



# DAIRY FINANCIAL MANAGEMENT - GROUP COMPARISONS

Tammac Consultants cc

GROUP AVERAGE

Figures are the group rolling 12-month averages to July 2018.

	Rands/CIH				Litres/CIH		Cents/Litre (1)		Rand/Hectare (2)	
	Top 1/3	Group	Bottom 1/3	Your Figs	Group	Your Figs	Group	Your Figs	Group	Your Figs
<b>INCOME</b>	-	<b>3,023.17</b>	-		<b>653.17</b>		<b>497.85</b>		<b>5,657.65</b>	
1 Milk Sales (1)	-	2,808.53	-		607.24		462.51		5,255.97	
2 Cattle Sales	-	173.67	-		37.16		28.60		325.02	
3 Other Dairy Income	-	4.57	-		0.98		0.75		8.55	
4 Non Dairy Income	-	36.40	-		7.79		5.99		68.12	
<b>DAIRY EXPENSES</b>	-	<b>187.46</b>	-		<b>40.11</b>		<b>30.87</b>		<b>350.81</b>	
5 Vet & Medicine	-	81.83	-		17.51		13.48		153.13	
6 Semen & AI Costs	-	34.91	-		7.47		5.75		65.32	
7 Other Dairy Costs	-	70.72	-		15.13		11.65		132.36	
<b>PURCHASED FEEDS</b>	-	<b>948.33</b>	-		<b>202.93</b>		<b>156.17</b>		<b>1,774.72</b>	
8 Cow Feeds	-	785.00	-		167.98		129.27		1,469.07	
9 Heifer Feeds	-	49.41	-		10.57		8.14		92.46	
10 Calf Feeds (1)	-	89.43	-		19.14		14.73		167.36	
11 Other Purch Feeds	-	24.49	-		5.24		4.03		45.84	
<b>HOME-PROD FEEDS</b>	-	<b>392.83</b>	-		<b>84.06</b>		<b>64.69</b>		<b>735.15</b>	
12 Fertilizer	-	197.38	-		42.24		32.50		369.37	
13 Seed	-	74.17	-		15.87		12.21		138.81	
14 Weed-/Pesticides	-	38.69	-		8.28		6.37		72.41	
15 Other/Transport	-	82.58	-		17.67		13.60		154.55	
<b>GROSS MARGIN</b>	-	<b>1,494.56</b>	-		<b>326.07</b>		<b>246.12</b>		<b>2,796.96</b>	
<b>LABOUR</b>	-	<b>275.97</b>	-		<b>59.05</b>		<b>45.45</b>		<b>516.46</b>	
16 Wages	-	248.03	-		53.07		40.84		464.16	
17 Rations (1)	-	4.66	-		1.00		0.77		8.73	
18 Other Labour Costs	-	23.29	-		4.98		3.83		43.58	
<b>MECHANICAL COSTS</b>	-	<b>210.07</b>	-		<b>44.95</b>		<b>34.59</b>		<b>393.14</b>	
19 Fuel & Oils	-	102.56	-		21.95		16.89		191.94	
20 Tractor R&M	-	39.04	-		8.35		6.43		73.06	
21 Implement R&M	-	28.14	-		6.02		4.63		52.66	
22 Other Mech Costs	-	40.33	-		8.63		6.64		75.47	
<b>OTHER FIXED COSTS</b>	-	<b>301.61</b>	-		<b>64.54</b>		<b>49.67</b>		<b>564.44</b>	
23 Insurance	-	27.34	-		5.85		4.50		51.16	
24 Electricity	-	108.94	-		23.31		17.94		203.87	
25 R&M Fixed Improv.	-	52.29	-		11.19		8.61		97.86	
26 Other Costs	-	39.18	-		8.38		6.45		73.32	
27 Sundry Costs	-	73.86	-		15.80		12.16		138.22	
<b>NET FARM INCOME</b>	-	<b>706.91</b>	-		<b>157.52</b>		<b>116.41</b>		<b>1,322.93</b>	

(1) - Figures have been adjusted for saleable milk retained for calves, labour and household.

(2) - Fertilized hectares only.

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	Rands/CIH				Litres/CIH		Cents/Litre (1)		Rand/Hectare (2)	
	Top 1/3	Group	Bottom 1/3	Your Figs	Group	Your Figs	Group	Your Figs	Group	Your Figs
<b>FINANCIAL COSTS</b>	-	<b>109.46</b>	-		<b>23.42</b>		<b>18.03</b>		<b>204.85</b>	
28 Interest	-	52.37	-		11.21		8.62		98.01	
29 Debt Redemption	-	57.09	-		12.22		9.40		106.84	
<b>CAPITAL COSTS</b>	-	<b>108.77</b>	-		<b>23.28</b>		<b>17.91</b>		<b>203.56</b>	
30 Drawings (1)	-	66.74	-		14.28		10.99		124.90	
31 Fixed Improvements	-	1.15	-		0.25		0.19		2.15	
32 Plant & Equipment	-	40.88	-		8.75		6.73		76.51	
<b>BOTTOM LINE</b>	-	<b>488.67</b>	-		<b>110.83</b>		<b>80.47</b>		<b>914.52</b>	

	Top Third	Group Average	Bottom Third	Your Figures
Number of participants .....		12		
Standard deviation (SDev) of Gross Income .....		372.3		
Standard deviation (SDev) of Gross Margin .....		331.7		
Standard deviation (SDev) of Net Farm Income .....		371.0		
Average number of cows in herd .....		850		
Percentage cows in milk .....		87.7%		
Litres milk sold per cow in herd per day .....		19.7		
Litres milk sold per cow in milk per day .....		22.5		
Average milk price (cents per litre) .....		462.5		
Cow purchased feed as percent of milk income .....		28.0%		
Total feeds as percent of dairy income .....		44.9%		
Home-produced feeds as percent of total feed costs .....		29.3%		
Average number of hectares employed (excluding veld) .....		454		
Number of cows in herd per hectare employed .....		1.9		
Average number of litres sold daily per hectare employed .....		37.3		
Average number of labourers employed .....		37		
Cows in herd per labour unit .....		23		
Average wage per labour unit .....		R 5,642		
Gross Margin per R100 of associated costs .....		R 97.77		
Net Farm Income per R100 of associated costs .....		R 30.52		

68% of the data ranges from (Avg - SDev) to (Avg + SDev)

(1) - Figures have been adjusted for saleable milk retained for calves, labour and household. (2) - Fertilized hectares only. E&OE