

**TABLE C5. Lowland 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	18	14	32
Average farm area - actual hectares	96	141	116
- effective hectares	86	130	105
Average size of farm business (ESU)	44	58	50
Herd size (numbers)	29	62	43
<b>OUTPUT (£ per cow)</b>			
Calf sales	22.54	40.77	33.88
Store cattle sales and transfers out	247.81	372.41	325.32
Finished cattle sales	546.96	400.29	455.72
Cow and bull sales and transfers out	96.24	121.92	112.21
Miscellaneous output	0.77	0.00	0.29
Change in valuation	224.31	170.52	190.85
Less purchases	107.01	88.89	95.74
Less transfers in	80.97	80.10	80.43
<b>Gross output</b>	<b>950.65</b>	<b>936.92</b>	<b>942.10</b>
<b>VARIABLE COSTS (£ per cow)</b>			
Purchased concentrates	94.57	90.59	92.09
Home grown concentrates	47.50	45.02	45.96
Coarse fodder and tack	2.97	6.71	5.30
Veterinary and medicines	34.63	28.31	30.70
Beef other livestock costs	113.04	84.44	95.25
Allocatable contracting	0.82	4.73	3.25
<b>Total variable costs</b>	<b>293.53</b>	<b>259.80</b>	<b>272.55</b>
<b>Gross margin before forage costs</b>	<b>657.12</b>	<b>677.12</b>	<b>669.55</b>
Forage variable costs per cow	224.16	179.09	196.12
<b>Gross margin including forage costs</b>	<b>432.96</b>	<b>498.03</b>	<b>473.43</b>
<b>BEEF FORAGE VARIABLE COSTS (£ per cow)</b>			
Fertilisers, lime and manures	115.29	94.90	102.61
Seeds	9.90	15.16	13.17
Sprays	5.01	6.75	6.09
Forage contracting	39.31	32.99	35.38
Grass keep	32.81	16.26	22.51
Other forage costs	21.84	13.03	16.36
<b>Total forage variable costs to beef</b>	<b>224.16</b>	<b>179.09</b>	<b>196.12</b>
% of forage variable costs to beef	73.71	82.42	77.52