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A. E. 509

APPLE COSTS, 1943

## Western New York, 50 Farms in Niagara County

## Hudson Valley, 43 Farms in Ulster County

by

G. P. Scoville

Assisted by Frances Pringle, Helen Farling, and Estelle Stanway

## Acknowledgments

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NEW YORK STATE COLLEGE OF AGRICULTURE

## Department of Agricultural Economics

Cornell University, Ithaca, New York

February, 1945

**FINANCIAL SUMMARY**  
**50 NIAGARA COUNTY FARMS, 1943**

Average per farm

Capital

Real estate	\$19,486
Equipment	3,488
Livestock	2,106
Other	294
	<u>\$25,374</u>

Receipts

Apples	\$11,075
Other crop sales	4,542
Other	4,372
	<u>\$19,989</u>

Expenses

Labor hired	\$2,858
Unpaid labor	539
Feed purchased	1,424
Gas & machinery	
repairs	1,307
Spray & dust	1,167
Packages	941
Livestock bought	384
Building repairs	353
Fertilizer, lime	304
Taxes, county, school	279
Custom packing	188
Electricity, telephone	112
Insurance	101
Other	518
	<u>\$10,475</u>

Income from capital and  
operator's labor

\$ 9,514

Interest on capital @ 5%

1,269

Labor income

\$ 8,245

Value operator's time

\$ 1,796

Return on capital

\$ 7,718

Per cent return

30.4%

1. Did these farmers ever have so many dollars? (see page 6)

FINANCIAL SUMMARY  
43 ULSTER COUNTY FARMS, 1943

Average per farm

## Capital

Real estate	\$38,650
Equipment	4,052
Livestock	858
Other	350

## Receipts

Apples	\$17,365
Other crop sales	4,153
Other	2,524
	\$24,042

### Expenses

Labor hired	\$4,581
Unpaid labor	940
Packages	1,477
Spray and dust	981
Gas and machinery	
repairs	962
Feed, bedding	513
Insurance, fire, hail and compensation	497
Cold storage expense	448
Buildings, repairs	435
Taxes, county, school	390
Fertilizer, lime	344
Electricity, telephone	248
Livestock bought	137
Seeds, trees	105
Other	279
	12,337

Income from capital and operator's labor \$11,705

Interest on capital @ 5% 2,196

Labor income \$ 9,509

Value operator's time \$ 2,172

Return on capital \$ 9,533

Per cent return 21.7%

The greatest difference in the farms studied in Ulster and Niagara Counties was in their

- (a) Farm capital
  - (b) Farm receipts
  - (c) Labor incomes

## VARIATION IN LABOR INCOMES, 1943

	Number of farms	
	Ulster County	Niagara County
<u>Labor income</u>		
Minus	2	1
\$1 to 1,000	4	4
1,000 to 2,000	6	3
2,000 to 4,000	5	8
4,000 to 8,000	11	19
8,000 to 16,000	6	8
16,000 to 32,000	7	6
Over 32,000	2	1
Total farms	43	50
<u>Average labor income</u>		
Median	\$6,060	\$5,384
Mean	\$9,509	\$8,245

1. As shown in the above table, great differences occur in the profitability of farms; that is, in labor incomes. Why?
2. Is the variation in wages among hired men anything like as great as the variation in labor incomes among farmers?
3. Is a hired man or a farmer the more likely to receive exactly what he contributes to society?
4. Would we have the greater variety and abundance of food if produced collectively or individually?

Last summer labor incomes were obtained on 46 farms in the Newfane area and on 26 farms in other parts of Niagara County. Apple cost data were also secured on 50 of these farms. The frequency on this page is for the 50 farms. Averages for 46 farms in the Newfane area are given on the next page.

