

All Suckler herds

Ranked by net margin: per cow or per lwt kg output	(£ per cow to bull)			(£ per lwt kg output)		
	Top 25%	Middle 50%	Bottom 25%	Top 25%	Middle 50%	Bottom 25%
Financial Performance						
Number of herds in sample	17	31	16	17	31	16
Average herd size (cows to bull)	99	130	51	103	126	55
Calf sales before weaning	1.14	4.14	0.00	0.00	0.01	0.06
Calf sales at weaning	2.86	99.24	67.41	0.01	0.44	0.13
Market value of calves retained (£)	619.11	420.52	481.32	2.16	1.61	2.05
Other income	5.37	12.46	0.00	0.01	0.05	0.00
Gross Output	628.48	536.36	548.73	2.18	2.10	2.24
Cost of calves to put on to the suckler cows	4.48	4.75	0.00	0.01	0.02	0.00
Replacement costs	41.95	58.84	70.43	0.15	0.21	0.41
Output less replacement costs	582.04	472.78	478.30	2.02	1.87	1.83
Variable Costs						
Purchased feed including minerals	16.56	24.29	49.80	0.06	0.10	0.17
Home-grown feed	4.83	1.80	13.65	0.02	0.01	0.06
Purchased forage	13.34	18.11	6.78	0.07	0.06	0.04
Home-grown forage (excludes contract)	20.79	64.29	107.09	0.07	0.24	0.52
Total feed and forage	55.51	108.50	177.32	0.22	0.41	0.80
Vet and medicine	24.22	32.25	43.41	0.08	0.13	0.17
Bedding	16.20	22.43	28.17	0.06	0.09	0.09
Other livestock expenses	15.24	18.85	30.18	0.06	0.07	0.13
Total variable costs	111.18	182.03	279.08	0.41	0.70	1.19
Gross Margin	470.86	290.75	199.22	1.61	1.17	0.64
Fixed Costs						
Labour - paid	55.69	94.81	121.10	0.20	0.38	0.47
Machinery repairs and spares	20.30	25.92	34.65	0.07	0.10	0.17
Equipment hire	0.23	0.10	3.30	0.00	0.00	0.01
Contracting	32.49	37.90	70.63	0.15	0.14	0.25
Electricity	1.11	2.09	3.28	0.00	0.01	0.01
Fuel	18.87	19.80	35.80	0.06	0.08	0.15
Property maintenance and water	15.64	25.08	40.81	0.05	0.10	0.15
Land Rent (Actual)	84.28	52.26	58.56	0.28	0.20	0.27
Other	23.73	30.39	58.37	0.08	0.12	0.22
Finance	2.30	16.10	6.75	0.01	0.07	0.03
Cash Only fixed costs	254.63	304.46	433.26	0.92	1.20	1.73
Cash Only Cost of Production	412.25	550.08	782.77	1.49	2.13	3.33
Cash Only Net Margin	216.23	-13.71	-234.04	0.69	-0.03	-1.09
Labour - unpaid (Imputed)	57.36	53.29	170.16	0.17	0.22	0.68
Land Rent (Imputed)	41.16	72.81	103.08	0.16	0.31	0.30
Depreciation	33.81	39.91	94.42	0.11	0.17	0.37
Non-Cash costs	132.32	166.02	367.65	0.44	0.70	1.35
Full Economic fixed costs	386.95	470.48	800.91	1.36	1.89	3.08
Full Economic Cost of Production	544.57	716.10	1150.42	1.93	2.83	4.68
Full Economic Net Margin	83.91	-179.73	-601.69	0.25	-0.73	-2.44
Physical Performance						
Cow to bull ratio	34	30	28	35	29	28
Percentage of cows/heifers scanned in-calf (%)	0	0	0	0	0	0
Calves born alive per 100 cows/heifers to bull	92	85	91	92	85	88
Calves born dead per 100 cows/heifers to bull	3	3	4	3	3	4
Calves died from birth to weaning per 100 cows/heifers to bull	2	2	5	2	3	3
Calves weaned per 100 cows/heifers to bull	91	84	86	91	84	82
Calves reared per 100 cows and heifers to bull	92	85	86	92	84	86
Calf losses from birth to weaning (% of born alive)	3	3	5	2	4	3
Calving period (first to last calf - weeks)	13	14	14	13	14	15
Cows and heifers calving in first 3 weeks (%)	41	40	38	42	40	36
Empty cows/heifers (%)	5	8	5	5	7	7
Cow mortality (%)	1	2	2	1	2	2
Herd replacement rate (%)	13	15	15	13	15	17
Average age at weaning (days)	244	224	232	240	225	232
Average weight at weaning (kg per head)	311	300	306	312	305	274
Daily liveweight gain for weaned calves (kg per day)	1.1	1.2	1.1	1.1	1.2	1.0
Weaned calf weight produced per forage hectare (kg per ha)	244	206	163	244	206	155
Return or value per calf (£ per head)	682	622	639	678	626	617
Calf price (£ per kg lwt)	2.20	2.07	2.09	2.17	2.05	2.25
Weaned calves sold at weaning (%)	1	19	12	1	21	11
Weaned calves retained at weaning (%)	99	81	88	99	79	89
Total FW cow concentrate use (kg per cow)	115	56	325	107	54	318
Total DM cow concentrate use (kg per cow)	90	47	209	84	46	208
Average concentrate cost (£ per tonne)	136	187	138	143	189	136
Total FW forage (kg per cow)	2326	3960	3907	2291	4207	3216
Total DM forage (kg per cow)	994	1456	1373	1074	1488	1168
Creep feed fed (kg per calf weaned)	0	45	53	1	55	18
Number of weeks housed	17	18	20	15	19	18
Stocking rate (LU per ha)	1.5	1.3	1.0	1.5	1.3	1.1
Total forage area allocated to enterprise (ha)	83	128	61	89	128	59
Inorganic nitrogen use (kg per ha)	7	9	4	7	9	4
Labour use - paid hours per cow	5.2	8.6	9.0	5.5	9.0	7.4
Labour use - unpaid hours per cow	4.6	4.8	13.0	4.0	5.2	12.1