

TABLE C2. Lowland dairy gross margins in Wales, 2003/04.

Herd size	<60	60-100	>100	All herds
Number of herds	18	23	40	81
Average farm area - actual hectares	49.79	80.18	153.22	109.50
- effective hectares	47.26	74.99	143.61	102.71
Average size of farm business (ESU)	50.66	100.72	227.50	152.20
Average size of herd (dairy cows)	40	82	200	131
Average milk yield (litres per cow)	5981	6562	6441	6431
ENTERPRISE OUTPUT (£ per cow)				
Milk disposals	1035.14	1172.52	1170.01	1161.21
Calves - sales & transfers out	68.46	62.74	53.50	56.16
Bulls & cows - sales & transfers out	153.16	57.96	101.53	97.36
Net milk quota	-1.73	-10.91	-22.48	-19.01
Valuation change	-1.60	5.72	3.61	3.62
Less : purchases & transfers in	150.62	103.48	147.21	139.71
Total enterprise output	1102.81	1184.55	1158.96	1159.64
VARIABLE COSTS (£ per cow)				
Concentrates	217.09	211.90	240.47	233.81
Purchased bulk feed	1.01	2.86	8.74	7.17
Stock keep	0.00	0.00	0.00	0.00
Veterinary & medicines	34.19	33.68	33.64	33.69
Other livestock costs - dairy	90.42	87.83	88.14	88.24
Total variable costs	342.72	336.28	370.98	362.90
Margin over concentrates	818.05	960.62	929.54	927.40
Gross margin before forage costs	760.10	848.28	787.98	796.74
Gross margin including forage costs	681.13	756.44	689.11	700.47
FORAGE VARIABLE COSTS (£ per farm)				
Seeds	251	613	1784	1111
Fertilisers	2791	6155	14503	9530
Sprays	88	314	876	542
Other forage costs	3268	6344	13198	9045
Total forage variable costs	6399	13425	30362	20227
% of forage variable costs to dairy	49.92	55.89	65.23	62.39
Forage variable costs per cow	78.97	91.84	98.87	96.26