

TABLE C4. Upland cattle gross margins in Wales, 2009/2010.

Herd Size	<40	>40	All herds
Number of herds	28	36	64
Average farm area - actual hectares	107	145	129
- effective hectares	103	134	121
Average size of farm business (ESU)	24	44	35
Herd size (numbers)	26	65	48
OUTPUT (£ per cow)			
Calf sales	64.42	48.17	52.07
Store cattle sales and transfers out	382.85	392.90	390.49
Finished cattle sales	317.47	522.82	473.54
Cow and bull sales and transfers out	76.53	146.02	129.34
Miscellaneous output	0.00	1.44	0.64
Change in valuation	86.63	93.35	91.74
Less purchases	74.03	251.98	209.27
Less transfers in	84.94	112.86	106.16
Gross output	768.93	839.86	822.39
VARIABLE COSTS (£ per cow)			
Purchased concentrates	108.42	113.06	111.94
Home grown concentrates	28.97	21.98	23.66
Coarse fodder and tack	3.50	5.25	4.83
Veterinary and medicines	49.95	45.28	46.40
Beef other livestock costs	72.24	75.83	74.97
Allocatable contracting	5.12	8.13	7.41
Total variable costs	268.20	269.53	269.21
Gross margin before forage costs	500.73	570.33	553.18
Forage variable costs per cow	181.77	199.58	195.30
Gross margin including forage costs	318.96	370.75	357.88
BEEF FORAGE VARIABLE COSTS (£ per cow)			
Fertilisers, lime and manures	81.81	107.88	101.62
Seeds	10.41	9.68	9.85
Sprays	1.10	3.98	3.29
Forage contracting	61.11	45.05	48.90
Grass keep	15.55	21.34	19.95
Other forage costs	11.79	11.65	11.69
Total forage variable costs to beef	181.77	199.58	195.30
% of forage variable costs to beef	56.16	74.08	66.24