

**TABLE C3. Hill cattle gross margins in Wales, 2005/06.**

<b>Herd Size</b>	<b>&lt;40</b>	<b>&gt;40</b>	<b>All herds</b>
Number of herds	119	93	212
Average farm area - actual hectares	160.07	214.55	183.97
- effective hectares	112.52	171.00	138.17
Average size of farm business (ESU)	32	60	44
Herd size (numbers)	24	70	44
<b>OUTPUT (£ per cow)</b>			
Calf sales	27.63	30.80	29.84
Other store cattle sales/transfers out	341.59	285.53	302.45
Finished cattle sales	139.78	168.05	159.52
Bull and cow sales/transfers out	69.70	60.91	63.57
Closing valuation	889.16	893.67	892.31
Less - purchases	49.88	49.73	49.78
- transfers in	64.87	58.39	60.34
- opening valuation	933.70	896.53	907.75
<b>Gross output</b>	<b>419.41</b>	<b>434.31</b>	<b>429.82</b>
<b>VARIABLE COSTS (£ per cow)</b>			
Purchased concentrates	104.11	115.74	112.23
Home grown concentrates	5.33	3.73	4.22
Coarse fodder and tack	12.71	17.69	16.19
Veterinary and medicines	29.88	33.13	32.15
Beef other livestock costs	60.55	55.31	56.89
Allocatable contracting	2.87	3.70	3.45
<b>Total variable costs</b>	<b>215.45</b>	<b>229.30</b>	<b>225.13</b>
<b>Gross margin before forage costs</b>	<b>203.96</b>	<b>205.01</b>	<b>204.69</b>
Forage variable costs per cow	99.31	116.68	111.43
<b>Gross margin including forage costs</b>	<b>104.65</b>	<b>88.33</b>	<b>93.26</b>
<b>BEEF FORAGE VARIABLE COSTS (£ per cow)</b>			
Fertilisers, seeds and sprays	57.70	58.11	57.99
Forage contracting	16.05	20.34	19.04
Grass keep	18.12	33.02	28.52
Other forage costs	7.44	5.21	5.88
<b>Total forage variable costs to beef</b>	<b>99.31</b>	<b>116.68</b>	<b>111.43</b>
% of forage variable costs to beef	40.59	53.88	46.42