

**TABLE C5. Lowland cattle gross margins in Wales, 2016/17.**

<b>Herd Size</b>	<b>&lt;35</b>	<b>&gt;35</b>	<b>All herds</b>
Number of herds	15	16	31
Average farm area - actual hectares	70	120	96
- effective hectares	64	110	88
Average size of farm business (SO)	56,992	82,791	70,308
Average size of herd (numbers)	23	51	37
Calves reared per cow	0.85	0.88	0.87
Finished cattle sale price - £/head	1,167	1,267	1,219
Store cattle sale price - £/head	878	857	862
<b>OUTPUT (£ per cow)</b>			
Calf sales	48.44	37.02	40.46
Store cattle sales and transfers out	395.72	473.64	450.15
Finished cattle sales	743.77	372.17	484.19
Cow and bull sales and transfers out	123.57	157.62	147.36
Miscellaneous output	0.00	0.40	0.28
Change in valuation	21.13	41.83	35.59
Less purchases	85.65	70.06	74.76
Less transfers in	160.38	145.76	150.17
<b>Gross output</b>	<b>1,086.60</b>	<b>866.86</b>	<b>933.10</b>
<b>VARIABLE COSTS (£ per cow)</b>			
Purchased concentrates	84.71	79.17	80.84
Home grown concentrates	67.02	48.12	53.82
Coarse fodder and tack	5.49	3.43	4.05
Veterinary and medicines	33.93	35.73	35.19
Other livestock costs	116.47	92.64	99.83
Allocatable contracting and hire	2.86	2.54	2.64
<b>Total variable costs</b>	<b>310.48</b>	<b>261.63</b>	<b>276.37</b>
<b>Gross margin before forage costs</b>	<b>776.12</b>	<b>605.23</b>	<b>656.73</b>
Forage variable costs per cow	242.09	202.69	214.58
<b>Gross margin including forage costs</b>	<b>534.03</b>	<b>402.54</b>	<b>442.15</b>
<b>BEEF FORAGE VARIABLE COSTS (£ per cow)</b>			
Fertilisers, lime and manures	95.99	81.13	85.61
Seeds	16.54	10.61	12.40
Sprays	7.42	4.64	5.48
Forage contracting	53.97	65.03	61.70
Grass keep	48.42	22.51	30.32
Other forage costs	19.75	18.77	19.07
<b>Total forage variable costs to beef</b>	<b>242.09</b>	<b>202.69</b>	<b>214.58</b>
% of forage variable costs to beef	71.04	78.58	74.93