

**TABLE C6. Hill sheep gross margins in Wales, 2012/2013.**

<b>Flock Size</b>	<b>&lt;400</b>	<b>400 - 800</b>	<b>&gt;800</b>	<b>All flocks</b>
Number of flocks	66	102	62	230
Average farm area - actual hectares	100	151	366	195
- effective hectares	78	124	253	146
Average size of farm business (ESU)	22	36	69	41
Flock size (numbers)	271	560	1,330	684
Lambs reared per ewe	1.23	1.22	1.18	1.20
Finished lambs sold per ewe	0.83	0.87	0.91	0.88
<b>OUTPUT (£ per ewe)</b>				
Lamb sales - store	4.34	2.85	3.09	3.15
- finished	52.60	55.47	57.21	56.06
Breeding ewe and ram sales	9.48	8.92	6.29	7.60
Other sheep sales	10.03	8.70	7.54	8.24
Wool sales	3.05	2.87	2.49	2.69
Miscellaneous output	0.00	0.11	0.09	0.09
Change in valuation	0.96	2.84	2.83	2.62
Less purchases	7.47	7.64	9.54	8.61
<b>Gross output</b>	<b>72.99</b>	<b>74.12</b>	<b>70.00</b>	<b>71.84</b>
<b>VARIABLE COSTS (£ per ewe)</b>				
Purchased concentrates	15.94	16.82	15.95	16.26
Home grown concentrates	0.09	0.35	0.32	0.30
Coarse fodder and tack	2.02	2.45	3.57	2.99
Veterinary and medicines	5.46	4.86	4.06	4.51
Sheep other livestock costs	7.09	7.13	6.77	6.94
Allocatable contracting	0.05	0.10	0.08	0.09
<b>Total variable costs</b>	<b>30.65</b>	<b>31.71</b>	<b>30.75</b>	<b>31.09</b>
<b>Gross margin before forage costs</b>	<b>42.34</b>	<b>42.41</b>	<b>39.25</b>	<b>40.75</b>
Forage variable costs per ewe	10.09	11.20	14.48	12.78
<b>Gross margin including forage costs</b>	<b>32.25</b>	<b>31.21</b>	<b>24.77</b>	<b>27.97</b>
<b>SHEEP FORAGE VARIABLE COSTS (£ per ewe)</b>				
Fertilisers, lime and manures	4.97	6.45	6.36	6.23
Seeds	0.36	0.44	0.44	0.43
Sprays	0.14	0.16	0.17	0.16
Forage contracting	2.40	1.86	1.95	1.97
Grass keep	1.41	1.47	4.97	3.29
Other forage costs	0.81	0.82	0.59	0.70
<b>Total forage variable costs to sheep</b>	<b>10.09</b>	<b>11.20</b>	<b>14.48</b>	<b>12.78</b>
% of forage variable costs to sheep	52.34	60.16	70.13	60.61