

# Benchmarking Herd Performance- What are the important measures?



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## We Will Discuss...

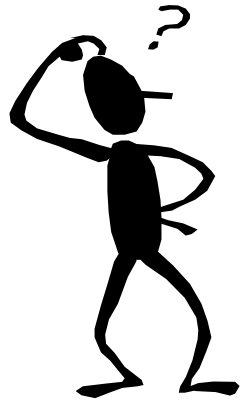
1. Background and Context
  - Financial and Technical Benchmarks
2. Benchmarks related to yield
  - Milk yield
  - Milk solids content
3. Benchmarks related to Feed
  - Milk per kg Dry Matter Intake
  - Milk from forage
  - Grass Utilised per ha
4. Fertility Benchmarks
  - Calving Interval
  - Genetic merit for fertility



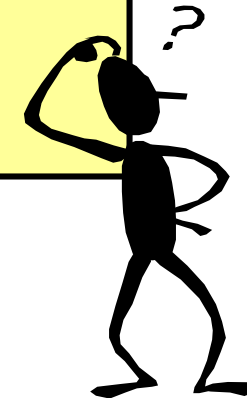
# Background and Context

*Technical and Financial Benchmarks*

## Technical and Financial Benchmarks



Technical	Financial
Milk yield per cow	Gross Output per litre
Concentrate Input per cow	Cost per litre
Milk solids content	Gross Output per ha
Stocking rate	Net Margin per ha
Calving Interval	Cash Flow Ratio
<i>Grass Utilised per ha</i>	
<i>Milk From Forage</i>	
<i>Feed Efficiency</i>	



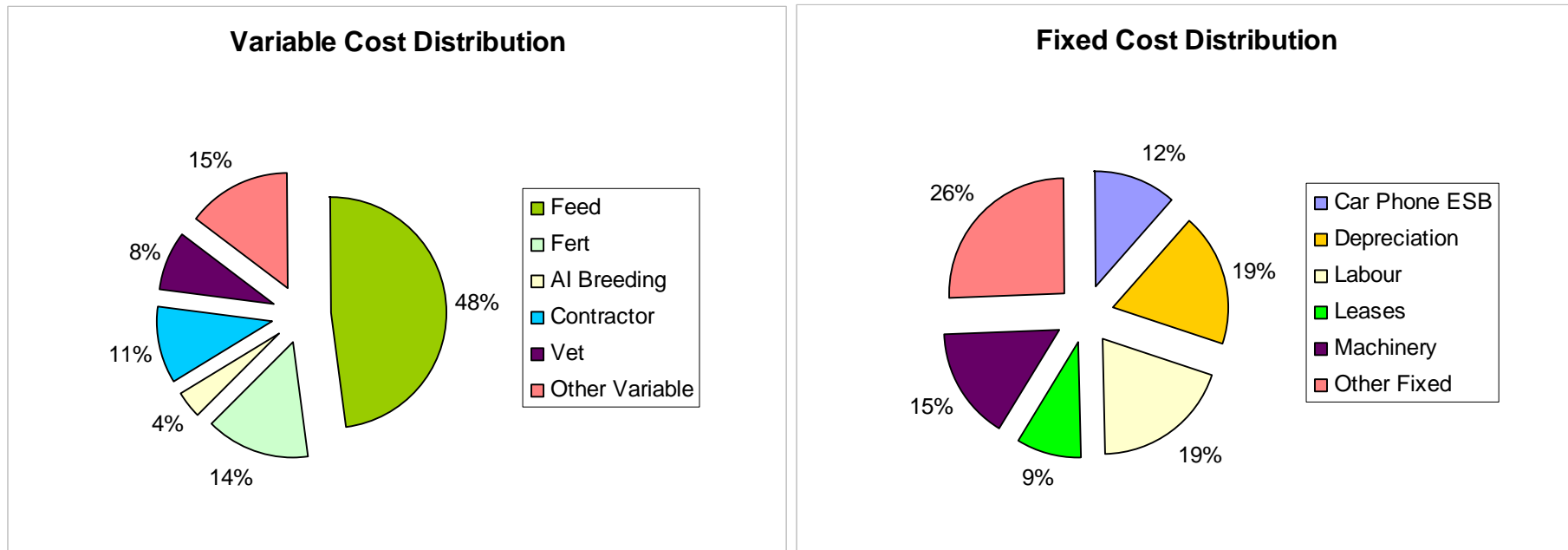
- Huge amount of data now available
- Farm Net Margin the primary goal
- **Which technical measures relate to financial margin??**

## Data Available- Teagasc Profit Monitor

- Data from 198 winter milk herds ePM 2012
  - Calving >25% Sept to December
  - Variable contract size
- Excluded from data
  - Completing ePM for first time
  - More than 2.4 std deviations from mean profit per litre (extremes)
- **148 herds remaining after edit**

	Mean	Max	Min
Herd Size	133	627	43
Stocking Rate (Grazing)	2.78	5.95	1.25
Milk yield per cow	5879	8175	3444
Feed cost per litre	6.83	3.16	13.38
Margin ( <i>before Labour Depr.</i> )	15.12	25.24	-7.83

