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FOREWORD

This booklet presents average financial data for 1971-72 and the three year period 1969-72, and average physical data for 1971-72. Premium figures, calculated from the most profitable 50% of farms in each group, are also given for 1969-72. All the information is derived from the Farm Management Survey.

Since there are twenty-two farm type and size groups it is inevitable that some groups contain relatively few farms. Where there are less than about six per group, comparisons must be made only with considerable caution especially as there may be a large variation between farms within these groups. Small sample sizes for some groups represent the penalty of having a large number of narrowly defined groups selected from a total of about 200 farms. However this is preferred to the alternative of having fewer, more broadly defined groups with larger samples in each, but covering wider differences in enterprise combinations and farm size.

We would like to thank the many farmers in Kent, Surrey and Sussex who have co-operated in the Survey and thus made possible this report.

J.P.G. Webster
December 1972

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Method of Farm Classification

The classification of farms is based on the relative contribution to the Total Standard Output of four main types of enterprise: Milk (i.e. Dairy Cows), Sheep plus Cattle, Pigs plus Poultry, and Arable (crops other than forage). The Standard Output figures for each enterprise are given on page 51.

1. If over 60% of total Standard Output comes from a single one of the above four categories, the farm is classified in group 1, 2, 3, 4, 5, 6, 13, 15, 19, 20 or 21.
2. If over 75% of total Standard Output comes from any two categories combined, and neither is less than 30%, most farms will be in groups 7, 8, 9, 10, 11, 16 or 22.
3. If over 80% of total Standard Output comes from three categories combined, with none less than 20%, most farms will be in groups 12, 17 or 18.
4. Farms with a Standard Output exceeding £45,000 are treated as a separate group (14, Large-Scale-mainly Arable). As the name given to the group implies, arable farming predominates.
5. The breakdown of Standard Output for each of these farm groups is given on the next page, together with the average farm size in acres, and the average Standard Output per acre - which is an indication of the intensity of the system.

A small proportion of farms will not fit into any of these groups; such farms should be compared with standard from the group whose Standard Output is nearest. The standards can be "blended" if a farm is borderline between two groups, taking farm size into consideration also. The Standards are merely a guide.

Premium Farm figures are the averages for the 50% of farms showing the highest Management and Investment Income per acre and/or Return on Capital over the three-year period. Where, near the median, the two measures showed a different order of profitability, the Return on Capital order was normally taken. Occasionally, where differences between farms near the median were small, more than half the farms were used in order to derive the Premium figures - especially in the case of groups with only a small sample of farms.

Production Pattern for each Farm Type (1969/72)

Farm Type	Av. ac.	S.O. p.acre	% Milk	Standard S/C	Output P/P	from: Crops	PAGE
1. Predom.Milk - under 125 acres	74	99	83	10	4	3	4
2. " " - 125 to 200 acres	167	86	78	12	1	1	6
3. " " - over 200 acres	304	74	73	13	-	14	8
4. Predom.Arable - under 250acres	155	44	2	15	1	82	10
5. " " - 250-450 acres	352	47	3	14	1	82	12
6. " " - over 450acres	607	42	5	12	-	83	14
7. Milk & Arable - under 250 acres	196	69	51	9	1	39	16
8. " " " - 250-450 acres	350	56	53	14	2	31	18
9. " " " - over 450 acres	638	51	40	14	-	46	20
10. Sh./Cattle & Ar.-under 250 acres	164	38	-	44	1	55	22
11. " " " " -over 250 acres	489	41	-	42	1	57	24
12. Milk,Sheep/Cattle and Arable	355	59	49	26	-	25	26
13. Predominantly Sheep/Cattle	193	35	-	75	4	21	28
14. Large-Scale :mainly Arable	999	70	14	15	6	65	30
15. Predominantly Pigs/Poultry	159	145	1	6	70	23	32
16. Arable and Pigs/Poultry	198	91	-	12	44	44	34
17. Sh./Cattle,Pigs/Poultry & Ar.	153	59	-	26	40	34	36
18. Milk,Pigs/Poultry & Arable	255	101	34	7	37	22	38
19. Intensive Arable - Fruit	211	125	-	5	1	94	(72 ¹)40
20. " " -Hops & Fruit	270	110	-	10	2	88	(65 ¹)42
21. " " -Field Vegs.	164	105	-	-	8	92	(61 ²)44
22. " " -Hops/Fruit & Milk	209	149	43	10	-	47	(42 ¹)46

1 % Fruit and/or Hops

2 % Potatoes and Vegetable crops

FINANCIAL RESULTS: £ per acre

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
No. Farms	10	35	12
Average Acreage	71	74	83
	<u>GROSS OUTPUT</u>		
Cattle	15.5	13.0	14.9
Sheep & Wool	-	-	-
Pigs	-	0.1	-
Poultry & Eggs	3.8	4.2	-
Milk	113.7	88.7	95.0
Total Livestock	133.0	106.0	109.9
Cereals (inc. Straw)	0.7	0.8	1.8
Fruit & Hops	-	-	-
Other Crops	0.5	0.3	0.1
Total Crops	1.2	1.1	1.9
Forage & Tillage Valuation Changes	2.5	1.4	1.3
Other Receipts	1.1	2.1	1.3
GROSS OUTPUT	137.8	110.6	114.4
NET OUTPUT	95.5	72.6	81.6
GROSS MARGIN	78.7	59.0	65.2
	<u>TENANT'S CAPITAL</u>		
Livestock	65.1	59.1	56.8
Crops and Cultivations	7.6	6.3	5.6
Stores, etc.	5.1	5.1	5.5
Machinery & Equipment	30.5	30.4	27.6
TOTAL	108.3	100.9	95.5

Farm Type: Predominantly Milk under 125 acres.

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
Bought Feed	41.8	37.4	31.9
Bought Seed	0.6	0.6	0.9
Fertilisers	6.0	4.5	4.5
Casual Labour	2.6	1.9	4.0
Contract Work	3.0	2.5	3.6
Miscellaneous Variable Costs	5.1	4.8	4.4
Total Variable Costs	59.1	51.7	49.3
Regular labour - paid	5.7	6.5	4.0
Regular labour - unpaid	16.3	14.6	13.1
Machinery Depreciation	4.2	4.3	4.2
Fuel & Oil	3.8	3.2	2.8
Mach.Repairs,Veh.Tax & Ins.	6.2	4.6	4.7
Rent & Rates	9.5	8.4	7.7
General Overhead Costs	10.5	9.0	8.4
Total Fixed Costs	56.2	50.6	44.9
TOTAL INPUTS	115.3	102.3	94.2

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	22.5	8.4	20.3
NET FARM INCOME	37.7	21.7	33.4
RETURN ON TENANT'S CAPITAL	22%	6%	24%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1971-72

CROPS

(All figures per acre)	Average		Premium	
	Yield	Output	Yield	Output
		£		£
Wheat	-	-	-	-
Barley	-	-	-	-
Cats	-	-	-	-
Potatoes	-	-	-	-
Hops		-		-
Top Fruit		-		-
Small Fruit		-		-
Brassicac		-		-

	Average	Premium
% of Land in: Cereals	4	10
Hops & Fruit	-	-
Other Crops	-	-
Forage	96	89
Bare Fallow	-	1

LIVESTOCK

	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	68	61	74	76
Other Cattle	23	19	26	24
Sheep	-	-	-	-
Total	91	80	100	100

Pigs/Poultry Gross Output per acre (£):5

Farm Type: Predominantly Milk under 125 acres

	Average	Premium
Adjusted Gross Output per acre (£)	135	114
Standard Output per acre (£)	129	98
Output From Forage per Farm Forage Acre (£)	130	100
Grazing Livestock Output per Adj. Forage Acre (£)	114	96
Forage Acres per Grazing Livestock Unit	1.0	1.2
Adjusted Forage Acres per Grazing Livestock Unit	1.4	1.4
Milk Yield per Cow (gals)	846	842
Milk Sales per Cow (£)	167	159
Net Output per £100 Labour (£)	398	400
Labour Cost per 100 Standard Man-Days (£)	306	263
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	459	367
Fuel and Electricity	349	228
Contract	275	309
Depreciation	294	296
Total	1377	1200
Net Output per £100 Machinery Costs (£)	551	608
Net Output per £100 Labour and Machinery (£)	225	229

FINANCIAL RESULTS: £ per acre

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
No. Farms	10	33	15
Average Acreage	162	167	162
	<u>GROSS OUTPUT</u>		
Cattle	13.1	10.6	10.1
Sheep & Wool	0.8	0.5	0.9
Pigs	-	0.3	-
Poultry & Eggs	0.9	1.1	1.0
Milk	83.4	72.2	80.3
Total Livestock	98.2	84.7	92.3
Cereals (inc. Straw)	3.6	4.1	2.3
Fruit & Hops	-	-	-
Other Crops	0.5	0.4	0.4
Total Crops	4.1	4.5	2.7
Forage & Tillage Valuation Changes	0.4	(-) 0.3	0.8
Other Receipts	1.5	2.0	1.1
GROSS OUTPUT	104.2	90.9	96.9
NET OUTPUT	78.0	66.7	72.8
GROSS MARGIN	64.3	53.8	61.7
	<u>TENANT'S CAPITAL</u>		
Livestock	47.5	45.9	43.4
Crops and Cultivations	12.2	13.6	10.6
Stores, etc.	3.3	3.2	3.0
Machinery & Equipment	23.5	22.5	22.4
TOTAL	86.5	85.2	79.4

Farm Type: Predominantly Milk 125-200 acres.

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
Bought Feed	25.1	22.9	23.1
Bought Seed	1.1	1.3	1.0
Fertilisers	6.3	6.3	5.9
Casual Labour	1.3	1.1	0.6
Contract Work	2.1	1.8	1.2
Miscellaneous Variable Costs	4.0	3.7	3.5
Total Variable Costs	39.9	37.1	35.3
Regular labour - paid	12.0	12.3	11.4
Regular labour - unpaid	6.0	5.3	5.7
Machinery Depreciation	3.9	3.7	3.7
Fuel & Oil	3.4	2.7	2.6
Mach.Repairs,Veh.Tax & Ins.	4.2	3.7	3.6
Rent & Rates	8.0	7.1	6.9
General Overhead Costs	7.2	6.2	6.3
Total Fixed Costs	44.7	41.0	40.2
TOTAL INPUTS	84.6	78.1	75.5

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	19.6	12.8	21.4
NET FARM INCOME	25.1	17.6	26.5
RETURN ON TENANT'S CAPITAL	23%	16%	27%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1971-72

CROPS

(All figures per acre)	Average		Premium	
	Yield	Output	Yield	Output
		£		£
Wheat	-	-	-	-
Barley	-	-	-	-
Cats	-	-	-	-
Potatoes	-	-	-	-
Hops		-		-
Top Fruit		-		-
Small Fruit		-		-
Brassicac		-		-

	Average	Premium
% of Land in: Cereals	14	11
Hops & Fruit	-	-
Other Crops	-	-
Forage	86	89
Bare Fallow	-	-

LIVESTOCK

	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	50	52	74	77
Other Cattle	17	14	24	20
Sheep	3	4	2	3
Total	70	70	100	100

Pigs/Poultry Gross Output per acre (£): _

Farm Type: Predominantly Milk 125-200 acres.

