

| Holstein/Friesian, Conventional Herds  |            | South West   | South        | South East   | Midlands     | North        | Scotland     | Wales        |
|----------------------------------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Cows in herd (end of month)            |            | 227          | 251          | 212          | 240          | 218          | 286          | 218          |
| Cows in milk (end of month)            |            | 177          | 197          | 155          | 199          | 184          | 248          | 173          |
| Cow calvings                           |            | 19           | 10           | 12           | 15           | 15           | 17           | 8            |
| Heifer calvings                        |            | 7            | 4            | 4            | 6            | 7            | 8            | 3            |
| <b>MILK PRODUCTION</b>                 |            |              |              |              |              |              |              |              |
| Milk Produced                          | litres     | 136,295      | 162,440      | 130,028      | 179,665      | 166,682      | 242,400      | 121,721      |
| <b>Yield per cow in milk</b>           | litres/day | <b>24.8</b>  | <b>26.7</b>  | <b>27.1</b>  | <b>29.1</b>  | <b>29.3</b>  | <b>31.6</b>  | <b>22.7</b>  |
| Yield from all forage per cow          | litres/day | 8.2          | 9.0          | 10.3         | 7.7          | 8.9          | 6.4          | 8.9          |
| <b>% of total yield from forage</b>    |            | <b>33%</b>   | <b>34%</b>   | <b>38%</b>   | <b>26%</b>   | <b>30%</b>   | <b>20%</b>   | <b>39%</b>   |
| Butterfat                              | %          | 4.22         | 4.10         | 4.25         | 4.11         | 4.17         | 4.05         | 4.22         |
| Protein                                | %          | 3.38         | 3.34         | 3.41         | 3.36         | 3.31         | 3.31         | 3.38         |
| Bactoscan                              |            | 27           | 28           | 26           | 23           | 31           | 23           | 26           |
| Cell Count                             |            | 189          | 188          | 163          | 176          | 149          | 141          | 151          |
| <b>Milk Price</b>                      | p / litre  | <b>35.03</b> | <b>36.78</b> | <b>38.40</b> | <b>34.39</b> | <b>33.98</b> | <b>34.01</b> | <b>32.67</b> |
| Total milk value                       | £          | 47,743       | 59,745       | 49,935       | 61,781       | 56,640       | 82,439       | 39,761       |
| <b>FEED</b>                            |            |              |              |              |              |              |              |              |
| Total concentrate use                  | tonnes     | 46           | 45           | 39           | 58           | 54           | 81           | 35           |
| <b>Concentrate use per cow per day</b> | kg         | <b>8.3</b>   | <b>7.3</b>   | <b>8.2</b>   | <b>9.4</b>   | <b>9.4</b>   | <b>10.5</b>  | <b>6.5</b>   |
| Concentrate use per litre              | kg         | 0.34         | 0.27         | 0.30         | 0.32         | 0.32         | 0.33         | 0.29         |
| Concentrate price per tonne            | £          | 299          | 300          | 293          | 291          | 300          | 307          | 298          |
| Other purchased feed cost per cow      | £          | 5            | 15           | 6            | 14           | 9            | 13           | 5            |
| <b>All purchased feed cost / litre</b> | p          | <b>10.67</b> | <b>10.03</b> | <b>9.68</b>  | <b>10.96</b> | <b>10.68</b> | <b>11.58</b> | <b>9.22</b>  |
| All purchased feed cost per herd       | £          | 14,543       | 16,292       | 12,581       | 19,684       | 17,802       | 28,066       | 11,223       |
| <b>MARGINS</b>                         |            |              |              |              |              |              |              |              |
| MOPF per herd                          | £          | 33,200       | 43,453       | 37,354       | 42,098       | 38,838       | 54,373       | 28,539       |
| MOPF per cow in herd                   | £          | 146          | 173          | 177          | 176          | 179          | 190          | 131          |
| <b>MOPF per litre</b>                  | p          | <b>24.36</b> | <b>26.75</b> | <b>28.73</b> | <b>23.43</b> | <b>23.30</b> | <b>22.43</b> | <b>23.45</b> |

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