

| Holstein/Friesian, Conventional Herds     | South West   | South        | South East   | Midlands     | North        | Scotland     | Wales        |
|-------------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Cows in herd (end of month)               | 218          | 214          | 232          | 220          | 173          | 224          | 178          |
| Cows in milk (end of month)               | 193          | 184          | 213          | 193          | 152          | 192          | 155          |
| Cow calvings                              | 12           | 13           | 13           | 14           | 11           | 14           | 13           |
| Heifer calvings                           | 5            | 5            | 3            | 5            | 5            | 5            | 6            |
| <b>MILK PRODUCTION</b>                    |              |              |              |              |              |              |              |
| Milk Produced litres                      | 150,257      | 150,968      | 185,907      | 149,854      | 113,747      | 150,744      | 108,969      |
| <b>Yield per cow in milk</b> litres/day   | <b>26.0</b>  | <b>27.3</b>  | <b>29.1</b>  | <b>25.8</b>  | <b>25.0</b>  | <b>26.2</b>  | <b>23.4</b>  |
| Yield from all forage per cow litres/day  | 8.1          | 8.4          | 10.5         | 5.9          | 4.6          | 4.2          | 6.9          |
| <b>% of total yield from forage</b>       | <b>31%</b>   | <b>31%</b>   | <b>36%</b>   | <b>23%</b>   | <b>18%</b>   | <b>16%</b>   | <b>30%</b>   |
| Butterfat %                               | 4.36         | 4.30         | 4.29         | 4.29         | 4.36         | 4.27         | 4.42         |
| Protein %                                 | 3.47         | 3.45         | 3.42         | 3.46         | 3.45         | 3.39         | 3.47         |
| Bactoscan                                 | 27           | 30           | 25           | 28           | 31           | 22           | 32           |
| Cell Count                                | 158          | 167          | 167          | 166          | 145          | 147          | 155          |
| <b>Milk Price</b> p / litre               | <b>30.72</b> | <b>29.13</b> | <b>28.88</b> | <b>28.39</b> | <b>28.61</b> | <b>28.56</b> | <b>28.63</b> |
| Total milk value £                        | 46,160       | 43,974       | 53,684       | 42,539       | 32,540       | 43,045       | 31,203       |
| <b>FEED</b>                               |              |              |              |              |              |              |              |
| Total concentrate use tonnes              | 51           | 49           | 57           | 55           | 42           | 56           | 38           |
| <b>Concentrate use per cow per day</b> kg | <b>8.9</b>   | <b>8.9</b>   | <b>8.9</b>   | <b>9.4</b>   | <b>9.3</b>   | <b>9.7</b>   | <b>8.1</b>   |
| Concentrate use per litre kg              | 0.34         | 0.32         | 0.31         | 0.36         | 0.37         | 0.37         | 0.35         |
| Concentrate price per tonne £             | 238          | 231          | 236          | 226          | 223          | 237          | 236          |
| Other purchased feed cost per cow £       | 5            | 8            | 4            | 6            | 8            | 9            | 4            |
| <b>All purchased feed cost / litre</b> p  | <b>8.75</b>  | <b>8.48</b>  | <b>7.74</b>  | <b>8.96</b>  | <b>9.34</b>  | <b>9.90</b>  | <b>8.69</b>  |
| All purchased feed cost per herd £        | 13,146       | 12,804       | 14,385       | 13,423       | 10,624       | 14,928       | 9,474        |
| <b>MARGINS</b>                            |              |              |              |              |              |              |              |
| MOPF per herd £                           | 33,014       | 31,170       | 39,298       | 29,115       | 21,916       | 28,117       | 21,729       |
| MOPF per cow in herd £                    | 151          | 146          | 170          | 132          | 127          | 125          | 122          |
| <b>MOPF per litre</b> p                   | <b>21.97</b> | <b>20.65</b> | <b>21.14</b> | <b>19.43</b> | <b>19.27</b> | <b>18.65</b> | <b>19.94</b> |

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