

TABLE C3. Hill cattle gross margins in Wales, 2011/2012.

Herd Size	<30	30 - 50	>50	All herds
Number of herds	84	61	34	179
Average farm area - actual hectares	172	186	282	198
- effective hectares	121	139	226	147
Average size of farm business (ESU)	27	40	68	39
Herd size (numbers)	18	37	83	37
OUTPUT (£ per cow)				
Calf sales	47.53	52.00	49.08	49.73
Store cattle sales and transfers out	596.98	671.35	607.96	627.22
Finished cattle sales	209.90	167.46	249.23	212.16
Cow and bull sales and transfers out	128.76	124.93	173.71	146.69
Miscellaneous output	0.00	0.13	0.20	0.13
Change in valuation	5.46	19.90	25.90	19.17
Less purchases	101.01	121.60	126.26	118.89
Less transfers in	93.70	112.68	122.82	112.69
Gross output	793.92	801.49	857.00	823.52
VARIABLE COSTS (£ per cow)				
Purchased concentrates	144.12	145.25	184.88	161.96
Home grown concentrates	4.25	5.40	10.24	7.21
Coarse fodder and tack	10.56	22.07	16.11	16.89
Veterinary and medicines	42.00	46.36	44.69	44.65
Beef other livestock costs	100.31	94.88	106.94	101.28
Allocatable contracting	1.80	3.41	2.55	2.67
Total variable costs	303.04	317.37	365.41	334.66
Gross margin before forage costs	490.88	484.12	491.59	488.86
Forage variable costs per cow	165.35	166.97	208.77	184.49
Gross margin including forage costs	325.53	317.15	282.82	304.37
BEEF FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	96.57	96.62	87.61	92.75
Seeds	5.36	6.43	7.97	6.84
Sprays	2.68	3.10	2.78	2.87
Forage contracting	31.64	24.23	39.91	32.63
Grass keep	16.37	25.55	60.06	38.23
Other forage costs	12.73	11.04	10.44	11.17
Total forage variable costs to beef	165.35	166.97	208.77	184.49
% of forage variable costs to beef	37.61	50.11	60.70	46.26