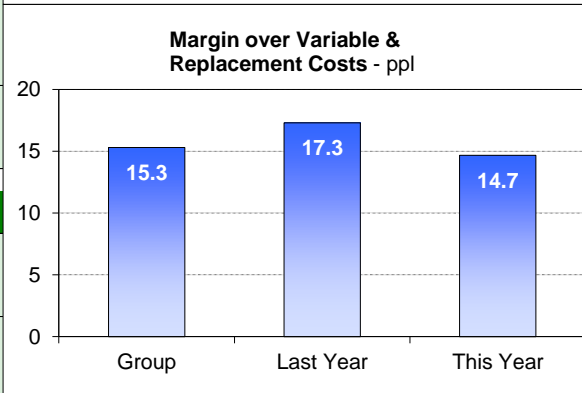
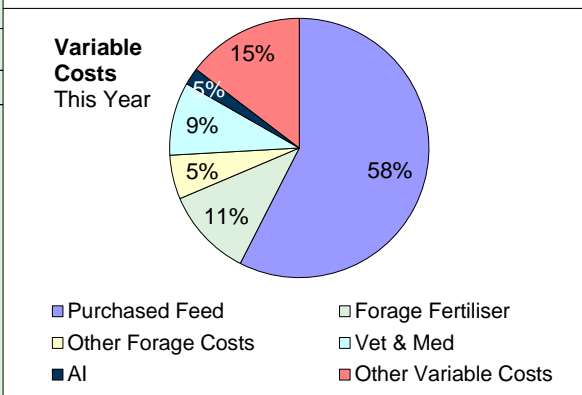
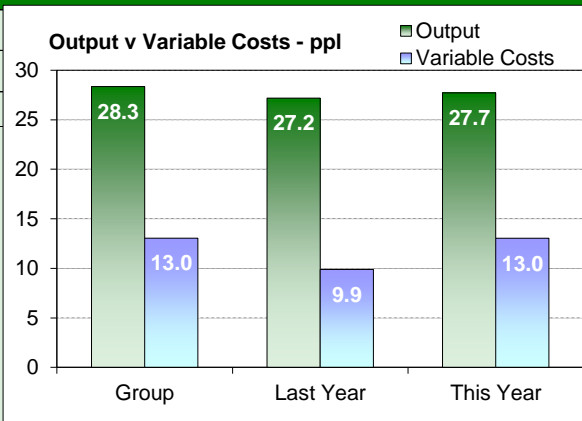


Name: **Mr S Smith**  
 Number: **BA7520** Demo Herd

**GROUP THIS YEAR** **YOUR RESULTS**

Group: This Year			Last Year		This Year		
p/litre	£/cow		p/litre	£/cow	p/litre	£/cow	Herd
<b>OUTPUT</b>							
29.1	2,257	Milk Income	28.0	2,366	28.1	2,061	364,990
1.1	82	Calf Income	0.6	54	0.9	65	11,450
2.0	152	Cull Cow Income	1.1	91	0.9	69	12,162
4.3	336	Replacement Cow Cost	3.2	269	3.6	265	47,000
0.2	19	Valuation Change (cows)	0.7	57	1.0	77	13,600
2.1	165	Net Herd Replacement Cost	1.4	121	1.6	119	21,238
0.3	27	Other Income	0.0	2	0.4	29	5,115
<b>28.3</b>	<b>2,201</b>	<b>Total Output</b>	<b>27.2</b>	<b>2,301</b>	<b>27.7</b>	<b>2,036</b>	<b>360,317</b>
<b>VARIABLE COSTS</b>							
7.7	602	Purchased Feed	5.9	503	7.5	551	97,540
1.1	84	Forage Fertiliser	0.7	55	1.4	106	18,809
0.8	59	Other Forage Costs	0.3	29	0.7	53	9,318
1.1	87	Vet & Med	1.0	85	1.2	88	15,509
0.5	36	AI	0.2	15	0.3	20	3,598
0.1	11	Recording	0.2	17	0.3	20	3,521
0.8	62	Bedding	0.2	18	0.3	20	3,628
0.7	55	Dairy Sundries	0.8	66	1.0	72	12,835
0.2	18	Parlour Spares	0.6	49	0.4	27	4,816
<b>13.0</b>	<b>1,013</b>	<b>Total Variable Costs</b>	<b>9.9</b>	<b>837</b>	<b>13.0</b>	<b>958</b>	<b>169,575</b>
46%		Variable Costs as % of Output	36%		47%		



<b>MARGIN OVER VARIABLE &amp; REPLACEMENT COSTS</b>							
28.3	2,201	Total Output	27.2	2,301	27.7	2,036	360,317
13.0	1,013	Total Variable Costs	9.9	837	13.0	958	169,575
<b>15.3</b>	<b>1,188</b>	<b>Margin</b>	<b>17.3</b>	<b>1,464</b>	<b>14.7</b>	<b>1,078</b>	<b>190,742</b>
54%		Margin as % of Output	64%		53%		

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