

TABLE C1. Hill and upland dairy gross margins in Wales, 2010/2011.

Herd Size	<70	70 - 100	> 100	All herds
Number of herds	22	16	31	69
Average farm area - actual hectares	133	107	155	137
- effective hectares	94	97	143	117
Average size of farm business (ESU)	71	107	183	129
Average size of herd (numbers)	54	87	160	109
Average milk yield (litres per cow)	6,139	6,090	7,297	6,648
Milk price (pence per litre)	22.87	22.77	23.52	23.14
OUTPUT (£ per cow)				
Milk sales	1,396.13	1,379.66	1,684.74	1,583.07
Milk consumed	29.24	38.01	30.96	31.98
Cow and bull sales	121.20	124.87	117.08	119.16
Calf sales	33.60	32.67	23.31	26.66
Transfers out	56.58	64.31	77.70	71.90
Miscellaneous output	18.20	14.31	13.37	14.31
Change in valuation	34.39	11.92	22.99	22.77
Less cow and bull purchases	69.53	35.61	53.93	53.05
Less transfers in	189.03	193.40	196.40	194.68
Gross output	1,430.78	1,436.74	1,719.82	1,622.12
VARIABLE COSTS (£ per cow)				
Purchased concentrates	367.25	364.05	459.93	427.66
Home grown concentrates	4.74	0.00	6.98	5.35
Coarse fodder and tack	4.19	13.16	18.23	15.08
Veterinary and medicines	52.33	53.09	63.57	59.87
Dairy other livestock costs	153.00	106.24	135.10	132.64
Allocatable contracting	14.47	4.62	16.23	13.82
Total variable costs	595.98	541.16	700.04	654.42
Gross margin before forage costs	834.80	895.58	1,019.78	967.70
Forage variable costs per cow	148.72	143.77	177.08	166.48
Gross margin after forage costs	686.08	751.81	842.70	801.22
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	72.92	74.38	82.56	79.53
Seeds	4.06	4.15	6.50	5.68
Sprays	2.57	2.39	3.35	3.05
Forage contracting	40.40	41.46	44.80	43.49
Grass keep	17.59	15.16	31.08	26.03
Other forage costs	11.18	6.23	8.79	8.70
Total forage variable costs to dairy	148.72	143.77	177.08	166.48
% of forage variable costs to dairy	47.71	55.59	61.54	55.75