

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	21	43	21	21	43	21
Average herd size (cows to bull)	102	97	60	102	102	50
Calf sales before weaning	1.36	1.63	0.43	0.01	0.01	0.00
Calf sales at weaning	51.45	37.44	3.27	0.20	0.14	0.02
Market value of calves retained (£)	570.12	512.42	536.39	2.17	2.01	2.13
Other income	17.93	12.73	0.56	0.07	0.05	0.00
Gross Output	640.87	564.22	540.65	2.44	2.20	2.15
Cost of calves to put on to the suckler cows	0.28	1.27	1.36	0.00	0.00	0.01
Replacement costs	65.96	54.69	156.67	0.25	0.25	0.56
Output less replacement costs	574.63	508.26	382.62	2.19	1.95	1.59
Variable Costs						
Purchased feed including minerals	27.09	30.30	63.01	0.10	0.12	0.26
Home-grown feed	3.72	5.30	7.57	0.01	0.02	0.03
Purchased forage	1.11	9.77	12.97	0.00	0.04	0.07
Home-grown forage (excludes contract)	45.46	52.04	77.88	0.17	0.22	0.26
Total feed and forage	77.38	97.41	161.43	0.30	0.40	0.63
Vet and medicine	27.34	27.77	32.33	0.10	0.11	0.12
Bedding	15.37	20.67	37.44	0.06	0.08	0.18
Other livestock expenses	13.68	19.63	26.56	0.05	0.07	0.13
Total variable costs	133.78	165.48	257.76	0.51	0.66	1.06
Gross Margin	440.84	342.78	124.86	1.68	1.28	0.53
Fixed Costs						
Labour - paid	59.82	85.55	123.41	0.23	0.38	0.32
Equipment repairs	19.91	27.68	38.08	0.08	0.10	0.20
Equipment hire	2.69	0.74	1.06	0.01	0.00	0.01
Contracting	28.73	39.48	47.86	0.11	0.15	0.21
Electricity	3.30	4.28	7.71	0.01	0.02	0.03
Fuel	19.89	20.87	30.64	0.08	0.08	0.16
Property maintenance and water	18.37	31.42	54.40	0.07	0.12	0.25
Land Rent (Actual)	46.29	65.01	37.92	0.18	0.24	0.17
Other	22.38	37.48	61.13	0.09	0.15	0.26
Finance	15.73	16.07	15.06	0.06	0.06	0.08
Cash Only fixed costs	237.12	328.59	417.28	0.90	1.30	1.69
Cash Only Cost of Production	437.14	550.03	833.07	1.67	2.22	3.32
Cash Only Net Margin	203.73	14.19	-292.42	0.78	-0.02	-1.16
Labour - unpaid (Imputed)	75.79	84.13	211.02	0.29	0.31	1.06
Land Rent (Imputed)	49.03	70.10	104.34	0.19	0.26	0.54
Depreciation	43.45	56.40	90.24	0.17	0.22	0.41
Non-Cash costs	168.27	210.63	405.60	0.64	0.79	2.01
Full Economic fixed costs	405.39	539.22	822.88	1.55	2.09	3.70
Full Economic Cost of Production	605.41	760.67	1238.67	2.31	3.01	5.32
Full Economic Net Margin	35.46	-196.44	-698.02	0.14	-0.80	-3.17
Physical Performance						
Cow to bull ratio	32	31	25	32	31	24
Percentage of cows/heifers scanned in-calf (%)	92	94	90	92	94	93
Calves born alive per 100 cows/heifers to bull	89	89	85	89	89	86
Calves born dead per 100 cows/heifers to bull	3	4	3	3	3	4
Calves died from birth to weaning per 100 cows/heifers to bull	3	2	3	3	2	3
Calves weaned per 100 cows/heifers to bull	85	87	83	85	87	82
Calves reared per 100 cows and heifers to bull	86	88	83	86	88	83
Calf losses from birth to weaning (% of born alive)	3	2	3	3	2	4
Calving period (first to last calf - weeks)	14	15	15	14	15	15
Cows and heifers calving in first 3 weeks (%)	47	46	42	47	46	38
Empty cows/heifers (%)	7	6	13	7	7	12
Cow mortality (%)	2	2	3	2	2	3
Herd replacement rate (%)	18	16	19	18	17	17
Average age at weaning (days)	228	214	230	228	216	222
Average weight at weaning (kg per head)	308	292	306	308	297	286
Daily liveweight gain for weaned calves (kg per day)	1.2	1.2	1.2	1.2	1.2	1.1
Weaned calf weight produced per forage hectare (kg per ha)	233	210	166	233	213	150
Return or value per calf (£ per head)	730	631	652	730	640	615
Calf price (£ per kg lwt)	2.37	2.16	2.13	2.37	2.15	2.15
Weaned calves sold at weaning (%)	8	7	1	8	6	1
Weaned calves retained at weaning (%)	92	93	99	92	94	99
Total FW cow concentrate use (kg per cow)	96	133	316	96	134	348
Total DM cow concentrate use (kg per cow)	83	61	212	83	64	228
Average concentrate cost (£ per tonne)	170	116	125	170	118	122
Total FW forage (kg per cow)	3727	4204	5581	3727	4195	5885
Total DM forage (kg per cow)	1252	1399	1843	1252	1392	1958
Creep feed fed (kg per calf weaned)	57	52	128	57	62	101
Number of weeks housed	19	18	17	19	18	19
Stocking rate (LU per ha)	1.4	1.2	1.1	1.4	1.2	1.0
Total forage area allocated to enterprise (ha)	90	99	69	90	103	61
Inorganic nitrogen use (kg per ha)	94	53	98	94	57	92
Labour use - paid hours per cow	4.9	7.7	9.7	4.9	8.6	6.4
Labour use - unpaid hours per cow	6.4	6.8	15.2	6.4	6.5	18.1