

**TABLE C1. Hill and upland dairy gross margins in Wales, 2008/09.**

<b>Herd Size</b>	<b>&lt;60</b>	<b>60 - 100</b>	<b>&gt; 100</b>	<b>All herds</b>
Number of herds	20	24	26	70
Average farm area - actual hectares	118	91	149	120
- effective hectares	77	83	137	101
Average size of farm business (ESU)	69	103	192	126
Average size of herd (numbers)	55	85	163	105
Average milk yield (litres per cow)	5,729	6,227	6,968	6,580
Milk price (pence)	24.37	25.80	25.83	25.63
<b>OUTPUT (£ per cow)</b>				
Milk sales and consumed	1,395.67	1,606.94	1,799.77	1,686.81
Cow & bull sales and transfers out	135.99	130.89	120.07	125.40
Calf sales and transfers out	72.26	83.93	82.45	81.35
Less - valuation change	-11.42	-16.84	-46.84	-33.32
- cow and bull purchases	57.27	50.11	114.97	88.54
- heifer and bull transfers in	124.56	157.39	140.31	142.69
<b>Gross output</b>	<b>1,433.51</b>	<b>1,631.10</b>	<b>1,793.85</b>	<b>1,695.65</b>
<b>VARIABLE COSTS (£ per cow)</b>				
Purchased concentrates	341.54	414.61	455.43	427.32
Home grown concentrates	3.46	7.86	15.62	11.68
Coarse fodder and tack	7.72	5.52	17.23	12.59
Veterinary and medicines	37.03	48.80	54.78	50.50
Dairy other livestock costs	115.29	123.43	138.50	130.90
Allocatable contracting	16.59	12.50	13.52	13.69
<b>Total variable costs</b>	<b>521.63</b>	<b>612.72</b>	<b>695.08</b>	<b>646.68</b>
<b>Gross margin before forage costs</b>	<b>911.88</b>	<b>1,018.38</b>	<b>1,098.77</b>	<b>1,048.97</b>
Forage variable costs per cow	134.48	149.77	185.34	168.00
<b>Gross margin after forage costs</b>	<b>777.40</b>	<b>868.61</b>	<b>913.43</b>	<b>880.97</b>
<b>DAIRY FORAGE VARIABLE COSTS (£ per cow)</b>				
Fertilisers, seeds and sprays	79.91	75.60	102.48	91.73
Forage contracting	32.26	44.14	51.56	46.66
Grass keep	13.29	19.82	24.34	21.45
Other forage costs	9.02	10.21	6.96	8.16
<b>Total forage variable costs</b>	<b>134.48</b>	<b>149.77</b>	<b>185.34</b>	<b>168.00</b>
% of forage variable costs to dairy	52.92	54.96	60.32	56.37