

TABLE C5. Lowland cattle gross margins in Wales, 2010/2011.

Herd Size	<40	>40	All herds
Number of herds	19	12	31
Average farm area - actual hectares	88	181	124
- effective hectares	83	173	118
Average size of farm business (ESU)	32	84	53
Herd size (numbers)	29	83	50
OUTPUT (£ per cow)			
Calf sales	39.97	20.59	27.53
Store cattle sales and transfers out	346.88	299.89	316.71
Finished cattle sales	675.64	446.83	528.75
Cow and bull sales and transfers out	181.66	84.36	119.19
Miscellaneous output	1.69	3.39	2.78
Change in valuation	46.80	105.85	84.71
Less purchases	96.77	166.05	141.25
Less transfers in	197.98	56.40	107.09
Gross output	997.89	738.46	831.33
VARIABLE COSTS (£ per cow)			
Purchased concentrates	157.97	112.27	128.63
Home grown concentrates	52.72	45.82	48.29
Coarse fodder and tack	8.70	5.78	6.82
Veterinary and medicines	43.52	43.76	43.67
Beef other livestock costs	113.93	100.01	104.99
Allocatable contracting	1.22	1.99	1.71
Total variable costs	378.06	309.63	334.11
Gross margin before forage costs	619.83	428.83	497.22
Forage variable costs per cow	243.64	235.05	238.12
Gross margin including forage costs	376.19	193.78	259.10
BEEF FORAGE VARIABLE COSTS (£ per cow)			
Fertilisers, lime and manures	111.95	170.66	149.64
Seeds	13.81	15.02	14.59
Sprays	2.91	2.70	2.77
Forage contracting	46.95	26.19	33.62
Grass keep	47.46	9.23	22.92
Other forage costs	20.56	11.25	14.58
Total forage variable costs to beef	243.64	235.05	238.12
% of forage variable costs to beef	69.95	87.19	76.63