

Thinking ahead for improved suckler returns



Baden Powell Centre, Turriff
Date: 8th March 2018



Introduction



- 7.30-7.45 Intro / QMS figures- George Chalmers, Consultant, SAC Turriff
- 7.45- 8.20 Management of bulls for optimum fertility - Alan Bruce, Senior Consultant, SAC Turriff
- 8.20- 9.00 Reducing the housing period- Kirsten Williams, Senior Beef and Sheep Specialist, SAC
- 9.00-9.30 Shelterbelts and wooded grazings - Simon Jacyna, Senior Woodland Specialist, SAC
- 9.30-10.00 Tea/coffee and informal discussions/ questions between speakers and attendees

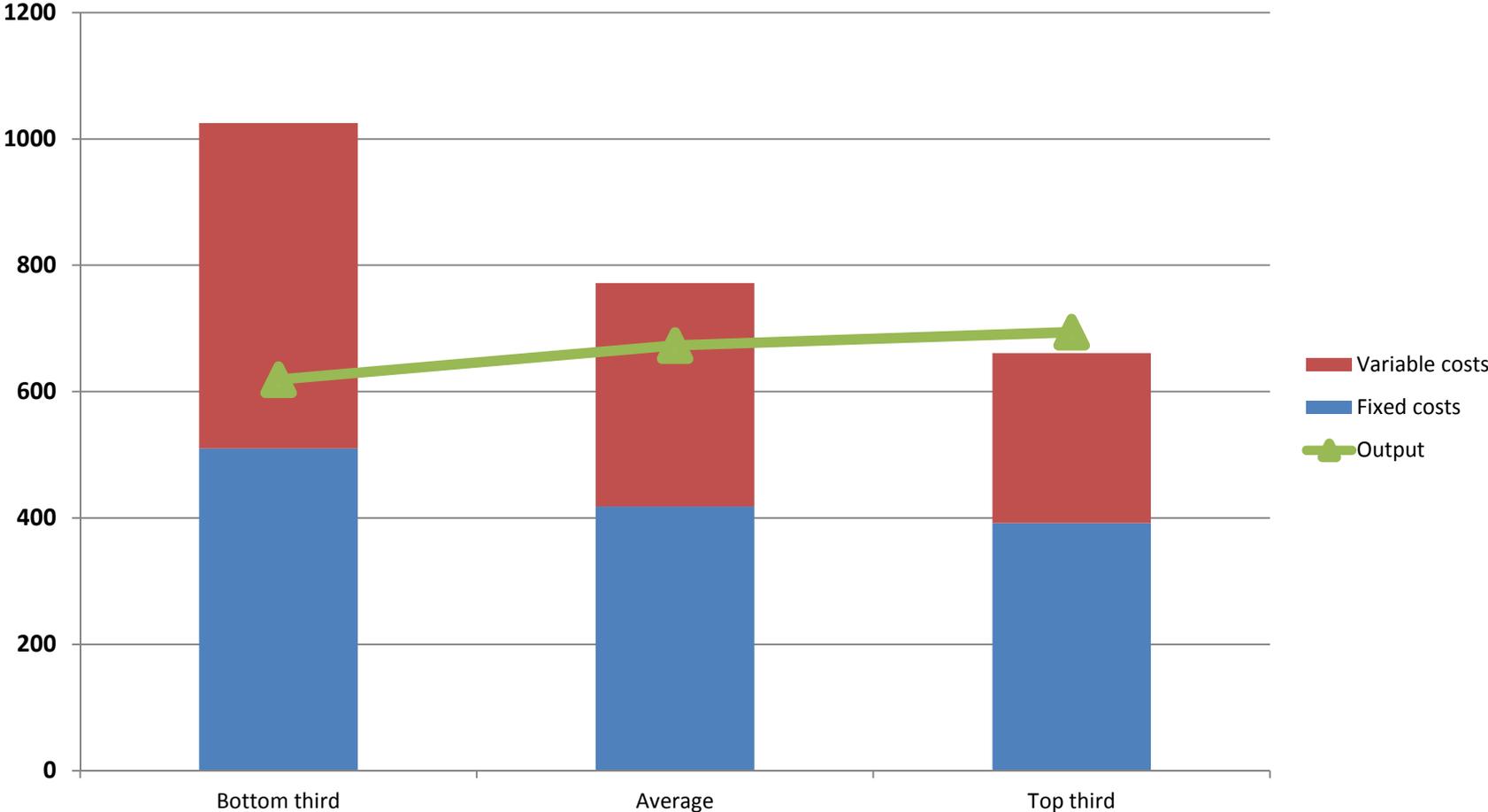
QMS Suckler Herd Results 2017



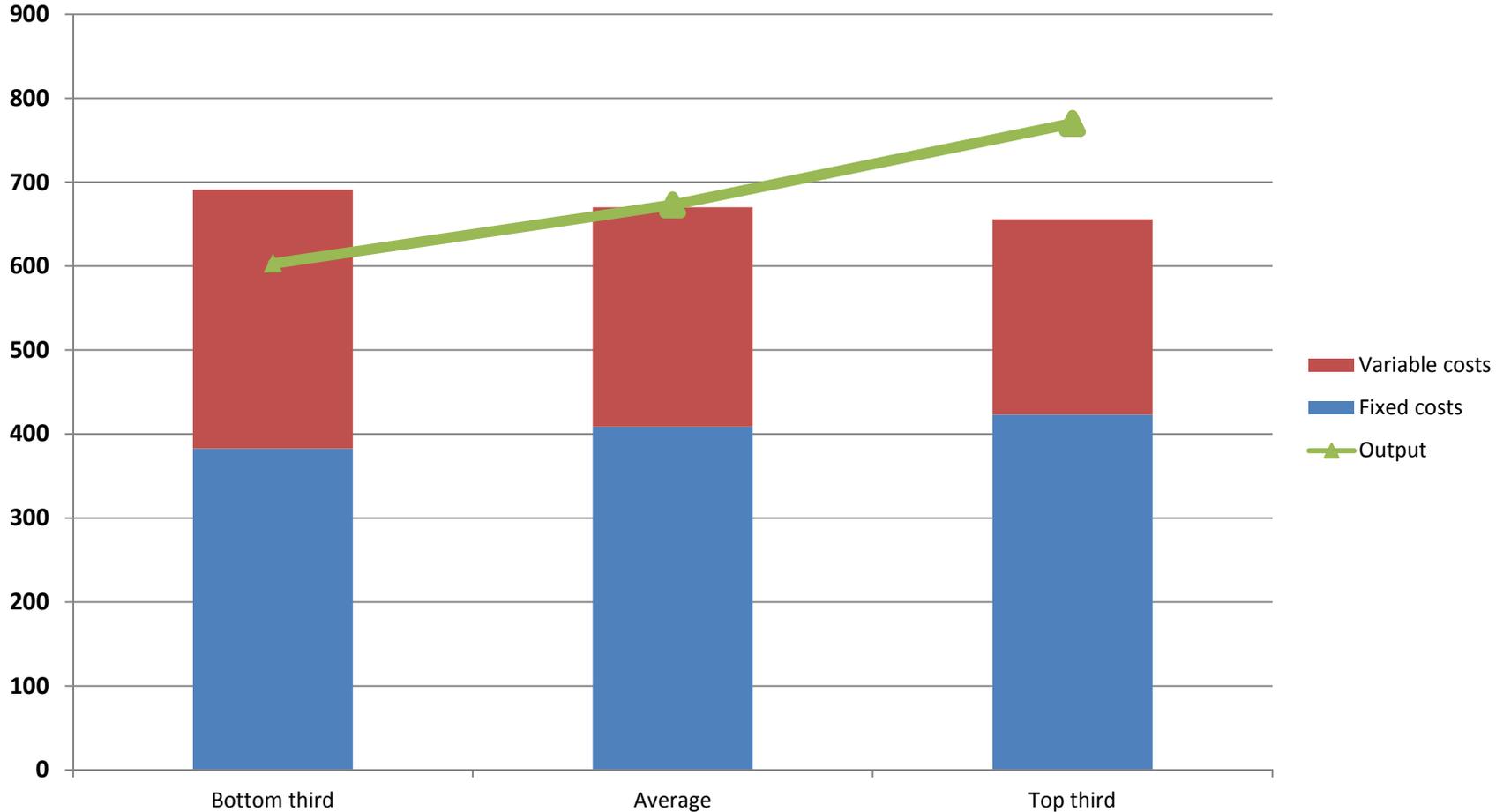
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- Taken from herds across Scotland- figures collated by SAC on behalf of QMS
- Data presented as Bottom third, Average and Top third
- Available in “Cattle and Sheep Enterprise Profitability in Scotland” published by QMS annually