PRICE LEVEL, LABOR INCOME, FARM WAGE AND VALUE  
OF REAL ESTATE FOR 31 YEARS

Year	40 basic com- modities*	Farms	Cash wage paid year man	Newfane, Niagara County, New York			Value per acre of real estate	
				Labor incomes		Above hired man's wage		
				Mean average	Median average			
Index	Number	\$	\$	\$	\$	Percent	\$	
1913	103	89	407	1,215	965	73	216	
1914	99	98	427	-580	-300	6	227	
1915	106	81	447	-177	-11	22	215	
1916	132	87	439	285	244	39	206	
1917	197	113	448	520	369	44	193	
1918	213	159	508	823	531	50	186	
1919	218	157	629	570	262	33	199	
1920	243	178	750	267	152	26	209	
1921	132	171	651	107	4	24	217	
1922	144	178	656	250	182	28	236	
1923	154	194	680	-271	-164	15	227	
1924	149	202	718	401	224	31	235	
1925	161	174	768	891	794	51	236	
1926	150	187	768	-178	-75	11	240	
1927	143	170	792	-341	-311	12	237	
1928	144	149	819	-75	-130	16	207	
1929	141	156	807	458	212	28	206	
1930	118	140	809	515	79	29	193	
1931	89	156	830	-588	-430	4	155	
1932	74	140	544	-461	-348	9	140	
1933	82	111	552	351	117	30	134	
1934	101	124	489	458	194	35	127	
1935	112	123	504	7	-118	22	126	
1936	118	103	567	1,293	590	51	125	
1937	131	109	580	-97	-89	20	124	
1938	109	107	553	503	39	32	123	
1939	110	101	586	37	-30	19	119	
1940	116	100	587	-46	-98	24	113	
1941	136	73	762	1,085	793	52	117	
1942	155	78	934	2,476	1,598	64	117	
1943	168	46	1,310	4,219	1,866	61	137	
Average	137		656	450	229	31	179	

\*Prices 40 basic commodities on pre-World-War-I base

Why are labor incomes in this war so much higher than in the last war?

