

**TABLE C4. Upland cattle gross margins in Wales, 2012/2013.**

<b>Herd Size</b>	<b>&lt;30</b>	<b>30 - 50</b>	<b>&gt;50</b>	<b>All herds</b>
Number of herds	16	22	20	58
Average farm area - actual hectares	84	103	148	114
- effective hectares	80	100	135	106
Average size of farm business (ESU)	20	29	46	32
Herd size (numbers)	21	39	72	45
<b>OUTPUT (£ per cow)</b>				
Calf sales	50.68	97.01	32.27	55.49
Store cattle sales and transfers out	629.87	550.69	596.55	585.95
Finished cattle sales	385.13	375.19	403.98	392.31
Cow and bull sales and transfers out	165.07	101.38	186.77	156.47
Miscellaneous output	0.79	0.26	0.00	0.26
Change in valuation	159.37	156.51	57.64	102.38
Less purchases	237.20	110.94	121.32	132.57
Less transfers in	108.61	131.71	154.11	141.14
<b>Gross output</b>	<b>1,045.10</b>	<b>1,038.39</b>	<b>1,001.78</b>	<b>1,019.15</b>
<b>VARIABLE COSTS (£ per cow)</b>				
Purchased concentrates	155.10	182.18	133.88	152.15
Home grown concentrates	62.36	42.51	42.99	45.28
Coarse fodder and tack	5.73	18.01	12.41	13.37
Veterinary and medicines	47.54	52.02	48.78	49.67
Beef other livestock costs	119.51	111.10	97.34	104.58
Allocatable contracting	3.31	2.63	4.47	3.73
<b>Total variable costs</b>	<b>393.55</b>	<b>408.45</b>	<b>339.87</b>	<b>368.78</b>
<b>Gross margin before forage costs</b>	<b>651.55</b>	<b>629.94</b>	<b>661.91</b>	<b>650.37</b>
Forage variable costs per cow	227.55	219.42	230.56	226.58
<b>Gross margin including forage costs</b>	<b>424.00</b>	<b>410.52</b>	<b>431.35</b>	<b>423.79</b>
<b>BEEF FORAGE VARIABLE COSTS (£ per cow)</b>				
Fertilisers, lime and manures	111.18	94.60	143.29	123.52
Seeds	10.47	8.41	10.97	10.08
Sprays	4.04	1.26	2.87	2.50
Forage contracting	85.35	51.51	44.90	52.13
Grass keep	4.33	44.81	16.12	23.90
Other forage costs	12.18	18.83	12.41	14.45
<b>Total forage variable costs to beef</b>	<b>227.55</b>	<b>219.42</b>	<b>230.56</b>	<b>226.58</b>
% of forage variable costs to beef	56.79	72.50	76.92	69.69