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*Farm business Analyses (pd)*

WYE COLLEGE

(University of London)

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# Farm Business Statistics for South East England

Supplement for 1959-60

*Farm management statistics pt. 10*

*Wye College, School of rural  
economics & related studies*

DEPARTMENT OF AGRICULTURAL ECONOMICS

1961

FARM MANAGEMENT SURVEY REPORT No. X.

# **Farm Business Statistics for South East England**

Supplement for 1959-60

A reference book for use in problems of  
Farm Management

Copies of this bulletin may be obtained, price 2s. 0d. post free,  
from : The Secretary, Wye College, Ashford, Kent.

March, 1961

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### Introduction

This leaflet has been prepared to supplement and bring up-to-date the results published in the 1960 edition of 'Farm Business Statistics for South-East England'. It therefore contains an analysis of the results of upwards of 200 farms in Kent, Surrey and Sussex for the 1959-60 farming year.

Statistics of Output, Expenditure, Profitability and the Efficiency Standards have been prepared as in previous years and an analysis has been made for each of four milk-selling and non-milk selling groups of farms. Once again the number of records is sufficient to enable most of these groups to be further classified according to 1) size and 2) level of profitability over the last three years.

The basis of classification by type of farm is similar to that used in previous years and details of this and other methods are given in full in "Farm Business Statistics for South-East England" (1960).

Classification tables for current use are given overleaf. A section is also included indicating proposed future amendments to the method of analysis.

J. D. SYKES.

### Classification of Farms

Classification is by type of farm on the basis of the proportion of total standard output arising from:-

1. Milk
2. Cattle and/or Sheep
3. Pigs and/or Poultry
4. Crops

The results for farms of varying size are given first, followed by a comparison of high-profit and average-profit farms.

#### ALL MILK-SELLING FARMS

See Pages

#### Predominantly Milk

6 - 9

- over 60% Standard Output from Milk. No other enterprise, except cattle, over 20% of total.

#### Milk with Pigs and/or Poultry

10 - 13

- over 66% standard output from milk, pigs and/or poultry. Pigs and/or poultry at least 20% of total.

#### Milk with Arable

14 - 17

- over 66% of standard output milk and crops. Crops at least 20% of total.

#### Milk with Mixed Cropping and Stocking

18 - 21

- all other milk-selling farms.

## NON-MILK-SELLING FARMS

See pagesIntensive Arable

- over 5% acreage in hops, fruit and/or market garden crops.

Hops and Fruit - over 5% acreage in hops and fruit. 22 - 23

Fruit - over 5% acreage in fruit. No hops. 24 - 25

Market Garden - over 5% acreage in market garden crops. 26 - 27

Predominantly Arable 28 - 29

- over 45% Standard Output from Crops. Less than 5% acreage in hops, fruit or market garden crops.

Predominantly Livestock 30 - 31

- over 75% standard output from livestock.

Mainly Sheep and/or Cattle 32 - 33

- over 65% standard output from sheep and/or cattle.

Mixed Livestock 32 - 33

- between 35-65% standard output from sheep and/or cattle.

- and between 35-65% standard output from pigs and/or poultry.

Mixed Cropping and Stocking 34 - 35

- between 55-75% standard output from livestock.

## Type of Farm:

## PREDOMINANTLY MILK

|                                |          |          |          |
|--------------------------------|----------|----------|----------|
| No. Farms:                     | 8        | 16       | 14       |
| Size Range: (acres)            | under 75 | 75 - 150 | over 150 |
| Average Acreage                | 54½      | 106      | 247      |
| <u>RESULTS PER 100 ACRES</u>   |          |          |          |
| <u>OUTPUT</u>                  | <u>£</u> | <u>£</u> | <u>£</u> |
| Cattle                         | 394      | 590      | 584      |
| Sheep & Wool                   | -        | 41       | 59       |
| Pigs                           | 8        | 41       | 26       |
| Poultry & Eggs                 | 204      | 225      | 150      |
| Milk                           | 4237     | 3691     | 2974     |
| Total Livestock                | 4843     | 4588     | 3803     |
| Cereals                        | 262      | 187      | 403      |
| Roots & Mkt. Garden            | (-) 8    | (-) 16   | 11       |
| Hops & Fruit                   | 55       | 7        | 4        |
| Other Crops                    | 26       | 84       | (-) 28   |
| Total Crops                    | 335      | 262      | 390      |
| Miscellaneous                  | 378      | 235      | 194      |
| Total Output                   | 5556     | 5085     | 4387     |
| <u>Less</u> Feed Purchases     | 1490     | 1650     | 955      |
| " Seed "                       | 122      | 104      | 105      |
| Net Output                     | 3944     | 3331     | 3327     |
| <u>EXPENDITURE</u>             | <u>£</u> | <u>£</u> | <u>£</u> |
| Fertilizers                    | 304      | 270      | 297      |
| Rent & Rates                   | 383      | 286      | 304      |
| Power & Machinery              | 898      | 674      | 616      |
| Labour - Paid                  | 668      | 1061     | 1132     |
| Unpaid                         | 860      | 376      | 148      |
| Miscellaneous                  | 473      | 386      | 357      |
| Total Expenditure              | 3586     | 3153     | 2854     |
|                                | <u>£</u> | <u>£</u> | <u>£</u> |
| Management & Investment Income | 358      | 178      | 473      |
| Add Farmer & Wife's Labour     | 739      | 276      | 100      |
| Net Farm Income                | 1097     | 454      | 573      |
| Tenant's Capital               | £ 3849   | £ 4233   | £ 4024   |
| Return on Capital              | 9%       | 4%       | 12%      |

EFFICIENCY STANDARDS

|   | under 75<br>acres | 75-150<br>acres | over 150<br>acres |
|---|-------------------|-----------------|-------------------|
| System Index                                      | 119               | 114             | 96                |
| Farm Feed Acres per 100 acres                     | 98.5              | 94.9            | 97.1              |
| Livestock Units per 100 acres                     | 46.7              | 48.7            | 40.6              |
| Percentage of Intensive Livestock                 | 79.3              | 68.7            | 60.7              |
| Yield Index                                       | 108               | 104             | 110               |
| Livestock Yield Index                             | 107               | 103             | 109               |
| Crop Yield Index                                  | 96                | 103             | 98                |
| Milk Yield per Cow (gallons)                      | 767               | 756             | 831               |
| Milk Sales per Cow                                | £122              | £119            | £129              |
| Output per Productive L.S.U.                      | £105.9            | £94.5           | £94.9             |
| Forage Acres per Grazing L.S.U.                   | 2.29              | 2.06            | 2.17              |
| Farm Feed Acres per L.S.U.                        | 2.23              | 2.02            | 2.48              |
| Adj. Feed Acres Per L.S.U.                        | 3.21              | 3.06            | 3.24              |
| Util. Starch Equiv. per Farm Feed Acre (cwts)     | 11.3              | 11.4            | 11.4              |
| Livestock Output per Adj. Feed Acre               | £33.4             | £30.7           | £29.6             |
| Labour & Machinery Costs per £100 Net Output      | £64.5             | £67.3           | £57.8             |
| Labour Cost per 100 Man Work Units                | £161              | £164            | £173              |
| Work Units per Man                                | 286               | 270             | 257               |
| Power & Mach. Costs per 1000 Tractor Work Units:- | £                 | £               | £                 |
| Repairs & Insurance                               | 164               | 143             | 122               |
| Fuel & Electricity                                | 153               | 155             | 129               |
| Contractors' Charges                              | 164               | 68              | 51                |
| Depreciation                                      | 208               | 165             | 168               |
| Total   | 689               | 531             | 470               |
| Crops per 100 acres                               | acres             | acres           | acres             |
| Cereals   | 11                | 13              | 22                |
| Roots   | 6                 | 4               | 5                 |
| Hops & Fruit                                      | -                 | -               | -                 |
| Miscellaneous                                     | 1                 | 3               | 1                 |
| Grass   | 82                | 80              | 72                |
| Standard Output                                   | %                 | %               | %                 |
| Milk  | 81                | 73              | 66                |
| Sheep & Cattle                                    | 11                | 17              | 21                |
| Pigs & Poultry                                    | 4                 | 6               | 4                 |
| Crops   | 4                 | 4               | 9                 |

## Type of Farm:

## PREDOMINANTLY MILK

No. Farms:  
Size Range: (acres)  
Average Acreage

## ALL FARMS

38  
33-597 $\frac{3}{4}$   
147

HIGH PROFIT  
FARMS

9  
33-203 $\frac{1}{2}$   
112 $\frac{1}{2}$

RESULTS PER 100 ACRESOUTPUT

|                     | £     | £     |
|---------------------|-------|-------|
| Cattle              | 546   | 516   |
| Sheep & Wool        | 43    | 19    |
| Pigs                | 29    | 7     |
| Poultry & Eggs      | 193   | 152   |
| Milk                | 3542  | 3940  |
| Total Livestock     | 4353  | 4634  |
| Cereals             | 282   | 200   |
| Roots & Mkt. Garden | (-) 5 | (-) 6 |
| Hops & Fruit        | 16    | 3     |
| Other Crops         | 31    | 97    |
| Total Crops         | 324   | 294   |
| Miscellaneous       | 250   | 331   |
| Total Output        | 4927  | 5259  |
| Less Feed Purchases | 1360  | 1330  |
| " Seed "            | 108   | 86    |
| Net Output          | 3459  | 3843  |

