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Farm business analysis (pd)

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Farm Business Statistics for South East England

Supplement for 1966

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FOREWORD

Several changes have been made in the layout of the 1964-5 data compared with previous years. The changes in the presentation of the financial results have been made largely to comply with developments that have been occurring in terminology and techniques, particularly the gross margin concept. Also, they are now given per acre instead of per 100 acres. In the efficiency standards, some of the more obscure and complicated factors included in the past have been replaced by more straightforward measures. Information on feed allocation amongst different livestock enterprises is not available on most Farm Management Survey farms; otherwise other useful standards could be included. More physical details about the farm types are now given.

Unfortunately, not all the new standards are yet available, since they were not calculated prior to 1965-6, i.e. the accounts being gathered in and calculated during 1966. It has, however, been possible to estimate some of them from the past year's figures and to derive others from different sources. In the latter case some of the standard figures have been used for all groups, e.g. crop outputs.

A few are not available at all e.g. the figures for premium farms of land use and livestock units per 100 acres, and the breakdown of tenant's capital in years prior to 1964/5. All these will of course be calculated in 1965-6 and included in future copies of standards.

Again, although it was possible to derive 1964-5 figures for casual labour and the division between miscellaneous variable costs and general overhead costs it was not possible to do so for earlier years. Hence the 1962-5 figures had to be estimated from the 1964-5 data. Prior to this year, also, forage and tillage valuation changes were included in "other crops" and no split was possible.

Gross margin figures are not included this year because they will be presented, in much greater detail, in a separate booklet to be published shortly.

The following persons have played a part in producing this supplement:

Field Officers.	J.H. Hooper, G. Tyler, D. Nicholass.
Clerical Staff.	H. Curtis, Mrs. J. Holmes, Miss J. Bescoby, B. Place, V.P. Wilde.
Secretarial Staff.	Mrs. D. O'Flaherty.
Final Preparation.	J.S. Nix.

Method of Classification

The classification of farms is based on the relative contribution to the total Standard Output of four main types of enterprise: Milk, Sheep/Cattle, Pigs/Poultry, and Arable (crops other than forage).

Farms with one main enterprise:

If over 60% of total Standard Output comes from a single one of the above four categories, the farm is classified in group 1, 2, 3, 12, 13, 14, 16, 17 or 18.

Farms with two main enterprises:

If over 75% of total Standard Output comes from any two categories combined, and neither is less than 30%, most farms will be in groups 4, 5, 6, 7, 8, 10 or 11.

Other Farms

Group 9: Milk, Sheep/Cattle & Arable, has over 80% of its total Standard Output from these three categories combined, with none below 20%. Milk is usually 40% - 50% of the total.

Group 15: Large-Scale - mainly Arable. These are farms with a standard output exceeding £30,000. As the name given to the group implies, arable farming predominates.

Two farm types not included last year have been added: Sheep/Cattle and Pigs/Poultry, and Intensive Arable - Field Scale Vegetables. Two farm types included before have now been omitted: Mixed-mainly Milk, and Sheep/Cattle, Arable & Pigs/Poultry.

The breakdown of Standard Output for each of these farm groups is given on the opposite page, together with the average farm size in acres. A small proportion of farms will not fit into any of these groups; such farms should be put in the group whose Standard Output pattern is nearest. The standards can be "blended" if a farm is borderline between two groups, taking farm size into consideration also. The standards are merely a guide.

Premium Farms are farms which have shown, consistently over the past three years, a management and investment income per acre and a return on capital well above the average for the group. They usually comprise between 25% and 40% of the farms in the group.

Types of Farm

Production Pattern for each Farm Type

Farm Type	% Milk	Standard Output Sheep/ Cattle	from Pigs/ Poultry	Crops	Average Acreage	Page
1. Predominantly Milk - under 125 acres	71	16	8	5	90	4
2. " " - over 125 "	70	14	3	13	200	6
3. " Pigs/Poultry	2	8	69	21	150	8
4. Milk and Pigs/Poultry	47	8	34	11	190	10
5. Arable and Pigs/Poultry	1	11	40	48	370	12
6. Sheep/Cattle and Pigs/Poultry	-	42	43	15	100	14
7. Milk and Arable - under 250 acres	41	12	1	46	190	16
8. " " " - over 250 "	39	12	2	47	490	18
9. Milk, Sheep/Cattle and Arable	45	22	6	27	370	20
10. Sheep/Cattle and Arable - under 250 acres	-	47	3	50	160	22
11. " " " " - over 250 "	-	43	2	55	430	24
12. Predominantly Sheep/Cattle	-	71	5	24	210	26
13. Predominantly Arable - under 250 acres	1	14	8	77	150	28
14. " " - over 250 "	3	20	4	73	512	30
15. Large-Scale - mainly Arable	15	18	19	48	1015	32
16. Intensive Arable - mainly Fruit	3	6	6	85	160	34
17. " " - Fruit & Hops	6	11	5	78	265	36
18. " " - Field Scale Vegetables	2	3	1	94	205	38