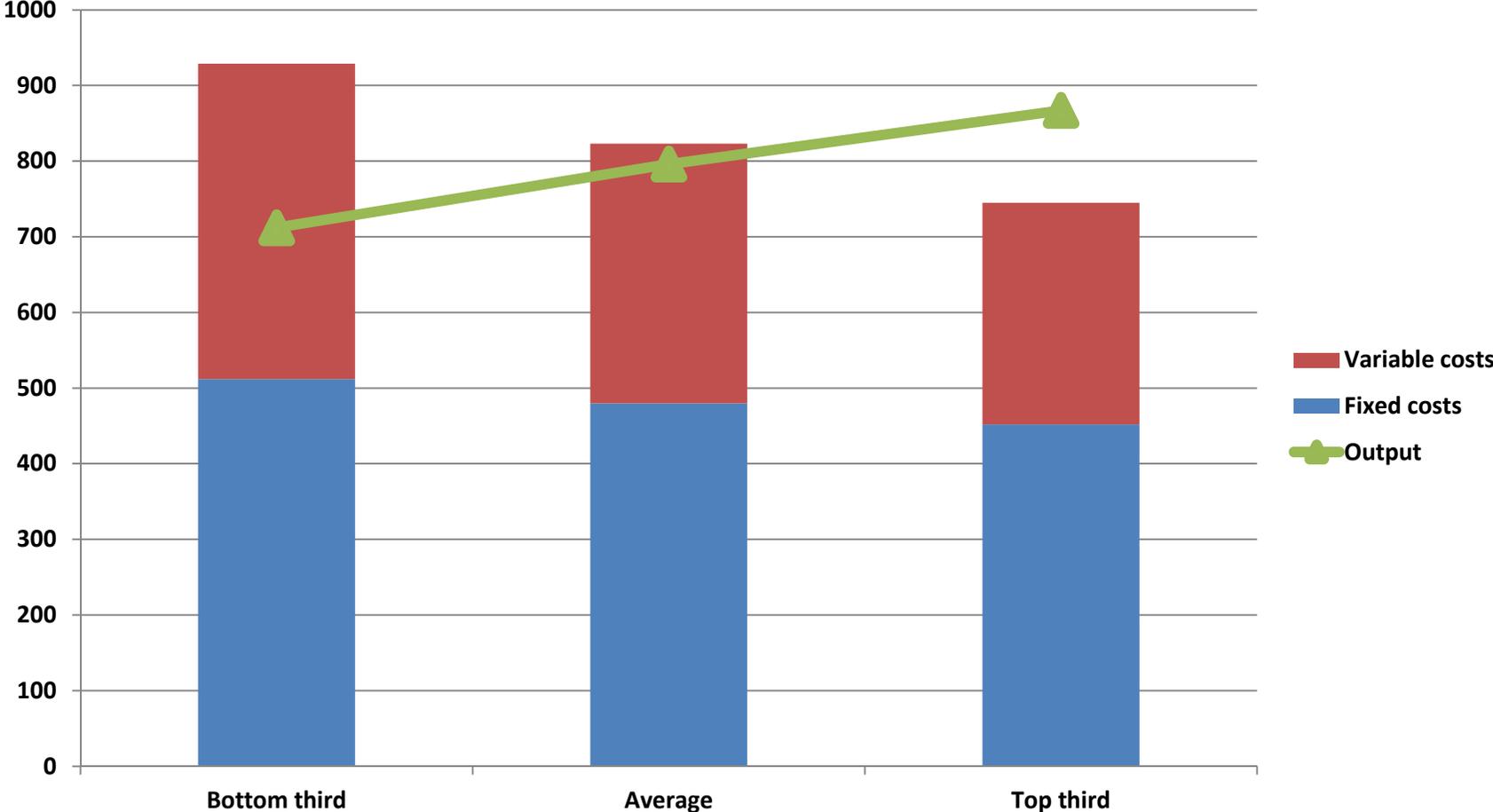
LFA Hill results



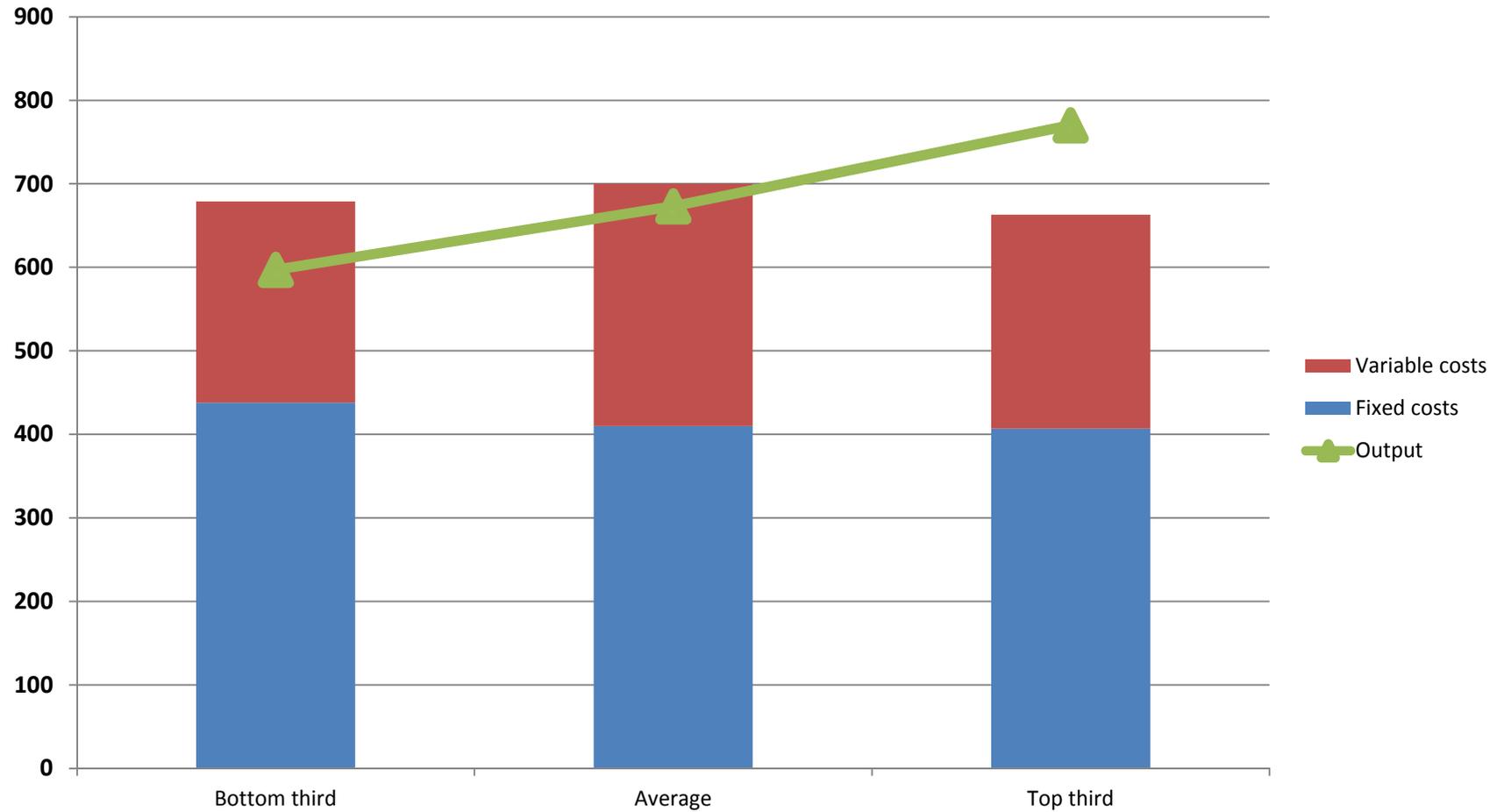
Extensive Upland



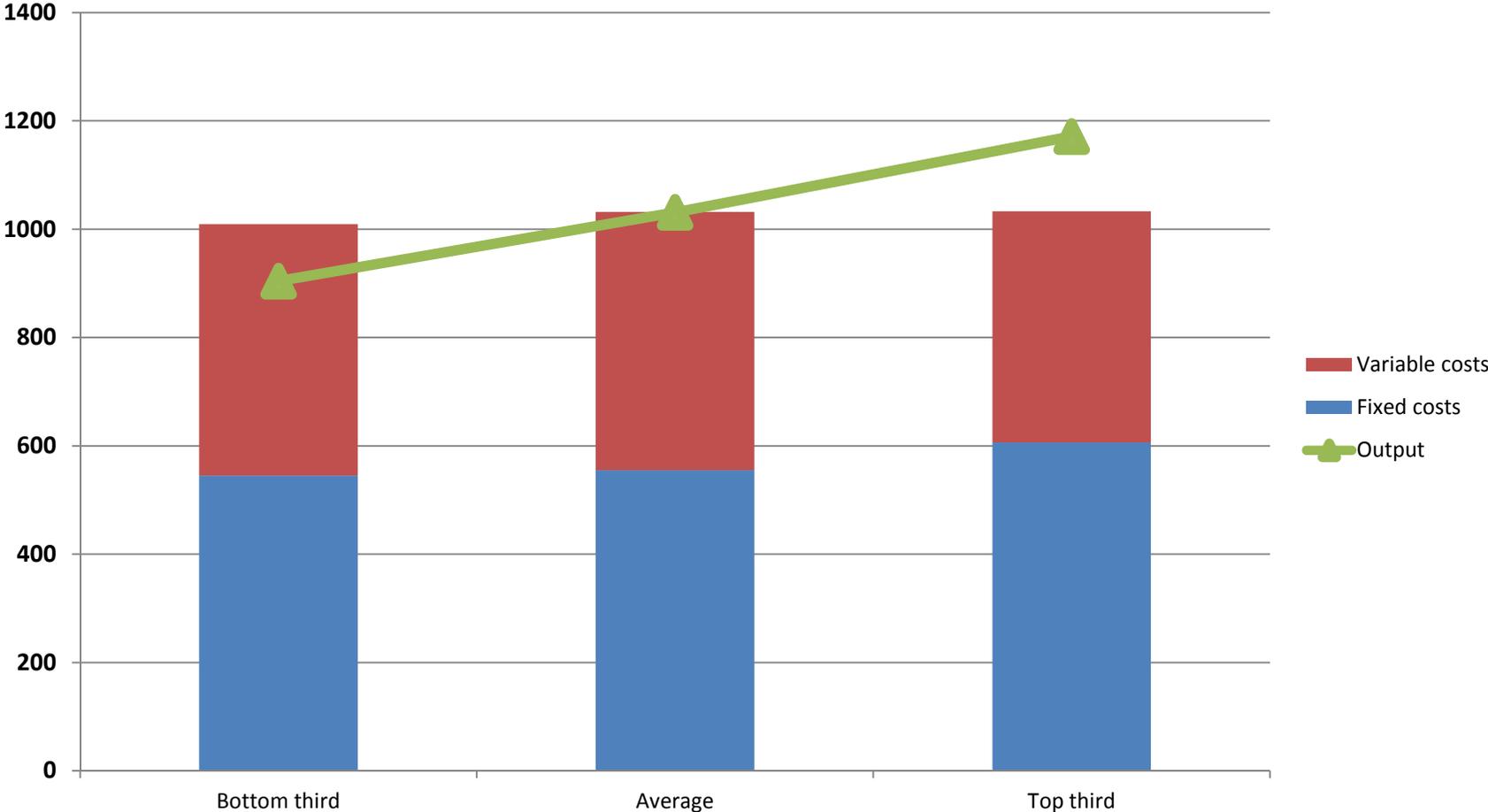
Upland



Non-LFA



Rearer finisher herds



Summary



- Average breaking even at best- positive margin for top third producers.
- Doesn't include indirect subs- BPS etc
- Doesn't include Unpaid/family labour.
- Data relates to calves born autumn 2015- spring 2016.

What makes a Top Third producer?



