

**TABLE C3. Hill cattle gross margins in Wales 2003/04.**

<b>Herd size</b>	<b>&lt;20</b>	<b>20-39</b>	<b>40-80</b>	<b>&gt;80</b>	<b>All herds</b>
Number of herds	46	89	66	27	228
Average farm area - actual hectares	131.58	138.17	220.16	303.89	172.59
- effective hectares	89.71	109.07	159.81	258.98	131.49
Average size of farm business (ESU)	23.96	35.54	49.23	100.42	41.75
Average size of herd (breeding cows)	14	29	53	122	40
<b>ENTERPRISE OUTPUT (£ per cow)</b>					
Calf sales	22.77	33.37	24.98	38.36	30.82
Other store cattle sales and transfers out	379.93	283.06	296.12	305.22	311.75
Bull and cow sales and transfers out	38.67	50.91	59.15	77.81	59.37
Finished cattle sales	41.02	168.60	184.11	154.23	159.57
Net SCP quota leased	10.59	-2.55	-6.28	-4.65	-3.28
Cattle subsidies - SCP	220.39	200.33	205.41	213.58	208.92
Cattle subsidies - BSP	62.33	69.64	81.54	54.30	70.23
Cattle subsidies - Other	9.04	18.65	20.25	17.13	18.28
Valuation change	33.00	22.89	24.12	16.74	18.96
Less : purchases and transfers in	97.42	142.06	141.21	145.16	141.58
<b>Total enterprise output</b>	<b>720.32</b>	<b>702.84</b>	<b>748.18</b>	<b>727.56</b>	<b>733.03</b>
<b>VARIABLE COSTS (£ per cow)</b>					
Concentrates	81.49	103.55	112.29	106.70	104.26
Purchased bulk feed	7.33	11.07	5.59	10.99	7.35
Stock keep	3.08	0.61	3.57	3.31	2.86
Veterinary & medicines	26.16	29.72	29.91	30.99	29.23
Other livestock costs - beef	50.26	41.85	51.00	47.31	46.13
<b>Total variable costs</b>	<b>168.32</b>	<b>186.79</b>	<b>202.36</b>	<b>199.31</b>	<b>189.82</b>
<b>Gross margin before forage costs</b>	<b>552.00</b>	<b>516.05</b>	<b>545.82</b>	<b>528.25</b>	<b>543.21</b>
<b>Gross margin including forage costs</b>	<b>461.40</b>	<b>417.94</b>	<b>446.93</b>	<b>413.01</b>	<b>439.62</b>
<b>FORAGE VARIABLE COSTS (£ per farm)</b>					
Seeds	113	185	381	664	284
Fertilisers	2112	3443	5787	10894	4482
Sprays	69	54	153	379	128
Other forage costs	2467	3299	3963	18553	4180
<b>Total forage variable costs</b>	<b>4761</b>	<b>6980</b>	<b>10284</b>	<b>30490</b>	<b>9074</b>
% of forage variable costs to beef	27.00	41.12	50.95	46.15	45.83
Forage variable costs per cow	90.61	98.10	98.90	115.24	103.59