

TABLE C4. Upland cattle gross margins in Wales, 2013/2014.

Herd Size	<50	>50	All herds
Number of herds	36	22	58
Average farm area - actual hectares	95	149	115
- effective hectares	90	136	108
Average size of farm business (ESU)	26	48	34
Herd size (numbers)	29	72	45
OUTPUT (£ per cow)			
Calf sales	72.61	34.01	49.40
Store cattle sales and transfers out	556.45	503.29	524.49
Finished cattle sales	442.99	407.73	421.79
Cow and bull sales and transfers out	127.95	125.01	126.19
Miscellaneous output	0.97	0.00	0.88
Change in valuation	50.62	144.64	107.14
Less purchases	142.94	134.85	138.08
Less transfers in	97.75	120.90	111.67
Gross output	1,010.90	958.93	980.14
VARIABLE COSTS (£ per cow)			
Purchased concentrates	164.01	135.68	146.98
Home grown concentrates	42.57	45.10	44.09
Coarse fodder and tack	15.19	16.01	15.68
Veterinary and medicines	49.28	45.56	47.04
Beef other livestock costs	110.92	83.64	94.52
Allocatable contracting	2.78	4.06	3.55
Total variable costs	384.75	330.05	351.86
Gross margin before forage costs	626.15	628.88	628.28
Forage variable costs per cow	240.15	232.58	235.59
Gross margin including forage costs	386.00	396.30	392.69
BEEF FORAGE VARIABLE COSTS (£ per cow)			
Fertilisers, lime and manures	128.61	127.69	128.06
Seeds	11.83	9.04	10.15
Sprays	2.91	3.86	3.48
Forage contracting	47.06	56.34	52.64
Grass keep	32.05	22.73	26.44
Other forage costs	17.69	12.92	14.82
Total forage variable costs to beef	240.15	232.58	235.59
% of forage variable costs to beef	60.96	75.44	66.45
