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*management survey*  
~~Farm Management Survey~~ 03 (Pd)

UNIVERSITY OF CAMBRIDGE



GRANVILLE INSTITUTE OF  
AGRICULTURAL ECONOMICS

FEB 1975

# FARM MANAGEMENT SURVEY

Bulletin of the Results  
from Farming  
in the Eastern Counties  
for the  
*HARVEST YEAR 1973*

Agricultural Economics Unit  
Department of Land Economy  
16-21, Silver Street,  
Cambridge.

October 1974

*Price 50p*

# FARM MANAGEMENT SURVEY

## Farming in the Eastern Counties

Harvest Year 1973

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### ACKNOWLEDGEMENTS

The Agricultural Economics Unit is greatly indebted to the many farmers in the region for their kindness in granting access to their farm records and for finding the time to deal patiently and courteously with the enquiries of our staff. This publication is only made possible because of such co-operation.

Preparation of this bulletin has been undertaken by Mr A.H. Scott who also had charge of all routine matters connected with the Survey. In these tasks he received assistance from Mr T.J. Hunt and Miss E. Hitschmann. Responsibility for collecting most of the farm records was delegated to Mr Bill Brooks, Mr Mervyn Thomas and Miss Judith Wood with some support from Mrs P. Brotby and Mr M.C. Murphy. The author also wishes to acknowledge the help he received from Mrs J. Meyrick who produced the typescript as well as that from computer programmes constructed by M.C. Thompson.

With this issue I feel sure that all past and present members of the staff would wish me to take the opportunity of paying, on their behalf, a special tribute to Mr T.J. Hunt who has now retired after being associated with the Farm Management Survey since its inception at Cambridge in 1932.

F.G. Sturrock.  
Director.



# FRONTISPIECE

## GROSS MARGIN ANALYSIS

HARVEST YEAR 1973

Farm Classification: All Types

District: All

Farm Size Group: All Sizes

Items	Average of 397 Farms			YOUR FARM - Code No.		
	G.M. etc. per acre £	Per 100 Acres Farmed Acres	G.M. etc. £	G.M. etc. per acre £	Per 100 Acres Farmed Acres	G.M. etc. £
1 Wheat, winter	89.2	34.5	3073			
" spring	77.0	0.4	32			
All Wheat	89.1	34.9	3105			
2 Barley	70.3	23.1	1623			
3 Oats	61.5	1.9	118			
4 Rye/Mixed Corn	54.2	-	1			
5 All Cereals	81.0	(59.9)	(4847)		( )	( )
6 Beans, field	77.3	3.5	267			
7 Peas, field	78.2	0.7	57			
8 Potatoes	158.4	3.8	603			
9 Sugar Beet	103.2	7.3	752			
10 General Seeds	62.8	1.0	64			
11 Beans/Peas	97.7	3.2	313			
12 Roots	363.7	0.3	96			
13 Brassicae	169.5	0.6	104			
14 Soft Fruit	137.6	0.1	16			
15 Bulbs, Etc.	255.5	0.2	64			
16 Miscellaneous	137.5	0.3	43			
17 All Grass Crops Sold	61.7	2.2	133			
18 Land Let Off	17.1	1.1	19			
19 Bare Fallow	(-)0.6	0.8	-			
20 ALL CASH CROPS	86.9	85.0	7378			
21 Dairy Cows	116.8	4.6	543			
22 " Young Stock	27.1	2.0	53			
23 All Dairy	90.2	6.6	596			
24 Beef/Stores	36.6	4.4	160			
25 All Cattle	68.9	11.0	756			
26 Sheep	35.6	0.6	22			
27 Horses	73.1	0.1	5			
28 All Grazing Stock	67.2	11.7	783			
29 Pigs (Per £100	(29.5)	-	514	( )		
30 Poultry gross output)	(20.7)	-	98	( )		
31 ALL LIVESTOCK	x	11.7	1395			
32 CROPS & LIVESTOCK	90.8	96.7	8773			
33 Add Miscel. Income	2.2	x	215		x	
34 Forage c/f less b/f	x	-	x	x		x
35 Buildings, Waste, Etc.	x	3.3	x	x		x
36 GROSS MARGIN	89.9	100	8988		100	
Fixed Costs						
37 Labour	16.1		1605			
38 Machinery and Power	15.2		1519			
39 Rent	10.9		1093			
40 Other Overheads	5.1		513			
41 TOTAL FIXED COSTS	47.3	100	4730		100	
42 FARM INCOME	42.6	100	4258		100	
43 Average Size of Farms		302 acres			acres	
44 Current Exps.	71.6		7156			
45 Tenant's Livestock	19.0		1897			
46 Capital Machinery	25.0		2502			
47 TOTAL	115.6		11555			

## INTRODUCTION

The main purpose of this bulletin is to enable farmers co-operating in the Farm Management Survey to compare in detail their own results with the averages of others of similar type and, with farms situated in the same area. It is the tenth in the series<sup>(1)</sup> setting out in Gross Margin form how farmers in the Eastern Counties fared according to data collected for the Survey. This method is also chosen because it is well suited to meet the secondary objective of producing information of added interest to members' farming colleagues, and to the many others concerned with the economics of agriculture. In this connection it will be noted that main tables follow the same format as for earlier years, thus allowing annual changes to be assessed easily by those wishing to examine general trends. The advantages of the Gross Margin system, when handling management problems, are explained later.

Farm records and financial accounts with year ending dates ranging from Michaelmas 73 to March/April 74 provided the main sources of information. However there are good reasons why net farm income, as calculated, may differ from that arrived at by more conventional accounting methods. As all familiar with the Gross Margin system will appreciate, the figures for crops will necessarily refer to the "harvest" year rather than to any finite period of twelve months. The procedure adopted involves extracting from two, or possibly three, yearly financial accounts all items relevant to a whole crop cycle and then telescoping these into the harvest year. For instance, the figures for winter wheat harvested in 1973 could include the cost of fertiliser actually bought mid-1972 and receipts for sales not made until June 1974. As explained in previous reports, the Gross Margin system will reveal significant changes in profitability as they occur rather than smooth them out as may be a legitimate objective of other methods. Nonetheless, despite the discrepancies that may arise between figures for the single year the aggregated totals for several years as derived from the alternative methods should be reconcilable once the following points have been taken into account:

Firstly, the official taxation allowances of up to 100 per cent on purchased equipment, designed to encourage capital re-investment, have been regarded as out of context for this study. Instead, depreciation at 20 per cent of diminishing values has been allowed. Secondly, the Survey is not primarily concerned with the returns from land ownership. It is mainly designed to provide comparisons of the relative levels of profitability from the actual business of farming between farms of different types. This is achieved most conveniently by regarding each farm as if it were operated by a debt-free tenant. Thus, no allowances have been made for interest payable on any borrowings and, in the case of owner-occupiers, no account has been taken of landlord type expenditure. Instead of the latter all owner-occupied holdings have been allocated a rental value based on rents paid by tenants adjusted when applicable, for capital improvements made.

Farm income will generally be regarded as one of the more important statistics. To ensure there is no misinterpretation, especially if comparisons are being made with data from other sources, it is plain that what has been taken into account in arriving at the figure must be clearly understood. Reference is therefore recommended to the schedule of Definitions provided at the end of this brief commentary. When this is done it will be seen that Farm Income does not represent cash readily available for withdrawal to meet living expenses and taxation. In many cases a proportion will be required to meet interest charges on money borrowed. There will also be instances in which the farmer has been obliged to reinvest a share in essential working capital items.

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(1) Limited numbers of modified copies of most previous editions - harvest year 1964 et seq - are available. Price 20p including postage.

## THE FARMING YEAR

Weather conditions for the harvest year followed a pattern very similar to that of the previous season. In fact it was the fourth successive year during which the region's farmers will have considered the elements to have been favourable on balance. The previous harvest had been followed by dry, mild conditions, ideal for field work, although some hard, heavy soils did prove a little difficult to plough and needed the extra pass of seed bed cultivation equipment before drilling was possible. Otherwise autumn work went ahead everywhere without much difficulty.

At least one period of fairly severe conditions during the winter months is regarded as normal, but this time none materialised. Even January and February were relatively mild and arable farmers were able to get well forward with ploughing for spring crops, whilst a much lower proportion of breeding and store cattle were to be found indoors. The extra outwintering naturally produced some economies of conserved forage. Later, on, ideal conditions for field work, with little rain and light night frosts in March, also helped seed-bed cultivations but resulted in some delay in the germination of spring sowings and in the growth of grass and winter corn. Farmers had to wait until the second half of May and June for warm wet periods, but these immediately encouraged rapid growth that continued throughout July. Although midsummer showers upset haymaking the problems were soon forgotten in the warm and dry August with its ideal cereal harvesting conditions. Virtually every acre was gathered in by the last week of the month. Afterwards, as a year earlier, potato and sugar beet harvests and the other normal autumn activities were able to go ahead unhindered.

On the economic front farmers experienced their first full year under the influence of the EEC Common Agricultural Policy. In the circumstances the latest results, and any marked differences from those of previous years are likely to be regarded as of more historical interest than usual. The latter half of the harvest year also coincided with the latest Middle East war and the coal strike at home, both of which created long term problems as well as having an immediate effect upon fuel and power costs. In addition, there was still the world shortage of various agricultural products that had become evident towards the end of the previous year. These shortages continued to influence prices, particularly those of grains and hence the costs of animal feeds.

One outcome of escalating feed costs was a retrospective increase to wholesale milk prices agreed at the February 1974 Price Review. In the event producers received an extra 5.15p per gallon on their sales for November, 1973 and the two months following. Previous to the supplementary award there were reports that more producers were seriously contemplating going out of dairying but the common dilemma of all was how to avoid serious losses in the disposal of herds. Thus, by the end of 1973 high feed prices had slowed down the demand for most forms of store and breeding cattle with the result that their market prices were declining although there was no abatement in the inflationary situation at large. The replacement of dairying by cattle or sheep fattening had been encouraged some months earlier by the introduction of the EEC based Dairy Herd Conversion Scheme, but only one established producer within the sample considered the terms sufficiently attractive to make the change. Another quit the enterprise after deciding that grazing livestock no longer compared economically with the cash crops that could replace them. Even so, grazing livestock costs were not as severely affected as those of intensive enterprises such as barley beef, pigs and poultry by the rapid increase in feed prices. Admittedly, there was a visible, if slight, upward trend in prices of fatstock and livestock products despite some seasonal downward fluctuations particularly noticeable in the case of pigs, but the rate of increase was insufficient to prevent a progressive squeeze on the margins from most livestock activities towards the end of the reviewed period.

Market prices commanded by cereals for delivery immediately after harvest were £10 a ton or more above the guaranteed price mentioned in the Annual Review. By the end of the marketing year some had managed to fetch as much as a further £20 per ton. One section of the Review, therefore, proved to be a mere formality

as clearly none of the customary cereal subsidies of past years were payable. It meant that the prevailing economic climate provided the cereal grower with a comparative advantage over that part of the industry heavily dependent on livestock production.

The proportional difference between gross margins from cereals, particularly wheat, and those of cash roots, field scale freezing and processing horticultural crops, etc. also narrowed. As there seemed to be little prospect of a substantial grain surplus in the immediate future buyers of other crops competing with cereals for land had some reason to check that their contracts remained attractive. In this respect, EEC marketing regulations for sugar appeared to be less than ideal. Reports suggested that most members growing sugar beet regarded the EEC style of contract with displeasure. The main criticisms were not only concerned with the natural wish for an improved price, but because of the numerous complications introduced for determining the overall return. These were considered bewildering and avoidable. No doubt a simpler contract would be more popular, especially if the farmer were given a little less cause to feel that he was expected to shoulder an unfair share of the risks associated with marketing the final product, in addition to those of growing the crop. It remains to be seen whether such fears have been dispelled after the first year that coincided with a world sugar shortage and led to a premium being paid on a proportion of the beet a farmer grew surplus to his original basic quota.

Farmers in common with all businesses will also remember the year as providing their first experience with the requirements of Value Added Tax regulations. With most outputs zero rated the farmer was less of a tax collector than might otherwise have been the case. However, the statutory measures necessary to certify little or no tax had been collected, and to reclaim the tax paid on inputs were a significant addition to his clerical work. Because, in the long run, most VAT transactions have no effect upon net returns and costs, details have been ignored in the assembly of data for this bulletin. An exception has, of course been necessary in the case of private cars bought for business purposes.

In summary, most cropping farms enjoyed their best season for many years whilst mixed fortunes were the lot of the livestock producers with their level of success greatly influenced by how much they were self sufficient for feeds.

### THE SAMPLE

Altogether the records of 397 farms were completed satisfactorily in time for inclusion. Only 25 of the previous years sample were not available, whilst 32 randomly selected new members were recruited to account for the increase of seven. This relatively small membership turnover meant that the distribution of farms by size, type and location showed negligible change from the previous year. Indeed, any minor alterations noted in size and type were as much due to changes made by continuing members as to differences between the outgoing and replacement holdings. The following table sets out in more detail how the latest sample was distributed.

As is evident from the tabulated data, an attempt is made to maintain a broad sample that is fairly representative of the more important types within the main farming areas of the region. Although it is hoped that the resulting averages will represent, with some degree of accuracy, those applicable to the farming population in the area, this is not presumed to be the case. There are good reasons however for suggesting that any proportional changes recorded will be very similar to those experienced overall. Thus, in addition to a policy of random selection of replacements, the maintenance of the maximum identical sample is arrived at by requesting recruited members to continue their co-operation. Reducing the natural annual wastage in recent years to a figure of 7 per cent has been a most welcomed response. The fact is no less encouraging and remarkable that the 400 farms in the current sample have together provided 4600 records over the years: equivalent to 11 - 12 years continuous co-operation on average.

Distribution of Sample by District, Farming Type and Size of Holding

Farming District or Size (Acres)	Farm Classification (See "Definitions")							
	A Mainly Cereals	B Mixed Cropping	C Mainly Dairying	D Pigs & Poultry	E Dairy Pigs & Poultry	F Mixed Live Stock	G Fen Arable	All Types
1. C. Norfolk	7	25	9	10	5	2	-	58
3. C. Suffolk	12	18	8	12	3	4	-	57
5. N. Essex	17	15	4	9	-	2	-	47
6. S. Essex	19	11	11	7	1	4	-	53
8. S. Cambs/Herts	18	8	9	13	1	5	-	54
9. W. Cambs/Hunts	18	11	6	7	-	3	-	45
10. Isle of Ely	-	-	1	4	-	1	35	41
11. Lincs (Holland)	-	-	-	2	-	-	40	42
All Districts	91	88	48	64	10	21	75	397
Up to 50 acres	2	3	3	5	-	2	9	24
51 - 100	6	7	9	10	1	3	21	57
101 - 150	8	11	3	9	-	3	11	45
151 - 300	30	27	17	25	1	3	16	119
301 - 500	24	24	13	10	6	7	9	93
501 - 700	11	12	2	3	1	3	2	34
701 - 1000	6	1	1	1	1	-	5	15
Over 1000	4	3	-	1	-	-	2	10
All Sizes	91	88	48	64	10	21	75	397
COMPARATIVE SUMMARY	Cropping Farms		Livestock Farms	Size Group (Acres)			Av. Size (acres)	
	Upland	Fens		-150	-500	Over 500		
Harvest 1972	172	75	143	126	202	62	304	
1973	179	75	143	126	212	59	302	

The table below confirms that little change took place in the pattern of land use by the farms sampled although a general difference is clearly apparent between the farming systems of the low-lying fenland areas and those elsewhere (termed 'Upland') in the province. This difference associated with acknowledged dissimilar soil structures and contrasting drainage problems is again regarded as sufficient reason to make the customary distinction between the groups whenever relevant.

Land Use per 100 acres farmed - Harvest Year 1972 and 1973

Items per 100 Acres		Upland		Fens		Total Sample	
		1972	1973	1972	1973	1972	1973
<u>Cash Crops</u>	Cereals	63.0	62.4	47.6	46.7	60.7	59.8
	Pulses	6.4	7.0	9.1	9.7	6.8	7.4
	Roots	8.1	8.2	27.7	27.9	10.8	11.3
	Others	6.1	5.6	9.9	10.0	6.9	6.3
	Sub Total	83.6	83.2	94.3	94.3	85.2	85.0
Forage		12.9	13.3	3.5	2.8	11.5	11.7
Waste etc.		3.5	3.5	2.2	2.9	3.3	3.3
		100.0	100.0	100.0	100.0	100.0	100.0



Altogether the sample covered nearly 120,000 acres and was responsible for outputs to the value of £16 million, or about £134 an acre, 70 per cent of which was due to cash crops that occupied around 85 per cent of the total area. Compared with a year earlier overall output per acre showed an increase of 34 per cent as a result of output from cash crops rising by some 46 per cent to a little over £110 an acre, whereas an increase of less than 12 per cent was recorded by livestock.

#### CROP OUTPUTS

Comparative yields of the major agricultural cash crops harvested in 1972 and 1973 are tabled below according to farming district.

