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MAY 17 1955

WYE COLLEGE  
(University of London)

Farm Business Statistics  
for  
South East England

Supplement for 1964

*Wye college*

DEPARTMENT OF AGRICULTURAL ECONOMICS

FOREWORD

Two kinds of reference data are given in this supplement; firstly, levels of costs, output and profitability for farm business types typical of South East England and, secondly, particulars of gross margins for common farm enterprises.

A 'standard output' basis of classification has been adopted for distinguishing the various types of farm businesses. It is therefore recommended that the method of classification outlined overleaf should be followed when results are being selected for comparative analysis.

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THE CLASSIFICATION OF FARM BUSINESSES

The following classification is based on the relative importance of five enterprise groups: Milk, Sheep/Cattle, Pigs/Poultry, Arable and Hops/Fruit, as indicated by their contribution to Total Standard Output.

Farms with ONE main enterprise - over 60% of Standard Output from a single enterprise group, no other contributing more than 30%

	<u>see page</u>
Predominantly Milk - under 100 acres	4
- over 100 acres	6
"    Pigs/Poultry	8
"    Sheep/Cattle	10
"    Arable	12
Intensive Arable - Fruit/Hops	14

Farms with TWO main enterprises - over 75% of Standard Output from two enterprise groups, neither contributing less than 25%

Milk with Pigs/Poultry	16
"    "    Arable	18
Arable with Pigs/Poultry	20
"    "    Sheep/Cattle	22

Farms with THREE main enterprises - over 80% of Standard Output from three enterprise groups, none contributing less than 20%

Milk with Sheep/Cattle and Arable	24
Sheep/Cattle with Pigs/Poultry and Arable	26

Other farms - Mixed - 40 to 60% of Standard Output from one main enterprise group, no other producing more than 20%

Mixed - Mainly Milk	28
"    - Mainly Arable	30

Other farms - Large scale - Total Standard Output greater than £30,000

Largescale - Mainly Arable	32
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The table given opposite may also assist in the selection of comparative results.

Economic Characteristics of the Main Farm Business Types

	Composition of Standard Output				Average Acreage	Tenant's Capital £
	Milk %	Sheep/ Cattle %	Pigs/ Poultry %	Arable %		
<u>Farms with ONE main enterprise</u>						
Predom. Milk - under 100 acres	78	12	6	4	70	3,500
" " - over 100 acres	69	17	4	10	190	8,500
" Pigs/Poultry	-	15	70	15	105	7,000
" Sheep/Cattle	-	75	10	15	175	6,750
" Arable	6	14	4	76	265	10,000
Intensive Arable - Fruit/Hops	-	12	12	76	170	13,500
<u>Farms with TWO main enterprises</u>						
Milk with Pigs/Poultry	41	8	42	9	120	8,250
" " Arable	42	15	-	43	275	12,000
Arable with Pigs/Poultry	-	8	49	43	180	10,000
" " Sheep/Cattle	-	47	5	48	250	10,500
<u>Farm with THREE main enterprises</u>						
Milk with Sheep/Cattle & Arable	42	29	4	27	365	14,750
Sheep/Cattle with Pigs/Poultry and Arable	-	32	32	36	185	8,000
<u>Other Farms</u>						
Mixed - Mainly Milk	54	17	12	17	215	10,000
" " Arable	21	17	11	51	265	12,000
Largescale - Mainly Arable	14	24	13	49	1060	42,500

PREDOMINANTLY MILK - UNDER 100 ACRES

FINANCIAL RESULTS PER 100 ACRES

	<u>1960-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	16	53	15				
Average Acreage:	67 $\frac{1}{2}$	68 $\frac{3}{4}$	70				
		<u>OUTPUT</u>			<u>EXPENDITURE</u>		
	£	£	£		£	£	£
Cattle	484	446	404	Purchased Feed	2194	1922	1640
Sheep & Wool	6	11	-	" Seed	90	90	95
Pigs	120	79	69	Fertilizers	357	381	332
Poultry & Eggs	366	241	171	Power & Machinery	593	574	526
Milk	4860	4774	5244	Miscellaneous	622	627	583
<u>Total Livestock</u>	<u>5836</u>	<u>5551</u>	<u>5888</u>	<u>Total Purchases</u>	<u>3856</u>	<u>3594</u>	<u>3176</u>
Cereals	166	144	128	Rent & Rates	445	419	359
Roots & Market Garden	-	-	-	Machinery Depreciation	257	253	264
Hops & Fruit	-	-	-	Labour - Paid	578	642	551
Other Crops	85	46	130	" - Unpaid	871	798	788
<u>Total Crops</u>	<u>251</u>	<u>190</u>	<u>250</u>	<u>Total Other Charges</u>	<u>2151</u>	<u>2112</u>	<u>1962</u>
Miscellaneous	410	391	240	<u>Total Expenditure</u>	£6007	£5706	£5138
<u>Total Output</u>	<u>6497</u>	<u>6132</u>	<u>6386</u>				
					<u>PROFITABILITY</u>		
				<u>Management &amp; Investment Income</u>			
				<u>per 100 acres</u>	£ 490	£ 426	£1248
Net Product (Total				<u>Net Farm Income per 100 acres</u>	£1147	£1066	£1827
Output - Purchases)	£2641	£2538	£3210	<u>Return on Tenant's Capital</u>	8.8%	8.5%	24.4%

\* High Profit Farms.

PREDOMINANTLY MILK - UNDER 100 ACRES

EFFICIENCY STANDARDS

	<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	16	53	15	<u>Feed Economy Indicators</u>			
Average Acreage:	67½	68½	70	Livestock Output per Adj. Feed Acre	£36.7	£36.0	£39.0
<u>System Indicators</u>				Index of Concentrate Use	111	111	110
System Index	149	138	147	Forage Acres per Grazing Livestock Unit	1.74	1.87	1.70
Basic Costs per 100 Acres	£2680	£2260	£2210	% Feed Purchased	39%	37%	36%
% Acreage in Feed Crops	96%	96%	97%	<u>Labour &amp; Machinery Indicators</u>			
% Intensive Livestock Production	87%	86%	90%	Lab. & Mach. Cost per £100 Net Output	£86.6	£67.0	£46.1
Tenant's Capital per 100 Acres	£5553	£5025	£5110	Labour Cost per 100 Work Days	£ 171	£ 159	£ 138
<u>Yield Indicators</u>				Power & Mach. Costs per 1000 Tractor Hours			
Index of All Yields	100	103	104		£	£	£
Index of Crop Yields	159	119	131	Repairs, Tax, Insurance	157	171	161
Index of Livestock Yields	98	103	105	Fuel & Electricity	178	170	145
Output per Grazing Livestock Unit	£96.5	£100.5	£102.0	Contract Charges	112	118	89
Milk Sales per Cow	£ 117	£ 120	£ 121	Depreciation	<u>193</u>	<u>203</u>	<u>197</u>
				<u>Total</u>	<u>640</u>	<u>662</u>	<u>592</u>

\* High Profit Farms

PREDOMINANTLY MILK - OVER 100 ACRES

FINANCIAL RESULTS PER 100 ACRES

	<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	13	73	18				
Average Acreage:	184½	188½	185½				
		<u>OUTPUT</u>			<u>EXPENDITURE</u>		
	£	£	£		£	£	£
Cattle	475	523	565	Purchased Feed	1095	1081	1073
Sheep & Wool	-	55	133	" Seed	63	106	90
Pigs	-	25	27	Fertilizers	300	335	253
Poultry & Eggs	124	144	101	Power & Machinery	447	425	422
Milk	3570	3345	3170	Miscellaneous	465	460	410
<u>Total Livestock</u>	4169	4092	3996	<u>Total Purchases</u>	2370	2407	2248
Cereals	342	345	351	Rent & Rates	397	390	363
Roots & Market Garden	-	-	-	Machinery Depreciation	234	245	198
Hops & Fruit	-	-	-	Labour - Paid	1264	1142	934
Other Crops	15	71	180	" - Unpaid	150	216	231
<u>Total Crops</u>	357	416	531	<u>Total Other Charges</u>	2045	1993	1726
Miscellaneous	174	199	203	<u>Total Expenditure</u>	£4415	£4400	£3974
<u>Total Output</u>	<u>4700</u>	<u>4707</u>	<u>4730</u>				
					<u>PROFITABILITY</u>		
				<u>Management &amp; Investment Income</u>			
				per 100 acres	£ 285	£ 307	£ 756
				<u>Net Farm Income per 100 acres</u>	£ 425	£ 471	£ 939
Net Product (Total Output - Purchases)	£2330	£2300	£2482	<u>Return on Tenant's Capital</u>	6.4%	6.7%	17.9%

\* High Profit Farms.



