

TABLE C2. Lowland dairy gross margins in Wales, 2010/2011.

Herd Size	<80	80 - 160	> 160	All herds
Number of herds	20	19	19	58
Average farm area - actual hectares	71	115	205	129
- effective hectares	68	109	194	123
Average size of farm business (ESU)	78	138	318	176
Average size of herd (numbers)	66	116	293	157
Average milk yield (litres per cow)	6,957	7,311	6,906	7,056
Milk price (pence per litre)	23.92	23.45	24.62	23.99
OUTPUT (£ per cow)				
Milk sales	1,645.84	1,682.02	1,635.77	1,648.44
Milk consumed	30.94	33.35	23.86	27.19
Cow and bull sales	89.18	142.58	109.12	114.34
Calf sales	27.98	22.47	21.43	22.63
Transfers out	62.32	66.58	55.38	59.10
Miscellaneous output	13.22	13.59	11.63	12.33
Change in valuation	10.86	-0.85	9.77	7.35
Less cow and bull purchases	29.95	22.22	34.98	31.16
Less transfers in	177.69	210.86	190.86	193.79
Gross output	1,672.70	1,726.66	1,641.12	1,666.43
VARIABLE COSTS (£ per cow)				
Purchased concentrates	397.48	415.36	455.84	437.57
Home grown concentrates	27.00	29.64	2.82	12.83
Coarse fodder and tack	14.84	15.08	33.51	26.34
Veterinary and medicines	51.44	66.66	60.32	60.57
Dairy other livestock costs	129.29	147.72	135.64	137.65
Allocatable contracting	7.06	14.70	14.65	13.56
Total variable costs	627.11	689.16	702.78	688.52
Gross margin before forage costs	1,045.59	1,037.50	938.34	977.91
Forage variable costs per cow	127.86	144.14	160.46	151.78
Gross margin after forage costs	917.73	893.36	777.88	826.13
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	59.94	68.05	66.43	65.88
Seeds	7.15	9.66	11.15	10.21
Sprays	4.22	5.34	5.02	4.98
Forage contracting	40.44	41.05	45.35	43.59
Grass keep	6.08	11.38	24.11	18.42
Other forage costs	10.03	8.66	8.40	8.70
Total forage variable costs to dairy	127.86	144.14	160.46	151.78
% of forage variable costs to dairy	59.87	61.12	67.35	62.73