

TABLE C4. Upland cattle gross margins in Wales, 2015/2016.

Herd Size	<40	>40	All herds
Number of herds	29	29	58
Average farm area - actual hectares	95	147	121
- effective hectares	89	136	112
Average size of farm business (ESU)	24	45	34
Average size of herd (numbers)	27	67	47
Calves reared per cow	0.91	0.90	0.90
Finished cattle sale price - £/head	1,303	1,171	1,203
Store cattle sale price - £/head	781	884	839
OUTPUT (£ per cow)			
Calf sales	142.81	50.20	76.59
Store cattle sales and transfers out	508.36	407.32	436.11
Finished cattle sales	471.66	526.52	510.89
Cow and bull sales and transfers out	179.75	134.94	147.71
Miscellaneous output	0.45	0.00	0.33
Change in valuation	-35.45	56.30	30.16
Less purchases	174.26	79.08	106.20
Less transfers in	139.99	157.97	152.85
Gross output	953.33	938.23	942.74
VARIABLE COSTS (£ per cow)			
Purchased concentrates	134.01	112.64	118.73
Home grown concentrates	27.67	27.91	27.84
Coarse fodder and tack	1.13	7.39	5.61
Veterinary and medicines	47.33	40.92	42.74
Other livestock costs	94.88	80.50	84.60
Allocatable contracting and hire	4.75	4.63	4.66
Total variable costs	309.77	273.99	284.18
Gross margin before forage costs	643.56	664.24	658.56
Forage variable costs per cow	232.75	186.82	199.91
Gross margin including forage costs	410.81	477.42	458.65
BEEF FORAGE VARIABLE COSTS (£ per cow)			
Fertilisers, lime and manures	124.37	87.44	97.97
Seeds	4.90	9.61	8.26
Sprays	4.25	3.87	3.98
Forage contracting	53.45	42.77	45.81
Grass keep	31.95	27.18	28.54
Other forage costs	13.83	15.95	15.35
Total forage variable costs to beef	232.75	186.82	199.91
% of forage variable costs to beef	64.28	73.23	68.76