

TABLE C3. Hill cattle gross margins in Wales, 2012/2013.

Herd Size	<30	30 - 50	>50	All herds
Number of herds	79	66	31	176
Average farm area - actual hectares	151	161	313	183
- effective hectares	114	130	228	140
Average size of farm business (ESU)	28	37	71	39
Herd size (numbers)	18	36	86	37
OUTPUT (£ per cow)				
Calf sales	67.41	77.57	26.62	54.34
Store cattle sales and transfers out	668.15	650.41	594.39	631.14
Finished cattle sales	217.46	250.67	353.74	286.00
Cow and bull sales and transfers out	175.69	149.80	147.76	154.58
Miscellaneous output	0.15	0.90	0.09	0.40
Change in valuation	14.22	82.01	106.24	77.30
Less purchases	110.98	137.71	165.64	143.43
Less transfers in	127.33	102.50	117.77	114.19
Gross output	904.77	971.15	945.43	946.14
VARIABLE COSTS (£ per cow)				
Purchased concentrates	181.72	196.20	231.92	207.80
Home grown concentrates	8.72	6.09	4.84	6.14
Coarse fodder and tack	10.35	27.45	38.32	28.23
Veterinary and medicines	51.03	50.03	53.37	51.63
Beef other livestock costs	113.68	110.09	114.11	112.53
Allocatable contracting	4.50	4.64	4.06	4.37
Total variable costs	370.00	394.50	446.62	410.70
Gross margin before forage costs	534.77	576.65	498.81	535.44
Forage variable costs per cow	161.00	185.64	199.96	186.19
Gross margin including forage costs	373.77	391.01	298.85	349.25
BEEF FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	89.26	107.24	87.53	95.20
Seeds	4.49	7.89	5.80	6.29
Sprays	2.64	2.49	2.03	2.33
Forage contracting	33.27	31.37	36.29	33.81
Grass keep	19.25	22.48	60.04	37.28
Other forage costs	12.09	14.17	8.27	11.28
Total forage variable costs to beef	161.00	185.64	199.96	186.19
% of forage variable costs to beef	36.42	52.16	62.15	46.85