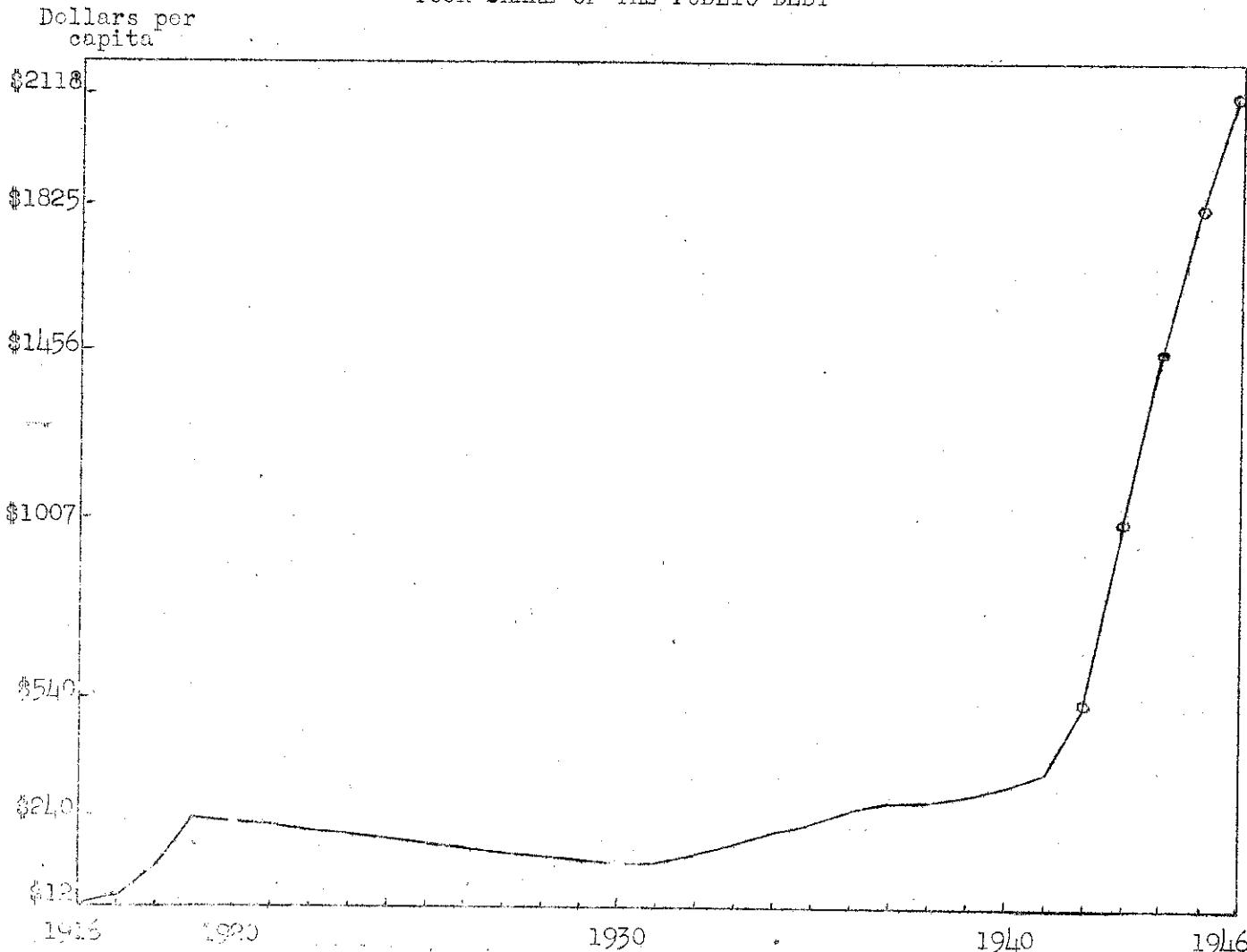
## PRICES, YIELDS, NEWFANE AREA

	World War I 1918	World War II 1943	Increase
<u>Prices</u>			
Apples, bu.	\$1.29	\$2.35	\$1.06
Apples, ciders, bu.	0.29	0.62	0.33
Peaches, bu.	2.48	4.40	1.92
Pears, bu.	1.58	2.94	1.36
Cherries, lbs.	0.066	0.093	0.027
Prunes, 1/2 bu.	1.48	2.16	0.68
<u>Yield per acre</u>			
Apples, bu.	162	131	-31
Peaches, bu.	18	18	0
Pears, bu.	41	140	99
Cherries, lbs.	1,632	2,017	385
Prunes, 1/2 bu.	104	175	71
<u>Fruit sales per farm</u>	\$4,153	\$7,425	\$3,272

Why are fruit prices in this war so much higher than in the last war?

The fruit produced on these farms in 1943 sold for \$3,272 more than it would have brought at 1918 prices.

## YOUR SHARE OF THE PUBLIC DEBT



Source - "Statistical Abstract of the United States," 1943, page 283 and recent numbers of "Survey of Current Business," United States Department of Commerce.

1. What was the public debt per capita (a) Before World War I \$ \_\_\_\_\_  
(b) At the end of World War I \$ \_\_\_\_\_ (c) Before World War II \$ \_\_\_\_\_
2. According to the budget estimates of the United States government, what will the public debt per capita be in 1946? \_\_\_\_\_
3. For how many years now has the public debt been increasing? \_\_\_\_\_
4. When will the budget be balanced after World War II is over? \_\_\_\_\_
5. How have fruit prices been affected by  
(a) deficit financing?  
(b) rationing?
6. In the last war the government borrowed money for about 4% and in this war for about 2%. What effect does the lower interest rate have on inflation?

LABOR COSTS  
50 NIAGARA COUNTY FARMS, 1943

	Average per farm		
	<u>Months</u>	<u>Rate per month</u>	<u>Value</u>
<u>Unpaid labor</u>			
Operator, wage	12.0	\$150	\$1,796
privileges	--	59	702
Partner, wage and privileges	2.1	188	398
Others	<u>3.0</u>	<u>93</u>	<u>282</u>
Total unpaid	17.1	\$185	\$3,178
<u>Hired labor</u>			
Wage only	10.8	141	1,513
Wage	7.5	105	786
Privileges	--	28	207
Wage Board	3.8	97	369
	<u>--</u>	<u>29</u>	<u>112</u>
Total hired	22.1	\$135	\$2,987
Total hired and unpaid	39.2	\$157	\$6,165

The farmer was asked the value of his time; that is, what would be a fair wage or salary if he worked the farm as a manager.

