

**TABLE C4. Upland cattle gross margins in Wales, 2016/17.**

<b>Herd Size</b>	<b>&lt;40</b>	<b>&gt;40</b>	<b>All herds</b>
Number of herds	27	29	56
Average farm area - actual hectares	96	155	127
- effective hectares	87	144	116
Average size of farm business (SO)	60,859	119,968	91,469
Average size of herd (numbers)	25	69	48
Calves reared per cow	0.89	0.88	0.88
Finished cattle sale price - £/head	1,234	1,179	1,186
Store cattle sale price - £/head	770	884	845
<b>OUTPUT (£ per cow)</b>			
Calf sales	129.40	97.67	105.76
Store cattle sales and transfers out	579.77	464.14	493.62
Finished cattle sales	263.62	571.66	493.12
Cow and bull sales and transfers out	148.77	125.45	131.40
Miscellaneous output	0.00	0.00	0.31
Change in valuation	14.33	1.94	5.10
Less purchases	124.46	128.54	127.50
Less transfers in	164.96	152.42	155.62
<b>Gross output</b>	<b>846.47</b>	<b>979.90</b>	<b>946.19</b>
<b>VARIABLE COSTS (£ per cow)</b>			
Purchased concentrates	123.17	125.43	124.86
Home grown concentrates	28.63	24.80	25.78
Coarse fodder and tack	3.57	10.61	8.82
Veterinary and medicines	60.65	44.16	48.37
Other livestock costs	97.92	88.42	90.84
Allocatable contracting and hire	4.12	4.70	4.56
<b>Total variable costs</b>	<b>318.06</b>	<b>298.12</b>	<b>303.23</b>
<b>Gross margin before forage costs</b>	<b>528.41</b>	<b>681.78</b>	<b>642.96</b>
Forage variable costs per cow	209.31	195.56	199.06
<b>Gross margin including forage costs</b>	<b>319.10</b>	<b>486.22</b>	<b>443.90</b>
<b>BEEF FORAGE VARIABLE COSTS (£ per cow)</b>			
Fertilisers, lime and manures	92.62	73.34	78.25
Seeds	4.81	10.40	8.98
Sprays	3.05	3.93	3.71
Forage contracting	51.66	51.84	51.79
Grass keep	30.07	35.64	34.22
Other forage costs	27.10	20.41	22.11
<b>Total forage variable costs to beef</b>	<b>209.31</b>	<b>195.56</b>	<b>199.06</b>
% of forage variable costs to beef	64.77	72.40	68.72