PREDOMINANTLY MILK - OVER 100 ACRES

EFFICIENCY STANDARDS

	<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	13	73	18	<u>Feed Economy Indicators</u>			
Average Acreage:	184½	188½	185½	Livestock Output per Adj. Feed Acre	£29.2	£30.4	£32.5
				Index of Concentrate Use	99	106	88
<u>System Indicators</u>				Forage Acres per Grazing Livestock Unit	1.91	1.94	1.86
System Index	113	109	107	% Feed Purchased	24%	26%	27%
Basic Costs per 100 Acres	£2484	£2260	£1930	<u>Labour &amp; Machinery Indicators</u>			
% Acreage in Feed Crops	92%	95%	90%	Lab. & Mach. Cost per £100 Net Output	£59.4	£57.7	£49.5
% Intensive Livestock Production	84%	90%	78%	Labour Cost per 100 Work Days	£ 220	£ 192	£ 170
Tenant's Capital per 100 Acres	£4481	£4577	£4202	Power & Mach. Costs per 1000 Tractor Hours	£	£	£
<u>Yield Indicators</u>				Repairs, Tax, Insurance	182	163	144
Index of All Yields	100	103	106	Fuel & Electricity	172	145	146
Index of Crop Yields	109	103	130	Contract Charges	37	48	71
Index of Livestock Yields	99	103	106	Depreciation	203	207	169
Output per Grazing Livestock Unit	£84.0	£80.2	£80.0				
Milk Sales per Cow	£ 116	£ 121	£ 121	<u>Total</u>	<u>594</u>	<u>563</u>	<u>530</u>

\* High Profit Farms

PREDOMINANTLY PIGS/POULTRY

FINANCIAL RESULTS PER 100 ACRES

	<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	10	33	8				
Average Acreage:	103½	106½	125½				
		<u>OUTPUT</u>			<u>EXPENDITURE</u>		
	£	£	£		£	£	£
Cattle	385	754	375	Purchased Food	5022	3792	4122
Sheep & Wool	364	308	232	" Seed	242	204	248
Pigs	6026	3881	4876	Fertilizers	298	289	288
Poultry & Eggs	2279	2097	2590	Power & Machinery	897	713	697
Milk	-	-	-	Miscellaneous	880	733	727
<u>Total Livestock</u>	9054	7040	8073	<u>Total Purchases</u>	<u>7339</u>	<u>5731</u>	<u>6082</u>
Cereals	1433	884	1140	Rent & Rates	596	450	350
Roots & Market Garden	210	148	288	Machinery Depreciation	426	416	462
Hops & Fruit	30	222	-	Labour - Paid	1280	1020	1189
Other Crops	68	139	131	" - Unpaid	739	690	397
<u>Total Crops</u>	1741	1393	1559	<u>Total Other Charges</u>	<u>3041</u>	<u>2576</u>	<u>2398</u>
Miscellaneous	423	481	425	<u>Total Expenditure</u>	<u>£10380</u>	<u>£8307</u>	<u>£8480</u>
<u>Total Output</u>	<u>11218</u>	<u>8914</u>	<u>10057</u>				
					<u>PROFITABILITY</u>		
				<u>Management &amp; Investment Income</u>			
				<u>per 100 acres</u>	£ 838	£ 607	£1577
Net Product (Total Output - Purchases)	£3879	£3183	£3975	<u>Net Farm Income per 100 acres</u>	£1345	£1084	£1836
				<u>Return on Tenant's Capital</u>	11.3%	9.2%	23.2%

\* High Profit Farms.

PREDOMINANTLY PIGS/POULTRY

EFFICIENCY STANDARDS

	<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	10	33	8	<u>Feed Economy Indicators</u>			
Average Acreage:	103½	106½	125½	Livestock Output per Adj. Feed Acre	£47.8	£44.8	£43.2
<u>System Indicators</u>				Index of Concentrate Use	119	112	114
System Index	279	217	227	Forage Acres per Grazing Livestock Unit	1.40	1.48	1.14
Basic Costs per 100 Acres	£3912	£2940	£3130	% Feed Purchased	66%	58%	60%
% Acreage in Feed Crops	65%	66%	81%	<u>Labour &amp; Machinery Indicators</u>			
% Intensive Livestock Production	88%	82%	89%	Lab. & Mach. Cost per £100 Net Output	£57.4	£59.9	£48.7
Tenant's Capital per 100 Acres	£7440	£6564	£6782	Labour Cost per 100 Work Days	£ 191	£ 182	£ 177
<u>Yield Indicators</u>				Power & Mach. Costs per 1000 Tractor Hours			
Index of All Yields	98	99	109		£	£	£
Index of Crop Yields	167	124	112	Repairs, Tax, Insurance	254	217	234
Index of Livestock Yields	93	99	109	Fuel & Electricity	214	199	192
Output per Grazing Livestock Unit	£16.2	£23.9	-	Contract Charges	150	107	53
Milk Sales per Cow	-	-	-	Depreciation	296	291	310
				<u>Total</u>	<u>914</u>	<u>814</u>	<u>789</u>

\* High Profit Farms

PREDOMINANTLY SHEEP/CATTLE

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FINANCIAL RESULTS PER 100 ACRES

	<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	9	34	10				
Average Acreage:	225	172½	244½				
		<u>OUTPUT</u>				<u>EXPENDITURE</u>	
	£	£	£		£	£	£
Cattle	683	523	497	Purchased Feed	637	575	463
Sheep & Wool	1474	1430	1541	" Seed	44	61	49
Pigs	121	63	85	Fertilizers	199	148	127
Poultry & Eggs	208	202	103	Power & Machinery	491	391	361
Milk	-	-	-	Miscellaneous	<u>393</u>	<u>335</u>	<u>254</u>
<u>Total Livestock</u>	<u>2486</u>	<u>2218</u>	<u>2226</u>	<u>Total Purchases</u>	<u>1764</u>	<u>1510</u>	<u>1254</u>
Cereals	249	248	260	Rent & Rates	300	287	326
Roots & Market Garden	58	75	100	Machinery Depreciation	193	177	135
Hops & Fruit	45	24	-	Labour - Paid	537	439	538
Other Crops	366	161	337	" - Unpaid	<u>340</u>	<u>383</u>	<u>224</u>
<u>Total Crops</u>	<u>718</u>	<u>508</u>	<u>697</u>	<u>Total Other Charges</u>	<u>1370</u>	<u>1286</u>	<u>1223</u>
Miscellaneous	350	333	240	<u>Total Expenditure</u>	£3134	£2796	£2477
<u>Total Output</u>	<u>3554</u>	<u>3059</u>	<u>3163</u>				
						<u>PROFITABILITY</u>	
				<u>Management &amp; Investment Income</u>			
				<u>per 100 acres</u>	£ 420	£ 263	£ 686
Net Product (Total				<u>Net Farm Income per 100 acres</u>	£ 696	£ 597	£ 910
Output - Purchases)	£1790	£1549	£1909	<u>Return on Tenant's Capital</u>	9.5%	6.7%	22.0%

\* High Profit Farms.

PREDOMINANTLY SHEEP/CATTLE

EFFICIENCY STANDARDS

	1962-3	1960-3	1960-3*		1962-3	1960-3	1960-3*
No. Farms:	9	34	10	<u>Feed Economy Indicators</u>			
Average Acreage:	225	172½	244½	Livestock Output per Adj. Feed Acre	£23.4	£21.2	£22.7
				Index of Concentrate Use	170	134	139
<u>System Indicators</u>				Forage Acres per Grazing Livestock Unit	1.62	1.74	1.78
System Index	81	73	70	% Feed Purchased	19%	22%	13%
Basic Costs per 100 Acres	£1709	£1408	£1430	<u>Labour &amp; Machinery Indicators</u>			
% Acreage in Feed Crops	86%	88%	86%	Lab. & Mach. Cost per £100 Net Output	£60.7	£62.1	£48.0
% Intensive Livestock Production	6%	10%	7%	Labour Cost per 100 Work Days	£ 180	£ 184	£ 177
Tenant's Capital per 100 Acres	£4394	£3949	£3119	Power & Mach. Costs per 1000 Tractor Hours			
					£	£	£
<u>Yield Indicators</u>				Repairs, Tax, Insurance	170	130	85
Index of All Yields	95	91	102	Fuel & Electricity	157	130	93
Index of Crop Yields	126	103	116	Contract Charges	133	109	164
Index of Livestock Yields	87	88	97	Depreciation	181	167	127
Output per Grazing Livestock Unit	£40.7	£38.7	£42.4				
Milk Sales per Cow	-	-	-				
				<u>Total</u>	<u>641</u>	<u>536</u>	<u>469</u>

