

# Testimonials Spreadsheets

## 1. Ian McDonald, Patetonga, Waikato, NZ.

Vaughan Jones became our farm advisor in 1991. I was interested in Vaughan's 'complete picture approach', using lime and fertiliser recommendations (based on his pasture leaf mineral analyses Spreadsheet) to give better soils, animal health, per-cow performance and farm profitability. Milk fever dropped from thirty to one each year-the same cow. From the ryegrass analyses, Vaughan made recommendations based on lime, Sechura or Gafsa reactive phosphates and trace elements-all slow-release products. Our animal health improved with the aid of Solmin. Profitability improved greatly: we had lower vet bills, better cow fertility and per cow performance. Soil condition improved with greater numbers of earthworms.

## 2. Tania and Brendan Fernyhough, Walton, Waikato.

Brendan and Tania are the first to admit they did not put enough emphasis into treating their farm as a business before using Vaughan's spreadsheets. "I think there are probably many family farms run more as a hobby rather than a business," Tania said.

We were about to go bankrupt, because the bank would not lend us money to pay debts, and Vaughan Jones taught us how to reducing our herd numbers for maximum profit, and to feed Solmin soluble mineral mix.

Growing more of our own feed in forage crops, improved our bottom line considerably. I sure wish Vaughan had been consulting for us 10 years ago. I started e-mailing him with some questions and it went from there. I suspect our cash flow would be a whole lot healthier than it is right now, and I know our animals would be. We are not buying in tonnes and tonnes of palm kernel extract like we used to and our feed bill is less than half of what it was. I still shudder to think of where we would be right now if not for Vaughan's massive input into us and our farm. Vaughan saved our business for our children, buy changing a \$244,000 a year loss to a profit and then \$300,000/year profit in three years.

Sifting through the mountain of information available about farming is no easy feat, especially when you have a farm to run and three young children to raise.

We were milking 400 cows on 120 ha. In our third season of ownership we, on 50/50 sharemilking on the family farm were just about to give up farming.

## 3. Brad Cowan, Astoria, Oregon, USA.

I got Vaughan to come up here to help my friends, the Smith brothers, in Canada from bankruptcy. He got them to sell 300 of their 600 cows, and pay off debt, because they grew only enough pasture to feed 300, and Vaughan showed them with his spreadsheets how they were losing money on bought feed. The same is happening all over New Zealand so they buy PKE, which makes no net profit for them." Brad Cowan.

Vaughan Jones replies: Helping northern hemisphere dairy farmers by changing them from confinement to grazing, reduces their total milk production which is good for them and for New Zealand, and increases their profits because they don't have to buy feed. Thousands have made the change.

## 4. Wayne Rumsey, NZ.

Thank you very much for your spreadsheet entitled Analysing Leaves Versus Soils. I would like to add that the information on your web site is amazing, with answers to questions I have been looking for. It's just what I need.

## 5. Dr Koos Baars ex Ruakura.

Vaughan has a spreadsheet that shows how to select cows for profit. It is called Dairy Profits per Cow by Weight. His pasture leaf analyses spreadsheet shows the causes, effects and symptoms of low and high element levels in pasture leaves. In 1984 he suggested to Dr Brian Wickham and his NZ Livestock Herd Improvement team that if the selection of high producing cows (BI) was not done on a weight basis and using more items of merit than mostly production, as done at the time, cows would get bigger and end up like North American ones - inefficient and too big for their feet. Vaughan has written a spreadsheet programme which shows that New Zealand Jerseys are more efficient in producing milk

solids than the USA milk-record holding cows. LIC's Breeding and Production Worth eventuated, but started a bit wrong until Vaughan helped correct it. He has a spreadsheet that shows how to select cows for profit. It is called Dairy Profits per Cow by Weight.