

TABLE C1. Hill and upland dairy gross margins in Wales, 2004/05.

Herd size	<60	60-100	>100	All herds
Number of herds	25	29	26	80
Average farm area - actual hectares	107.90	115.71	180.45	134.31
- effective hectares	75.84	95.28	147.70	106.24
Average size of farm business (ESU)	63	99	194	119
Average size of herd (dairy cows)	44	79	166	96
Average milk yield (litres per cow)	5,830	6,177	6,673	6,404
ENTERPRISE OUTPUT (£ per cow)				
Milk sales and consumed	979	1,177	1,207	1,165
Bulls and cows - sales and transfers out	104	72	68	74
Calves - sales and transfers out	69	52	62	60
Dairy Premium and Slaughter Premium	52	53	56	54
Leased out quota	15	14	5	9
Valuation change	-57	12	15	4
Less : purchases and transfers in	144	155	137	143
Total enterprise output	1,017	1,224	1,277	1,224
VARIABLE COSTS (£ per cow)				
Concentrates	200	242	248	239
Coarse fodder and tack	3	3	4	4
Stock keep	0	0	0	0
Veterinary and medicines	42	36	43	41
Leased in quota	20	6	36	25
Other livestock costs - dairy	80	102	99	97
Total variable costs	345	390	429	405
Margin over concentrates	779	934	959	926
Gross margin before forage costs	672	834	847	818
Gross margin including forage costs	580	763	743	727
FORAGE VARIABLE COSTS (£ per farm)				
Seeds	230	361	1,007	530
Fertilisers	5,208	6,279	14,519	8,622
Sprays	41	198	506	249
Other forage costs	5,589	5,002	13,868	8,067
Total forage variable costs	11,068	11,840	29,900	17,468
% of forage variable costs to dairy	36.37	47.70	57.45	50.22
Forage variable costs per cow	91.66	71.48	103.97	91.32