\* High Profit Farms

PREDOMINANTLY ARABLE

## FINANCIAL RESULTS PER 100 ACRES

	<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	14	35	11				
Average Acreage:	277½	266	275½				
		<u>OUTPUT</u>			<u>EXPENDITURE</u>		
	£	£	£		£	£	£
Cattle	176	110	64	Purchased Feed	128	162	62
Sheep & Wool	254	276	302	" Seed	207	241	268
Pigs	102	134	-	Fertilizers	302	315	324
Poultry & Eggs	28	23	-	Power & Machinery	446	453	428
Milk	106	223	146	Miscellaneous	390	367	363
<u>Total Livestock</u>	666	766	512	<u>Total Purchases</u>	1473	1538	1445
Cereals	2273	2033	2582	Rent & Rates	420	403	402
Roots & Market Garden	655	630	794	Machinery Depreciation	278	316	356
Hops & Fruit	-	-	-	Labour -- Paid	832	877	761
Other Crops	184	260	316	" -- Unpaid	137	124	92
<u>Total Crops</u>	3112	2923	3692	<u>Total Other Charges</u>	1667	1720	1611
Miscellaneous	153	172	214	<u>Total Expenditure</u>	£3140	£3258	£3056
<u>Total Output</u>	<u>3931</u>	<u>3861</u>	<u>4418</u>				
					<u>PROFITABILITY</u>		
				<u>Management &amp; Investment Income</u>			
				<u>per 100 acres</u>	£ 791	£ 603	£1362
Net Product (Total				<u>Net Farm Income per 100 acres</u>	£ 873	£ 705	£1447
Output - Purchases)	£2458	£2323	£2973	<u>Return on Tenant's Capital</u>	20.5%	15.8%	35.2%

\* High Profit Farms.

PREDOMINANTLY ARABLE

EFFICIENCY STANDARDS

	<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	14	35	11	<u>Feed Economy Indicators</u>			
Average Acreage:	277½	266	275½	Livestock Output per Adj. Feed Acre	£18.0	£18.4	£20.4
<u>System Indicators</u>				Index of Concentrate Use	104	96	55
System Index	83	84	85	Forage Acres per Grazing Livestock Unit	2.32	2.33	2.69
Basic Costs per 100 Acres	£2060	£2005	£1940	% Feed Purchased	13%	12%	4%
% Acreage in Feed Crops	31%	43%	16%	<u>Labour &amp; Machinery Indicators</u>			
% Intensive Livestock Production	37%	36%	27%	Lab. & Mach. Cost per £100 Net Output	£48.1	£52.3	£41.1
Tenant's Capital per 100 Acres	£3860	£3814	£3873	Labour Cost per 100 Work Days	£ 259	£ 244	£ 223
<u>Yield Indicators</u>				Power & Mach. Costs per 1000 Tractor Hours			
Index of All Yields	116	109	118		£	£	£
Index of Crop Yields	123	112	120	Repairs, Tax, Insurance	202	198	190
Index of Livestock Yields	92	92	98	Fuel & Electricity	137	125	133
Output per Grazing Livestock Unit	£33.9	£39.2	£49.3	Contract Charges	53	50	45
Milk Sales per Cow	£ 144	£ 125	£ 132	Depreciation	242	260	305
				<u>Total</u>	<u>634</u>	<u>633</u>	<u>673</u>

\* High Profit Farms

INTENSIVE ARABLE, MAINLY FRUIT & HOPS

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FINANCIAL RESULTS PER 100 ACRES

	<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	13	49	11				
Average Acreage:	204½	168½	189				
		<u>OUTPUT</u>			<u>EXPENDITURE</u>		
	£	£	£		£	£	£
Cattle	354	292	253	Purchased Feed	1196	1103	1328
Sheep & Wool	365	341	249	"    Seed	345	288	427
Pigs	289	462	47	Fertilizers	579	519	561
Poultry & Eggs	995	825	1773	Power & Machinery	935	922	1077
Milk	<u>222</u>	<u>141</u>	<u>-</u>	Miscellaneous	<u>1680</u>	<u>1525</u>	<u>2085</u>
<u>Total Livestock</u>	<u>2225</u>	<u>2061</u>	<u>2322</u>	<u>Total Purchased</u>	<u>4735</u>	<u>4357</u>	<u>5478</u>
Cereals	854	799	657	Rent & Rates	617	527	608
Roots & Market Garden	1142	909	2105	Machinery Depreciation	581	518	580
Hops & Fruit	6444	7384	8803	Labour - Paid	3077	3195	3765
Other Crops	-	-	-	"    - Unpaid	<u>207</u>	<u>276</u>	<u>66</u>
<u>Total Crops</u>	<u>8440</u>	<u>9092</u>	<u>11565</u>	<u>Total Other Charges</u>	<u>4482</u>	<u>4516</u>	<u>5019</u>
Miscellaneous	<u>280</u>	<u>395</u>	<u>354</u>	<u>Total Expenditure</u>	<u>£9217</u>	<u>£8873</u>	<u>£10497</u>
<u>Total Output</u>	<u>10945</u>	<u>11548</u>	<u>14241</u>				
					<u>PROFITABILITY</u>		
				<u>Management &amp; Investment Income</u>			
				<u>per 100 acres</u>	£1728	£2675	£3744
Not Product (Total Output - Purchases)	£6210	£7191	£8763	<u>Net Farm Income per 100 acres</u>	£1903	£2926	£3782

\* High Profit Farms.



INTENSIVE ARABLE, MAINLY FRUIT & HOPS

EFFICIENCY STANDARDS

	<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	13	49	11	<u>Feed Economy Indicators</u>			
Average Acreage:	204½	168½	189	Livestock Output per Adj. Feed Acre	£32.2	£28.6	£33.2
				Index of Concentrate Use	82	103	99
<u>System Indicators</u>				Forage Acres per Grazing Livestock Unit	1.57	2.53	1.63
System Index	301	265	326	% Feed Purchased	38%	39%	38%
Basic Costs per 100 Acres	£4430	£4740	£5240	<u>Labour &amp; Machinery Indicators</u>			
% Acreage in Feed Crops	43%	44%	43%	Lab. & Mach. Cost per £100 Net Output	£53.8	£58.2	£46.2
% Intensive Livestock Production	57%	53%	51%	Labour Cost per 100 Work Days	£ 177	£ 166	£ 150
Tenant's Capital per 100 Acres	£8332	£7803	£8339	Power & Mach. Costs per 1000 Tractor Hours	£	£	£
<u>Yield Indicators</u>				Repairs, Tax, Insurance	131	153	167
Index of All Yields	91	98	103	Fuel & Electricity	119	119	118
Index of Crop Yields	91	99	106	Contract Charges	83	91	72
Index of Livestock Yields	82	80	87	Depreciation	210	204	193
Output per Grazing Livestock Unit	£34.4	-	-	<u>Total</u>	<u>543</u>	<u>567</u>	<u>550</u>
Milk Sales per Cow	-	-	-				

\* High Profit Farms

MILK WITH FIGS/POULTRY

16

FINANCIAL RESULTS PER 100 ACRES

	<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	8	31	9				
Average Acreage:	131½	120½	186				
		<u>OUTPUT</u>			<u>EXPENDITURE</u>		
	£	£	£		£	£	£
Cattle	463	519	477	Purchased Feed	3500	3669	3114
Sheep & Wool	-	16	13	"    Seed	155	190	158
Pigs	2565	1946	2776	Fertilizers	432	347	365
Poultry & Eggs	996	1584	959	Power & Machinery	805	661	576
Milk	<u>4780</u>	<u>4249</u>	<u>4485</u>	Miscellaneous	<u>871</u>	<u>804</u>	<u>740</u>
<u>Total Livestock</u>	8804	8314	8710	<u>Total Purchases</u>	<u>5763</u>	<u>5671</u>	<u>4953</u>
Cereals	569	382	550	Rent & Rates	544	469	442
Roots & Market Garden	211	95	86	Machinery Depreciation	440	454	425
Hops & Fruit	-	322	-	Labour - Paid	1608	1359	1514
Other Crops	<u>38</u>	<u>77</u>	<u>103</u>	"    - Unpaid	<u>695</u>	<u>855</u>	<u>557</u>
<u>Total Crops</u>	818	876	739	<u>Total Other Charges</u>	<u>3287</u>	<u>3137</u>	<u>2938</u>
Miscellaneous	<u>526</u>	<u>438</u>	<u>237</u>	<u>Total Expenditure</u>	£9050	£8808	£7891
<u>Total Output</u>	<u>10148</u>	<u>9628</u>	<u>9686</u>				
				<u>PROFITABILITY</u>			
				<u>Management &amp; Investment Income</u>			
				<u>per 100 acres</u>	£1098	£ 820	£1795
Net Product (Total				<u>Net Farm Income per 100 acres</u>	£1733	£1551	£2244
Output - Purchases)	£4385	£3957	£4733	<u>Return on Tenant's Capital</u>	15.1%	12.0%	18.2%

\* High Profit Farms.

