

Operating Profit Per Litre
Jim & Jill Smith
J. & J. Smith Aus Ltd

DAIRY BUSINESS
OF THE YEAR 

	2011/12 Actual	2011/12 South-West Average	2011/12 South-West Top 10%
REVENUE			
Manufacturing Milk Sales	46.09	41.21	42.50
Quota/Contract/Dividends for Milk	0.00	0.07	0.08
Livestock Revenue	3.38	2.99	3.08
Other Revenue	0.14	0.25	0.22
Gross Revenue	49.60	44.51	45.88
EXPENSES			
Administration	0.45	0.66	0.58
Animal Health	1.27	1.03	1.00
Breeding & Herd Testing	0.83	0.76	0.75
Dairy Shed Expenses	0.62	0.46	0.39
Electricity	0.93	0.60	0.55
Feeds / Supplements (Total)	15.19	14.15	12.62
- Grazing / Support Area	1.92	2.52	2.71
- Cropping (green feed)	0.33	0.04	0.05
- Grains, Pellets & Concentrates	8.29	8.10	6.83
- Forages (incl. hay, silages, byproducts)	4.65	3.49	3.04
Fertiliser (Total)	4.32	4.22	3.71
- Nitrogen	2.76	2.44	2.17
- Phosphate & All Other Fertiliser	1.56	1.78	1.53
Freight	0.14	0.12	0.12
Irrigation	0.00	0.47	0.62
Other Expenses	0.17	0.08	0.05
Pasture Maintenance & Renovation	0.31	1.06	0.70
Repairs & Maintenance	1.72	1.62	1.48
Standing charges	1.05	1.09	0.97
Vehicle Expenses (including fuel & oil)	0.89	0.89	0.75
Management & Staff Expenses	8.79	7.11	6.17
- Wages, Salaries & Employment Exp.	4.78	4.74	3.62
- Imputed Labour & Management	4.01	2.37	2.55
Depreciation	2.64	1.95	1.84
Gross Expenses	39.30	36.27	32.31
Gross Exp excl. Imputed Labour/Mgmt & Dep'n	32.66	31.95	27.92
Core Cost Structure per Litre	23.60	21.78	19.65
OPERATING PROFIT (LOSS)	10.30	8.24	13.57