

TABLE C5 . Lowland cattle gross margins in Wales 2003/04.

Herd size	<35	>35	All herds
Number of herds	21	15	36
Average farm area - actual hectares	60.71	109.90	81.21
- effective hectares	58.21	102.87	76.82
Average size of farm business (ESU)	24.15	41.64	31.44
Average size of herd (breeding cows)	25	51	36
ENTERPRISE OUTPUT (£ per cow)			
Calf sales	33.03	7.80	18.08
Other store cattle sales and transfers out	318.41	172.89	232.21
Bull and cow sales and transfers out	97.78	73.98	83.68
Finished cattle sales	242.38	274.88	261.63
Net SCP quota leased	-10.05	-1.67	-5.09
Cattle subsidies - SCP	160.51	160.55	160.53
Cattle subsidies - BSP	102.55	90.91	95.65
Cattle subsidies - Other	28.81	28.34	28.53
Valuation change	31.23	101.93	73.11
Less : purchases and transfers in	201.74	138.31	164.17
Total enterprise output	802.92	771.30	784.19
VARIABLE COSTS (£ per cow)			
Concentrates	108.98	105.63	106.99
Purchased bulk feed	5.33	5.46	5.41
Stock keep	2.89	0.00	1.18
Veterinary & medicines	47.24	28.65	36.23
Other livestock costs - beef	59.81	38.84	47.39
Total variable costs	224.25	178.58	197.20
Gross margin before forage costs	578.67	592.72	586.99
Gross margin including forage costs	487.28	470.19	477.16
FORAGE VARIABLE COSTS (£ per farm)			
Seeds	349	841	554
Fertilisers	1401	4600	2734
Sprays	26	45	34
Other forage costs	1605	3483	2387
Total forage variable costs	3381	8969	5709
% of forage variable costs to beef	67.77	69.67	69.01
Forage variable costs per cow	91.40	122.53	109.84