MILK WITH PIGS/POULTRY

EFFICIENCY STANDARDS

	<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	8	31	9	<u>Feed Economy Indicators</u>			
Average Acreage:	131½	120½	186	Livestock Output per Adj. Feed Acre	£53.0	£52.0	£56.1
				Index of Concentrate Use	112	115	121
<u>System Indicators</u>				Forage Acres per Grazing Livestock Unit	1.71	1.84	1.76
System Index	220	214	219	% Feed Purchased	53%	47%	50%
Basic Costs per 100 Acres	£4027	£3310	£4000				
% Acreage in Feed Crops	79%	85%	77%	<u>Labour &amp; Machinery Indicators</u>			
% Intensive Livestock Production	91%	91%	90%	Lab. & Mach. Cost per £100 Net Output	£65.4	£62.1	£47.1
Tenant's Capital per 100 Acres	£7286	£6860	£9905	Labour Cost per 100 Work Days	£ 205	£ 175	£ 171
				Power & Mach. Costs per 1000 Tractor Hours			
<u>Yield Indicators</u>					£	£	£
Index of All Yields	110	106	109	Repairs, Tax, Insurance	224	175	167
Index of Crop Yields	134	114	109	Fuel & Electricity	212	209	169
Index of Livestock Yields	109	105	110	Contract Charges	79	58	36
Output per Grazing Livestock Unit	£113.8	£104.2	£113.0	Depreciation	282	304	275
Milk Sales per Cow	£ 149	£ 130	£ 146				
				<u>Total</u>	<u>797</u>	<u>746</u>	<u>647</u>

\* High Profit Farms

MILK WITH ARABLE

## FINANCIAL RESULTS PER 100 ACRES

	<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	23	50	14				
Average Acreage:	303	276	305½				
		<u>OUTPUT</u>			<u>EXPENDITURE</u>		
	£	£	£		£	£	£
Cattle	327	377	535	Purchased Feed	572	645	661
Sheep & Wool	115	84	56	" Seed	162	203	157
Pigs	-	-	-	Fertilizers	318	348	319
Poultry & Eggs	39	110	210	Power & Machinery	486	488	453
Milk	<u>2038</u>	<u>1976</u>	<u>1842</u>	Miscellaneous	<u>458</u>	<u>461</u>	<u>414</u>
<u>Total Livestock</u>	<u>2519</u>	<u>2547</u>	<u>2643</u>	<u>Total Purchases</u>	<u>1996</u>	<u>2145</u>	<u>2004</u>
Cereals	1384	1341	1486	Rent & Rates	423	382	376
Roots & Market Garden	392	435	483	Machinery Depreciation	273	283	298
Hops & Fruit	-	-	-	Labour - Paid	1149	1164	1080
Other Crops	<u>243</u>	<u>221</u>	<u>263</u>	" - Unpaid	<u>175</u>	<u>174</u>	<u>169</u>
<u>Total Crops</u>	<u>2019</u>	<u>1997</u>	<u>2232</u>	<u>Total Other Charges</u>	<u>2020</u>	<u>2003</u>	<u>1923</u>
Miscellaneous	<u>218</u>	<u>231</u>	<u>255</u>	<u>Total Expenditure</u>	<u>£4016</u>	<u>£4148</u>	<u>£3927</u>
<u>Total Output</u>	<u>4756</u>	<u>4775</u>	<u>5130</u>				
						<u>PROFITABILITY</u>	
				<u>Management &amp; Investment Income</u>			
				<u>per 100 acres</u>	£ 740	£ 627	£1203
				<u>Net Farm Income per 100 acres</u>	£ 886	£ 783	£1341
Net Product (Total Output - Purchases)	£2760	£2630	£3126	<u>Return on Tenant's Capital</u>	17.1%	14.3%	28.6%

\* High Profit Farms.

MILK WITH ARABLE

EFFICIENCY STANDARDS

	<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	23	50	14	<u>Feed Economy Indicators</u>			
Average Acreage:	303	276	305½	Livestock Output per Adj. Feed Acre	£31.4	£32.1	£33.5
<u>System Indicators</u>				Index of Concentrate Use	105	108	119
System Index	108	109	108	Forage Acres per Grazing Livestock Unit	1.76	1.86	1.91
Basic Costs per 100 Acres	£2358	£2300	£2319	% Feed Purchased	20%	20%	22%
% Acreage in Feed Crops	63%	64%	61%	<u>Labour &amp; Machinery Indicators</u>			
% Intensive Livestock Production	75%	77%	76%	Lab. & Mach. Cost per £100 Net Output	£51.8	£54.3	£45.9
Tenant's Capital per 100 Acres	£4331	£4380	£4213	Labour Cost per 100 Work Days	£ 213	£ 199	£ 201
<u>Yield Indicators</u>				Power & Mach. Costs per 1000 Tractor Hours			
Index of All Yields	107	105	116		£	£	£
Index of Crop Yields	130	117	130	Repairs, Tax, Insurance	180	175	167
Index of Livestock Yields	94	98	107	Fuel & Electricity	138	136	119
Output per Grazing Livestock Unit	£70.8	£71.0	£76.0	Contract Charges	61	56	45
Milk Sales per Cow	£ 112	£ 114	£ 116	Depreciation	212	213	218
				<u>Total</u>	<u>591</u>	<u>580</u>	<u>549</u>

\* High Profit Farms

ARABLE WITH PIGS/POULTRY

30

FINANCIAL RESULTS PER 100 ACRES

	<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	9	31	8				
Average Acreage:	258	179½	238½				
		<u>OUTPUT</u>			<u>EXPENDITURE</u>		
	£	£	£		£	£	£
Cattle	101	127	188	Purchased Feed	2113	2156	1878
Sheep & Wool	296	182	222	"    Seed	326	328	297
Pigs	3905	3269	3822	Fertilizers	308	341	361
Poultry & Eggs	149	750	266	Power & Machinery	721	796	725
Milk	-	<u>52</u>	<u>202</u>	Miscellaneous	<u>663</u>	<u>713</u>	<u>703</u>
<u>Total Livestock</u>	<u>4451</u>	<u>4380</u>	<u>4700</u>	<u>Total Purchases</u>	<u>4131</u>	<u>4334</u>	<u>3964</u>
Cereals	1891	1439	1491	Rent & Rates	510	463	508
Roots & Market Garden	1047	1265	2083	Machinery Depreciation	424	433	535
Hops & Fruit	176	282	252	Labour - Paid	1679	1828	2128
Other Crops	<u>76</u>	<u>158</u>	<u>34</u>	"    - Unpaid	<u>252</u>	<u>366</u>	<u>339</u>
<u>Total Crops</u>	<u>3190</u>	<u>3144</u>	<u>3860</u>	<u>Total Other Charges</u>	<u>2865</u>	<u>3090</u>	<u>3510</u>
Miscellaneous	217	291	266	<u>Total Expenditure</u>	<u>£6996</u>	<u>£7424</u>	<u>£7474</u>
<u>Total Output</u>	<u>7858</u>	<u>7815</u>	<u>8826</u>				
					<u>PROFITABILITY</u>		
				Management & Investment Income			
				<u>per 100 acres</u>	£ 862	£ 391	£1352
Net Product (Total				Net Farm Income <u>per 100 acres</u>	£1114	£ 732	£1691
Output - Purchases)	£3727	£3481	£4862	Return on Tenant's Capital	14.7%	6.5%	20.6%

\* High Profit Farms.