FINANCIAL RESULTS: £ per acre

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
No. Farms	17	50	15
Average Acreage	90	80	80
<u>GROSS OUTPUT</u>			
Cattle	8.0	5.4	7.9
Sheep & Wool	-	0.1	-
Pigs	0.9	0.9	1.8
Poultry and Eggs	3.1	3.2	-
Milk	52.3	49.2	59.9
<u>Total Livestock</u>	64.3	58.8	69.6
Cereals (inc. Straw)	1.0	1.3	-
Fruit and Hops	-	-	-
Other Crops	1.1	1.2	0.9
Forage & Tillage Valn. Changes }			
<u>Total Crops</u>	2.1	2.5	0.9
Other Receipts	2.8	3.5	1.9
<u>GROSS OUTPUT</u>	69.2	64.8	72.4
<u>NET OUTPUT</u>	44.5	42.5	49.5
<u>GROSS MARGIN</u>	36.8	34.5	42.0

TENANT'S CAPITAL

Livestock	31.3		
Crops and Cultivations	5.4		
Stores, etc.	3.1		
Machinery and Equipment	12.7		
<u>TOTAL</u>	52.5	54.0	56.5

Farm Type: PREDOMINANTLY MILK - UNDER 125 ACRES

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
<u>INPUTS</u>			
Bought Feed	24.0	21.4	22.7
Bought Seed	0.7	0.9	0.2
Fertilisers	3.4	3.4	3.4
Casual Labour	0.5	0.5	0.5
Contract Work	1.6	1.7	1.2
Miscell. Variable Costs	2.2	2.4	2.4
<u>Total Variable Costs</u>	32.4	30.3	30.4
Regular labour - paid	7.4	5.6	7.0
" " - unpaid	9.1	8.8	6.5
Machinery Depreciation	2.1	2.4	2.3
Fuel and Oil	2.1	2.2	2.0
Mach. Repairs, Veh. Tax & Insce.	1.5	1.9	1.4
Rent and Rates	5.0	4.8	4.8
General Overhead Costs	4.2	4.2	4.2
<u>Total Fixed Costs</u>	31.4	29.9	28.2
<u>TOTAL INPUTS</u>	63.8	60.2	58.6

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	5.4	4.6	13.9
<u>NET FARM INCOME</u>	12.7	11.6	19.5
RETURN ON TENANT'S CAPITAL	9.7 %	8.5 %	25.1 %

PHYSICAL DATA and EFFICIENCY STANDARDS, 1964-5

Farm Type: PREDOMINANTLY MILK - UNDER 125 ACRES

(all figures per acre)	<u>CROPS</u>			
	Average Yield	Output £	Premium Yield	Output £
Wheat	31 cwt.	40	38 cwt.	49
Barley	28 "	34	35 "	42
Oats	27 "	34	33 "	42
Potatoes	8 tons	120	10 tons	150
Hops	-	400	-	500
Top Fruit	-	200	-	500
Small Fruit	-	250	-	300
Brassicas	-	120	-	150

% of Land in:	Cereals	<u>7</u>
	Hops and Fruit	<u>-</u>
	Other Crops	<u>2</u>
	Forage	<u>89</u>
	Bare Fallow	<u>2</u>

	<u>LIVESTOCK</u>	
	Livestock Units per 100 acres	% of Grazing Livestock Units
Dairy Cows	<u>38</u>	<u>65</u>
Other Cattle	<u>20</u>	<u>35</u>
Sheep	<u>-</u>	<u>-</u>

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

Standard Output per acre (£)	<u>60</u>	<u>66</u>
Output from Forage per Forage Acre (£)	<u>55</u>	<u>65</u>
" " " " Adjusted Forage Acre (£)	<u>1.7</u>	<u>1.5</u>
Forage Acres per Grazing Livestock Unit	<u>1.7</u>	<u>1.5</u>
Adjusted Forage Acres per Grazing Livestock Unit	<u>1.7</u>	<u>1.5</u>
Milk Yield per Cow (gal.)	<u>800</u>	<u>900</u>
Milk Sales per Cow (£)	<u>125</u>	<u>140</u>
Index of Concentrate Feed	<u>110</u>	<u>120</u>
Net Output per £100 Labour (£)	<u>260</u>	<u>355</u>
Labour Cost per 100 Man-Work Units (£)	<u>210</u>	<u>215</u>
Machinery Costs per 1000 Tractor Units (£):		
Licences, Insurance, Repairs	<u>130</u>	<u>170</u>
Fuel and Electricity	<u>165</u>	<u>130</u>
Contract	<u>135</u>	<u>55</u>
Depreciation	<u>165</u>	<u>245</u>
Total	<u>595</u>	<u>600</u>
Net Output per £100 Machinery Costs (£)	<u>600</u>	<u>720</u>
Net Output per £100 Labour and Machinery (£)	<u>165</u>	<u>240</u>

