

TABLE C2. Lowland dairy gross margins in Wales, 2013/2014.

Herd Size	<90	90 - 150	> 150	All herds
Number of herds	18	17	21	56
Average farm area - actual hectares	74	107	201	132
- effective hectares	71	102	193	126
Average size of farm business (ESU)	77	125	314	180
Average size of herd (numbers)	64	112	288	163
Average milk yield (litres per cow)	6,803	7,195	7,366	7,133
Milk price (pence per litre)	30.68	30.63	32.31	31.28
OUTPUT (£ per cow)				
Milk sales	2,048.73	2,170.98	2,280.72	2,228.44
Milk consumed	41.81	39.91	23.61	29.32
Cow and bull sales	179.15	152.51	146.24	151.71
Calf sales	28.53	35.20	43.91	40.14
Transfers out	65.60	93.56	50.64	61.53
Miscellaneous output	0.91	0.21	0.00	0.16
Change in valuation	74.62	55.46	47.23	52.41
Less cow and bull purchases	27.58	57.16	78.61	67.67
Less transfers in	306.13	245.25	240.87	250.02
Gross output	2,105.64	2,245.42	2,272.87	2,246.02
VARIABLE COSTS (£ per cow)				
Purchased concentrates	507.57	572.65	651.59	616.87
Home grown concentrates	25.28	6.25	13.18	13.25
Coarse fodder and tack	12.25	17.36	52.17	39.83
Veterinary and medicines	58.18	73.87	72.52	70.99
Dairy other livestock costs	145.66	161.12	181.34	172.59
Allocatable contracting	8.88	14.03	21.77	18.52
Total variable costs	757.82	845.28	992.57	932.05
Gross margin before forage costs	1,347.82	1,400.14	1,280.30	1,313.97
Forage variable costs per cow	178.83	198.35	194.20	193.13
Gross margin after forage costs	1,168.99	1,201.79	1,086.10	1,120.84
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	97.20	84.24	80.96	83.69
Seeds	9.83	16.73	12.43	13.00
Sprays	4.42	9.20	6.73	6.96
Forage contracting	41.28	67.78	59.19	58.73
Grass keep	14.42	11.65	26.54	21.89
Other forage costs	11.68	8.75	8.35	8.86
Total forage variable costs to dairy	178.83	198.35	194.20	193.13
% of forage variable costs to dairy	56.48	64.90	68.93	63.70