

TABLE C2. Lowland dairy gross margins in Wales, 2018/19.

Herd Size	<110	110 - 220	> 220	All herds
Number of herds	18	19	17	54
Average farm area - actual hectares	81	127	220	141
- effective hectares	78	123	206	134
Average size of farm business (SO)	282,185	531,959	1,236,349	670,454
Average size of herd (numbers)	78	155	379	200
Average milk yield (litres per cow)	6,796	7,613	7,681	7,362
Milk price (pence per litre)	27.81	28.75	29.67	28.73
OUTPUT (£ per cow)				
Milk sales	1,831.04	2,160.00	2,187.81	2,133.83
Milk consumed	41.83	36.36	14.56	24.04
Cow and bull sales	217.91	257.06	140.26	182.14
Calf sales	29.88	33.63	40.67	37.35
Transfers out	90.26	91.59	56.59	70.50
Miscellaneous output	1.12	0.43	0.00	0.26
Change in valuation	-24.19	-16.08	26.92	8.57
Less cow and bull purchases	48.41	66.55	35.92	45.88
Less transfers in	244.69	284.29	291.62	283.52
Gross output	1,894.75	2,212.15	2,139.27	2,127.29
VARIABLE COSTS (£ per cow)				
Purchased concentrates	467.48	677.39	614.11	612.26
Home grown concentrates	18.34	6.95	9.56	9.99
Coarse fodder and tack	13.66	39.44	78.51	59.44
Veterinary and medicines	57.10	80.80	72.67	72.86
Other livestock costs	143.81	195.05	180.96	179.96
Allocatable contracting and hire	29.82	32.53	34.77	33.52
Total variable costs	730.21	1,032.16	990.58	968.03
Gross margin before forage costs	1,164.54	1,179.99	1,148.69	1,159.26
Forage variable costs per cow	162.41	179.03	187.43	181.89
Gross margin after forage costs	1,002.13	1,000.96	961.26	977.37
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	60.27	58.97	64.17	62.25
Seeds	11.36	22.00	9.40	13.08
Sprays	5.37	10.15	4.66	6.25
Forage contracting	60.36	72.94	73.86	71.85
Grass keep	14.79	6.92	25.80	19.23
Other forage costs	10.26	8.05	9.54	9.23
Total forage variable costs to dairy	162.41	179.03	187.43	181.89
% of forage variable costs to dairy	56.40	64.36	69.79	63.41