1. What was the average value of the farmer's time in Niagara County? \$ \_\_\_\_\_
2. Did the Ulster County growers value their time for more or less than this amount? \_\_\_\_\_ Why? \_\_\_\_\_

Some of the farms, especially the larger ones, were operated by two or three brothers or by a father and one or two sons. The value of the partner's time and that of wife and children are listed in the above table as "unpaid labor." When the son was paid regular wages, his time was included with the other hired labor.

3. Was more unpaid or hired labor used on the farms  
    in Niagara County? \_\_\_\_\_  
    in Ulster County? \_\_\_\_\_

LABOR COSTS  
43 ULSTER COUNTY FARMS, 1943

	Months	Average per farm	
		Rate per month	Value
<u>Unpaid labor</u>			
Operator, wage	12.0	\$185	\$2,215
privileges		58	697
Partner, wage and privileges	3.3	193	638
Others	3.2	101	318
Total unpaid	18.5	\$210	\$3,868
<u>Hired labor</u>			
Wage only	27.3	\$111	\$3,029
Wage	17.8	95	1,699
Privileges	--	18	316
Wage Board	0.8	59	44
	--	38	29
Total hired	45.9	\$111	\$5,117
Total hired and unpaid	64.4	\$140	\$8,985

1. The hired men who received, in addition to wages, the privileges, such as house or garden, were usually month or year men.  
Did these men receive higher wages in Niagara or Ulster County?

Why?

<u>Picking apples by the bushel</u>	<u>Niagara County</u>	<u>Ulster County</u>
Rate per bushel		
Range	10¢ - 15¢	10¢ - 15¢
Most common rate	10¢	12¢
Average rate	11.4¢	12.2¢

APPLES' SHARE OF THE FARM COSTS  
50 FARMS, NIAGARA COUNTY, 1943

Costs	Average per farm		Your farm	
	Apples' share 1/	Total	Apples	Farm
Labor, including privileges	\$3,172	\$6,166	\$	\$
Spray and dust	985	1,167	_____	_____
Packages	764	941	_____	_____
Use of equipment	626	1,355	_____	_____
Horse work	68	*	_____	_____
Storage	547	*	_____	_____
Interest on value of real estate	287	974	_____	_____
Selling costs, commission, etc.	354	*	_____	_____
Custom grading	169	188	_____	_____
Fertilizer, lime	108	304	_____	_____
Manure	50	*	_____	_____
Interest on costs	104	*	_____	_____
Taxes, county, school	93	279	_____	_____
Use of buildings	79	319	_____	_____
Depreciation of orchards	36	*	_____	_____
Bee rental	33	45	_____	_____
Insurance, fire, hail, etc.	32	101	_____	_____
Electricity, telephone	29	112	_____	_____
Apple institute	10	10	_____	_____
Other	27	1,579	_____	_____
Total cost	\$7,573	\$13,540	_____	_____
Receipts	12,020	19,989	_____	_____
Profit	\$4,447	\$ 6,449	_____	_____

1/ Costs are for 31 acres of apples of bearing age producing 4,659 bushels.

\* If there was a charge against farm, it is included under other.

APPLES' SHARE OF THE FARM COSTS  
43 FARMS, ULSTER COUNTY, 1943

Costs	Average per farm		Your farm	
	Apples' share 1/	Total	Apples	Farm
Labor, including privileges	\$5,520	\$8,989	\$	\$
Packages	1,367	1,477	_____	_____
Use of equipment	962	1,454	_____	_____
Horse work	45	*	_____	_____
Storage	859	*	_____	_____
Spray and dust	841	981	_____	_____
Interest on value of real estate	735	1,932	_____	_____
Use of buildings	199	*	_____	_____
Taxes, county, school	191	390	_____	_____
Fertilizer, lime	191	328	_____	_____
Manure	13	*	_____	_____
Insurance, fire, hail, etc.	164	497	_____	_____
Interest on costs	159	*	_____	_____
Selling costs, commission, etc.	136	*	_____	_____
Depreciation of orchards	73	*	_____	_____
Electricity, telephone	71	248	_____	_____
Apple institute	28	28	_____	_____
Bee rental	24	25	_____	_____
Other	63	356	_____	_____
Total cost	\$11,641	\$16,705	_____	_____
Receipts	17,923	24,042	_____	_____
Profit	\$ 6,282	\$ 7,337	_____	_____

1/ 46 acres of apples bearing age per farm and 6,916 bushels.

