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# Improvement of competitiveness and cost effectiveness

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# Improving competitiveness

20%

lower variable costs

80%

higher  
sugar yield



**thinking about costs**

**costs per hectare**

**or**

**costs per unit product**

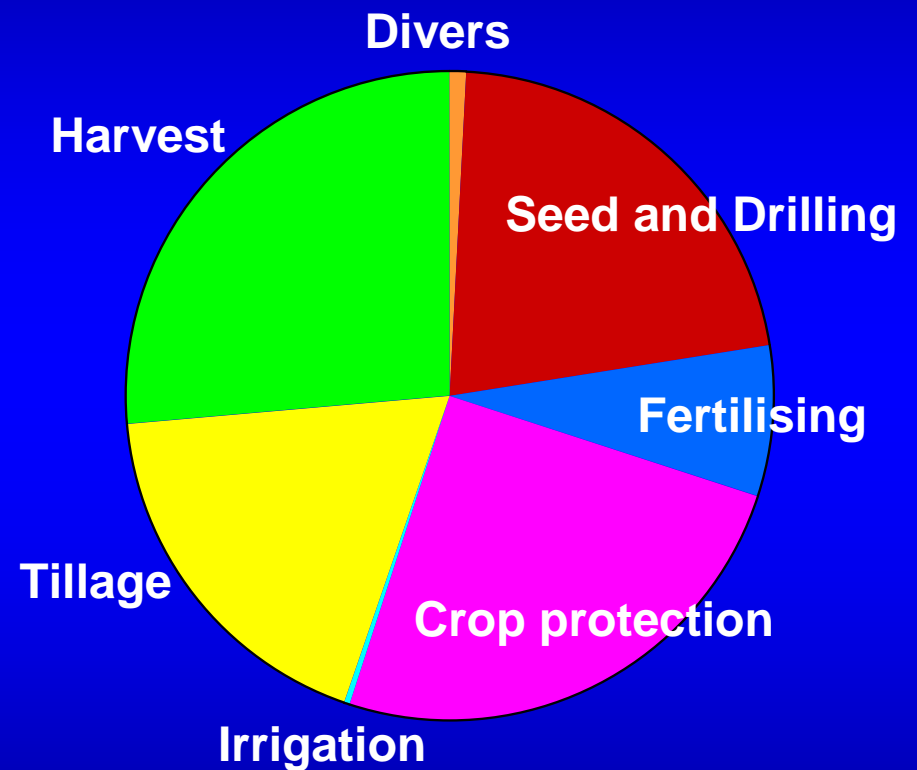
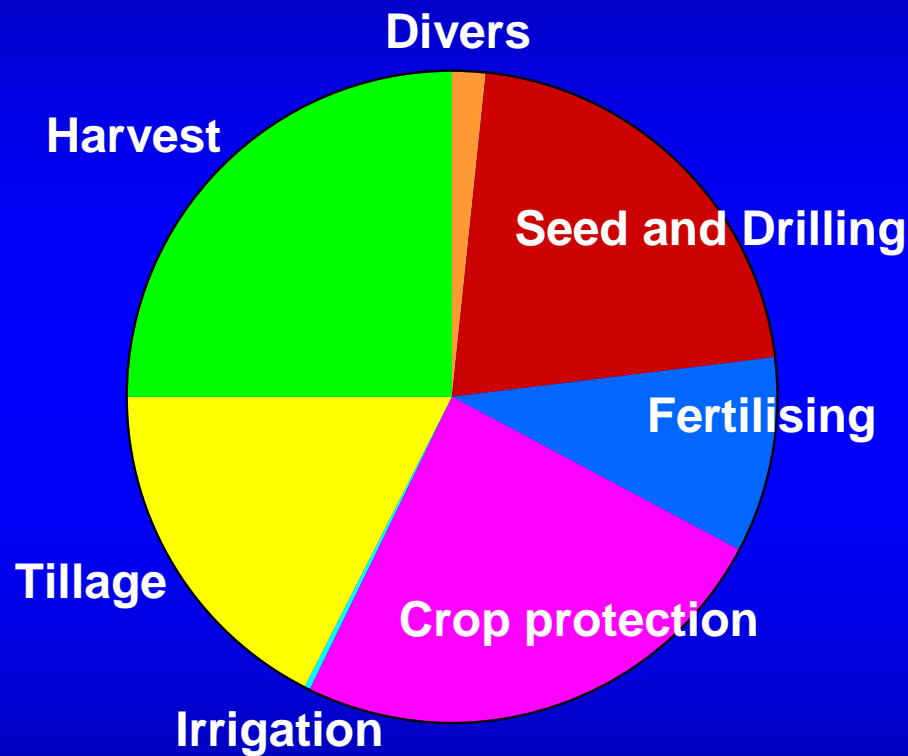
**and**

**cost effectiveness?**

# (SUSY) Variable costs 2006/2007

TOP: 1431 €/ha

MID: 1368 €/ha



$\Delta = 4 \text{ €/ton of beet}$

Costs are inclusive own mechanisation, own labour, and contracting, excl. fertilizer and pesticides  
(Hanse, IRS 2009)



# (SUSY) pairs study – sandy clay

- ☀ Saturated water conductivity ( $K_{sat}$ )
- ☀ Sugar yield (SY)

$K_{sat}(25-40 \text{ cm}) = 0.01 \text{ m/day}$



$K_{sat}(25-40 \text{ cm}) = 0.09 \text{ m/day}$

(Hanse, IRS 2009)

# (SUSY) Leaf diseases



**$\Delta$  gross margin = 16 €/ton !**

Harvest: 11-10-2007  
Sugar: 18.0%

Harvest: 9-10-2007  
Sugar: 15.2%

# (SUSY) Harvesting losses



**total 6.7 ton/ha**

**whole beet = 3.33 t/ha**

(Hanse, IRS 2009)



**total 2.9 ton/ha**

**whole beet = 0.38 t/ha**

# Keys to improve competitiveness and cost effectiveness

- ☀ higher sugar yield
- ☀ attention and timing