ARABLE WITH PIGS/POULTRY

EFFICIENCY STANDARDS

	<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	9	31	8	<u>Feed Economy Indicators</u>			
Average Acreage:	258	179½	238½	Livestock Output per Adj. Feed Acre	£52.0	£48.8	£50.2
<u>System Indicators</u>				Index of Concentrate Use	107	106	93
System Index	160	177	202	Forage Acres per Grazing Livestock Unit	1.60	2.79	2.35
Basic Costs per 100 Acres	£3213	£3160	£3080	% Feed Purchased	38%	43%	29%
% Acreage in Feed Crops	53%	52%	66%	<u>Labour &amp; Machinery Indicators</u>			
% Intensive Livestock Production	78½	84%	79%	Lab. & Mach. Cost per £100 Net Output	£52.5	£61.5	£51.1
Tenant's Capital per 100 Acres	£5879	£5980	£6556	Labour Cost per 100 Work Days	£ 193	£ 215	£ 204
				Power & Mach. Costs per 1000 Tractor Hours			
<u>Yield Indicators</u>					£	£	£
Index of All Yields	99	103	108	Repairs, Tax, Insurance	188	231	196
Index of Crop Yields	118	101	130	Fuel & Electricity	171	176	145
Index of Livestock Yields	90	106	93	Contract Charges	100	88	53
Output per Grazing Livestock Unit	£11.7	£19.5	£21.8	Depreciation	269	268	290
Milk Sales per Cow	-	£ 100	£ 100				
				<u>Total</u>	<u>728</u>	<u>763</u>	<u>684</u>

\* High Profit Farms

ARABLE WITH SHEEP/CATTLE

22

FINANCIAL RESULTS PER 100 ACRES

	1962-3	1960-3	1960-3*		1962-3	1960-3	1960-3*
No. Farms:	15	39	11				
Average Acreage:	242	248½	293				
		<u>OUTPUT</u>			<u>EXPENDITURE</u>		
	£	£	£		£	£	£
Cattle	362	415	404	Purchased Feed	380	403	468
Sheep & Wool	1002	985	1309	"    Seed	162	179	162
Figs	72	76	8	Fertilizers	228	242	132
Poultry & Eggs	86	95	13	Power & Machinery	432	469	407
Milk	-	-	-	Miscellaneous	379	356	330
<u>Total Livestock</u>	1522	1571	1734	<u>Total Purchases</u>	1581	1649	1499
Cereals	1430	1253	1239	Rent & Rates	374	356	378
Roots & Market Garden	357	359	356	Machinery Depreciation	257	267	198
Hops & Fruit	-	-	-	Labour - Paid	554	632	538
Other Crops	61	263	176	"    - Unpaid	231	217	137
<u>Total Crops</u>	1848	1875	1771	<u>Total Other Charges</u>	1416	1472	1251
Miscellaneous	259	262	272	<u>Total Expenditure</u>	£2997	£3121	£2750
<u>Total Output</u>	<u>3629</u>	<u>3708</u>	<u>3777</u>				
						<u>PROFITABILITY</u>	
				<u>Management &amp; Investment Income</u>			
				per 100 acres	£ 632	£ 587	£1027
Net Product (Total				<u>Net Farm Income per 100 acres</u>	£ 864	£ 796	£1164
Output - Purchases)	£2058	£2059	£2278	<u>Return on Tenant's Capital</u>	16.6%	14.0%	28.2%

\* High Profit Farms.



ARABLE WITH SHEEP/CATTLE

EFFICIENCY STANDARDS

	<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	15	39	10	<u>Feed Economy Indicators</u>			
Average Acreage:	242	248½	293	Livestock Output per Adj. Feed Acre	£18.4	£20.1	£20.4
				Index of Concentrate Use	104	103	148
<u>System Indicators</u>				Forage Acres per Grazing Livestock Unit	1.82	1.68	1.79
System Index	80	80	80	% Feed Purchased	21%	22%	32%
Basic Costs per 100 Acres	£1752	£1660	£1590				
% Acreage in Feed Crops	65%	61%	59%	<u>Labour &amp; Machinery Indicators</u>			
% Intensive Livestock Production	10%	10%	24%	Lab. & Mach. Cost per £100 Net Output	£49.6	£52.7	£40.9
Tenant's Capital per 100 Acres	£3817	£4186	£3636	Labour Cost per 100 Work Days	£ 184	£ 187	£ 167
				Power & Mach. Costs per 1000 Tractor Hours	£	£	£
<u>Yield Indicators</u>				Repairs, Tax, Insurance	169	181	153
Index of All Yields	108	107	110	Fuel & Electricity	156	136	88
Index of Crop Yields	129	124	135	Contract Charges	111	99	147
Index of Livestock Yields	90	92	95	Depreciation	257	235	187
Output per Grazing Livestock Unit	£38.2	£39.9	£52.6				
Milk Sales per Cow	-	-	-	<u>Total</u>	<u>693</u>	<u>651</u>	<u>575</u>

\* High Profit Farms

MILK WITH SHEEP/CATTLE AND ARABLE

24

FINANCIAL RESULTS PER 100 ACRES

	<u>1960-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	10	35	11				
Average Acreage:	251½	366½	525½				
		<u>OUTPUT</u>			<u>EXPENDITURE</u>		
	£	£	£		£	£	£
Cattle	484	497	582	Purchased Feed	792	645	545
Sheep & Wool	175	273	237	"    Seed	135	138	145
Pigs	49	55	89	Fertilizers	337	268	310
Poultry & Eggs	169	87	10	Power & Machinery	403	388	382
Milk	2095	1670	1651	Miscellaneous	<u>439</u>	<u>356</u>	<u>312</u>
<u>Total Livestock</u>	<u>2972</u>	<u>2582</u>	<u>2569</u>	<u>Total Purchases</u>	<u>2106</u>	<u>1795</u>	<u>1694</u>
Cereals	1096	892	1232	Rent & Rates	346	317	347
Roots & Market Garden	-	-	-	Machinery Depreciation	265	227	220
Hops & Fruit	-	-	-	Labour - Paid	912	943	926
Other Crops	<u>71</u>	<u>266</u>	<u>360</u>	"    - Unpaid	<u>222</u>	<u>152</u>	<u>87</u>
<u>Total Crops</u>	<u>1167</u>	<u>1158</u>	<u>1592</u>	<u>Total Other Charges</u>	<u>1745</u>	<u>1639</u>	<u>1580</u>
Miscellaneous	<u>308</u>	<u>232</u>	<u>278</u>	<u>Total Expenditure</u>	£3851	£3434	£3274
<u>Total Output</u>	<u>4447</u>	<u>3972</u>	<u>4439</u>				
					<u>PROFITABILITY</u>		
				Management & Investment Income			
				per 100 acres	£ 596	£ 538	£1165
Net Product (Total				Net Farm Income per 100 acres	£ 810	£ 669	£1236
Output - Purchases)	£2341	£2177	£2745	Return on Tenant's Capital	14.3%	13.3%	29.8%

\* High Profit Farms.

MILK WITH SHEEP/CATTLE & ARABLE

EFFICIENCY STANDARDS

	<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	10	35	11	<u>Feed Economy Indicators</u>			
Average Acreage:	251	366	525	Livestock Output per Adj. Feed Acre	£33.6	£29.4	£31.5
<u>System Indicators</u>				Index of Concentrate Use	89	114	118
System Index	102	92	92	Forage Acres per Grazing Livestock Unit	1.54	1.75	1.89
Basic Costs per 100 Acres	£2139	£1920	£1915	% Feed Purchased	19.5%	17.8%	16.0%
% Acreage in Feed Crops	71%	64%	85%	<u>Labour &amp; Machinery Indicators</u>			
% Intensive Livestock Production	66.0%	62.5%	63.1%	Lab. & Mach. Cost per £100 Net Output	£52.1	£54.9	£44.0
Tenant's Capital per 100 Acres	£4167	£4046	£3912	Labour Cost per 100 Work Days	£ 191	£ 187	£ 184
<u>Yield Indicators</u>				Power & Mach. Costs per 1000 Tractor Hours	£	£	£
Index of All Yields	103	101	114	Repairs, Tax, Insurance	141	157	168
Index of Crop Yields	135	116	129	Fuel & Electricity	114	120	113
Index of Livestock Yields	91	94	104	Contract Charges	79	54	35
Output per Grazing Livestock Unit	£60.0	£66.8	£54.2	Depreciation	218	193	180
Milk Sales per Cow	£ 111	£ 109	£ 117	<u>Total</u>	<u>552</u>	<u>524</u>	<u>496</u>

\* High Profit Farms

SHEEP/CATTLE WITH FIGS/POULTRY AND ARABLE

28

FINANCIAL RESULTS PER 100 ACRES

	<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	10	40	11				
Average Acreage:	175½	183½	218				
		<u>OUTPUT</u>			<u>EXPENDITURE</u>		
	£	£	£		£	£	£
Cattle	563	481	444	Purchased Feed	887	901	682
Sheep & Wool	539	488	457	"    Seed	133	151	150
Figs	500	715	657	Fertilizers	200	259	262
Poultry & Eggs	573	523	621	Power & Machinery	462	521	420
Milk	-	30	49	Miscellaneous	328	385	287
<u>Total Livestock</u>	<u>2175</u>	<u>2237</u>	<u>2228</u>	<u>Total Purchases</u>	<u>2010</u>	<u>2217</u>	<u>1801</u>
Cereals	1146	1101	1602	Rent & Rates	341	325	303
Roots & Market Garden	336	235	265	Machinery Depreciation	232	272	276
Hops & Fruit	218	97	127	Labour - Paid	556	660	538
Other Crops	53	102	91	"    - Unpaid	397	375	395
<u>Total Crops</u>	<u>1753</u>	<u>1535</u>	<u>2085</u>	<u>Total Other Charges</u>	<u>1526</u>	<u>1632</u>	<u>1512</u>
Miscellaneous	286	412	266	<u>Total Expenditure</u>	<u>£3536</u>	<u>£3849</u>	<u>£3313</u>
<u>Total Output</u>	<u>4214</u>	<u>4184</u>	<u>4579</u>				
						<u>PROFITABILITY</u>	
				<u>Management &amp; Investment Income</u>			
				per 100 acres	£ 678	£ 335	£1266
Net Product (Total				<u>Net Farm Income per 100 acres</u>	£ 984	£ 654	£1459
Output - Purchases)	£2194	£1967	£2778	<u>Return on Tenant's Capital</u>	16.4%	7.7%	27.2%

\* High Profit Farms.