#### Average Crop Yields per Acre - Harvest Years 1970 and 1971

District	Year	Winter Wheat	Spring Wheat	All Wheat	Barley	Oats	Field Beans	Pota- toes	Sugar Beet
		Gwt	Cwt	Cwt	Cwt	Cwt	Cwt	Tons	Tons
1. Central Norfolk	1972	32.9	29.4	32.7	32.2	36.5	25.2	12.3	13.2
	1973	33.1	29.0	32.9	31.6	33.2	24.2	13.6	15.9
3. Central Suffolk	1972	35.2	31.6	35.2	32.5	30.6	26.4	10.1	13.6
	1973	36.7	33.6	36.7	33.2	37.1	25.6	10.7	15.9
5. North Essex	1972	39.1	28.0	39.1	35.8	34.8	29.2	8.8	12.5
	1973	38.1	36.2	38.1	34.5	33.7	23.9	10.8	14.5
6. South Essex	1972	31.2	26.5	31.1	31.3	35.5	20.5	8.9	12.3
	1973	31.5	18.1	31.5	30.2	31.5	20.1	10.2	13.6
8. South Cambs /Herts	1972	38.5	-	38.5	32.7	35.7	26.2	12.0	10.7
	1973	34.4	-	34.4	31.6	31.7	23.7	11.5	13.1
9. West Cambs /Herts	1972	39.1	31.5	39.0	35.1	37.4	28.4	9.4	12.8
	1973	36.6	-	36.6	36.6	29.5	25.8	9.7	14.0
All "Upland" Farms	(1971	37.5	29.0	37.5	26.9	32.6	14.8	11.3	16.4)
	1972	35.6	28.9	35.6	33.1	34.8	26.1	10.2	12.9
	1973	34.8	30.2	34.7	32.8	33.0	23.8	11.2	14.9
10. Isle of Ely	1972	40.4	28.1	39.6	37.9	34.8	31.9	13.0	15.2
	1973	36.8	29.7	36.8	32.9	32.1	29.1	13.1	15.6
11. Lincs (Holland)	1972	41.6	29.8	41.5	36.6	43.2	28.8	12.5	16.4
	1973	35.1	30.0	35.1	31.5	32.9	26.8	13.5	17.2
All Fenland	(1971	38.8	29.0	38.7	29.9	32.4	22.8	12.5	19.1)
	1972	41.2	28.6	40.8	37.1	40.4	29.8	12.7	15.8
	1973	35.8	29.8	35.7	32.1	32.4	27.4	13.3	16.3
All Districts	(1971	37.7	29.0	37.7	27.1	32.6	15.2	11.9	17.2)
	1972	36.4	28.8	36.3	33.4	35.0	26.3	11.6	13.7
	1973	34.9	30.1	34.9	32.7	33.0	23.9	12.4	15.3

The chief feature of the data is that with very few exceptions yields of all cereals and beans in 1973 were below those for the previous year whilst the opposite was true of potatoes and sugar beet. Even so, sugar beet over the sample as a whole was still almost 2 tons an acre down on the 1971 figure, when average yields for the upland and fens were 16.4 tons and 19.1 tons respectively.

Wheat which shows an average reduction of 1.4 cwt an acre had fallen by a similar amount in 1972. Lower yields on the western half of the province are seen to be responsible for the overall drop in 1973 whereas counties in the eastern half accounted for the decline between 1971 and 1972. This apparent downward trend is disappointing especially as varieties having potentially higher yields are presumeably being introduced. Indeed a steady improvement might reasonably have been expected. At this stage there seems to be no

satisfactory explanation for the decline but it is hoped that results after a further year may indicate whether mere chance or some factor other than weather has been mainly responsible. So far, for example, there is no conclusive evidence that fertiliser policies have changed in the face of manufacturers' increases and the reduction or removal of government subsidies. Certainly, the fall cannot be attributed to bad harvesting or seedbed cultivation conditions. Neither have there been reports of an increasing incidence of disease. Should the trend not be reversed any further study to determine the possible reason for the fall off would need to consider whether significant increases in continuous cropping have occurred and, if so, their apparent effects. Thus, taking the samples as a whole, in each of the harvest years 1971 to 1973, about 60 per cent of farmland, and 70 per cent of ploughland was taken up by cereals. Of these totals the proportions accounted for by wheat were as follows:-

Harvest Year:	1971	1972	1973
Percentage farmland in wheat	29	33	35
" " ploughland "	34	38	41

No separate information is held distinguishing second or subsequent wheats from first crops after a break, but the figures suggest that consecutive cropping was on the increase and, although not conclusive, was negatively correlated with average yield. Possibly additional data will confirm these points but even if this is so, it must be kept in mind that acceptance of lower yields from following wheats may be justified economically.

A comparison of the effect of yield and price changes upon output values is summarised as follows:

Output Values	Year	Wheat	Barley	Oats	Field Beans	Potatoes	Sugar Beet
		£	£	£	£	£	£
Per Ton	1972	35.4	31.0	28.9	41.2	20.7	8.6
	1973	59.6	50.6	<del>50.3</del> 52.2	<del>44.2</del> 51.2	20.7	9.7
Per Acre	1972	64.3	51.8	50.5	54.2	240.1	117.4
	1973	103.9	82.8	73.0	86.2	256.1	147.6

In addition to the crops already mentioned, roughly one farmer in five grew horticultural varieties of peas and beans. Occupying a little over 3 per cent of the farming area they accounted for about the same proportion as 'field' types. Nearly two thirds of the land in question was occupied by peas harvested dry for processing, with peas vined green rather more than twice as important as dwarf beans in explaining most of the balance. Smallness of sub-samples precludes the inclusion of detailed information for the separate crops in the main appended tables. Average results overall are therefore summarised in the table below.

#### Field Scale Horticultural Legumes - Harvest Year 1972 - 1973

	Type	Year	Price Per Ton	Items per Acre							
				Yield	Out- put	Variable Costs					Gross Margin
						Seed	Ferts	Spray	Other	Total	
Peas	Vining	1972	£ 57.0	Cwt 31.5	£ 89.9	£ 11.8	£ 2.2	£ 3.3	£ 16.1	£ 33.4	£ 56.5
		1973	68.4	34.1	116.7	13.1	1.5	3.5	24.9	43.0	73.7
	Process	1972	50.9	28.6	72.8	8.1	2.0	5.6	1.9	17.6	55.2
		1973	104.5	25.6	133.7	9.7	2.1	6.0	4.0	21.8	111.9
	Dwarf Beans	1973	48.8	67.7	141.7	26.8	9.8	6.6	19.1	62.3	79.4

Because of the nature of some forms of contract it is not certain that full account has been taken in establishing price per ton for all 'contra' adjustments by contractors. However, any omission in this respect would not affect the gross margin figure as equivalent additions would be applicable to both 'output' and 'other variable costs'.

Many cereal growers are keen to find a profitable, low cost, cash break crop with relatively low labour requirements. Oil Seed Rape is sometimes mentioned as falling in this category but, following a succession of disappointing yields and unattractive market prices, the crop had reached negligible popularity amongst Survey members by 1972. During that year only two contracted to grow the crop but they were unwilling to repeat it in 1973. However, a substantial rise in price did encourage other members in 1973 to grow a total of 317 acres. Yields ranged from 12 to 22½ cwt an acre, averaging 17.7 cwt and fetched a little over £96 a ton. Comparative average results from these small sub-samples are summarised below.

#### Oil Seed Rape - Harvest Years 1972 and 1973

Harvest Year	Average Price per ton	Items per Acre							Gross Margin
		Yield	Output	Variable Costs					
				Seed	Ferts	Spray	Other	Total	
	£	Cwt	£	£	£	£	£	£	£
1972	53.4	11.4	30.4	1.8	4.4	1.1	-	7.3	23.1
1973	96.2	17.7	85.0	2.2	12.2	1.6	2.3	18.3	66.7

#### LIVESTOCK RESULTS

Because the rate at which market prices were increasing slowed down the proportion of outputs explained by the capital appreciation of stock was far less important in 1973 than it was for the preceding two years. Indeed, as already mentioned, some forms of breeding stock hardly managed to retain values at the year end comparable with those prevailing at the opening valuation date. On this occasion, therefore, any element for valuation change included in output is more representative of change in the size of an enterprise rather than of capital appreciation.

In the earlier discussion of the general situation the increased pressures on livestock producers and the relative advantage gained by cropping farms were mentioned. Some confirmation of these points is demonstrated by one characteristic noted during the compilation of the appended main tables. Thus in both 1972 and 1973 the six districts forming the upland sample contained 135 farms broadly classified as livestock holdings. Altogether only 36 of this number were to be found in 1973 amongst the 60 forming the ten most profitable from each district as compared with a year earlier when 52 were included. Consideration of the results from the various types of livestock enterprises will perhaps explain the lack of more favourable advance in this department of farming.

(a) Dairying. Altogether there were 63 commercial milking herds included in the 1973 sample ranging in size from 15 to 250 cows and averaging 71 cows a herd. These facts also applied in 1972 except that average size was then three cows less. Once again average yield just topped the 1000 gallon mark indicating that a good standard of management was the norm. No doubt the extended grazing season due to an unusually mild winter helped to reduce feed costs. Even so, as can be seen from the following table, gross margins showed a fall in 1973 despite an increase of 10 per cent in the value of milk sales per cow.

Looking at the first two columns of the table, which deal with the adult milking herd in isolation, it will be noted that increases in variable costs exceeded the extra receipts from milk by almost £2 a cow.

Dairying - Average Results for Harvest Years 1972 and 1973

		Per Cow		Per Forage Acre USED by:					
		in herd		Cows Only		Followers		All Dairy Stock	
		1972	1973	1972	1973	1972	1973	1972	1973
Milk Yield - Gals		1002	1001	778	807	x	x	560	566
Variable Costs		£	£	£	£	£	£	£	£
Concen- trates Vet, AI, Miscel. Forage	Bought	58.0	74.4	45.0	59.8	22.3	26.8	38.7	50.0
	Home-grown	9.2	12.3	7.2	9.9	6.2	7.7	6.9	9.3
		11.6	12.6	9.0	10.1	2.3	2.9	7.1	8.0
		11.0	13.7	8.5	11.0	6.1	7.6	7.8	10.0
All Variable Costs		89.8	113.0	69.7	90.8	36.9	45.0	60.5	77.3
Gross Margin		161.2	145.3	125.1	116.7	66.4	27.1	108.7	90.2
Total Output		251.0	258.3	194.8	207.5	103.3	72.1	169.2	167.5
Output from	Milk Only	210.0	231.5	163.0	186.0	-	-	117.3	131.0
	Livestock	41.0	26.8	31.8	21.5	103.3	72.1	51.9	36.5
		Acres	Acres						
Forage	Cows Only	1.29	1.24						
Acres	Total Herd	1.79	1.77						

Looking at the first two columns of the table, which deal with the adult milking herd in isolation, it will be noted that increases in variable costs exceeded the extra receipts from milk by almost £2 a cow. The absence in the later year of significant capital appreciation of stock also had the affect of lowering output by £14 as compared with 1972. As a consequence gross margin is seen to have fallen by £16 a cow. The fact that market values for dairy stores did not rise along with cost items is also apparent. Whereas costs increased by about 22 per cent, (compared with 26 per cent for cows,) the value of output declined from the equivalent of £103 to £72 an acre - although this difference is mainly due to capital appreciation recorded in the earlier year.

(b) Beef and Store Cattle Rearing

With four upland farmers in every ten and one quarter of those in the fens rearing cattle in some form, the proportion having an interest in beef remained unchanged. Moreover, occupying just over 4 per cent of the total farming area the proportion of land devoted to beef stayed much the same. Once again producers were catering for several different markets. When divided according to production method, between the very intensive (barley beef) and the more traditional systems, the proportion of overall output explained by the intensive category was 24 per cent. This is 4 per cent down on the figure for each of the two preceeding years suggesting that high concentrate prices were making intensive systems less popular.

Beef Cattle Production - Harvest Years 1972 and 1973

		Traditional				Intensive			
		Per Forage Acre		Per £100 Output		Per Forage Acre		Per £100, Output	
		1972	1973	1972	1973	1972	1973	1972	1973
Variable Costs:		£	£	£	£	£	£	£	£
Concen- trates	Bought	13.9	20.3	16.2	25.7	709	773	44.0	60.7
	Home-grown	12.1	17.6	14.1	22.2	227	278	14.1	21.8
Sub-total		26.0	37.9	30.3	47.9	936	1051	58.1	82.5
Vet and miscel.		2.4	2.9	2.9	3.6	32	50	2.0	3.9
Forage		3.6	4.5	4.1	5.7	5	8	0.3	0.7
Total V. Costs		32.0	45.3	37.3	57.2	973	1109	60.4	87.1
Gross Margin		53.8	34.0	62.7	42.8	639	165	39.6	12.9
TOTAL OUTPUT		85.8	79.3	100.0	100.0	1612	1274	100.0	100.0



The downward movement of output values contrasting with rises in costs is quite evident from the table above. Although intensively reared stock may receive small amounts of hay it is also clear that items per forage acre for this category cannot be compared meaningfully with those relating to more typical forms of grazing livestock.

Subsequent to the period to which these figures apply, some reduction in the value of incoming stores or calves has occurred but other items have followed the general inflationary pattern. It is probable therefore, that even the 1973 gross margin levels are going to be difficult to maintain.

### (c) Sheep

There were no signs of any increase in the popularity of sheep. Indeed sheep were to be found on only 23 farms in the total sample, or one less flock than a year earlier. In two or three instances they were the only form of livestock to be kept, but in no case could they be regarded as the major farm enterprise. Flock size averaged less than a hundred ewes and a large proportion occupied a scavenger role. Because of the restricted sub sample, comparisons with figures for other enterprises should therefore be treated cautiously. Latest results, along with corresponding gross margins from traditional beef, are shown below.

Sheep Production - Items per Forage Acre

Harvest Year	Total Output	Variable Costs					Gross Margin	GM from "Grazed" Beef.
		Concentrates		Vet & Miscel	Forage	Total		
		Bought	H-grown					
	£	£	£	£	£	£	£	£
1971	43.6	5.3	4.4	2.3	3.6	15.6	28.0	40.1
1972	50.0	7.4	4.1	2.4	4.0	17.9	32.1	53.8
1973	60.2	10.5	5.3	3.8	5.0	24.6	35.6	34.0

The figures suggest that neither sheep nor beef can compete economically with popular cash crops or milk production for land. However, circumstances may exist in which the alternatives are more limited. In such cases, and assuming that the latest results are a fair reflection of current trends, an increasing importance may be attached to the fact that variable costs for beef are about twice those for sheep.

### (d) Pigs

In terms of total output pigs were the most important single livestock enterprise, accounting for more than the combined totals of milk, beef and sheep. Because of their greater reliance upon expensive concentrates, however, they contributed slightly less than dairying to the total gross margin of the sample. They were to be found on 30 per cent of all farms sampled although, in some instances, numbers kept were relatively small. During the latest period under review market prices behaved more erratically than for some time although the trend to October 1973 was slightly upwards despite interim fluctuations. Further noticeable increases in feed costs at that time were fortunately accompanied by an immediate and sharp rise in the prices fetched by all types of pigs but these improved levels held only until early January. Then a dramatic fall was experienced with no sign of a recovery being made until the close of the financial year for some farms at the end of March 1974.

Latest average results are summarised in the following table. According to data in the final columns gross margin per 100 acres was increasing each year. The difference between 1972 and 1971 could be attributed to the superior gross margin from each £100 of output. The latest improvement however is due to the fact that increases in pig prices left a larger absolute margin per pig although this margin was proportionately less of

Pig Production - Average Results for Harvest Years 1971 - 1973

Harvest Year	Items per £100 of Total Output					G.M per 100 acres farmed
	Variable Costs				Gross Margin	
	Feeds		Vet. & Miscel.	Total		
	Bought	Home-grown				
	£	£	£	£	£	£
1971	56.9	11.5	2.5	70.9	29.1	320
1972	50.8	11.3	2.3	64.4	35.6	440
1973	55.4	13.2	1.9	70.5	29.5	514

the higher output. Confirmation of these points is possible if the above data is transformed to relate to some form of pig 'unit'. For example, if it is assumed that the distribution of pigs according to age, etc. remains fairly constant, the annual averages may be compared in terms of "per 100 pigs carried," i.e. based on average numbers on the farm throughout the year.

Pig Results - Harvest Years 1970-73 - Items 'Per 100 Pigs Carried'

Harvest Year	Total Area farmed (*) per unit	Output	Variable Costs				Gross Margins
			Feeds		Vet & Miscel.	Total	
			Bought	H-grown			
	acres	£	£	£	£	£	£
1970	313	3049	1731	317	70	2118	931
1971	280	3082	1754	353	76	2184	897
1972	263	3247	1648	368	75	2091	1156
1973	265	4628	2561	613	90	3264	1364
(1973 A)	x	4876	2345	584	80	3009	1867
(1974 B)	x	4582	2591	650	92	3333	1249

(\*) Ex all farms sampled - i.e. also includes farms without pigs  
 (1973 A) - Refers to 24 farms with pigs and with year ending October 1973  
 (1973 B) - Refers to 33 farms with pigs and with year ending Mar/Apr 1973.

