



## COMPARABLE YEAR-ON-YEAR AVERAGES

TAMMAC GROUP	LITRES/CIH MONTHLY (11 producers)				% Ch 2016 - 2019
	Dec-16	Dec-17	Dec-18	Dec-19	
<b>INCOME</b>	588.14	621.65	645.09	631.01	
1 Milk Sales	558.19	592.21	604.11	599.84	7.2
2 Cattle Sales	27.67	28.14	40.01	29.94	19.6
3 Other Dairy Income	2.28	1.30	0.97	1.23	
4 Non Dairy Income	4.44	8.59	14.19	19.38	
<b>GROSS INCOME</b>	<b>588.14</b>	<b>621.65</b>	<b>645.09</b>	<b>631.01</b>	<b>7.6</b>
<b>DAIRY EXPENSES</b>	35.73	40.17	42.87	43.75	21.9
5 Vet & Medicine	15.06	16.88	18.80	19.34	
6 Semen & AI Costs	6.66	7.12	7.96	8.57	
7 Other Dairy Costs	14.01	16.17	16.11	15.84	
<b>PURCHASED FEEDS</b>	239.44	195.68	224.84	235.63	2.4
8 Cow Feeds	194.10	154.49	188.18	193.17	5.2
9 Heifer Feeds	15.61	13.86	11.82	15.94	
10 Calf Feeds	22.60	19.85	19.15	20.11	
11 Other Purch Feeds	7.13	7.48	5.69	6.41	
<b>HOME-PROD FEEDS</b>	84.49	73.74	90.43	90.56	13.2
12 Fertilizer	42.06	36.18	42.85	45.28	12.5
13 Seed	12.05	12.61	14.85	15.97	
14 Weed-/Pesticides	7.75	6.54	7.81	8.02	
15 Other/Transport	22.63	18.41	24.92	21.29	
<b>GROSS MARGIN</b>	<b>228.48</b>	<b>312.06</b>	<b>286.95</b>	<b>261.07</b>	<b>8.3</b>
<b>LABOUR</b>	54.91	55.19	70.09	69.90	33.5
16 Wages	48.39	50.20	63.67	63.80	37.7
17 Rations	1.42	0.95	0.93	0.88	
18 Other Labour Costs	5.10	4.04	5.49	5.22	
<b>MECHANICAL COSTS</b>	38.69	39.32	46.67	48.63	29.5
19 Fuel & Oils	17.10	18.61	22.21	23.89	42.7
20 Tractor R&M	7.60	7.08	9.36	9.65	
21 Implement R&M	6.25	5.53	6.60	5.49	
22 Other Mech Costs	7.74	8.10	8.50	9.60	
<b>OTHER FIXED COSTS</b>	57.89	63.76	62.86	69.65	17.7
23 Insurance	5.53	5.12	5.63	5.37	
24 Electricity	24.71	25.11	25.51	31.36	25.8
25 R&M Fixed Improv.	11.69	12.54	10.79	13.11	
26 Other Costs	5.83	9.64	7.01	6.78	
27 Sundry Costs	10.13	11.35	13.92	13.03	
<b>NET FARM INCOME</b>	<b>76.99</b>	<b>153.79</b>	<b>107.33</b>	<b>72.89</b>	<b>- 15.8</b>

All figures are the 12-month rolling average to the indicated date. Non-dairy income is NOT included.

%Ch - Percent change from first to last values of linear trendline of the four relevant values.