SHEEP/CATTLE WITH PIGS/POULTRY AND ARABLE

EFFICIENCY STANDARDS

	<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	10	40	11	<u>Feed Economy Indicators</u>			
Average Acreage:	175½	183½	218	Livestock Output per Adj. Feed Acre	£23.5	£25.3	£27.6
<u>System Indicators</u>				Index of Concentrate Use	91	101	99
System Index	101	101	106	Forage Acres per Grazing Livestock Unit	1.79	1.84	1.70
Basic Costs per 100 Acres	£1841	£1810	£1715	% Feed Purchased	26%	19%	20%
% Acreage in Feed Crops	69%	72%	65%	<u>Labour &amp; Machinery Indicators</u>			
% Intensive Livestock Production	53%	61%	54%	Lab. & Mach. Cost per £100 Net Output	£58.5	£61.6	£43.3
Tenant's Capital per 100 Acres	£4125	£4357	£4654	Labour Cost per 100 Work Days	£ 157	£ 181	£ 157
<u>Yield Indicators</u>				Power & Mach. Costs per 1000 Tractor Hours	£	£	£
Index of All Yields	98	93	103	Repairs, Tax, Insurance	151	157	143
Index of Crop Yields	126	109	124	Fuel & Electricity	113	139	99
Index of Livestock Yields	85	85	89	Contract Charges	123	125	79
Output per Grazing Livestock Unit	£28.6	£25.0	£25.0	Depreciation	190	218	211
Milk Sales per Cow	-	-	-	<u>Total</u>	<u>577</u>	<u>639</u>	<u>532</u>

\* High Profit Farms

MIXED - MAINLY MILK

8

FINANCIAL RESULTS PER 100 ACRES

	<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	18	48	12				
Average Acreage:	231½	214½	336¼				
		<u>OUTPUT</u>			<u>EXPENDITURE</u>		
	£	£	£		£	£	£
Cattle	517	542	506	Purchased Feed	1267	1241	1405
Sheep & Wool	82	105	60	" Seed	129	140	130
Pigs	313	281	500	Fertilizers	284	293	312
Poultry & Eggs	266	298	105	Power & Machinery	408	423	403
Milk	<u>2707</u>	<u>2712</u>	<u>2875</u>	Miscellaneous	<u>457</u>	<u>459</u>	<u>448</u>
<u>Total Livestock</u>	3885	3938	4046	<u>Total Purchases</u>	<u>2545</u>	<u>2556</u>	<u>2698</u>
Cereals	800	663	892	Rent & Rates	405	395	445
Roots & Market Garden	102	82	42	Machinery Depreciation	255	274	262
Hops & Fruit	-	-	-	Labour - Paid	1097	1120	981
Other Crops	23	66	102	" - Unpaid	274	264	164
<u>Total Crops</u>	<u>925</u>	<u>811</u>	<u>1036</u>	<u>Total Other Charges</u>	<u>2031</u>	<u>2053</u>	<u>1852</u>
Miscellaneous	229	287	402	<u>Total Expenditure</u>	<u>£4576</u>	<u>£4609</u>	<u>£4550</u>
<u>Total Output</u>	<u>5039</u>	<u>5036</u>	<u>5484</u>				
						<u>PROFITABILITY</u>	
				Management & Investment Income			
				per 100 acres	£ 463	£ 427	£ 934
Net Product (Total				Net Farm Income per 100 acres	£ 672	£ 641	£1082
Output - Purchases)	£2494	£2480	£2786	Return on Tenant's Capital	10.0%	9.2%	21.5%

\* High Profit Farms.

MIXED - MAINLY MILK

EFFICIENCY STANDARDS

	<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>		<u>1962-3</u>	<u>1960-3</u>	<u>1960-3*</u>
No. Farms:	18	48	12	<u>Feed Economy Indicators</u>			
Average Acreage:	231½	214½	336¼	Livestock Output per Adj. Feed Acre	£34.2	£34.8	£36.5
				Index of Concentrate Use	93	102	106
<u>System Indicators</u>				Forage Acres per Grazing Livestock Unit	1.76	1.82	1.85
System Index	116	116	119	% Feed Purchased	32%	28%	30%
Basic Costs per 100 Acres	£2449	£2380	£2170	<u>Labour &amp; Machinery Indicators</u>			
% Acreage in Feed Crops	78%	84%	77%	Lab. & Mach. Cost per £100 Net Output	£57.2	£58.2	£46.0
% Intensive Livestock Production	78%	79%	78%	Labour Cost per 100 Work Days	£ 215	£ 199	£ 183
Tenant's Capital per 100 Acres	£4651	£4643	£4329	Power & Mach. Costs per 1000 Tractor Hours	£	£	£
<u>Yield Indicators</u>				Repairs, Tax, Insurance	151	152	152
Index of All Yields	106	104	108	Fuel & Electricity	133	132	131
Index of Crop Yields	127	120	119	Contract Charges	56	56	38
Index of Livestock Yields	100	102	107	Depreciation	212	220	209
Output per Grazing Livestock Unit	£73.4	£73.2	£83.0				
Milk Sales per Cow	£ 117	£ 120	£ 132				
				<u>Total</u>	<u>552</u>	<u>560</u>	<u>530</u>

\* High Profit Farms

MIXED -- MAINLY ARABLE

## FINANCIAL RESULTS PER 100 ACRES

	<u>1962-3</u>	<u>1961-3</u>	<u>1961-3*</u>		<u>1962-3</u>	<u>1961-3</u>	<u>1961-3*</u>
No. Farms:	11	21	5				
Average Acreage:	274 $\frac{1}{2}$	266 $\frac{3}{4}$	212 $\frac{1}{2}$				
		<u>OUTPUT</u>			<u>EXPENDITURE</u>		
	£	£	£		£	£	£
Cattle	214	314	398	Purchased Feed	716	630	777
Sheep & Wool	234	286	169	" Seed	189	225	181
Pigs	150	148	197	Fertilizers	388	362	450
Poultry & Eggs	471	383	572	Power & Machinery	528	511	430
Milk	<u>951</u>	<u>848</u>	<u>1081</u>	Miscellaneous	<u>459</u>	<u>417</u>	<u>364</u>
<u>Total Livestock</u>	2020	1979	2417	<u>Total Purchases</u>	<u>2280</u>	<u>2145</u>	<u>2202</u>
Cereals	1815	1494	1773	Rent & Rates	366	317	291
Roots & Market Garden	510	603	534	Machinery Depreciation	305	298	430
Hops & Fruit	211	214	-	Labour - Paid	964	984	726
Other Crops	<u>114</u>	<u>133</u>	<u>64</u>	" - Unpaid	<u>201</u>	<u>224</u>	<u>293</u>
<u>Total Crops</u>	2650	2444	2371	<u>Total Other Charges</u>	<u>1836</u>	<u>1823</u>	<u>1740</u>
Miscellaneous	<u>191</u>	<u>224</u>	<u>191</u>	<u>Total Expenditure</u>	<u>£4116</u>	<u>£3968</u>	<u>£3942</u>
<u>Total Output</u>	<u>4861</u>	<u>4647</u>	<u>4979</u>				
					<u>PROFITABILITY</u>		
				<u>Management &amp; Investment Income</u>			
				<u>per 100 acres</u>	£ 745	£ 679	£1037
				<u>Net Farm Income per 100 acres</u>	£ 877	£ 861	£1330
Net Product (Total Output - Purchases)	£2581	£2502	£2777	<u>Return on Tenant's Capital</u>	16.8%	15.3%	20.1%

\* High Profit Farms.



