

TABLE C2. Lowland dairy gross margins in Wales, 2007/08.

Herd Size	<80	80 - 160	> 160	All herds
Number of herds	20.00	21.00	16.00	57.00
Average farm area - actual hectares	84.32	110.75	192.71	124.48
- effective hectares	77.90	106.90	182.29	117.89
Average size of farm business (ESU)	77.12	138.38	329.09	170.42
Average size of herd (numbers)	61.13	110.42	307.53	148.45
Average milk yield (litres per cow)	6,373	7,240	6,433	6,646
Milk price (pence)	21.16	20.97	21.36	21.22
OUTPUT (£ per cow)				
Milk sales and consumed	1,348.58	1,519.16	1,373.97	1,410.09
Cow & bull sales and transfers out	110.62	120.93	71.95	90.96
Calf sales and transfers out	69.02	70.76	51.11	59.08
Less - valuation change	12.91	-26.22	-89.95	-57.63
- cow and bull purchases	18.99	55.87	114.50	84.63
- heifer and bull transfers in	126.94	134.63	111.78	120.23
Gross output	1,369.38	1,546.57	1,360.70	1,412.90
VARIABLE COSTS (£ per cow)				
Purchased concentrates	249.24	348.34	320.46	317.81
Home grown concentrates	36.53	21.22	25.26	25.78
Coarse fodder and tack	9.78	14.50	13.14	13.03
Veterinary and medicines	45.82	55.89	48.16	49.94
Dairy other livestock costs	93.26	113.68	96.89	100.97
Allocatable contracting	7.13	13.06	9.29	10.02
Total variable costs	441.76	566.69	513.20	517.55
Gross margin before forage costs	927.62	979.88	847.50	895.35
Forage variable costs per cow	105.75	112.97	139.67	127.44
Gross margin after forage costs	821.87	866.91	707.83	767.91
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, seeds and sprays	65.16	57.61	76.72	69.81
Forage contracting	25.78	35.55	34.10	33.30
Grass keep	5.19	11.23	19.57	15.20
Other forage costs	9.62	8.58	9.28	9.13
Total forage variable costs	105.75	112.97	139.67	127.44
% of forage variable costs to dairy	57.29	60.79	73.06	63.01