

**TABLE C4. Upland cattle gross margins in Wales, 2010/2011.**

Herd Size	<u>&lt;40</u>	<u>&gt;40</u>	<u>All herds</u>
Number of herds	28	35	63
Average farm area - actual hectares	108	151	132
- effective hectares	103	139	123
Average size of farm business (ESU)	26	48	38
Herd size (numbers)	27	68	50
<b>OUTPUT (£ per cow)</b>			
Calf sales	45.64	23.10	28.54
Store cattle sales and transfers out	365.47	375.10	372.78
Finished cattle sales	549.91	539.35	541.89
Cow and bull sales and transfers out	140.72	126.37	129.83
Miscellaneous output	0.00	0.41	0.18
Change in valuation	-51.39	13.66	-2.03
Less purchases	131.28	207.92	189.44
Less transfers in	107.64	114.87	113.13
<b>Gross output</b>	<b>811.43</b>	<b>755.20</b>	<b>768.62</b>
<b>VARIABLE COSTS (£ per cow)</b>			
Purchased concentrates	109.39	120.18	117.57
Home grown concentrates	48.94	28.21	33.21
Coarse fodder and tack	7.97	10.09	9.58
Veterinary and medicines	53.03	45.56	47.36
Beef other livestock costs	98.12	86.82	89.55
Allocatable contracting	2.18	5.58	4.76
<b>Total variable costs</b>	<b>319.63</b>	<b>296.44</b>	<b>302.03</b>
<b>Gross margin before forage costs</b>	<b>491.80</b>	<b>458.76</b>	<b>466.59</b>
Forage variable costs per cow	216.97	215.52	215.86
<b>Gross margin including forage costs</b>	<b>274.83</b>	<b>243.24</b>	<b>250.73</b>
<b>BEEF FORAGE VARIABLE COSTS (£ per cow)</b>			
Fertilisers, lime and manures	100.64	124.50	118.75
Seeds	9.64	9.11	9.24
Sprays	2.25	3.09	2.88
Forage contracting	58.92	39.60	44.26
Grass keep	29.58	24.46	25.69
Other forage costs	15.94	14.76	15.04
<b>Total forage variable costs to beef</b>	<b>216.97</b>	<b>215.52</b>	<b>215.86</b>
% of forage variable costs to beef	60.37	74.68	68.32