

TABLE C5. Lowland cattle gross margins in Wales, 2012/2013.

Herd Size	<40	>40	All herds
Number of herds	15	16	31
Average farm area - actual hectares	67	153	112
- effective hectares	63	145	106
Average size of farm business (ESU)	23	55	40
Herd size (numbers)	22	54	38
OUTPUT (£ per cow)			
Calf sales	9.19	45.72	35.76
Store cattle sales and transfers out	604.60	140.29	266.86
Finished cattle sales	566.92	1,025.37	900.40
Cow and bull sales and transfers out	120.69	154.47	145.26
Miscellaneous output	0.00	0.68	0.50
Change in valuation	123.22	64.27	80.34
Less purchases	84.00	83.87	83.91
Less transfers in	206.28	83.71	117.12
Gross output	1,134.34	1,263.22	1,228.09
VARIABLE COSTS (£ per cow)			
Purchased concentrates	120.92	168.56	155.57
Home grown concentrates	24.74	67.35	55.73
Coarse fodder and tack	5.73	4.33	4.71
Veterinary and medicines	46.33	43.12	43.99
Beef other livestock costs	129.40	104.23	111.09
Allocatable contracting	1.75	8.28	6.50
Total variable costs	328.87	395.87	377.59
Gross margin before forage costs	805.47	867.35	850.50
Forage variable costs per cow	273.52	220.19	234.72
Gross margin including forage costs	531.95	647.16	615.78
BEEF FORAGE VARIABLE COSTS (£ per cow)			
Fertilisers, lime and manures	112.83	106.35	108.12
Seeds	23.73	20.85	21.64
Sprays	2.54	6.97	5.76
Forage contracting	57.52	38.43	43.63
Grass keep	62.91	22.29	33.36
Other forage costs	13.99	25.30	22.21
Total forage variable costs to beef	273.52	220.19	234.72
% of forage variable costs to beef	64.05	79.64	72.09