

TABLE C2. Lowland dairy gross margins in Wales, 2011/2012.

Herd Size	<90	90 - 150	> 150	All herds
Number of herds	19	21	19	58
Average farm area - actual hectares	74	115	198	130
- effective hectares	71	110	187	123
Average size of farm business (ESU)	80	135	321	177
Average size of herd (numbers)	68	116	298	159
Average milk yield (litres per cow)	6,756	7,137	7,084	6,982
Milk price (pence per litre)	26.73	26.94	28.36	27.32
OUTPUT (£ per cow)				
Milk sales	1,792.65	1,889.33	1,903.82	1,880.01
Milk consumed	32.95	32.92	20.88	25.98
Cow and bull sales	120.04	166.22	137.29	141.72
Calf sales	34.67	26.27	21.79	24.93
Transfers out	57.14	66.73	49.16	54.73
Miscellaneous output	0.67	0.18	0.00	0.14
Change in valuation	12.89	30.40	38.98	33.42
Less cow and bull purchases	39.86	45.20	34.73	34.21
Less transfers in	203.21	243.48	233.35	233.11
Gross output	1,807.94	1,923.37	1,903.84	1,893.61
VARIABLE COSTS (£ per cow)				
Purchased concentrates	444.26	477.93	481.24	471.02
Home grown concentrates	26.81	20.29	6.38	12.99
Coarse fodder and tack	15.68	15.42	47.43	33.72
Veterinary and medicines	54.57	65.62	64.62	63.37
Dairy other livestock costs	132.66	161.33	135.76	140.74
Allocatable contracting	7.53	14.42	14.33	13.48
Total variable costs	681.51	755.01	749.76	735.32
Gross margin before forage costs	1,126.43	1,168.36	1,154.08	1,158.29
Forage variable costs per cow	152.29	193.65	169.64	173.45
Gross margin after forage costs	974.14	974.71	984.44	984.84
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	66.84	84.65	78.75	78.37
Seeds	11.25	17.45	12.67	13.84
Sprays	3.65	7.80	5.07	5.59
Forage contracting	49.02	61.31	45.94	50.25
Grass keep	9.71	14.16	16.67	15.20
Other forage costs	11.82	8.28	10.54	10.20
Total forage variable costs to dairy	152.29	193.65	169.64	173.45
% of forage variable costs to dairy	59.57	62.88	68.95	63.62