

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%
Financial Performance						
Number of herds in sample	16	31	16	16	31	16
Average herd size (cows to bull)	100	91	50	99	99	35
Calf sales before weaning	0.13	0.90	0.54	0.00	0.00	0.00
Calf sales at weaning	68.94	54.82	5.10	0.25	0.20	0.03
Market value of calves retained (£)	547.53	492.09	567.76	2.03	1.99	2.05
Other income	34.28	7.94	0.00	0.09	0.05	0.00
Gross Output	650.88	555.74	573.40	2.37	2.24	2.09
Cost of calves to put on to the suckler cows	0.00	1.62	1.00	0.00	0.01	0.01
Replacement costs	53.58	55.43	165.60	0.20	0.29	0.45
Output less replacement costs	597.30	498.69	406.80	2.17	1.95	1.63
Variable Costs						
Purchased feed including minerals	31.39	25.60	49.36	0.10	0.12	0.18
Home-grown feed	11.79	1.32	5.19	0.02	0.02	0.01
Purchased forage	8.65	9.56	13.34	0.01	0.05	0.08
Home-grown forage (excludes contract)	41.73	57.12	92.89	0.16	0.25	0.26
Total feed and forage	93.55	93.59	160.78	0.29	0.44	0.54
Vet and medicine	30.99	27.93	33.80	0.11	0.12	0.11
Bedding	14.07	19.80	19.65	0.05	0.08	0.08
Other livestock expenses	11.98	20.33	18.77	0.05	0.08	0.09
Total variable costs	150.59	161.66	233.01	0.50	0.71	0.82
Gross Margin	446.71	337.03	173.80	1.67	1.23	0.82
Fixed Costs						
Labour - paid	50.84	83.27	139.82	0.21	0.40	0.19
Equipment repairs	18.50	27.08	28.68	0.07	0.09	0.18
Equipment hire	1.44	0.91	0.78	0.01	0.00	0.00
Contracting	38.99	38.34	44.64	0.14	0.15	0.19
Electricity	3.14	4.47	7.38	0.01	0.02	0.03
Fuel	19.82	21.32	27.24	0.08	0.08	0.15
Property maintenance and water	17.17	37.65	45.45	0.07	0.14	0.22
Land Rent (Actual)	59.93	67.92	42.57	0.22	0.25	0.20
Other	24.75	38.46	60.63	0.10	0.15	0.26
Finance	16.48	16.40	14.06	0.06	0.06	0.06
Cash Only fixed costs	251.06	335.82	411.24	0.97	1.35	1.50
Cash Only Cost of Production	455.23	554.53	810.85	1.66	2.36	2.77
Cash Only Net Margin	195.65	1.21	-237.44	0.71	-0.12	-0.68
Labour - unpaid (Imputed)	88.36	80.48	167.68	0.30	0.30	1.02
Land Rent (Imputed)	48.14	72.57	84.96	0.20	0.25	0.50
Depreciation	46.76	55.74	98.62	0.17	0.22	0.48
Non-Cash costs	183.26	208.79	351.26	0.67	0.77	2.00
Full Economic fixed costs	434.32	544.62	762.50	1.63	2.12	3.50
Full Economic Cost of Production	638.49	763.33	1162.11	2.33	3.13	4.77
Full Economic Net Margin	12.39	-207.58	-588.71	0.04	-0.89	-2.68
Physical Performance						
Cow to bull ratio	32	29	24	33	29	23
Percentage of cows/heifers scanned in-calf (%)	93	95	90	94	94	95
Calves born alive per 100 cows/heifers to bull	90	90	89	91	89	92
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	2	2	3	2	2	5
Calves weaned per 100 cows/heifers to bull	88	88	86	88	87	87
Calves reared per 100 cows and heifers to bull	88	89	86	89	88	88
Calf losses from birth to weaning (% of born alive)	3	2	4	3	2	5
Calving period (first to last calf - weeks)	11	16	15	12	16	15
Cows and heifers calving in first 3 weeks (%)	52	43	50	52	45	47
Empty cows/heifers (%)	6	6	9	6	7	5
Cow mortality (%)	1	2	3	1	2	3
Herd replacement rate (%)	18	17	19	16	19	14
Average age at weaning (days)	222	201	231	223	205	219
Average weight at weaning (kg per head)	306	285	314	310	291	280
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	205	188	222	215	157
Return or value per calf (£ per head)	701	624	668	707	639	585
Calf price (£ per kg lwt)	2.29	2.19	2.12	2.28	2.19	2.09
Weaned calves sold at weaning (%)	10	9	1	10	8	1
Weaned calves retained at weaning (%)	90	91	99	90	92	99
Total FW cow concentrate use (kg per cow)	253	59	136	85	151	142
Total DM cow concentrate use (kg per cow)	97	41	101	73	59	99
Average concentrate cost (£ per tonne)	105	167	155	188	106	152
Total FW forage (kg per cow)	4262	4036	4321	4311	3961	4721
Total DM forage (kg per cow)	1449	1374	1494	1488	1330	1682
Creep feed fed (kg per calf weaned)	67	35	152	68	51	107
Number of weeks housed	19	18	14	18	18	16
Stocking rate (LU per ha)	1.4	1.1	1.2	1.3	1.2	1.1
Total forage area allocated to enterprise (ha)	91	100	54	96	103	42
Inorganic nitrogen use (kg per ha)	81	48	117	78	54	110
Labour use - paid hours per cow	3.8	7.4	11.5	4.6	8.5	4.8
Labour use - unpaid hours per cow	7.1	6.6	12.6	6.6	6.2	19.1