

TABLE C2. Lowland dairy gross margins in Wales, 2008/09.

| Herd Size | <80 | 80 - 160 | > 160 | All herds |
|--|-----------------|-----------------|-----------------|------------------|
| Number of herds | 20 | 22 | 17 | 59 |
| Average farm area - actual hectares | 69 | 121 | 187 | 122 |
| - effective hectares | 66 | 114 | 175 | 115 |
| Average size of farm business (ESU) | 74 | 136 | 319 | 168 |
| Average size of herd (numbers) | 62 | 113 | 296 | 148 |
| Average milk yield (litres per cow) | 5,828 | 6,869 | 6,066 | 6,260 |
| Milk price (pence) | 25.91 | 25.33 | 27.00 | 26.34 |
| OUTPUT (£ per cow) | | | | |
| Milk sales and consumed | 1,509.43 | 1,740.88 | 1,638.23 | 1,649.00 |
| Cow & bull sales and transfers out | 160.36 | 177.76 | 127.21 | 146.22 |
| Calf sales and transfers out | 89.93 | 70.26 | 66.40 | 70.83 |
| Less - valuation change | -2.12 | -47.43 | -42.36 | -38.08 |
| - cow and bull purchases | 54.95 | 41.12 | 62.73 | 55.51 |
| - heifer and bull transfers in | 135.86 | 221.25 | 162.58 | 175.39 |
| Gross output | 1,571.03 | 1,773.96 | 1,648.89 | 1,673.23 |
| VARIABLE COSTS (£ per cow) | | | | |
| Purchased concentrates | 320.98 | 427.74 | 403.24 | 398.50 |
| Home grown concentrates | 14.93 | 23.26 | 12.18 | 15.70 |
| Coarse fodder and tack | 13.47 | 8.35 | 16.62 | 13.83 |
| Veterinary and medicines | 44.58 | 60.78 | 56.44 | 55.99 |
| Dairy other livestock costs | 100.77 | 134.80 | 111.24 | 116.42 |
| Allocatable contracting | 7.87 | 17.27 | 11.04 | 12.35 |
| Total variable costs | 502.60 | 672.20 | 610.76 | 612.79 |
| Gross margin before forage costs | 1,068.43 | 1,101.76 | 1,038.13 | 1,060.44 |
| Forage variable costs per cow | 121.22 | 161.21 | 185.98 | 169.78 |
| Gross margin after forage costs | 947.21 | 940.55 | 852.15 | 890.66 |
| DAIRY FORAGE VARIABLE COSTS (£ per cow) | | | | |
| Fertilisers, seeds and sprays | 65.17 | 91.85 | 110.22 | 98.62 |
| Forage contracting | 41.80 | 45.34 | 43.74 | 43.92 |
| Grass keep | 6.48 | 15.19 | 21.54 | 17.61 |
| Other forage costs | 7.77 | 8.83 | 10.48 | 9.63 |
| Total forage variable costs | 121.22 | 161.21 | 185.98 | 169.78 |
| % of forage variable costs to dairy | 60.12 | 60.27 | 71.47 | 63.44 |