

TABLE C1. Hill and upland dairy gross margins in Wales, 2013/2014.

Herd Size	<75	75 - 120	> 120	All herds
Number of herds	22	23	26	71
Average farm area - actual hectares	86	110	154	119
- effective hectares	80	98	146	110
Average size of farm business (ESU)	70	115	228	142
Average size of herd (numbers)	56	96	205	123
Average milk yield (litres per cow)	6,300	6,563	7,128	6,688
Milk price (pence per litre)	29.95	31.39	31.11	30.84
OUTPUT (£ per cow)				
Milk sales	1,858.78	2,040.99	2,141.06	2,076.52
Milk consumed	41.12	38.95	28.61	32.95
Cow and bull sales	166.44	175.80	131.64	147.59
Calf sales	65.50	45.97	54.02	53.60
Transfers out	51.19	83.67	65.03	67.78
Miscellaneous output	0.00	0.41	0.49	0.41
Change in valuation	20.12	75.18	117.43	93.23
Less cow and bull purchases	53.17	40.56	114.67	87.48
Less transfers in	249.27	316.42	268.24	277.67
Gross output	1,900.71	2,103.99	2,155.37	2,106.93
VARIABLE COSTS (£ per cow)				
Purchased concentrates	512.30	548.64	639.11	598.70
Home grown concentrates	2.12	6.80	9.08	7.54
Coarse fodder and tack	6.02	18.48	25.76	21.18
Veterinary and medicines	58.22	60.85	75.71	69.53
Dairy other livestock costs	157.72	163.36	152.03	155.67
Allocatable contracting	13.97	9.66	8.20	9.37
Total variable costs	750.35	807.79	909.89	861.99
Gross margin before forage costs	1,150.36	1,296.20	1,245.48	1,244.94
Forage variable costs per cow	180.04	184.50	225.45	208.81
Gross margin after forage costs	970.32	1,111.70	1,020.03	1,036.13
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	101.01	88.20	103.67	99.41
Seeds	4.85	8.24	10.44	9.11
Sprays	1.71	2.87	3.26	2.94
Forage contracting	43.08	44.68	65.00	56.83
Grass keep	17.13	25.54	31.82	28.19
Other forage costs	12.26	14.97	11.26	12.33
Total forage variable costs to dairy	180.04	184.50	225.45	208.81
% of forage variable costs to dairy	50.57	58.12	68.84	59.71