

TABLE C3. Hill cattle gross margins in Wales, 2013/2014.

Herd Size	<30	30 - 50	>50	All herds
Number of herds	84	66	28	178
Average farm area - actual hectares	151	164	338	185
- effective hectares	114	133	240	141
Average size of farm business (ESU)	29	36	74	39
Herd size (numbers)	17	36	85	35
OUTPUT (£ per cow)				
Calf sales	129.55	113.60	67.56	99.74
Store cattle sales and transfers out	660.33	701.47	569.37	641.48
Finished cattle sales	359.31	212.34	403.58	319.54
Cow and bull sales and transfers out	195.40	172.66	143.86	166.96
Miscellaneous output	0.07	0.33	0.45	0.31
Change in valuation	-6.24	68.17	99.34	62.74
Less purchases	145.05	149.82	151.46	149.33
Less transfers in	148.62	150.49	128.74	141.76
Gross output	1,044.75	968.26	1,003.96	999.68
VARIABLE COSTS (£ per cow)				
Purchased concentrates	227.83	202.60	269.52	234.01
Home grown concentrates	8.18	14.38	7.43	10.29
Coarse fodder and tack	27.17	31.06	31.35	30.26
Veterinary and medicines	50.90	57.75	50.31	53.31
Beef other livestock costs	121.26	116.89	104.80	113.29
Allocatable contracting	7.06	7.14	5.14	6.36
Total variable costs	442.40	429.82	468.55	447.52
Gross margin before forage costs	602.35	538.44	535.41	552.16
Forage variable costs per cow	189.46	194.09	232.03	207.51
Gross margin including forage costs	412.89	344.35	303.38	344.65
BEEF FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	107.81	103.57	103.23	104.43
Seeds	7.47	9.99	6.20	7.96
Sprays	2.79	2.85	2.25	2.61
Forage contracting	37.76	39.49	39.96	39.27
Grass keep	17.43	25.13	72.84	41.55
Other forage costs	16.20	13.06	7.55	11.69
Total forage variable costs to beef	189.46	194.09	232.03	207.51
% of forage variable costs to beef	37.88	53.11	61.29	47.21