\*If there was a charge against farm, it is included under other.

## APPLE COSTS, 1943

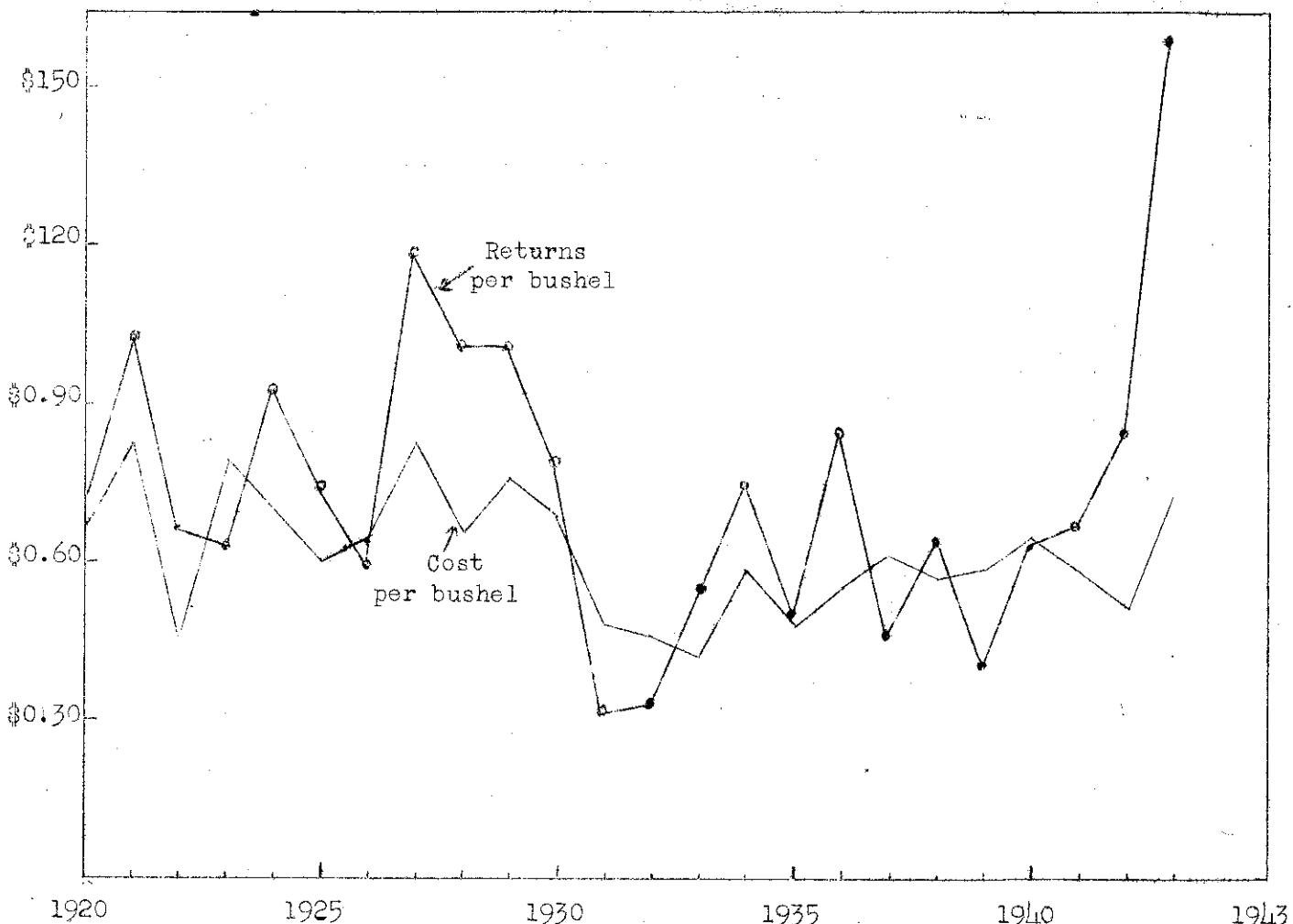
Items	Ulster County 43 farms	Your farm	Niagara County 50 farms
Acres apples of bearing age	46	_____	31
Value real estate per acre	\$320	\$_____	\$183
Apples per acre, bushels	150	_____	153
<u>Costs per bushel</u>			
Labor	\$0.80	_____	\$0.68
Package	0.20	_____	0.16
Spray and dust	0.12	_____	0.21
Gas, use of equipment	0.14	_____	0.13
Horse labor	0.01	_____	0.02
Storage	0.12	_____	0.12
Interest on value of orchards	0.11	_____	0.06
Commission, cartage, etc.	0.02	_____	0.08
Land, school tax, insurance	0.05	_____	0.03
Fertilizer, manure	0.03	_____	0.03
Grading hired	0.00	_____	0.04
Use of buildings	0.03	_____	0.02
Interest on costs	0.02	_____	0.02
Depreciation and other costs	0.04	_____	0.03
	_____		
	\$1.69	_____	\$1.63
<u>Credit,</u>			
Cider apples, wood, etc.	0.04	_____	0.10
Cost packable apples	\$1.65	_____	\$1.53
Price received	2.56	_____	2.48
Profit per bushel	\$0.91	_____	\$0.95

