

TABLE C3. Hill cattle gross margins in Wales, 2010/2011.

Herd Size	<40	>40	All herds
Number of herds	142	55	197
Average farm area - actual hectares	176	258	199
- effective hectares	132	190	148
Average size of farm business (ESU)	35	59	41
Herd size (numbers)	24	74	38
OUTPUT (£ per cow)			
Calf sales	44.91	52.60	49.11
Store cattle sales and transfers out	567.38	468.39	513.32
Finished cattle sales	209.48	180.16	193.47
Cow and bull sales and transfers out	120.46	92.63	105.26
Miscellaneous output	0.00	0.03	0.02
Change in valuation	31.85	48.56	40.97
Less purchases	120.10	89.28	103.27
Less transfers in	116.30	106.64	111.02
Gross output	737.68	646.45	687.86
VARIABLE COSTS (£ per cow)			
Purchased concentrates	157.08	161.18	159.32
Home grown concentrates	9.13	2.88	5.72
Coarse fodder and tack	20.78	21.18	21.00
Veterinary and medicines	44.94	41.47	43.05
Beef other livestock costs	101.05	78.72	88.86
Allocatable contracting	2.42	2.70	2.57
Total variable costs	335.40	308.13	320.52
Gross margin before forage costs	402.28	338.32	367.34
Forage variable costs per cow	171.94	171.38	171.64
Gross margin including forage costs	230.34	166.94	195.70
BEEF FORAGE VARIABLE COSTS (£ per cow)			
Fertilisers, lime and manures	91.09	85.91	88.26
Seeds	5.70	5.21	5.44
Sprays	2.13	2.15	2.14
Forage contracting	34.06	25.48	29.37
Grass keep	27.31	42.73	35.73
Other forage costs	11.65	9.90	10.70
Total forage variable costs to beef	171.94	171.38	171.64
% of forage variable costs to beef	41.21	60.14	46.49