FINANCIAL RESULTS: £ per acre

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
No. Farms	12	38	12
Average Acreage	202	195	245
<u>GROSS OUTPUT</u>			
Cattle	7.1	5.7	6.2
Sheep & Wool	.6	.4	2.0
Pigs	-	-	0.1
Poultry and Eggs	1.3	1.2	0.8
Milk	41.7	39.7	37.4
<u>Total Livestock</u>	50.7	47.0	46.5
Cereals (inc. Straw)	3.7	3.4	7.2
Fruit and Hops	-	-	-
Other Crops	-	-	-
Forage & Tillage Valn. Changes	1.1	.6	-
<u>Total Crops</u>	4.8	4.0	7.2
Other Receipts	3.0	2.2	2.3
<u>GROSS OUTPUT</u>	58.5	53.2	56.0
<u>NET OUTPUT</u>	45.3	40.2	45.8
<u>GROSS MARGIN</u>	37.9	33.5	39.2

TENANT'S CAPITAL

Livestock	26.2		
Crops and Cultivations	7.6		
Stores, etc.	1.5		
Machinery and Equipment	16.2		
<u>TOTAL</u>	51.5	48.9	55.3

Farm Type: PREDOMINANTLY MILK - OVER 125 ACRES

	Average 1964-5	average 1962-5	Premium Farms 1962-5
<u>INPUTS</u>			
Bought Feed	11.8	12.0	9.0
Bought Seed	1.4	1.0	1.2
Fertilisers	4.3	3.9	3.7
Casual Labour	0.4	0.4	0.4
Contract Work	0.9	0.8	0.8
Miscell. Variable Costs	1.8	1.6	1.7
<u>Total Variable Costs</u>	20.6	19.7	16.8
Regular labour - paid	11.9	11.7	11.3
" " - unpaid	2.3	2.1	2.1
Machinery Depreciation	3.0	2.6	3.2
Fuel and Oil	1.9	1.9	1.7
Mach. Repairs, Veh. Tax & Insce.	2.7	2.4	2.2
Rent and Rates	5.0	4.5	4.7
General Overhead Costs	4.0	3.8	3.9
<u>Total Fixed Costs</u>	30.8	29.0	29.1
<u>TOTAL INPUTS</u>	51.4	48.7	45.9

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	7.1	4.5	10.1
<u>NET FARM INCOME</u>	8.9	6.3	11.5
<u>RETURN ON TENANT'S CAPITAL</u>	14.6 %	9.0 %	18.4 %

PHYSICAL DATA and EFFICIENCY STANDARDS, 1964-5

Farm Type: PREDOMINANTLY MILK - OVER 125 ACRES

(all figures per acre)	<u>CROPS</u>		<u>Premium</u>	
	Average Yield	Output £	Yield	Output £
Wheat	31 cwt.	40	38 cwt.	49
Barley	28 "	34	35 "	42
Oats	27 "	34	33 "	42
Potatoes	8 tons	120	10 tons	150
Hops	-	400	-	500
Top Fruit	-	200	-	500
Small Fruit	-	250	-	300
Brassicas	-	120	-	150

% of Land in: Cereals	<u>21</u>
Hops and Fruit	<u>-</u>
Other Crops	<u>5</u>
Forage	<u>74</u>
Bare Fallow	<u>-</u>

	<u>LIVESTOCK</u>	
	Livestock Units per 100 acres	% of Grazing Livestock Units
Dairy Cows	<u>31</u>	<u>66</u>
Other Cattle	<u>14</u>	<u>30</u>
Sheep	<u>2</u>	<u>4</u>

Pigs/Poultry Gross Output per acre (£): 2

	Average	Premium
Standard Output per acre (£)	<u>49</u>	<u>51</u>
Output from Forage per Forage Acre (£)	<u>55</u>	<u>65</u>
" " " " Adjusted Forage Acre (£)	<u>1.8</u>	<u>1.6</u>
Forage Acres per Grazing Livestock Unit	<u>1.8</u>	<u>1.6</u>
Adjusted Forage Acres per Grazing Livestock Unit	<u>1.8</u>	<u>1.6</u>
Milk Yield per Cow (gal.)	<u>800</u>	<u>900</u>
Milk Sales per Cow (£)	<u>125</u>	<u>140</u>
Index of Concentrate Feed	<u>110</u>	<u>120</u>
Net Output per £100 Labour (£)	<u>300</u>	<u>330</u>
Labour Cost per 100 Man-Work Units (£)	<u>225</u>	<u>175</u>
Machinery Costs per 1000 Tractor Units (£):		
Licences, Insurance, Repairs	<u>230</u>	<u>115</u>
Fuel and Electricity	<u>165</u>	<u>165</u>
Contract	<u>70</u>	<u>105</u>
Depreciation	<u>145</u>	<u>190</u>
Total	<u>610</u>	<u>575</u>
Net Output per £100 Machinery Costs (£)	<u>535</u>	<u>580</u>
Net Output per £100 Labour and Machinery (£)	<u>200</u>	<u>210</u>

