

TABLE C3. Hill cattle gross margins in Wales, 2007/08.

Herd Size	<40	>40	All herds
Number of herds	138.00	69.00	207.00
Average farm area - actual hectares	164.59	232.16	187.11
- effective hectares	118.14	180.64	138.97
Average size of farm business (ESU)	32.21	62.71	42.38
Herd size (numbers)	23.45	68.55	38.48
OUTPUT (£ per cow)			
Calf sales	34.72	51.53	44.70
Other store cattle sales/transfers out	407.76	337.96	366.32
Finished cattle sales	159.09	173.33	167.55
Bull and cow sales/transfers out	60.94	65.75	63.80
Closing valuation	964.79	970.25	968.03
Less - purchases	67.86	57.56	61.75
- transfers in	58.83	81.26	72.15
- opening valuation	978.66	949.60	961.41
Gross output	521.95	510.40	515.09
VARIABLE COSTS (£ per cow)			
Purchased concentrates	110.25	119.73	115.88
Home grown concentrates	6.78	10.11	8.76
Coarse fodder and tack	16.74	10.80	13.22
Veterinary and medicines	33.85	33.21	33.47
Beef other livestock costs	60.88	57.69	58.99
Allocatable contracting	4.47	4.72	4.62
Total variable costs	232.97	236.26	234.94
Gross margin before forage costs	288.98	274.14	280.15
Forage variable costs per cow	111.60	126.60	120.50
Gross margin including forage costs	177.38	147.54	159.65
BEEF FORAGE VARIABLE COSTS (£ per cow)			
Fertilisers, seeds and sprays	60.85	63.49	62.42
Forage contracting	21.25	23.75	22.73
Grass keep	21.58	33.22	28.49
Other forage costs	7.92	6.14	6.86
Total forage variable costs to beef	111.60	126.60	120.50
% of forage variable costs to beef	39.12	55.99	44.74