

North Aston Dairy

Turning a profit from a 17 cow
dairy

Josh Healy

Beginnings

- Founded in 2005 by Matt Dale and John Healy with an investment of £16000 to convert buildings, fit parlour, processing room.
- Local patron's private loans ('cow bonds') financed the purchase of cattle
- Twice weekly door-to-door delivery. Originally just pasteurised whole milk now whole, semi, cream and yoghurt.
- 3 cows in 2005 → 17 cows 2014

Pricing

- £1.15 per litre whole milk
- £1.35/litre part-skimmed
- £1.40 250ml cream
- £1.50 500ml yoghurt
- Delivery free



Processing costs

	Units processed	Man Hours	Other costs	Cost per unit
Milk	1000	18	£37.86	£0.21
Cream	60	1	£0.15	£0.13
Yoghurt	70	2	£9.63	£0.35
Meat	1	2	£190.00	£205.00

Milk: Refrigeration, Bulk tank compressor, Cold loop, Wash down water, Monthly clean, Pasteuriser, Man hours, sampling

Cream: Cream separator, Man hours

Yoghurt: Induction hob, Culture, Man hours)

Meat: Transport, Slaughter, Butchery and Packaging, Man hours

Packaging costs

	Pumps	Elements	Labour costs	Units	Cost per unit
Bottlewash	£1.69	£16.58	£37.50	1060	£0.05

			Cost per unit	Return %	Cost per unit
Packaging			0.5	99	£0.01

Delivery Costs

	Units delivered	Man Hours	Miles	Other costs	Cost per unit
Local round	522	13	16		£0.20
Wolvercote	195	3	28	-£12.50	£0.12
Thursday	218	1	1		£0.04
Pick-up	112	1	1		£0.07
Markets (low)	70	4	34	£15.00	£0.86
Markets (high)	300	4.5	34	£15.00	£0.21

Total costs		Avg cost
£104.70	£203.50	£0.18
£22.60	£207.25	£0.15
£7.95		
£7.95		
£60.30		
£64.05		

Profit Margins

	Direct sales	Sale price	Volume(l)	Cost of production	Total cost	Profit margin	Weekly
Milk	£0.38	£1.20	1	£0.70	£1.08	£0.12	£122.62
Cream	£0.34	£1.25	0.25	£0.70	£0.51	£0.74	£44.16
Yoghurt	£0.56	£1.40	0.5	£0.70	£0.91	£0.49	£34.06
							£200.84

	Direct sales	Sale price	Volume	Cost of production	Total cost	Profit margin	Weekly
Milk	£0.38	£1.20	1	£0.50	£0.88	£0.32	£322.62
Cream	£0.34	£1.25	0.25	£0.50	£0.46	£0.79	£47.16
Yoghurt	£0.56	£1.40	0.5	£0.50	£0.81	£0.59	£41.06
							£410.84

Meat

- We rear our own replacements and males for Rose Veal between 6-9 months.



- Veal sells well alongside the milk in the quantities we have. Important spiritually to sell it alongside the dairy but it can be quite challenging. Just fed on grass and Milk.
- We also direct market 'Mature Beef' - the meat from retired milkers.

Quality of life

- Highly stressful, very rewarding
- Hopefully as we are able to invest, stresses will minimise
- Very varied and interesting workload
- Pleasure of feed back