends mainly on the type of feed
- E. Unsure