According to this alternative viewpoint of the data pig numbers changed very little in the latest two years although stocking density was marginally higher than in 1970 when the sample carried 100 pigs for every 313 acres. The figures also show that the 100 pig unit in 1972 created output to the value of £3247 with variable costs taking up some 64 per cent of this, or £2091, to leave a gross margin of £1156. By comparison the proportion of output absorbed by variable costs had risen to over 70 per cent in 1973 with the absolute increase in costs amounting to around £1200 to set against the additional £1400 in output.

Due to the restricted number of farms details recorded in the last two lines of the table might be regarded as rather tentative. Nonetheless they are in keeping with earlier remarks to the effect that more difficult going was being experienced by pig producers in the first months of 1974.

(e) Poultry

Some 120 separate livestock enterprises could be distinguished on the sampled farms although variable costs for 30 of these totalled less than £500 suggesting that they were of minor importance. On balance, results show negligible change from the previous year. Fewer turkeys were kept and these did less well than previously but the shortfall was made good by slightly better results from laying flocks following rises in shell egg prices. Even so, with the exception of broilers, there were instances in all types of production where output was insufficient to

cover the costs of feed. The fact that only very limited margins have been consistently left to cover fixed costs and reward capital and risk is indicated in the table below.

Poultry Production - Average Results for Harvest Year 1971 - 1973

Type	Year	Items per £100 Output						G.M per 100 Acres Farmed
		Variable Costs					Gross Margin	
		Feed		Vet & Miscel.	Other	Total		
		Bought	H-grown					
Layers	1971	78.7	6.5	1.1	0.0	86.3	13.7	12
	1972	77.5	13.0	1.1	0.0	91.6	8.4	6
	1973	64.8	10.9	1.3	0.0	77.0	23.0	25
Broilers	1971	80.7	-	3.5	0.4	84.6	15.4	37
	1972	77.6	-	4.4	0.4	82.4	17.6	37
	1973	78.9	-	4.3	0.0	83.2	16.8	48
Turkeys	1971	57.8	1.0	5.8	3.3	67.9	32.1	38
	1972	51.6	1.3	5.0	3.6	61.5	38.5	52
	1973	56.0	2.7	5.1	3.6	67.4	32.6	25
Others	1971	77.6	-	5.8	-	83.4	16.6	7
	1972	84.6	0.6	4.6	-	89.8	10.2	5
	1973	62.4	22.0	4.0	-	88.4	11.6	1
All Poultry	1971	74.5	1.4	3.8	1.0	80.7	19.3	94
	1972	70.9	2.5	4.1	1.2	78.7	21.3	100
	1973	71.8	3.2	3.1	1.2	79.3	20.7	98

FARM INCOMES

Applying the same codes as used in the appended tables for farming type and district, a comparison of average farm income per acre is tabulated below, separate details being shown for farms above and below 100 acres.

Average Farm Income per Acre - Harvest Years 1970 - 1973

Harvest Year	Farming Districts (see Tables 9 et seq)										All
	1	3	5	6	8	9	Upland	10	11	Fens	Farms
1970	6.3	8.8	12.0	8.4	7.4	15.0	9.4	26.1	19.6	21.7	11.4
1971	13.8	17.4	17.4	15.6	13.6	19.2	16.1	28.5	20.3	22.9	17.1
1972	19.1	24.1	22.7	21.3	22.5	24.9	22.3	44.1	28.3	33.5	24.1
1973	35.6	44.6	51.0	35.8	37.9	49.4	41.6	50.3	46.0	47.6	42.6
Type Classification (See Tables 1 - 8)											All Farms
Over 100 Acres							Up to 100 Acres				
A	B	C	D	EF	G	ABEF	C	D	G		
1970	7.4	8.8	9.6	17.8	9.2	17.0	11.5	9.7	32.3	44.9	11.4
1971	11.3	14.4	25.8	21.8	18.2	20.2	17.5	28.0	42.0	34.6	17.1
1972	16.9	17.6	30.3	31.0	34.0	30.0	25.6	48.4	49.2	42.9	24.1
1973	42.0	40.4	32.8	58.0	33.7	43.6	38.8	10.2	77.5	64.4	42.6

Average farm income in the latest year is shown as £42.6 an acre overall - equivalent to an increase of about 75 per cent on the previous year. According to details in the upper half of the table farms in all districts appeared to have had a much better year. However, if averages according to farming type are examined it will be noted that a large proportion of the overall increase was due to improvements shown by the cereal growers of the cropping farms types A and B. Undoubtedly there was some disappointment on farms where dairying and/or cattle rearing (types C and EF) were important. Indeed average figures for the small dairy farms (type C) are seen to have been

hardly better than those for 1970. This small group was heavily influenced by the extra reduction in breeding stock values suffered by Channel Island breeds.

The average figure of £42.6 an acre is over three times that recorded for 1964 - the first year for which gross margin data were calculated - but it must be kept in mind that the £ in 1973 had only the purchasing power of about 60p in 1964. Even so average farm income for 1973, in real terms, was double that for 1964 as illustrated in the following table.

Average Farm Income per Acre BEFORE and AFTER allowing for Inflation

Harvest Year		1960	1964	1965	1966	1967	1968	1969	1970	1971	1972	1973
Retail Price Index(1964=100)		88.1	100.0	104.7	108.8	111.5	116.8	123.2	131.0	143.4	153.6	167.7
Average		£	£	£	£	£	£	£	£	£	£	£
Farm	Actual	12.4	12.7	12.6	13.3	12.0	8.3	12.0	11.4	17.1	24.1	42.6
Income	"Real"	14.1	12.7	12.0	12.3	10.8	7.1	9.7	8.7	11.9	15.7	25.4

(Retail Price Undex Source: Derived from CSO Monthly Digest of Stats).

Assuming a constant value for the £ the latest figure just about makes up the leeway in providing an average annual income equivalent to the 1964 level. Thus the real values for the last nine years produce an average of £12.6 as compared with £12.7 for 1964.

The wide range and shift of farm income levels can be illustrated by the results from 365 farms for which a record was completed in each of the latest two years.

Distribution of Farms according to Farm Income per Acre - Harvest Years 1972 & 1973  
(Identical Sample of 365 Farms)

Harvest Year	Nega-tive	Number of Farms by Range Group										
		-£10	-£20	-£30	-£40	-£50	-£60	-£70	-£80	-£90	-£100	£100+
1972	6	44	87	86	58	35	19	9	5	6	3	7
1973	12	6	21	58	67	55	48	45	19	12	6	16

These figures show that a range of £50 an acre is needed to account for three quarters of the farms in either year. The major difference between the years is that whereas in 1972 most of these would have been incomes of £5 - £45 per acre the equivalent level was some £20 higher in 1973. However, not all did better in 1973, as is evidenced by the numbers with negative results. Indeed, 63 farmers, or one in six, did less well in 1973 than a year earlier and a disproportionate number of these were to be found amongst those classified as "livestock" farmers.

		Cropping Farms		All Livestock Farms
		Upland	Fens	
Number of Farms in Sample doing worse in 1973 than 1972	No.	168	66	131
	As % of total	7	10	46
		4	15	35

The distribution of income per acre according to size of farm for the separate upland and fen groups each follows a similar pattern to that displayed by the sample as a whole. From this there is no evidence that significant economies of scale are to be found in practice. This is illustrated by average Farm Income and average Management and Investment Income (i.e. after allowing for the value of the farmers own manual labour) as tabulated below.



Income per acre according to Farm Size - Harvest Year 1973

	Size Group - Acres								
	Up to 50	-100	-150	-300	-500	-700	-1000	Over 1000	All Farms
No. of Farms	24	57	45	119	93	34	15	10	397
Av. Size - Acres	34	78	124	221	390	585	870	1358	302
	£	£	£	£	£	£	£	£	£
Farm Income	65.3	47.2	49.3	48.0	42.3	35.1	39.7	41.0	42.6
Farmers Manual Lab.	29.3	14.3	7.8	3.8	1.3	0.6	0.2	0.0	2.5
Management & Investment Income	36.0	32.9	41.5	44.2	41.0	34.5	39.5	41.0	40.1

Except for the larger farm sizes the proportion of cropping farms within each group remained fairly constant at around 65 per cent. With only this information available one might infer that any theoretical opportunities for economies of scale are cancelled out by a gradual reduction in productivity as farm size increases above the one or two man unit.

FARMING CAPITAL

There are at least as many definitions of capital requirements as there are aspects from which the subject may be viewed. For example, estimates for equipment may be based on actual purchase price, or on the price written down by some fixed or variable rate to be determined. Capital value of crops stored, or of animals, may be linked to current market value, to estimated cost of production or to some constant standard bearing little relation to either. Whatever the broad definition capital requirements may be taken to include or exclude cash balance in hand. Furthermore, depending on the context, perhaps total funds or only those provided by the occupier are to be considered.

From the schedule of definitions it will be seen that, for purpose of the Survey, all tenant-type capital used in the actual business of farming is being considered. This means that no distinction is made between owned and borrowed funds and no account taken of capital invested in land and permanent buildings. Estimates of capital requirements calculated on this basis together with rates of return are set out later in Table 19. Management and Investment Income on which the rate of return is based is arrived at by adjusting Farm Income by the value of the manual work performed by the farmer himself. It is realized, as already intimated, that in a different context an alternative method might be regarded as more satisfactory. For example one might wish to make allowances also for the occupier's managerial work, or perhaps the funds remaining after meeting tax liabilities could be regarded as important.

As might be expected in an inflationary situation an increased capital requirement was common for all types of farm. The improvement in farm income however, was sufficient to provide a better return on average, although farms relying heavily on dairying or mixed livestock (types C, E & F) were an exception in this respect. With the latest levels, as recorded at Table 19, the rate of return over all upland farms of more than 100 acres is seen to have doubled since 1971 when it stood at 19 per cent. Better returns from cereals are, of course, the main reason for this feature. The improvement was less significant over the larger fen farms whilst small farms showed only half the advance recorded for their larger counterparts.

Previous bulletins have shown that annual expenditure on new machinery closely follows the pattern of farm income. In this respect the 1973 harvest year was no exception as outlined in the following table where a selection of ten items found on most farms is considered.

Average Prices and Frequency of Purchase of NEW Machinery

Items		Average Price Paid per Unit					Area Farmed per NEW Unit Bought					
		1964	1970	1971	1972	1973	1964	1970	1971	1972	1973	
		£	£	£	£	£	Acres	Acres	Acres	Acres	Acres	
Tractors		980	1520	2010	2190	2310	510	730	1100	820	720	
Cars		900	1450	1510	1420	1670	850	2940	1260	940	880	
Vans, etc.		580	790	960	920	1540	3720	4460	6410	3950	4800	
Trailers		270	470	410	580	620	2480	6560	7020	4740	3870	
Ploughs		140	340	390	540	620	1790	3380	4490	3200	3530	
Sprayers		190	240	290	380	440	4600	12400	5100	9100	5710	
Combines		2300	3730	4800	5270	7030	1700	4130	6600	5150	3430	
Harves- ters	S. Beet	510	1110	1880	1720	1530	4020	8580	14030	8460	6310	
	Potato	930	1690	1960	2920	3260	6440	8580	10860	29190	18440	
Balers		610	660	850	950	1030	3330	7440	12470	6960	8560	
							Relevant Crop Area per NEW Unit					
Combine Harvesters							950	2450	4040	3120	2050	
Sugar Beet Harvesters							240	570	940	590	460	
Potato Harvesters							360	400	450	1120	700	
Annual Expenditure, per Acre												
Farmed, on the Ten Listed							Actual	£5.17	£4.26	£4.50	£6.20	£8.44
Items							At Constant Values	£5.17	£3.25	£3.14	£4.04	£5.03

Although there can be a wide range in the price paid for a particular category of machinery, average figures reflect fairly clearly annual increases due to inflation. The recent move against the trend shown by sugar beet harvesters is due to the fact that purchases by the smaller grower have increased and less self-propelled models have been bought with engines already fitted. From the last lines of the table it will be noted that expenditure on these common items in 1973 was very similar, in real terms, to that of 1964. However, differences in the number of machines bought, as expressed in acres per unit, suggest that, unless there have been massive increases in the capacity of machines, value for money had been on the decline, even after allowing for inflation.

FARM LABOUR AND PRODUCTIVITY

Paid labour, excluding allocated casual, accounted for 34 per cent of total fixed costs, varying from an average of around 30 per cent over the upland farms to about 40 per cent in the fens. These ratios were virtually identical to those for the preceding two years. Labour costs were mainly governed by the statutory wage rates in force during the 1973 calendar year. Originally a provisional agreement had been reached for an increase on the minimum rate of £16.20 a week to be implemented in January 1973. A government standstill directive, however, meant payment of the rise to £19.50 a week was delayed until the start of April. Subsequently a further rise on the basic minimum to £21.80, along with a reduction in the standard working week from 42 to 40 hours, took effect in mid-January 1974. In round figures these changes meant that the statutory minimum wage was up by about £130, or 15 per cent, on the previous year. Charges met by the farmer to cover such items as overtime and premium payments, national insurance and graduated contributions, the value of free cottages and perquisites together also increased by the same proportion. The resulting comparative figures relating to the average full-time paid worker are summarised below:

Items per Average Full Time Worker	Harvest Year					
	1964	1966	1968	1970	1972	1973
	£	£	£	£	£	£
Basic Minimum Wage (i)	500	550	610	680	850	980
Total Cost to Farmer	690	850	940	1070	1370	1570
Total Deductions (ii)	86	110	190	230	258	319
"Take-home" Pay	604	740	750	840	1112	1251

(i) Including value of free cottages and perquisites

(ii) Allows for SET (incl. rebates): NHI and Graduated contributions; PAYE.

Elsewhere labour costs per acre, excluding allocated casual, are recorded as showing an increase of 16 per cent. Bearing in mind the extra cost per full time employee it would appear that farmers were finding it difficult to improve productivity levels. Using acres farmed per man as a measure of productivity level, recent trends are outlined in the following table.

Acres Farmed per Man-Work-Year by Type of Farm

Farm Type	Harvest Years						
	1964	1966	1968	1970	1971	1972	1973
	Acres	Acres	Acres	Acres	Acres	Acres	Acres
A Mainly Cereals	84	98	111	125	128	126	131
B Mixed Cropping	60	67	70	75	75	78	78
C Mainly Dairying	50	55	59	67	69	66	69
D Pigs and Poultry	46	52	53	58	58	62	61
EF Mixed Livestock	56	51	63	63	63	65	67
G Fen Arable	32	34	37	41	41	43	44
All Upland Farms	51	68	76	82	83	84	85
All Fen Farms	32	34	37	39	40	43	44
ALL FARMS	51	59	66	69	71	73	74

Confirmation that the improvements shown by increasing area have not been at the expense of reduced output is illustrated by taking gross margin as the measure of output and considering this from three viewpoints, viz (a) At the current cash value, (b) Assuming the prices for agricultural products were held constant and (c) Assuming the value of the £ to be constant.

Productivity Expressed in Terms of Gross Margin per Man

Harvest Year	INDICES <sup>(a)</sup>		Total G.M. per 100 Acres	Gross Margin per Man Work Year <sup>(b)</sup>					
	All Agric. Products	Retail Prices		"Actual"		At Constant Product Prices		At Constant Value of £	
				Value	1964 = 100	Value	1964 = 100	Value	1964 = 100
			£	£	%	£	%	£	%
1964	100	100	4020	2195	100	2195	100	2195	100
1965	101	105	4115	2446	111	2427	111	2336	106
1966	103	109	4282	2774	126	2698	123	2550	116
1967	104	112	4185	2873	131	2773	126	2577	117
1968	107	117	3920	2842	129	2666	121	2433	111
1969	111	123	4435	3322	151	2987	136	2696	123
1970	118	131	4556	3534	161	3008	137	2698	123
1971	122	143	5395	4289	195	3565	162	2991	136
1972	133	154	6469	5267	240	3999	182	3429	156
1973	155	168	8988	6662	303	4298	196	3973	181

(a) Derived from CSO Annual Abstract and Monthly Digest of Stats.

(b) Based on all manual labour including manual work done by occupier.

N.B. Inclement weather in 1968 had a serious adverse effect upon results for that year.

Information in this table suggests that the volume of output per acre has expanded in recent years. Thus at constant values gross margin per man in 1973 is seen to be 96 per cent up on the 1964 figure, as compared with the average increase of 45 per cent in area farmed over the same period. Any further interpretation of the data must of course take into account that better labour productivity generally means that part of the costs of manual effort have to be replaced by the additional capital requirements of improved machinery.

The following paragraphs reproduce explanatory notes on Gross Margin included in previous bulletins. Those familiar with them may therefore choose to examine the appended tabulated data without further reference.

## THE GROSS MARGIN APPROACH

The main body of tabulated data sets out average results in Gross Margin form, firstly for farms grouped according to type, with farms of 100 acres or less shown separately, and then according to farming district. Similar information is also recorded for the ten farms having the highest net income per acre in each group. This method of presentation enables all survey members to make a detailed comparison between their own and the results for any group.

From a general management standpoint, and particularly if policy changes are envisaged, the system has several advantages over the more conventional forms of trading account. For example, by definition Gross Margin is the difference between output and variable costs. Consequently, Gross Margin is a better indicator of efficiency than output alone. It also shows clearly the relative contribution made by each enterprise to the business as well as the proportion of total output needed to cover the fixed and other overhead costs. Again if high output is being achieved solely as a result of excessive expenditure of feedingstuffs or fertilisers, this factor will be revealed.