	Average	Premium
Adjusted Gross Output per acre (£)	105	97
Standard Output per acre (£)	102	86
Output From Forage per Farm Forage Acre (£)	101	93
Grazing Livestock Output per Adj. Forage Acre (£)	96	85
Forage Acres per Grazing Livestock Unit	1.1	1.3
Adjusted Forage Acres per Grazing Livestock Unit	1.4	1.5
Milk Yield per Cow (gals)	800	802
Milk Sales per Cow (£)	165	158
Net Output per £100 Labour (£)	417	419
Labour Cost per 100 Standard Man-Days (£)	293	270
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	361	273
Fuel and Electricity	293	194
Contract	189	95
Depreciation	338	284
Total	1181	846
Net Output per £100 Machinery Costs (£)	609	698
Net Output per £100 Labour and Machinery (£)	243	264

FINANCIAL RESULTS: £ per acre

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
No. Farms	13	48	22
Average Acreage	322	304	342
	<u>GROSS OUTPUT</u>		
Cattle	14.9	10.2	11.2
Sheep & Wool	0.6	0.5	0.2
Pigs	-	0.5	-
Poultry & Eggs	-	-	-
Milk	72.9	65.9	69.5
Total Livestock	88.4	77.1	80.9
Cereals (inc. Straw)	7.7	5.6	4.1
Fruit & Hops	-	-	-
Other Crops	0.1	0.5	0.4
Total Crops	7.8	6.1	4.5
Forage & Tillage Valuation Changes	0.3	0.3	0.3
Other Receipts	1.4	1.2	1.0
GROSS OUTPUT	97.9	84.7	86.7
NET OUTPUT	77.2	66.0	69.8
GROSS MARGIN	63.6	53.5	57.3
	<u>TENANT'S CAPITAL</u>		
Livestock	45.1	43.9	46.1
Crops and Cultivations	11.7	12.2	9.1
Stores, etc.	4.1	3.5	3.3
Machinery & Equipment	23.4	23.4	20.5
TOTAL	84.3	83.0	79.0

Farm Type: Predominantly Milk over 200 acres.

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
Bought Feed	18.8	16.8	15.5
Bought Seed	1.9	1.8	1.5
Fertilisers	6.8	6.6	6.5
Casual Labour	1.4	1.0	0.9
Contract Work	1.7	1.5	1.7
Miscellaneous Variable Costs	3.7	3.4	3.4
Total Variable Costs	34.3	31.1	29.5
Regular labour - paid	15.8	14.9	14.2
Regular labour - unpaid	2.3	2.1	2.6
Machinery Depreciation	4.1	3.8	3.4
Fuel & Oil	2.6	2.5	2.5
Mach. Repairs, Veh. Tax & Ins.	3.7	3.7	3.2
Rent & Rates	7.4	7.1	6.3
General Overhead Costs	7.1	6.2	5.6
Total Fixed Costs	43.0	40.3	37.8
TOTAL INPUTS	77.3	71.4	67.3

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	20.6	13.2	19.5
NET FARM INCOME	22.4	14.9	21.2
RETURN ON TENANT'S CAPITAL	25%	15%	24%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1971-72

CROPS

(All figures per acre)	Average		Premium	
	Yield	Output	Yield	Output
		£		£
Wheat	33	44	34	55
Barley	28	39	29	35
Cats	36	43	33	39
Potatoes	-	-	-	-
Hops		-		-
Top Fruit		-		-
Small Fruit		-		-
Brassicas		-		-

	Average	Premium
% of Land in: Cereals	27	22
Hops & Fruit	-	-
Other Crops	-	-
Forage	72	77
Bare Fallow	1	1

LIVESTOCK

	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	38	41	68	75
Other Cattle	17	13	29	25
Sheep	2	1	3	-
Total	57	55	100	100

Pigs/Poultry Gross Output per acre (£): -

Farm Type: Predominantly Milk over 200 acres.

	Average	Premium
Adjusted Gross Output per acre (£)	100	89
Standard Output per acre (£)	84	72
Output From Forage per Farm Forage Acre (£)	120	103
Grazing Livestock Output per Adj. Forage Acre (£)	111	93
Forage Acres per Grazing Livestock Unit	1.2	1.4
Adjusted Forage Acres per Grazing Livestock Unit	1.5	1.7
Milk Yield per Cow (gals)	943	909
Milk Sales per Cow (£)	192	172
Net Output per £100 Labour (£)	401	390
Labour Cost per 100 Standard Man-Days (£)	357	323
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	349	265
Fuel and Electricity	237	203
Contract	167	111
Depreciation	380	288
Total	1133	867
Net Output per £100 Machinery Costs (£)	647	665
Net Output per £100 Labour and Machinery (£)	244	253

FINANCIAL RESULTS: £ per acre

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
No. Farms	11	39	18
Average Acreage	136	155	146
	<u>GROSS OUTPUT</u>		
Cattle	5.4	4.3	5.5
Sheep & Wool	5.5	4.3	5.4
Pigs	1.9	0.5	1.2
Poultry & Eggs	2.6	2.0	1.6
Milk	-	1.3	-
Total Livestock	15.4	12.4	13.7
Cereals (inc. Straw)	26.8	26.3	26.8
Fruit & Hops	1.7	1.4	2.9
Other Crops	8.3	10.7	14.1
Total Crops	36.8	38.4	43.8
Forage & Tillage Valuation Changes	0.6	1.2	0.4
Other Receipts	2.3	3.0	4.3
GROSS OUTPUT	55.1	55.0	62.2
NET OUTPUT	48.4	48.3	56.4
GROSS MARGIN	37.6	37.0	44.5
	<u>TENANT'S CAPITAL</u>		
Livestock	9.0	9.0	10.2
Crops and Cultivations	21.0	19.5	22.6
Stores, etc.	2.3	1.7	2.2
Machinery & Equipment	20.0	20.9	18.3
TOTAL	52.3	51.1	53.3

Farm Type: Predominantly Arable under 250 acres.

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
Bought Feed	3.6	3.7	3.4
Bought Seed	3.1	3.0	2.4
Fertilisers	4.5	4.9	5.0
Casual Labour	1.7	1.6	1.6
Contract Work	2.1	2.2	2.2
Miscellaneous Variable Costs	2.5	2.6	3.1
Total Variable Costs	17.5	18.0	17.7
Regular labour - paid	5.4	5.1	5.2
Regular labour - unpaid	8.1	6.8	8.1
Machinery Depreciation	3.1	3.6	3.1
Fuel & Oil	2.4	2.1	2.0
Mach.Repairs,Veh.Tax & Ins.	3.8	3.5	3.5
Rent & Rates	7.2	6.9	6.3
General Overhead Costs	3.8	3.6	3.4
Total Fixed Costs	33.8	31.6	31.6
TOTAL INPUTS	51.3	49.6	49.3

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	3.8	5.4	12.9
NET FARM INCOME	9.5	10.4	18.0
RETURN ON TENANT'S CAPITAL	1%	9%	25%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1971-72

(All figures per acre)	<u>CROPS</u>			
	Average		Premium	
	Yield	Output	Yield	Output
		£	£	
Wheat	32	51	35	53
Barley	25	36	28	38
Cats	28	37	31	39
Potatoes	9	178	10	218
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicas	-	-	-	-

	Average	Premium
% of Land in: Cereals	62	63
Hops & Fruit	2	3
Other Crops	8	11
Forage	26	19
Bare Fallow	2	1

	<u>LIVESTOCK</u>			
	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	-	-	-	-
Other Cattle	6	7	39	50
Sheep	10	11	61	50
Total	16	18	100	100

Pigs/Poultry Gross Output per acre (£): 3

Farm Type: Predominantly Arable under 250 acres.

	Average	Premium
Adjusted Gross Output per acre (£)	54	59
Standard Output per acre (£)	50	50
Output From Forage per Farm Forage Acre (£)	62	86
Grazing Livestock Output per Adj. Forage Acre (£)	54	54
Forage Acres per Grazing Livestock Unit	1.4	1.2
Adjusted Forage Acres per Grazing Livestock Unit	1.5	1.3
Milk Yield per Cow (gals)	-	-
Milk Sales per Cow (£)	-	-
Net Output per £100 Labour (£)	351	384
Labour Cost per 100 Standard Man-Days (£)	472	330
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	407	285
Fuel and Electricity	256	158
Contract	223	182
Depreciation	337	245
Total	1223	870
Net Output per £100 Machinery Costs (£)474		571
Net Output per £100 Labour and Machinery (£)	193	230

FINANCIAL RESULTS: £ per acre

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
No. Farms	10	29	14
Average Acreage	356	352	350
	<u>GROSS OUTPUT</u>		
Cattle	5.7	5.0	3.7
Sheep & Wool	3.4	2.4	3.0
Pigs	-	0.2	-
Poultry & Eggs	-	-	-
Milk	-	2.0	0.2
Total Livestock	9.1	9.6	6.9
Cereals (inc. Straw)	31.7	29.5	34.1
Fruit & Hops	1.0	0.4	0.7
Other Crops	13.5	14.7	25.4
Total Crops	46.2	44.6	60.2
Forage & Tillage Valuation Changes	-	0.2	1.0
Other Receipts	2.3	1.6	2.2
GROSS OUTPUT	57.6	56.0	70.3
NET OUTPUT	50.6	48.9	62.6
GROSS MARGIN	37.4	37.7	48.7
	<u>TENANT'S CAPITAL</u>		
Livestock	9.9	9.1	5.9
Crops and Cultivations	18.1	18.0	18.6
Stores, etc.	4.5	3.0	4.1
Machinery & Equipment	21.0	20.2	22.6
TOTAL	53.5	50.3	51.2

Farm Type: Predominantly Arable 250-450 acres.

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
Bought Feed	1.7	2.3	1.4
Bought Seed	5.3	4.8	6.4
Fertilisers	5.2	5.1	5.5
Casual Labour	2.0	1.5	1.9
Contract Work	2.2	1.7	2.3
Miscellaneous Variable Costs	3.8	3.0	4.1
Total Variable Costs	20.2	18.4	21.6
Regular labour - paid	9.6	8.8	10.3
Regular labour - unpaid	2.1	2.1	2.0
Machinery Depreciation	3.7	3.5	4.1
Fuel & Oil	2.0	1.6	1.7
Mach.Repairs,Veh.Tax & Ins.	3.6	3.2	3.2
Rent & Rates	7.4	7.1	7.9
General Overhead Costs	3.3	2.8	2.7
Total Fixed Costs	31.7	29.1	31.9
TOTAL INPUTS	51.9	47.5	53.5

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	5.7	8.5	16.8
NET FARM INCOME	9.9	10.3	18.6
RETURN ON TENANT'S CAPITAL	10%	17%	33%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1971-72

CROPS

(All figures per acre)	Average		Premium	
	Yield	Output	Yield	Output
		£		£
Wheat	32	55	36	56
Barley	27	37	29	39
Oats	32	42	35	45
Potatoes	12	162	11	204
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicas	-	-	-	-

	Average	Premium
% of Land in: Cereals	71	73
Hops & Fruit	-	-
Other Crops	11	15
Forage	18	12
Bare Fallow	-	-

LIVESTOCK

	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	-	-	-	-
Other Cattle	10	6	62	50
Sheep	8	6	38	50
Total	18	12	100	100

Pigs/Poultry Gross Output per acre (£): -

Farm Type: Predominantly Arable 250-450 acres.

	Average	Premium
Adjusted Gross Output per acre (£)	56	68
Standard Output per acre (£)	54	53
Output From Forage per Farm Forage Acre (£)	59	65
Grazing Livestock Output per Adj. Forage Acre (£)	46	47
Forage Acres per Grazing Livestock Unit	1.1	1.4
Adjusted Forage Acres per Grazing Livestock Unit	1.2	1.5
Milk Yield per Cow (gals)	-	-
Milk Sales per Cow (£)	-	-
Net Output per £100 Labour (£)	376	450
Labour Cost per 100 Standard Man-Days (£)	410	356
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	365	283
Fuel and Electricity	204	150
Contract	214	192
Depreciation	360	344
Total	1143	969
Net Output per £100 Machinery Costs (£) 61	545	
Net Output per £100 Labour and Machinery (£)	199	250

FINANCIAL RESULTS: £ per acre

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
No. Farms	5	21	11
Average Acreage	671	607	651
<u>GROSS OUTPUT</u>			
Cattle	4.9	3.6	3.9
Sheep & Wool	2.9	2.5	3.3
Pigs	-	0.1	-
Poultry & Eggs	-	0.1	0.1
Milk	2.7	2.2	3.0
Total Livestock	10.5	8.5	10.3
Cereals (inc. Straw)	28.4	27.1	26.9
Fruit & Hops	0.1	0.2	0.2
Other Crops	14.0	12.4	14.4
Total Crops	42.5	39.7	41.5
Forage & Tillage Valuation Changes	2.1	1.1	1.1
Other Receipts	0.4	0.5	0.8
GROSS OUTPUT	55.5	49.8	53.7
NET OUTPUT	50.6	45.0	48.1
GROSS MARGIN	39.3	34.5	37.2
<u>TENANT'S CAPITAL</u>			
Livestock	9.3	8.5	9.5
Crops and Cultivations	25.9	21.7	19.5
Stores, etc.	4.1	2.5	3.1
Machinery & Equipment	17.2	17.1	16.6
TOTAL	56.5	49.8	48.7

Farm Type: Predominantly Arable over 450 acres.