MIXED - MAINLY ARABLE

EFFICIENCY STANDARDS

	1962-3	1961-3	1961-3*		1962-3	1961-3	1961-3*
No. Farms:	11	21	5	<u>Feed Economy Indicators</u>			
Average Acreage:	274 $\frac{1}{2}$	266 $\frac{1}{2}$	212 $\frac{1}{2}$	Livestock Output per Adj. Feed Acre	£28.7	£29.5	£34.3
				Index of Concentrate Use	88	91	81
<u>System Indicators</u>				Forage Acres per Grazing Livestock Unit	1.59	1.64	1.38
System Index	114	108	112	% Feed Purchased	23%	20%	28%
Basic Costs per 100 Acres	£2217	£1920	£1965	<u>Labour &amp; Machinery Indicators</u>			
% Acreage in Feed Crops	54%	54%	50%	Lab. & Mach. Cost per £100 Net Output	£49.6	£53.3	£46.9
% Intensive Livestock Production	72%	70%	75%	Labour Cost per 100 Work Days	£ 175	£ 179	£ 190
Tenant's Capital per 100 Acres	£4444	£4450	£5162	Power & Mach. Costs per 1000 Tractor Hours	£	£	£
<u>Yield Indicators</u>				Repairs, Tax, Insurance	193	180	176
Index of All Yields	104	103	106	Fuel & Electricity	133	144	105
Index of Crop Yields	126	118	115	Contract Charges	82	83	52
Index of Livestock Yields	85	90	99	Depreciation	232	237	332
Output per Grazing Livestock Unit	£40.9	£44.0	£45.2				
Milk Sales per Cow	£ 102	£ 102	£ 119	<u>Total</u>	<u>640</u>	<u>644</u>	<u>665</u>

\* High Profit Farms

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LARGESCALE - MAINLY ARABLE

FINANCIAL RESULTS PER 100 ACRES

	<u>1962-3</u>	<u>1960-3</u>		<u>1962-3</u>	<u>1960-3</u>
No. Farms:	8	24			
Average Acreage:	983	1058½			
	<u>£</u>	<u>£</u>		<u>£</u>	<u>£</u>
				<u>EXPENDITURE</u>	
	<u>OUTPUT</u>				
Cattle	497	468	Purchased Feed	742	670
Sheep & Wool	328	341	"    Seed	167	182
Figs	280	288	Fertilizers	337	337
Poultry & Eggs	395	316	Power & Machinery	394	413
Milk	604	615	Miscellaneous	440	418
<u>Total Livestock</u>	<u>2104</u>	<u>2028</u>	<u>Total Purchases</u>	<u>2080</u>	<u>2020</u>
Cereals	1736	1665	Rent & Rates	449	434
Roots & Market Garden	722	686	Machinery Depreciation	237	223
Hops & Fruit	80	56	Labour - Paid	1112	1203
Other Crops	161	151	"    - Unpaid	79	57
<u>Total Crops</u>	<u>2699</u>	<u>2558</u>	<u>Total Other Charges</u>	<u>1877</u>	<u>1917</u>
Miscellaneous	211	198	<u>Total Expenditure</u>	<u>£3957</u>	<u>£3937</u>
<u>Total Output</u>	<u>5014</u>	<u>4784</u>			
				<u>PROFITABILITY</u>	
			<u>Management &amp; Investment Income</u>		
			<u>per 100 acres</u>	£1057	£ 847
Net Product (Total			<u>Net Farm Income per 100 acres</u>	£1078	£ 866
Output - Purchases)	£2934	£2764	<u>Return on Tenant's Capital</u>	25.6%	20.8%

LARGESCALE -- MAINLY ARABLE

EFFICIENCY STANDARDS

	<u>1962-3</u>	<u>1960-3</u>		<u>1962-3</u>	<u>1960-3</u>
No. Farms:	8	24	<u>Feed Economy Indicators</u>		
Average Acreage:	983	1058½	Livestock Output per Adj. Feed Acre	£26.5	£27.4
<u>System Indicators</u>			Index of Concentrate Use	84	101
System Index	112	109	Forage Acres per Grazing Livestock Unit	1.48	1.66
Basic Costs per 100 Acres	£2284	£2290	% Feed Purchased	25%	19%
% Acreage in Feed Crops	59%	60%	<u>Labour &amp; Machinery Indicators</u>		
% Intensive Livestock Production	61%	57%	Lab. & Mach. Cost per £100 Net Output	£45.1	£48.3
Tenant's Capital per 100 Acres	£4171	£4072	Labour Cost per 100 Work Days	£ 194	£ 203
<u>Yield Indicators</u>			Power & Mach. Costs per 1000 Tractor Hours		
Index of All Yields	105	104		£	£
Index of Crop Yields	135	118	Repairs, Tax, Insurance	162	166
Index of Livestock Yields	84	93	Fuel & Electricity	113	115
Output per Grazing Livestock Unit	£35.9	£39.4	Contract Charges	25	29
Milk Sales per Cow	£ 109	£ 106	Depreciation	180	167
			<u>Total</u>	<u>480</u>	<u>477</u>

LARGESCALE - MAINLY ARABLE

EFFICIENCY STANDARDS

	<u>1962-3</u>	<u>1960-3</u>		<u>1962-3</u>	<u>1960-3</u>
No. Farms:	8	24	<u>Feed Economy Indicators</u>		
Average Acreage:	983	1058½	Livestock Output per Adj. Feed Acre	£26.5	£27.4
<u>System Indicators</u>			Index of Concentrate Use	84	101
System Index	112	109	Forage Acres per Grazing Livestock Unit	1.48	1.66
Basic Costs per 100 Acres	£2284	£2290	% Feed Purchased	25%	19%
% Acreage in Feed Crops	59%	60%	<u>Labour &amp; Machinery Indicators</u>		
% Intensive Livestock Production	61%	57%	Lab. & Mach. Cost per £100 Net Output	£45.1	£48.3
Tenant's Capital per 100 Acres	£4171	£4072	Labour Cost per 100 Work Days	£ 194	£ 203
<u>Yield Indicators</u>			Power & Mach. Costs per 1000 Tractor Hours	£	£
Index of All Yields	105	104	Repairs, Tax, Insurance	162	166
Index of Crop Yields	135	118	Fuel & Electricity	113	115
Index of Livestock Yields	84	93	Contract Charges	25	29
Output per Grazing Livestock Unit	£35.9	£39.4	Depreciation	180	167
Milk Sales per Cow	£ 109	£ 106	<u>Total</u>	<u>480</u>	<u>477</u>

### GROSS MARGIN ANALYSIS

Gross margin analysis is useful for two reasons, firstly, it is a quick method of simple budgeting, and secondly, it provides a valuable means of assessing the performance of either an individual enterprise or of a whole farm.

A gross margin measures the difference between the output of a farm enterprise and its variable costs. Fixed or common costs are not charged to each enterprise, but have to be deducted from the sum of the enterprise gross margins to obtain net profit.

The following outline indicates how the gross margins of various types of enterprise may be determined:-

#### Cash Crop Enterprises

Gross Margin = Crop Output minus Variable Costs of Cash Crops

Crop Output is yield multiplied by the average price received or by the estimated market value of any salable produce retained on the farm.

Variable Costs comprise homegrown and purchased seed, fertilizers and sprays, specific contract work, casual labour and miscellaneous items.

#### Intensive Livestock Enterprises

Gross Margin = Enterprise Output minus Variable Costs of Livestock

Enterprise Output is defined as sales plus closing valuation minus purchases and opening valuation. An allowance is also made for the market value of any stock transferred between enterprises, and for the value of any salable produce used in the farmhouse or supplied to workers.

Variable Costs comprise purchased feed, homegrown concentrate feed, vet. and medicines and other specific miscellaneous items.

#### Grazing Livestock Enterprises

Gross Margins = Enterprise Output minus Variable Costs of Livestock and of Forage Crops and Grass.

Enterprise Output is defined as for intensive livestock. In the case of dairy cows an allowance is also included for the market value of any milk fed to calves, etc.

Variable Costs of Livestock are also defined as for intensive livestock.

Variable Costs of Forage Crops comprise the specific costs incurred in grass and forage production, such as those listed above for cash crops.

#### Fixed Costs

These are expenses not allocated to particular enterprises. They include items such as wages of regular workers, rental charges, general farm overheads and power and machinery costs.

Gross Margins of the Main Farm Enterprises

The Total Gross Margin of an enterprise on a particular farm depends on several factors, including the yield obtained, the methods of production employed, and the stocking rate in the case of grazing livestock. The influences of such factors on the normal levels of Output, Variable Costs and Gross Margins per acre or per head of the main farm enterprises are indicated in the following tables:

1. Cereals

	<u>Output Category</u>			
	<u>Low</u>	<u>Average</u>	<u>High</u>	
<u>Winter Wheat</u>				
Yield per Acre	25c	30c	35c	
Gross Output per Acre	£33	£40	£47	
<u>less</u> Variable Costs	- 8	- 8	- 9	
<u>Gross Margin</u>	£25	£32	£38	
<u>Spring Barley</u>				
Yield per Acre	22c	30c	35c	
Gross Output per Acre	£30	£35	£42	
<u>less</u> Variable Costs	- 7	- 7	- 8	
<u>Gross Margin</u>	£23	£28	£34	
<u>Spring Wheat</u> )	<u>Gross Margin</u>	£22	£28	£33
<u>Winter Oats</u> )				
<u>Spring Oats</u> " "	£20	£24	£31	

Adjustments

Contract Combining	- deduct £4.0 per acre from Gross Margin.
Contract Drying (half crop)	- " £1.5 " " " " " "
Seasonality of Marketing	- add 5% to Gross Margin for wheat and barley sold after March.
	- deduct 5% if the grain is sold at harvest time.
Straw	No allowance is included in the above Gross Margin estimates.