Gross Margins are expressed in terms of "per acre used" except for pigs and poultry when the construction would be meaningless and "per £100 output" is recorded. Cereals and pulses retained for farm use are regarded as cash crops and charged to the consuming enterprise at market value. For grazing livestock the term should therefore be interpreted as "per forage acre used". This system has the advantage of providing direct comparisons between the relative profitability of land devoted to forage or grazing and that used for other crops. Between-farm comparisons of beef enterprises must, however, be treated with caution because cattle may be reared in the conventional manner or fed intensively on concentrates or they may rely heavily on by-products. A more meaningful comparison is possible if reference is made to data recorded earlier (see p. 8) where a distinction between traditional and intensive methods was drawn.

When comparing his results with averages the farmer should first select the type that his farm most closely resembles (see Definitions), although comparison with other types can also be enlightening and useful. Next he should check his own Farm Income figure (42) against the average under "G.M. per 100 acres farmed". A below average figure suggests that either adjusted total Gross Margin (36) is low or total Fixed Costs (41) are high. If the latter case applies then reference to the items making up the total may reveal where there is scope for economy. In this connection labour and machinery might be regarded as complementary and an overall comparison of the two items combined should be worthwhile. If total Gross Margin appears low then either the total from Cash Crops (20) or Livestock (31), or both, may be below average. Reference to Col. 2 (area per 100 acres farmed) will indicate whether the proportion of land under roots and other high gross margin crops is the cause. Similarly, a lower share of the farm might be devoted to livestock (pigs and poultry apart) and so affect the relevant figure in this section. A check next on Gross Margin per acre (Col. 1) will reveal whether the position is adversely affected because the levels for individual enterprises are not up to standard. If the Gross Margin per acre for a cash crop is low it may be due to excessive variable costs (see Table 17) or may have resulted from low yields or low prices. The reason for poor results from livestock may be either unproductive stock (low yields), unproductive land (low stocking density) or the wasteful use of concentrates. A low total Gross Margin from pigs and poultry may, of course, be entirely due to proportionally fewer being kept, but if Gross Margin per £100 output is low the chances are that concentrates were fed excessively or that stock were unproductive through reasons of poor quality or disease.

Adopting the same procedure the results for the individual business can then be compared with averages for farms in the same area. Subsequently, whether farm income is above or below average they should also be viewed alongside the achievements of the ten best farms in the group concerned. In almost every case the reasons are clearly visible for the better incomes of farms in this section. Generally, Gross Margins per acre for individual items are better or a larger proportion of resources is devoted to these enterprises with



traditionally higher Gross Margins. Where a more intensive system is the main reason for above average income it will be found that any additions to fixed costs are more than outweighed by the increase in total Gross Margin.

#### CHANGING FARM PLANS

Gross Margin analysis provides an excellent basis for planning changes although it is preferable that the data used should represent longer term prospects than are forthcoming from one year's results alone. In general, an improvement in profitability can be achieved as a result of:

- (a) Reducing Fixed Costs without a comparable reduction in total Costs.
- or (b) Increasing total G.M. without adding proportionately to Fixed Costs.
- or (c) Clearly, the ideal solution may be closely approached by an improvement in total G.M. with a simultaneous reduction in Fixed Costs.

Wholesale reorganisation of a system usually calls for assistance from specialist advisers but careful planning is essential in all cases to ensure that any proposed change had a good chance of success. For example, it may be estimated that a reduction in the regular labour force will not impair total Gross Margin but it is still necessary to check that the value of labour saved will not be exceeded by the additional costs of any extra machinery investment or contract help engaged.

Total Gross Margin may be increased in various ways. These usually call for either some technical improvement or for the substitution of a high Gross Margin enterprise for one showing a lower return. For instance increased revenue as a result of higher yields may be possible without corresponding increases in variable costs. With livestock this might imply the more intensive use of forage and grazing land. There might also be scope for the better use of concentrates, or the expansion of a profitable enterprise not dependent on land resources. Substituting cash roots for other crops, wheat for barley in some areas, or milking cows for other cattle provide possibilities but there may be restrictions, or disease risks, that limit the extent of expansion.

Finally, there are valid reasons why individual results vary widely from the average: higher labour costs with an intensive system may be justified by a higher Gross Margin whilst on poorer land lower Gross Margins associated with even lower Fixed Costs may provide the best solution.

## DEFINITIONS

GROSS MARGIN Value of Output less Variable Costs only.

TOTAL OUTPUT Revenue from sales and subsidies plus the value of any produce retained for farm use, adjusted in the case of livestock, for purchases and for differences in valuation between the start and end of the year.

VARIABLE COSTS Those costs which normally change proportionately with the size of an enterprise. For crops these include seeds, fertilisers, sprays and in some cases casual labour, hired contract, transport (sugar beet) and levy (potatoes). The variable costs of livestock include feeding stuffs, medicines and vet., A.I. and service fees and the variable costs of any forage used.

FIXED COSTS Costs incurred for the farm as a whole and not normally affected by minor changes in the size of enterprises, i.e. regular labour, machinery and power, rent and miscellaneous overheads.

FARM INCOME Total Gross Margin (incl. Miscellaneous Income) less Fixed Costs i.e. the balance available to defray interest on owned and borrowed capital and to reward the farmer for his manual and managerial labour.

LABOUR Includes paid regular labour, the value of perquisites and any casual labour not allocated to variable costs. It excludes the value of free cottages and any allowance for farmer's own manual labour.

MACHINERY AND POWER Cost of machinery repairs and depreciation, fuel and electricity plus hired contract not allocated to a specific enterprise. An allowance has been deducted for private use of farm cars.

RENT The actual rent (for tenant) or rental value (for an owner) excluding the value of the farmhouse but including workers' cottages.

TENANTS' CAPITAL ESTIMATE - Current Expenses equal Gross Charges, including purchases of livestock, plus value of farmer's labour, opening valuation of cultivations and value of home-grown crops retained for farm use less sales of milk and livestock - or, 10 per cent of total charges, whichever is the greater.

Livestock - Opening valuation.

Machinery etc - Closing valuation.

## FARM TYPE CLASSIFICATION

Crop Farm - i.e. Farms with less than 20 Livestock Units per 100 acres.

Type A - Mainly Cereals More than 60 per cent of land in cereals and less than 10 per cent in roots and vegetables.

Type B - Mixed Cropping Other 'Upland' crop farms.

Type G - Fen Arable Crop farms in Isle of Ely and Lincs (Holland) areas.

Livestock Farms - i.e. Farms with more than 20 livestock Units per 100 acres.

Type C - Mainly Dairying More than 16 adult dairy cows and less than 10 LUs in pigs and poultry per 100 acres.

Type D - Pigs and Poultry Important More than 10 LUs in pigs and poultry and less than 10 adult dairy cows per 100 acres.

Type E - Dairy, Pigs and Poultry More than 10 LUs in adult dairy cows and over 10 LUs in pigs and poultry per 100 acres.

Type F - Mixed Livestock Other livestock farms.

(N.B. Sample numbers of types E and F were restricted to the extent that it has been found necessary to combine the two in the bulletin.)

## GROSS MARGIN ANALYSIS

HARVEST YEAR 1973

Table 1

Farm Classification: Type A - Mainly Cereal Farms

District: All excluding Fen Arable

Farm Size Group: Over 100 Acres

Items		Average of 83 Farms in Group			Average of 10 Most Profitable Farms		
		G.M. etc per acre	Per 100 Acres	Acres Farmed G.M. etc.	G.M. etc per acre	Per 100 Acres	Acres Farmed G.M. etc.
		£		£	£		£
1	Wheat, winter	84.8	43.1	3651	113.4	44.0	4987
	" spring	75.7	0.4	27	98.4	1.1	108
	All Wheat	84.7	43.4	3678	113.0	45.1	5095
2	Barley	72.4	26.5	1920	89.0	23.7	2113
3	Oats	58.8	2.3	136	60.5	1.3	79
4	Rye/Mixed Corn	-	-	-	-	-	-
5	All Cereals	79.4	(72.2)	(5734)	103.9	(70.1)	(7287)
6	Beans, field	71.6	6.6	469	78.7	7.3	571
7	Peas, field	78.0	2.2	168	100.3	1.6	164
8	Potatoes	139.4	0.5	65	175.5	1.1	200
9	Sugar Beet	91.3	2.1	198	107.6	1.6	173
10	General Seeds	56.0	1.1	63	123.1	0.9	106
11	Beans/Peas	100.1	1.9	190	147.6	4.4	648
12	Roots	-	-	-	-	-	-
13	Brassicae	140.1	0.1	17	135.0	-	3
14	Soft Fruit	-	-	-	-	-	-
15	Bulbs, Etc.	-	-	-	-	-	-
16	Miscellaneous	54.0	-	-	-	-	-
17	All Grass Crops Sold	57.7	3.7	213	112.3	4.9	549
18	Land let off	10.6	1.0	11	5.8	0.5	3
19	Bare Fallow	(-1.2)	0.8	(-1)	(-0.7)	0.4	-
20	ALL CASH CROPS	77.3	92.2	7127	104.5	92.8	9704
21	Dairy Cows	139.9	0.1	9	-	-	-
22	" Young Stock	34.7	-	1	-	-	-
23	All Dairy	117.4	0.1	10	-	-	-
24	Beef/Stores	27.0	3.8	101	24.8	4.8	118
25	All Cattle	28.9	3.9	111	24.8	4.8	118
26	Sheep	22.5	0.8	19	-	-	-
27	Horses	33.4	0.1	4	-	-	-
28	All Grazing Stock	27.9	4.8	134	24.8	4.8	118
29	Pigs (Per £100	(35.4)	-	106	(39.7)	-	349
30	Poultry gross output)	(22.3)	-	15	(-33.3)	-	(-4)
31	ALL LIVESTOCK	x	4.8	255	97.3	4.8	463
32	CROPS & LIVESTOCK	76.1	97.0	7382	104.2	97.6	10167
33	Add Miscel. Income	1.7	x	174	2.8	x	278
34	Forage c/f less b/f	x	(-0.1)	x	x	(-0.8)	x
35	Buildings, Waste, Etc.	x	3.1	x	x	3.2	x
36	GROSS MARGIN	75.6	100	7556	104.4	100	10445
Fixed Costs							
37	Labour	9.3		929	9.4		945
38	Machinery and Power	11.2		1116	12.6		1261
39	Rent	9.5		951	8.3		825
40	Other Overheads	3.6		357	4.1		410
41	TOTAL FIXED COSTS	33.5	100	3353	34.4	100	3441
42	FARM INCOME	42.0	100	4203	70.0	100	7004
43	Average Size of Farms		426 acres			490 acres	
44	Current Exps.	58.6		5861	59.1		5909
45	Tenant's Livestock	5.4		535	5.2		525
46	Capital Machinery	20.7		2075	28.3		2827
47	TOTAL	84.7		8471	92.6		9261

## GROSS MARGIN ANALYSIS

HARVEST YEAR 1973

Table 2

Farm Classification: Type B - Mixed Cropping

District: All excluding Fen Arable

Farm Size Group: Over 100 Acres

Items		Average of 78 Farms in Group			Average of 10 Most Profitable Farms		
		G.M. etc. per acre	Per 100 Acres Farmed	G.M. etc.	G.M. etc. per acre	Per 100 Acres Farmed	G.M. etc.
		£	Acres	£	£	Acres	£
1	Wheat, winter	93.6	36.1	3377	119.8	42.1	5044
	" spring	74.9	1.0	76	-	-	-
	All Wheat	93.1	37.1	3453	119.8	42.1	5044
2	Barley	72.4	22.6	1640	75.8	20.4	1545
3	Oats	68.5	2.4	162	81.7	1.7	136
4	Rye/Mixed Corn	45.4	0.1	2	-	-	-
5	All Cereals	84.6	(62.2)	(5257)	104.8	(64.2)	(6725)
6	Beans, field	86.4	2.5	219	89.1	6.0	532
7	Peas, field	68.3	0.2	16	-	-	-
8	Potatoes	128.4	4.8	616	182.0	3.9	711
9	Sugar Beet	103.4	11.5	1192	118.4	10.8	1284
10	General Seeds	62.0	1.1	70	58.4	3.0	174
11	Beans/Peas	76.5	3.6	271	113.6	2.7	302
12	Roots	382.7	0.2	79	372.9	1.5	543
13	Brassicae	167.4	0.4	69	-	-	-
14	Soft Fruit	132.1	0.4	48	-	-	-
15	Bulbs, etc.	3.9	0.1	-	-	-	-
16	Miscellaneous	77.7	0.7	56	(20.0)	-	(1)
17	All Grass Crops Sold	93.0	1.3	120	121.5	1.1	138
18	Land Let Off	9.7	1.1	11	8.8	1.8	16
19	Bare Fallow	(0.1)	1.3	-	-	0.4	-
20	ALL CASH CROPS	87.8	91.4	8024	109.3	95.4	10424
21	Dairy Cows	67.1	0.3	22	-	-	-
22	" Young Stock	49.6	0.2	10	-	-	-
23	All Dairy	60.2	0.5	32	-	-	-
24	Beef/Stores	32.4	3.8	122	54.1	1.6	88
25	All Cattle	35.9	4.3	154	54.1	1.6	88
26	Sheep	72.0	0.1	7	-	-	-
27	Horses	-	-	-	-	-	-
28	All Grazing Stock	36.6	4.4	161	54.1	1.6	88
29	Pigs (Per £100	(33.2)	-	94	(37.5)	-	345
30	Poultry gross output)	(35.9)	-	3	(-)	-	-
31	ALL LIVESTOCK	58.8	4.4	258	x	1.6	433
32	CROPS & LIVESTOCK	86.5	95.8	8282	111.9	97.0	10857
33	Add Miscel. Income	3.2	x	325	7.1	x	708
34	Forage c/f less b/f	x	0.1	x	x	(0.1)	x
35	Buildings, Waste, Etc.	x	4.1	x	x	3.1	x
36	GROSS MARGIN	86.1	100	8607	115.7	100	11565
Fixed Costs							
37	Labour	15.1		1506	13.5		1349
38	Machinery and Power	15.2		1517	14.2		1422
39	Rent	11.0		1101	11.2		1116
40	Other Overheads	4.4		445	4.1		414
41	TOTAL FIXED COSTS	45.7	100	4569	43.0	100	4301
42	FARM INCOME	40.4	100	4038	72.6	100	7264
43	Average Size of Farms		363 acres			281½ acres	
44	Current Exps.	81.8		8175	71.9		7187
45	Tenant's Livestock	6.8		679	3.8		373
46	Capital Machinery	25.2		2521	29.4		2943
47	TOTAL	113.8		11375	105.1		10508



## GROSS MARGIN ANALYSIS

HARVEST YEAR 1973

Table 3

Farm Classification: Type C - Mainly Dairying

District: All

Farm Size Group: Over 100 Acres

Items	Average of 36 Farms in Group			Average of 10 Most Profitable Farms		
	G.M. etc per acre £	Per 100 Acres Acres	Farmed G.M. etc. £	G.M. etc per acre £	Per 100 Acres Acres	Farmed G.M. etc. £
1 Wheat, winter	87.4	19.6	1716	88.4	24.6	2179
" spring	76.2	0.7	54	65.8	2.2	142
All Wheat	87.0	20.3	1770	86.5	26.8	2321
2 Barley	66.4	17.4	1153	70.1	13.9	975
3 Oats	58.7	1.8	106	71.5	1.1	79
4 Rye/Mixed Corn	60.0	0.1	4	-	-	-
5 All Cereals	76.6	(39.6)	(3033)	80.7	(41.8)	(3375)
6 Beans, field	112.7	0.5	51	124.4	1.1	137
7 Peas field	199.6	0.1	14	-	-	-
8 Potatoes	96.0	1.1	102	99.6	2.1	206
9 Sugar Beet	83.2	3.3	278	108.5	1.9	207
10 General Seeds	56.5	0.4	24	88.6	0.7	65
11 Beans/Peas	166.0	0.1	8	-	-	-
12 Roots	-	-	-	-	-	-
13 Brassicae	110.2	0.1	16	-	-	-
14 Soft Fruit	(45.3)	-	(1)	-	-	-
15 Bulbs, Etc.	-	-	-	-	-	-
16 Miscellaneous	110.4	1.0	110	-	-	-
17 All Grass Crops Sold	62.6	1.2	77	265.5	0.3	78
18 Land let off	-	-	-	-	-	-
19 Bare Fallow	-	0.3	-	-	-	-
20 ALL CASH CROPS	77.9	47.7	3712	24.9	47.9	4068
21 Dairy Cows	118.9	32.3	3840	151.3	35.9	5431
22 " Young Stock	26.6	12.8	340	37.0	13.2	488
23 All Dairy	92.7	45.1	4180	120.6	49.1	5919
24 Beef/Stores	58.3	3.0	172	97.6	1.3	125
25 All Cattle	90.6	48.1	4352	120.0	50.4	6044
26 Sheep	29.5	0.8	24	-	-	-
27 Horses	-	-	-	-	-	-
28 All Grazing Stock	89.5	48.9	4376	120.0	50.4	6044
29 Pigs (Per £100	(41.2)	-	10	(-)	-	-
30 Poultry gross output)	(20.6)	-	16	(-)	-	-
31 ALL LIVESTOCK	90.1	48.9	4402	120.0	50.4	6044
32 CROPS & LIVESTOCK	84.1	96.6	8114	102.9	98.3	10112
33 Add Miscel. Income	1.1	x	114	0.9	x	87
34 Forage c/f less b/f	x	(0.3)	x	x	(0.5)	x
35 Buildings, Waste, Etc.	x	3.7	x	x	2.2	x
36 GROSS MARGIN	82.3	100	8228	102.0	100	10199
<u>Fixed Costs</u>						
37 Labour	18.8		1878	14.8		1485
38 Machinery and Power	14.9		1489	13.6		1364
39 Rent	9.7		971	10.9		1090
40 Other Overheads	6.1		611	5.9		578
41 TOTAL FIXED COSTS	49.5	100	4949	45.2	100	4517
42 FARM INCOME	32.8	100	3279	56.8	100	5682
43 Average Size of Farms		316 acres			272 <sup>1</sup> acres	
44 Current Exps.	35.6		3562	21.3		2134
45 Tenant's Livestock	52.2		5221	58.7		5867
46 Capital Machinery	22.9		2286	26.1		2610
47 TOTAL	110.7		11069	106.1		10611