- Maximised Output

- Numbers

- £

- Weight sold per unit (cow/acre etc)

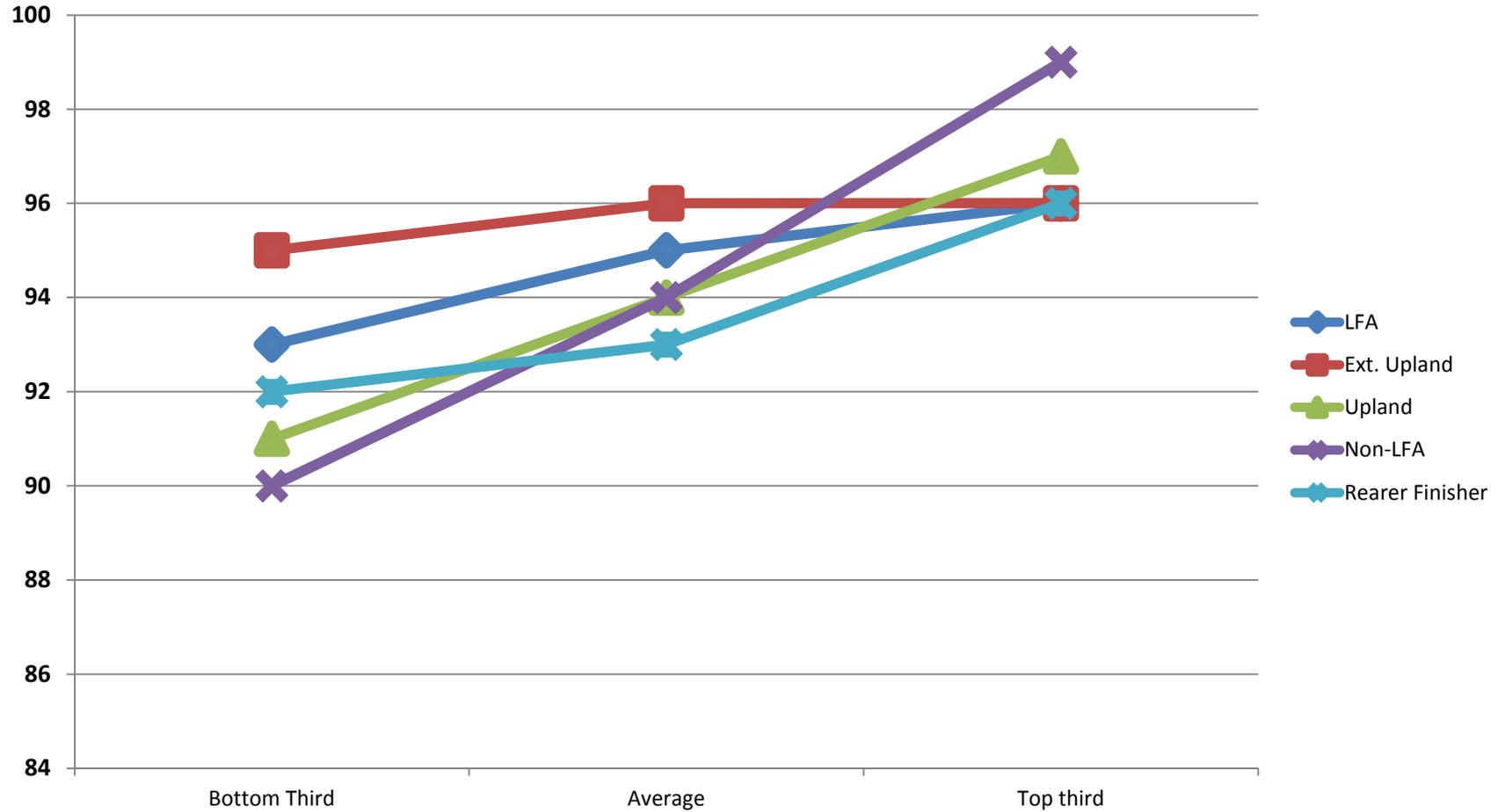
What makes a Top third producer?