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
Bought Feed	1.4	1.5	1.9
Bought Seed	3.5	3.3	3.8
Fertilisers	4.6	4.6	4.7
Casual Labour	2.3	1.8	1.8
Contract Work	1.5	1.6	1.6
Miscellaneous Variable Costs	2.9	2.5	2.7
Total Variable Costs	16.2	15.3	16.5
Regular labour - paid	8.2	8.0	9.0
Regular labour - unpaid	2.0	1.3	1.0
Machinery Depreciation	2.9	3.0	3.1
Fuel & Oil	1.9	1.7	1.6
Mach.Repairs,Veh.Tax & Ins.	3.1	2.8	2.5
Rent & Rates	7.1	6.4	5.9
General Overhead Costs	2.9	2.9	2.9
Total Fixed Costs	28.1	26.1	26.0
TOTAL INPUTS	44.3	41.4	42.5

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	11.2	8.4	11.3
NET FARM INCOME	12.2	9.3	12.0
RETURN ON TENANT'S CAPITAL	21%	17%	23%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1971-72

CROPS

(All figures per acre)	Average		Premium	
	Yield	Output	Yield	Output
		£		£
Wheat	30	52	36	52
Barley	27	41	28	43
Oats	30	44	28	38
Potatoes	10	151	11	220
Hops		-		-
Top Fruit		-		-
Small Fruit		-		-
Brassicas		-		-

% of Land in:	Average	Premium
	Cereals	60
Hops & Fruit	-	-
Other Crops	18	13
Forage	21	28
Bare Fallow	1	-

LIVESTOCK

	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	2	2	13	15
Other Cattle	9	7	48	39
Sheep	6	9	39	46
Total	17	18	100	100

Pigs/Poultry Gross Output per acre (£): -

Farm Type: Predominantly Arable over 450 acres.

	Average	Premium
Adjusted Gross Output per acre (£)	54	53
Standard Output per acre (£)	52	42
Output From Forage per Farm Forage Acre (£)	54	36
Grazing Livestock Output per Adj. Forage Acre (£)	53	38
Forage Acres per Grazing Livestock Unit	1.3	1.6
Adjusted Forage Acres per Grazing Livestock Unit	1.4	1.6
Milk Yield per Cow (gals)	678	786
Milk Sales per Cow (£)	128	133
Net Output per £100 Labour (£)	486	441
Labour Cost per 100 Standard Man-Days (£)	351	286
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	325	240
Fuel and Electricity	192	139
Contract	157	142
Depreciation	306	291
Total	980	812
Net Output per £100 Machinery Costs (£)	540	555
Net Output per £100 Labour and Machinery (£)	240	236

FINANCIAL RESULTS: £ per acre

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
No. Farms	6	23	12
Average Acreage	192	196	183
	<u>GROSS OUTPUT</u>		
Cattle	8.2	7.6	7.5
Sheep & Wool	-	0.3	-
Pigs	6.9	1.8	3.5
Poultry & Eggs	-	-	-
Milk	47.2	39.2	42.3
Total Livestock	62.3	48.9	53.3
Cereals (inc. Straw)	18.9	17.2	18.1
Fruit & Hops	-	-	-
Other Crops	10.7	10.2	12.4
Total Crops	29.6	27.4	30.5
Forage & Tillage Valuation Changes	0.7	0.3	0.5
Other Receipts	0.7	2.0	2.0
GROSS OUTPUT	93.3	78.6	86.3
NET OUTPUT	75.1	61.8	71.1
GROSS MARGIN	60.8	50.1	58.4
	<u>TENANT'S CAPITAL</u>		
Livestock	28.9	28.1	28.4
Crops and Cultivations	16.0	15.9	15.8
Stores, etc.	4.6	3.5	3.0
Machinery & Equipment	29.8	25.8	27.0
TOTAL	79.3	73.3	74.2

Farm Type: Milk and Arable under 250 acres.

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
Bought Feed	15.1	13.5	11.8
Bought Seed	3.1	3.2	3.4
Fertilisers	7.4	5.7	6.2
Casual Labour	2.5	2.0	2.1
Contract Work	0.6	0.6	0.5
Miscellaneous Variable Costs	3.8	3.5	3.9
Total Variable Costs	32.5	28.5	27.9
Regular labour - paid	15.9	13.2	14.6
Regular labour - unpaid	6.5	5.7	5.9
Machinery Depreciation	4.7	4.3	4.5
Fuel & Oil	3.0	2.5	2.3
Mach.Repairs,Veh.Tax & Ins.	5.7	4.4	4.8
Rent & Rates	6.1	6.0	5.7
General Overhead Costs	6.3	4.8	4.7
Total Fixed Costs	48.2	40.9	42.5
TOTAL INPUTS	80.7	69.4	70.4

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	12.7	9.2	15.9
NET FARM INCOME	17.3	13.6	20.7
RETURN ON TENANT'S CAPITAL	18%	13%	24%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1971-72

CROPS

(All figures per acre)	Average		Premium	
	Yield	Output	Yield	Output
		£		£
Wheat	32	51	35	55
Barley	31	40	32	40
Oats	35	45	34	42
Potatoes	13	221	12	262
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicas	-	-	-	-

	Average	Premium
% of Land in: Cereals	46	48
Hops & Fruit	-	-
Other Crops	8	7
Forage	45	44
Bare Fallow	1	1

LIVESTOCK

	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	29	29	70	71
Other Cattle	13	12	30	29
Sheep	-	-	-	-
Total	42	41	100	100

Pigs/Poultry Gross Output per acre (£): 4

Farm Type: Milk and Arable under 250 acres.

	Average	Premium
Adjusted Gross Output per acre (£)	97	88
Standard Output per acre (£)	89	75
Output From Forage per Farm Forage Acre (£)	122	114
Grazing Livestock Output per Adj. Forage Acre (£)	117	103
Forage Acres per Grazing Livestock Unit	1.0	1.1
Adjusted Forage Acres per Grazing Livestock Unit	1.2	1.2
Milk Yield per Cow (gals)	771	749
Milk Sales per Cow (£)	163	144
Net Output per £100 Labour (£)	311	312
Labour Cost per 100 Standard Man-Days (£)	448	388
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	527	424
Fuel and Electricity	269	200
Contract	58	46
Depreciation	436	399
Total	1290	1069
Net Output per £100 Machinery Costs (£)	554	607
Net Output per £100 Labour and Machinery (£)	197	203

FINANCIAL RESULTS: £ per acre

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
No. Farms	6	36	19
Average Acreage	336	350	344
<u>GROSS OUTPUT</u>			
Cattle	14.9	10.0	9.3
Sheep & Wool	-	0.1	-
Pigs	-	1.1	2.0
Poultry & Eggs	1.2	1.3	1.4
Milk	38.3	37.8	40.1
Total Livestock	54.4	50.3	52.8
Cereals (Inc. Straw)	11.9	12.2	13.7
Fruit & Hops	-	-	-
Other Crops	1.2	1.3	1.2
Total Crops	13.1	13.5	14.9
Forage & Tillage Valuation Changes	0.2	0.3	0.5
Other Receipts	0.7	0.6	0.5
GROSS OUTPUT	68.4	64.7	68.7
NET OUTPUT	56.8	51.7	56.3
GROSS MARGIN	46.9	42.4	46.7
<u>TENANT'S CAPITAL</u>			
Livestock	33.8	29.8	29.1
Crops and Cultivations	11.7	12.1	12.6
Stores, etc.	3.7	3.3	2.8
Machinery & Equipment	16.2	20.4	19.3
TOTAL	65.4	65.6	63.8

Farm Type: Milk and Arable 250-450 acres.

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
Bought Feed	9.4	11.0	10.3
Bought Seed	2.2	2.1	2.2
Fertilisers	4.9	5.2	5.4
Casual Labour	0.7	0.7	0.8
Contract Work	1.2	1.0	0.9
Miscellaneous Variable Costs	3.1	2.4	2.4
Total Variable Costs	21.5	22.4	22.0
Regular labour - paid	10.3	12.1	12.0
Regular labour - unpaid	2.3	1.8	2.0
Machinery Depreciation	2.6	3.3	3.2
Fuel & Oil	2.5	2.2	2.3
Mach.Repairs,Veh.Tax & Ins.	3.0	3.2	3.4
Rent & Rates	5.7	5.8	5.9
General Overhead Costs	4.7	4.3	4.3
Total Fixed Costs	31.1	32.7	33.1
TOTAL INPUTS	52.6	55.1	55.1

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	15.8	9.7	13.6
NET FARM INCOME	18.2	11.3	15.3
RETURN ON TENANT'S CAPITAL	24%	15%	21%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1971-72

CROPS

(All figures per acre)	Average		Premium	
	Yield	Output	Yield	Output
		£		£
Wheat	32	53	35	52
Barley	24	31	27	35
Cats	28	42	34	42
Potatoes	-	-	-	-
Hops		-		-
Top Fruit		-		-
Small Fruit		-		-
Brassicacs		-		-

	Average	Premium
% of Land in: Cereals	41	45
Hops & Fruit	-	-
Other Crops	-	2
Forage	59	53
Bare Fallow	-	-

	<u>LIVESTOCK</u>			
	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	20	24	56	67
Other Cattle	15	11	44	33
Sheep	-	-	-	-
Total	35	35	100	100

Pigs/Poultry Gross Output per acre (£):-

Farm Type: Milk and Arable 250-450 acres.

	Average	Premium
Adjusted Gross Output per acre (£)	71	71
Standard Output per acre (£)	60	59
Output From Forage per Farm Forage Acre (£)	95	93
Grazing Livestock Output per Adj. Forage Acre (£)	96	71
Forage Acres per Grazing Livestock Unit	1.7	1.6
Adjusted Forage Acres per Grazing Livestock Unit	1.8	1.7
Milk Yield per Cow (gals)	980	920
Milk Sales per Cow (£)	199	172
Net Output per £100 Labour (£)	436	240
Labour Cost per 100 Standard Man-Days (£)	318	293
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	290	294
Fuel and Electricity	241	201
Contract	108	81
Depreciation	265	277
Total	904	853
Net Output per £100 Machinery Costs (£)	658	592
Net Output per £100 Labour and Machinery (£)	259	231

FINANCIAL RESULTS: £ per acre

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
No. Farms	7	17	10
Average Acreage	700	638	686
	<u>GROSS OUTPUT</u>		
Cattle	10.7	8.7	9.5
Sheep & Wool	1.0	1.0	1.0
Pigs	-	-	-
Poultry & Eggs	0.1	0.2	-
Milk	25.0	21.4	22.3
Total Livestock	<u>36.8</u>	<u>31.3</u>	<u>32.8</u>
Cereals (inc. Straw)	20.1	19.6	22.7
Fruit & Hops	0.1	0.2	0.1
Other Crops	3.6	3.1	2.1
Total Crops	<u>23.8</u>	<u>22.9</u>	<u>24.9</u>
Forage & Tillage Valuation Changes	1.5	0.5	1.1
Other Receipts	0.4	0.7	0.4
GROSS OUTPUT	<u>62.5</u>	<u>55.4</u>	<u>59.2</u>
NET OUTPUT	53.0	47.3	49.2
GROSS MARGIN	43.5	38.6	40.7
	<u>TENANT'S CAPITAL</u>		
Livestock	22.4	20.7	21.6
Crops and Cultivations	14.7	17.7	12.7
Stores, etc.	1.6	1.6	2.0
Machinery & Equipment	15.9	16.2	16.8
TOTAL	<u>54.6</u>	<u>56.2</u>	<u>53.1</u>

Farm Type: Milk and Arable over 450 acres.