GROSS MARGIN ANALYSIS

HARVEST YEAR 1973

Table 4

Farm Classification: Type D - Pigs and Poultry

District: All Farm Size Group: Over 100 Acres

Items	Average of 49 Farms in Group			Average of 10 Most Profitable Farms		
	G.M. etc. per acre	Per 100 Acres Farmed	G.M. etc.	G.M. etc. per acre	Per 100 Acres Farmed	G.M. etc.
	£	Acres	£	£	Acres	£
1 Wheat, winter	88.2	34.2	3018	101.6	34.2	3472
" spring	-	-	-	-	-	-
All Wheat	88.2	34.2	3018	101.6	34.2	3472
2 Barley	69.5	32.7	2268	68.6	28.9	1982
3 Oats	61.2	1.5	93	58.3	1.5	89
4 Rye/Mixed Corn	-	-	-	-	-	-
5 All Cereals	78.6	(68.4)	(5379)	85.8	(64.6)	(5543)
6 Beans, field	82.3	5.0	411	81.0	1.3	108
7 Peas, field	73.9	0.2	16	-	-	-
8 Potatoes	191.8	3.2	619	244.6	3.7	914
9 Sugar Beet	101.4	7.7	783	117.9	12.6	1484
10 General Seeds	70.4	1.0	66	80.1	5.2	413
11 Beans/Peas	104.5	2.6	275	105.0	2.9	304
12 Roots	-	-	-	-	-	-
13 Brassicae	143.8	0.4	50	-	-	-
14 Soft Fruit	-	-	-	-	-	-
15 Bulbs, Etc.	260.5	0.2	42	294.0	0.9	248
16 Miscellaneous	120.3	-	3	-	-	-
17 All Grass Crops Sold	51.7	2.1	110	121.2	1.5	183
18 Land let off	22.0	1.4	31	37.6	2.8	104
19 Bare Fallow	(20.1)	0.5	-	-	0.1	-
20 ALL CASH CROPS	84.0	92.7	7785	97.3	95.6	9301
21 Dairy Cows	233.9	0.5	105	-	-	-
22 " Young Stock	33.5	0.6	21	-	-	-
23 All Dairy	116.3	1.1	126	-	-	-
24 Beef/Stores	27.9	2.8	78	93.6	0.7	65
25 All Cattle	52.6	3.9	204	93.6	0.7	65
26 Sheep	52.7	0.1	5	-	-	-
27 Horses	-	-	-	-	-	-
28 All Grazing Stock	52.6	4.0	209	93.6	0.7	65
29 Pigs (Per £100	(30.4)	0.3	2567	(37.2)	0.5	7040
30 Poultry gross output	(19.9)	-	624	(40.5)	-	823
31 ALL LIVESTOCK	x	4.3	3400	x	1.2	7928
32 CROPS & LIVESTOCK	115.4	97.0	11185	178.0	96.8	17229
33 Add Miscel. Income	1.0	x	97	1.5	x	149
34 Forage c/f less b/f	x	(-0.1)	x	x	-	x
35 Buildings, Waste, Etc.	x	3.1	x	x	3.2	x
36 GROSS MARGIN	112.8	100	11282	173.8	100	17378
Fixed Costs						
37 Labour	19.1		1906	25.7		2568
38 Machinery and Power	17.9		1793	20.0		1998
39 Rent	11.6		1164	12.4		1237
40 Other Overheads	6.2		617	6.9		692
41 TOTAL FIXED COSTS	54.8	100	5480	65.0	100	6495
42 FARM INCOME	58.0	100	5802	108.8	100	10883
43 Average Size of Farms		294 acres			225 acres	
44 Current Exps.	64.2		6422	54.1		5409
45 Tenant's Livestock	30.2		3023	47.0		4699
46 Capital Machinery	28.8		2881	36.3		3631
47 TOTAL	123.2		12326	137.4		13739

Table 5

Farm Classification: EF -- Mixed Crops and Livestock

District: All excluding Fen Arable

Farm Size Group: Over 100 Acres

Items	Average of 25 Farms in Group			Average of 10 Most Profitable Farms		
	G.M. etc per acre £	Per 100 Acres Farmed Acres	G.M. etc. £	G.M. etc per acre £	Per 100 Acres Farmed Acres	G.M. etc £
1 Wheat, winter	97.8	20.0	1959	100.0	26.2	2624
" spring	-	-	-	-	-	-
All Wheat	97.8	20.0	1959	100.0	26.2	2624
2 Barley	64.9	22.7	1475	69.0	24.6	1698
3 Oats	55.6	2.1	114	60.6	2.3	138
4 Rye/Mixed Corn	-	-	-	-	-	-
5 All Cereals	79.1	(44.8)	(3548)	84.0	(53.1)	(4460)
6 Beans, field	70.6	0.7	48	76.4	0.7	54
7 Peas, field	-	-	-	-	-	-
8 Potatoes	155.8	1.0	149	208.8	1.1	239
9 Sugar Beet	110.5	6.6	732	105.5	8.4	879
10 General Seeds	59.7	-	2	59.7	0.1	4
11 Beans/Peas	70.5	2.1	145	70.5	4.5	313
12 Roots	-	-	-	-	-	-
13 Brassicae	21.2	0.1	2	-	-	-
14 Soft Fruit	-	-	-	-	-	-
15 Bulbs, Etc.	-	-	-	-	-	-
16 Miscellaneous	(64.0)	-	(1)	(64.0)	-	(1)
17 All Grass Crops Sold	113.8	1.6	179	126.7	3.0	380
18 Land let off	8.5	1.7	14	-	-	-
19 Bare Fallow	-	0.1	-	-	0.3	-
20 ALL CASH CROPS	82.1	58.7	4818	88.9	71.2	6328
21 Dairy Cows	112.2	13.2	1477	137.7	7.0	967
22 " Young Stock	27.4	6.3	174	38.5	3.2	121
23 All Dairy	84.6	19.5	1651	106.9	10.2	1088
24 Beef/Stores	40.3	16.0	646	83.4	11.9	990
25 All Cattle	64.6	35.5	2297	94.2	22.1	2078
26 Sheep	46.0	2.3	106	51.1	3.8	197
27 Horses	105.3	0.4	41	-	-	-
28 All Grazing Stock	63.9	38.2	2444	87.8	25.9	2275
29 Pigs (Per £100	(28.4)	0.1	1110	(31.7)	-	1095
30 Poultry gross output)	(26.5)	-	145	(42.2)	-	352
31 ALL LIVESTOCK	x	38.3	3699	143.7	25.9	3722
32 CROPS & LIVESTOCK	87.8	97.0	8517	103.5	97.1	10050
33 Add Miscel. Income	3.4	x	342	3.8	x	380
34 Forage c/f less b/f	x	0.5	x	x	0.6	x
35 Buildings, Waste, Etc.	x	2.5	x	x	2.3	x
36 GROSS MARGIN	88.6	100	8859	104.3	100	10430
Fixed Costs						
37 Labour	20.6		2064	18.5		1846
38 Machinery and Power	17.9		1786	19.2		1920
39 Rent	10.9		1095	11.0		1101
40 Other Overheads	5.5		548	5.1		511
41 TOTAL FIXED COSTS	54.9	100	5493	53.8	100	5378
42 FARM INCOME	33.7	100	3366	50.5	100	5052
43 Average Size of Farms		378 acres			437 acres	
44 Current Exps.	54.6		5458	54.1		5413
45 Tenant's Livestock	60.7		6072	52.0		5205
46 Capital Machinery	23.3		2330	25.3		2526
47 TOTAL	138.6		13860	131.4		13144

## GROSS MARGIN ANALYSIS

Table 6a

HARVEST YEAR 1973

Districts: All excluding Fen Arable

Farm Size Group: Under 100 Acres

Farm Classification		Types A, B and EF Cropping and Mixed Livestock			Type C Mainly Dairying		
		Average of 24 Farms in Group			Average of 12 Farms in Group		
Items		G.M. etc. Per 100 Acres Farmed per acre £	Acres	G.M. etc. £	G.M. etc. Per 100 Acres Farmed per acre £	Acres	G.M. etc. £
1	Wheat, winter	77.3	23.8	1841	81.2	5.2	423
	" spring	67.2	0.3	20	-	-	-
	All Wheat	77.2	24.1	1861	81.2	5.2	423
2	Barley	66.7	33.7	2244	64.4	18.4	1185
3	Oats	57.8	5.2	303	59.9	1.5	88
4	Rye/Mixed Corn	64.0	0.5	32	-	-	-
5	All Cereals	69.9	(63.5)	(4440)	67.6	(25.1)	(1696)
6	Beans, field	91.3	2.9	261	-	-	-
7	Peas, field	-	-	-	-	-	-
8	Potatoes	114.6	1.4	160	153.6	0.3	47
9	Sugar Beet	95.5	7.5	716	100.6	5.5	555
10	General Seeds	-	-	-	-	-	-
11	Beans/Peas	136.0	0.1	8	-	-	-
12	Roots	-	-	-	-	-	-
13	Brassicae	-	-	-	-	-	-
14	Soft Fruit	74.3	0.2	15	-	-	-
15	Bulbs, Etc.	-	-	-	-	-	-
16	Miscellaneous	-	-	-	-	-	-
17	All Grass Crops Sold	20.0	3.0	61	83.5	0.5	41
18	Land Let Off	15.4	3.1	49	-	-	-
19	Bare Fallow	(-1.9)	0.4	(-1)	-	-	-
20	ALL CASH CROPS	69.5	82.1	5709	74.5	31.4	2339
21	Dairy Cows	127.8	4.5	581	100.9	49.9	5040
22	" Young Stock	25.5	1.7	43	16.4	12.0	197
23	All Dairy	100.3	6.2	624	84.6	61.9	5237
24	Beef/Stores	29.4	7.6	223	94.9	1.3	122
25	All Cattle	61.4	13.8	847	84.8	63.2	5359
26	Sheep	80.7	0.7	60	-	-	-
27	Horses	-	-	-	151.4	0.9	130
28	All Grazing Stock	62.4	14.5	907	85.7	64.1	5489
29	Pigs (Per £100	(27.2)	0.5	445	(34.9)	-	48
30	Poultry gross output)	(22.2)	0.2	56	(-7.0)	-	(-16)
31	ALL LIVESTOCK	x	15.2	1408	86.2	64.1	5521
32	CROPS & LIVESTOCK	73.2	97.3	7117	82.3	95.5	7860
33	Add Miscel. Income	4.8	x	475	2.5	x	254
34	Forage c/f less b/f	x	(-0.8)	x	x	(-0.8)	x
35	Buildings, Waste, Etc.	x	3.5	x	x	5.3	x
36	GROSS MARGIN	75.9	100	7592	81.2	100	8114
Fixed Costs							
37	Labour	9.1		905	18.4		1835
38	Machinery and Power	15.4		1541	26.5		2649
39	Rent	7.7		769	10.5		1046
40	Other Overheads	5.0		502	15.6		1564
41	TOTAL FIXED COSTS	37.2	100	3717	70.9	100	7094
42	FARM INCOME	38.8	100	3875	10.2	100	1020
43	Average Size of Farms		70 acres			68 acres	
44	Tenant's Current Exps.	60.7		6074	65.6		6562
45	Capital Livestock	30.6		3064	82.9		8286
46	Machinery	24.4		2440	32.3		3231
47	TOTAL	115.8		11578	180.8		18079

## GROSS MARGIN ANALYSIS

HARVEST YEAR 1973

Table 6b

Districts: All

Farm Size Group: Under 100 Acres

Farm Classification

Items		Type D - Pigs and Poultry Important			Average of 10 Most Profitable "Upland" Small Farms		
		Average of 15 Farms in Group					
		G.M. etc. per acre £	Per 100 Acres Farmed Acres	G.M. etc. £	G.M. etc. per acre £	Per 100 Acres Farmed Acres	G.M. etc. £
1	Wheat, winter	84.1	25.0	2102	91.7	26.1	2391
	" spring	-	-	-	67.2	0.8	54
	All Wheat	84.1	25.0	2102	90.9	26.9	2445
2	Barley	62.7	40.0	2505	74.7	28.3	2115
3	Oats	52.9	1.9	101	88.2	4.3	377
4	Rye/Mixed Corn	-	-	-	-	-	-
5	All Cereals	70.4	(66.9)	(4708)	83.0	(59.5)	(4937)
6	Beans, field	78.5	4.9	386	91.9	1.1	104
7	Peas, field	-	-	-	-	-	-
8	Potatoes	209.3	4.5	936	214.8	6.4	1386
9	Sugar Beet	108.6	8.7	946	117.9	11.1	1312
10	General Seeds	-	-	-	-	-	-
11	Beans/Peas	71.8	2.0	144	165.2	1.0	160
12	Roots	-	-	-	-	-	-
13	Brassicae	-	-	-	-	-	-
14	Soft Fruit	232.4	2.1	494	-	-	-
15	Bulbs, Etc.	-	-	-	-	-	-
16	Miscellaneous	-	-	-	-	-	-
17	All Grass Crops Sold	18.9	2.3	43	7.1	1.4	10
18	Land Let Off	4.2	1.6	7	-	-	-
19	Bare Fallow	-	0.4	-	(-4.3)	0.5	(-2)
20	ALL CASH CROPS	82.1	93.4	7664	97.6	81.0	7907
21	Dairy Cows	106.0	0.1	12	127.8	12.3	1576
22	" Young Stock	(-33.8)	0.7	(-23)	25.5	4.5	115
23	All Dairy	(-13.9)	0.8	(-11)	100.3	16.8	1691
24	Beef/Stores	-	-	-	27.4	2.3	62
25	All Cattle	(-13.9)	0.8	(-11)	91.7	19.1	1753
26	Sheep	-	-	-	-	-	-
27	Horses	-	-	-	-	-	-
28	All Grazing Stock	(-13.9)	0.8	(-11)	91.7	19.1	1753
29	Pigs (Per £100	(26.6)	0.5	6800	(33.9)	0.3	4349
30	Poultry gross output)	(31.8)	-	521	(21.1)	-	136
31	ALL LIVESTOCK	x	1.3	7310	x	19.4	6238
32	CROPS & LIVESTOCK	158.0	94.7	14974	140.8	100.4	14145
33	Add Miscel. Income	7.6	x	756	15.2	x	1524
34	Forage c/f less b/f	x	0.3	x	x	(-3.2)	x
35	Buildings, Waste, Etc.	x	5.0	x	x	2.8	x
36	GROSS MARGIN	157.3	100	15730	156.7	100	15669
Fixed Costs							
37	Labour	25.4		2541	12.3		1231
38	Machinery and Power	27.2		2721	27.0		2698
39	Rent	17.0		1698	10.8		1075
40	Other Overheads	10.2		1017	8.8		881
41	TOTAL FIXED COSTS	79.8	100	7977	58.9	100	5885
42	FARM INCOME	77.5	100	7753	97.8	100	9784
43	Average Size of Farms		59 1/2 acres			62 acres	
44	Current Exps.	87.4		8739	49.2		4919
45	Tenant's Livestock	74.1		7414	68.4		6841
46	Capital Machinery	39.7		3969	46.0		4604
47	TOTAL	201.2		20122	163.6		16364



GROSS MARGIN ANALYSIS

HARVEST YEAR 1973

Table 7

Farm Classification: Type G - Fen Arable

Districts: Nos 10 and 11 - Isle of Ely and Lincs (Holland)

