



The LessN is Simple

Costings Using a Contractor for Application

Costs \$ per ha	Spread	Sprayed	
	Urea 80	Urea 80	LessN 40
Urea including freight and application	\$98.00	\$118.00	\$74.00
LessN including freight			\$17.25
Lime required to counteract urea	\$2.26	\$2.26	\$1.13
Total Cost of Application per ha	\$100.26	\$120.26	\$92.38
N Response (kgDM per kg N) ex trial results		16.57	29.77
Average N response taken from published data	11.00		
Incremental dry matter grown (kg per ha) ex trial results		609.78	547.77
Estimated incremental dry matter grown (kg per ha) from published data	404.80		
Cost of incremental dry matter grown (cents/kg DM)	\$0.25	\$0.20	\$0.17

This represents a 29% saving in the cost of DM production

Costings Based on Self Application

Costs \$ per ha	Spread	Sprayed	
	Urea 80	Urea 80	LessN 40
Urea including freight	\$88.00	\$88.00	\$44.00
LessN including freight			\$17.25
Estimated farm labour and fuel costs	\$2.54	\$4.23	\$4.23
Lime required to counteract urea	\$2.26	\$2.26	\$1.13
Total Cost of Application per ha	\$92.80	\$94.49	\$66.61
N Response (kgDM per kg N) ex trial results		16.57	29.77
Average N response taken from published data	11.00		
Incremental dry matter grown (kg per ha) ex trial results		609.78	547.77
Estimated incremental dry matter grown (kg per ha) from published data	404.80		
Cost of incremental dry matter grown (cents/kg DM)	\$0.23	\$0.15	\$0.12

This represents a 45% saving in the cost of DM production

If a Farmer switches from a contractor spreading on urea to spraying the LessN system on himself, the cost saving in DM production is a massive 50%

Dairy Farm Example Based on 120 ha's and Self Application

	Spread	Sprayed
	Urea 80	LessN 40
Cost of Urea assuming 5 applications per ha/pa	\$52,800.00	\$26,400.00
Cost of LessN™ assuming 5 applications per ha/pa	\$0.00	\$10,350.00
Estimated farm labour and fuel costs	\$1,522.50	\$2,537.50
R & M on application gear estimated at 10% of capital cost	\$500.00	\$750.00
Total cost	\$54,822.50	\$40,037.50
Cost per ha	\$91.37	\$66.73
Saving per ha		\$24.64
Saving per year		\$14,785.00
Saving per year %		26.97%

At a saving of \$14,785 the pay back on a spray unit is in 6 months

All figures assume:

Urea cost including freight of \$1100.00 per tonne
LessN RRP of \$5.75 per lt
Contractor cost to spread at \$10.00 per ha
Contractor cost to spray at \$30.00 per ha
Urea 80 equates to 80kg/ha urea, LessN 40 equates to 40kg/ha urea & 3lt LessN/ha
Fuel consumption based on a 80kw(107HP) tractor working @ 75% power @ 0.35 lt/per hr per kw, diesel @ \$1.75lt
Farm labour at \$14.00 per hr
Spreading at 20 ha per hr
Spraying at 12ha per hr

All trial data is based on an average of 24 days. Full trial data is available at www.donaghys.co.nz