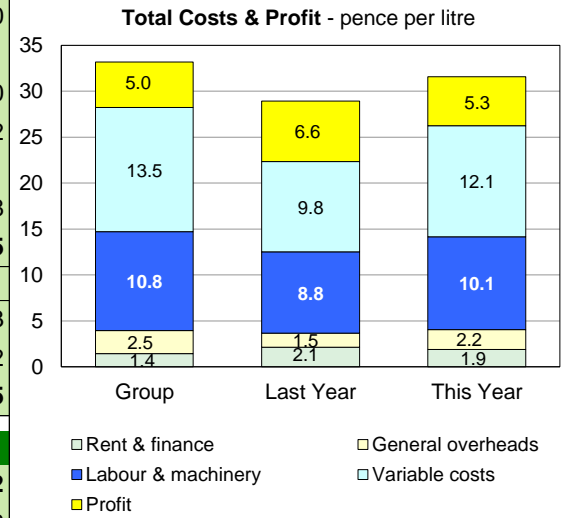
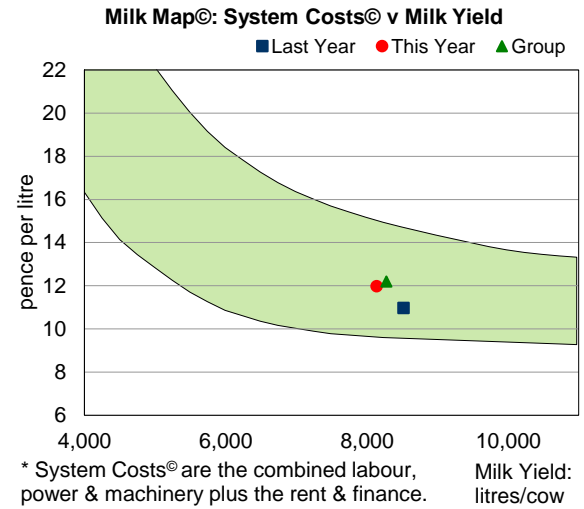


**Conventional Group March 22**

**YOUR RESULTS**

Group: This Year			Last Year		This Year		
p/litre	£/cow	LABOUR	p/litre	£/cow	p/litre	£/cow	Herd £
4.43	367	Paid labour	3.28	280	3.89	317	168,462
1.53	127	Family labour	1.40	119	1.34	109	57,798
<b>5.96</b>	<b>493</b>	<b>Total Labour</b>	<b>4.68</b>	<b>399</b>	<b>5.23</b>	<b>426</b>	<b>226,260</b>
POWER & MACHINERY							
0.65	54	Machinery repairs	0.57	49	0.88	72	38,283
1.41	117	Machinery depreciation	1.15	98	1.45	118	62,844
0.07	6	Tax & insurance	0.00	0	0.00	0	0
1.39	115	Contracting & leasing	1.71	146	1.41	115	60,877
0.65	54	Fuel & oil	0.33	28	0.70	57	30,446
0.65	54	Electricity	0.40	34	0.42	34	18,251
<b>4.82</b>	<b>399</b>	<b>Total Power &amp; Machinery</b>	<b>4.17</b>	<b>355</b>	<b>4.87</b>	<b>397</b>	<b>210,700</b>
GENERAL OVERHEADS							
0.33	27	Water	0.09	7	0.09	8	4,043
0.11	9	Office costs	0.04	3	0.03	3	1,440
0.38	32	Professional fees	0.41	35	0.48	39	20,801
0.22	18	Insurance	0.24	21	0.28	23	12,180
0.16	13	Sundries	0.07	6	0.21	17	8,892
1.08	90	Property repairs	0.60	51	0.73	59	31,431
0.22	18	Property depreciation	0.10	8	0.35	29	15,248
<b>2.51</b>	<b>208</b>	<b>Total General Overhead Costs</b>	<b>1.54</b>	<b>131</b>	<b>2.17</b>	<b>177</b>	<b>94,035</b>
RENT AND FINANCE							
0.68	57	Rent	0.92	78	0.88	72	38,033
0.74	61	Finance	1.21	103	0.99	81	42,842
<b>1.42</b>	<b>118</b>	<b>Total Rent and Finance</b>	<b>2.12</b>	<b>181</b>	<b>1.87</b>	<b>152</b>	<b>80,875</b>



**SUMMARY**

<b>33.21</b>	<b>2,748</b>	<b>Total Output</b>	<b>28.93</b>	<b>2,465</b>	<b>31.60</b>	<b>2,573</b>	<b>1,367,152</b>
13.53	1,120	Total Variable Costs	9.83	838	12.12	987	524,416
14.71	1,218	Total Overheads	12.51	1,066	14.14	1,152	611,868
<b>4.97</b>	<b>411</b>	<b>PROFIT</b>	<b>6.59</b>	<b>561</b>	<b>5.34</b>	<b>435</b>	<b>230,867</b>
15%		Profit as % of Output	23%		17%		
<b>29.33</b>	<b>2,427</b>	<b>Net cost of milk production</b> (All costs less non-milk income)	<b>21.46</b>	<b>1,828</b>	<b>26.63</b>	<b>2,168</b>	<b>1,152,176</b>

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