FINANCIAL RESULTS: £ per acre

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
No. Farms	11	31	12
Average Acreage	150	100	80
<u>GROSS OUTPUT</u>			
Cattle	3.0	4.1	5.9
Sheep & Wool	2.4	2.8	-
Pigs	60.7	61.1	57.4
Poultry and Eggs	14.8	19.3	13.3
Milk	2.7	1.9	6.1
<u>Total Livestock</u>	83.6	89.2	82.7
Cereals (inc. Straw)	13.5	12.8	17.2
Fruit and Hops	-	0.1	-
Other Crops	1.2	1.5	1.8
Forage & Tillage Valn. Changes }			
<u>Total Crops</u>	14.7	14.4	19.0
Other Receipts	2.9	3.8	2.9
<u>GROSS OUTPUT</u>	101.2	107.4	104.6
<u>NET OUTPUT</u>	56.4	58.3	63.5
<u>GROSS MARGIN</u>	47.5	48.7	56.0

TENANT'S CAPITAL

Livestock	33.5		
Crops and Cultivations	12.2		
Stores, etc.	5.5		
Machinery and Equipment	29.2		
<u>TOTAL</u>	80.4	77.8	82.9

Farm Type: PREDOMINANTLY PIGS/POULTRY

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
<u>INPUTS</u>			
Bought Feed	43.1	47.0	39.2
Bought Seed	1.7	2.1	1.9
Fertilisers	3.2	3.1	3.6
Casual Labour	1.4	1.4	1.4
Contract Work	1.4	1.9	0.5
Miscell. Variable Costs	2.9	3.2	2.0
<u>Total Variable Costs</u>	53.7	58.7	48.6
Regular labour - paid	13.0	12.7	11.7
" " - unpaid	4.9	6.8	5.5
Machinery Depreciation	4.8	4.4	5.0
Fuel and Oil	3.0	3.2	2.6
Mach. Repairs, Veh. Tax & Insce.	2.9	3.6	3.3
Rent and Rates	5.9	5.7	5.9
General Overhead Costs	4.8	5.2	3.9
<u>Total Fixed Costs</u>	39.3	41.6	37.9
<u>TOTAL INPUTS</u>	93.0	100.3	86.5

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	8.2	7.1	18.1
<u>NET FARM INCOME</u>	12.3	12.4	21.6
<u>RETURN ON TENANT'S CAPITAL</u>	10.0 %	9.0 %	23.0 %

PHYSICAL DATA and EFFICIENCY STANDARDS, 1964-5

Farm Type: PREDOMINANTLY PIGS/POULTRY

(all figures per acre)	<u>CROPS</u>			
	Average Yield	Output £	Premium Yield	Output £
Wheat	31 cwt.	40	38 cwt.	49
Barley	28 "	34	35 "	42
Oats	27 "	34	33 "	42
Potatoes	8 tons	120	10 tons	150
Hops	-	400	-	500
Top Fruit	-	200	-	500
Small Fruit	-	250	-	300
Brassicas	-	120	-	150

% of Land in:	Cereals	<u>61</u>
	Hops and Fruit	<u>-</u>
	Other Crops	<u>2</u>
	Forage	<u>34</u>
	Bare Fallow	<u>3</u>

	<u>LIVESTOCK</u>	
	Livestock Units per 100 acres	% of Grazing Livestock Units
Dairy Cows	<u>4</u>	<u>15</u>
Other Cattle	<u>18</u>	<u>64</u>
Sheep	<u>6</u>	<u>21</u>

Pigs/Poultry Gross Output per acre (£): 75

	Average	Premium
Standard Output per acre (£)	<u>110</u>	<u>110</u>
Output from Forage per Forage Acre (£)	<u>35</u>	<u>45</u>
" " " " Adjusted Forage Acre (£)	<u>1.8</u>	<u>1.6</u>
Forage Acres per Grazing Livestock Unit	<u>1.8</u>	<u>1.6</u>
Adjusted Forage Acres per Grazing Livestock Unit	<u>-</u>	<u>-</u>
Milk Yield per Cow (gal.)	<u>-</u>	<u>-</u>
Milk Sales per Cow (£)	<u>-</u>	<u>-</u>
Index of Concentrate Feed	<u>100</u>	<u>110</u>
Net Output per £100 Labour (£)	<u>290</u>	<u>340</u>
Labour Cost per 100 Man-Work Units (£)	<u>200</u>	<u>190</u>
Machinery Costs per 1000 Tractor Units (£):	<u>210</u>	<u>215</u>
Licences, Insurance, Repairs	<u>215</u>	<u>175</u>
Fuel and Electricity	<u>95</u>	<u>35</u>
Contract	<u>325</u>	<u>330</u>
Depreciation	<u>845</u>	<u>755</u>
Total	<u>845</u>	<u>755</u>
Net Output per £100 Machinery Costs (£)	<u>460</u>	<u>560</u>
Net Output per £100 Labour and Machinery (£)	<u>180</u>	<u>210</u>

