

TABLE C4. Upland cattle gross margins in Wales, 2011/2012.

Herd Size	<30	30 - 50	>50	All herds
Number of herds	17	21	24	62
Average farm area - actual hectares	98	100	158	122
- effective hectares	93	97	144	114
Average size of farm business (ESU)	22	28	49	35
Herd size (numbers)	20	37	71	45
OUTPUT (£ per cow)				
Calf sales	46.18	77.98	65.60	66.67
Store cattle sales and transfers out	550.25	524.36	419.63	464.04
Finished cattle sales	610.79	281.29	500.53	453.58
Cow and bull sales and transfers out	176.82	138.57	139.45	143.69
Miscellaneous output	0.00	0.75	0.00	0.21
Change in valuation	143.00	-1.27	50.68	47.49
Less purchases	197.64	64.24	141.07	126.77
Less transfers in	164.69	105.47	129.19	126.94
Gross output	1,164.71	851.97	905.63	921.97
VARIABLE COSTS (£ per cow)				
Purchased concentrates	140.61	126.55	114.16	120.73
Home grown concentrates	27.89	36.73	39.11	37.11
Coarse fodder and tack	11.08	8.26	16.92	13.85
Veterinary and medicines	46.73	41.90	41.52	42.25
Beef other livestock costs	90.66	101.59	82.37	88.64
Allocatable contracting	0.00	0.98	5.60	3.66
Total variable costs	316.97	316.01	299.68	306.24
Gross margin before forage costs	847.74	535.96	605.95	615.73
Forage variable costs per cow	252.26	195.57	232.76	224.89
Gross margin including forage costs	595.48	340.39	373.19	390.84
BEEF FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	132.30	103.28	118.87	116.20
Seeds	6.87	6.42	12.59	10.21
Sprays	2.21	1.85	3.27	2.75
Forage contracting	76.84	39.73	45.90	47.92
Grass keep	16.67	33.91	27.43	27.92
Other forage costs	17.37	10.38	24.70	19.89
Total forage variable costs to beef	252.26	195.57	232.76	224.89
% of forage variable costs to beef	52.80	70.71	78.48	68.81