

TABLE C1. Hill and upland dairy gross margins in Wales, 2011/2012.

Herd Size	<75	75 - 120	> 120	All herds
Number of herds	27	24	20	71
Average farm area - actual hectares	123	115	171	134
- effective hectares	91	103	160	114
Average size of farm business (ESU)	73	119	214	128
Average size of herd (numbers)	56	98	185	107
Average milk yield (litres per cow)	6,215	6,749	7,350	6,715
Milk price (pence per litre)	25.93	26.84	26.65	26.44
OUTPUT (£ per cow)				
Milk sales	1,609.99	1,761.90	1,929.02	1,812.90
Milk consumed	34.78	42.95	23.43	31.79
Cow and bull sales	183.34	163.65	157.80	164.75
Calf sales	37.00	34.46	33.15	34.33
Transfers out	54.35	59.94	64.26	60.92
Miscellaneous output	0.00	0.00	0.69	0.34
Change in valuation	22.26	12.04	54.54	34.83
Less cow and bull purchases	52.18	36.72	67.10	54.65
Less transfers in	247.83	232.98	221.88	230.55
Gross output	1,641.71	1,805.24	1,973.91	1,854.66
VARIABLE COSTS (£ per cow)				
Purchased concentrates	434.96	481.30	552.81	506.87
Home grown concentrates	5.83	9.64	17.56	12.73
Coarse fodder and tack	5.56	11.50	22.53	15.68
Veterinary and medicines	55.66	51.86	67.50	60.26
Dairy other livestock costs	147.96	139.44	142.79	142.80
Allocatable contracting	13.69	5.69	12.60	10.67
Total variable costs	663.66	699.43	815.79	749.01
Gross margin before forage costs	978.05	1,105.81	1,158.12	1,105.65
Forage variable costs per cow	169.23	174.89	224.61	198.01
Gross margin after forage costs	808.82	930.92	933.51	907.64
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	92.84	83.75	90.96	89.09
Seeds	4.52	7.31	8.68	7.42
Sprays	3.56	2.83	4.66	3.87
Forage contracting	35.65	43.73	72.95	56.36
Grass keep	21.54	25.80	36.91	30.37
Other forage costs	11.12	11.47	10.45	10.90
Total forage variable costs to dairy	169.23	174.89	224.61	198.01
% of forage variable costs to dairy	48.93	58.40	64.41	56.49