FINANCIAL RESULTS: £ per acre

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
No. Farms	5	20	8
Average Acreage	190	150	155
<u>GROSS OUTPUT</u>			
Cattle	5.7	5.4	4.8
Sheep & Wool	-	-	-
Pigs	14.0	18.3	15.1
Poultry and Eggs	5.8	10.4	5.8
Milk	46.2	45.8	43.4
Total Livestock	71.7	79.9	69.1
Cereals (inc. Straw)	4.8	4.9	5.0
Fruit and Hops	-	-	-
Other Crops	0.8	1.0	0.9
Forage & Tillage Valn. Changes }			
Total Crops	5.6	5.9	5.9
Other Receipts	2.3	3.4	3.2
GROSS OUTPUT	79.6	89.2	78.2
NET OUTPUT	48.7	55.1	52.9
GROSS MARGIN	41.5	47.0	44.5

TENANT'S CAPITAL

Livestock	31.8		
Crops and Cultivations	8.2		
Stores, etc.	3.2		
Machinery and Equipment	21.5		
TOTAL	64.7	68.5	65.3

Farm Type: MILK and PIGS/POULTRY

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
<u>INPUTS</u>			
Bought Feed	29.2	32.6	24.0
Bought Seed	1.7	1.5	1.3
Fertilisers	3.6	3.8	4.2
Casual Labour	1.2	1.2	1.2
Contract Work	0.6	0.9	1.0
Miscell. Variable Costs	1.8	2.2	2.0
Total Variable Costs	38.1	42.2	33.7
Regular labour - paid	11.9	12.9	8.6
" " - unpaid	3.9	5.4	4.7
Machinery Depreciation	3.5	4.0	3.1
Fuel and Oil	2.6	3.0	2.5
Mach. Repairs, Veh. Tax & Insce.	3.4	3.2	2.8
Rent and Rates	5.2	5.0	5.0
General Overhead Costs	4.2	5.2	4.5
Total Fixed Costs	34.7	38.7	31.2
TOTAL INPUTS	72.8	80.9	64.9

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	6.8	8.3	13.3
NET FARM INCOME	9.6	12.9	18.0
RETURN ON TENANT'S CAPITAL	12.7 %	11.5 %	19.9 %

PHYSICAL DATA and EFFICIENCY STANDARDS, 1964-5

Farm Type: MILK and PIGS/POULTRY

(all figures per acre)	<u>CROPS</u>		<u>Premium</u>	
	Average Yield	Output £	Yield	Output £
Wheat	31 cwt.	40	38 cwt.	49
Barley	28 "	34	35 "	42
Oats	27 "	34	33 "	42
Potatoes	8 tons	120	10 tons	150
Hops	-	400	-	500
Top Fruit	-	200	-	500
Small Fruit	-	250	-	300
Brassicas	-	120	-	150

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% of Land in:	Cereals	<u>31</u>
	Hops and Fruit	<u>-</u>
	Other Crops	<u>1</u>
	Forage	<u>68</u>
	Bare Fallow	<u>-</u>

	<u>LIVESTOCK</u>	
	Livestock Units per 100 acres	% of Grazing Livestock Units
Dairy Cows	<u>34</u>	<u>68</u>
Other Cattle	<u>16</u>	<u>32</u>
Sheep	<u>-</u>	<u>-</u>

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

	Average	Premium
Standard Output per acre (£)	<u>80</u>	<u>73</u>
Output from Forage per Forage Acre (£)	<u>55</u>	<u>65</u>
" " " " Adjusted Forage Acre (£)	<u>1.8</u>	<u>1.6</u>
Forage Acres per Grazing Livestock Unit	<u>1.8</u>	<u>1.6</u>
Adjusted Forage Acres per Grazing Livestock Unit	<u>1.8</u>	<u>1.6</u>
Milk Yield per Cow (gal.)	<u>800</u>	<u>900</u>
Milk Sales per Cow (£)	<u>125</u>	<u>140</u>
Index of Concentrate Feed	<u>105</u>	<u>115</u>
Net Output per £100 Labour (£)	<u>280</u>	<u>355</u>
Labour Cost per 100 Man-Work Units (£)	<u>190</u>	<u>165</u>
Machinery Costs per 1000 Tractor Units (£):		
Licences, Insurance, Repairs	<u>250</u>	<u>195</u>
Fuel and Electricity	<u>195</u>	<u>175</u>
Contract	<u>40</u>	<u>75</u>
Depreciation	<u>260</u>	<u>220</u>
Total	<u>745</u>	<u>665</u>
Net Output per £100 Machinery Costs (£)	<u>480</u>	<u>560</u>
Net Output per £100 Labour and Machinery (£)	<u>180</u>	<u>220</u>

FINANCIAL RESULTS: £ per acre

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
No. Farms	13	31	10
Average Acreage	370	310	280
<u>GROSS OUTPUT</u>			
Cattle	2.5	1.7	2.1
Sheep & Wool	3.7	3.4	4.2
Pigs	22.9	27.6	23.3
Poultry and Eggs	5.1	3.2	4.6
Milk	0.8	0.3	-
<u>Total Livestock</u>	35.0	36.2	34.2
Cereals (inc. Straw)	14.7	16.8	14.4
Fruit and Hops	8.0	6.4	16.8
Other Crops	14.7	11.4	15.9
Forage & Tillage Valn. Changes }			
<u>Total Crops</u>	37.4	34.6	47.1
Other Receipts	1.9	2.2	2.6
<u>GROSS OUTPUT</u>	74.3	73.0	83.9
<u>NET OUTPUT</u>	54.3	53.3	66.4
<u>GROSS MARGIN</u>	45.8	45.0	57.3

