

TABLE C5. Lowland cattle gross margins in Wales, 2013/2014.

Herd Size	<35	>35	All herds
Number of herds	21	15	36
Average farm area - actual hectares	70	166	110
- effective hectares	65	159	104
Average size of farm business (ESU)	25	58	39
Herd size (numbers)	24	53	36
OUTPUT (£ per cow)			
Calf sales	18.37	22.62	20.97
Store cattle sales and transfers out	429.76	310.26	356.76
Finished cattle sales	867.79	1,094.24	1,006.11
Cow and bull sales and transfers out	144.88	198.40	177.57
Miscellaneous output	0.53	0.00	0.21
Change in valuation	-14.53	157.22	90.38
Less purchases	110.17	269.99	207.79
Less transfers in	154.64	176.10	167.75
Gross output	1,181.99	1,336.65	1,276.46
VARIABLE COSTS (£ per cow)			
Purchased concentrates	144.20	186.39	169.97
Home grown concentrates	63.65	35.93	46.72
Coarse fodder and tack	6.74	10.12	8.81
Veterinary and medicines	50.52	52.52	51.74
Beef other livestock costs	116.17	122.17	119.83
Allocatable contracting	1.28	0.96	1.08
Total variable costs	382.56	408.09	398.15
Gross margin before forage costs	799.43	928.56	878.31
Forage variable costs per cow	306.31	231.96	260.91
Gross margin including forage costs	493.12	696.60	617.40
BEEF FORAGE VARIABLE COSTS (£ per cow)			
Fertilisers, lime and manures	171.20	117.76	138.56
Seeds	16.43	21.65	19.62
Sprays	2.25	3.10	2.77
Forage contracting	53.04	28.69	38.17
Grass keep	45.54	42.21	43.51
Other forage costs	17.85	18.55	18.28
Total forage variable costs to beef	306.31	231.96	260.91
% of forage variable costs to beef	68.29	75.51	71.30