Farm Size Group: Over 100 acres

Items		Average of 45 Farms in Group			Average of 10 Most Profitable Farms		
		G.M. etc Per 100 Acres Farmed		G.M. etc.	G.M. etc Per 100 Acres Farmed		G.M. etc.
		per acre	Acres		per acre	Acres	
		£		£	£		£
1	Wheat, winter	92.0	34.9	3212	103.0	32.7	3369
	" spring	76.8	0.2	17	-	-	-
	All Wheat	91.8	35.1	3229	103.0	32.7	3369
2	Barley	68.8	10.8	740	73.4	8.5	621
3	Oats	63.0	0.3	20	55.0	0.3	18
4	Rye/Mixed Corn	-	-	-	-	-	-
5	All Cereals	86.3	(46.2)	(3989)	96.6	(41.5)	(4008)
6	Beans, field	81.5	1.1	91	102.1	0.9	95
7	Peas, field	-	-	-	-	-	-
8	Potatoes	171.5	12.7	2178	216.2	13.5	2904
9	Sugar Beet	108.7	12.8	1390	114.3	11.8	1349
10	General Seeds	69.2	2.0	138	54.3	1.9	102
11	Beans/Peas	110.7	9.4	1046	158.8	9.8	1561
12	Roots	381.8	1.4	545	674.7	2.5	1714
13	Brassicae	188.2	2.9	549	235.4	8.6	2030
14	Soft Fruit	(-131.7)	-	(-3)	-	-	-
15	Bulbs, Etc.	252.9	1.4	357	160.4	0.2	36
16	Miscellaneous	416.6	0.3	136	38.8	0.2	6
17	All Grass Crops Sold	29.7	1.5	46	24.1	0.9	22
18	Land let off	37.4	1.3	48	7.6	0.3	2
19	Bare Fallow	(-1.2)	1.0	(-1)	-	0.2	-
20	ALL CASH CROPS	111.8	94.0	10509	149.8	92.3	13829
21	Dairy Cows	-	-	-	-	-	-
22	" Young Stock	-	-	-	-	-	-
23	All Dairy	-	-	-	-	-	-
24	Beef/Stores	48.1	2.6	125	109.4	3.4	371
25	All Cattle	48.1	2.6	125	109.4	3.4	371
26	Sheep	43.2	0.4	17	71.3	0.7	52
27	Horses	-	-	-	-	-	-
28	All Grazing Stock	47.5	3.0	142	102.6	4.1	423
29	Pigs (Per £100	(8.7)	-	28	(9.0)	-	27
30	Poultry gross output)	(2.3)	-	-	(-)	-	-
31	ALL LIVESTOCK	56.7	3.0	170	109.2	4.1	450
32	CROPS & LIVESTOCK	110.1	97.0	10679	148.1	96.4	14279
33	Add Miscel. Income	1.5	x	153	1.8	x	181
34	Forage c/f less b/f	x	0.2	x	x	1.0	x
35	Buildings, Waste, Etc.	x	2.8	x	x	2.6	x
36	GROSS MARGIN	108.3	100	10832	144.2	100	14460
	Fixed Costs						
37	Labour	25.7		2567	27.4		2736
38	Machinery and Power	17.9		1793	21.3		2131
39	Rent	14.1		1413	12.8		1282
40	Other Overheads	6.9		695	7.1		707
41	TOTAL FIXED COSTS	64.7	100	6468	68.6	100	6856
42	FARM INCOME	43.6	100	4364	76.0	100	7604
43	Average Size of Farms		349 <sup>1</sup> / <sub>2</sub> acres			334 <sup>1</sup> / <sub>2</sub> acres	
44	Current Exps.	118.3		11829	122.2		12217
45	Tenant's Livestock	6.2		616	12.0		1203
46	Capital Machinery	29.7		2965	37.4		3744
47	TOTAL	154.1		15410	171.6		17164

## GROSS MARGIN ANALYSIS

HARVEST YEAR 1973

Table 8

Farm Classification: Type G - Fen Arable

Districts: Nos 10 and 11 - Isle of Ely and  
Lincs (Holland)

Farm Size Group: Under 100 Acres

Items	Average of 30 Farms in Group			Average of 10 Most Profitable Farms		
	G.M. etc. per acre £	Per 100 Acres Acres	Farmed G.M. etc. £	G.M. etc. per acre £	Per 100 Acres Acres	Farmed G.M. etc. £
1 Wheat, winter	102.1	33.6	3430	112.3	33.0	3701
" spring	86.7	1.2	103	-	-	-
All Wheat	101.6	34.3	3533	112.3	33.0	3701
2 Barley	67.7	11.8	802	85.4	10.0	858
3 Oats	48.6	0.9	42	65.1	0.8	51
4 Rye/Mixed Corn	-	-	-	-	-	-
5 All Cereals	92.2	(47.5)	(4377)	105.2	(43.8)	(4610)
6 Beans, field	74.7	0.7	48	-	-	-
7 Peas, field	-	-	-	-	-	-
8 Potatoes	187.5	16.3	3047	262.8	18.0	4725
9 Sugar Beet	113.7	17.5	1987	115.3	16.9	1948
10 General Seeds	81.6	0.4	31	81.6	1.2	99
11 Beans/Peas	153.2	4.7	621	148.4	5.7	849
12 Roots	207.3	1.8	371	337.0	0.2	58
13 Brassicae	84.3	2.2	190	80.2	2.9	236
14 Soft Fruit	266.1	0.2	54	502.9	0.3	153
15 Bulbs, Etc.	356.5	2.3	806	646.3	3.5	2240
16 Miscellaneous	720.0	0.1	97	1516.0	0.2	263
17 All Grass Crops Sold	12.5	0.2	3	-	-	-
18 Land Let Off	53.5	1.8	94	-	-	-
19 Bare Fallow	-	-	-	-	-	-
20 ALL CASH CROPS	122.6	95.7	11726	163.7	92.7	15181
21 Dairy Cows	-	-	-	-	-	-
22 " Young Stock	-	-	-	-	-	-
23 All Dairy	-	-	-	-	-	-
24 Beef/Stores	153.5	1.6	248	169.1	4.6	776
25 All Cattle	153.5	1.6	248	169.1	4.6	776
26 Sheep	-	-	-	-	-	-
27 Horses	-	-	-	-	-	-
28 All Grazing	153.5	1.6	248	169.1	4.6	776
29 Pigs (Per £100)	(34.7)	-	166	(-)	-	-
30 Poultry gross output	(13.4)	-	20	(-)	-	-
31 ALL LIVESTOCK	x	1.6	434	169.1	4.6	776
32 CROPS & LIVESTOCK	125.0	97.3	12160	164.0	97.3	15957
33 Add Miscel. Income	2.1	x	213	3.3	x	330
34 Forage c/f less b/f	x	(-)0.2	x	x	(-)0.5	x
35 Buildings, Waste, Etc.	x	2.9	x	x	3.2	x
36 GROSS MARGIN	123.7	100	12373	162.9	100	16287
<u>Fixed Costs</u>						
37 Labour	15.6		1556	18.9		1888
38 Machinery and Power	25.2		2517	28.1		2806
39 Rent	11.4		1144	13.0		1296
40 Other Overheads	7.1		712	8.2		824
41 TOTAL FIXED COSTS	59.3	100	5929	68.1	100	6814
42 FARM INCOME	64.4	100	6444	94.7	100	9473
43 Average Size of Farms		62 acres			58 acres	
44 Tenant's Current Exps.	135.5		13550	163.5		16345
45 Tenant's Livestock	3.9		386	8.5		849
46 Capital Machinery	47.0		4699	55.2		5518
47 TOTAL	186.3		18635	227.1		22712

## GROSS MARGIN ANALYSIS

HARVEST YEAR 1973

Table 9

Farm Classification: All Types

District: No. 1 - Central Norfolk

Farm Size Group: All Sizes

Items	Average of 58 Farms in Group			Average of 10 Most Profitable Farms		
	G.M. etc. per acre £	Per 100 Acres Acres	Farmed G.M. etc. £	G.M. etc. per acre £	Per 100 Acres Acres	Farmed G.M. etc. £
1 Wheat, winter	84.4	25.9	2185	107.2	28.3	3034
" spring	74.9	1.6	124	-	-	-
All Wheat	83.9	27.5	2309	107.2	28.3	3034
2 Barley	67.7	27.3	1845	75.1	36.5	2739
3 Oats	70.6	2.2	158	75.8	2.1	161
4 Rye/Mixed Corn	-	-	-	-	-	-
5 All Cereals	75.6	(57.0)	(4312)	88.7	(66.9)	(5934)
6 Beans, field	86.2	2.0	171	104.6	2.3	237
7 Peas, field	-	-	-	-	-	-
8 Potatoes	102.8	3.0	312	219.9	0.8	173
9 Sugar Beet	114.8	12.5	1433	125.2	17.6	2197
10 General Seeds	88.9	-	4	-	-	-
11 Beans/Peas	69.3	3.2	224	93.9	1.4	129
12 Roots	45.5	-	1	-	-	-
13 Brassicae	43.2	0.4	16	-	-	-
14 Soft Fruit	131.2	0.6	77	-	-	-
15 Bulbs, Etc.	3.9	0.1	-	-	-	-
16 Miscellaneous	78.5	1.1	84	-	-	-
17 All Grass Crops	91.8	0.6	52	15.8	0.5	9
18 Land Let Off	15.0	2.3	35	22.1	5.2	115
19 Bare Fallow	-	1.0	-	-	-	-
20 ALL CASH CROPS	80.2	83.8	6721	92.9	94.7	8794
21 Dairy Cows	109.6	5.3	586	141.8	0.8	119
22 " Young Stock	22.3	2.5	56	65.0	0.1	6
23 All Dairy	81.8	7.8	642	133.7	0.9	125
24 Beef/Stores	18.6	3.2	60	64.3	0.6	36
25 All Cattle	63.5	11.0	702	107.5	1.5	161
26 Sheep	36.4	0.3	10	-	-	-
27 Horses	71.1	0.5	32	-	-	-
28 All Grazing Stock	63.2	11.8	744	107.5	1.5	161
29 Pigs (Per £100	(28.1)	0.1	790	(37.8)	0.5	4349
30 Poultry gross output	(-13.9)	-	(-14)	(20.3)	-	2
31 ALL LIVESTOCK	128.1	11.9	1520	x	2.0	4512
32 CROPS & LIVESTOCK	86.1	95.7	8241	137.7	96.7	13306
33 Add Miscel. Income	2.7	x	271	0.9	x	93
34 Forage c/f less b/f	x	(-0.1)	x	x	(-0.2)	x
35 Buildings, Waste, Etc.	x	4.4	x	x	3.5	x
36 GROSS MARGIN	85.1	100	8512	134.0	100	13399
<b>Fixed Costs</b>						
37 Labour	17.5		1750	15.3		1527
38 Machinery and Power	16.3		1629	19.3		1926
39 Rent	11.0		1098	12.3		1233
40 Other Overheads	4.7		474	5.8		583
41 TOTAL FIXED COSTS	49.5	100	4951	52.7	100	5269
42 FARM INCOME	35.6	100	3561	81.3	100	8130
43 Average Size of Farms		301 acres			203 acres	
44 Current Exps.	76.6		7662	52.6		5262
45 Tenant's Livestock	20.2		2021	31.7		3166
46 Capital Machinery	24.5		2449	35.6		3555
47 TOTAL	121.3		12132	119.8		11983

Table 10

Farm Classification: All Types

District: No. 3 - Central Suffolk

Farm Size Group: All Sizes

Items	Average of 57 Farms in Group			Average of 10 Most Profitable Farms		
	G.M. etc per acre £	Per 100 Acres Farmed Acres	G.M. etc. £	G.M. etc per acre £	Per 100 Acres Farmed Acres	G.M. etc. £
1 Wheat, winter	93.9	33.0	3094	104.5	42.2	4412
" spring	82.4	0.6	50	98.4	2.1	204
All Wheat	93.6	33.6	3144	104.2	44.3	4616
2 Barley	70.5	26.5	1864	67.9	24.1	1638
3 Oats	63.4	2.3	148	62.4	2.0	126
4 Rye/Mixed Corn	50.3	0.1	6	-	-	-
5 All Cereals	82.6	(62.5)	(5162)	90.6	(70.4)	(6380)
6 Beans, field	83.5	3.7	309	90.5	5.9	532
7 Peas, field	73.9	0.2	13	73.9	1.2	91
8 Potatoes	166.4	1.4	231	159.4	0.3	49
9 Sugar Beet	100.4	9.1	914	121.9	10.0	1222
10 General Seeds	49.9	0.5	24	-	-	-
11 Beans/Peas	73.3	3.3	245	93.6	1.5	144
12 Roots	-	-	25	-	-	-
13 Brassicae	129.5	0.3	38	168.9	0.8	142
14 Soft Fruit	-	-	-	-	-	-
15 Bulbs, Etc.	-	-	-	-	-	-
16 Miscellaneous	14.6	0.1	1	-	-	-
17 All Grass Crops Sold	81.9	2.5	209	129.4	4.8	616
18 Land Let Off	13.5	0.5	7	24.6	1.1	26
19 Bare Fallow	(1.2)	0.6	(1)	(1.0)	0.6	(1)
20 ALL CASH CROPS	84.7	84.7	7177	95.2	96.6	9201
21 Dairy Cows	119.2	5.3	637	-	-	-
22 " Young Stock	35.0	2.1	72	-	-	-
23 All Dairy	95.7	7.4	709	-	-	-
24 Beef/Stores	64.8	3.7	239	-	-	-
25 All Cattle	85.4	11.1	948	-	-	-
26 Sheep	46.9	0.7	32	-	-	-
27 Horses	-	-	-	-	-	-
28 All Grazing Stock	83.2	11.8	980	-	-	-
29 Pigs (Per £100	(29.5)	0.1	919	(32.5)	0.1	3996
30 Poultry gross output)	(37.3)	-	159	(39.3)	-	516
31 ALL LIVESTOCK	x	11.9	2058	x	0.1	4512
32 CROPS & LIVESTOCK	95.6	96.6	9235	141.8	96.7	13713
33 Add Miscel. Income	2.9	x	287	7.5	x	754
34 Forage c/f less b/f	x	(0.1)	x	x	0.5	x
35 Buildings, Waste, Etc.	x	3.5	x	x	2.8	x
36 GROSS MARGIN	95.2	100	9522	144.7	100	14467
<u>Fixed Costs</u>						
37 Labour	16.4		1639	19.6		1960
38 Machinery and Power	16.5		1649	19.4		1942
39 Rent	12.4		1244	13.7		1367
40 Other Overheads	5.3		529	7.0		701
41 TOTAL FIXED COSTS	50.6	100	5061	59.7	100	5970
42 FARM INCOME	44.6	100	4461	85.0	100	8497
43 Average Size of Farms		312 <sup>1</sup> / <sub>2</sub> acres			260 <sup>1</sup> / <sub>2</sub> acres	
44 Current Exps.	64.8		6477	66.5		6653
45 Tenant's Livestock	24.2		2419	31.2		3116
46 Capital Machinery	25.8		2576	35.3		3535
47 TOTAL	114.8		11472	133.0		13304

## GROSS MARGIN ANALYSIS

HARVEST YEAR 1973

Table 11

Farm Classification: All Types

District: No. 5 - North Essex

Farm Size Group: All Sizes

Items	Average of 47 Farms in Group			Average of 10 Most Profitable Farms		
	G.M. etc. per acre	Per 100 Acres Farmed	G.M. etc.	G.M. etc. per acre	Per 100 Acres Farmed	G.M. etc.
	£	Acres	£	£	Acres	£
1 Wheat, winter	99.4	37.5	3727	118.4	34.6	4101
" spring	104.1	0.2	18	-	-	-
All Wheat	99.4	37.7	3746	118.4	34.6	4101
2 Barley	82.0	24.9	2036	88.8	31.9	2833
3 Oats	60.4	3.3	197	80.7	1.5	116
4 Rye/Mixed Corn	64.0	0.1	4	-	-	-
5 All Cereals	90.9	(66.0)	(5983)	103.7	(68.0)	(7050)
6 Beans, field	78.2	8.1	632	72.9	12.8	933
7 Peas, field	86.9	0.7	56	-	-	-
8 Potatoes	152.3	2.2	341	111.6	0.4	50
9 Sugar Beet	88.3	6.3	559	102.7	4.4	448
10 General Seeds	46.8	0.7	31	23.1	0.9	20
11 Beans/Peas	57.4	0.8	45	24.6	0.9	22
12 Roots	307.1	0.4	127	-	-	-
13 Brassicae	-	-	-	-	-	-
14 Soft Fruit	320.0	-	1	-	-	-
15 Bulbs, Etc.	-	-	-	-	-	-
16 Miscellaneous	(-21.0)	-	-	-	-	-
17 All Grass Crops Sold	74.1	2.8	211	92.9	3.6	336
18 Land Let Off	14.2	0.5	7	6.1	1.8	11
19 Bare Fallow	(-0.6)	0.5	-	(-1.3)	0.4	(-1)
20 ALL CASH CROPS	89.9	89.0	7993	95.2	93.2	8869
21 Dairy Cows	117.3	2.7	322	173.6	3.3	573
22 " Young Stock	44.1	0.8	35	140.1	0.4	51
23 All Dairy	101.1	3.5	357	170.3	3.7	624
24 Beef/Stores	25.2	2.7	67	(-159.7)	0.1	(-22)
25 All Cattle	68.4	6.2	424	158.5	3.8	602
26 Sheep	39.5	0.1	6	-	-	-
27 Horses	(-100.9)	-	(-2)	-	-	-
28 All Grazing Stock	67.3	6.3	428	158.5	3.8	602
29 Pigs (Per £100)	(32.2)	0.1	589	(41.8)	0.2	765
30 Poultry gross output)	(31.1)	-	63	(35.8)	-	168
31 ALL LIVESTOCK	167.3	6.4	1080	381.7	4.0	1535
32 CROPS & LIVESTOCK	95.2	95.4	9073	107.1	97.2	10404
33 Add Miscel. Income	3.5	x	353	5.8	x	582
34 Forage c/f less b/f	x	0.3	x	x	0.5	x
35 Buildings, Waste, Etc.	x	4.3	x	x	2.3	x
36 GROSS MARGIN	94.3	100	9426	109.9	100	10986
<u>Fixed Costs</u>						
37 Labour	13.1		1309	9.7		966
38 Machinery and Power	15.1		1508	12.4		1243
39 Rent	10.0		1000	8.7		875
40 Other Overheads	5.1		507	3.9		387
41 TOTAL FIXED COSTS	43.2	100	4324	34.7	100	3471
42 FARM INCOME	51.0	100	5102	75.2	100	7515
43 Average Size of Farms		261½ acres			222 acres	
44 Current Exps.	65.8		6580	47.6		4755
45 Tenant's Livestock	14.8		1483	15.4		1543
46 Capital Machinery	26.1		2611	24.8		2483
47 TOTAL	106.7		10674	87.8		8781