# Distribution of Production Costs by Category



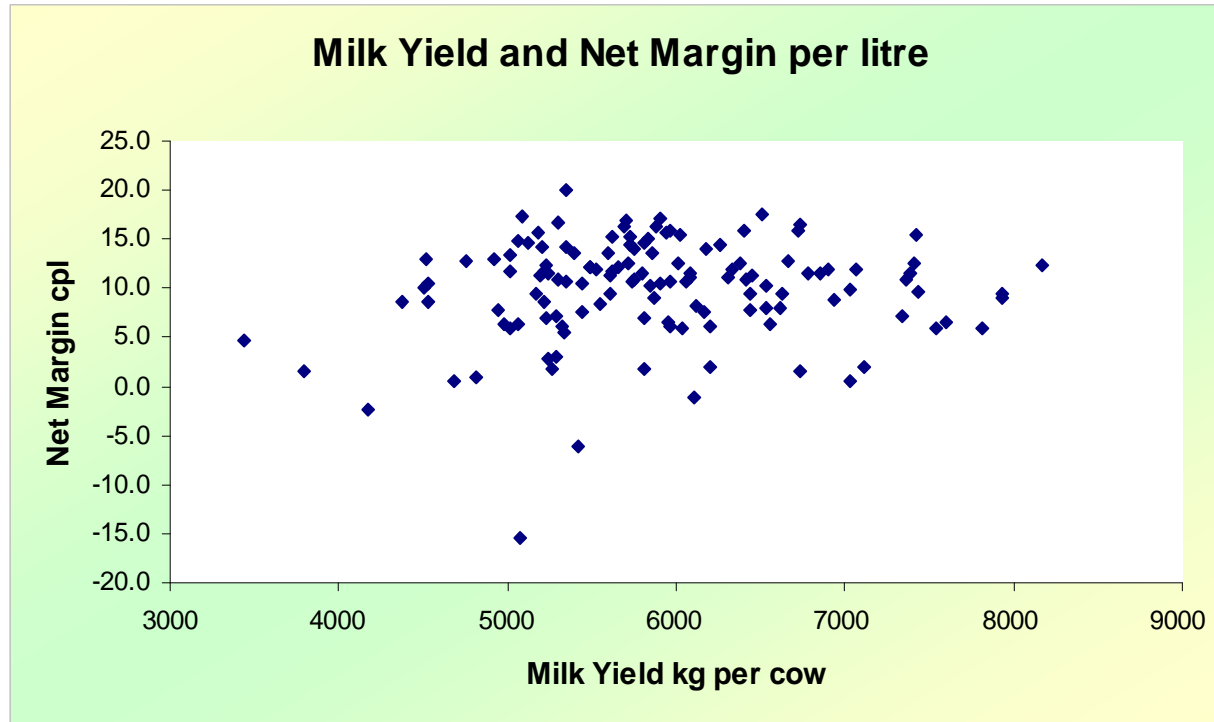
- Feed cost the largest single category
- Also the greatest variation between farms



# Benchmarks Related to Yield

- Milk volume per cow
- Milk protein and fat %

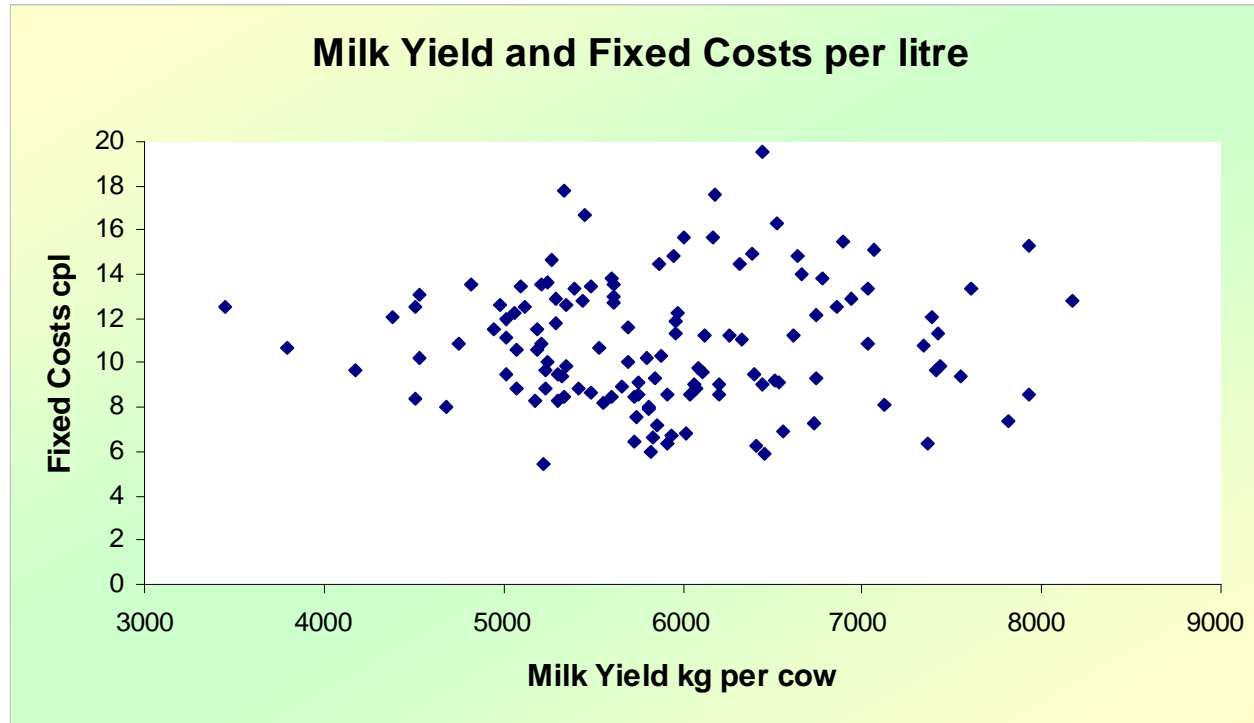
## How does milk yield per cow relate to system profit?



- No association between milk yield per cow and margin per litre



## How does milk yield per cow relate to system profit?



- No dilution of fixed costs per litre by increasing yield per cow