

### III DEFINITIONS

***Brassica napus varieties:*** Argentine varieties

***Brassica rapa varieties:*** Polish varieties

***Break-even/cost per bushel:*** The price needed per bushel to cover the variable costs at the stated yield per acre of production.

***Coefficient of variation (CV):*** The standard deviation expressed as a percentage of the mean.

***Contribution margin:*** The amount of total revenue less variable costs that directly relate to the business operation available to contribute to fixed costs and return on investment, labour and management.

***Contribution margin per bushel:*** The extra revenue per unit of production, which is available to service fixed costs. This illustrates to the producer the importance of a well-planned marketing strategy.

***Contribution margin per acre:*** The amount of revenue remaining per acre after variable costs have been serviced, allowing the producer to manage other financial commitments, such as fixed costs.

***Damaged seed:*** The percentage of seeds that were damaged, including green and brown seed, determined by a crush strip test.

***Days to maturity:*** Actual calendar days from the date of seeding to approximately 30 % seed colour change on the main stem.

***Fixed costs:*** Costs that remain relatively unchanged regardless of the volume of production (eg. land taxes, mortgage interest and machinery depreciation).

***Growing degree days (GDD):*** Heat accumulated above canola's base temperature. The heat accumulated each day is determined by adding the maximum and minimum temperatures and dividing the total by two to obtain a daily average. The base temperature for canola of 5°C is subtracted from the average to arrive at the number of growing degree days. The total growing degree-days required for Argentine canola on average is 1040 growing degree days. Polish canola on average requires 850 growing degree days.<sup>1</sup>

***Least significant difference (LSD):*** The difference required for one treatment to be statistically different from another at the 90 % confidence level, expressed in identical units. For example, if Variety A yielded 30 bu/ac and Variety B yielded 34 bu/ac and the LSD for that trial was 2.25, then Variety A is statistically different from Variety B because  $34-30=4$ , which is greater than 2.25. If the difference were less than 2.25, then the varieties would not be statistically different from each other.

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<sup>1</sup> Source: Canola Growers Manual

**Lodging ratio:** Crop canopy height divided by actual plant length. A measure of the lodging resistance of a particular variety.

**Opportunity costs:** The opportunity cost of a resource is the return the resource can earn when put to its best alternative.

**Variable costs:** Costs that vary directly with the volume of production or activity (eg. seed, fertilizer, fuel and repairs).

*Definitions provided by the ROYAL BANK in consultations with the Canola Council with reference from the Farm Accounting Standardization Manual©.*