

**TABLE C4. Upland cattle gross margins in Wales, 2017/18**

<b>Herd Size</b>	<b>&lt;40</b>	<b>&gt;40</b>	<b>All herds</b>
Number of herds	19	21	40
Average farm area - actual hectares	95	150	124
- effective hectares	86	138	113
Average size of farm business (SO)	54,807	110,945	84,279
Average size of herd (numbers)	24	67	46
Calves reared per cow	0.89	0.90	0.90
Finished cattle sale price - £/head	1,160	1,191	1,186
Store cattle sale price - £/head	754	897	839
<b>OUTPUT (£ per cow)</b>			
Calf sales	127.39	102.28	108.41
Store cattle sales and transfers out	526.55	334.78	381.60
Finished cattle sales	291.68	545.02	483.17
Cow and bull sales and transfers out	91.65	131.78	121.98
Miscellaneous output	2.61	0.00	8.93
Change in valuation	23.02	59.52	50.61
Less purchases	77.21	80.59	79.77
Less transfers in	141.90	146.36	145.27
<b>Gross output</b>	<b>843.79</b>	<b>946.43</b>	<b>929.66</b>
<b>VARIABLE COSTS (£ per cow)</b>			
Purchased concentrates	125.15	121.56	122.44
Home grown concentrates	17.64	35.77	31.34
Coarse fodder and tack	4.21	14.50	11.99
Veterinary and medicines	58.87	44.54	48.04
Other livestock costs	85.06	99.37	95.87
Allocatable contracting and hire	3.42	6.72	5.91
<b>Total variable costs</b>	<b>294.35</b>	<b>322.46</b>	<b>315.59</b>
<b>Gross margin before forage costs</b>	<b>549.44</b>	<b>623.97</b>	<b>614.07</b>
Forage variable costs per cow	210.41	190.45	195.32
<b>Gross margin including forage costs</b>	<b>339.03</b>	<b>433.52</b>	<b>418.75</b>
<b>BEEF FORAGE VARIABLE COSTS (£ per cow)</b>			
Fertilisers, lime and manures	85.10	91.75	90.13
Seeds	9.04	10.91	10.45
Sprays	2.94	5.22	4.66
Forage contracting	62.77	52.89	55.30
Grass keep	33.97	14.31	19.11
Other forage costs	16.59	15.37	15.67
<b>Total forage variable costs to beef</b>	<b>210.41</b>	<b>190.45</b>	<b>195.32</b>
% of forage variable costs to beef	65.80	72.02	69.06