## VARIATION IN APPLE COSTS, 1943

Cost per bushel up to grading	Number of farms		Per cent of bushels	
	Ulster County	Niagara County	Ulster County	Niagara County
Less than \$0.70	0	4	0	8
0.70 - 0.90	7	10	29	18
0.90 - 1.10	9	13	29	41
1.10 - 1.30	4	6	8	16
1.30 - 1.50	8	7	17	10
1.50 - 1.70	6	5	11	4
1.70 - 1.90	2	0	2	0
1.90 - 2.10	1	1	0	2
2.10 - 2.30	0	2	0	1
2.30 - 2.50	1	0	1	0
2.50 - 2.70	1	0	1	0
2.70 - 2.90	2	1	1	0
2.90 - 3.10	1	0	1	0
3.10 +	1	1	0	0
Total farms	43	50	100	100
Average cost				
Median	\$1.31	\$1.08		
Mean	\$1.18	\$1.06		

1. Why are there such differences in costs?
2. Within what cost range did the largest number of Niagara County growers fall?
3. On the average, did the Niagara or the Ulster County growers grow and pick the 1943 apple crop the cheaper?

APPLES.  
NEW YORK COST ACCOUNT FARMS



Source - Twenty-five years of Farm Cost Accounts, Cornell Extension Bulletin 439 and A.E. 502

1. During inflation which rises the higher, farm costs or farm prices?
2. During deflation which falls the lower?

Compared with the average of the six preceding years, the cost per bushel of apples in 1943 increased only 12 cents, while price increased 97 cents. The wide spread between cost and price gave the cost account farmers the unusual profit in 1943 of 91 cents per bushel.

3. How does this compare with the profit made by the growers interviewed in Niagara and Ulster Counties? (see page 11)

## PACKAGE COSTS, 1943

Kind of package	Per cent of apples packed		Cost per package	
	Ulster County	Niagara County	Ulster County	Niagara County
1 1/8 bushel box	93	50	24¢	28¢
bushel basket	2	49	13	22
1 1/5 bushel box	2	--	13	--
1/2 bushel box	2	--	10	--
bushel carton	1	--	26	--
orange crate	*	--	13	--
1/2 bushel lug	--	1	--	15
	100	100		
Per cent of crop sold in packages furnished by grower	91	63		

Less than 1 per cent

1. Were packages cheaper in Niagara or Ulster County? Why?
2. For a bushel of apples produced, why was the package cost lower in Niagara County than in Ulster?
3. Why did the Niagara growers use as many baskets as boxes while the Ulster County growers use more boxes?

