

TABLE C2. Lowland dairy gross margins in Wales, 2014/2015.

Herd Size	<90	90 - 150	> 150	All herds
Number of herds	15	17	23	55
Average farm area - actual hectares	79	109	205	141
- effective hectares	76	105	194	134
Average size of farm business (ESU)	84	130	332	202
Average size of herd (numbers)	70	116	307	183
Average milk yield (litres per cow)	6,905	7,025	7,597	7,231
Milk price (pence per litre)	28.83	29.30	30.56	29.70
OUTPUT (£ per cow)				
Milk sales	1,969.94	2,026.48	2,241.09	2,170.76
Milk consumed	37.08	30.08	19.82	23.63
Cow and bull sales	99.90	115.37	127.31	122.11
Calf sales	27.52	41.14	41.87	40.23
Transfers out	58.19	59.04	53.41	55.01
Miscellaneous output	0.97	0.00	0.00	0.10
Change in valuation	44.09	29.89	56.01	49.65
Less cow and bull purchases	15.44	11.16	82.86	61.78
Less transfers in	243.08	281.87	237.79	246.98
Gross output	1,979.17	2,008.97	2,218.86	2,152.73
VARIABLE COSTS (£ per cow)				
Purchased concentrates	463.36	500.99	587.24	557.42
Home grown concentrates	30.23	6.65	11.07	12.20
Coarse fodder and tack	19.97	10.99	19.03	17.56
Veterinary and medicines	63.45	74.54	73.43	72.61
Dairy other livestock costs	128.55	176.54	168.01	165.56
Allocatable contracting	4.34	20.46	19.83	18.34
Total variable costs	709.90	790.17	878.61	843.69
Gross margin before forage costs	1,269.27	1,218.80	1,340.25	1,309.04
Forage variable costs per cow	177.68	203.07	206.63	202.91
Gross margin after forage costs	1,091.59	1,015.73	1,133.62	1,106.13
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	77.02	89.58	90.81	89.13
Seeds	8.45	16.49	11.12	11.89
Sprays	5.14	9.80	6.09	6.71
Forage contracting	52.09	66.02	64.58	63.56
Grass keep	25.24	10.11	26.81	23.38
Other forage costs	9.74	11.07	7.22	8.24
Total forage variable costs to dairy	177.68	203.07	206.63	202.91
% of forage variable costs to dairy	57.13	64.58	71.84	65.58