

TABLE C3. Hill cattle gross margins in Wales, 2006/07.

Herd Size	<40	>40	All herds
Number of herds	132	85	217
Average farm area - actual hectares	162.29	223.23	186.16
- effective hectares	118.86	170.53	139.10
Average size of farm business (ESU)	33	60	43
Herd size (numbers)	24	70	42
OUTPUT (£ per cow)			
Calf sales	27.09	53.13	44.05
Other store cattle sales/transfers out	383.75	331.85	349.94
Finished cattle sales	156.94	166.77	163.34
Bull and cow sales/transfers out	59.33	61.59	60.80
Closing valuation	946.94	873.48	899.08
Less - purchases	73.62	60.84	65.29
- transfers in	53.88	56.33	55.48
- opening valuation	996.66	916.21	944.25
Gross output	449.89	453.44	452.19
VARIABLE COSTS (£ per cow)			
Purchased concentrates	121.30	129.34	126.54
Home grown concentrates	2.61	6.10	4.88
Coarse fodder and tack	14.20	21.34	18.85
Veterinary and medicines	32.48	30.98	31.50
Beef other livestock costs	57.69	54.62	55.69
Allocatable contracting	3.09	3.39	3.29
Total variable costs	231.37	245.77	240.75
Gross margin before forage costs	218.52	207.67	211.44
Forage variable costs per cow	110.29	110.58	110.46
Gross margin including forage costs	108.23	97.09	100.98
BEEF FORAGE VARIABLE COSTS (£ per cow)			
Fertilisers, seeds and sprays	63.20	56.71	58.97
Forage contracting	18.44	22.65	21.18
Grass keep	21.10	26.42	24.56
Other forage costs	7.55	4.80	5.75
Total forage variable costs to beef	110.29	110.58	110.46
% of forage variable costs to beef	40.54	53.83	45.75