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
Bought Feed	7.4	6.0	8.0
Bought Seed	2.1	2.1	2.0
Fertilisers	5.9	5.0	5.0
Casual Labour	0.4	0.4	0.4
Contract Work	0.9	0.9	1.0
Miscellaneous Variable Costs	2.4	2.3	2.1
Total Variable Costs	<u>19.1</u>	<u>16.7</u>	<u>18.5</u>
Regular labour - paid	11.5	10.7	10.0
Regular labour - unpaid	1.2	1.4	1.3
Machinery Depreciation	2.9	3.0	3.0
Fuel & Oil	2.0	1.9	1.7
Mach.Repairs,Veh.Tax & Ins.	3.3	3.0	2.7
Rent & Rates	6.6	6.0	6.3
General Overhead Costs	3.5	3.0	2.8
Total Fixed Costs	<u>31.0</u>	<u>29.0</u>	<u>27.8</u>
TOTAL INPUTS	<u>50.1</u>	<u>45.7</u>	<u>46.3</u>
	<u>PROFITABILITY</u>		
MANAGEMENT & INVESTMENT INCOME	12.5	9.7	12.9
NET FARM INCOME	13.2	10.5	13.9
RETURN ON TENANT'S CAPITAL	23%	18%	25%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1971-72

CROPS

(All figures per acre)	Average		Premium	
	Yield	Output	Yield	Output
		£		£
Wheat	31	52	37	53
Barley	26	37	32	40
Oats	29	41	33	42
Potatoes	10	108	13	155
Hops		-		-
Top Fruit		-		-
Small Fruit		-		-
Brassicac		-		-

% of Land in:	Average		Premium	
	Cereals	Hops & Fruit	Other Crops	Forage
	50	51	11	8
	-	-	39	41
	-	-	-	-

LIVESTOCK

	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	15	14	56	54
Other Cattle	10	7	33	37
Sheep	3	3	11	9
Total	28	24	100	100

Pigs/Poultry Gross Output per acre (£): -

Farm Type: Milk and Arable over 450 acres.

	Average	Premium
Adjusted Gross Output per acre (£)	62	59
Standard Output per acre (£)	57	47
Output From Forage per Farm Forage Acre (£)	85	74
Grazing Livestock Output per Adj. Forage Acre (£)	84	69
Forage Acres per Grazing Livestock Unit	1.6	1.9
Adjusted Forage Acres per Grazing Livestock Unit	1.7	2.0
Milk Yield per Cow (gals)	847	895
Milk Sales per Cow (£)	168	165
Net Output per £100 Labour (£)	416	433
Labour Cost per 100 Standard Man-Days (£)	391	335
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	378	299
Fuel and Electricity	226	190
Contract	106	107
Depreciation	337	337
Total	1047	933
Net Output per £100 Machinery Costs (£)	591	587
Net Output per £100 Labour and Machinery (£)	241	245

FINANCIAL RESULTS: £ per acre

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
No. Farms	12	40	17
Average Acreage	149	164	197
	<u>GROSS OUTPUT</u>		
Cattle	9.2	8.5	10.9
Sheep & Wool	8.9	7.7	6.4
Pigs	0.1	0.3	0.4
Poultry & Eggs	-	1.5	0.6
Milk	-	-	-
Total Livestock	18.2	18.0	18.3
Cereals (inc. Straw)	17.9	17.5	21.0
Fruit & Hops	-	-	-
Other Crops	2.1	5.0	8.7
Total Crops	20.0	22.5	29.7
Forage & Tillage Valuation Changes	0.3	0.2	0.7
Other Receipts	2.2	4.9	9.7
GROSS OUTPUT	40.7	45.6	58.4
NET OUTPUT	36.8	40.0	52.7
GROSS MARGIN	28.4	31.4	42.4
	<u>TENANT'S CAPITAL</u>		
Livestock	18.3	18.6	18.7
Crops and Cultivations	14.1	13.9	15.3
Stores, etc.	1.9	1.8	2.4
Machinery & Equipment	15.6	17.9	22.0
TOTAL	49.9	52.2	58.4

Farm Type: Sheep/Cattle and Arable under 250 acres.

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
Bought Feed	2.1	3.9	3.8
Bought Seed	1.8	1.7	1.9
Fertilisers	3.6	3.4	4.0
Casual Labour	1.0	1.1	1.2
Contract Work	1.8	2.0	2.6
Miscellaneous Variable Costs	2.0	2.1	2.5
Total Variable Costs	12.3	14.2	16.0
Regular labour - paid	2.4	3.8	5.6
Regular labour - unpaid	7.0	6.6	5.8
Machinery Depreciation	2.5	3.1	3.7
Fuel & Oil	1.7	1.6	1.9
Mach.Repairs,Veh.Tax & Ins.	2.7	3.1	4.3
Rent & Rates	5.4	5.3	5.3
General Overhead Costs	3.0	3.2	3.7
Total Fixed Costs	24.7	26.7	30.3
TOTAL INPUTS	37.0	40.9	46.3

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	3.7	4.7	12.1
NET FARM INCOME	9.7	10.5	17.1
RETURN ON TENANT'S CAPITAL	8%	7%	20%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1971-72

(All figures per acre)	<u>CROPS</u>			
	Average		Premium	
	Yield	Output	Yield	Output
		£		£
Wheat	31	51	35	53
Barley	25	36	28	37
Cats	26	37	29	36
Potatoes	10	184	11	230
Hops		-		-
Top Fruit		-		-
Small Fruit		-		-
Brassicas		-		-

	Average	Premium
% of Land in: Cereals	42	51
Hops & Fruit	-	-
Other Crops	3	10
Forage	54	38
Bare Fallow	1	1

	<u>LIVESTOCK</u>			
	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	-	-	-	-
Other Cattle	15	19	38	51
Sheep	22	16	62	49
Total	37	35	100	100

Pigs/Poultry Gross Output per acre (£): -

Farm Type: Sheep/Cattle and Arable under 250 acres.

	Average	Premium
Adjusted Gross Output per acre (£)	40	50
Standard Output per acre (£)	41	43
Output From Forage per Farm Forage Acre (£)	37	64
Grazing Livestock Output per Adj. Forage Acre (£)	36	53
Forage Acres per Grazing Livestock Unit	1.3	1.0
Adjusted Forage Acres per Grazing Livestock Unit	1.3	1.0
Milk Yield per Cow (gals)	-	-
Milk Sales per Cow (£)	-	-
Net Output per £100 Labour (£)	370	443
Labour Cost per 100 Standard Man-Days (£)	373	340
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	323	374
Fuel and Electricity	209	163
Contract	225	222
Depreciation	308	325
Total	1065	1084
Net Output per £100 Machinery Costs (£) 485		502
Net Output per £100 Labour and Machinery (£)	199	219

FINANCIAL RESULTS: £ per acre

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
No. Farms	16	49	24
Average Acreage	490	489	492
	<u>GROSS OUTPUT</u>		
Cattle	13.7	10.6	10.7
Sheep & Wool	8.3	10.0	13.2
Pigs	0.4	0.4	0.4
Poultry & Eggs	0.6	0.3	0.6
Milk	-	-	-
Total Livestock	<u>23.0</u>	<u>21.3</u>	<u>24.9</u>
Cereals (inc. Straw)	20.9	17.7	18.0
Fruit & Hops	-	0.8	1.1
Other Crops	<u>5.7</u>	<u>7.3</u>	<u>11.0</u>
Total Crops	<u>26.6</u>	<u>25.8</u>	<u>30.1</u>
Forage & Tillage Valuation Changes	0.8	0.5	0.7
Other Receipts	<u>0.6</u>	<u>0.6</u>	<u>0.6</u>
GROSS OUTPUT	<u>51.0</u>	<u>48.2</u>	<u>56.3</u>
NET OUTPUT	44.5	42.3	49.5
GROSS MARGIN	34.8	33.2	40.1
	<u>TENANT'S CAPITAL</u>		
Livestock	23.7	22.5	22.8
Crops and Cultivations	18.3	15.7	12.4
Stores, etc.	2.1	1.3	1.4
Machinery & Equipment	<u>18.9</u>	<u>16.0</u>	<u>15.1</u>
TOTAL	<u>63.0</u>	<u>55.5</u>	<u>51.7</u>

Farm Type: Sheep/Cattle and Arable over 250 acres.

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
Bought Feed	3.6	3.4	3.8
Bought Seed	2.9	2.5	2.9
Fertilisers	4.5	3.8	3.6
Casual Labour	1.5	1.7	1.9
Contract Work	1.0	0.9	1.0
Miscellaneous Variable Costs	<u>2.7</u>	<u>2.7</u>	<u>3.0</u>
Total Variable Costs	<u>16.2</u>	<u>15.0</u>	<u>16.2</u>
Regular labour - paid	8.3	7.3	7.2
Regular labour - unpaid	2.1	2.3	2.6
Machinery Depreciation	3.1	2.6	2.7
Fuel & Oil	1.9	1.6	1.6
Mach.Repairs,Veh.Tax & Ins.	3.0	2.6	2.7
Rent & Rates	7.0	6.6	7.2
General Overhead Costs	<u>3.1</u>	<u>2.8</u>	<u>2.7</u>
Total Fixed Costs	<u>28.5</u>	<u>25.8</u>	<u>26.7</u>
TOTAL INPUTS	<u>44.7</u>	<u>40.8</u>	<u>42.9</u>

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	6.4	7.4	13.4
NET FARM INCOME	8.1	9.1	15.2
RETURN ON TENANT'S CAPITAL	12%	15%	27%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1971-72

CROPS

(All figures per acre)	Average		Premium	
	Yield	Output	Yield	Output
		£		£
Wheat	31	54	37	56
Barley	30	40	31	42
Cats	30	38	33	41
Potatoes	12	169	11	205
Hops		-		-
Top Fruit		-		-
Small Fruit		-		-
Brassicas		-		-

	Average	Premium
% of Land in: Cereals	50	41
Hops & Fruit	-	-
Other Crops	5	7
Forage	45	52
Bare Fallow	-	-

LIVESTOCK

	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	-	-	-	-
Other Cattle	21	14	56	35
Sheep	19	34	44	65
Total	40	48	100	100

Pigs/Poultry Gross Output per acre (£): -

Farm Type: Sheep/Cattle and Arable over 250 acres.

	Average	Premium
Adjusted Gross Output per acre (£)	52	57
Standard Output per acre (£)	49	45
Output From Forage per Farm Forage Acre (£)	52	46
Grazing Livestock Output per Adj. Forage Acre (£)	53	44
Forage Acres per Grazing Livestock Unit	1.1	1.3
Adjusted Forage Acres per Grazing Livestock Unit	1.2	1.4
Milk Yield per Cow (gals)	-	-
Milk Sales per Cow (£)	-	-
Net Output per £100 Labour (£)	383	436
Labour Cost per 100 Standard Man-Days (£)	363	282
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	306	251
Fuel and Electricity	194	150
Contract	104	83
Depreciation	317	254
Total	921	738
Net Output per £100 Machinery Costs (£)	524	648
Net Output per £100 Labour and Machinery (£)	217	255

FINANCIAL RESULTS: £ per acre

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
No. Farms	9	38	17
Average Acreage	364	355	406
<u>GROSS OUTPUT</u>			
Cattle	16.1	14.2	13.6
Sheep & Wool	2.9	1.8	1.5
Pigs	-	0.1	0.2
Poultry & Eggs	0.1	0.4	-
Milk	38.4	37.0	43.3
Total Livestock	57.5	53.5	58.6
Cereals (inc. Straw)	13.3	10.1	8.9
Fruit & Hops	1.2	0.7	1.6
Other Crops	1.6	1.1	1.3
Total Crops	16.1	11.9	11.8
Forage & Tillage Valuation Changes	1.3	0.3	0.8
Other Receipts	1.4	0.9	0.8
GROSS OUTPUT	76.3	66.6	72.0
NET OUTPUT	60.6	52.1	58.3
GROSS MARGIN	49.1	42.7	48.5
<u>TENANT'S CAPITAL</u>			
Livestock	31.2	32.7	35.9
Crops and Cultivations	14.3	11.6	9.5
Stores, etc.	1.8	1.9	1.9
Machinery & Equipment	21.9	20.6	19.5
TOTAL	69.2	66.8	66.8

Farm Type: Milk, Sheep/Cattle and Arable.