EXPENDITURE

|                                | £    | £    |
|--------------------------------|------|------|
| Fertilizers                    | 287  | 338  |
| Rent & Rates                   | 313  | 297  |
| Power & Machinery              | 700  | 684  |
| Labour - Paid                  | 1004 | 929  |
| Unpaid                         | 394  | 462  |
| Miscellaneous                  | 436  | 464  |
| Total Expenditure              | 3134 | 3174 |
| Management & Investment Income | 325  | 669  |
| Add Farmer & Wife's Labour     | 309  | 449  |
| Net Farm Income                | 634  | 1118 |

Tenant's Capital  
Return on Capital

£ 4075  
8%

£ 3589  
19%

EFFICIENCY STANDARDS

|   | ALL FARMS | HIGH PROFIT FARMS |
|---|-----------|-------------------|
| System Index                                      | 108       | 111               |
| Farm Feed Acres per 100 acres                     | 96.5      | 95.0              |
| Livestock Units per 100 acres                     | 45.3      | 46.2              |
| Percentage of Intensive Livestock                 | 68.0      | 70.2              |
| Yield Index                                       | 107       | 113               |
| Livestock Yield Index                             | 106       | 113               |
| Crop Yield Index                                  | 100       | 117               |
| Milk Yield per Cow (gallons)                      | 786       | 836               |
| Milk Sales per Cow                                | £124      | £131              |
| Output per Productive L.S.U.                      | £97.0     | £102.3            |
| Forage Acres per Grazing L.S.U.                   | 2.15      | 2.18              |
| Farm Feed Acres per L.S.U.                        | 2.23      | 2.20              |
| Adj. Feed Acres Per L.S.U.                        | 3.16      | 3.10              |
| Util. Starch Equiv. per Farm Feed Acre (cwts)     | 11.4      | 12.3              |
| Livestock Output per Adj. Feed Acre               | £30.8     | £33.1             |
| Labour & Machinery Costs per £100 Net Output      | £63.2     | £53.7             |
| Labour Cost per 100 Man Work Units                | £167      | £157              |
| Work Units per Man                                | 269       | 293               |
| Power & Mach. Costs per 1000 Tractor Work Units:- | £         | £                 |
| Repairs & Insurance                               | 140       | 133               |
| Fuel & Electricity                                | 145       | 171               |
| Contractors' Charges                              | 82        | 75                |
| Depreciation                                      | 175       | 162               |
| Total   | 542       | 541               |
| Crops per 100 acres                               | acres     | acres             |
| Cereals   | 18        | 15                |
| Roots   | 5         | 6                 |
| Hops & Fruit                                      | -         | -                 |
| Miscellaneous                                     | 2         | 2                 |
| Grass   | 75        | 77                |
| Standard Output                                   | %         | %                 |
| Milk  | 72        | 76                |
| Sheep & Cattle                                    | 17        | 15                |
| Pigs & Poultry                                    | 5         | 4                 |
| Crops   | 6         | 5                 |

Type of Farm:

MILK, PIGS AND/OR POULTRY

No. Farms:

8

8

Size Range: (acres)

under 100

over 100

Average Acreage

57½

188½

RESULTS PER 100 ACRESOUTPUT

|                            | £    | £    |
|----------------------------|------|------|
| Cattle                     | 404  | 743  |
| Sheep & Wool               | 60   | 64   |
| Pigs                       | 2611 | 1832 |
| Poultry & Eggs             | 1555 | 999  |
| Milk                       | 4246 | 2922 |
| Total Livestock            | 8876 | 6560 |
| Cereals                    | 174  | 536  |
| Roots & Mkt. Garden        | 27   | 22   |
| Hops & Fruit               | 43   | 2    |
| Other Crops                | 170  | 54   |
| Total Crops                | 414  | 614  |
| Miscellaneous              | 381  | 300  |
| Total Output               | 9671 | 7474 |
| <u>Less</u> Feed Purchases | 4687 | 2916 |
| " Seed "                   | 142  | 184  |
| Net Output                 | 4842 | 4374 |

EXPENDITURE

|                                   | £    | £    |
|-----------------------------------|------|------|
| Fertilizers                       | 360  | 385  |
| Rent & Rates                      | 549  | 339  |
| Power & Machinery                 | 1045 | 852  |
| Labour - Paid                     | 899  | 1139 |
| Unpaid                            | 1142 | 255  |
| Miscellaneous                     | 628  | 533  |
| Total Expenditure                 | 4623 | 3503 |
| Management & Investment Income    | 219  | 871  |
| <u>Add</u> Farmer & Wife's Labour | 1063 | 194  |
| Net Farm Income                   | 1282 | 1065 |

Tenant's Capital  
Return on Capital

£ 7187  
3%

£ 5218  
17%

EFFICIENCY STANDARDS

|   | Under 100<br>acres | Over 100<br>acres |
|---|--------------------|-------------------|
| System Index                                      | 238                | 156               |
| Farm Feed Acres per 100 acres                     | 91.4               | 87.3              |
| Livestock Units per 100 acres                     | 104.8              | 62.1              |
| Percentage of Intensive Livestock                 | 75.6               | 80.2              |
| <br>Yield Index                                   | <br>103            | <br>112           |
| Livestock Yield Index                             | 103                | 114               |
| Crop Yield Index                                  | 120                | 94                |
| Milk Yield per Cow (gallons)                      | 773                | 823               |
| Milk Sales per Cow                                | £121               | £135              |
| Output per Productive L.S.U.                      | £92.6              | £105.5            |
| <br>Forage Acres per Grazing L.S.U.               | <br>1.96           | <br>2.43          |
| Farm Feed Acres per L.S.U.                        | 1.55               | 1.47              |
| Adj. Feed Acres Per L.S.U.                        | 3.00               | 2.90              |
| Util. Starch Equiv. per Farm Feed Acre (cwts)     | 18.3               | 12.2              |
| Livestock Output per Adj. Feed Acre               | £34.5              | £36.5             |
| <br>Labour & Machinery Costs per £100 Net Output  | <br>£72.1          | <br>£54.6         |
| Labour Cost per 100 Man Work Units                | £144               | £145              |
| Work Units per Man                                | 345                | 296               |
| Power & Mach. Costs per 1000 Tractor Work Units:- | £                  | £                 |
| Repairs & Insurance                               | 155                | 173               |
| Fuel & Electricity                                | 189                | 160               |
| Contractors' Charges                              | 78                 | 42                |
| Depreciation                                      | 207                | 269               |
| Total   | 629                | 644               |
| <br>Crops per 100 acres                           | <br>acres          | <br>acres         |
| Cereals   | 19                 | 24                |
| Roots   | 5                  | 4                 |
| Hops & Fruit                                      | 1                  | -                 |
| Miscellaneous                                     | 73                 | 70                |
| Grass   |                    |                   |
| <br>Standard Output                               | <br>%              | <br>%             |
| Milk  | 45                 | 40                |
| Sheep & Cattle                                    | 11                 | 10                |
| Pigs & Poultry                                    | 38                 | 41                |
| Crops   | 6                  | 9                 |

## Type of Farm:

## MILK, PIGS AND/OR POULTRY

|                     | ALL FARMS | HIGH PROFIT FARMS |
|---------------------|-----------|-------------------|
| No. Farms:          | 16        | 5                 |
| Size Range: (acres) | 21½-322½  | 21½-322½          |
| Average Acreage     | 123       | 140               |

RESULTS PER 100 ACRESOUTPUT

|                 | £    | £     |
|-----------------|------|-------|
| Cattle          | 574  | 880   |
| Sheep & Wool    | 62   | 19    |
| Pigs            | 2221 | 5111  |
| Poultry & Eggs  | 1277 | 561   |
| Milk            | 3584 | 3877  |
| Total Livestock | 7718 | 10448 |

|                     |     |     |
|---------------------|-----|-----|
| Cereals             | 355 | 339 |
| Roots & Mkt. Garden | 24  | 72  |
| Hops & Fruit        | 23  | 4   |
| Other Crops         | 112 | 23  |
| Total Crops         | 514 | 438 |

|               |      |       |
|---------------|------|-------|
| Miscellaneous | 340  | 361   |
| Total Output  | 8572 | 11247 |

|                     |      |      |
|---------------------|------|------|
| Less Feed Purchases | 3802 | 4885 |
| " Seed "            | 163  | 162  |
| Net Output          | 4607 | 6200 |