Factors	Ulster County 43 farms		Niagara County 50 farms
	Cold storage		*
	on farm	not on farm	
Number of farms	14	29	50
Apples stored per farm			
Grower storages, bushels	10,182	2,782	519
Other storages, bushels	286	716	2,493
Per cent of crop stored	85%	81%	65%
Storage charge per bushel			
Grower storages	14¢	22¢	14¢
Other storages	20¢	20¢	21¢
Apples per farm			
Acres, bearing age	72	34	31
Bushels per farm	12,249	4,341	4,659
Bushels per acre	169	129	153
Profit per bushel			
Price	\$2.64	\$2.44	\$2.48
Cost	1.53	1.81	1.53
Profit	\$1.11	\$0.63	\$0.95
Total profit			
Apples	\$13,588	\$2,755	\$4,447
Other farm enterprises	1,571	1,254	2,002

\*Only two of the growers interviewed in Niagara County had their own cold storage.

1. Why have the growers built more cold storages in Ulster than in Niagara County?

2. Why did the growers having own storage get better prices than the others?

## GRADING COSTS, 1943

Graded	Per cent of apples		Grading cost per bushel	
	Ulster County	Niagara County	Ulster County	Niagara County
<b>On farm</b>				
Grader	42	37	12¢	10¢
Table	11	7	12¢	6¢
By hand	32	5	9¢	6¢
<b>Off farm</b>				
Grader	0	22	--	16¢
Total graded	85	71	11¢	11¢
Not graded	15	29	--	--
Total	100	100	9¢	8¢
Per cent of graded apples graded out of storage				
	37	61		

1. What proportion of the apples was custom packed  
in Ulster County? \_\_\_\_\_  
in Niagara County? \_\_\_\_\_

Why?

The OPA price ceilings, announced on October 22, 1943, varied as to region, season and type of sale, but not as to the variety, grade, or size of apples.

2. How did this announcement affect grading?
3. Why in 1943 did Ben Davis sell as high as McIntosh?
4. How in the past have buyers told growers how much more they preferred McIntosh to Ben Davis?

**YIELD OF PACKABLE APPLES**  
**50 NIAGARA COUNTY FARMS, 1943**

	Bushels per acre		
	Less 100	100 to 200	Over 200
	14	25	11
<b>Number of farms</b>			
<b>Apples</b>			
Bushels per acre	66	137	273
Acres per farm	24	34	32
Per cent of bushels	9	50	41
Profit per farm	\$253	\$3,971	\$10,864
<b>Costs per bushel</b>			
Up to grading	\$1.61	\$1.06	\$0.93
From grading on	0.32	0.46	0.52
<b>Spray and dust materials</b>			
Cost per acre	\$19	\$27	\$58
Cost per bushel	29¢	20¢	21¢
<b>Fertilizer, manure</b>			
Cost per acre			
Fertilizer	\$2.14	\$3.42	\$5.12
Manure	1.47	2.17	0.68
	\$3.61	\$5.59	\$5.80
Cost per bushel	5.5¢	4.1¢	2.1¢
<b>Labor accomplishment</b>			
Bushels per man	1,820	2,774	3,216

What was the cost per bushel up to grading

(a) in Niagara County for orchards

averaging 66 bushels per acre

averaging 273 bushels per acre

difference

(given in above table)

(b) in Ulster County for orchards

averaging 72 bushels per acre

averaging 240 bushels per acre

difference

(given on opposite page)

YIELD OF PACKABLE APPLES  
43 ULSTER COUNTY FARMS, 1943

	Bushels per acre		
	Less 100	to 200	Over 200
Number of farms	11	18	14
<u>Apples</u>			
Bushels per acre	72	134	240
Acres per farm	48	48	43
Per cent of bushels	13	39	48
Profit per farm	\$1,257	\$6,331	\$10,166
<u>Costs per bushel</u>			
Up to grading	\$1.50	\$1.31	\$0.99
From grading on	0.41	0.46	0.50
<u>Spray and dust materials</u>			
Cost per acre	\$11	\$17	\$26
Cost per bushel	15¢	13¢	11¢
<u>Fertilizer</u>			
Cost per acre	\$2.67	\$4.08	\$5.47
Cost per bushel	3.7¢	3.1¢	2.3¢
<u>Labor accomplishment</u>			
Bushels per man	1,748	2,025	2,253

In the best producing orchards, how much was spent per acre for spray and dust materials in

(a) Niagara County \$ \_\_\_\_\_ (given in opposite table)  
(b) Ulster County \$ \_\_\_\_\_ (given in above table)

difference \$

Why?

