

TABLE C2. Lowland dairy gross margins in Wales, 2005/06.

Herd Size	<60	60 - 100	> 100	All herds
Number of herds	8	26	30	64
Average farm area - actual hectares	56.82	84.04	157.13	114.90
- effective hectares	54.17	78.41	148.81	108.38
Average size of farm business (ESU)	52.91	98.22	240.05	159.04
Average size of herd (numbers)	39	79	215	138
Average milk yield (litres per cow)	6,598	6,571	6,106	6,232
Milk price (pence)	18.67	17.88	18.47	18.33
OUTPUT (£ per cow)				
Milk sales and consumed	1224.88	1174.10	1127.72	1141.92
Cow & bull sales and transfers out	51.13	81.92	68.27	70.83
Calf sales and transfers out	46.94	51.26	44.40	46.08
Leased out quota	0.00	1.36	-1.15	-0.52
Valuation change	-16.58	17.57	27.83	23.88
Less - cow and bull purchases	7.06	41.34	41.18	40.01
- heifer and bull transfers in	65.75	116.28	112.93	112.03
Gross output	1233.56	1168.59	1112.96	1130.15
VARIABLE COSTS (£ per cow)				
Purchased concentrates	186.62	211.80	221.59	218.08
Home grown concentrates	20.91	11.81	12.91	12.94
Coarse fodder and tack	4.25	5.82	8.57	7.78
Veterinary and medicines	36.11	45.56	38.21	39.84
Dairy other livestock costs	93.36	89.32	77.99	81.16
Allocatable contracting	12.18	12.60	7.48	8.83
Total variable costs	353.43	376.91	366.75	368.63
Gross margin before forage costs	880.13	791.68	746.21	761.52
Forage variable costs per cow	78.02	96.52	105.98	102.79
Gross margin after forage costs	802.11	695.16	640.23	658.73
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, seeds and sprays	38.69	50.17	53.43	52.15
Forage contracting	25.64	32.47	41.46	38.81
Grass keep	5.73	9.84	8.11	8.43
Other forage costs	7.96	4.04	2.98	3.40
Total forage variable costs	78.02	96.52	105.98	102.79
% of forage variable costs to dairy	47.61	58.30	67.38	61.22