Table 12

Farm Classification: All Types

Districts: Nos 6 and R6 - South Essex

Farm Size Group: All Sizes

Items	Average of 53 Farms in Group			Average of 10 Most Profitable Farms		
	G.M. etc per acre £	Per 100 Acres Acres	Farmed G.M. etc. £	G.M. etc per acre £	Per 100 Acres Acres	Farmed G.M. etc. £
1 Wheat, winter	78.9	41.3	3256	87.0	56.8	4940
" spring	41.9	0.1	4	-	-	-
All Wheat	78.8	41.4	3260	87.0	56.8	4940
2 Barley	62.6	19.0	1190	78.4	9.5	750
3 Oats	61.0	1.2	73	75.2	0.8	59
4 Rye/Mixed Corn	-	-	-	-	-	-
5 All Cereals	73.5	(61.6)	(4523)	85.7	(67.1)	(5749)
6 Beans, field	54.3	3.2	174	73.9	2.0	147
7 Peas, field	78.3	3.3	257	93.5	6.9	645
8 Potatoes	135.6	2.3	316	214.1	3.6	773
9 Sugar Beet	88.8	1.2	109	105.7	0.3	28
10 General Seeds	43.2	1.1	49	-	-	-
11 Beans/Peas	88.8	2.2	198	106.7	2.4	261
12 Roots	399.7	-	11	-	-	-
13 Brassicae	(-9.0)	-	(-1)	-	-	-
14 Soft Fruit	179.1	0.1	21	232.4	0.6	129
15 Bulbs, Etc.	-	-	-	-	-	-
16 Miscellaneous	238.3	0.1	14	-	-	-
17 All Grass Crops Sold	37.3	2.7	99	35.1	1.7	60
18 Land let off	10.2	1.0	10	-	-	-
19 Bare Fallow	-	0.6	-	-	0.1	-
20 ALL CASH CROPS	72.8	79.4	5780	92.1	84.7	7792
21 Dairy Cows	125.1	8.1	1011	129.9	8.3	1079
22 " Young Stock	22.6	3.8	87	65.0	2.3	149
23 All Dairy	92.1	11.9	1098	115.9	10.6	1228
24 Beef/Stores	31.5	6.0	187	79.8	3.9	310
25 All Cattle	72.0	17.9	1285	106.2	14.5	1538
26 Sheep	34.0	0.1	4	-	-	-
27 Horses	- 6	-	-	-	-	-
28 All Grazing Stock	71.7	18.0	1289	106.2	14.5	1538
29 Pigs (Per £100	(35.5)	-	400	(29.3)	0.1	327
30 Poultry gross output)	(19.1)	-	109	(18.4)	-	637
31 ALL LIVESTOCK	99.9	18.0	1798	171.1	14.6	2502
32 CROPS & LIVESTOCK	77.8	97.4	7578	103.7	99.3	10294
33 Add Miscel. Income	2.1	x	214	0.9	x	88
34 Forage c/f less b/f	x	2.6	x	x	(-1.6)	x
35 Buildings, Waste, Etc.	x	-	x	x	2.3	x
36 GROSS MARGIN	77.9	100	7792	103.8	100	10382
<u>Fixed Costs</u>						
37 Labour	13.5	-	1350	13.3	-	1326
38 Machinery and Power	12.8	-	1283	12.0	-	1202
39 Rent	10.4	-	1040	10.8	-	1085
40 Other Overheads	5.4	-	539	5.2	-	515
41 TOTAL FIXED COSTS	42.1	100	4212	41.3	100	4128
42 FARM INCOME	35.8	100	3580	62.5	100	6254
43 Average Size of Farms	408 acres			344 acres		
44 Tenant's Current Exps.	57.8	-	5783	60.1	-	6005
45 Livestock	23.4	-	2339	23.6	-	2357
46 Capital Machinery	20.6	-	2060	20.2	-	2021
47 TOTAL	101.8	-	10183	103.8	-	10383

## GROSS MARGIN ANALYSIS

HARVEST YEAR 1973

Table 13

Farm Classification: All Types

Districts: Nos. R7 and 8 - South Cambs/Herts.

Farm Size Group: All Sizes

Items	Average of 54 Farms in Group			Average of 10 Most Profitable Farms		
	G.M. etc. per acre £	Per 100 Acres Acres	Farmed G.M. etc. £	G.M. etc. per acre £	Per 100 Acres Acres	Farmed G.M. etc. £
1 Wheat, winter	86.8	29.1	2524	95.0	28.2	2674
" spring	-	-	-	-	-	-
All Wheat	86.8	29.1	2524	95.0	28.2	2674
2 Barley	70.9	31.8	2256	67.9	40.9	2779
3 Oats	59.2	3.1	181	90.3	2.0	182
4 Rye/Mixed Corn	-	-	-	-	-	-
5 All Cereals	77.5	(64.0)	(4961)	79.3	(71.1)	(5635)
6 Beans, field	77.7	4.4	342	81.4	2.4	192
7 Peas, field	64.1	0.3	18	113.6	1.8	210
8 Potatoes	163.1	1.3	211	249.5	2.0	503
9 Sugar Beet	90.2	4.1	369	121.3	4.5	551
10 General Seeds	47.1	0.8	39	-	-	-
11 Beans/Peas	49.7	0.6	32	-	-	-
12 Roots	-	-	-	-	-	-
13 Brassicae	162.0	0.2	23	-	-	-
14 Soft Fruit	-	-	-	-	-	-
15 Bulbs, Etc.	-	-	-	-	-	-
16 Miscellaneous	180.5	-	2	-	-	-
17 All Grass Crops Sold	61.9	3.0	183	41.0	2.8	115
18 Land Let Off	8.8	0.6	6	-	-	-
19 Bare Fallow	(-1.7)	0.8	(-1)	-	0.5	-
20 ALL CASH CROPS	77.3	80.1	6185	84.7	85.1	7206
21 Dairy Cows	99.4	6.3	621	127.8	6.4	821
22 " Young Stock	47.9	2.1	102	25.5	2.4	60
23 All Dairy	86.3	8.4	723	100.3	8.8	881
24 Beef/Stores	24.9	6.3	157	42.9	2.2	94
25 All Cattle	60.0	14.7	880	88.9	11.0	975
26 Sheep	27.8	2.0	55	-	-	-
27 Horses	151.4	-	7	-	-	-
28 All Grazing Stock	56.4	16.7	942	88.9	11.0	975
29 Pigs (Per £100	(25.5)	0.1	358	(32.3)	0.9	3154
30 Poultry gross output)	(17.1)	-	287	(17.7)	-	2174
31 ALL LIVESTOCK	x	16.8	1587	x	11.9	6303
32 CROPS & LIVESTOCK	80.2	96.9	7772	139.2	97.0	13509
33 Add Miscel. Income	1.2	x	116	4.4	x	436
34 Forage c/f less b/f	x	0.3	x	x	0.1	x
35 Buildings, Waste, Etc.	x	2.8	x	x	2.9	x
36 GROSS MARGIN	78.9	100	7888	139.4	100	13945
<u>Fixed Costs</u>						
37 Labour	13.7		1373	13.3		1335
38 Machinery and Power	13.5		1353	22.6		2257
39 Rent	9.3		931	11.8		1178
40 Other Overheads	4.4		438	6.3		626
41 TOTAL FIXED COSTS	40.9	100	4095	54.0	100	5396
42 FARM INCOME	37.9	100	3793	85.5	100	8549
43 Average Size of Farms	293 $\frac{1}{2}$ acres			119 acres		
44 Current Exps.	56.0		5595	58.7		5866
45 Tenant's Livestock	24.2		2424	39.4		3945
46 Capital Machinery	21.4		2136	32.0		3200
47 TOTAL	101.6		10155	130.1		13011

## GROSS MARGIN ANALYSIS

HARVEST YEAR 1973

Table 14

Farm Classification: All Types

District: No. 9 - W. Cambs/Hunts

Farm Size Group: All Sizes

Items	Average of 45 Farms in Group			Average of 10 Most Profitable Farms		
	G.M. etc. per acre £	Per 100 Acres Farmed Acres	G.M. etc. £	G.M. etc. per acre £	Per 100 Acres Farmed Acres	G.M. etc. £
1 Wheat, winter	92.9	39.1	3633	112.5	39.7	4470
" spring	-	-	-	-	-	-
All Wheat	92.9	39.1	3633	112.5	39.7	4470
2 Barley	72.2	24.2	1749	81.7	24.3	1983
3 Oats	52.4	1.7	87	54.8	0.3	16
4 Rye/Mixed Corn	-	-	-	-	-	-
5 All Cereals	84.1	(65.0)	(5469)	100.6	(64.3)	(6469)
6 Beans, field	88.9	3.7	327	89.4	3.4	303
7 Peas, field	-	-	-	-	-	-
8 Potatoes	142.2	2.0	280	183.0	2.4	443
9 Sugar Beet	92.3	4.0	374	111.5	3.5	393
10 General Seeds	86.3	1.4	124	90.0	2.6	230
11 Beans/Peas	153.0	2.0	312	156.6	5.5	859
12 Roots	-	-	-	-	-	-
13 Brassicae	233.2	0.6	140	135.0	-	3
14 Soft Fruit	126.0	-	-	-	-	-
15 Bulbs, Etc.	-	-	-	-	-	-
16 Miscellaneous	97.5	0.7	69	-	-	-
17 All Grass Crops Sold	74.1	2.5	183	113.0	2.4	275
18 Land Let Off	9.7	1.4	13	-	-	-
19 Bare Fallow	-	1.2	-	-	0.3	-
20 ALL CASH CROPS	86.3	84.5	7291	106.3	84.4	8975
21 Dairy Cows	127.9	3.9	495	134.7	3.5	467
22 " Young Stock	6.2	1.8	11	24.2	1.1	28
23 All Dairy	89.6	5.7	506	107.3	4.6	495
24 Beef/Stores	40.2	6.0	241	43.3	8.2	355
25 All Cattle	64.2	11.7	747	66.4	12.8	850
26 Sheep	40.2	0.8	33	-	-	-
27 Horses	-	-	-	-	-	-
28 All Grazing Stock	62.6	12.5	780	66.4	12.8	850
29 Pigs (Per £100	(32.7)	-	340	(43.8)	0.1	822
30 Poultry gross output)	(23.3)	-	72	(-)	-	-
31 ALL LIVESTOCK	95.5	12.5	1192	x	12.9	1672
32 CROPS & LIVESTOCK	87.5	97.0	8483	109.4	97.3	10647
33 Add Miscel. Income	1.4	x	137	1.3	x	129
34 Forage c/f less b/f	x	(-0.4)	x	x	(-0.9)	x
35 Buildings, Waste, Etc.	x	3.4	x	x	3.6	x
36 GROSS MARGIN	86.2	100	8620	107.8	100	10776
<u>Fixed Costs</u>						
37 Labour	11.0		1098	9.5		954
38 Machinery and Power	13.0		1303	12.8		1275
39 Rent	9.1		913	8.7		874
40 Other Overheads	3.6		364	3.8		377
41 TOTAL FIXED COSTS	36.8	100	3678	34.8	100	3480
42 FARM INCOME	49.4	100	4942	73.0	100	7296
43 Average Size of Farms		346 acres			419 acres	
44 Current Exps.	56.9		5688	51.9		5189
45 Tenants Livestock	16.1		1615	15.7		1567
46 Capital Machinery	25.3		2528	28.6		2863
47 TOTAL	98.3		9831	96.2		9619

## GROSS MARGIN ANALYSIS

HARVEST YEAR 1973

Table 15

Farm Classification: All Types

District: No. 10 - Isle of Ely Fens

Farm Size Group: All Sizes

Items		Average of 47 Farms in Group			Average of 10 Most Profitable Farms		
		G.M. etc per acre £	Per 100 Acres Farmed Acres	G.M. etc. £	G.M. etc per acre £	Per 100 Acres Farmed Acres	G.M. etc. £
1	Wheat, winter	92.3	36.3	3350	94.3	32.7	3086
	" spring	79.2	0.7	57	75.2	1.0	74
	All Wheat	92.1	37.0	3407	94.0	33.7	3160
2	Barley	69.1	13.3	921	77.5	18.0	1392
3	Oats	58.1	0.7	38	55.0	1.1	62
4	Rye/Mixed Corn	-	-	-	-	-	-
5	All Cereals	85.6	(51.0)	(4366)	87.4	(52.8)	(4614)
6	Beans, field	99.4	0.7	66	-	-	-
7	Peas, field	-	-	-	-	-	-
8	Potatoes	192.1	15.0	2889	193.8	19.1	3701
9	Sugar Beet	98.6	19.6	1930	112.4	20.4	2293
10	General Seeds	31.9	0.2	5	31.9	1.1	35
11	Beans/Peas	126.8	3.4	436	139.8	1.8	252
12	Roots	228.3	1.6	367	327.3	0.3	89
13	Brassicae	-	-	-	-	-	-
14	Soft Fruit	290.0	-	2	290.0	-	13
15	Bulbs, Etc.	241.5	-	7	241.5	0.2	44
16	Miscellaneous	201.2	0.6	119	-	-	-
17	All Grass Crops Sold	17.4	0.4	7	9.0	0.1	1
18	Land Let Off	38.8	2.0	79	100.0	-	4
19	Bare Fallow	-	-	-	-	-	-
20	ALL CASH CROPS	108.6	94.5	10273	115.3	95.8	11046
21	Dairy Cows	123.2	0.2	24	-	-	-
22	" Young Stock	12.7	-	1	-	-	-
23	All Dairy	112.5	0.2	25	-	-	-
24	Beef/Stores	45.3	2.0	88	63.4	0.9	57
25	All Cattle	52.1	2.2	113	63.4	0.9	57
26	Sheep	-	-	-	-	-	-
27	Horses	-	-	-	-	-	-
28	All Grazing Stock	52.1	2.2	113	63.4	0.9	57
29	Pigs (Per £100	(21.8)	-	403	(37.0)	-	1575
30	Poultry gross output)	(34.9)	-	52	(42.3)	-	291
31	ALL LIVESTOCK	261.4	2.2	568	x	0.9	1923
32	CROPS & LIVESTOCK	112.1	96.7	10841	134.1	96.7	12969
33	Add Miscel. Income	1.6	x	157	2.1	x	206
34	Forage c/f less b/f	x	0.1	x	x	(-)0.2	x
35	Buildings, Waste, Etc.	x	3.2	x	x	3.5	x
36	GROSS MARGIN	110.0	100	10998	131.8	100	13175
Fixed Costs							
37	Labour	22.6		2257	15.2		1515
38	Machinery and Power	19.7		1969	21.0		2100
39	Rent	11.0		1102	11.1		1114
40	Other Overheads	6.4		642	6.3		625
41	TOTAL FIXED COSTS	59.7	100	5970	53.6	100	5354
42	FARM INCOME	50.3	100	5028	78.2	100	7821
43	Average Size of Farms		151 acres			111 acres	
44	Current Exps.	102.1		10206	91.0		9100
45	Tenant's Livestock	11.2		1124	13.7		1370
46	Capital Machinery	35.6		3556	44.0		4402
47	TOTAL	148.9		14886	148.7		14872

Table 16

Farm Classification: Fen Arable

Districts: Nos. 11 and R11 - Lincs (Holland)

