

TABLE C1. Hill and upland dairy gross margins in Wales, 2005/06.

Herd Size	<60	60 - 100	> 100	All herds
Number of herds	20	30	26	76
Average farm area - actual hectares	77.12	148.58	148.15	129.63
- effective hectares	73.70	103.05	134.69	106.15
Average size of farm business (ESU)	62	100	185	119
Average size of herd (numbers)	44	80	160	98
Average milk yield (litres per cow)	5525	6233	7041	6602
Milk price (pence)	16.96	18.78	17.91	18.09
OUTPUT (£ per cow)				
Milk sales and consumed	936.54	1171.06	1261.25	1194.08
Cow & bull sales and transfers out	80.06	71.89	74.46	74.29
Calf sales and transfers out	60.41	43.60	42.94	45.20
Leased out quota	0.00	-8.22	-4.02	-4.90
Valuation change	-2.29	16.98	10.46	11.07
Less - cow and bull purchases	46.38	49.77	38.61	43.13
- heifer and bull transfers in	111.82	96.31	101.60	101.09
Gross output	916.52	1149.23	1244.88	1175.52
VARIABLE COSTS (£ per cow)				
Purchased concentrates	218.23	255.46	276.42	262.84
Home grown concentrates	0.96	5.02	4.10	4.03
Coarse fodder and tack	3.55	5.15	6.40	5.66
Veterinary and medicines	42.69	33.78	40.03	38.31
Dairy other livestock costs	81.99	84.27	82.64	83.09
Allocatable contracting	7.31	8.93	16.98	13.24
Total variable costs	354.73	392.61	426.57	407.17
Gross margin before forage costs	561.79	756.62	818.31	768.35
Forage variable costs per cow	87.65	76.60	111.72	97.55
Gross margin after forage costs	474.14	680.02	706.59	670.80
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, seeds and sprays	45.08	40.77	59.06	51.52
Forage contracting	24.30	24.03	35.48	30.47
Grass keep	14.12	5.45	12.06	10.16
Other forage costs	4.15	6.35	5.12	5.40
Total forage variable costs	87.65	76.60	111.72	97.55
% of forage variable costs to dairy	41.94	56.57	63.17	54.98