

**TABLE C3. Hill cattle gross margins in Wales, 2009/2010.**

<b>Herd Size</b>	<b>&lt;40</b>	<b>&gt;40</b>	<b>All herds</b>
Number of herds	139	60	199
Average farm area - actual hectares	171	251	195
- effective hectares	126	191	146
Average size of farm business (ESU)	32	61	41
Herd size (numbers)	24	74	39
<b>OUTPUT (£ per cow)</b>			
Calf sales	37.97	35.36	36.47
Store cattle sales and transfers out	527.11	534.04	531.10
Finished cattle sales	178.10	161.30	168.44
Cow and bull sales and transfers out	104.06	83.68	92.34
Miscellaneous output	0.08	0.08	0.08
Change in valuation	101.59	110.95	106.97
Less purchases	120.22	113.98	116.63
Less transfers in	84.42	101.17	94.05
<b>Gross output</b>	<b>744.27</b>	<b>710.26</b>	<b>724.72</b>
<b>VARIABLE COSTS (£ per cow)</b>			
Purchased concentrates	146.71	167.55	158.69
Home grown concentrates	6.08	9.13	7.84
Coarse fodder and tack	17.71	28.48	23.90
Veterinary and medicines	44.33	38.69	41.09
Beef other livestock costs	77.36	76.62	76.93
Allocatable contracting	3.14	3.86	3.56
<b>Total variable costs</b>	<b>295.33</b>	<b>324.33</b>	<b>312.01</b>
<b>Gross margin before forage costs</b>	<b>448.94</b>	<b>385.93</b>	<b>412.71</b>
Forage variable costs per cow	149.39	165.13	158.44
<b>Gross margin including forage costs</b>	<b>299.55</b>	<b>220.80</b>	<b>254.27</b>
<b>BEEF FORAGE VARIABLE COSTS (£ per cow)</b>			
Fertilisers, lime and manures	82.30	78.47	80.10
Seeds	5.27	4.35	4.74
Sprays	1.97	2.08	2.03
Forage contracting	27.53	28.12	27.87
Grass keep	21.43	43.40	34.06
Other forage costs	10.89	8.71	9.64
<b>Total forage variable costs to beef</b>	<b>149.39</b>	<b>165.13</b>	<b>158.44</b>
% of forage variable costs to beef	40.27	60.12	46.26