Would it have paid the growers with 72 bushels yield to have used  
more spray?  
more fertilizer?

APPLE ACREAGE  
50 NIAGARA COUNTY FARMS, 1943

Factors	Acres of apples of bearing age per farm			
	3 to 14	15 to 24	25 to 49	50 to 164
	11	19	14	6
Number of farms				
Apple orchards of bearing age				
Acres of apples per farm	9	20	36	93
Bushels of apples per farm	1,449	3,003	4,632	15,854
Bushels per acre	160	153	130	171
Proportion of apples sold from 50 farms	7	24	28	41
Units of output				
Apples	132	273	421	1,441
Other enterprises	501	419	482	817
Total	633	692	903	2,258
Months of labor				
Apples, operators	5	6	6	12
Apples, other labor	2	6	15	54
Other enterprises	21	17	18	26
Total	28	29	39	92
Accomplishment, 12 months of labor				
Acres of apples	15	19	20	17
Bushels of apples	2,385	2,966	2,648	2,881
Units of output	267	288	276	295
Rate per month				
Operator's labor	\$171	\$175	\$218	\$260
Other labor	134	133	134	139
Average	\$158	\$154	\$158	\$162
Labor cost				
Per acre of apples	\$127	\$95	\$93	\$116
Per bushel of apples	79¢	62¢	71¢	67¢
Equipment cost				
Per acre of apples	\$22	\$21	\$19	\$21
Per bushel of apples	14¢	14¢	15¢	12¢
Profit per bushel				
Cost per bushel, up to grading	\$1.16	\$1.00	\$1.11	\$1.05
Cost per bushel, from grading on	0.28	0.36	0.42	0.59
	\$1.44	\$1.36	\$1.53	\$1.64
Price per bushel	2.22	2.13	2.45	2.76
Profit per bushel	\$0.78	\$0.77	\$0.92	\$1.12
Profit per farm				
Apples	\$1,134	\$2,304	\$4,258	\$17,743
Farm	\$2,506	\$4,082	\$6,735	\$20,505

**APPLE ACREAGE**  
**43 ULMSTER COUNTY FARMS, 1943**

Factors	Acres of apples of bearing age per farm		
	4	20	50
	to 20	to 50	to 188
Number of farms	12	14	17
Farms with more than one operator	1	4	8
<u>Apple orchards of bearing age</u>			
Acres of apples per farm	13	32	81
Bushels of apples per farm	2,206	5,619	11,308
Bushels of apples per acre	165	177	139
Percentage of apples on 43 farms	9	26	65
<u>Units of output</u>			
Apples	200	510	1,028
Other	333	275	665
Total	533	785	1,693
<u>Months of labor</u>			
Apples, operators	7	9	10
Apples, other labor	9	24	52
Other enterprises	22	17	33
	38	50	95
<u>Accomplishment, 12 months of labor</u>			
Acres of apples	10	11	16
Bushels of apples	1,631	2,028	2,195
Units of output	169	188	214
<u>Rate per month</u>			
Operator	\$191	\$194	\$280
Other labor	105	114	112
Average	\$140	\$136	\$140
<u>Labor cost</u>			
Per acre of apples	\$171	\$142	\$106
Per bushel of apples	\$1.03	\$0.80	\$0.76
<u>Equipment cost</u>			
Per acre of apples	\$33	\$23	\$19
Per bushel of apples	20¢	13¢	14¢
<u>Profit per bushel</u>			
Cost per bushel, up to grading	\$1.50	\$1.17	\$1.14
Cost per bushel, from grading on	0.43	0.39	0.51
	\$1.93	\$1.56	\$1.65
Price per bushel	2.47	2.15	2.74
Profit per bushel	\$0.54	\$0.59	\$1.09
<u>Profit per farm</u>			
Apples	\$1,180	\$3,289	\$12,347
Farm	\$1,564	\$4,019	\$14,203

## APPLE COSTS

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The 1943 Costs

for

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