

**Spring calving 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%
<b>Financial Performance</b>						
Number of herds in sample	11	21	11	11	21	11
Average herd size (cows to bull)	104	131	48	104	132	46
Calf sales before weaning	1.05	2.04	0.00	0.00	0.01	0.00
Calf sales at weaning	3.95	160.59	38.10	0.01	0.63	0.16
Market value of calves retained (£)	592.29	360.24	523.13	2.18	1.44	1.98
Other income	3.90	15.42	0.00	0.01	0.06	0.00
<b>Gross Output</b>	<b>601.18</b>	<b>538.29</b>	<b>561.24</b>	<b>2.21</b>	<b>2.13</b>	<b>2.14</b>
Cost of calves to put on to the suckler cows	<b>2.20</b>	<b>5.74</b>	<b>0.00</b>	<b>0.01</b>	<b>0.02</b>	<b>0.00</b>
Replacement costs	42.39	49.39	59.67	0.16	0.18	0.32
<b>Output less replacement costs</b>	<b>556.59</b>	<b>483.16</b>	<b>501.57</b>	<b>2.04</b>	<b>1.93</b>	<b>1.81</b>
<b>Variable Costs</b>						
Purchased feed including minerals	19.01	21.68	56.00	0.07	0.08	0.23
Home-grown feed	6.65	1.09	10.26	0.02	0.00	0.05
Purchased forage	16.90	19.07	10.35	0.06	0.08	0.04
Home-grown forage (excludes contract)	19.87	66.08	119.04	0.07	0.26	0.49
<b>Total feed and forage</b>	<b>62.43</b>	<b>107.93</b>	<b>195.65</b>	<b>0.23</b>	<b>0.42</b>	<b>0.81</b>
Vet and medicine	23.86	35.48	42.56	0.09	0.14	0.16
Bedding	16.39	23.76	17.71	0.06	0.09	0.07
Other livestock expenses	12.48	18.66	34.37	0.05	0.07	0.13
<b>Total variable costs</b>	<b>115.16</b>	<b>185.83</b>	<b>290.28</b>	<b>0.42</b>	<b>0.73</b>	<b>1.17</b>
<b>Gross Margin</b>	<b>441.43</b>	<b>297.33</b>	<b>211.29</b>	<b>1.62</b>	<b>1.20</b>	<b>0.65</b>
<b>Fixed Costs</b>						
Labour - paid	45.72	85.83	149.41	0.17	0.37	0.43
Machinery repairs and spares	19.75	27.28	39.27	0.07	0.11	0.15
Equipment hire	0.19	0.11	4.29	0.00	0.00	0.02
Contracting	23.93	38.82	70.29	0.09	0.15	0.27
Electricity	0.96	2.61	3.86	0.00	0.01	0.01
Fuel	17.60	20.09	35.55	0.06	0.08	0.16
Property maintenance and water	14.43	32.28	40.10	0.05	0.12	0.19
Land Rent (Actual)	68.73	58.37	82.77	0.25	0.23	0.35
Other	24.44	32.41	59.75	0.09	0.13	0.24
Finance	3.08	19.48	8.25	0.01	0.08	0.04
<b>Cash Only fixed costs</b>	<b>218.83</b>	<b>317.26</b>	<b>493.53</b>	<b>0.80</b>	<b>1.27</b>	<b>1.86</b>
<b>Cash Only Cost of Production</b>	<b>378.58</b>	<b>558.23</b>	<b>843.48</b>	<b>1.39</b>	<b>2.20</b>	<b>3.35</b>
<b>Cash Only Net Margin</b>	<b>222.60</b>	<b>-19.94</b>	<b>-282.24</b>	<b>0.82</b>	<b>-0.07</b>	<b>-1.22</b>
Labour - unpaid (Imputed)	61.85	45.51	172.38	0.23	0.17	0.74
Land Rent (Imputed)	47.75	83.53	85.52	0.18	0.34	0.28
Depreciation	33.59	36.38	104.33	0.12	0.15	0.37
<b>Non-Cash costs</b>	<b>143.20</b>	<b>165.42</b>	<b>362.23</b>	<b>0.53</b>	<b>0.66</b>	<b>1.39</b>
<b>Full Economic fixed costs</b>	<b>362.04</b>	<b>482.68</b>	<b>855.76</b>	<b>1.33</b>	<b>1.93</b>	<b>3.25</b>
<b>Full Economic Cost of Production</b>	<b>521.78</b>	<b>723.65</b>	<b>1205.71</b>	<b>1.92</b>	<b>2.86</b>	<b>4.74</b>
<b>Full Economic Net Margin</b>	<b>79.40</b>	<b>-185.36</b>	<b>-644.47</b>	<b>0.29</b>	<b>-0.73</b>	<b>-2.61</b>
<b>Physical Performance</b>						
Cow to bull ratio	34	28	27	34	28	27
Percentage of cows/heifers scanned in-calf (%)	0	0	0	0	0	0
Calves born alive per 100 cows/heifers to bull	91	84	92	91	85	91
Calves born dead per 100 cows/heifers to bull	3	3	4	3	3	3
Calves died from birth to weaning per 100 cows/heifers to bull	2	4	3	2	3	3
Calves weaned per 100 cows/heifers to bull	90	82	89	90	83	87
Calves reared per 100 cows and heifers to bull	90	83	89	90	83	87
Calf losses from birth to weaning (% of born alive)	3	4	3	3	4	3
Calving period (first to last calf - weeks)	13	15	14	13	15	14
Cows and heifers calving in first 3 weeks (%)	43	37	38	43	37	40
Empty cows/heifers (%)	6	8	4	6	8	5
Cow mortality (%)	1	1	1	1	1	2
Herd replacement rate (%)	14	16	12	14	16	17
Average age at weaning (days)	229	221	226	229	224	207
Average weight at weaning (kg per head)	303	307	290	303	307	286
Daily liveweight gain for weaned calves (kg per day)	1.1	1.2	1.1	1.1	1.2	1.2
Weaned calf weight produced per forage hectare (kg per ha)	224	192	174	224	190	184
Return or value per calf (£ per head)	666	633	630	666	636	611
Calf price (£ per kg lwt)	2.19	2.06	2.17	2.19	2.07	2.14
Weaned calves sold at weaning (%)	1	30	7	1	30	8
Weaned calves retained at weaning (%)	99	70	93	99	70	92
Total FW cow concentrate use (kg per cow)	129	61	348	129	56	385
Total DM cow concentrate use (kg per cow)	112	52	243	112	48	272
Average concentrate cost (£ per tonne)	141	190	152	141	191	153
Total FW forage (kg per cow)	2471	4190	2083	2471	3989	3095
Total DM forage (kg per cow)	1181	1502	856	1181	1451	1105
Creep feed fed (kg per calf weaned)	1	18	15	1	18	16
Number of weeks housed	18	18	19	18	18	18
Stocking rate (LU per ha)	1.4	1.2	1.1	1.4	1.2	1.1
Total forage area allocated to enterprise (ha)	98	138	55	98	139	52
Inorganic nitrogen use (kg per ha)	9	6	0	9	5	6
Labour use - paid hours per cow	4.8	7.6	9.5	4.8	8.2	6.4
Labour use - unpaid hours per cow	4.8	4.3	14.2	4.8	4.1	15.3