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
Bought Feed	13.9	12.8	11.9
Bought Seed	1.8	1.7	1.7
Fertilisers	6.0	4.9	4.6
Casual Labour	1.3	1.1	1.3
Contract Work	0.9	0.7	0.9
Miscellaneous Variable Costs	3.3	2.8	3.0
Total Variable Costs	27.2	24.0	23.4
Regular labour - paid	12.3	11.4	11.0
Regular labour - unpaid	2.9	2.8	3.2
Machinery Depreciation	3.6	3.4	3.4
Fuel & Oil	2.4	2.1	2.0
Mach.Repairs,Veh.Tax & Ins.	3.6	3.0	2.7
Rent & Rates	6.7	5.9	6.6
General Overhead Costs	4.7	4.1	3.9
Total Fixed Costs	36.2	32.7	32.8
TOTAL INPUTS	63.4	56.7	56.2

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	12.9	10.0	15.7
NET FARM INCOME	15.1	12.2	18.0
RETURN ON TENANT'S CAPITAL	20%	15%	23%

-PHYSICAL DATA and EFFICIENCY STANDARDS, 1971-72

CROPS

(All figures per acre)	Average		Premium	
	Yield	Output	Yield	Output
		£		£
Wheat	32	42	33	47
Barley	26	40	28	38
Cats	30	40	32	44
Potatoes	-	-	-	-
Hops		-		-
Top Fruit		-		-
Small Fruit		-		-
Brassicas		-		-

	Average	Premium
% of Land in: Cereals	39	35
Hops & Fruit	-	-
Other Crops	3	2
Forage	57	63
Bare Fallow	1	-

LIVESTOCK

	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	21	24	49	52
Other Cattle	16	17	35	39
Sheep	8	4	16	9
Total	45	45	100	100

Figs/Poultry Gross Output per acre (£): -

Farm Type: Milk, Sheep/Cattle and Arable.

	Average	Premium
Adjusted Gross Output per acre (£)	75	73
Standard Output per acre (£)	69	63
Output From Forage per Farm Forage Acres (£)	104	90
Grazing Livestock Output per Adj. Forage Acre (£)	105	79
Forage Acres per Grazing Livestock Unit	1.2	1.5
Adjusted Forage Acres per Grazing Livestock Unit	1.3	1.7
Milk Yield per Cow (gals)	945	1003
Milk Sales per Cow (£)	183	180
Net Output per £100 Labour (£)	378	379
Labour Cost per 100 Standard Man-Days (£)	358	298
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	347	245
Fuel and Electricity	239	179
Contract	89	81
Depreciation	343	302
Total	1018	807
Net Output per £100 Machinery Costs (£)	588	658
Net Output per £100 Labour and Machinery (£)	226	238

FINANCIAL RESULTS: £ per acre

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
No. Farms	12	25	9
Average Acreage	218	193	304
	<u>GROSS OUTPUT</u>		
Cattle	19.4	17.0	16.4
Sheep & Wool	14.2	13.7	20.5
Pigs	0.1	0.1	0.2
Poultry & Eggs	3.0	2.0	0.4
Milk	-	-	0.1
Total Livestock	36.7	32.8	37.6
Cereals (inc. Straw)	7.1	5.4	6.8
Fruit & Hops	-	-	-
Other Crops	2.7	1.7	3.8
Total Crops	9.8	7.1	10.6
Forage & Tillage Valuation Changes	0.4	0.5	0.8
Other Receipts	1.2	0.9	0.5
GROSS OUTPUT	48.1	41.3	49.5
NET OUTPUT	40.6	34.0	42.8
GROSS MARGIN	33.5	27.4	35.5
	<u>TENANT'S CAPITAL</u>		
Livestock	33.7	33.2	31.7
Crops and Cultivations	8.3	7.2	6.1
Stores, etc.	1.3	1.3	1.1
Machinery & Equipment	12.6	12.3	13.3
TOTAL	55.9	54.0	52.2

Farm Type: Predominantly Sheep and Cattle.

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
Bought Feed	6.2	6.4	5.5
Bought Seed	1.3	1.0	1.2
Fertilisers	2.2	2.0	2.1
Casual Labour	1.8	1.2	1.5
Contract Work	0.8	1.0	1.1
Miscellaneous Variable Costs	2.3	2.3	2.7
Total Variable Costs	14.6	13.9	14.1
Regular labour - paid	2.4	1.9	2.5
Regular labour - unpaid	6.7	6.8	5.3
Machinery Depreciation	2.3	2.2	2.3
Fuel & Oil	1.6	1.3	1.7
Mach.Repairs,Veh.Tax & Ins.	2.4	2.2	2.2
Rent & Rates	6.2	5.8	6.5
General Overhead Costs	3.1	3.0	3.3
Total Fixed Costs	24.7	23.2	23.8
TOTAL INPUTS	39.3	37.1	37.9

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	8.8	4.2	11.7
NET FARM INCOME	13.9	9.1	14.7
RETURN ON TENANT'S CAPITAL	17%	7%	24%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1971-72

CROPS

(All figures per acre)	Average		Premium	
	Yield	Output £	Yield	Output £
Wheat	30	50	34	55
Barley	26	34	27	34
Cats	31	44	34	43
Potatoes	-	-	-	-
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicas	-	-	-	-

	Average	Premium
% of Land in: Cereals	18	17
Hops & Fruit	-	-
Other Crops	2	3
Forage	79	79
Bare Fallow	1	1

LIVESTOCK

	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	-	-	-	-
Other Cattle	31	19	50	30
Sheep	30	46	50	70
Total	61	65	100	100

Pigs/Poultry Gross Output per acre (£): -

Farm Type: Predominantly Sheep and Cattle.

	Average	Premium
Adjusted Gross Output per acre (£)	48	50
Standard Output per acre (£)	43	39
Output From Forage per Farm Forage Acres (£)	41	44
Grazing Livestock Output per Adj. Forage Acre (£)	45	45
Forage Acres per Grazing Livestock Unit	1.5	1.5
Adjusted Forage Acres per Grazing Livestock Unit	1.5	1.5
Milk Yield per Cow (gals)	-	-
Milk Sales per Cow (£)	-	-
Net Output per £100 Labour (£)	403	445
Labour Cost per 100 Standard Man-Days (£)	253	252
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	261	244
Fuel and Electricity	175	185
Contract	89	121
Depreciation	253	261
Total	778	811
Net Output per £100 Machinery Costs (£)86	617	
Net Output per £100 Labour and Machinery (£)	227	259

FINANCIAL RESULTS: £ per acre

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
No. Farms	15	49	25
Average Acreage	1119	999	960
<u>GROSS OUTPUT</u>			
Cattle	8.4	6.1	6.0
Sheep & Wool	2.9	3.8	4.0
Pigs	4.9	3.1	2.8
Poultry & Eggs	4.6	4.3	1.7
Milk	21.5	12.4	13.9
Total Livestock	42.3	29.7	28.4
Cereals (inc. Straw)	18.3	20.2	21.2
Fruit & Hops	21.6	14.4	12.1
Other Crops	6.4	13.8	18.2
Total Crops	46.3	48.4	51.5
Forage & Tillage Valuation Changes	1.1	1.1	1.5
Other Receipts	0.6	0.6	0.5
GROSS OUTPUT	90.3	79.8	81.9
<hr/>			
NET OUTPUT	75.8	68.2	71.8
<hr/>			
GROSS MARGIN	53.5	50.8	56.4
<hr/>			
<u>TENANT'S CAPITAL</u>			
Livestock	25.1	19.8	19.2
Crops and Cultivations	23.4	20.4	20.1
Stores, etc.	5.4	3.6	2.6
Machinery & Equipment	21.3	21.5	22.0
TOTAL	75.2	65.3	63.9

Farm Type: Large Scale - mainly Arable.

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
Bought Feed	11.5	8.3	6.7
Bought Seed	2.9	3.4	3.4
Fertilisers	6.0	5.2	4.9
Casual Labour	7.1	4.9	4.2
Contract Work	1.4	1.4	1.0
Miscellaneous Variable Costs	7.8	5.9	5.3
<u>Total Variable Costs</u>	36.7	29.1	25.5
Regular labour - paid	16.4	14.2	14.6
Regular labour - unpaid	0.6	0.7	0.7
Machinery Depreciation	3.9	3.8	3.7
Fuel & Oil	3.0	2.4	2.3
Mach.Repairs,Veh.Tax & Ins.	4.5	3.9	3.7
Rent & Rates	8.9	8.2	8.1
General Overhead Costs	4.9	3.7	3.6
Total Fixed Costs	42.2	36.9	36.7
TOTAL INPUTS	78.9	66.0	62.2

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	11.3	13.8	19.8
NET FARM INCOME	11.8	14.3	20.2
RETURN ON TENANT'S CAPITAL	17%	21%	30%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1971-72

CROPS

(All figures per acre)	Average		Premium	
	Yield	Output	Yield	Output
		£		£
Wheat	32	54	38	57
Barley	26	35	30	40
Oats	29	40	33	43
Potatoes	13	196	11	194
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicicas	-	-	-	-

	Average	Premium
% of Land in: Cereals	51	49
Hops & Fruit	8	3
Other Crops	4	14
Forage	37	34
Bare Fallow	-	-

LIVESTOCK

	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	11	8	32	29
Other Cattle	10	9	37	34
Sheep	8	11	31	37
Total	29	28	100	100

Pigs/Poultry Gross Output per acre (£): -

Farm Type: Large Scale - mainly Arable.

	Average	Premium
Adjusted Gross Output per acre (£)	92	83
Standard Output per acre (£)	87	68
Output From Forage per Farm Forage Acre (£)	79	71
Grazing Livestock Output per Adj. Forage Acre (£)	84	66
Forage Acres per Grazing Livestock Unit	1.3	1.3
Adjusted Forage Acres per Grazing Livestock Unit	1.4	1.4
Milk Yield per Cow (gals)	957	935
Milk Sales per Cow (£)	186	172
Net Output per £100 Labour (£)	365	419
Labour Cost per 100 Standard Man-Days (£)	303	267
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	332	279
Fuel and Electricity	213	171
Contract	81	66
Depreciation	295	283
Total	921	799
Net Output per £100 Machinery Costs (£)	614	664
Net Output per £100 Labour and Machinery (£)	234	255

FINANCIAL RESULTS: £ per acre

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
No. Farms	9	21	9
Average Acreage	172	159	147
	<u>GROSS OUTPUT</u>		
Cattle	4.9	4.5	2.0
Sheep & Wool	1.3	1.6	-
Pigs	110.7	82.9	125.4
Poultry & Eggs	22.0	32.7	18.6
Milk	7.6	3.2	-
Total Livestock	<u>146.5</u>	<u>124.9</u>	<u>146.0</u>
Cereals (inc. Straw)	11.4	11.9	12.5
Fruit & Hops	18.4	7.9	18.4
Other Crops	20.9	11.1	19.3
Total Crops	<u>50.7</u>	<u>30.9</u>	<u>50.2</u>
Forage & Tillage Valuation Changes	(-) 0.2	0.8	0.9
Other Receipts	<u>3.4</u>	<u>3.2</u>	<u>3.9</u>
GROSS OUTPUT	<u>200.4</u>	<u>159.8</u>	<u>201.0</u>
NET OUTPUT	128.7	95.3	133.8
GROSS MARGIN	101.1	77.2	108.8
	<u>TENANT'S CAPITAL</u>		
Livestock	48.0	40.8	46.3
Crops and Cultivations	24.5	19.7	22.8
Stores, etc.	5.8	5.5	5.8
Machinery & Equipment	44.4	36.2	48.3
TOTAL	<u>122.7</u>	<u>102.2</u>	<u>123.2</u>

Farm Type: Predominantly Pigs and Poultry.

