



The LessN is Simple

Costings Using a Contractor for Application

Costs \$ per ha	Spread Urea 80	Sprayed LessN 40
Urea including freight and application	\$62.00	\$48.00
LessN including freight		\$17.25
Lime required to counteract urea	\$2.26	\$1.13
Total Cost of Application per ha	\$64.26	\$66.38
N Response (kgDM per kg N) ex trial results		25.40
Average N response taken from published data	11.00	
Incremental dry matter grown (kg per ha) ex trial results		467.36
Estimated incremental dry matter grown (kg per ha) from published data	404.80	
Cost of incremental dry matter grown (cents/kg DM)	\$0.16	\$0.14
This reduces the cost of the incremental dry matter grown by	10.53%	
Kg's of milk solids @ 15kgDM/kg/MS	26.99	31.16
Revenue based on milk payout	\$163.27	\$188.50
This increases the milk payout by	15.45%	
Incremental payout	\$25.23	
Less cost of application variance	\$2.12	
Net upside of the incremental MS payout/ha/application	\$23.11	
Based on the average dairy unit of 120ha's and 5 applications pa	\$13,867.52	

Costings Based on Self Application

Costs \$ per ha	Spread Urea 80	Sprayed LessN 40
Urea including freight	\$52.00	\$26.00
LessN including freight		\$17.25
Estimated farm labour and fuel costs	\$1.86	\$3.09
Lime required to counteract urea	\$2.26	\$1.13
Total Cost of Application per ha	\$56.12	\$47.47
N Response (kgDM per kg N) ex trial results		25.40
Average N response taken from published data	11.00	
Incremental dry matter grown (kg per ha) ex trial results		467.36
Estimated incremental dry matter grown (kg per ha) from published data	404.80	
Cost of incremental dry matter grown (cents/kg DM)	\$0.14	\$0.10
This reduces the cost of the incremental dry matter grown by	26.73%	
Kg's of milk solids @ 15kgDM/kg/MS	26.99	31.16
Revenue based on milk payout	\$163.27	\$188.50
This increases the milk payout by	15.45%	
Incremental payout	\$25.23	
Plus the saving in the cost of application	\$8.64	
Net upside of the incremental MS payout/ha/application	\$33.88	
Based on the average dairy unit of 120ha's and 5 applications pa	\$20,325.52	

As at December 2009 - All figures assume:

Urea cost including freight of \$650.00 per tonne
LessN RRP of \$5.75 per lt
Contractor cost to spread at \$10.00 per ha
Contractor cost to spray at \$22.00 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 @ \$1.10lt
Farm labour at \$14.00 per hr
Spreading at 20 ha per hr
Spraying at 12ha per hr
Milk payout at \$6.05 per kg Milk Solids