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- Total Costs lower per cow.
- Variable costs per cow tend to be lower
- Fixed costs control better

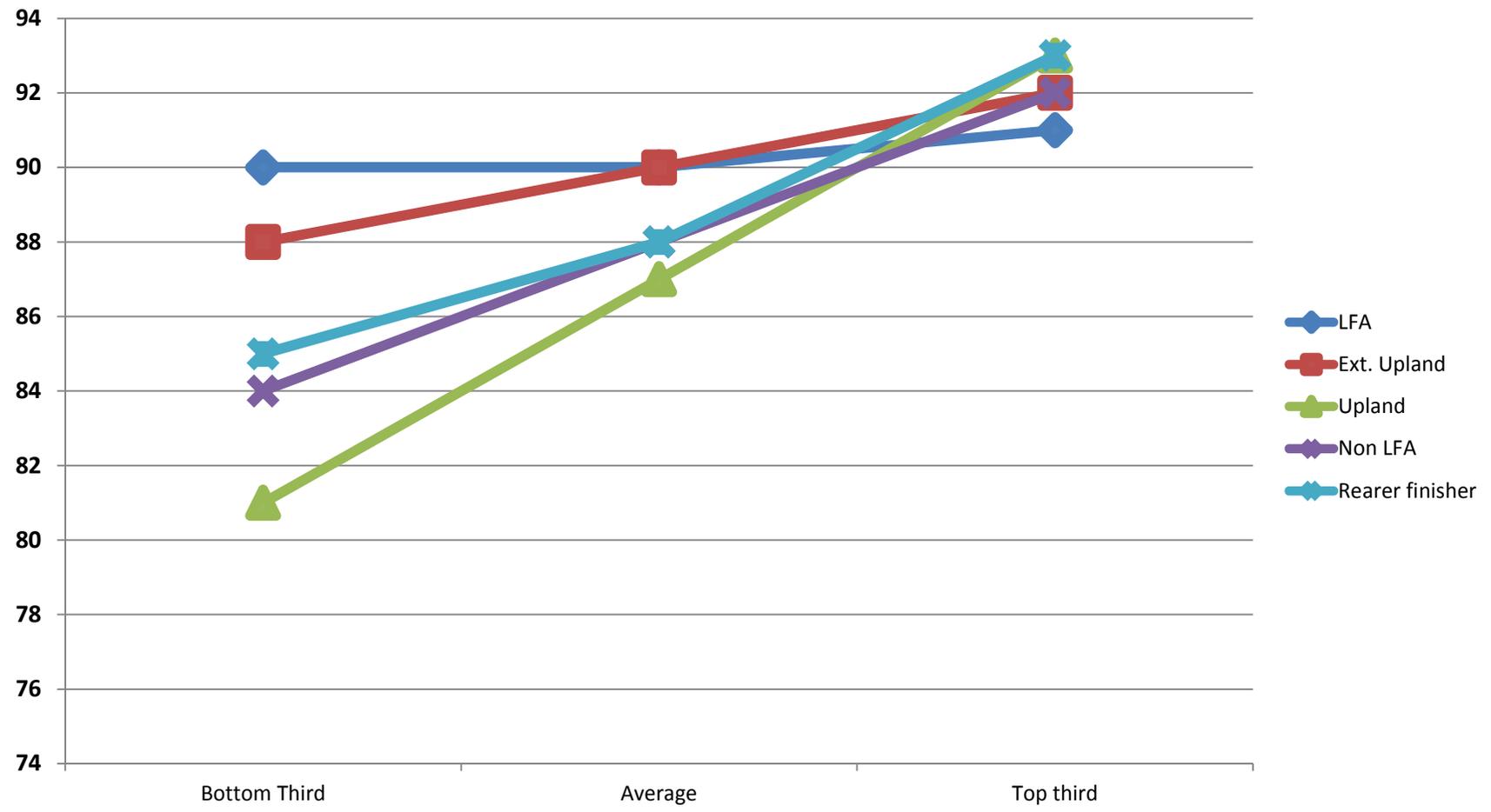
Number of calves born per 100 cows



Number of calves reared per 100 cows



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Summary



Big difference in numbers reared between top third and bottom third.

More calves reared/ sold means:

- Higher output
- More kgs sold per cow/acre etc.

Starting point- getting numbers born!

