



DAIRY FINANCIAL MANAGEMENT - GROUP COMPARISONS

Tammac Consultants cc

GROUP AVERAGE

Group rolling 12-month averages of 11 suppliers to Apr 2021.

Thu 24th Jun 2021

	Rands/CIH	Litres/CIH	Cent/Litre (1)	Rand/Hectare (2)
INCOME	3,187.26	639.10	540.97	6,470.15
1 Milk Sales (1)	2,935.97	589.18	498.31	5,960.03
2 Cattle Sales	159.55	31.70	27.08	323.89
3 Other Dairy Income	4.61	0.92	0.78	9.36
4 Non Dairy Income	87.13	17.31	14.79	176.87
GROSS INCOME	3,187.26	639.10	540.97	6,470.15
DAIRY EXPENSES	231.12	45.91	39.23	469.17
5 Vet & Medicine	100.32	19.93	17.03	203.65
6 Semen & AI Costs	39.37	7.82	6.68	79.92
7 Other Dairy Costs	91.43	18.16	15.52	185.60
PURCHASED FEEDS	1,186.88	235.79	201.45	2,409.38
8 Cow Feeds	953.73	189.47	161.87	1,936.07
9 Heifer Feeds	103.83	20.63	17.62	210.78
10 Calf Feeds (1)	91.30	18.14	15.50	185.34
11 Other Purch Feeds	38.02	7.55	6.45	77.18
HOME-PROD FEEDS	421.32	83.70	71.51	855.28
12 Fertilizer	195.63	38.86	33.20	397.14
13 Seed	76.35	15.17	12.96	154.99
14 Weed-/Pesticides	48.45	9.63	8.22	98.36
15 Other/Transport	100.89	20.04	17.12	204.80
GROSS MARGIN	1,347.94	273.70	228.78	2,736.32
LABOUR	335.45	66.64	56.93	680.96
16 Wages	305.10	60.61	51.78	619.36
17 Rations (1)	5.01	1.00	0.85	10.17
18 Other Labour Costs	25.33	5.03	4.30	51.42
MECHANICAL COSTS	217.05	43.12	36.84	440.61
19 Fuel & Oils	98.30	19.53	16.68	199.55
20 Tractor R&M	46.44	9.23	7.88	94.27
21 Implement R&M	30.73	6.10	5.22	62.38
22 Other Mech Costs	41.59	8.26	7.06	84.42
OTHER FIXED COSTS	384.66	76.42	65.29	780.87
23 Insurance	30.30	6.02	5.14	61.51
24 Electricity	143.01	28.41	24.27	290.30
25 R&M Fixed Improv.	74.19	14.74	12.59	150.60
26 Other Costs	37.47	7.44	6.36	76.06
27 Sundry Costs	99.70	19.81	16.92	202.40
NET FARM INCOME	410.78	87.52	69.72	833.88

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

NB! Group Financial & Capital Costs should be used with care. These are non-comparable figures—they are producers' unique financial situation.

	Rands/CIH	Litres/CIH	Cent/Litre (1)	Rand/Hectare (2)
FINANCIAL COSTS	90.01	17.88	15.28	182.72
28 Interest	57.60	11.44	9.78	116.92
29 Debt Redemption	32.41	6.44	5.50	65.80
CAPITAL COSTS	104.35	20.73	17.71	211.84
30 Drawings (1)	68.12	13.53	11.56	138.29
31 Fixed Improvements	2.58	0.51	0.44	5.23
32 Plant & Equipment	33.65	6.69	5.71	68.32
BOTTOM LINE	216.41	48.91	36.73	439.32

	Group Average
Number of participants	11
Gross Income (R/CIH) ± Standard deviation (SDev)	3187 ± 477
Gross Margin (R/CIH) ± Standard deviation (SDev)	1348 ± 278
Net Farm Income (R/CIH) ± Standard deviation (SDev)	411 ± 338
Average number of cows in herd	914
Percentage cows in milk	87.7%
Litres milk sold per cow in herd per day	19.2 ℓ
Litres milk sold per cow in milk per day	21.9 ℓ
Average milk price (cents per litre)	498.3 c/ℓ
Cow purchased feed as percent of milk income	32.5%
Total feeds as percent of dairy income	51.9%
Home-produced feeds as percent of total feed costs	26.2%
Margin of milk income over feed costs R/CIH monthly	R 1,328
Average number of hectares employed (excluding veld)	450 ha
Number of cows in herd per hectare employed	2.0
Average number of litres sold daily per hectare employed	39.3 ℓ
Average number of labourers employed	44
Cows in herd per labour unit	21
Average wage per labour unit	R 6,272
Gross Margin per R100 of associated costs	R 73.28
Net Farm Income per R100 of associated costs	R 14.79

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

So for 68% of the R/CIH figures the...
 GI ranges from R2,710 to R3,664 /CIH
 GM ranges from R1,070 to R1,626 /CIH
 NEL ranges from R72 to R748 /CIH

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