

**TABLE C3. Hill cattle gross margins in Wales, 2018/19.**

<b>Herd Size</b>	<b>&lt;25</b>	<b>25 - 40</b>	<b>&gt;40</b>	<b>All herds</b>
Number of herds	60	47	47	154
Average farm area - actual hectares	147	181	293	202
- effective hectares	110	132	224	152
Average size of farm business (SO)	68,797	86,132	165,573	103,623
Average size of herd (numbers)	15	31	74	38
Calves reared per cow	0.87	0.89	0.84	0.86
Finished cattle sale price - £/head	1,190	1,249	1,189	1,206
Store cattle sale price - £/head	788	870	923	887
<b>OUTPUT (£ per cow)</b>				
Calf sales	119.99	133.00	119.94	123.23
Store cattle sales and transfers out	554.83	616.03	633.78	616.95
Finished cattle sales	148.10	173.56	132.42	145.22
Cow and bull sales and transfers out	166.40	117.96	123.26	128.68
Miscellaneous output	0.28	0.05	0.65	0.44
Change in valuation	-63.05	-16.08	9.09	-8.53
Less purchases	75.02	90.58	72.24	77.29
Less transfers in	109.20	124.16	139.32	130.79
<b>Gross output</b>	<b>742.33</b>	<b>809.78</b>	<b>807.58</b>	<b>797.91</b>
<b>VARIABLE COSTS (£ per cow)</b>				
Purchased concentrates	194.92	160.73	194.58	186.12
Home grown concentrates	4.49	3.12	4.57	4.19
Coarse fodder and tack	28.54	22.83	30.80	28.44
Veterinary and medicines	51.78	53.59	44.59	47.98
Other livestock costs	106.97	111.73	111.03	110.57
Allocatable contracting and hire	6.93	10.01	6.29	7.33
<b>Total variable costs</b>	<b>393.63</b>	<b>362.01</b>	<b>391.86</b>	<b>384.63</b>
<b>Gross margin before forage costs</b>	<b>348.70</b>	<b>447.77</b>	<b>415.72</b>	<b>413.28</b>
Forage variable costs per cow	144.96	157.52	166.57	160.90
<b>Gross margin including forage costs</b>	<b>203.74</b>	<b>290.25</b>	<b>249.15</b>	<b>252.38</b>
<b>BEEF FORAGE VARIABLE COSTS (£ per cow)</b>				
Fertilisers, lime and manures	77.14	83.56	73.23	76.44
Seeds	7.50	6.72	6.33	6.61
Sprays	3.10	2.77	3.08	3.00
Forage contracting	28.01	31.21	32.93	31.73
Grass keep	18.89	21.61	42.76	33.70
Other forage costs	10.32	11.65	8.24	9.42
<b>Total forage variable costs to beef</b>	<b>144.96</b>	<b>157.52</b>	<b>166.57</b>	<b>160.90</b>
% of forage variable costs to beef	33.32	51.15	55.29	45.47