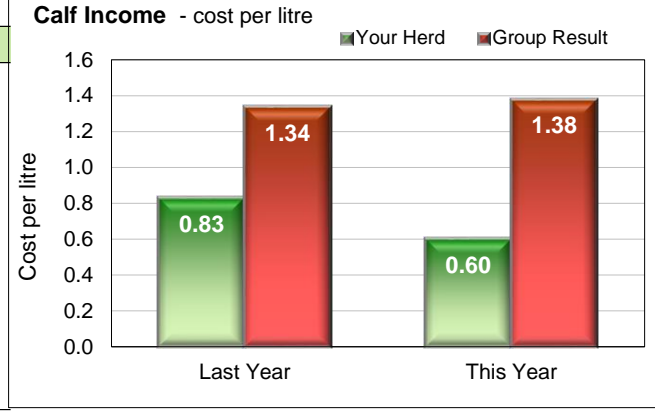


Name: Joe Brown

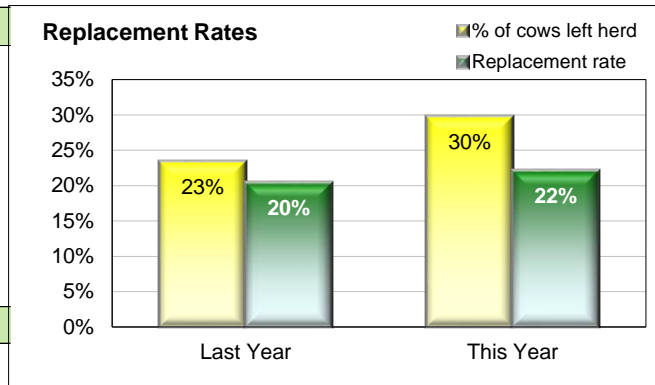
Number: BA07520 Demo Herd

GROUP RESULTS **12 MONTH RESULTS**

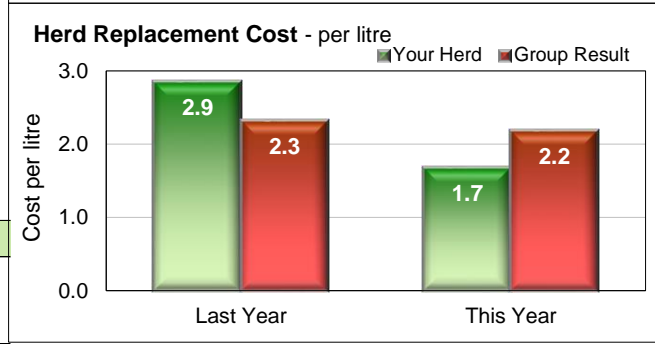
Last Year	This Year		Last Year	This Year	Year Change
CALF INCOME					
		Calvings: Total number	490	476	-14
100%	100%	% of herd calved	93%	91%	-3%
		Calves: Total number sold/transferred	545	468	-77
99%	100%	Calf survival rate	111%	98%	-13%
		Total value of calves sold/transferred	40,815	30,090	-10,725
116	120	Average value per calf sold/transferred	75	64	-11
115	119	Calf income per cow in herd	78	57	-21
1.34	1.38	Calf income: p per litre	0.83	0.60	-0.23



COW SALES					
		Cows: Total sold (incl. died)	123	157	34
30%	31%	% of cows left herd	23%	30%	6%
		Total value of cows sold (incl. died)	37,450	50,950	13,500
517	472	Average value per cow sold	304	325	21
155	145	Sale income per cow in herd	71	97	26
1.81	1.68	Sale income: p per litre	0.76	1.02	0.26



REPLACEMENT COST					
		Replacements: Total bought/transferred in	107	116	9
29%	29%	Replacement rate	20%	22%	2%
		Total value of replacements brought in	177,800	135,200	-42,600
1,212	1,145	Average value per replacement	1,662	1,166	-496
355	334	Replacement cost per cow in herd	338	257	-81
4.13	3.87	Replacement cost: p per litre	3.61	2.69	-0.92



NET HERD REPLACEMENT COST					
200	189	Net Herd Replacement cost per cow in herd *	267	160	-107
2.32	2.19	Net Herd Replacement cost: p per litre	2.85	1.68	-1.17

* negative figures indicate value of cows sold is greater than cost of replacements

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