EXPENDITURE

|                   |      |      |
|-------------------|------|------|
| Fertilizers       | 372  | 389  |
| Rent & Rates      | 444  | 574  |
| Power & Machinery | 949  | 1072 |
| Labour - Paid     | 1019 | 1204 |
| Unpaid            | 698  | 800  |
| Miscellaneous     | 580  | 631  |
| Total Expenditure | 4062 | 4670 |

|                                |      |      |
|--------------------------------|------|------|
| Management & Investment Income | 545  | 1530 |
| Add Farmer & Wife's Labour     | 628  | 617  |
| Net Farm Income                | 1173 | 2147 |

|                   |        |        |
|-------------------|--------|--------|
| Tenant's Capital  | £ 6202 | £ 7919 |
| Return on Capital | 9%     | 19%    |

EFFICIENCY STANDARDS

|   | ALL FARMS | HIGH PROFIT FARMS |
|---|-----------|-------------------|
| System Index                                      | 197       | 268               |
| Farm Feed Acres per 100 acres                     | 89.3      | 87.7              |
| Livestock Units per 100 acres                     | 83.5      | 115.5             |
| Percentage of Intensive Livestock                 | 77.9      | 82.9              |
| Yield Index                                       | 107       | 110               |
| Livestock Yield Index                             | 109       | 113               |
| Crop Yield Index                                  | 107       | 139               |
| Milk Yield per Cow (gallons)                      | 798       | 876               |
| Milk Sales per Cow                                | £128      | £136              |
| Output per Productive L.S.U.                      | £99.0     | £98.8             |
| Forage Acres per Grazing L.S.U.                   | 2.20      | 1.97              |
| Farm Feed Acres per L.S.U.                        | 1.51      | 1.61              |
| Adj. Feed Acres Per L.S.U.                        | 2.95      | 2.49              |
| Util. Starch Equiv. per Farm Feed Acre (cwts)     | 15.3      | 24.7              |
| Livestock Output per Adj. Feed Acre               | £35.5     | £41.1             |
| Labour & Machinery Costs per £100 Net Output      | £63.3     | £50.9             |
| Labour Cost per 100 Man Work Units                | £145      | £141              |
| Work Units per Man                                | 321       | 306               |
| Power & Mach. Costs per 1000 Tractor Work Units:- | £         | £                 |
| Repairs & Insurance                               | 164       | 190               |
| Fuel & Electricity                                | 174       | 174               |
| Contractors' Charges                              | 60        | 38                |
| Depreciation                                      | 238       | 283               |
| Total   | 636       | 685               |
| Crops per 100 acres                               | acres     | acres             |
| Cereals   | 23        | 21                |
| Roots   | 4         | 3                 |
| Hops & Fruit                                      | -         | -                 |
| Miscellaneous                                     | 2         | 2                 |
| Grass   | 71        | 74                |
| Standard Output                                   | %         | %                 |
| Milk  | 42        | 35                |
| Sheep & Cattle                                    | 11        | 10                |
| Pigs & Poultry                                    | 40        | 48                |
| Crops   | 7         | 7                 |

Type of Farm:

MILK WITH ARABLE

|                     |                   |                   |                   |
|---------------------|-------------------|-------------------|-------------------|
| No. Farms:          | 13                | 15                | 13                |
| Size Range: (acres) | under 200         | 200-450           | over 450          |
| Average Acreage     | 140 $\frac{1}{2}$ | 306 $\frac{1}{2}$ | 668 $\frac{1}{2}$ |

RESULTS PER 100 ACRES

| <u>OUTPUT</u>                      | <u>£</u>       | <u>£</u>       | <u>£</u>       |
|------------------------------------|----------------|----------------|----------------|
| Cattle                             | 482            | 426            | 346            |
| Sheep & Wool                       | 111            | 149            | 208            |
| Pigs                               | 32             | 55             | 159            |
| Poultry & Eggs                     | 138            | 70             | 195            |
| Milk                               | <u>2261</u>    | <u>1793</u>    | <u>1150</u>    |
| Total Livestock                    | 3024           | 2493           | 2058           |
| <br>Cereals                        | <br>1029       | <br>1264       | <br>1624       |
| Roots & Mkt. Garden                | 194            | 406            | 437            |
| Hops & Fruit                       | 168            | 4              | 139            |
| Other Crops                        | <u>59</u>      | <u>123</u>     | <u>69</u>      |
| Total Crops                        | 1450           | 1797           | 2269           |
| <br>Miscellaneous                  | <br><u>211</u> | <br><u>216</u> | <br><u>149</u> |
| Total Output                       | 4685           | 4506           | 4476           |
| <br><u>Less</u> Feed Purchases     | <br>824        | <br>583        | <br>666        |
| " Seed "                           | <u>196</u>     | <u>182</u>     | <u>186</u>     |
| Net Output                         | <u>3665</u>    | <u>3741</u>    | <u>3624</u>    |
| <br><u>EXPENDITURE</u>             | <br><u>£</u>   | <br><u>£</u>   | <br><u>£</u>   |
| Fertilizers                        | 419            | 317            | 371            |
| Rent & Rates                       | 348            | 292            | 300            |
| Power & Machinery                  | 866            | 769            | 601            |
| Labour - Paid                      | 1249           | 1077           | 1141           |
| Unpaid                             | 249            | 78             | 35             |
| Miscellaneous                      | <u>444</u>     | <u>383</u>     | <u>314</u>     |
| Total Expenditure                  | <u>3575</u>    | <u>2916</u>    | <u>2765</u>    |
| <br>Management & Investment Income | <br>90         | <br>825        | <br>859        |
| Add Farmer & Wife's Labour         | 214            | 69             | 24             |
| Net Farm Income                    | 304            | 894            | 883            |
| <br>Tenant's Capital               | <br>£ 3964     | <br>£ 4085     | <br>£ 3976     |
| Return on Capital                  | 2%             | 20%            | 22%            |

EFFICIENCY STANDARDS

|   | Under 200<br>acres | 200-450<br>acres | over 450<br>acres |
|---|--------------------|------------------|-------------------|
| System Index                                      | 103                | 101              | 100               |
| Farm Feed Acres per 100 acres                     | 70.8               | 63.9             | 60.2              |
| Livestock Units per 100 acres                     | 32.3               | 31.2             | 30.8              |
| Percentage of Intensive Livestock                 | 61.9               | 51.8             | 43.3              |
| Yield Index                                       | 109                | 106              | 106               |
| Livestock Yield Index                             | 110                | 103              | 91                |
| Crop Yield Index                                  | 104                | 116              | 125               |
| Milk Yield per Cow (gallons)                      | 830                | 790              | 754               |
| Milk Sales per Cow                                | £128               | £132             | £112              |
| Output per Productive L.S.U.                      | £95.3              | £83.1            | £66.7             |
| Forage Acres per Grazing L.S.U.                   | 2.07               | 1.95             | 1.99              |
| Farm Feed Acres per L.S.U.                        | 2.25               | 2.08             | 2.02              |
| Adj. Feed Acres Per L.S.U.                        | 3.04               | 2.72             | 2.64              |
| Util. Starch Equiv. per Farm Feed Acre (cwts)     | 12.3               | 14.3             | 14.0              |
| Livestock Output per Adj. Feed Acre               | £31.0              | £31.2            | £25.5             |
| Labour & Machinery Costs per £100 Net Output      | £65.2              | £51.7            | £50.6             |
| Labour Cost per 100 Man Work Units                | £203               | £164             | £188              |
| Work Units per Man                                | 222                | 273              | 238               |
| Power & Mach. Costs per 1000 Tractor Work Units:- | £                  | £                | £                 |
| Repairs & Insurance                               | 193                | 172              | 152               |
| Fuel & Electricity                                | 151                | 131              | 112               |
| Contractors' Charges                              | 93                 | 46               | 26                |
| Depreciation                                      | 184                | 204              | 136               |
| Total   | 621                | 553              | 426               |
| Crops per 100 acres                               | acres              | acres            | acres             |
| Cereals   | 38                 | 38               | 39                |
| Roots   | 7                  | 10               | 7                 |
| Hops & Fruit                                      | 1                  | -                | 1                 |
| Miscellaneous                                     | 1                  | 1                | 1                 |
| Grass   | 53                 | 51               | 52                |
|   | %                  | %                | %                 |
| Standard Output                                   |                    |                  |                   |
| Milk  | 47                 | 40               | 28                |
| Sheep & Cattle                                    | 15                 | 19               | 21                |
| Pigs & Poultry                                    | 5                  | 2                | 7                 |
| Crops   | 33                 | 39               | 44                |

## Type of Farm:

## MILK WITH ARABLE

|                     | ALL FARMS | HIGH PROFIT FARMS |
|---------------------|-----------|-------------------|
| No. Farms:          | 41        | 10                |
| Size Range: (acres) | 100-1170  | 218½-713          |
| Average Acreage     | 368½      | 451½              |

