

TABLE C1. Hill and upland dairy gross margins in Wales, 2003/04.

Herd size	<60	60-100	>100	All herds
Number of herds	26	32	30	88
Average farm area - actual hectares	108.66	100.46	185.01	131.71
- effective hectares	74.53	88.40	143.45	103.07
Average size of farm business (ESU)	61.74	97.08	185.98	116.95
Average size of herd (dairy cows)	43	77	157	94
Average milk yield (litres per cow)	5607	6045	6406	6190
ENTERPRISE OUTPUT (£ per cow)				
Milk disposals	952.38	1076.91	1164.34	1109.62
Calves - sales & transfers out	75.09	58.81	56.51	59.72
Bulls & cows - sales & transfers out	124.55	70.65	65.67	75.13
Net milk quota	14.07	-12.02	-9.82	-7.24
Valuation change	-22.93	14.90	7.79	5.74
Less : purchases & transfers in	134.87	138.22	122.92	129.09
Total enterprise output	1008.29	1071.03	1161.56	1113.88
VARIABLE COSTS (£ per cow)				
Concentrates	213.97	234.37	231.64	230.06
Purchased bulk feed	2.48	3.53	5.47	4.49
Stock keep	0.00	0.00	0.25	0.14
Veterinary & medicines	35.08	33.37	37.45	35.91
Other livestock costs - dairy	70.41	90.61	91.33	88.28
Total variable costs	321.95	361.87	366.14	358.88
Margin over concentrates	738.41	842.55	932.70	879.56
Gross margin before forage costs	686.34	709.16	795.42	755.00
Gross margin including forage costs	600.88	633.75	690.21	661.32
FORAGE VARIABLE COSTS (£ per farm)				
Seeds	286	328	1064	567
Fertilisers	4837	6707	13259	8388
Sprays	86	168	245	170
Other forage costs	5579	4188	12304	7366
Total forage variable costs	10788	11392	26872	16491
% of forage variable costs to dairy	34.29	51.02	61.44	53.58
Forage variable costs per cow	85.47	75.41	105.21	93.68