<u>Average Variable Costs Per Acre:</u>	<u>Wheat</u> £	<u>Barley</u> £
Seed	3	2.5
Fertilizer	4	3.5
Sprays, etc.	1	1
	8	7
	<u>      </u>	<u>      </u>

2. Other Cash Crops

	<u>Output Category</u>		
	<u>Low</u>	<u>Average</u>	<u>High</u>
<u>Sugar Beet</u>			
Yield per acre (washed beet)	10t	13t	16t
Gross Output per acre	£60	£80	£100
<u>less</u> Variable Costs	-35	-40	-45
<u>Gross Margin</u>	£25	£40	£55

Adjustments

- Casual Labour - £12 included in Variable Costs for spring work.  
 - add additional £12 per acre to Variable Costs for hand harvesting.  
 Sugar Content - add or subtract 10/- per ton for 1% difference in Sugar Content above or below 16%.

Potatoes

Yield per acre (Ware)	6t	8t	10t
Gross Output per acre	£90	£120	£150
<u>less</u> Variable Costs	-55	-60	-65
<u>Gross Margin</u>	£35	£60	£85

Adjustments

- Casual Labour - if crop is lifted using a complete harvester reduce variable costs by 10/- to 15/- per ton.  
 - if regular labour only is used for harvesting reduce variable costs by 20/- to 30/- per ton.

Vining Peas

Yield per acre	24t	30c	36c
Gross Output per acre	£46	£57	£68
<u>less</u> Variable Costs	-16	-17	-18
<u>Gross Margin</u>	£30	£40	£50

Adjustments

- Casual Labour - if used for harvesting, add charge to Variable Costs.

<u>Average Variable Costs per Acre:</u>	<u>Sugar Beet</u>	<u>Potatoes</u>	<u>Vining Peas</u>
	£	£	£
Seed	1.5	25	10
Fertilizers	10.0	12	3
Sprays	1.5	3	2
Casuals	12.0	14	-
Sundries and Haulage	15.0	6	2
	<u>          </u>	<u>          </u>	<u>          </u>
Total	40.0	60	17
	<u>          </u>	<u>          </u>	<u>          </u>

3. Grazing LivestockDairy Cows

Gross Margin per Cow depends in the first instance on milk yield and the level of concentrates feeding per cow:-

	<u>Output Category</u>		
	<u>Low</u>	<u>Average</u>	<u>High</u>
<u>Milk Yield per Cow</u> <sup>+</sup> - Average	700g	800g	900g
- Channel Island	580g	660g	750g
- Friesian	750g	850	950g
<u>Milk Sales per Cow</u>	£100	£115	£130

<u>Concentrates per Cow</u>	<u>Margin over Concentrates per Cow</u>		
10 cwt	£85	£100	-
20 cwt	£70	£85	£100
30 cwt	-	£70	£85
<u>Margin over Concentrates per Cow</u>	£70	£85	£100
<u>less Other Variable Livestock Costs</u>	-7	-7	-8
<u>Margin over All Variable Livestock Costs</u>	£63	£78	£92
<u>less Average Variable Forage Costs</u>	-10	-10	-10
<u>Gross Margin per Cow</u> <sup>*</sup>	£53	£68	£82

Forage Costs per Cow vary, however, with the rate of stocking, etc.

Adjustment for Density of Stocking

<u>Grass &amp; Forage Acres per Cow</u>	2.0	1.75	1.5
<u>Variable Forage Costs per Acre</u>	£ 4	£ 6	£ 8
<u>Forage Costs per Cow</u>	£ 8	£10	£12

The Gross Margin per Forage Acre devoted to milk production varies according to the density of stocking and Margin per Cow:

<u>Margin per Cow over All Variable Livestock Costs:</u>	£63	£78	£92
<u>Forage Acres per Cow</u>	<u>Gross Margin per Forage Acre</u>		
1.5	£34	£44	£53
1.75	£30	£39	£47
2.0	£27	£35	£42

<sup>+</sup> Gallons produced divided by the average number of cows in the herd.

<sup>\*</sup> Replacement Cost per Cow normally equals the value of cull cows and calves sold. Hence the above Gross Margins per Cow normally need only be amended as follows:-

Friesians - add £5 to Gross Margin per Cow.  
Channel Islands - deduct £5 from Gross Margin per Cow.



Dairy Heifers

<u>Per Heifer Produced</u>	<u>Average</u>	<u>Range</u>	
Value net of Calf	£75	£65	- £85
less Concentrates, Milk & Milk Substitute	-25	-20	- -35
<u>Margin over Concentrates</u>	£50	£35	- £60
less Other Variable Livestock Costs	-4	-3	- -6
" Variable Forage Costs	-14	-8	- -20
<u>Gross Margin per Heifer</u>	£32	£25	- £40
Forage Acres per Heifer produced	3	2½	- 3½
<u>Gross Margin per Forage Acre</u>	£11	£8	- £15

Sheep - Fat Lamb Production

<u>Per Ewe</u>			
Lamb & Wool Output	£9.75	£8.5	- £11.25
less Ewe Depreciation	-2.25	-1.5	- -2.5
<u>Output per Ewe</u>	£7.5	£6.5	- £9.25
less Variable Livestock & Forage Costs	-2.5	-2.0	- -5.0
<u>Gross Margin per Ewe</u>	£5.0	£3.5	- £6.0
Ewes per Forage Acre	3	2½	- 3½
<u>Gross Margin per Forage Acre</u>	£15	£10	- £20

Variable Costs

Concentrates	£0.75	£0.5	- £1.25
Vet. & Med., Marketing, etc.	£0.75	£0.5	- £1.25
Seeds & Fertilizers per Forage Acre	£3.0	£2.0	- £5.0

Other Data

Lambs per Ewe	1.35	1.2	- 1.5
Price per Lamb	£6.25	£6.0	- £6.5

Beef - Single SucklingPer Cow

Value of Calf including subsidy	£46	£40	- £55
less Cow Depreciation	-5	nil	- -10
<u>Output per Cow</u>	£41	£35	- £50
less Variable Livestock & Forage Costs	-11	-8	- £35
<u>Gross Margin per Cow</u>	£30	£25	- £35
Forage Acres per Cow	2.0	1.75	- 2.5
<u>Gross Margin per Forage Acre</u>	£15	£10	- £20

Variable Costs

Concentrates per Cow	£3	£2	- £5
Vet. & Med., etc. per Cow	£2	£1	- £3
Seed & Fertilizer per Forage Acre	£3	£2	- £5

Other Beef Systems

Multiple Suckling	£20 - £30
Traditional Rearing & Fattening	£10 - £20
Semi-Intensive - Hay & Concentrates	£25 - £30
'Barley Beef' per Head	£10 - £15

Gross Margins per Forage Acre4. Intensive LivestockPigsOutput CategoryPer Breeding Sow

	<u>Low</u>	<u>Average</u>	<u>High</u>
Output of Weaners less Sow Depreciation	£59	£71	£84
less Concentrates	-45	-47	-49
" Other Variable Costs	- 4	- 4	- 5
<u>Gross Margin per Sow</u>	£10	£20	£30
Pigs produced per sow per year	12.5	14.5	16.5

Per Fat PigPorcher   Baconer   Heavy Hog

Sale Value less Weaner Cost	£6.5	£11.5	£13.5
less Concentrates	-4.2	-7.5	-10.0
" Other Variable Costs	-0.3	-0.5	- 0.5
<u>Gross Margin per Pig</u>	£2.0	£3.0	£3.0
Age at slaughter (weeks)	22	28	32

PoultryOutput CategoryPer Laying HenAverage   High

Egg Sales	£2. 8s.	£3. 0s.
less Depreciation of Layer	- 13s.	- 12s.
" Concentrates & Other Variable Costs	-£1.10s.	-£1.12s.
<u>Gross Margin per Layer</u>	5s.	16s.
Eggs per Layer	190	240
Price per dozen eggs	3s.	3s.

Per Pullet Reared

Output less Cost of Chick	14s.
less Concentrates & Other Variable Costs	- 8s.
<u>Gross Margin per Pullet</u>	6s.