

TABLE C2. Lowland dairy gross margins in Wales, 2004/05.

Herd size	<60	60-100	>100	All herds
Number of herds	10	23	32	65
Average farm area - actual hectares	48.57	78.49	164.63	116.29
- effective hectares	46.59	72.69	155.53	109.46
Average size of farm business (ESU)	51	97	241	161
Average size of herd (dairy cows)	42	79	212	139
Average milk yield (litres per cow)	5,851	6,449	6,140	6,188
ENTERPRISE OUTPUT (£ per cow)				
Milk sales and consumed	1,055	1,164	1,116	1,123
Bulls and cows - sales and transfers out	198	58	69	73
Calves - sales and transfers out	63	51	50	51
Dairy Premium and Slaughter Premium	61	56	53	54
Leased out quota	6	13	3	5
Valuation change	-129	15	12	6
Less : purchases and transfers in	137	128	152	147
Total enterprise output	1,116	1,229	1,151	1,165
VARIABLE COSTS (£ per cow)				
Concentrates	223	217	226	224
Coarse fodder and tack	1	4	7	6
Stock keep	0	0	1	0
Veterinary and medicines	28	42	37	37
Leased in quota	35	53	24	30
Other livestock costs - dairy	82	85	89	88
Total variable costs	370	401	383	386
Margin over concentrates	831	947	890	899
Gross margin before forage costs	747	828	769	780
Gross margin including forage costs	685	741	677	691
FORAGE VARIABLE COSTS (£ per farm)				
Seeds	114	575	1,955	1,183
Fertilisers	1,987	5,317	13,234	8,702
Sprays	64	444	932	626
Other forage costs	2,762	6,320	13,415	9,266
Total forage variable costs	4,927	12,656	29,536	19,777
% of forage variable costs to dairy	51.42	54.11	65.63	62.18
Forage variable costs per cow	61.46	87.23	91.52	88.86