

| Holstein/Friesian, Conventional Herds  |            | South West   | South        | South East   | Midlands     | North        | Scotland     | Wales        |
|--|------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Cows in herd (end of month)            |            | 228          | 230          | 202          | 265          | 218          | 230          | 200          |
| Cows in milk (end of month)            |            | 201          | 201          | 184          | 230          | 189          | 197          | 171          |
| Cow calvings                           |            | 18           | 21           | 21           | 20           | 14           | 14           | 17           |
| Heifer calvings                        |            | 5            | 6            | 3            | 7            | 6            | 5            | 6            |
| <b>MILK PRODUCTION</b>                 |            |              |              |              |              |              |              |              |
| Milk Produced                          | litres     | 161,297      | 169,899      | 150,639      | 199,037      | 156,082      | 160,610      | 129,589      |
| <b>Yield per cow in milk</b>           | litres/day | <b>25.9</b>  | <b>27.3</b>  | <b>26.4</b>  | <b>27.9</b>  | <b>26.6</b>  | <b>26.3</b>  | <b>24.5</b>  |
| Yield from all forage per cow          | litres/day | 7.5          | 7.2          | 8.8          | 5.7          | 5.7          | 4.0          | 7.3          |
| <b>% of total yield from forage</b>    |            | <b>29%</b>   | <b>26%</b>   | <b>33%</b>   | <b>20%</b>   | <b>21%</b>   | <b>15%</b>   | <b>30%</b>   |
| Butterfat                              | %          | 4.47         | 4.31         | 4.44         | 4.35         | 4.44         | 4.37         | 4.46         |
| Protein                                | %          | 3.47         | 3.42         | 3.42         | 3.42         | 3.42         | 3.44         | 3.46         |
| Bactoscan                              |            | 27           | 26           | 24           | 24           | 31           | 24           | 29           |
| Cell Count                             |            | 153          | 167          | 163          | 160          | 137          | 149          | 151          |
| <b>Milk Price</b>                      | p / litre  | <b>45.53</b> | <b>43.52</b> | <b>46.50</b> | <b>43.03</b> | <b>44.06</b> | <b>43.11</b> | <b>43.55</b> |
| Total milk value                       | £          | 73,445       | 73,947       | 70,053       | 85,653       | 68,768       | 69,239       | 56,431       |
| <b>FEED</b>                            |            |              |              |              |              |              |              |              |
| Total concentrate use                  | tonnes     | 59           | 58           | 49           | 74           | 59           | 62           | 45           |
| <b>Concentrate use per cow per day</b> | kg         | <b>9.4</b>   | <b>9.4</b>   | <b>8.6</b>   | <b>10.4</b>  | <b>10.0</b>  | <b>10.2</b>  | <b>8.5</b>   |
| Concentrate use per litre              | kg         | 0.36         | 0.34         | 0.32         | 0.37         | 0.38         | 0.39         | 0.35         |
| Concentrate price per tonne            | £          | 302          | 306          | 309          | 305          | 302          | 307          | 309          |
| Other purchased feed cost per cow      | £          | 6            | 13           | 7            | 11           | 9            | 13           | 5            |
| <b>All purchased feed cost / litre</b> | p          | <b>11.75</b> | <b>12.02</b> | <b>10.85</b> | <b>12.59</b> | <b>12.51</b> | <b>13.40</b> | <b>11.45</b> |
| All purchased feed cost per herd       | £          | 18,949       | 20,430       | 16,346       | 25,057       | 19,530       | 21,522       | 14,840       |
| <b>MARGINS</b>                         |            |              |              |              |              |              |              |              |
| MOPF per herd                          | £          | 54,496       | 53,518       | 53,707       | 60,597       | 49,238       | 47,718       | 41,591       |
| MOPF per cow in herd                   | £          | 239          | 233          | 266          | 229          | 226          | 207          | 208          |
| <b>MOPF per litre</b>                  | p          | <b>33.79</b> | <b>31.50</b> | <b>35.65</b> | <b>30.44</b> | <b>31.55</b> | <b>29.71</b> | <b>32.09</b> |

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