

TABLE C5. Lowland cattle gross margins in Wales, 2018/19.

Herd Size	<35	>35	All herds
Number of herds	16	17	33
Average farm area - actual hectares	126	129	135
- effective hectares	102	121	119
Average size of farm business (SO)	107,824	105,045	113,825
Average size of herd (numbers)	23	48	40
Calves reared per cow	0.89	0.82	0.86
Finished cattle sale price - £/head	1,237	1,243	1,247
Store cattle sale price - £/head	833	809	818
OUTPUT (£ per cow)			
Calf sales	35.86	63.33	50.36
Store cattle sales and transfers out	483.84	304.57	376.68
Finished cattle sales	600.25	456.95	514.03
Cow and bull sales and transfers out	136.36	121.21	121.41
Miscellaneous output	0.00	0.15	0.09
Change in valuation	52.33	72.83	101.93
Less purchases	151.14	49.04	73.57
Less transfers in	170.18	128.10	181.97
Gross output	987.32	841.90	908.96
VARIABLE COSTS (£ per cow)			
Purchased concentrates	137.78	79.62	95.45
Home grown concentrates	113.84	97.08	104.51
Coarse fodder and tack	16.90	9.53	11.34
Veterinary and medicines	35.17	29.77	36.27
Other livestock costs	120.02	91.62	101.30
Allocatable contracting and hire	7.12	9.62	8.55
Total variable costs	430.83	317.24	357.42
Gross margin before forage costs	556.49	524.66	551.54
Forage variable costs per cow	288.26	176.94	222.01
Gross margin including forage costs	268.23	347.72	329.53
BEEF FORAGE VARIABLE COSTS (£ per cow)			
Fertilisers, lime and manures	115.19	67.46	96.71
Seeds	23.19	14.28	17.96
Sprays	10.13	3.42	6.93
Forage contracting	77.50	57.46	58.61
Grass keep	41.52	19.49	26.09
Other forage costs	20.73	14.83	15.71
Total forage variable costs to beef	288.26	176.94	222.01
% of forage variable costs to beef	60.90	73.12	71.83