

TABLE C5. Lowland cattle gross margins in Wales, 2014/2015.

Herd Size	<35	>35	All herds
Number of herds	18	18	36
Average farm area - actual hectares	86	159	123
- effective hectares	74	152	113
Average size of farm business (ESU)	32	59	46
Herd size (numbers)	22	52	37
OUTPUT (£ per cow)			
Calf sales	29.46	43.50	39.31
Store cattle sales and transfers out	536.50	306.70	375.32
Finished cattle sales	876.46	913.60	902.51
Cow and bull sales and transfers out	177.96	159.75	165.19
Miscellaneous output	0.00	1.02	0.71
Change in valuation	-118.21	101.31	35.76
Less purchases	155.64	207.64	192.11
Less transfers in	160.09	162.20	161.57
Gross output	1,186.44	1,156.04	1,165.12
VARIABLE COSTS (£ per cow)			
Purchased concentrates	118.98	137.05	131.65
Home grown concentrates	51.49	78.00	70.08
Coarse fodder and tack	7.64	1.17	3.10
Veterinary and medicines	62.59	46.01	50.96
Beef other livestock costs	137.25	122.58	126.96
Allocatable contracting	2.60	11.50	8.85
Total variable costs	380.55	396.31	391.60
Gross margin before forage costs	805.89	759.73	773.52
Forage variable costs per cow	346.63	241.41	272.83
Gross margin including forage costs	459.26	518.32	500.69
BEEF FORAGE VARIABLE COSTS (£ per cow)			
Fertilisers, lime and manures	156.96	106.96	121.89
Seeds	24.70	28.31	27.23
Sprays	12.63	14.43	13.90
Forage contracting	58.79	46.32	50.04
Grass keep	69.75	23.79	37.51
Other forage costs	23.80	21.60	22.26
Total forage variable costs to beef	346.63	241.41	272.83
% of forage variable costs to beef	66.45	79.03	72.74