TENANT'S CAPITAL

Livestock	16.7		
Crops and Cultivations	17.6		
Stores, etc.	1.6		
Machinery and Equipment	24.5		
<u>TOTAL</u>	60.4	59.2	59.0

Farm Type: ARABLE and PIGS/POULTRY

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
<u>INPUTS</u>			
Bought Feed	16.8	16.5	14.6
Bought Seed	3.2	3.2	2.9
Fertilisers	3.5	3.5	2.7
Casual Labour	1.1	1.1	1.1
Contract Work	1.2	1.2	1.9
Miscell. Variable Costs	2.7	2.5	3.4
<u>Total Variable Costs</u>	28.5	28.0	26.6
Regular labour - paid	15.5	14.4	15.8
" " - unpaid	2.7	2.5	1.9
Machinery Depreciation	4.5	4.4	4.6
Fuel and Oil	2.3	2.4	2.4
Mach. Repairs, Veh. Tax & Insc.	3.3	3.3	3.7
Rent and Rates	6.1	5.6	6.4
General Overhead Costs	4.8	4.5	5.7
<u>Total Fixed Costs</u>	39.2	37.1	40.5
<u>TOTAL INPUTS</u>	67.7	65.1	67.1

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	6.7	7.9	16.9
<u>NET FARM INCOME</u>	9.1	10.3	18.7
<u>RETURN ON TENANT'S CAPITAL</u>	12.0 %	13.0 %	28.5 %

PHYSICAL DATA and EFFICIENCY STANDARDS, 1964-5

Farm Type: ARABLE and PIGS/POULTRY

(all figures per acre)	<u>CROPS</u>			
	Average		Premium	
	Yield	Output £	Yield	Output £
Wheat	31 cwt.	40	38 cwt.	49
Barley	28 "	34	35 "	42
Oats	27 "	34	33 "	42
Potatoes	8 tons	120	10 tons	150
Hops	-	400	-	500
Top Fruit	-	200	-	500
Small Fruit	-	250	-	300
Brassicas	-	120	-	150

% of Land in: Cereals	<u>51</u>
Hops and Fruit	<u>1</u>
Other Crops	<u>8</u>
Forage	<u>39</u>
Bare Fallow	<u>1</u>

	<u>LIVESTOCK</u>	
	Livestock Units per 100 acres	% of Grazing Livestock Units
Dairy Cows	<u>2</u>	<u>10</u>
Other Cattle	<u>9</u>	<u>42</u>
Sheep	<u>10</u>	<u>48</u>

Pigs/Poultry Gross Output per acre (£): 28

	Average	Premium
Standard Output per acre (£)	<u>75</u>	<u>80</u>
Output from Forage per Forage Acre (£)	<u>30</u>	<u>38</u>
" " " " Adjusted Forage Acre (£)		
Forage Acres per Grazing Livestock Unit	<u>2.0</u>	<u>1.8</u>
Adjusted Forage Acres per Grazing Livestock Unit		
Milk Yield per Cow (gal.)	<u>-</u>	<u>-</u>
Milk Sales per Cow (£)	<u>-</u>	<u>-</u>
Index of Concentrate Feed	<u>100</u>	<u>110</u>
Net Output per £100 Labour (£)	<u>280</u>	<u>355</u>
Labour Cost per 100 Man-Work Units (£)	<u>200</u>	<u>195</u>
Machinery Costs per 1000 Tractor Units (£):		
Licences, Insurance, Repairs	<u>220</u>	<u>270</u>
Fuel and Electricity	<u>155</u>	<u>180</u>
Contract	<u>75</u>	<u>135</u>
Depreciation	<u>300</u>	<u>310</u>
Total	<u>750</u>	<u>895</u>
Net Output per £100 Machinery Costs (£)	<u>480</u>	<u>530</u>
Net Output per £100 Labour and Machinery (£)	<u>180</u>	<u>210</u>

FINANCIAL RESULTS: £ per acre

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
No. Farms	6	(not available: new group)	
Average Acreage	100		
<u>GROSS OUTPUT</u>			
Cattle	9.1		
Sheep & Wool	12.0		
Pigs	10.5		
Poultry and Eggs	17.8		
Milk	-		
Total Livestock	49.4		
Cereals (inc. Straw)	3.8		
Fruit and Hops	-		
Other Crops	2.3		
Forage & Tillage Valn. Changes			
Total Crops	6.1		
Other Receipts	4.2		
GROSS OUTPUT	59.7		
NET OUTPUT	35.4		
GROSS MARGIN	31.3		

TENANT'S CAPITAL

Livestock	32.4		
Crops and Cultivations	6.1		
Stores, etc.	1.5		
Machinery and Equipment	13.6		
TOTAL	53.6		