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
Bought Feed	67.5	60.8	62.6
Bought Seed	4.1	3.8	4.6
Fertilisers	5.7	4.6	5.1
Casual Labour	9.0	4.3	8.3
Contract Work	2.2	2.6	1.8
Miscellaneous Variable Costs	10.8	6.5	9.8
Total Variable Costs	<u>99.3</u>	<u>82.6</u>	<u>92.2</u>
Regular labour - paid	22.6	16.4	19.6
Regular labour - unpaid	11.7	13.1	16.8
Machinery Depreciation	7.4	5.9	7.7
Fuel & Oil	7.1	5.3	6.7
Mach.Repairs,Veh.Tax & Ins.	6.8	5.2	6.3
Rent & Rates	9.2	7.8	8.5
General Overhead Costs	9.0	7.5	8.6
Total Fixed Costs	<u>73.8</u>	<u>61.2</u>	<u>74.2</u>
TOTAL INPUTS	<u>173.1</u>	<u>143.8</u>	<u>166.4</u>
	<u>PROFITABILITY</u>		
MANAGEMENT & INVESTMENT INCOME	27.3	16.0	34.5
NET FARM INCOME	33.8	22.7	42.1
RETURN ON TENANT'S CAPITAL	20%	11%	28%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1971-72

CROPS

(All figures per acre)	Average		Premium	
	Yield	Output	Yield	Output
		£		£
Wheat	30	45	36	54
Barley	28	33	29	36
Oats	29	39	38	48
Potatoes	-	-	-	-
Hops		-		-
Top Fruit		-		-
Small Fruit		-		-
Brassicac		-		-

	Average	Premium
% of Land in: Cereals	60	66
Hops & Fruit	3	3
Other Crops	12	11
Forage	25	19
Bare Fallow	-	1

LIVESTOCK

	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	3	-	19	-
Other Cattle	6	3	50	100
Sheep	3	-	31	-
Total	12	3	100	100

Figs/Poultry Gross Output per acre (£): 77

Farm Type: Predominantly Pigs and Poultry.

	Average	Premium
Adjusted Gross Output per acre (£)	208	209
Standard Output per acre (£)	175	169
Output From Forage per Farm Forage Acre (£)	86	-
Grazing Livestock Output per Adj. Forage Acre (£)	94	-
Forage Acres per Grazing Livestock Unit	1.1	1.0
Adjusted Forage Acres per Grazing Livestock Unit	1.3	1.0
Milk Yield per Cow (gals)	-	-
Milk Sales per Cow (£)	-	-
Net Output per £100 Labour (£)	304	317
Labour Cost per 100 Standard Man-Days (£)	420	417
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	494	435
Fuel and Electricity	514	440
Contract	201	145
Depreciation	529	540
Total	1738	1560
Net Output per £100 Machinery Costs (£)	536	590
Net Output per £100 Labour and Machinery (£)	190	199

FINANCIAL RESULTS: £ per acre

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
No. Farms	12	39	16
Average Acreage	203	198	186
<u>GROSS OUTPUT</u>			
Cattle	6.2	4.4	5.0
Sheep & Wool	4.6	5.0	4.4
Pigs	38.8	29.0	48.0
Poultry & Eggs	34.0	28.2	38.6
Milk	-	-	-
Total Livestock	83.6	66.6	96.0
Cereals (inc. Straw)	16.4	15.7	18.9
Fruit & Hops	1.1	8.1	17.1
Other Crops	22.9	18.1	24.2
Total Crops	40.4	41.9	60.2
Forage & Tillage Valuation Changes	(-) 0.5	0.4	0.5
Other Receipts	1.1	1.9	2.7
GROSS OUTPUT	124.6	110.8	159.4
NET OUTPUT	84.9	74.3	113.4
GROSS MARGIN	66.8	57.1	88.3
<u>TENANT'S CAPITAL</u>			
Livestock	31.6	25.2	35.6
Crops and Cultivations	21.4	20.5	27.2
Stores, etc.	3.4	3.4	5.7
Machinery & Equipment	28.1	26.2	34.7
TOTAL	84.5	75.3	103.2

Farm Type: Arable, Pigs and Poultry.

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
Bought Feed	36.7	33.3	41.9
Bought Seed	3.1	3.3	4.0
Fertilisers	4.3	4.5	5.5
Casual Labour	6.6	4.9	7.2
Contract Work	2.7	2.5	4.1
Miscellaneous Variable Costs	4.5	5.2	8.3
Total Variable Costs	57.9	53.7	71.0
Regular labour - paid	15.3	13.6	18.8
Regular labour - unpaid	6.0	5.8	5.7
Machinery Depreciation	4.8	4.4	5.9
Fuel & Oil	4.5	3.4	4.5
Mach.Repairs,Veh.Tax & Ins.	5.2	4.4	6.0
Rent & Rates	8.0	7.1	8.2
General Overhead Costs	6.1	5.0	6.5
Total Fixed Costs	49.9	43.7	55.6
TOTAL INPUTS	107.8	97.4	126.6

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	16.8	13.4	32.7
NET FARM INCOME	22.8	19.0	38.1
RETURN ON TENANT'S CAPITAL	16%	12%	30%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1971-72

CROPS

(All figures per acre)	Average		Premium	
	Yield	Output	Yield	Output
		£		£
Wheat	29	48	36	51
Barley	26	31	30	37
Oats	22	31	27	35
Potatoes	10	155	11	214
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicacs	-	-	-	-

	Average	Premium
% of Land in: Cereals	58	62
Hops & Fruit	1	3
Other Crops	12	14
Forage	29	20
Bare Fallow	-	1

LIVESTOCK

	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	-	-	-	-
Other Cattle	6	5	31	34
Sheep	12	11	69	66
Total	18	16	100	100

Figs/Poultry Gross Output per acre (£): 36

Farm Type: Arable, Pigs & Poultry.

	Average	Premium
Adjusted Gross Output per acre (£)	129	165
Standard Output per acre (£)	113	110
Output From Forage per Farm Forage Acre (£)	49	66
Grazing Livestock Output per Adj. Forage Acre (£)	53	66
Forage Acres per Grazing Livestock Unit	1.3	1.1
Adjusted Forage Acres per Grazing Livestock Unit	1.3	1.1
Milk Yield per Cow (gals)	-	-
Milk Sales per Cow (£)	-	-
Net Output per £100 Labour (£)	330	393
Labour Cost per 100 Standard Man-Days (£)	354	364
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	413	429
Fuel and Electricity	356	315
Contract	252	338
Depreciation	376	407
Total	1397	1489
Net Output per £100 Machinery Costs (£)	491	546
Net Output per £100 Labour and Machinery (£)	190	207

FINANCIAL RESULTS: £ per acre

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
No. Farms	6	26	11
Average Acreage	152	153	145
	<u>GROSS OUTPUT</u>		
Cattle	6.8	7.5	7.3
Sheep & Wool	10.7	8.5	11.1
Pigs	15.0	13.9	14.5
Poultry & Eggs	14.9	18.0	33.9
Milk	-	-	-
Total Livestock	47.4	47.9	66.8
Cereals (Inc. Straw)	13.2	10.6	13.0
Fruit & Hops	2.2	1.7	2.3
Other Crops	3.3	2.3	1.6
Total Crops	18.7	14.6	16.9
Forage & Tillage Valuation Changes	0.1	0.7	0.9
Other Receipts	1.8	2.1	2.7
GROSS OUTPUT	68.0	65.3	87.3
NET OUTPUT	46.9	41.0	55.0
GROSS MARGIN	36.7	31.2	43.0
	<u>TENANT'S CAPITAL</u>		
Livestock	23.8	28.9	34.4
Crops and Cultivations	13.5	13.2	13.7
Stores, etc.	2.1	2.1	2.8
Machinery & Equipment	18.2	15.3	15.0
TOTAL	57.6	59.5	65.9

Farm Type: Sheep/Cattle, Pigs/Poultry and Arable.

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
Bought Feed	19.6	22.4	30.4
Bought Seed	1.5	1.9	1.9
Fertilisers	2.9	3.2	3.3
Casual Labour	2.4	1.7	2.5
Contract Work	1.8	2.4	3.2
Miscellaneous Variable Costs	3.1	2.5	3.0
<u>Total Variable Costs</u>	31.3	34.1	44.3
Regular labour - paid	7.2	7.5	8.6
Regular labour - unpaid	7.7	7.0	6.9
Machinery Depreciation	3.0	2.4	2.0
Fuel & Oil	2.1	2.0	2.4
Mach.Repairs,Veh.Tax & Ins.	3.7	3.3	3.4
Rent & Rates	5.0	4.9	5.3
General Overhead Costs	2.8	3.3	4.0
Total Fixed Costs	31.5	30.4	32.6
TOTAL INPUTS	62.8	64.5	76.9

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	5.1	0.8	10.3
NET FARM INCOME	12.9	7.7	17.3
RETURN ON TENANT'S CAPITAL	9%	-	15%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1971-72

CROPS

(All figures per acre)	Average		Premium	
	Yield	Output	Yield	Output
		£		£
Wheat	29	39	30	37
Barley	23	31	26	32
Oats	23	34	27	35
Potatoes	-	-	-	-
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicas	-	-	-	-

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% of Land in:	Average		Premium	
Cereals		50		49
Hops & Fruit		-		1
Other Crops		1		1
Forage		49		48
Bare Fallow		-		1

LIVESTOCK

	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	-	-	-	-
Other Cattle	8	8	20	20
Sheep	25	29	80	80
Total	33	37	100	100

Pigs/Poultry Gross Output per acre (£): 20

Farm Type: Sheep/Cattle, Pigs/Poultry and Arable.

	Average	Premium
Adjusted Gross Output per acre (£)	71	89
Standard Output per acre (£)	66	65
Output From Forage per Farm Forage Acre (£)	46	47
Grazing Livestock Output per Adj. Forage Acre (£)	46	47
Forage Acres per Grazing Livestock Unit	1.5	1.3
Adjusted Forage Acres per Grazing Livestock Unit	1.5	1.3
Milk Yield per Cow (gals)	-	-
Milk Sales per Cow (£)	-	-
Net Output per £100 Labour (£)	275	356
Labour Cost per 100 Standard Man-Days (£)	401	324
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	364	302
Fuel and Electricity	208	215
Contract	160	275
Depreciation	301	183
Total	1033	975
Net Output per £100 Machinery Costs (£)	444	499
Net Output per £100 Labour and Machinery (£)	166	191

FINANCIAL RESULTS: £ per acre

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
No. Farms	4	13	6
Average Acreage	277	255	353
	<u>GROSS OUTPUT</u>		
Cattle	13.3	9.1	8.7
Sheep & Wool	-	-	-
Pigs	24.2	27.7	19.2
Poultry & Eggs	14.1	10.8	8.9
Milk	54.1	41.3	28.3
Total Livestock	105.7	88.9	65.1
Cereals (inc. Straw)	8.9	10.8	14.1
Fruit & Hops	-	-	-
Other Crops	8.5	5.4	8.9
Total Crops	17.4	16.2	23.0
Forage & Tillage Valuation Changes	1.3	1.6	1.4
Other Receipts	0.2	1.2	0.8
GROSS OUTPUT	124.6	107.9	90.3
NET OUTPUT	83.9	69.0	63.7
GROSS MARGIN	70.3	56.9	55.2
	<u>TENANT'S CAPITAL</u>		
Livestock	43.5	41.8	32.1
Crops and Cultivations	11.4	13.1	13.6
Stores, etc.	6.0	5.4	5.0
Machinery & Equipment	27.9	24.9	22.2
TOTAL	88.8	85.2	72.9

Farm Type: Milk, Pigs/Poultry and Arable.

