

**TABLE C7. Upland sheep gross margins in Wales, 2012/2013.**

<b>Flock Size</b>	<b>&lt;400</b>	<b>&gt;400</b>	<b>All flocks</b>
Number of flocks	55	34	89
Average farm area - actual hectares	90	161	117
- effective hectares	81	152	108
Average size of farm business (ESU)	47	63	53
Flock size (numbers)	175	832	426
Lambs reared per ewe	1.30	1.36	1.34
Finished lambs sold per ewe	1.13	1.19	1.18
<b>OUTPUT (£ per ewe)</b>			
Lamb sales - store	4.06	2.65	3.01
- finished	83.14	88.28	86.97
Breeding ewe and ram sales	10.37	3.35	5.14
Other sheep sales	9.77	13.31	12.41
Wool sales	3.61	2.91	3.08
Miscellaneous output	0.03	0.00	0.01
Change in valuation	6.48	0.73	2.19
Less purchases	23.38	19.78	20.70
<b>Gross output</b>	<b>94.08</b>	<b>91.45</b>	<b>92.11</b>
<b>VARIABLE COSTS (£ per ewe)</b>			
Purchased concentrates	19.43	19.66	19.60
Home grown concentrates	1.13	0.54	0.69
Coarse fodder and tack	1.15	1.65	1.52
Veterinary and medicines	5.75	5.14	5.29
Sheep other livestock costs	9.48	7.89	8.30
Allocatable contracting	0.09	0.07	0.07
<b>Total variable costs</b>	<b>37.03</b>	<b>34.95</b>	<b>35.47</b>
<b>Gross margin before forage costs</b>	<b>57.05</b>	<b>56.50</b>	<b>56.64</b>
Forage variable costs per ewe	18.84	16.20	16.88
<b>Gross margin including forage costs</b>	<b>38.21</b>	<b>40.30</b>	<b>39.76</b>
<b>SHEEP FORAGE VARIABLE COSTS (£ per ewe)</b>			
Fertilisers, lime and manures	9.51	9.63	9.60
Seeds	0.61	0.87	0.81
Sprays	0.25	0.26	0.26
Forage contracting	5.14	2.89	3.46
Grass keep	2.10	2.03	2.05
Other forage costs	1.23	0.52	0.70
<b>Total forage variable costs to sheep</b>	<b>18.84</b>	<b>16.20</b>	<b>16.88</b>
% of forage variable costs to sheep	31.15	63.51	43.51