Farm Type: SHEEP/CATTLE and PIGS/POULTRY

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
<u>INPUTS</u>			
Bought Feed	22.9		
Bought Seed	1.4		
Fertilisers	1.5		
Casual Labour	0.4		
Contract Work	1.0		
Miscell. Variable Costs	1.2		
Total Variable Costs	28.4		
Regular labour - paid	5.9		
" " - unpaid	8.2		
Machinery Depreciation	3.0		
Fuel and Oil	1.7		
Mach. Repairs, Veh. Tax & Insc.	1.7		
Rent and Rates	3.1		
General Overhead Costs	3.6		
Total Fixed Costs	27.2		
TOTAL INPUTS	55.6		

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	4.1		
NET FARM INCOME	11.6		
RETURN ON TENANT'S CAPITAL	7.6 %	%	%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1964-5

Farm Type: SHEEP/CATTLE and PIGS/POULTRY

(all figures per acre)	<u>CROPS</u>			
	Average Yield	Output £	Premium Yield	Output £
Wheat	31 cwt.	40	38 cwt.	49
Barley	28 "	34	35 "	42
Oats	27 "	34	33 "	42
Potatoes	8 tons	120	10 tons	150
Hops	-	400	-	500
Top Fruit	-	200	-	500
Small Fruit	-	250	-	300
Brassicas	-	120	-	150

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% of Land in:	Cereals	25
	Hops and Fruit	-
	Other Crops	3
	Forage	72
	Bare Fallow	-

	<u>LIVESTOCK</u>	
	Livestock Units per 100 acres	% of Grazing Livestock Units
Dairy Cows	-	-
Other Cattle	13	25
Sheep	39	75

Pigs/Poultry Gross Output per acre (£): 28

	Average	Premium
Standard Output per acre (£)	62	
Output from Forage per Forage Acre (£)	25	
" " " " Adjusted Forage Acre (£)		
Forage Acres per Grazing Livestock Unit	1.4	
Adjusted Forage Acres per Grazing Livestock Unit		
Milk Yield per Cow (gal.)	-	
Milk Sales per Cow (£)	-	
Index of Concentrate Feed	100	
Net Output per £100 Labour (£)	245	
Labour Cost per 100 Man-Work Units (£)	205	
Machinery Costs per 1000 Tractor Units (£):		
Licences, Insurance, Repairs	130	
Fuel and Electricity	140	
Contract	80	
Depreciation	260	
Total	610	
Net Output per £100 Machinery Costs (£)	480	
Net Output per £100 Labour and Machinery (£)	160	

FINANCIAL RESULTS: £ per acre

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
No. Farms	8	34	6
Average Acreage	190	190	190
<u>GROSS OUTPUT</u>			
Cattle	3.8	3.3	1.4
Sheep & Wool	0.4	0.6	-
Pigs	-	0.1	-
Poultry and Eggs	0.4	0.8	1.7
Milk	20.9	21.2	16.9
Total Livestock	25.5	26.0	20.0
Cereals (inc. Straw)	15.2	12.8	20.4
Fruit and Hops	-	2.9	-
Other Crops	-	-	-
Forage & Tillage Valn. Changes }	4.9	5.0	5.2
Total Crops	20.1	20.7	25.6
Other Receipts	2.5	2.7	2.0
GROSS OUTPUT	48.1	49.4	47.6
NET OUTPUT	39.3	40.7	40.7
GROSS MARGIN	32.1	33.6	34.0

TENANT'S CAPITAL

Livestock	16.3		
Crops and Cultivations	10.5		
Stores, etc.	2.4		
Machinery and Equipment	18.6		
TOTAL	47.8	45.1	38.0

Farm Type: MILK and ARABLE - UNDER 250 ACRES

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
<u>INPUTS</u>			
Bought Feed	6.5	6.6	5.0
Bought Seed	2.3	2.1	1.9
Fertilisers	4.1	3.6	3.9
Casual Labour	1.3	1.3	1.3
Contract Work	0.8	1.0	0.6
Miscell. Variable Costs	1.0	1.2	0.9
Total Variable Costs	16.0	15.8	13.6
Regular labour - paid	9.7	9.7	8.6
" " - unpaid	2.5	2.9	1.9
Machinery Depreciation	3.4	3.1	2.3
Fuel and Oil	1.7	2.1	1.4
Mach. Repairs, Veh. Tax & Insc.	2.7	2.6	1.8
Rent and Rates	5.5	5.1	4.6
General Overhead Costs	3.9	4.2	3.7
Total Fixed Costs	29.4	29.7	24.3
TOTAL INPUTS	45.4	45.5	37.9

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	2.7	3.9	9.8
NET FARM INCOME	5.2	6.6	11.6
RETURN ON TENANT'S CAPITAL	6.0 %	8.5 %	26.1 %

PHYSICAL DATA and EFFICIENCY STANDARDS, 1964-5

Farm Type: MILK and ARABLE - UNDER 250 ACRES

(all figures per acre)	<u>CROPS</u>			
	Average Yield	Output £	Premium Yield	Output £
Wheat	31 cwt.	40	38 cwt.	49
Barley	28 "	34	35 "	42
Oats	27 "	34	33 "	42
Potatoes	8 tons	120	10 tons	150
Hops	-	400	-	500
Top Fruit	-	200	-	500
Small Fruit	-	250	-	300
Brassicas	-	120	-	150