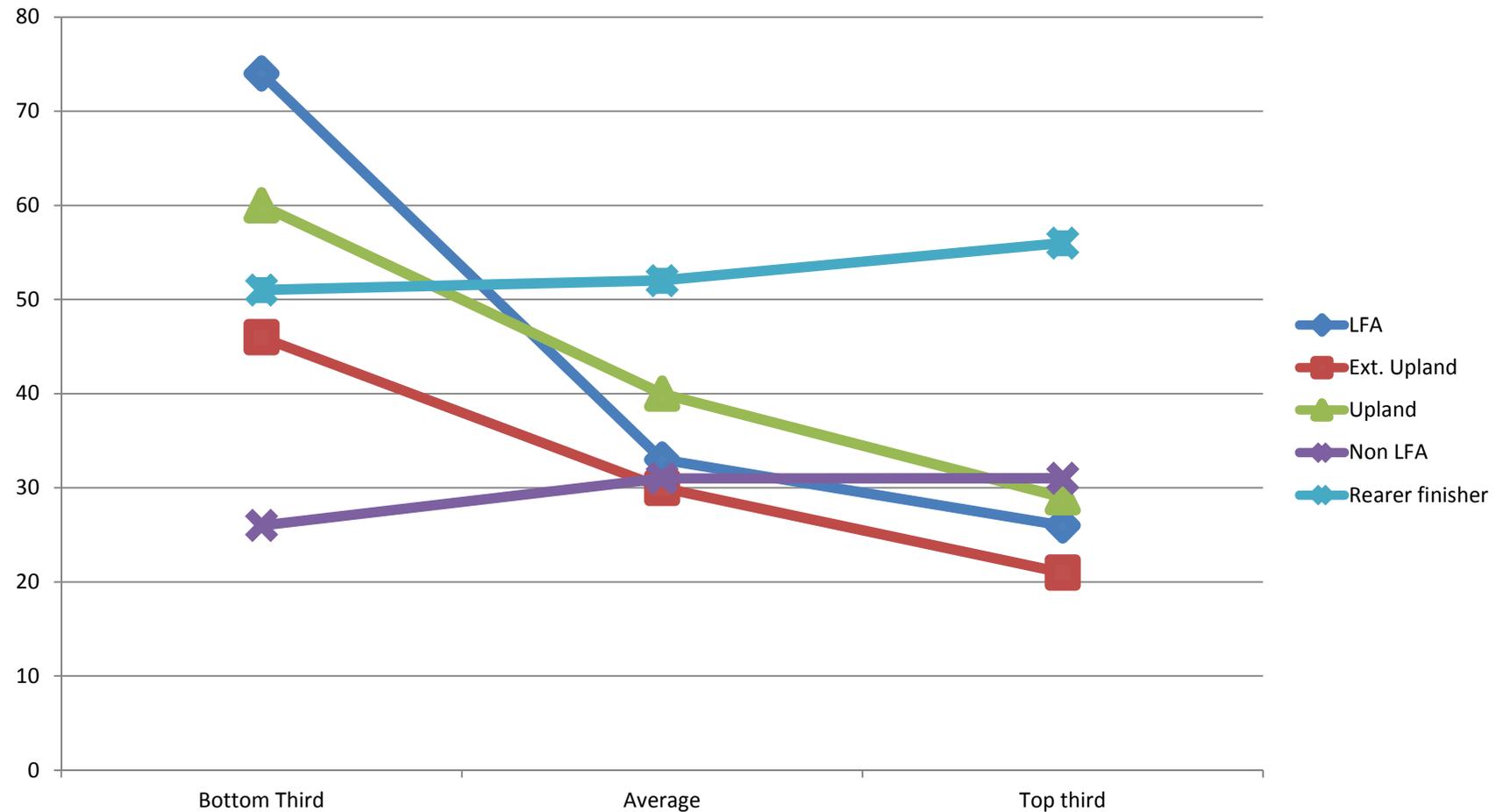
Costs



Variable Costs

- Feed and fodder
- Vet & Med
- Bedding
- Sundries

Cost of bedding (£/cow) –winter 2015-16



Bedding costs



- Bedding costs ranged from 9% - 15% of variable costs but also included value of own straw.
- Based on Winter 2015/16 values – big jump in 2016/17, how will straw prices in 2017/18 impact?

Final Thoughts

- Final questions?
- Feedback forms!
- Fly-time



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The European Agricultural Fund
for Rural Development
Europe investing in rural areas



Thank You