RESULTS PER 100 ACRESOUTPUT

|                            | £           | £           |
|----------------------------|-------------|-------------|
| Cattle                     | 419         | 509         |
| Sheep & Wool               | 155         | 128         |
| Pigs                       | 81          | 111         |
| Poultry & Eggs             | 131         | 222         |
| Milk                       | <u>1737</u> | <u>1854</u> |
| Total Livestock            | 2523        | 2824        |
| Cereals                    | 1304        | 1555        |
| Roots & Mkt. Garden        | 349         | 359         |
| Hops & Fruit               | 99          | -           |
| Other Crops                | 86          | <u>142</u>  |
| Total Crops                | 1838        | 2056        |
| Miscellaneous              | <u>193</u>  | <u>162</u>  |
| Total Output               | 4554        | 5042        |
| <u>Less</u> Feed Purchases | 686         | 801         |
| " Seed "                   | <u>188</u>  | <u>213</u>  |
| Net Output                 | <u>3680</u> | <u>4028</u> |

EXPENDITURE

|                                | £           | £           |
|--------------------------------|-------------|-------------|
| Fertilizers                    | 366         | 360         |
| Rent & Rates                   | 312         | 256         |
| Power & Machinery              | 746         | 705         |
| Labour - Paid                  | 1153        | 1018        |
| Unpaid                         | 119         | 65          |
| Miscellaneous                  | <u>381</u>  | <u>308</u>  |
| Total Expenditure              | <u>3077</u> | <u>2712</u> |
|                                | £           | £           |
| Management & Investment Income | 603         | 1316        |
| Add Farmer & Wife's Labour     | 100         | 61          |
| Net Farm Income                | 703         | 1377        |

|                   |        |        |
|-------------------|--------|--------|
| Tenant's Capital  | £ 4012 | £ 4203 |
| Return on Capital | 15%    | 31%    |

EFFICIENCY STANDARDS

|   | ALL FARMS | HIGH PROFIT FARMS |
|---|-----------|-------------------|
| System Index                                      | 101       | 107               |
| Farm Feed Acres per 100 acres                     | 64.9      | 58.6              |
| Livestock Units per 100 acres                     | 31.4      | 31.8              |
| Percentage of Intensive Livestock                 | 52.3      | 53.1              |
| Yield Index                                       | 107       | 113               |
| Livestock Yield Index                             | 101       | 111               |
| Crop Yield Index                                  | 115       | 119               |
| Milk Yield per Cow (gallons)                      | 791       | 876               |
| Milk Sales per Cow                                | £121      | £132              |
| Output per Productive L.S.U.                      | £81.8     | £90.4             |
| Forage Acres per Grazing L.S.U.                   | 2.00      | 1.95              |
| Farm Feed Acres per L.S.U.                        | 2.11      | 1.85              |
| Adj. Feed Acres Per L.S.U.                        | 2.80      | 2.64              |
| Util. Starch Equiv. per Farm Feed Acre (cwts)     | 13.6      | 15.1              |
| Livestock Output per Adj. Feed Acre               | £29.3     | £35.0             |
| Labour & Machinery Costs per £100 Net Output      | £55.6     | £44.1             |
| Labour Cost per 100 Man Work Units                | £184      | £161              |
| Work Units per Man                                | 246       | 272               |
| Power & Mach. Costs per 1000 Tractor Work Units:- | £         | £                 |
| Repairs & Insurance                               | 172       | 151               |
| Fuel & Electricity                                | 131       | 126               |
| Contractors' Charges                              | 55        | 14                |
| Depreciation                                      | 176       | 209               |
| Total   | 534       | 500               |
| Crops per 100 acres                               | acres     | acres             |
| Cereals   | 38        | 37                |
| Roots   | 8         | 8                 |
| Hops & Fruit                                      | 1         | -                 |
| Miscellaneous                                     | 1         | 1                 |
| Grass   | 52        | 54                |
| Standard Output                                   | %         | %                 |
| Milk  | 38        | 35                |
| Sheep & Cattle                                    | 18        | 18                |
| Pigs & Poultry                                    | 5         | 7                 |
| Crops   | 39        | 40                |

Type of Farm:

## MILK WITH MIXED CROPS AND LIVESTOCK

No. Farms:

12

Size Range: (acres)

under 250

7

over 250

Average Acreage

171

560

RESULTS PER 100 ACRESOUTPUT

|                     | £           | £           |
|---------------------|-------------|-------------|
| Cattle              | 539         | 579         |
| Sheep & Wool        | 345         | 290         |
| Pigs                | 427         | 362         |
| Poultry & Eggs      | 441         | 90          |
| Milk                | <u>1942</u> | <u>1325</u> |
| Total Livestock     | 3694        | 2646        |
| Cereals             | 611         | 707         |
| Roots & Mkt. Garden | 122         | 97          |
| Hops & Fruit        | 1           | -           |
| Other Crops         | <u>15</u>   | <u>48</u>   |
| Total Crops         | 749         | 852         |
| Miscellaneous       | <u>294</u>  | <u>173</u>  |
| Total Output        | 4737        | 3671        |
| Less Feed Purchases | 1215        | 593         |
| " Seed "            | <u>184</u>  | <u>129</u>  |
| Net Output          | <u>3338</u> | <u>2949</u> |

EXPENDITURE

|                                | £           | £           |
|--------------------------------|-------------|-------------|
| Fertilizers                    | 326         | 267         |
| Rent & Rates                   | 316         | 238         |
| Power & Machinery              | 745         | 519         |
| Labour - Paid                  | 1014        | 902         |
| Unpaid                         | 247         | 75          |
| Miscellaneous                  | <u>411</u>  | <u>220</u>  |
| Total Expenditure              | <u>3059</u> | <u>2221</u> |
| Management & Investment Income | £ 279       | £ 728       |
| Add Farmer & Wife's Labour     | 234         | 40          |
| Net Farm Income                | 513         | 768         |

Tenant's Capital  
Return on Capital

£ 4242  
7%

£ 3518  
21%

EFFICIENCY STANDARDS

|   | Under 250<br>acres | Over 250<br>acres |
|---|--------------------|-------------------|
| System Index                                      | 109                | 86                |
| Farm Feed Acres per 100 acres                     | 83.3               | 83.1              |
| Livestock Units per 100 acres                     | 49.3               | 37.4              |
| Percentage of Intensive Livestock                 | 50.3               | 43.8              |
| <br>Yield Index                                   | <br>102            | <br>101           |
| Livestock Yield Index                             | 100                | 98                |
| Crop Yield Index                                  | 104                | 109               |
| Milk Yield per Cow (gallons)                      | 793                | 776               |
| Milk Sales per Cow                                | £121               | £112              |
| Output per Productive L.S.U.                      | £76.8              | £71.8             |
| <br>Forage Acres per Grazing L.S.U.               | <br>1.83           | <br>2.22          |
| Farm Feed Acres per L.S.U.                        | 1.74               | 2.24              |
| Adj. Feed Acres Per L.S.U.                        | 2.51               | 2.70              |
| Util. Starch Equiv. per Farm Feed Acre (cwts)     | 16.2               | 13.5              |
| Livestock Output per Adj. Feed Acre               | £30.3              | £26.1             |
| <br>Labour & Machinery Costs per £100 Net Output  | <br>£61.2          | <br>£51.2         |
| Labour Cost per 100 Man Work Units                | £165               | £171              |
| Work Units per Man                                | 269                | 254               |
| Power & Mach. Costs per 1000 Tractor Work Units:- | £                  | £                 |
| Repairs & Insurance                               | 132                | 165               |
| Fuel & Electricity                                | 117                | 96                |
| Contractors' Charges                              | 83                 | 18                |
| Depreciation                                      | 228                | 139               |
| Total   | <u>560</u>         | <u>418</u>        |
| <br>Crops per 100 acres                           | <br>acres          | <br>acres         |
| Cereals   | 27                 | 29                |
| Roots   | 5                  | 4                 |
| Hops & Fruit                                      | -                  | -                 |
| Miscellaneous                                     | 1                  | 1                 |
| Grass   | 67                 | 66                |
| <br>Standard Output                               | <br>%              | <br>%             |
| Milk  | 42                 | 37                |
| Sheep & Cattle                                    | 26                 | 29                |
| Pigs & Poultry                                    | 17                 | 12                |
| Crops   | 15                 | 22                |

Type of Farm:

## MILK WITH MIXED CROPS AND LIVESTOCK

|                     | ALL FARMS              | HIGH PROFIT FARMS     |
|---------------------|------------------------|-----------------------|
| No. Farms:          | 19                     | 5                     |
| Size Range: (acres) | 67 $\frac{1}{2}$ -1248 | 67 $\frac{1}{2}$ -594 |
| Average Acreage     | 314 $\frac{1}{2}$      | 264 $\frac{3}{4}$     |

