

TABLE C2. Lowland dairy gross margins in Wales, 2016/17.

Herd Size	<90	90 - 150	> 150	All herds
Number of herds	16	19	19	54
Average farm area - actual hectares	85	119	203	139
- effective hectares	81	116	186	130
Average size of farm business (SO)	197,378	340,056	803,314	460,779
Average size of herd (numbers)	72	134	339	188
Average milk yield (litres per cow)	6,718	6,816	7,586	7,058
Milk price (pence per litre)	20.91	22.98	23.49	22.55
OUTPUT (£ per cow)				
Milk sales	1,410.45	1,526.24	1,708.37	1,628.62
Milk consumed	23.69	30.56	12.49	18.31
Cow and bull sales	193.61	132.84	273.04	228.79
Calf sales	33.15	53.12	33.13	38.15
Transfers out	91.31	76.39	58.01	66.43
Miscellaneous output	10.28	0.66	1.45	2.26
Change in valuation	14.96	7.59	-22.75	-10.83
Less cow and bull purchases	24.20	36.00	86.92	66.97
Less transfers in	289.56	268.98	236.94	250.99
Gross output	1,463.69	1,522.42	1,739.88	1,653.77
VARIABLE COSTS (£ per cow)				
Purchased concentrates	392.24	424.71	495.66	466.04
Home grown concentrates	24.50	8.93	7.39	9.73
Coarse fodder and tack	13.71	15.78	28.08	23.35
Veterinary and medicines	57.90	65.73	67.64	66.05
Other livestock costs	136.45	159.73	169.22	163.09
Allocatable contracting and hire	11.16	19.64	16.82	16.88
Total variable costs	635.96	694.52	784.81	745.14
Gross margin before forage costs	827.73	827.90	955.07	908.63
Forage variable costs per cow	146.78	161.85	164.49	161.80
Gross margin after forage costs	680.95	666.05	790.58	746.83
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	62.40	57.43	60.24	59.78
Seeds	7.66	14.49	8.46	9.88
Sprays	4.41	7.39	3.93	4.86
Forage contracting	45.06	60.35	65.49	61.86
Grass keep	17.45	13.85	19.63	17.93
Other forage costs	9.80	8.34	6.74	7.49
Total forage variable costs to dairy	146.78	161.85	164.49	161.80
% of forage variable costs to dairy	55.76	64.07	70.56	63.89