



DAIRY FINANCIAL MANAGEMENT - GROUP COMPARISONS

Tammac Consultants cc

GROUP AVERAGE	Figures are the group rolling 12-month averages to November 2018.		
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30 Jan 2019

	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	-	2,880.70	-		655.61		479.41		5,491.90	
1 Milk Sales (1)	-	2,638.44	-		600.89		439.09		5,030.04	
2 Cattle Sales	-	179.13	-		40.46		29.81		341.50	
3 Other Dairy Income	-	3.84	-		0.87		0.64		7.32	
4 Non Dairy Income	-	59.29	-		13.39		9.87		113.03	
DAIRY EXPENSES	-	186.27	-		42.08		31.00		355.12	
5 Vet & Medicine	-	79.92	-		18.05		13.30		152.36	
6 Semen & AI Costs	-	35.32	-		7.98		5.88		67.33	
7 Other Dairy Costs	-	71.04	-		16.05		11.82		135.43	
PURCHASED FEEDS	-	964.96	-		217.98		160.59		1,839.65	
8 Cow Feeds	-	804.98	-		181.84		133.96		1,534.65	
9 Heifer Feeds	-	50.56	-		11.42		8.41		96.38	
10 Calf Feeds (1)	-	84.91	-		19.18		14.13		161.87	
11 Other Purch Feeds	-	24.52	-		5.54		4.08		46.74	
HOME-PROD FEEDS	-	409.13	-		92.42		68.09		779.98	
12 Fertilizer	-	195.19	-		44.09		32.48		372.11	
13 Seed	-	68.81	-		15.54		11.45		131.18	
14 Weed-/Pesticides	-	38.49	-		8.69		6.41		73.37	
15 Other/Transport	-	106.65	-		24.09		17.75		203.32	
GROSS MARGIN	-	1,320.34	-		303.14		219.73		2,517.15	
LABOUR	-	300.28	-		67.83		49.97		572.47	
16 Wages	-	271.38	-		61.30		45.16		517.37	
17 Rations (1)	-	4.41	-		1.00		0.73		8.40	
18 Other Labour Costs	-	24.50	-		5.53		4.08		46.70	
MECHANICAL COSTS	-	212.37	-		47.97		35.34		404.86	
19 Fuel & Oils	-	101.14	-		22.85		16.83		192.82	
20 Tractor R&M	-	42.69	-		9.64		7.10		81.38	
21 Implement R&M	-	30.35	-		6.86		5.05		57.86	
22 Other Mech Costs	-	38.19	-		8.63		6.36		72.80	
OTHER FIXED COSTS	-	288.50	-		65.17		48.01		550.01	
23 Insurance	-	27.35	-		6.18		4.55		52.14	
24 Electricity	-	110.85	-		25.04		18.45		211.33	
25 R&M Fixed Improv.	-	49.65	-		11.22		8.26		94.65	
26 Other Costs	-	29.93	-		6.76		4.98		57.06	
27 Sundry Costs	-	70.72	-		15.98		11.77		134.83	
NET FARM INCOME	-	519.19	-		122.17		86.40		989.81	

(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	-	146.75	-		33.15		24.42		279.78	
28 Interest	-	51.69	-		11.68		8.60		98.55	
29 Debt Redemption	-	95.06	-		21.47		15.82		181.23	
CAPITAL COSTS	-	114.70	-		25.91		19.09		218.66	
30 Drawings (1)	-	69.27	-		15.65		11.53		132.06	
31 Fixed Improvements	-	0.46	-		0.10		0.08		0.88	
32 Plant & Equipment	-	44.96	-		10.16		7.48		85.72	
BOTTOM LINE	-	257.74	-		63.11		42.89		491.36	

Top Third	Group Average	Bottom Third	Your Figures
	12		
	337.3		
	348.4		
	369.3		
	861		
	87.4%		
	19.6		
	22.4		
	439.1		
	30.5%		
	48.7%		
	29.8%		
	451		
	1.9		
	37.6		
	37		
	23		
	R 6,249		
	R 84.62		
	R 21.99		

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

Number of participants
 Standard deviation (SDev) of Gross Income
 Standard deviation (SDev) of Gross Margin
 Standard deviation (SDev) of Net Farm Income
 Average number of cows in herd
 Percentage cows in milk
 Litres milk sold per cow in herd per day
 Litres milk sold per cow in milk per day
 Average milk price (cents per litre)
 Cow purchased feed as percent of milk income
 Total feeds as percent of dairy income
 Home-produced feeds as percent of total feed costs
 Average number of hectares employed (excluding veld)
 Number of cows in herd per hectare employed
 Average number of litres sold daily per hectare employed
 Average number of labourers employed
 Cows in herd per labour unit
 Average wage per labour unit
 Gross Margin per R100 of associated costs
 Net Farm Income per R100 of associated costs

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

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