

TABLE C1. Hill and upland dairy gross margins in Wales, 2006/07.

Herd Size	<60	60 - 100	> 100	All herds
Number of herds	19	27	28	74
Average farm area - actual hectares	74.59	90.04	133.81	102.63
- effective hectares	70.59	81.67	123.65	94.71
Average size of farm business (ESU)	58	96	180	118
Average size of herd (numbers)	43	80	158	100
Average milk yield (litres per cow)	5764	6283	7057	6689
Milk price (pence)	16.44	17.77	17.54	17.50
OUTPUT (£ per cow)				
Milk sales and consumed	947.24	1117.18	1237.95	1170.67
Cow & bull sales and transfers out	93.75	64.81	80.98	77.69
Calf sales and transfers out	69.15	62.80	62.68	63.43
Leased out quota	0.00	0.00	-0.13	-0.08
Valuation change	1.37	-12.20	-22.48	-16.86
Less - cow and bull purchases	56.85	33.30	34.09	36.38
- heifer and bull transfers in	118.04	93.21	107.89	104.75
Gross output	936.62	1106.08	1217.02	1153.72
VARIABLE COSTS (£ per cow)				
Purchased concentrates	250.38	277.64	288.57	281.17
Home grown concentrates	1.62	4.70	2.59	3.09
Coarse fodder and tack	3.30	5.77	8.88	7.35
Veterinary and medicines	36.01	35.22	40.54	38.49
Dairy other livestock costs	82.70	88.49	95.67	92.15
Allocatable contracting	9.12	10.54	17.94	14.82
Total variable costs	383.13	422.36	454.19	437.07
Gross margin before forage costs	553.49	683.72	762.83	716.65
Forage variable costs per cow	96.94	85.17	125.95	110.89
Gross margin after forage costs	456.55	598.55	636.88	605.76
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, seeds and sprays	54.97	44.89	69.90	60.98
Forage contracting	22.39	24.28	36.78	31.55
Grass keep	13.69	9.66	13.31	12.30
Other forage costs	5.89	6.34	5.96	6.06
Total forage variable costs	96.94	85.17	125.95	110.89
% of forage variable costs to dairy	45.50	56.63	63.89	56.52