Farm Size Group: All Sizes

Items	Average of 42 Farms in Group			Average of 10 Most Profitable Farms		
	G.M. etc per acre: £	Per 100 Acres Farmed Acres	G.M. etc. £	G.M. etc per acre: £	Per 100 Acres Farmed Acres	G.M. etc. £
1 Wheat, winter	94.5	33.5	3169	105.5	27.5	2901
2 " spring	80.8	0.1	8	-	-	-
3 All Wheat	94.5	33.6	3177	105.5	27.5	2901
4 Barley	70.1	10.3	722	86.1	7.0	600
5 Oats	59.5	0.3	17	57.9	1.0	59
6 Rye/Mixed Corn	-	-	-	-	-	-
7 All Cereals	88.6	(44.2)	(3916)	100.3	(35.5)	(3560)
8 Beans, field	74.9	1.1	85	-	-	-
9 Peas, field	-	-	-	-	-	-
10 Potatoes	164.5	11.8	1936	238.7	12.3	2936
11 Sugar Beet	116.8	10.0	1173	93.6	9.8	913
12 General Seeds	72.3	3.6	260	80.2	8.1	648
13 Beans/Peas	110.7	11.9	1314	128.4	9.3	1198
14 Roots	463.2	1.2	548	656.8	1.8	1165
15 Brassicae	179.5	4.1	739	252.2	13.8	3479
16 Soft Fruit	58.1	0.1	3	502.9	0.1	58
17 Bulbs, Etc.	268.8	2.4	632	458.2	2.7	1234
18 Miscellaneous	1251.7	0.1	121	1516.0	0.1	100
19 All Grass Crops Sold	35.9	1.9	68	95.4	1.0	100
20 Land Let Off	40.9	0.7	30	-	-	-
21 Bare Fallow	(-1.2)	1.0	(-1)	-	-	-
22 ALL CASH CROPS	115.0	94.1	10825	163.0	94.5	15391
23 Dairy Cows	-	-	-	-	-	-
24 " Young Stock	-	-	-	-	-	-
25 All Dairy	-	-	-	-	-	-
26 Beef/Stores	63.5	2.7	173	114.3	4.2	484
27 All Cattle	63.5	2.7	173	114.3	4.2	484
28 Sheep	43.2	0.6	23	-	-	-
29 Horses	-	-	-	-	-	-
30 All Grazing Stock	60.2	3.3	196	114.3	4.2	484
31 Pigs (Per £100)	(28.6)	-	142	(40.0)	-	938
32 Poultry gross output)	(4.5)	-	-	(-)	-	-
33 ALL LIVESTOCK	103.5	3.3	338	x	4.2	1422
34 CROPS & LIVESTOCK	114.6	97.4	11163	170.4	98.7	16813
35 Add Miscel. Income	1.5	x	152	0.9	x	93
36 Forage c/f less b/f	x	0.2	x	x	0.1	x
37 Buildings, Waste, Etc.	x	2.4	x	x	1.3	x
38 GROSS MARGIN	113.2	100	11315	169.1	100	16906
39 Fixed Costs						
40 Labour	26.7		2669	26.7		2666
41 Machinery and Power	18.4		1835	21.6		2159
42 Rent	14.9		1487	13.0		1296
43 Other Overheads	7.2		722	6.3		632
44 TOTAL FIXED COSTS	67.1	100	6713	67.5	100	6753
45 FARM INCOME	46.0	100	4602	101.5	100	10153
46 Average Size of Farms		289 acres			152 acres	
47 Current Exps.	125.9		12593	136.2		13621
48 Tenant's Livestock	7.1		709	14.8		1476
49 Capital Machinery	29.8		2976	39.8		3979
50 TOTAL	162.8		16278	190.8		19076



Table 17

## ANALYSIS OF "VARIABLE" COSTS

HARVEST YEAR 1973

HARVEST YEAR 1973		AVERAGES OF 314 "UPLAND" FARMS								AVERAGES OF 83 FEN FARMS								
		Farms Report- ing	Variable Costs per Acre						Farms Report- ing	Variable Costs per Acre								
			All Seeds	Ferts	Sprays and Dusts	Miscel. incl.Tpt. & Levies	Allocatable Con- tract	Cas. Labour		TOTAL	All Seeds	Ferts	Sprays and Dusts	Miscel. incl.Tpt. & Levies	Allocatable Con- tract	Cas. Labour	TOTAL	
		%	£	£	£	£	£	£	%	£	£	£	£	£	£	£	£	
1	Wheat, winter	89	4.0	7.2	4.1	-	0.2	-	15.5	99	4.8	2.6	2.7	0.1	1.0	-	11.2	1
	" spring	3	5.3	7.4	2.4	-	-	-	15.1	8	5.7	4.6	1.7	0.2	-	-	12.2	
	All Wheat	89	4.0	7.2	4.1	-	0.2	-	15.5	99	4.8	2.6	2.7	0.1	1.0	-	11.2	
2	Barley	88	3.9	5.9	2.6	0.1	0.1	-	12.6	84	4.5	3.4	2.4	0.1	0.5	-	10.9	2
3	Oats	33	4.0	5.9	1.5	-	-	-	11.4	13	5.2	3.8	2.7	-	-	-	11.7	3
4	Rye/Mixed Corn	1	3.6	3.6	1.0	-	-	-	8.2	0	-	-	-	-	-	-	-	4
5	All Cereals	96	3.9	6.6	3.4	0.1	0.2	-	14.2	100	4.7	2.8	2.6	0.1	0.9	-	11.1	5
6	Beans, field	39	3.9	1.1	3.0	-	0.9	-	8.9	13	5.9	0.2	3.2	-	0.7	-	10.0	6
7	Peas, field	4	9.9	2.8	6.9	0.3	2.8	-	22.7	0	-	-	-	-	-	-	-	7
8	Potatoes	27	31.5	21.4	9.7	13.0	2.2	20.6	98.4	96	29.8	22.2	9.8	9.1	10.0	16.2	97.1	8
9	Sugar Beet	53	4.9	16.5	6.4	11.2	2.4	3.0	44.4	94	6.2	15.9	5.9	9.0	2.4	4.9	44.3	9
10	General Seeds	10	2.6	8.3	2.1	-	1.3	0.2	14.5	16	0.5	7.9	3.7	0.6	1.6	-	14.3	10
11	Hortic	18	11.1	3.3	5.7	1.2	3.5	2.2	27.0	49	17.1	1.7	4.2	2.1	15.7	0.3	41.1	11
12		1	18.3	19.8	10.4	24.3	1.9	41.7	116.3	27	24.5	16.4	21.7	10.7	5.6	29.5	108.4	12
13		5	10.9	21.8	12.9	10.5	12.2	60.3	128.6	24	19.4	17.6	8.3	0.1	50.2	54.1	149.7	13
14		4	103.0	8.6	21.9	15.2	-	104.3	253.0	7	117.9	5.8	18.1	72.6	-	59.3	273.7	14
15		1	289.7	5.9	7.1	10.7	-	37.5	350.9	17	321.8	10.3	7.3	21.5	7.5	27.6	396.0	15
16	Miscellaneous	6	86.4	9.0	8.2	3.6	1.0	22.1	131.0	5	174.6	20.8	8.9	63.7	15.3	18.8	302.2	16
17	All Grass Crops Sold	37	2.3	4.3	1.0	1.2	0.2	-	9.0	7	2.4	2.2	0.3	0.1	2.0	-	6.9	17
18	Land Let Off	18	0.1	0.5	-	-	-	-	0.6	22	-	0.4	-	-	-	-	0.4	18
19	Bare Fallow	27	0.2	0.3	-	-	-	-	0.5	19	1.2	-	-	-	-	-	1.2	19
20	ALL CASH CROPS	97	5.4	7.2	3.8	1.3	0.6	1.2	19.5	100	15.6	8.1	4.7	3.5	5.3	5.4	42.6	20
		Variable Costs per Forage Acre USED								Variable Costs per Forage Acre USED								
		Concentrates						TOTAL	Concentrates						TOTAL			
		Bought	H-grown	All	Vet.AI Misc.	Cas. Labour	Forage only		Bought	H-grown	All	Vet. I Misc.	Cas. Labour	Forage only				
LIVESTOCK																		
21	Dairy Cows	20	59.9	9.9	69.8	10.1	-	11.1	91.0	1	10.7	7.3	18.0	5.9	-	2.6	26.5	21
22	" Young Stock	20	26.8	7.6	34.4	2.8	0.1	7.6	44.9	1	48.0	22.7	70.7	3.3	-	3.3	77.3	22
23	All Dairy	20	50.1	9.2	59.3	8.0	0.1	10.0	77.4	1	14.3	8.8	23.1	5.6	-	2.7	31.4	23
24	Beef/Stores	39	36.7	23.7	60.4	3.8	-	4.7	68.9	23	23.3	14.3	37.6	3.4	-	3.1	44.1	24
25	All Cattle	50	45.1	14.7	59.8	6.4	-	8.0	74.2	23	23.0	14.1	37.1	3.5	-	3.1	43.7	25
26	Sheep	7	11.1	5.5	16.6	3.9	0.3	5.2	26.0	2	4.6	2.5	7.1	0.8	-	2.6	10.5	26
27	Horses	1	17.9	5.7	23.6	23.8	-	5.0	52.4	0	-	-	-	-	-	-	-	27
28	All Grazing Stock	51	43.2	14.1	57.3	6.4	0.1	7.9	71.7	23	20.8	12.7	33.5	3.2	-	3.1	39.8	28
(Items per																		
29	Pigs £100 Gross	34	(55.3)	(12.7)	(68.0)	(1.9)	(0.0)	(0.0)	(69.9)	22	(55.4)	(18.5)	(73.9)	(2.2)	(0.0)	(0.0)	(76.1)	29
30	Poultry output)	19	(72.3)	(2.9)	(75.2)	(3.2)	(1.1)	(0.0)	(79.5)	6	(46.3)	(19.2)	(65.5)	(0.7)	(1.9)	(0.0)	(68.1)	30

Table 18

Farm Classification: All Types

District: All

Farm Size Group: All Sizes

Items		Average of 314 "Upland" Farms			Average of 83 Fenland Farms		
		G.M. etc per acre £	Per 100 Acres Acres	Per 100 Acres Farmed G.M. etc. £	G.M. etc per acre £	Per 100 Acres Acres	Per 100 Acres Farmed G.M. etc. £
1	Wheat, winter	88.4	34.4	3042	93.6	34.5	3235
	" spring	76.6	0.4	33	79.5	0.3	26
	All Wheat	88.2	34.8	3075	93.5	34.9	3261
2	Barley	70.4	25.3	1781	69.7	11.4	795
3	Oats	61.6	2.2	135	58.8	0.4	25
4	Rye/Mixed Corn	54.2	-	2	-	-	-
5	All Cereals	80.1	(62.3)	(4993)	87.4	(46.7)	(4081)
6	Beans, field	77.1	3.9	303	81.0	1.0	79
7	Peas, field	78.2	0.9	68	-	-	-
8	Potatoes	136.8	2.1	281	176.3	13.0	2287
9	Sugar Beet	101.6	6.1	618	107.1	13.5	1452
10	General Seeds	57.8	0.8	45	71.3	2.3	166
11	Beans/Peas	85.7	2.2	184	113.1	8.8	991
12	Roots	382.7	0.1	22	359.3	1.3	481
13	Brassicae	148.2	0.2	35	179.5	2.6	467
14	Soft Fruit	141.2	0.1	18	74.1	-	3
15	Bulbs, Etc.	3.9	-	-	268.6	1.5	401
16	Miscellaneous	89.0	0.3	29	430.7	0.3	120
17	All Grass Crops Sold	64.8	2.3	150	33.9	1.4	46
18	Land let off	12.3	1.1	13	39.6	1.2	48
19	Bare Fallow	(-0.5)	0.8	-	(-1.2)	0.7	(-1)
20	ALL CASH CROPS	81.3	83.2	6759	112.7	94.3	10621
21	Dairy Cows	116.7	5.5	646	123.2	0.1	9
22	" Young Stock	27.1	2.3	63	12.7	-	-
23	All Dairy	90.2	7.8	709	112.5	0.1	9
24	Beef/Stores	34.5	4.7	163	58.1	2.4	141
25	All Cattle	69.3	12.5	872	59.9	2.5	150
26	Sheep	34.9	0.7	23	43.2	0.4	15
27	Horses	73.1	0.1	6	-	-	-
28	All Grazing Stock	67.6	13.3	901	57.9	2.9	165
29	Pigs (per £100	(30.0)	0.1	567	(23.9)	-	238
30	Poultry gross output)	(20.5)	-	113	(31.9)	-	20
31	ALL LIVESTOCK	x	13.4	1581	x	2.9	423
32	CROPS & LIVESTOCK	86.4	96.6	8340	113.7	97.2	11044
33	Add Miscel. Income	2.3	x	226	1.5	x	154
34	Forage c/f less b/f	x	-	x	x	0.2	x
35	Buildings, Waste, Etc.	x	3.4	x	x	2.6	x
36	GROSS MARGIN	85.7	100	8566	112.0	100	11198
	Fixed Costs						
37	Labour	14.3		1430	25.2		2517
38	Machinery and Power	14.5		1450	18.8		1884
39	Rent	10.4		1044	13.5		1345
40	Other Overheads	4.8		479	6.9		693
41	TOTAL FIXED COSTS	44.0	100	4403	64.4	100	6439
42	FARM INCOME	41.6	100	4163	47.6	100	4759
43	Average Size of Farms		320 $\frac{1}{2}$ acres			231 $\frac{1}{4}$ acres	
44	Current Exps.	62.9		6285	117.1		11714
45	Tenant's Livestock	20.9		2095	8.6		862
46	Capital Machinery	23.7		2371	31.9		3190
47	TOTAL	107.5		10751	157.6		15766

TABLE 19

## Farming Capital Requirements and Return on Capital

Harvest Years 1972 and 1973

Type/ District	Year	Items per 100 Acres							Return on Capital
		Net Farm Income	Farmers Manual Labour	Manage- ment & c Income	Current Exps.	Live- stock	Implts Machy.	TOTAL	
<u>Up to 100 acres</u>		£	£	£	£	£	£	£	%
A, B, E & F Crops	1972	2563	1046	1517	5641	2086	2512	10239	14.8
& Mix L/Stock	1973	3875	1353	2522	6074	3064	2440	11578	21.8
C. Mainly	1972	4843	1296	3547	1749	7403	2458	11610	30.6
Dairying	1973	1020	1589	(569)	6562	8286	3231	18079	Negative
D. Pigs and	1972	4922	1203	3719	5976	5998	3248	15222	24.4
Poultry	1973	7753	1699	6054	8739	7414	3969	20122	30.1
All excl. Fen	1972	3866	1149	2717	5032	2773	4536	12341	22.0
Arable	1973	4212	1501	2711	6894	5467	3034	15395	17.6
G. Fen	1972	4294	1256	3038	11842	527	3636	16005	19.0
Arable	1973	6444	1952	4492	13550	386	4699	18635	24.1
<u>Over 100 acres</u>									
A. Mainly	1972	1694	102	1592	5111	372	1661	7144	22.3
Cereals	1973	4203	138	4065	5861	535	2075	8471	48.0
B. Mixed	1972	1757	113	1644	6715	515	2039	9269	17.7
Cropping	1973	4038	181	3857	8175	679	2521	11375	33.9
C. Mainly	1972	3030	161	2869	2777	4063	1878	8718	32.9
Dairying	1973	3279	218	3061	3562	5221	2286	11069	27.7
D. Pigs and	1972	3099	160	2939	5946	2011	2234	10191	28.8
Poultry	1973	5802	232	5570	6422	3023	2881	12326	45.2
EF. Mixed	1972	3397	108	3289	4225	4352	2030	10606	31.0
Livestock	1973	3366	146	3220	5458	6072	2330	13860	23.2
All excl. Fen	1972	2195	120	2075	5287	1888	1407	8582	24.2
Arable	1973	4203	174	4029	6303	2006	2369	10678	37.7
G. Fen	1972	2997	160	2837	10668	439	2341	13448	21.1
Arable	1973	4364	217	4147	11829	616	2965	15410	26.9
<u>All Size Groups</u>									
1. C. Norfolk	1972	1911	166	1745	6297	1332	2001	9630	18.1
	1973	3561	233	3328	7662	2021	2449	12132	27.4
3. C. Suffolk	1972	2410	134	2276	5504	1680	2171	9355	24.3
	1973	4461	196	4265	6477	2418	2576	11471	37.2
5. N. Essex	1972	2266	223	2043	5504	1110	2051	8665	23.6
	1973	5102	288	4814	6580	1483	2611	10674	45.1
6. S. Essex	1972	2127	93	2034	4844	1817	1781	8442	24.1
	1973	3580	132	3448	5783	2339	2061	10183	33.9
8. S. Cambs/ Herts	1972	2249	178	2071	4889	1563	1754	8206	25.2
	1973	3793	246	3547	5595	2424	2136	10155	34.9
9. W. Cambs/ Hunts	1972	2493	163	2330	4794	1377	1880	8051	28.9
	1973	4942	236	4706	5688	1615	2528	9831	47.9
All "Upland" Districts	1972	2234	153	2081	5295	1511	1933	8739	23.8
	1973	4163	214	3949	6285	2094	2371	10750	36.7
10. Isle of Ely	1972	4413	440	3973	8793	921	2795	12509	31.8
	1973	5028	559	4469	10206	1124	3556	14886	30.0
11. Lincs (Holland)	1972	2828	226	2602	11579	552	2383	14514	17.9
	1973	4602	312	4290	12593	710	2976	16279	26.4
All Fens	1972	3352	297	3055	10659	674	2519	13852	22.1
	1973	4759	403	4356	11714	862	3190	15766	27.6
All Farms	1972	2405	175	2230	6115	1383	2023	9521	23.4
	1973	4258	244	4014	7156	1897	2502	11555	34.7