RESULTS PER 100 ACRES

| <u>OUTPUT</u>                  | £           | £           |
|--------------------------------|-------------|-------------|
| Cattle                         | 554         | 557         |
| Sheep & Wool                   | 325         | 283         |
| Pigs                           | 403         | 747         |
| Poultry & Eggs                 | 312         | 576         |
| Milk                           | <u>1714</u> | <u>1813</u> |
| Total Livestock                | 3308        | 3976        |
| <br>Cereals                    | 647         | 708         |
| Roots & Mkt. Garden            | 113         | 189         |
| Hops & Fruit                   | -           | -           |
| Other Crops                    | <u>27</u>   | <u>31</u>   |
| Total Crops                    | 787         | 928         |
| <br>Miscellaneous              | <u>249</u>  | <u>373</u>  |
| Total Output                   | 4344        | 5277        |
| <br><u>Less</u> Feed Purchases | 986         | 1169        |
| " Seed "                       | <u>163</u>  | <u>210</u>  |
| Net Output                     | <u>3195</u> | <u>3898</u> |

EXPENDITURE

|                                    | £          | £          |
|------------------------------------|------------|------------|
| Fertilizers                        | 305        | 296        |
| Rent & Rates                       | 287        | 250        |
| Power & Machinery                  | 662        | 797        |
| Labour - Paid                      | 972        | 1059       |
| Unpaid                             | 184        | 219        |
| Miscellaneous                      | <u>340</u> | <u>433</u> |
| Total Expenditure                  | 2750       | 3054       |
| <br>Management & Investment Income | £ 445      | £ 844      |
| Add Farmer & Wife's Labour         | 163        | 185        |
| Net Farm Income                    | 608        | 1029       |

|                   |        |        |
|-------------------|--------|--------|
| Tenant's Capital  | £ 3975 | £ 4687 |
| Return on Capital | 11%    | 18%    |

EFFICIENCY STANDARDS

|   | ALL FARMS  | HIGH PROFIT FARMS |
|---|------------|-------------------|
| System Index                                      | 101        | 117               |
| Farm Feed Acres per 100 acres                     | 83.2       | 84.0              |
| Livestock Units per 100 acres                     | 44.9       | 52.2              |
| Percentage of Intensive Livestock                 | 47.9       | 52.8              |
| <br>Yield Index                                   | <br>101    | <br>102           |
| Livestock Yield Index                             | 99         | 101               |
| Crop Yield Index                                  | 106        | 100               |
| Milk Yield per Cow (gallons)                      | 787        | 769               |
| Milk Sales per Cow                                | £118       | £114              |
| Output per Productive L.S.U.                      | £75.0      | £77.7             |
| <br>Forage Acres per Grazing L.S.U.               | <br>1.97   | <br>1.86          |
| Farm Feed Acres per L.S.U.                        | 1.92       | 1.77              |
| Adj. Feed Acres Per L.S.U.                        | 2.58       | 2.44              |
| Util. Starch Equiv. per Farm Feed Acre (cwts)     | 15.2       | 16.8              |
| Livestock Output per Adj. Feed Acre               | £28.7      | £31.8             |
| <br>Labour & Machinery Costs per £100 Net Output  | <br>£57.5  | <br>£53.1         |
| Labour Cost per 100 Man Work Units                | £167       | £159              |
| Work Units per Man                                | 263        | 274               |
| Power & Mach. Costs per 1000 Tractor Work Units:- | £          | £                 |
| Repairs & Insurance                               | 145        | 151               |
| Fuel & Electricity                                | 109        | 128               |
| Contractors' Charges                              | 59         | 40                |
| Depreciation                                      | 195        | 247               |
| Total   | <u>508</u> | <u>566</u>        |
| <br>Crops per 100 acres                           | <br>acres  | <br>acres         |
| Cereals   | 28         | 31                |
| Roots   | 5          | 6                 |
| Hops & Fruit                                      | -          | -                 |
| Miscellaneous                                     | 1          | -                 |
| Grass   | 66         | 63                |
| <br>Standard Output                               | <br>%      | <br>%             |
| Milk  | 40         | 39                |
| Sheep & Cattle                                    | 28         | 25                |
| Pigs & Poultry                                    | 15         | 19                |
| Crops   | 17         | 17                |

## Type of Farm:

## INTENSIVE ARABLE - HOPS AND FRUIT

|                     | ALL FARMS                           | HIGH PROFIT FARMS                   |
|---------------------|-------------------------------------|-------------------------------------|
| No. Farms:          | 10                                  | 4                                   |
| Size Range: (acres) | 35 <sup>1</sup> / <sub>2</sub> -340 | 55 <sup>1</sup> / <sub>2</sub> -204 |
| Average Acreage     | 160                                 | 142                                 |

RESULTS PER 100 ACRESOUTPUT

|                 | £    | £    |
|-----------------|------|------|
| Cattle          | 517  | 530  |
| Sheep & Wool    | 481  | 419  |
| Pigs            | 493  | 448  |
| Poultry & Eggs  | 207  | 85   |
| Milk            | -    | -    |
| Total Livestock | 1698 | 1482 |

|                     |      |       |
|---------------------|------|-------|
| Cereals             | 754  | 810   |
| Roots & Mkt. Garden | 222  | (-) 6 |
| Hops & Fruit        | 3400 | 3034  |
| Other Crops         | 9    | 81    |
| Total Crops         | 4385 | 3919  |

|               |      |      |
|---------------|------|------|
| Miscellaneous | 342  | 327  |
| Total Output  | 6425 | 5728 |

|                            |      |      |
|----------------------------|------|------|
| <u>Less</u> Feed Purchases | 783  | 614  |
| " Seed "                   | 214  | 141  |
| Net Output                 | 5428 | 4973 |

EXPENDITURE

|                   | £    | £    |
|-------------------|------|------|
| Fertilizers       | 396  | 347  |
| Rent & Rates      | 371  | 271  |
| Power & Machinery | 1036 | 1017 |
| Labour - Paid     | 2240 | 1568 |
| Unpaid            | 332  | 330  |
| Miscellaneous     | 826  | 663  |
| Total Expenditure | 5201 | 4196 |

|                                | £   | £    |
|--------------------------------|-----|------|
| Management & Investment Income | 227 | 777  |
| Add Farmer & Wife's Labour     | 280 | 288  |
| Net Farm Income                | 507 | 1065 |

|                   |        |        |
|-------------------|--------|--------|
| Tenant's Capital  | £ 4924 | £ 4286 |
| Return on Capital | 5%     | 18%    |

EFFICIENCY STANDARDS

|   | ALL FARMS | HIGH PROFIT FARMS |
|---|-----------|-------------------|
| System Index                                      | 185       | 148               |
| Farm Feed Acres per 100 acres                     | 58.2      | 55.9              |
| Livestock Units per 100 acres                     | 44.6      | 39.7              |
| Percentage of Intensive Livestock                 | 15.4      | 11.6              |
| Yield Index                                       | 84        | 92                |
| Livestock Yield Index                             | 74        | 75                |
| Crop Yield Index                                  | 88        | 99                |
| Milk Yield per Cow (gallons)                      | -         | -                 |
| Milk Sales per Cow                                | -         | -                 |
| Output per Productive L.S.U.                      | £36.9     | £35.8             |
| Forage Acres per Grazing L.S.U.                   | 1.53      | 1.55              |
| Farm Feed Acres per L.S.U.                        | 1.47      | 1.49              |
| Adj. Feed Acres Per L.S.U.                        | 1.95      | 1.91              |
| Util. Starch Equiv. per Farm Feed Acre (cwts)     | 21.6      | 21.1              |
| Livestock Output per Adj. Feed Acre               | £19.5     | £18.8             |
| Labour & Machinery Costs per £100 Net Output      | £65.4     | £57.7             |
| Labour Cost per 100 Man Work Units                | £144      | £146              |
| Work Units per Man                                | 308       | 314               |
| Power & Mach. Costs per 1000 Tractor Work Units:- | £         | £                 |
| Repairs & Insurance                               | 92        | 82                |
| Fuel & Electricity                                | 127       | 135               |
| Contractors' Charges                              | 64        | 93                |
| Depreciation                                      | 130       | 185               |
| Total   | 413       | 495               |
| Crops per 100 acres                               | acres     | acres             |
| Cereals   | 25        | 26                |
| Roots   | 8         | 2                 |
| Hops & Fruit                                      | 19        | 18                |
| Miscellaneous                                     | 2         | 2                 |
| Grass   | 46        | 52                |
| Standard Output                                   | %         | %                 |
| Milk  | -         | -                 |
| Sheep & Cattle                                    | 23        | 27                |
| Pigs & Poultry                                    | 8         | 7                 |
| Crops   | 69        | 66                |

