

TABLE C2. Lowland dairy gross margins in Wales, 2015/2016.

Herd Size	<90	90 - 150	> 150	All herds
Number of herds	15	18	24	57
Average farm area - actual hectares	74	112	200	139
- effective hectares	71	108	188	132
Average size of farm business (ESU)	83	134	349	211
Average size of herd (numbers)	70	119	324	193
Average milk yield (litres per cow)	7,206	7,264	7,566	7,376
Milk price (pence per litre)	22.76	22.19	24.06	23.13
OUTPUT (£ per cow)				
Milk sales	1,662.79	1,562.34	1,703.55	1,672.04
Milk consumed	24.88	32.31	14.34	18.86
Cow and bull sales	117.82	173.39	145.02	147.95
Calf sales	34.15	43.88	45.64	44.19
Transfers out	63.75	65.88	51.63	55.58
Miscellaneous output	10.49	10.20	11.38	11.07
Change in valuation	22.97	-5.16	9.15	7.68
Less cow and bull purchases	27.05	4.73	68.23	51.87
Less transfers in	250.66	266.69	196.54	215.45
Gross output	1,659.14	1,611.42	1,715.94	1,690.05
VARIABLE COSTS (£ per cow)				
Purchased concentrates	432.24	467.45	466.49	463.39
Home grown concentrates	23.85	3.16	11.30	10.92
Coarse fodder and tack	14.09	8.63	17.16	15.20
Veterinary and medicines	52.54	69.39	63.75	63.77
Other livestock costs	124.07	155.12	160.05	155.62
Allocatable contracting and hire	4.16	10.45	16.87	14.40
Total variable costs	650.95	714.20	735.62	723.30
Gross margin before forage costs	1,008.19	897.22	980.32	966.75
Forage variable costs per cow	166.48	190.36	177.46	178.93
Gross margin after forage costs	841.71	706.86	802.86	787.82
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	73.64	80.05	73.82	75.02
Seeds	12.88	9.95	9.74	10.08
Sprays	6.59	7.45	7.43	7.36
Forage contracting	51.15	70.11	59.65	60.88
Grass keep	12.54	13.58	19.86	17.93
Other forage costs	9.68	9.22	6.96	7.66
Total forage variable costs to dairy	166.48	190.36	177.46	178.93
% of forage variable costs to dairy	59.78	62.41	71.53	65.56