



DAIRY FINANCIAL MANAGEMENT - GROUP COMPARISONS

Tammac Consultants cc

GROUP AVERAGE

Figures are the group rolling 12-month averages to September 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
INCOME	-	2,951.46	-		654.54		490.59		5,599.68	
1 Milk Sales (1)	-	2,711.08	-		601.62		450.63		5,143.62	
2 Cattle Sales	-	189.03	-		41.62		31.42		358.64	
3 Other Dairy Income	-	3.83	-		0.84		0.64		7.27	
4 Non Dairy Income	-	47.51	-		10.46		7.90		90.14	
DAIRY EXPENSES	-	185.57	-		40.86		30.85		352.08	
5 Vet & Medicine	-	79.89	-		17.59		13.28		151.56	
6 Semen & AI Costs	-	35.44	-		7.80		5.89		67.23	
7 Other Dairy Costs	-	70.25	-		15.47		11.68		133.28	
PURCHASED FEEDS	-	948.85	-		208.91		157.72		1,800.22	
8 Cow Feeds	-	789.99	-		173.93		131.31		1,498.81	
9 Heifer Feeds	-	51.26	-		11.29		8.52		97.25	
10 Calf Feeds (1)	-	82.62	-		18.19		13.73		156.76	
11 Other Purch Feeds	-	24.99	-		5.50		4.15		47.41	
HOME-PROD FEEDS	-	414.81	-		91.33		68.95		787.01	
12 Fertilizer	-	207.24	-		45.63		34.45		393.19	
13 Seed	-	65.28	-		14.37		10.85		123.86	
14 Weed-/Pesticides	-	38.10	-		8.39		6.33		72.29	
15 Other/Transport	-	104.19	-		22.94		17.32		197.67	
GROSS MARGIN	-	1,402.22	-		313.44		233.08		2,660.37	
LABOUR	-	278.58	-		61.34		46.31		528.54	
16 Wages	-	249.47	-		54.93		41.47		473.31	
17 Rations (1)	-	4.49	-		0.99		0.75		8.53	
18 Other Labour Costs	-	24.61	-		5.42		4.09		46.70	
MECHANICAL COSTS	-	211.09	-		46.48		35.09		400.50	
19 Fuel & Oils	-	102.42	-		22.55		17.02		194.31	
20 Tractor R&M	-	41.34	-		9.10		6.87		78.43	
21 Implement R&M	-	30.25	-		6.66		5.03		57.39	
22 Other Mech Costs	-	37.09	-		8.17		6.16		70.36	
OTHER FIXED COSTS	-	296.47	-		65.27		49.28		562.48	
23 Insurance	-	27.70	-		6.10		4.60		52.55	
24 Electricity	-	109.47	-		24.10		18.20		207.70	
25 R&M Fixed Improv.	-	50.62	-		11.15		8.41		96.04	
26 Other Costs	-	36.22	-		7.97		6.02		68.72	
27 Sundry Costs	-	72.46	-		15.95		12.04		137.48	
NET FARM INCOME	-	616.08	-		140.36		102.40		1,168.86	

(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
FINANCIAL COSTS	-	127.23	-		28.01		21.15		241.40	
28 Interest	-	52.66	-		11.59		8.75		99.91	
29 Debt Redemption	-	74.57	-		16.42		12.40		141.48	
CAPITAL COSTS	-	108.35	-		23.85		18.01		205.56	
30 Drawings (1)	-	68.71	-		15.13		11.42		130.36	
31 Fixed Improvements	-	0.85	-		0.19		0.14		1.61	
32 Plant & Equipment	-	38.79	-		8.54		6.45		73.59	
BOTTOM LINE	-	380.50	-		88.49		63.25		721.90	

	Top Third	Group Average	Bottom Third	Your Figures
Number of participants		12		
Standard deviation (SDev) of Gross Income		319.7		
Standard deviation (SDev) of Gross Margin		338.1		
Standard deviation (SDev) of Net Farm Income		357.3		
Average number of cows in herd		856		
Percentage cows in milk		87.5%		
Litres milk sold per cow in herd per day		19.6		
Litres milk sold per cow in milk per day		22.4		
Average milk price (cents per litre)		450.6		
Cow purchased feed as percent of milk income		29.1%		
Total feeds as percent of dairy income		47.0%		
Home-produced feeds as percent of total feed costs		30.4%		
Average number of hectares employed (excluding veld)		451		
Number of cows in herd per hectare employed		1.9		
Average number of litres sold daily per hectare employed		37.5		
Average number of labourers employed		37		
Cows in herd per labour unit		23		
Average wage per labour unit		R 5,701		
Gross Margin per R100 of associated costs		R 90.51		
Net Farm Income per R100 of associated costs		R 26.38		

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