| Type of Farm:                  | INTENSIVE ARABLE - FRUIT |                     |
|--------------------------------|--------------------------|---------------------|
|                                | ALL FARMS                | HIGH PROFIT FARMS   |
| No. Farms:                     | 10                       | 4                   |
| Size Range: (acres)            | 20 $\frac{1}{2}$ -229    | 44-98 $\frac{1}{2}$ |
| Average Acreage                | 107                      | 72 $\frac{1}{2}$    |
| <u>RESULTS PER 100 ACRES</u>   |                          |                     |
| <u>OUTPUT</u>                  | £                        | £                   |
| Cattle                         | 187                      | -                   |
| Sheep & Wool                   | 248                      | 156                 |
| Pigs                           | 378                      | 524                 |
| Poultry & Eggs                 | 1127                     | 1777                |
| Milk                           | -                        | -                   |
| Total Livestock                | 1940                     | 2457                |
| Cereals                        | 569                      | 566                 |
| Roots & Mkt. Garden            | 2165                     | 3480                |
| Hops & Fruit                   | 11138                    | 12636               |
| Other Crops                    | 2                        | (-) 29              |
| Total Crops                    | 13874                    | 16653               |
| Miscellaneous                  | 548                      | 498                 |
| Total Output                   | 16362                    | 19608               |
| <u>Less</u> Feed Purchases     | 1238                     | 1806                |
| " Seed "                       | 321                      | 668                 |
| Net Output                     | 14803                    | 17134               |
| <u>EXPENDITURE</u>             | £                        | £                   |
| Fertilizers                    | 658                      | 995                 |
| Rent & Rates                   | 572                      | 659                 |
| Power & Machinery              | 2131                     | 2219                |
| Labour - Paid                  | 4860                     | 5248                |
| Unpaid                         | 419                      | 253                 |
| Miscellaneous                  | 2539                     | 2181                |
| Total Expenditure              | 11179                    | 11555               |
| Management & Investment Income | 3624                     | 5579                |
| Add Farmer & Wife's Labour     | 396                      | 253                 |
| Net Farm Income                | 4020                     | 5832                |

EFFICIENCY STANDARDS

|   | ALL FARMS | HIGH PROFIT FARMS |
|---|-----------|-------------------|
| System Index                                      | 375       | 454               |
| Farm Feed Acres per 100 acres                     | 24.8      | 9.9               |
| Livestock Units per 100 acres                     | 25.6      | 32.2              |
| Percentage of Intensive Livestock                 | 30.0      | 48.8              |
| Yield Index                                       | 101       | 114               |
| Livestock Yield Index                             | 71        | 88                |
| Crop Yield Index                                  | 97        | 114               |
| Milk Yield per Cow (gallons)                      | -         | -                 |
| Milk Sales per Cow                                | -         | -                 |
| Output per Productive L.S.U.                      | £51.5     | £67.1             |
| Forage Acres per Grazing L.S.U.                   | 0.82      | 0.90              |
| Farm Feed Acres per L.S.U.                        | 0.68      | 0.30              |
| Adj. Feed Acres Per L.S.U.                        | 1.60      | 1.59              |
| Util. Starch Equiv. per Farm Feed Acre (cwts)     | 12.9      | 18.1              |
| Livestock Output per Adj. Feed Acre               | £21.4     | £29.7             |
| Labour & Machinery Costs per £100 Net Output      | £56.6     | £47.1             |
| Labour Cost per 100 Man Work Units                | £164      | £152              |
| Work Units per Man                                | 299       | 308               |
| Power & Mach. Costs per 1000 Tractor Work Units:- | £         | £                 |
| Repairs & Insurance                               | 231       | 301               |
| Fuel & Electricity                                | 235       | 196               |
| Contractors' Charges                              | 80        | 59                |
| Depreciation                                      | 252       | 280               |
| Total   | 798       | 836               |
| Crops per 100 acres                               | acres     | acres             |
| Cereals   | 19        | 15                |
| Roots   | 7         | 14                |
| Hops & Fruit                                      | 43        | 62                |
| Miscellaneous                                     | 2         | 1                 |
| Grass   | 29        | 8                 |
| Standard Output                                   | %         | %                 |
| Milk  | -         | -                 |
| Sheep & Cattle                                    | 8         | 2                 |
| Pigs & Poultry                                    | 8         | 12                |
| Crops   | 84        | 86                |

Type of Farm:

INTENSIVE ARABLE --, MARKET GARDEN

No. Farms:

6

Size Range: (acres)

2-87

Average Acreage

48½

RESULTS PER ACRE.OUTPUT

£

Cattle

-

Sheep &amp; Wool

1

Pigs

17

Poultry &amp; Eggs

1

Milk

-

Total Livestock

19

Cereals

5

Roots &amp; Mkt. Garden

277

Hops &amp; Fruit

7

Other Crops

1

Total Crops

290

Miscellaneous

3

Total Output

312

Less Feed Purchases

10

" Seed "

9

Net Output

293EXPENDITURE

£

Fertilizers

13

Rent &amp; Rates

6

Power &amp; Machinery

57

Labour - Paid

97

Unpaid

41

Miscellaneous

72

Total Expenditure

286

£

Management &amp; Investment Income

7

Add Farmer & Wife's Labour

40

Net Farm Income

47

Tenant's Capital

£ 105

Return on Capital

7%

EFFICIENCY STANDARDS

## ALL FARMS

|   |             |
|---|-------------|
| System Index                                      | 316         |
| Farm Feed Acres per 100 acres                     | 11.0        |
| Livestock Units per 100 acres                     | 29.6        |
| Percentage of Intensive Livestock                 | 53.4        |
| <br>Yield Index                                   | <br>220     |
| Livestock Yield Index                             | 57          |
| Crop Yield Index                                  | 223         |
| Milk Yield per Cow (gallons)                      | -           |
| Milk Sales per Cow                                | -           |
| Output per Productive L.S.U.                      | £43.7       |
| <br>Forage Acres per Grazing L.S.U.               | <br>0.16    |
| Farm Feed Acres per L.S.U.                        | 4.14        |
| Adj. Feed Acres Per L.S.U.                        | 4.62        |
| <br>Livestock Output per Adj. Feed Acre           | <br>£24.4   |
| <br>Labour & Machinery Costs per £100 Net Output  | <br>£67.3   |
| Labour Cost per 100 Man Work Units                | £520        |
| Work Units per Man                                | 168         |
| Power & Mach. Costs per 1000 Tractor Work Units:- | £           |
| Repairs & Insurance                               | 783         |
| Fuel & Electricity                                | 2028        |
| Contractors' Charges                              | 69          |
| Depreciation                                      | 639         |
| Total   | <u>3519</u> |
| <br>Crops per 100 acres                           | <br>acres   |
| Cereals   | 21          |
| Roots   | 50          |
| Hops & Fruit                                      | 9           |
| Miscellaneous                                     | 2           |
| Grass   | 18          |
| <br>Standard Output                               | <br>%       |
| Milk  | -           |
| Sheep & Cattle                                    | 3           |
| Pigs & Poultry                                    | 15          |
| Crops   | 82          |

Type of Farm:

PREDOMINANTLY ARABLE

|                                | ALL FARMS             | HIGH PROFIT FARMS |
|--------------------------------|-----------------------|-------------------|
| No. Farms:                     | 14                    | 5                 |
| Size Range: (acres)            | 58½-1015¼             | 127½-1015¼        |
| Average Acreage                | 275¾                  | 396               |
|                                | RESULTS PER 100 ACRES |                   |
| OUTPUT                         | £                     | £                 |
| Cattle                         | 239                   | 380               |
| Sheep & Wool                   | 443                   | 541               |
| Pigs                           | 224                   | 144               |
| Poultry & Eggs                 | 277                   | 244               |
| Milk                           | -                     | -                 |
| Total Livestock                | 1183                  | 1309              |
| Cereals                        | 1727                  | 1879              |
| Roots & Mkt. Garden            | 1209                  | 2134              |
| Hops & Fruit                   | -                     | -                 |
| Other Crops                    | 227                   | 422               |
| Total Crops                    | 3163                  | 4434              |
| Miscellaneous                  | 220                   | 244               |
| Total Output                   | 4566                  | 5988              |
| Less Feed Purchases            | 417                   | 279               |
| " Seed "                       | 376                   | 589               |
| Net Output                     | 3773                  | 5120              |
| EXPENDITURE                    | £                     | £                 |
| Fertilizers                    | 332                   | 313               |
| Rent & Rates                   | 315                   | 345               |
| Power & Machinery              | 826                   | 815               |
| Labour - Paid                  | 960                   | 1060              |
| Unpaid                         | 216                   | 258               |
| Miscellaneous                  | 337                   | 343               |
| Total Expenditure              | 2986                  | 3134              |
|                                | £                     | £                 |
| Management & Investment Income | 787                   | 1986              |
| Add Farmer & Wife's Labour     | 170                   | 128               |
| Net Farm Income                | 957                   | 2114              |
| Tenant's Capital               | £ 4223                | £ 4915            |
| Return on Capital              | 19%                   | 40%               |

