

TABLE C2. Lowland dairy gross margins in Wales, 2009/2010.

Herd Size	<80	80 - 160	> 160	All herds
Number of herds	18	20	20	58
Average farm area - actual hectares	69	112	204	130
- effective hectares	66	107	193	124
Average size of farm business (ESU)	73	134	311	176
Average size of herd (numbers)	64	112	286	157
Average milk yield (litres per cow)	6,335	6,935	6,569	6,623
Milk price (pence)	22.41	21.24	23.88	22.51
OUTPUT (£ per cow)				
Milk sales	1,413.06	1,437.55	1,519.01	1,485.65
Milk consumed	36.80	24.56	25.57	26.74
Cow and bull sales	103.67	107.78	132.14	122.57
Calf sales	30.17	17.31	23.81	23.01
Transfers out	70.25	68.08	52.86	58.79
Miscellaneous output	0.06	0.00	0.06	0.04
Change in valuation	14.02	56.14	28.09	33.22
Less cow and bull purchases	59.48	37.86	44.81	44.94
Less transfers in	139.15	202.36	174.09	176.65
Gross output	1,469.40	1,471.20	1,562.64	1,528.43
VARIABLE COSTS (£ per cow)				
Purchased concentrates	371.59	375.55	416.38	400.70
Home grown concentrates	11.69	18.13	12.35	13.69
Coarse fodder and tack	14.57	5.91	17.23	14.11
Veterinary and medicines	46.20	57.57	57.06	55.82
Dairy other livestock costs	132.24	139.24	134.69	135.50
Allocatable contracting	10.79	20.53	14.30	15.39
Total variable costs	587.08	616.93	652.01	635.21
Gross margin before forage costs	882.32	854.27	910.63	893.22
Forage variable costs per cow	139.43	136.57	173.97	160.43
Gross margin after forage costs	742.89	717.70	736.66	732.79
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	62.19	60.52	72.12	68.02
Seeds	11.23	10.90	11.36	11.23
Sprays	6.16	5.02	5.30	5.34
Forage contracting	42.05	40.08	55.32	49.90
Grass keep	7.01	11.25	19.43	15.86
Other forage costs	10.79	8.80	10.44	10.08
Total forage variable costs	139.43	136.57	173.97	160.43
% of forage variable costs to dairy	63.73	60.99	69.99	64.94