

TABLE C2. Lowland dairy gross margins in Wales, 2017/18

Herd Size	<110	110 - 220	> 220	All herds
Number of herds	17	19	19	55
Average farm area - actual hectares	81	132	217	146
- effective hectares	78	127	203	138
Average size of farm business (SO)	213,156	394,545	873,133	503,809
Average size of herd (numbers)	81	155	368	206
Average milk yield (litres per cow)	6,961	7,454	7,546	7,333
Milk price (pence per litre)	28.08	28.66	29.23	28.68
OUTPUT (£ per cow)				
Milk sales	1,924.96	2,110.26	2,084.67	2,071.94
Milk consumed	47.77	35.94	14.87	24.35
Cow and bull sales	156.74	177.21	185.22	179.68
Calf sales	36.37	45.96	44.51	43.90
Transfers out	93.69	92.58	59.94	72.54
Miscellaneous output	27.09	18.90	5.40	11.55
Change in valuation	-3.30	-4.01	-7.79	-6.26
Less cow and bull purchases	20.08	37.08	61.27	49.97
Less transfers in	257.29	261.00	221.32	236.03
Gross output	2,005.95	2,178.76	2,104.23	2,111.70
VARIABLE COSTS (£ per cow)				
Purchased concentrates	414.57	558.48	540.09	529.64
Home grown concentrates	16.16	7.41	8.09	8.89
Coarse fodder and tack	8.60	26.81	32.39	28.05
Veterinary and medicines	55.44	62.63	63.99	62.60
Other livestock costs	151.54	190.66	171.43	174.02
Allocatable contracting and hire	23.52	26.27	16.62	19.97
Total variable costs	669.83	872.26	832.61	823.17
Gross margin before forage costs	1,336.12	1,306.50	1,271.62	1,288.53
Forage variable costs per cow	155.35	168.49	161.05	162.29
Gross margin after forage costs	1,180.77	1,138.01	1,110.57	1,126.24
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	51.40	61.29	59.05	58.70
Seeds	10.92	15.49	9.77	11.40
Sprays	7.03	8.99	5.33	6.49
Forage contracting	50.52	69.07	54.21	57.64
Grass keep	21.12	8.11	23.70	19.32
Other forage costs	14.36	5.54	8.99	8.74
Total forage variable costs to dairy	155.35	168.49	161.05	162.29
% of forage variable costs to dairy	58.23	64.91	69.36	64.38