EFFICIENCY STANDARDS

|   | ALL FARMS | HIGH PROFIT FARMS |
|---|-----------|-------------------|
| System Index                                      | 97        | 114               |
| Farm Feed Acres per 100 acres                     | 42.5      | 43.8              |
| Livestock Units per 100 acres                     | 25.9      | 30.5              |
| Percentage of Intensive Livestock                 | 19.4      | 11.5              |
| <br>Yield Index                                   | <br>109   | <br>126           |
| Livestock Yield Index                             | 76        | 82                |
| Crop Yield Index                                  | 122       | 146               |
| Milk Yield per Cow (gallons)                      | -         | -                 |
| Milk Sales per Cow                                | -         | -                 |
| Output per Productive L.S.U.                      | £45.1     | £43.9             |
| <br>Forage Acres per Grazing L.S.U.               | <br>2.11  | <br>1.69          |
| Farm Feed Acres per L.S.U.                        | 1.71      | 1.76              |
| Adj. Feed Acres Per L.S.U.                        | 2.21      | 2.08              |
| Util. Starch Equiv. per Farm Feed Acre (cwts)     | 15.8      | 21.6              |
| Livestock Output per Adj. Feed Acre               | £18.8     | £22.3             |
| <br>Labour & Machinery Costs per £100 Net Output  | <br>£57.4 | <br>£41.6         |
| Labour Cost per 100 Man Work Units                | £221      | £188              |
| Work Units per Man                                | 207       | 234               |
| Power & Mach. Costs per 1000 Tractor Work Units:- | £         | £                 |
| Repairs & Insurance                               | 160       | 134               |
| Fuel & Electricity                                | 112       | 92                |
| Contractors' Charges                              | 83        | 45                |
| Depreciation                                      | 194       | 177               |
| Total   | 549       | 448               |
| <br>Crops per 100 acres                           | <br>acres | <br>acres         |
| Cereals   | 45        | 45                |
| Roots   | 14        | 16                |
| Hops & Fruit                                      | -         | -                 |
| Miscellaneous                                     | 4         | 4                 |
| Grass   | 37        | 35                |
| <br>Standard Output                               | <br>%     | <br>%             |
| Milk  | -         | -                 |
| Sheep & Cattle                                    | 23        | 25                |
| Pigs & Poultry                                    | 11        | 9                 |
| Crops   | 66        | 66                |

## Type of Farm:

## PREDOMINANTLY LIVESTOCK

No. Farms:  
Size Range: (acres)  
Average Acreage

## ALL FARMS

HIGH PROFIT  
FARMS

18  
33-321  
127

4  
56-168  
120½

RESULTS PER 100 ACRESOUTPUT

|                     | £           | £           |
|---------------------|-------------|-------------|
| Cattle              | 590         | 305         |
| Sheep & Wool        | 945         | 888         |
| Pigs                | 803         | 636         |
| Poultry & Eggs      | 1082        | 1018        |
| Milk                | -           | -           |
| Total Livestock     | <u>3420</u> | <u>2847</u> |
| Cereals             | 433         | 448         |
| Roots & Mkt. Garden | 49          | -           |
| Hops & Fruit        | -           | -           |
| Other Crops         | <u>146</u>  | <u>67</u>   |
| Total Crops         | 628         | 515         |
| Miscellaneous       | <u>352</u>  | <u>276</u>  |
| Total Output        | 4400        | 3638        |
| Less Feed Purchases | 1666        | 1035        |
| " Seed "            | <u>127</u>  | <u>96</u>   |
| Net Output          | <u>2607</u> | <u>2507</u> |

EXPENDITURE

|                                | £           | £           |
|--------------------------------|-------------|-------------|
| Fertilizers                    | 140         | 81          |
| Rent & Rates                   | 250         | 188         |
| Power & Machinery              | 645         | 508         |
| Labour - Paid                  | 537         | 396         |
| Unpaid                         | 516         | 338         |
| Miscellaneous                  | <u>352</u>  | <u>284</u>  |
| Total Expenditure              | <u>2440</u> | <u>1795</u> |
| Management & Investment Income | 167         | 712         |
| Add Farmer & Wife's Labour     | 501         | 338         |
| Net Farm Income                | 668         | 1050        |

Tenant's Capital  
Return on Capital

£ 3985  
4%

£ 3137  
23%

EFFICIENCY STANDARDS

|   | ALL FARMS | HIGH PROFIT FARMS |
|---|-----------|-------------------|
| System Index                                      | 104       | 79                |
| Farm Feed Acres per 100 acres                     | 90.9      | 96.3              |
| Livestock Units per 100 acres                     | 65.3      | 52.6              |
| Percentage of Intensive Livestock                 | 25.5      | 29.0              |
| Yield Index                                       | 94        | 102               |
| Livestock Yield Index                             | 90        | 99                |
| Crop Yield Index                                  | 211       | 53                |
| Milk Yield per Cow (gallons)                      | -         | -                 |
| Milk Sales per Cow                                | -         | -                 |
| Output per Productive L.S.U.                      | £51.7     | £55.1             |
| Forage Acres per Grazing L.S.U.                   | 1.85      | 2.17              |
| Farm Feed Acres per L.S.U.                        | 1.52      | 1.88              |
| Adj. Feed Acres Per L.S.U.                        | 2.34      | 2.49              |
| Util. Starch Equiv. per Farm Feed Acre (cwts)     | 16.5      | 14.7              |
| Livestock Output per Adj. Feed Acre               | £22.0     | £21.9             |
| Labour & Machinery Costs per £100 Net Output      | £69.2     | £49.6             |
| Labour Cost per 100 Man Work Units                | £164      | £138              |
| Work Units per Man                                | 282       | 370               |
| Power & Mach. Costs per 1000 Tractor Work Units:- | £         | £                 |
| Repairs & Insurance                               | 106       | 103               |
| Fuel & Electricity                                | 132       | 133               |
| Contractors' Charges                              | 107       | 71                |
| Depreciation                                      | 152       | 155               |
| Total   | 497       | 462               |
| Crops per 100 acres                               | acres     | acres             |
| Cereals   | 21        | 24                |
| Roots   | 4         | 3                 |
| Hops & Fruit                                      | -         | -                 |
| Miscellaneous                                     | 2         | 2                 |
| Grass   | 73        | 71                |
| Standard Output                                   | %         | %                 |
| Milk  | -         | -                 |
| Sheep & Cattle                                    | 55        | 51                |
| Pigs & Poultry                                    | 34        | 40                |
| Crops   | 11        | 9                 |

Type of Farm:

## PREDOMINANTLY LIVESTOCK

MAINLY SHEEP  
AND/OR CATTLEMIXED  
LIVESTOCK

No. Farms:

8

7

Size Range: (acres)

45-321

33-301

Average Acreage

158½

100

## RESULTS PER 100 ACRES

OUTPUT

|                     | £    | £    |
|---------------------|------|------|
| Cattle              | 400  | 804  |
| Sheep & Wool        | 1212 | 829  |
| Pigs                | -    | 845  |
| Poultry & Eggs      | 571  | 1436 |
| Milk                | -    | -    |
| Total Livestock     | 2183 | 3914 |
| Cereals             | 124  | 566  |
| Roots & Mkt. Garden | 4    | 133  |
| Hops & Fruit        | -    | -    |
| Other Crops         | 67   | 284  |
| Total Crops         | 195  | 983  |
| Miscellaneous       | 292  | 469  |
| Total Output        | 2670 | 5366 |
| Less Feed Purchases | 844  | 1922 |
| " Seed "            | 52   | 193  |
| Net Output          | 1774 | 3251 |

EXPENDITURE

|                                | £    | £    |
|--------------------------------|------|------|
| Fertilizers                    | 84   | 191  |
| Rent & Rates                   | 220  | 231  |
| Power & Machinery              | 388  | 837  |
| Labour - Paid                  | 420  | 490  |
| Unpaid                         | 337  | 694  |
| Miscellaneous                  | 223  | 415  |
| Total Expenditure              | 1672 | 2858 |
| Management & Investment Income | 102  | 393  |
| Add Farmer & Wife's Labour     | 336  | 694  |
| Net Farm Income                | 438  | 1087 |