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
Bought Feed	38.7	36.7	23.8
Bought Seed	2.0	2.1	2.8
Fertilisers	6.5	5.5	4.5
Casual Labour	1.7	1.5	1.0
Contract Work	0.7	1.0	0.2
Miscellaneous Variable Costs	4.6	4.1	2.8
Total Variable Costs	54.2	50.9	35.1
Regular labour - paid	17.4	14.0	15.3
Regular labour - unpaid	6.7	6.5	2.1
Machinery Depreciation	4.3	3.9	3.6
Fuel & Oil	3.7	3.2	2.8
Mach.Repairs,Veh.Tax & Ins.	6.4	4.6	4.2
Rent & Rates	10.1	8.8	8.0
General Overhead Costs	8.7	7.1	5.3
Total Fixed Costs	57.3	48.1	41.3
TOTAL INPUTS	111.5	99.0	76.4

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	13.0	8.9	13.9
NET FARM INCOME	19.6	15.4	16.0
RETURN ON TENANT'S CAPITAL	15%	12%	19%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1971-72

CROPS

(All figures per acre)	Average		Premium	
	Yield	Output	Yield	Output
		£		£
Wheat	28	43	34	51
Barley	32	37	32	37
Oats	33	44	33	49
Potatoes	-	-	-	-
Hops		-		-
Top Fruit		-		-
Small Fruit		-		-
Brassicac		-		-

% of Land in:	Average	Premium
	Yield	Output
Cereals	34	48
Hops & Fruit	-	-
Other Crops	6	7
Forage	60	45
Bare Fallow	-	-

LIVESTOCK

	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	34	18	70	67
Other Cattle	14	9	30	33
Sheep	-	-	-	-
Total	48	27	100	100

Pigs/Poultry Gross Output per acre (£): 14

Farm Type: Milk, Pigs/Poultry and Arable.

	Average	Premium
Adjusted Gross Output per acre (£)	129	95
Standard Output per acre (£)	121	90
Output From Forage per Farm Forage Acre (£)	111	93
Grazing Livestock Output per Adj. Forage Acre (£)	119	98
Forage Acres per Grazing Livestock Unit	1.1	1.3
Adjusted Forage Acres per Grazing Livestock Unit	1.2	1.3
Milk Yield per Cow (gals)	755	786
Milk Sales per Cow (£)	163	152
Net Output per £100 Labour (£)	344	379
Labour Cost per 100 Standard Man-Days (£)	410	320
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	607	355
Fuel and Electricity	348	233
Contract	62	20
Depreciation	419	299
Total	1436	907
Net Output per £100 Machinery Costs (£)	57	594
Net Output per £100 Labour and Machinery (£)	210	226

FINANCIAL RESULTS: £ per acre

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
No. Farms	8	24	11
Average Acreage	213	211	237
	<u>GROSS OUTPUT</u>		
Cattle	2.2	1.4	0.3
Sheep & Wool	2.0	1.8	2.2
Pigs	-	-	-
Poultry & Eggs	2.0	1.7	1.1
Milk	-	-	-
Total Livestock	6.2	4.9	3.6
Cereals (inc. Straw)	10.2	8.0	7.8
Fruit & Hops	119.1	102.2	117.4
Other Crops	19.2	22.0	28.1
Total Crops	148.5	132.2	153.3
Forage & Tillage Valuation Changes	0.1	-	(-) 0.3
Other Receipts	1.3	1.2	1.3
GROSS OUTPUT	156.1	138.3	157.9
NET OUTPUT	150.7	131.4	148.9
GROSS MARGIN	86.1	74.5	91.1
	<u>TENANT'S CAPITAL</u>		
Livestock	4.2	3.4	1.6
Crops and Cultivations	66.7	67.1	57.6
Stores, etc.	4.5	4.2	4.2
Machinery & Equipment	31.0	33.3	35.2
TOTAL	106.4	108.0	98.6

Farm Type: Intensive Arable - Fruit.

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
Bought Feed	1.5	1.5	1.2
Bought Seed	3.9	5.4	7.8
Fertilisers	5.0	4.8	4.9
Casual Labour	25.8	22.6	22.7
Contract Work	2.9	2.7	3.2
Miscellaneous Variable Costs	30.8	26.8	27.0
Total Variable Costs	69.9	63.8	66.8
Regular labour - paid	11.7	12.8	16.2
Regular labour - unpaid	9.8	9.2	8.9
Machinery Depreciation	5.7	5.9	5.8
Fuel & Oil	3.7	3.4	3.4
Mach.Repairs,Veh.Tax & Ins.	5.7	5.4	5.4
Rent & Rates	7.4	7.2	8.5
General Overhead Costs	8.8	8.7	9.4
Total Fixed Costs	52.8	52.6	57.6
TOTAL INPUTS	122.7	116.4	124.4

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	33.3	21.9	33.5
NET FARM INCOME	41.5	29.8	41.2
RETURN ON TENANT'S CAPITAL	15%	16%	32%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1971-72

CROPS

(All figures per acre)	Average		Premium	
	Yield	Output	Yield	Output
		£		£
Wheat	31	49	34	50
Barley	25	34	28	34
Oats	24	30	-	-
Potatoes	-	-	12	244
Hops	-	-	-	-
Top Fruit		180		185
Small Fruit		461		318
Brassicac		201		134

	Average	Premium
% of Land in: Cereals	24	19
Hops & Fruit	49	54
Other Crops	9	12
Forage	8	15
Bare Fallow	-	-

LIVESTOCK

	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	-	-	-	-
Other Cattle	3	1	37	7
Sheep	5	5	63	93
Total	8	6	100	100

Pigs/Poultry Gross Output per acre (£): -

Farm Type: Intensive Arable - Fruit.

	Average	Premium
Adjusted Gross Output per acre (£)	155	157
Standard Output per acre (£)	110	137
Output From Forage per Farm Forage Acre (£)	-	-
Grazing Livestock Output per Adj. Forage Acre (£)	-	-
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	-	-
Milk Yield per Cow (gals)	-	-
Milk Sales per Cow (£)	-	-
Net Output per £100 Labour (£)	331	328
Labour Cost per 100 Standard Man-Days (£)	200	159
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	303	266
Fuel and Electricity	195	162
Contract	138	146
Depreciation	300	351
Total	936	925
Net Output per £100 Machinery Costs (£)	859	911
Net Output per £100 Labour and Machinery (£)	230	234

FINANCIAL RESULTS: £ per acre

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
No. Farms	11	34	17
Average Acreage	252	270	221
	<u>GROSS OUTPUT</u>		
Cattle	6.1	5.7	5.1
Sheep & Wool	2.9	3.3	3.1
Pigs	4.1	2.7	0.3
Poultry & Eggs	5.6	4.1	-
Milk	-	-	-
Total Livestock	18.7	15.8	8.5
Cereals (inc. Straw)	14.1	14.0	13.7
Fruit & Hops	69.8	77.5	96.3
Other Crops	4.1	5.7	9.1
Total Crops	88.0	97.2	119.1
Forage & Tillage Valuation Changes	1.2	0.9	0.5
Other Receipts	1.8	1.7	1.8
GROSS OUTPUT	109.7	115.6	129.9
NET OUTPUT	99.5	106.5	124.6
GROSS MARGIN	62.7	70.5	85.3
	<u>TENANT'S CAPITAL</u>		
Livestock	13.5	12.5	9.4
Crops and Cultivations	27.7	26.8	27.5
Stores, etc.	5.9	4.9	4.8
Machinery & Equipment	29.9	34.2	38.3
TOTAL	77.0	78.4	80.0

Farm Type: Intensive Arable - Hops and Fruit.

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
Bought Feed	7.1	5.3	1.1
Bought Seed	3.1	3.8	4.3
Fertilisers	4.9	5.6	6.4
Casual Labour	12.8	12.7	13.8
Contract Work	4.2	2.3	2.0
Miscellaneous Variable Costs	14.9	15.5	17.0
Total Variable Costs	47.0	45.2	44.6
Regular labour - paid	21.3	22.4	24.7
Regular labour - unpaid	2.5	2.4	2.9
Machinery Depreciation	5.4	5.8	6.5
Fuel & Oil	4.5	4.3	4.3
Mach.Repairs,Veh.Tax & Ins.	5.6	5.9	6.2
Rent & Rates	9.2	9.2	9.7
General Overhead Costs	5.7	6.1	6.4
Total Fixed Costs	54.2	56.1	60.7
TOTAL INPUTS	101.2	101.3	105.3

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	8.5	14.4	24.5
NET FARM INCOME	10.7	16.6	27.1
RETURN ON TENANT'S CAPITAL	14%	19%	30%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1971-72

CROPS

(All figures per acre)	Average		Premium	
	Yield	Output £	Yield	Output £
Wheat	30	49	34	51
Barley	24	34	26	35
Oats	26	28	28	39
Potatoes	-	-	11	205
Hops		513		522
Top Fruit		159		118
Small Fruit		317		350
Brassicas		-		-

% of Land in:	Cereals	Average	Premium
		40	34
	Hops & Fruit	24	36
	Other Crops	2	6
	Forage	33	24
	Bare Fallow	1	-

LIVESTOCK

	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	-	-	-	-
Other Cattle	10	8	66	64
Sheep	7	8	34	36
Total	17	16	100	100

Pigs/Poultry Gross Output per acre (£): 4

Farm Type: Intensive Arable - Hops and Fruit.

	Average	Premium
Adjusted Gross Output per acre (£)	109	129
Standard Output per acre (£)	84	123
Output From Forage per Farm Forage Acre (£)	39	43
Grazing Livestock Output per Adj. Forage Acre (£)	42	50
Forage Acres per Grazing Livestock Unit	1.8	1.5
Adjusted Forage Acres per Grazing Livestock Unit	1.8	1.6
Milk Yield per Cow (gals)	-	-
Milk Sales per Cow (£)	-	-
Net Output per £100 Labour (£)	294	308
Labour Cost per 100 Standard Man-Days (£)	254	252
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	306	256
Fuel and Electricity	243	168
Contract	334	99
Depreciation	298	262
Total	1181	785
Net Output per £100 Machinery Costs (£)	549	527
Net Output per £100 Labour and Machinery (£)	185	204

FINANCIAL RESULTS: £ per acre

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
No. Farms	5	15	7
Average Acreage	198	164	206
<u>GROSS OUTPUT</u>			
Cattle	-	-	0.1
Sheep & Wool	-	-	-
Pigs	26.1	14.1	13.0
Poultry & Eggs	-	-	-
Milk	-	-	-
Total Livestock	26.1	14.1	13.1
Cereals (inc. Straw)	21.6	19.1	20.2
Fruit & Hops	13.6	10.0	7.8
Other Crops	72.7	79.8	88.9
Total Crops	107.9	108.9	116.9
Forage & Tillage Valuation Changes	0.8	0.5	0.5
Other Receipts	1.0	1.4	1.0
GROSS OUTPUT	135.8	124.9	131.5
NET OUTPUT	113.4	110.3	119.2
GROSS MARGIN	79.8	76.3	86.8
<u>TENANT'S CAPITAL</u>			
Livestock	9.3	6.0	3.9
Crops and Cultivations	29.7	31.5	28.3
Stores, etc.	6.8	5.2	6.9
Machinery & Equipment	41.3	37.2	34.2
TOTAL	87.1	79.9	73.3

Farm Type: Intensive Arable - Field Vegetables.

