

TABLE C1. Hill and upland dairy gross margins in Wales, 2012/2013.

| Herd Size | <75 | 75 - 120 | > 120 | All herds |
|--|-----------------|-----------------|-----------------|------------------|
| Number of herds | 26 | 22 | 24 | 72 |
| Average farm area - actual hectares | 84 | 115 | 153 | 116 |
| - effective hectares | 78 | 102 | 145 | 108 |
| Average size of farm business (ESU) | 71 | 118 | 211 | 132 |
| Average size of herd (numbers) | 57 | 96 | 189 | 113 |
| Average milk yield (litres per cow) | 6,173 | 6,350 | 7,121 | 6,543 |
| Milk price (pence per litre) | 26.57 | 26.89 | 27.39 | 26.94 |
| OUTPUT (£ per cow) | | | | |
| Milk sales | 1,617.96 | 1,684.18 | 1,906.48 | 1,795.66 |
| Milk consumed | 35.91 | 36.70 | 27.87 | 31.65 |
| Cow and bull sales | 205.05 | 180.00 | 160.68 | 173.85 |
| Calf sales | 41.43 | 50.63 | 50.74 | 49.01 |
| Transfers out | 63.20 | 66.12 | 66.12 | 65.59 |
| Miscellaneous output | 0.14 | 0.03 | 0.37 | 0.24 |
| Change in valuation | -45.79 | 1.48 | 30.01 | 8.68 |
| Less cow and bull purchases | 37.11 | 55.13 | 52.93 | 50.61 |
| Less transfers in | 213.88 | 218.41 | 231.02 | 224.59 |
| Gross output | 1,666.91 | 1,745.60 | 1,958.32 | 1,849.48 |
| VARIABLE COSTS (£ per cow) | | | | |
| Purchased concentrates | 481.32 | 527.70 | 608.76 | 564.27 |
| Home grown concentrates | 11.09 | 3.95 | 18.45 | 13.33 |
| Coarse fodder and tack | 8.19 | 12.07 | 24.70 | 18.38 |
| Veterinary and medicines | 61.08 | 49.32 | 72.27 | 64.24 |
| Dairy other livestock costs | 168.72 | 141.30 | 163.81 | 158.85 |
| Allocatable contracting | 11.23 | 10.68 | 11.40 | 11.18 |
| Total variable costs | 741.63 | 745.02 | 899.39 | 830.25 |
| Gross margin before forage costs | 925.28 | 1,000.58 | 1,058.93 | 1,019.23 |
| Forage variable costs per cow | 162.65 | 161.72 | 226.21 | 197.76 |
| Gross margin after forage costs | 762.63 | 838.86 | 832.72 | 821.47 |
| DAIRY FORAGE VARIABLE COSTS (£ per cow) | | | | |
| Fertilisers, lime and manures | 81.05 | 88.07 | 102.13 | 94.61 |
| Seeds | 4.95 | 4.35 | 8.89 | 6.98 |
| Sprays | 2.87 | 2.64 | 5.09 | 4.04 |
| Forage contracting | 40.27 | 40.87 | 61.39 | 52.17 |
| Grass keep | 20.97 | 14.22 | 36.11 | 27.63 |
| Other forage costs | 12.54 | 11.57 | 12.60 | 12.33 |
| Total forage variable costs to dairy | 162.65 | 161.72 | 226.21 | 197.76 |
| % of forage variable costs to dairy | 51.24 | 56.99 | 67.67 | 58.47 |