

**TABLE C3. Hill cattle gross margins in Wales, 2017/18**

<b>Herd Size</b>	<b>&lt;25</b>	<b>25 - 40</b>	<b>&gt;40</b>	<b>All herds</b>
Number of herds	56	40	34	130
Average farm area - actual hectares	152	197	261	194
- effective hectares	114	141	193	143
Average size of farm business (SO)	77,864	96,594	148,203	102,023
Average size of herd (numbers)	16	33	72	36
Calves reared per cow	0.87	0.89	0.87	0.87
Finished cattle sale price - £/head	1,221	1,280	1,200	1,225
Store cattle sale price - £/head	806	889	943	894
<b>OUTPUT (£ per cow)</b>				
Calf sales	164.04	190.78	49.17	111.39
Store cattle sales and transfers out	690.11	721.66	733.39	721.75
Finished cattle sales	133.17	133.74	135.39	134.49
Cow and bull sales and transfers out	125.55	120.91	150.77	137.46
Miscellaneous output	0.00	0.06	0.94	0.51
Change in valuation	-101.01	-44.29	45.43	-8.15
Less purchases	81.07	133.70	91.00	101.20
Less transfers in	111.89	146.88	172.72	153.70
<b>Gross output</b>	<b>818.90</b>	<b>842.28</b>	<b>851.37</b>	<b>842.55</b>
<b>VARIABLE COSTS (£ per cow)</b>				
Purchased concentrates	193.98	118.88	176.98	163.78
Home grown concentrates	1.46	0.89	6.36	3.87
Coarse fodder and tack	24.74	23.10	10.17	16.63
Veterinary and medicines	48.26	52.65	62.01	56.71
Other livestock costs	109.07	92.09	90.00	94.26
Allocatable contracting and hire	2.75	3.45	3.67	3.43
<b>Total variable costs</b>	<b>380.26</b>	<b>291.06</b>	<b>349.19</b>	<b>338.68</b>
<b>Gross margin before forage costs</b>	<b>438.64</b>	<b>551.22</b>	<b>502.18</b>	<b>503.87</b>
Forage variable costs per cow	133.76	163.53	157.45	154.62
<b>Gross margin including forage costs</b>	<b>304.88</b>	<b>387.69</b>	<b>344.73</b>	<b>349.25</b>
<b>BEEF FORAGE VARIABLE COSTS (£ per cow)</b>				
Fertilisers, lime and manures	69.07	80.43	83.57	79.89
Seeds	6.56	7.15	7.29	7.11
Sprays	2.84	3.43	2.82	3.00
Forage contracting	29.42	33.52	36.73	34.41
Grass keep	16.47	29.33	14.43	19.05
Other forage costs	9.40	9.67	12.61	11.16
<b>Total forage variable costs to beef</b>	<b>133.76</b>	<b>163.53</b>	<b>157.45</b>	<b>154.62</b>
% of forage variable costs to beef	33.37	48.18	58.69	44.55