

TABLE C5. Lowland cattle gross margins in Wales, 2007/08.

Herd Size	<40	>40	All herds
Number of herds	17.00	15.00	32.00
Average farm area - actual hectares	76.64	132.27	102.71
- effective hectares	72.79	127.91	98.63
Average size of farm business (ESU)	34.65	47.13	40.50
Herd size (numbers)	27.58	66.67	45.91
OUTPUT (£ per cow)			
Calf sales	12.42	124.33	88.61
Other store cattle sales/transfers out	297.65	187.48	222.64
Finished cattle sales	432.89	320.23	356.19
Bull and cow sales/transfers out	141.81	139.45	140.21
Closing valuation	1,005.07	1,045.16	1,032.37
Less - purchases	34.13	149.01	112.34
- transfers in	96.50	72.35	80.06
- opening valuation	1,127.61	1,039.44	1,067.59
Gross output	631.60	555.85	580.03
VARIABLE COSTS (£ per cow)			
Purchased concentrates	37.54	66.42	57.21
Home grown concentrates	96.94	39.54	57.86
Coarse fodder and tack	2.92	4.21	3.80
Veterinary and medicines	25.77	31.48	29.66
Beef other livestock costs	98.82	64.13	75.21
Allocatable contracting	6.51	3.23	4.28
Total variable costs	268.50	209.01	228.02
Gross margin before forage costs	363.10	346.84	352.01
Forage variable costs per cow	176.27	154.90	161.72
Gross margin including forage costs	186.83	191.94	190.29
BEEF FORAGE VARIABLE COSTS (£ per cow)			
Fertilisers, seeds and sprays	92.96	98.61	96.81
Forage contracting	38.87	36.15	37.02
Grass keep	24.59	8.01	13.30
Other forage costs	19.85	12.13	14.59
Total forage variable costs to beef	176.27	154.90	161.72
% of forage variable costs to beef	73.13	86.73	79.50