

TABLE C4. Upland cattle gross margins in Wales, 2014/2015.

Herd Size	<50	>50	All herds
Number of herds	26	30	56
Average farm area - actual hectares	103	130	118
- effective hectares	97	121	110
Average size of farm business (ESU)	25	41	33
Herd size (numbers)	25	63	46
OUTPUT (£ per cow)			
Calf sales	132.56	55.39	75.14
Store cattle sales and transfers out	636.17	510.95	543.00
Finished cattle sales	188.13	415.23	357.11
Cow and bull sales and transfers out	124.94	117.64	119.51
Miscellaneous output	0.00	0.00	0.29
Change in valuation	10.69	21.69	18.87
Less purchases	94.88	92.49	93.10
Less transfers in	138.38	119.60	124.41
Gross output	859.23	908.81	896.41
VARIABLE COSTS (£ per cow)			
Purchased concentrates	135.22	120.62	124.36
Home grown concentrates	50.13	31.61	36.35
Coarse fodder and tack	11.56	8.99	9.65
Veterinary and medicines	46.11	42.10	43.13
Beef other livestock costs	93.54	81.65	84.69
Allocatable contracting	5.10	5.76	5.59
Total variable costs	341.66	290.73	303.77
Gross margin before forage costs	517.57	618.08	592.64
Forage variable costs per cow	239.60	197.65	208.38
Gross margin including forage costs	277.97	420.43	384.26
BEEF FORAGE VARIABLE COSTS (£ per cow)			
Fertilisers, lime and manures	114.72	97.72	102.07
Seeds	7.35	11.64	10.54
Sprays	2.29	4.50	3.93
Forage contracting	69.40	43.46	50.10
Grass keep	27.56	24.10	24.99
Other forage costs	18.28	16.23	16.75
Total forage variable costs to beef	239.60	197.65	208.38
% of forage variable costs to beef	57.86	76.10	67.63