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
Bought Feed	14.4	7.7	6.2
Bought Seed	8.0	6.8	6.2
Fertilisers	6.9	7.3	7.7
Casual Labour	11.6	11.9	6.9
Contract Work	2.4	1.7	2.6
Miscellaneous Variable Costs	12.7	13.1	15.2
Total Variable Costs	56.0	48.5	44.8
Regular labour - paid	22.3	24.9	24.0
Regular labour - unpaid	6.8	7.2	5.5
Machinery Depreciation	7.4	6.7	6.4
Fuel & Oil	4.3	3.9	2.9
Mach.Repairs,Veh.Tax & Ins.	7.9	7.3	7.0
Rent & Rates	9.7	9.9	10.2
General Overhead Costs	6.6	6.1	4.9
Total Fixed Costs	65.0	66.0	60.9
TOTAL INPUTS	121.0	114.5	105.7

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	14.8	10.4	25.9
NET FARM INCOME	19.8	15.3	28.0
RETURN ON TENANT'S CAPITAL	18%	15%	37%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1971-72

(All figures per acre)	<u>CROPS</u>			
	Average		Premium	
	Yield	Output	Yield	Output
		£		£
Wheat	-	-	-	-
Barley	-	-	-	-
Oats	-	-	-	-
Potatoes	11	186	11	221
Hops		-		-
Top Fruit		-		-
Small Fruit		-		-
Brassicas		271		206

% of Land in:	Average		Premium	
Cereals		47		44
Hops & Fruit		8		3
Other Crops		37		47
Forage		7		6
Bare Fallow		1		-

	<u>LIVESTOCK</u>			
	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	-	-	-	-
Other Cattle	-	-	-	-
Sheep	-	-	-	-
Total	-	-	-	-

Pigs/Poultry Gross Output per acre (£): 13

Farm Type: Intensive Arable - Field Vegetables.

	Average	Premium
Adjusted Gross Output per acre (£)	135	133
Standard Output per acre (£)	127	99
Output From Forage per Farm Forage Acre (£)	-	-
Grazing Livestock Output per Adj. Forage Acre (£)	-	-
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	-	-
Milk Yield per Cow (gals)	-	-
Milk Sales per Cow (£)	-	-
Net Output per £100 Labour (£)	312	340
Labour Cost per 100 Standard Man-Days (£)	298	288
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	484	410
Fuel and Electricity	266	169
Contract	156	161
Depreciation	478	389
Total	1384	1129
Net Output per £100 Machinery Costs (£) 507		678
Net Output per £100 Labour and Machinery (£)	188	216

FINANCIAL RESULTS: £ per acre

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
No. Farms	3	9	3
Average Acreage	210	209	379
	<u>GROSS OUTPUT</u>		
Cattle	13.5	9.6	8.5
Sheep & Wool	-	0.1	-
Pigs	-	-	-
Poultry & Eggs	-	-	-
Milk	84.4	73.2	48.0
Total Livestock	97.9	82.9	56.5
Cereals (inc. Straw)	3.4	3.9	11.5
Fruit & Hops	83.9	65.7	51.9
Other Crops	0.6	0.5	0.1
Total Crops	87.9	70.1	63.5
Forage & Tillage Valuation Changes	0.6	0.6	1.3
Other Receipts	1.8	1.2	0.5
GROSS OUTPUT	188.2	154.8	121.8
NET OUTPUT	147.9	121.7	103.9
GROSS MARGIN	77.2	64.8	62.1
	<u>TENANT'S CAPITAL</u>		
Livestock	46.3	42.0	28.7
Crops and Cultivations	23.4	25.4	17.0
Stores, etc.	8.1	5.3	2.1
Machinery & Equipment	25.6	25.1	21.5
TOTAL	103.4	95.8	69.3

Farm Type: Intensive Arable - Hops, Fruit and Milk.

	Average 1971-72	Average 1969-72	Premium Farms 1969-72
Bought Feed	38.7	31.5	14.7
Bought Seed	1.6	1.6	3.2
Fertilisers	8.9	8.7	8.9
Casual Labour	18.1	15.7	15.4
Contract Work	12.2	6.5	5.1
Miscellaneous Variable Costs	31.5	26.0	12.4
Total Variable Costs	111.0	90.0	59.7
Regular labour - paid	24.5	20.3	12.8
Regular labour - unpaid	2.6	2.6	3.3
Machinery Depreciation	4.4	3.9	3.5
Fuel & Oil	4.1	3.6	3.9
Mach.Repairs,Veh.Tax & Ins.	7.0	5.7	6.0
Rent & Rates	10.7	10.2	12.3
General Overhead Costs	15.0	13.7	7.1
Total Fixed Costs	68.3	60.0	48.9
TOTAL INPUTS	179.3	150.0	108.6

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	8.9	4.7	13.2
NET FARM INCOME	11.5	7.3	16.5
RETURN ON TENANT'S CAPITAL	11%	7%	19%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1971-72

CROPS

(All figures per acre)	Average		Premium	
	Yield	Output	Yield	Output
		£		£
Wheat	-	-	-	-
Barley	-	-	-	-
Oats	-	-	-	-
Potatoes	-	-	-	-
Hops		402		398
Top Fruit		304		-
Small Fruit		522		518
Brassicac		-		-

	Average	Premium
% of Land in: Cereals	14	43
Hops & Fruit	25	13
Other Crops	-	-
Forage	61	42
Bare Fallow	-	2

LIVESTOCK

	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	50	31	67	66
Other Cattle	23	16	33	34
Sheep	-	-	-	-
Total	73	47	100	100

Pigs/Poultry Gross Output per acre (£): -

Farm Type: Intensive Arable - Hops, Fruit & Milk.

	Average	Premium
Adjusted Gross Output per acre (£)	187	123
Standard Output per acre (£)	171	122
Output From Forage per Farm Forage Acre (£)	116	105
Grazing Livestock Output per Adj. Forage Acre (£)	84	95
Forage Acres per Grazing Livestock Unit	1.2	1.2
Adjusted Forage Acres per Grazing Livestock Unit	1.8	1.1
Milk Yield per Cow (gals)	797	774
Milk Sales per Cow (£)	175	153
Net Output per £100 Labour (£)	325	233
Labour Cost per 100 Standard Man-Days (£)	201	140
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	367	333
Fuel and Electricity	213	213
Contract	604	278
Depreciation	245	196
Total	1429	1020
Net Output per £100 Machinery Costs (£)	560	566
Net Output per £100 Labour and Machinery (£)	204	208

DEFINITIONS OF TERMS

Gross Output. Revenue adjusted for changes in valuation and purchase of livestock, i.e. (Closing Valuation + Revenue) - (Opening Valuation + livestock Purchase). Value of produce consumed in the farmhouse or supplied to workers for which no payment is also included.

Net Output. Total Gross Output less the cost of Purchased Feed and Seed. This is a better comparative measure than gross output.

Inputs. Costs (after allowing for valuation changes and deducting livestock purchases) plus unpaid labour and rental value for owner-occupied land, less land ownership expenses, interest payments and paid management.

Variable Costs; (as used in the calculation of Gross Margin). Those costs which can be both allocated to a specific enterprise and which will vary in proportion to the scale of that enterprise.

Fixed Costs, (as used in the calculation of Gross Margins). Those costs which cannot easily be allocated to a specific enterprise and/or will not vary in proportion to small changes in the scale of the individual enterprises on the farm. Fuel and repairs are largely variable costs but they are usually treated as fixed costs because of the difficulty of allocating them and because the total sum alters little with small changes in the farm plan.

Rent & Rates includes an estimated rental value for land that is owner-occupied.

Unpaid Regular Labour. The value of the unpaid labour of the farmer and his family.

Gross Margin (Total for farm). Gross output less variable costs.

Management & Investment Income. Gross output less total inputs. This represents the reward to management and the return on tenant's capital invested in the farm, whether borrowed or not.

Net Farm Income is Management & Investment Income plus the value of the manual labour of the farmer and his wife.

Tenant's Capital is calculated by averaging the opening and closing valuations of livestock, crops and cultivations, stores, etc., and machinery and equipment.

Return on Tenant's Capital is Management & Investment Income expressed as a percentage of Tenant's Capital.

Crop Outputs. Sales plus Subsidies plus Market Value of produce retained and used on the farm for feed and seed, less Opening Valuation.

Adjusted Gross Output. Gross output plus the value of feed and seed grown and used on the farm, ignoring changes in forage and tillage valuations.

Standard Output of a sale crop or type of livestock is its average price, including deficiency payments, multiplied by its yield or physical output. Standard Output for the whole farm is the sum of the products of these Standard Outputs and the respective acres of sale crops and numbers of livestock. (For the standards used see page 51).

Grazing Livestock Units are based on estimated annual starch equivalent requirements, a dairy cow representing 1 livestock unit. Figures for other stock are given on page 51.

Output from Forage. The output of dairy cows, other cattle and sheep, plus hay sales and keep let, less rented keep and purchases of bulk foods such as hay and brewers' grains; changes in forage valuations are also included.

Grazing Livestock Output. The output of dairy cows, other cattle and sheep.

Farm Forage Acres. The total acreage of crops grown for feeding to livestock, excluding cereals.

Forage Acres. Farm Forage Acres after allowing for the acreage equivalents of hay sales, forage valuations changes, and keep let and rented.

Adjusted Forage Acres. Forage Acres plus an acreage allowance for bought hay and other bulk feeds.

Milk Yield and Milk Sales per Cow. Total annual milk production and milk sales divided by the average number of cows and calved heifers during the year.

Net Output per £100 Labour. Net Output x 100 divided by the value of total labour input, including unpaid manual labour, but not including paid management.

Labour Cost per 100 Standard Man-Days. The value of total labour input x 100 divided by total standard man-days. A Standard Man-Day (or Man-Work Unit) represents eight hours of work by an adult male worker. The crop acreages and numbers of livestock are multiplied by the appropriate standard figures (see page 51) and the products are summed to give the total. 15% is added for maintenance requirements.

Machinery Costs per 1000 Tractor Units. Total annual machinery costs (i.e. depreciation, fuel and oil, repairs, vehicle tax and insurance and contract) x 1000 divided by the total number of tractor units. A tractor unit represents one hour of tractor work per annum. A total is obtained as for total standard man-days, using standard figures (see page 51), but no 15% is added.

Net Output per £100 Machinery Costs. Net output x 100 divided by the value of total labour input plus total annual machinery costs.

Farm Management Pocketbook is also available, price 60p post free, from Publications, Department of Agricultural Economics, Wye College, Ashford, Kent. This booklet gives gross margins for different enterprises, together with detailed notes, and data on labour, machinery, building costs, capital, taxation and many other items.

	Standard Output	Standard Man-Days	Tractor Units	Grazing Livestock Units
Wheat	50	1.5	8	-
Barley	40	1.5	8	-
Oats and Mixed Corn	40	1.5	8	-
Beans - threshed	35	2	7	-
Peas - threshed	55	2	11	-
Vining Peas	80	2	10	-
Potatoes	160	15	25	-
Sugar Beet	110	10	29	-
Herbage Seeds	40	1	8	-
Hops (Mach./hand picked)	430	50/125	90/65	-
Dessert Apples	250	45	30	-
Culinary Apples	100	35	30	-
Feed Roots (cut/folded)	-	12/3	30/10	-
Kale (cut/folded)	-	6/1	40/9	-
Hay and Silage (1 cut/2 cuts)	-	1.5/2	6.5/10	-
Arable Silage	-	1.5	10	-
Grazing	-	0.5	2	-
Forage Sales	25	-	-	-
Keep Let	12	-	-	-
Bare Fallow	-	1	8	-
Dairy Cows (Parlour/Cowshed)	160	7/10	8	1
Bulls	-	4	7	1
Beef Cows	-	2.5	7	1
Barley Beef	90	3	4	-
15/18 month Beef (6-18 months)	50	3	5	.7
Other Cattle over 2 years	30	2.5	7	.8
" " 1-2 years	30	2	5	.6
" " ½-1 year *	15	1	3	.4
Calves, S.S. - to weaning *	50	-	-	-
" M.S. - " " *	35	1	1	-
" Other to 6 months *	30	2	1	.1
Ewes	11	.6	1.5	.2
Rams	-	.6	1	.2
Other Sheep over 6 months	6	.4	1	.2
Sows	100	4	2.5	-
Boars	-	2	.5	-
Other Pigs over 2 months	35	.75	1.2	-
Laying Birds (intensive/ Free Range)	2	.1/.25	.05	-
Pullets reared *	.7	.05	.01	-
Broilers *	.2	.01	-	-
Turkeys *	1.2	.1	.02	-

* Use numbers produced during the year for these livestock.
For others, use average numbers during the year, as calculated
from monthly livestock numbers.