Tenant's Capital  
Return on Capital

£ 3228  
3%

£ 4589  
9%

EFFICIENCY STANDARDS

|   | MAINLY SHEEP<br>AND/OR CATTLE | MIXED<br>LIVESTOCK |
|---|-------------------------------|--------------------|
| System Index                                      | 73                            | 124                |
| Farm Feed Acres per 100 acres                     | 99.3                          | 85.3               |
| Livestock Units per 100 acres                     | 62.0                          | 69.2               |
| Percentage of Intensive Livestock                 | 7.8                           | 29.6               |
| <br>Yield Index                                   | <br>82                        | <br>99             |
| Livestock Yield Index                             | 81                            | 91                 |
| Crop Yield Index                                  | 317                           | 123                |
| Milk Yield per Cow (gallons)                      | -                             | -                  |
| Milk Sales per Cow                                | -                             | -                  |
| Output per Productive L.S.U.                      | £36.1                         | £54.7              |
| <br>Forage Acres per Grazing L.S.U.               | <br>1.78                      | <br>1.60           |
| Farm Feed Acres per L.S.U.                        | 1.74                          | 1.38               |
| Adj. Feed Acres Per L.S.U.                        | 2.32                          | 2.19               |
| Util. Starch Equiv. per Farm Feed Acre (cwts)     | 16.8                          | 18.3               |
| Livestock Output per Adj. Feed Acre               | £15.6                         | £25.5              |
| <br>Labour & Machinery Costs per £100 Net Output  | <br>£68.6                     | <br>£65.6          |
| Labour Cost per 100 Man Work Unit                 | £157                          | £152               |
| Work Units per Man                                | 309                           | 285                |
| Power & Mach. Costs per 1000 Tractor Work Units:- | £                             | £                  |
| Repairs & Insurance                               | 78                            | 126                |
| Fuel & Electricity                                | 97                            | 150                |
| Contractors' Charges                              | 72                            | 119                |
| Depreciation                                      | 100                           | 184                |
| Total   | 347                           | 579                |
| <br>Crops per 100 acres                           | <br>acres                     | <br>acres          |
| Cereals   | 10                            | 36                 |
| Roots   | 1                             | 13                 |
| Hops & Fruit                                      | -                             | -                  |
| Miscellaneous                                     | 2                             | 1                  |
| Grass   | 87                            | 50                 |
| <br>Standard Output                               | <br>%                         | <br>%              |
| Milk  | -                             | -                  |
| Sheep & Cattle                                    | 79                            | 43                 |
| Pigs & Poultry                                    | 16                            | 41                 |
| Crops   | 5                             | 16                 |

Type of Farm:

MIXED CROPPING AND STOCKING

MAINLY SHEEP  
AND/OR CATTLE

No. Farms:

8

Size Range: (acres)

65-842½

Average Acreage

231½

RESULTS PER 100 ACRESOUTPUT

|                            | £    |
|----------------------------|------|
| Cattle                     | 414  |
| Sheep & Wool               | 902  |
| Pigs                       | 58   |
| Poultry & Eggs             | -    |
| Milk                       | 125  |
| Total Livestock            | 1499 |
| Cereals                    | 901  |
| Roots & Mkt. Garden        | 313  |
| Hops & Fruit               | -    |
| Other Crops                | 371  |
| Total Crops                | 1585 |
| Miscellaneous              | 233  |
| Total Output               | 3317 |
| <u>Less</u> Feed Purchases | 453  |
| " Seed "                   | 152  |
| Net Output                 | 2712 |

EXPENDITURE

|                                   | £    |
|-----------------------------------|------|
| Fertilizers                       | 221  |
| Rent & Rates                      | 293  |
| Power & Machinery                 | 704  |
| Labour - Paid                     | 506  |
| Unpaid                            | 288  |
| Miscellaneous                     | 263  |
| Total Expenditure                 | 2275 |
|                                   | £    |
| Management & Investment Income    | 437  |
| <u>Add</u> Farmer & Wife's Labour | 283  |
| Net Farm Income                   | 720  |

Tenant's Capital  
Return on Capital

£ 4289  
10%

EFFICIENCY STANDARDS

|   |            |
|---|------------|
| System Index                                      | 84         |
| Farm Feed Acres per 100 acres                     | 65.4       |
| Livestock Units per 100 acres                     | 49.0       |
| Percentage of Intensive Livestock                 | 4.2        |
| Yield Index                                       | 90         |
| Livestock Yield Index                             | 72         |
| Crop Yield Index                                  | 116        |
| Milk Yield per Cow (gallons)                      | -          |
| Milk Sales per Cow                                | -          |
| Output per Productive L.S.U.                      | £30.8      |
| Forage Acres per Grazing L.S.U.                   | 1.40       |
| Farm Feed Acres per L.S.U.                        | 1.47       |
| Adj. Feed Acres Per L.S.U.                        | 1.81       |
| Util. Starch Equiv. per Farm Feed Acre (cwts)     | 24.1       |
| Livestock Output per Adj. Feed Acre               | £17.9      |
| Labour & Machinery Costs per £100 Net Output      | £58.5      |
| Labour Cost per 100 Man Work Units                | £163       |
| Work Units per Man                                | 272        |
| Power & Mach. Costs per 1000 Tractor Work Units:- | £          |
| Repairs & Insurance                               | 124        |
| Fuel & Electricity                                | 117        |
| Contractors' Charges                              | 101        |
| Depreciation                                      | 194        |
| Total   | <u>536</u> |
| Crops per 100 acres                               | acres      |
| Cereals   | 32         |
| Roots   | 6          |
| Hops & Fruit                                      | -          |
| Miscellaneous                                     | 2          |
| Grass   | 60         |
| Standard Output                                   | %          |
| Milk  | -          |
| Sheep & Cattle                                    | 56         |
| Pigs & Poultry                                    | 6          |
| Crops   | 38         |

Revision of Efficiency Standard Calculations

Details of the calculation of Efficiency Standards are given in full in "Farm Business Statistics for South-East England" (1960) pp. 60-77.

Revisions are suggested for use for results from the 1960/61 farming year in respect of the following factors:-

| <u>Per Head</u>                           | Standard<br>Output<br>£ | Man Work<br>Units | Tractor<br>Units | Livestock<br>Units |
|---|-------------------------|-------------------|------------------|--------------------|
| Dairy Cows -<br>parlour milked            | -                       | 10                | -                | -                  |
| Beef Cows                                 | -                       | 3.5               | -                | -                  |
| Cattle over<br>2 years                    | 20                      | -                 | -                | -                  |
| Cattle 1 - 2<br>years                     | 20                      | -                 | -                | -                  |
| Ewes                                      | -                       | -                 | -                | 0.20               |
| Other Sheep over<br>6 months              | 3                       | -                 | -                | -                  |
| Poultry over<br>6 months                  | 2½                      | -                 | -                | -                  |
| Poultry under<br>6 months<br>(- per unit) | 3                       | 0.25              | 0.04             | 0.017              |
| <u>Per Acre</u>                           |                         |                   |                  |                    |
| Canning Peas                              | 60                      | -                 | -                |                    |
| Sale Brassicas                            | 120                     | -                 | -                |                    |
| Culinary Apples                           | 100                     | 35                | -                |                    |

Poultry Under Six Months - Calculation of Units

|          |   |                 |        |
|----------|---|-----------------|--------|
| Turkeys  | - | reared 6 months | x 1.00 |
| Pullets  | - | " 5 "           | x 0.35 |
| Capons   | - | " 4 "           | x 0.40 |
| Broilers | - | " 3 "           | x 0.30 |
| Others   | - | " 2 "           | x 0.20 |
| "        | - | " 1 "           | x 0.10 |

Index of Concentrate Use

This index is being substituted for 'Utilized Starch Equivalent per Farm Feed Acre'. A new publication, 'A Guide to the use of Concentrate Feed' is available free on request from The Department of Agricultural Economics, Wye College, Ashford, Kent, explaining the index in greater detail. The following calculations are required:-

1. Estimated Concentrate Requirements

|  |  | <u>Tons per Livestock Unit</u><br>(Factors) |
|--|--|---|
| Bulls                                    |  | 0.5   |
| Beef Cows                                |  | 0.25  |
| Dairy Cows                               |  | -   |
| Milk (per gallon)                        |  | 0.0012                                      |
| Other Cattle - over 2 years              |  | 0.15  |
| " " 1 - 2 "                              |  | 0.10  |
| " " under 1 year                         |  | 0.25  |
| Rams, Ewes and Other Sheep over 6 months |  | 0.03  |
| Boars                                    |  | -   |
| Sows                                     |  | 1.5   |
| Other Pigs                               |  | 0.55  |
| Poultry - over 6 months                  |  | 0.045                                       |
| under 6 " (per unit)                     |  | 0.04  |

## 2. Total Concentrates Fed

If farm records of actual usage are not available the following calculation may be made:-

- a) Farm Feed Acreage less Forage and Grass Acreage  
= Home-grown Concentrate Acreage.
- b) Value of Purchased Concentrate ÷ 33  
= Equivalent tons of purchased concentrates.
- c) Estimated tonnage of Concentrates fed  
= Acres of Home-grown concentrates × tons per acre yield  
plus Equivalent tons of purchased concentrates.

3. The Index of Concentrate Use is calculated as follows:-

$$\frac{\text{Total Concentrates Fed (tons)}}{\text{Estimated Concentrate Requirements (tons)}} \times 100$$

## FARM MANAGEMENT PUBLICATIONS

Profits and Problems of Farming in South-East England (1956)

The Recession in Farm Profits in South-East England (1958)

The Small Farm on Heavy Land (1958)

Farm Output and Expenditure Summaries (1959)

Farm Business Statistics for South-East England (1960)

### Free Leaflets

A Guide to the Feed Economy of the Dairy Farm

A Guide to Pig Production - Breeding and Rearing

A Guide to the Use of Concentrate Feed

Copies of the above reports and leaflets are available from the Secretary, Wye College, together with reports on the economics of horticulture and rural land use.