

TABLE C3. Hill cattle gross margins in Wales, 2008/09.

Herd Size	<40	>40	All herds
Number of herds	136	65	201
Average farm area - actual hectares	163	242	188
- effective hectares	117	186	139
Average size of farm business (ESU)	32	63	42
Herd size (numbers)	23	73	39
OUTPUT (£ per cow)			
Calf sales	44.27	65.75	57.12
Other store cattle sales/transfers out	488.18	405.35	438.62
Finished cattle sales	181.63	144.40	159.35
Bull and cow sales/transfers out	101.41	85.23	91.74
Closing valuation	1,096.81	1,058.71	1,074.02
Less - purchases	117.12	87.64	99.48
- transfers in	76.43	68.53	71.70
- opening valuation	1,063.47	1,006.87	1,029.61
Gross output	655.28	596.40	620.06
VARIABLE COSTS (£ per cow)			
Purchased concentrates	142.30	161.96	154.06
Home grown concentrates	4.68	7.75	6.52
Coarse fodder and tack	11.49	16.34	14.39
Veterinary and medicines	39.90	36.67	37.97
Beef other livestock costs	72.22	65.90	68.44
Allocatable contracting	3.88	2.80	3.23
Total variable costs	274.47	291.42	284.61
Gross margin before forage costs	380.81	304.98	335.45
Forage variable costs per cow	132.72	142.63	138.64
Gross margin including forage costs	248.09	162.35	196.81
BEEF FORAGE VARIABLE COSTS (£ per cow)			
Fertilisers, seeds and sprays	77.90	72.18	74.48
Forage contracting	23.10	25.08	24.28
Grass keep	22.66	38.85	32.34
Other forage costs	9.06	6.52	7.54
Total forage variable costs to beef	132.72	142.63	138.64
% of forage variable costs to beef	40.02	56.12	45.23
