

TABLE C5. Lowland cattle gross margins in Wales, 2006/07.

Herd Size	<40	>40	All herds
Number of herds	17	13	30
Average farm area - actual hectares	76.16	137.48	102.73
- effective hectares	72.47	130.15	97.46
Average size of farm business (ESU)	38	52	44
Herd size (numbers)	32	69	48
OUTPUT (£ per cow)			
Calf sales	20.37	93.85	66.22
Other store cattle sales/transfers out	251.39	186.79	211.08
Finished cattle sales	349.00	303.68	320.72
Bull and cow sales/transfers out	115.99	52.29	76.24
Closing valuation	996.93	918.07	947.72
Less - purchases	44.63	109.25	84.95
- transfers in	44.37	22.63	30.80
- opening valuation	1098.01	946.23	1003.30
Gross output	546.67	476.57	502.93
VARIABLE COSTS (£ per cow)			
Purchased concentrates	68.59	59.42	62.87
Home grown concentrates	39.54	39.21	39.33
Coarse fodder and tack	8.70	15.81	13.14
Veterinary and medicines	32.22	19.68	24.40
Beef other livestock costs	82.82	59.53	68.29
Allocatable contracting	2.17	0.49	1.12
Total variable costs	234.04	194.14	209.15
Gross margin before forage costs	312.63	282.43	293.78
Forage variable costs per cow	141.23	125.69	131.54
Gross margin including forage costs	171.40	156.74	162.24
BEEF FORAGE VARIABLE COSTS (£ per cow)			
Fertilisers, seeds and sprays	73.01	81.60	78.37
Forage contracting	34.03	30.41	31.77
Grass keep	17.01	3.26	8.43
Other forage costs	17.18	10.42	12.97
Total forage variable costs to beef	141.23	125.69	131.54
% of forage variable costs to beef	73.25	81.31	76.74