

TABLE C2. Lowland dairy gross margins in Wales, 2012/2013.

Herd Size	<90	90 - 150	> 150	All herds
Number of herds	19	18	21	58
Average farm area - actual hectares	76	107	209	133
- effective hectares	73	103	196	127
Average size of farm business (ESU)	80	132	334	188
Average size of herd (numbers)	67	116	306	169
Average milk yield (litres per cow)	6,511	6,802	7,066	6,802
Milk price (pence per litre)	26.99	27.47	29.08	27.89
OUTPUT (£ per cow)				
Milk sales	1,732.01	1,862.97	1,907.62	1,875.39
Milk consumed	36.96	30.71	22.22	25.94
Cow and bull sales	211.61	161.40	148.31	159.28
Calf sales	31.82	42.92	32.57	34.69
Transfers out	57.00	64.99	57.05	58.74
Miscellaneous output	0.86	0.00	0.16	0.21
Change in valuation	-52.99	-11.58	6.65	-4.95
Less cow and bull purchases	37.95	47.16	73.93	63.56
Less transfers in	228.82	223.69	208.38	214.30
Gross output	1,750.50	1,880.56	1,892.27	1,871.44
VARIABLE COSTS (£ per cow)				
Purchased concentrates	462.96	552.37	559.35	545.41
Home grown concentrates	35.19	20.25	9.89	15.37
Coarse fodder and tack	28.54	20.09	52.25	42.31
Veterinary and medicines	57.89	65.19	66.72	65.25
Dairy other livestock costs	155.09	163.70	148.63	152.69
Allocatable contracting	9.16	15.16	17.72	16.06
Total variable costs	748.83	836.76	854.56	837.09
Gross margin before forage costs	1,001.67	1,043.80	1,037.71	1,034.35
Forage variable costs per cow	165.27	182.25	195.94	189.05
Gross margin after forage costs	836.40	861.55	841.77	845.30
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	83.42	82.16	88.20	86.29
Seeds	8.78	14.46	10.84	11.35
Sprays	4.60	9.36	6.09	6.60
Forage contracting	39.15	57.38	57.62	55.19
Grass keep	16.57	10.23	20.01	17.47
Other forage costs	12.75	8.66	13.18	12.15
Total forage variable costs to dairy	165.27	182.25	195.94	189.05
% of forage variable costs to dairy	57.79	64.72	67.13	63.32