

**TABLE C5. Lowland cattle gross margins in Wales, 2015/2016.**

<b>Herd Size</b>	<b>&lt;35</b>	<b>&gt;35</b>	<b>All herds</b>
Number of herds	15	15	30
Average farm area - actual hectares	81	105	93
- effective hectares	74	97	86
Average size of farm business (ESU)	27	32	30
Average size of herd (numbers)	23	49	36
Calves reared per cow	0.83	0.90	0.88
Finished cattle sale price - £/head	1,211	1,209	1,210
Store cattle sale price - £/head	864	875	872
<b>OUTPUT (£ per cow)</b>			
Calf sales	4.64	87.51	61.07
Store cattle sales and transfers out	368.89	421.09	404.44
Finished cattle sales	909.62	446.44	594.19
Cow and bull sales and transfers out	74.50	156.39	130.27
Miscellaneous output	0.00	0.23	0.16
Change in valuation	83.68	108.38	100.50
Less purchases	243.26	81.66	133.21
Less transfers in	107.28	211.63	178.34
<b>Gross output</b>	<b>1,090.79</b>	<b>926.75</b>	<b>979.08</b>
<b>VARIABLE COSTS (£ per cow)</b>			
Purchased concentrates	119.48	66.00	83.06
Home grown concentrates	63.73	60.29	61.39
Coarse fodder and tack	5.91	0.91	2.50
Veterinary and medicines	61.70	30.51	40.46
Other livestock costs	109.05	88.52	95.06
Allocatable contracting and hire	5.39	2.15	3.18
<b>Total variable costs</b>	<b>365.26</b>	<b>248.38</b>	<b>285.65</b>
<b>Gross margin before forage costs</b>	<b>725.53</b>	<b>678.37</b>	<b>693.43</b>
Forage variable costs per cow	322.97	183.97	228.31
<b>Gross margin including forage costs</b>	<b>402.56</b>	<b>494.40</b>	<b>465.12</b>
<b>BEEF FORAGE VARIABLE COSTS (£ per cow)</b>			
Fertilisers, lime and manures	159.38	71.04	99.22
Seeds	15.57	14.53	14.86
Sprays	7.32	5.59	6.14
Forage contracting	51.90	53.62	53.07
Grass keep	61.73	17.19	31.40
Other forage costs	27.07	22.00	23.62
<b>Total forage variable costs to beef</b>	<b>322.97</b>	<b>183.97</b>	<b>228.31</b>
% of forage variable costs to beef	64.36	81.60	72.98