

**TABLE C3. Hill cattle gross margins in Wales, 2015/2016.**

<b>Herd Size</b>	<b>&lt;25</b>	<b>25 - 40</b>	<b>&gt;40</b>	<b>All herds</b>
Number of herds	60	62	48	170
Average farm area - actual hectares	151	173	282	196
- effective hectares	110	136	208	147
Average size of farm business (ESU)	25	36	61	39
Average size of herd (numbers)	15	32	71	37
Calves reared per cow	0.87	0.89	0.90	0.89
Finished cattle sale price - £/head	1,151	1,158	1,167	1,162
Store cattle sale price - £/head	833	904	902	893
<b>OUTPUT (£ per cow)</b>				
Calf sales	68.08	115.00	87.66	93.50
Store cattle sales and transfers out	651.88	776.53	703.99	719.46
Finished cattle sales	305.93	209.08	292.34	268.10
Cow and bull sales and transfers out	111.05	210.57	119.05	146.67
Miscellaneous output	0.00	7.72	0.44	2.66
Change in valuation	-47.93	-68.26	103.48	28.32
Less purchases	101.13	129.85	196.97	162.45
Less transfers in	116.68	147.01	164.92	152.53
<b>Gross output</b>	<b>871.20</b>	<b>973.78</b>	<b>945.07</b>	<b>943.73</b>
<b>VARIABLE COSTS (£ per cow)</b>				
Purchased concentrates	155.73	145.24	204.56	179.09
Home grown concentrates	5.65	6.43	7.24	6.76
Coarse fodder and tack	12.75	13.60	18.18	15.98
Veterinary and medicines	43.89	55.36	52.79	52.35
Other livestock costs	89.81	106.28	94.06	97.30
Allocatable contracting and hire	5.55	6.08	5.07	5.46
<b>Total variable costs</b>	<b>313.38</b>	<b>332.99</b>	<b>381.90</b>	<b>356.94</b>
<b>Gross margin before forage costs</b>	<b>557.82</b>	<b>640.79</b>	<b>563.17</b>	<b>586.79</b>
Forage variable costs per cow	149.74	190.54	189.66	184.33
<b>Gross margin including forage costs</b>	<b>408.08</b>	<b>450.25</b>	<b>373.51</b>	<b>402.46</b>
<b>BEEF FORAGE VARIABLE COSTS (£ per cow)</b>				
Fertilisers, lime and manures	78.49	95.26	80.19	84.68
Seeds	4.89	8.30	8.52	7.94
Sprays	2.95	3.57	3.13	3.24
Forage contracting	36.27	41.68	36.50	38.09
Grass keep	14.86	29.90	54.10	41.00
Other forage costs	12.28	11.83	7.22	9.38
<b>Total forage variable costs to beef</b>	<b>149.74</b>	<b>190.54</b>	<b>189.66</b>	<b>184.33</b>
% of forage variable costs to beef	35.01	49.38	58.36	46.84