

TABLE C4. Upland cattle gross margins in Wales, 2007/08.

Herd Size	<40	>40	All herds
Number of herds	34.00	33.00	67.00
Average farm area - actual hectares	98.88	143.20	120.71
- effective hectares	95.17	134.18	114.38
Average size of farm business (ESU)	34.44	49.12	41.67
Herd size (numbers)	28.79	64.27	46.26
OUTPUT (£ per cow)			
Calf sales	18.09	68.64	52.68
Other store cattle sales/transfers out	304.86	274.94	284.39
Finished cattle sales	327.08	341.99	337.28
Bull and cow sales/transfers out	101.53	84.78	89.90
Closing valuation	1,146.95	1,046.38	1,078.14
Less - purchases	53.78	177.19	138.22
- transfers in	90.72	65.52	73.48
- opening valuation	1,140.27	994.47	1,040.51
Gross output	613.74	579.55	590.18
VARIABLE COSTS (£ per cow)			
Purchased concentrates	119.46	82.42	94.12
Home grown concentrates	31.41	31.64	31.57
Coarse fodder and tack	1.28	3.66	2.91
Veterinary and medicines	38.31	38.11	38.17
Beef other livestock costs	69.93	58.13	61.86
Allocatable contracting	2.72	6.91	5.59
Total variable costs	263.11	220.87	234.22
Gross margin before forage costs	350.63	358.68	355.96
Forage variable costs per cow	140.08	140.37	140.28
Gross margin including forage costs	210.55	218.31	215.68
BEEF FORAGE VARIABLE COSTS (£ per cow)			
Fertilisers, seeds and sprays	69.84	84.96	80.18
Forage contracting	35.84	35.99	35.95
Grass keep	23.88	10.93	15.02
Other forage costs	10.52	8.49	9.13
Total forage variable costs to beef	140.08	140.37	140.28
% of forage variable costs to beef	59.24	69.07	64.09