

**TABLE C7. Upland sheep gross margins in Wales, 2011/2012.**

<b>Flock Size</b>	<b>&lt;400</b>	<b>&gt;400</b>	<b>All flocks</b>
Number of flocks	49	37	86
Average farm area - actual hectares	93	161	122
- effective hectares	82	154	113
Average size of farm business (ESU)	53	62	57
Flock size (numbers)	178	801	446
Lambs reared per ewe	1.31	1.41	1.39
Finished lambs sold per ewe	1.07	1.19	1.16
<b>OUTPUT (£ per ewe)</b>			
Lamb sales - store	5.11	3.40	3.79
- finished	83.94	96.47	93.61
Breeding ewe and ram sales	13.98	5.46	7.40
Other sheep sales	11.70	14.93	14.19
Wool sales	2.42	2.31	2.34
Miscellaneous output	0.01	0.05	0.04
Change in valuation	7.41	5.64	6.04
Less purchases	25.39	21.87	22.68
<b>Gross output</b>	<b>99.18</b>	<b>106.39</b>	<b>104.73</b>
<b>VARIABLE COSTS (£ per ewe)</b>			
Purchased concentrates	16.20	15.88	15.95
Home grown concentrates	1.71	0.78	0.99
Coarse fodder and tack	0.81	1.47	1.32
Veterinary and medicines	4.96	4.22	4.39
Sheep other livestock costs	9.81	7.48	8.01
Allocatable contracting	0.19	0.04	0.07
<b>Total variable costs</b>	<b>33.68</b>	<b>29.87</b>	<b>30.73</b>
<b>Gross margin before forage costs</b>	<b>65.50</b>	<b>76.52</b>	<b>74.00</b>
Forage variable costs per ewe	17.74	16.13	16.48
<b>Gross margin including forage costs</b>	<b>47.76</b>	<b>60.39</b>	<b>57.52</b>
<b>SHEEP FORAGE VARIABLE COSTS (£ per ewe)</b>			
Fertilisers, lime and manures	8.43	8.84	8.74
Seeds	0.77	0.76	0.76
Sprays	0.19	0.30	0.27
Forage contracting	4.29	3.34	3.55
Grass keep	2.53	2.27	2.33
Other forage costs	1.53	0.62	0.83
<b>Total forage variable costs to sheep</b>	<b>17.74</b>	<b>16.13</b>	<b>16.48</b>
% of forage variable costs to sheep	28.08	63.08	43.14