

TABLE C1. Hill and upland dairy gross margins in Wales, 2007/08.

Herd Size	<60	60 - 100	> 100	All herds
Number of herds	14.00	29.00	28.00	71.00
Average farm area - actual hectares	65.68	120.99	137.44	116.57
- effective hectares	61.92	87.72	126.30	97.85
Average size of farm business (ESU)	55.30	97.76	178.80	121.35
Average size of herd (numbers)	42.48	78.40	153.82	101.06
Average milk yield (litres per cow)	5,699	6,233	6,851	6,560
Milk price (pence)	18.84	20.74	21.91	21.34
OUTPUT (£ per cow)				
Milk sales and consumed	1,074.42	1,293.90	1,500.96	1,399.99
Cow & bull sales and transfers out	115.56	96.13	107.69	104.68
Calf sales and transfers out	67.47	64.13	60.75	62.38
Less - valuation change	37.97	-21.12	-26.29	-19.33
- cow and bull purchases	45.18	35.46	38.50	38.09
- heifer and bull transfers in	79.08	102.42	141.54	123.97
Gross output	1,095.22	1,337.40	1,515.65	1,424.32
VARIABLE COSTS (£ per cow)				
Purchased concentrates	274.16	293.70	338.61	319.04
Home grown concentrates	0.00	8.60	17.49	13.22
Coarse fodder and tack	2.97	3.56	8.86	6.69
Veterinary and medicines	33.50	41.67	45.97	43.57
Dairy other livestock costs	89.72	102.16	110.99	106.42
Allocatable contracting	7.65	11.62	8.17	9.22
Total variable costs	408.00	461.31	530.09	498.16
Gross margin before forage costs	687.22	876.09	985.56	926.16
Forage variable costs per cow	104.87	106.55	130.62	120.85
Gross margin after forage costs	582.35	769.54	854.94	805.31
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, seeds and sprays	58.52	50.16	68.36	61.77
Forage contracting	28.67	31.52	39.67	36.18
Grass keep	11.35	17.08	16.51	16.26
Other forage costs	6.33	7.79	6.08	6.64
Total forage variable costs	104.87	106.55	130.62	120.85
% of forage variable costs to dairy	47.49	53.39	62.43	55.79