

1 Output

The output of a crops production is its marketable yield multiplied by farm gate prices and also, where paid, direct payments.

Non marketable output is usually measured in physical units and is not calculated. If the output is considered to be commercial forage, the output of nutrients is measured (see Forage Production).

Form. 1

6-7

It is recommended that for planning calculations the output included should be that which can be realistically achieved and sustained in the future. This output is normally calculated on the basis of average output of the past years.

1.1 Main Output

Differences in quality will affect the use, and the price received for the crop.

For example bread making and livestock feed wheat, and table and processing potatoes will be priced differently according to quantity and value.

In the sample calculation the gross output consists of the value of the bread making and feed wheat (80 % and 20 % respectively of 60 dt/ha) as well as the direct payment. The value of the nutrients contained in the straw, which is not removed, is calculated and an allowance is made for the nutrients provided for the following crop.

1.2 By-product Output

By-products are often not sold, but there are various alternative uses and contributions they make which should be included in the calculations. This is shown in the example of straw which is a by-product of the wheat crop.

- **Straw as a marketable by-product**

Evaluation: Selling price (farm gate price)

1.2.1 • Straw as a non-marketable by-product

- Straw as a litter for livestock production

Option 1: Measurement in physical units (quantity) for the calculation of straw in store any shortfall is purchased and surplus sold both at the market price or ploughed in or fed

Option 2: Evaluation with an internal valuation price

- **Straw as a forage for the livestock**

Option 1: Measurement in physical units (quantity of nutrients) for the calculation of its contribution to forage requirement any shortfall is purchased and any surpluses are sold at the market price, ploughed in or fed.

Option 2: Evaluation with an internal valuation price

- **Straw as a plant nutrient**

Option 1: Measurement in physical units (quantity of nutrients) for the calculation together with the nutrients removal by the whole plant to determine the balanced nutrient requirement (see Calculation of balanced nutrient requirements).

Option 2: Evaluation with an internal valuation price

Form. 1

17-22

Form. 1

9

The same rule is applicable to by-products of other plants (e. g. sugar beet tops). For a profitability calculation it is generally recommended to consider by-products in the first instance as not harvested and to make a separate calculation for the storing of straw. This makes it easier to allocate the costs and increases the flexibility of farm planning.