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% of Land in: Cereals	<u>48</u>
Hops and Fruit	<u>-</u>
Other Crops	<u>9</u>
Forage	<u>43</u>
Bare Fallow	<u>-</u>

	<u>LIVESTOCK</u>	
	Livestock Units per 100 acres	% of Grazing Livestock Units
Dairy Cows	<u>18</u>	<u>58</u>
Other Cattle	<u>11</u>	<u>35</u>
Sheep	<u>2</u>	<u>7</u>

Pigs/Poultry Gross Output per acre (£): 1

	Average	Premium
Standard Output per acre (£)	<u>48</u>	<u>48</u>
Output from Forage per Forage Acre (£)	<u>50</u>	<u>60</u>
" " " " Adjusted Forage Acre (£)	<u>1.6</u>	<u>1.4</u>
Forage Acres per Grazing Livestock Unit	<u>1.6</u>	<u>1.4</u>
Adjusted Forage Acres per Grazing Livestock Unit	<u>1.6</u>	<u>1.4</u>
Milk Yield per Cow (gal.)	<u>800</u>	<u>900</u>
Milk Sales per Cow (£)	<u>125</u>	<u>140</u>
Index of Concentrate Feed	<u>100</u>	<u>110</u>
Net Output per £100 Labour (£)	<u>290</u>	<u>345</u>
Labour Cost per 100 Man-Work Units (£)	<u>240</u>	<u>200</u>
Machinery Costs per 1000 Tractor Units (£):		
Incences, Insurance, Repairs	<u>215</u>	<u>145</u>
Fuel and Electricity	<u>145</u>	<u>105</u>
Contract	<u>65</u>	<u>40</u>
Depreciation	<u>275</u>	<u>185</u>
Total	<u>700</u>	<u>475</u>
Net Output per £100 Machinery Costs (£)	<u>455</u>	<u>670</u>
Net Output per £100 Labour and Machinery (£)	<u>175</u>	<u>230</u>

FINANCIAL RESULTS: £ per acre

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
No. Farms	15	37	15
Average Acreage	490	420	455
<u>GROSS OUTPUT</u>			
Cattle	3.8	3.4	3.0
Sheep & Wool	1.1	1.0	1.4
Pigs	0.4	0.2	0.3
Poultry and Eggs	0.7	0.7	1.8
Milk	18.1	17.2	13.1
<u>Total Livestock</u>	24.1	22.5	19.6
Cereals (inc. Straw)	16.0	16.0	20.7
Fruit and Hops	-	0.1	0.3
Other Crops	4.2	3.1	6.2
Forage & Tillage Val... Changes			
<u>Total Crops</u>	20.2	19.2	27.2
Other Receipts	1.5	1.5	1.5
<u>GROSS OUTPUT</u>	45.8	43.2	48.3
<u>NET OUTPUT</u>	38.2	36.4	42.2
<u>GROSS MARGIN</u>	32.4	30.9	37.0

TENANT'S CAPITAL

Livestock	14.7		
Crops and Cultivations	12.4		
Stores, etc.	1.2		
Machinery and Equipment	16.5		
<u>TOTAL</u>	44.8	43.4	46.1

Farm Type: MILK and ARABLE - OVER 250 ACRES

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
<u>INPUTS</u>			
Bought Feed	5.7	5.0	4.1
Bought Seed	1.9	1.8	2.0
Fertilisers	3.5	3.1	3.2
Casual Labour	0.6	0.6	0.6
Contract Work	0.5	0.7	0.4
Miscell. Variable Costs	1.2	1.1	1.0
<u>Total Variable Costs</u>	13.4	12.3	11.3
Regular labour - paid	10.3	10.0	9.8
" " - unpaid	0.6	0.6	0.9
Machinery Depreciation	2.9	2.7	3.4
Fuel and Oil	1.6	1.5	1.5
Mach. Repairs, Veh. Tax & Insc.	2.2	2.2	2.1
Rent and Rates	4.0	3.6	3.7
General Overhead Costs	3.0	2.8	2.5
<u>Total Fixed Costs</u>	24.6	23.4	23.9
<u>TOTAL INPUTS</u>	38.0	35.7	35.2

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	7.9	7.4	13.1
<u>NET FARM INCOME</u>	8.4	7.9	13.6
RETURN ON TENANT'S CAPITAL	19.1 %	17.0 %	32.4 %

PHYSICAL DATA and EFFICIENCY STANDARDS, 1964-5

Farm Type: MILK and ARABLE - OVER 250 ACRES

(all figures per acre)	<u>CROPS</u>			
	Average		Premium	
	Yield	Output £	Yield	Output £
Wheat	31 cwt.	40	38 cwt.	49
Barley	28 "	34	35 "	42
Oats	27 "	34	33 "	42
Potatoes	8 tons	120	10 tons	150
Hops	-	400	-	500
Top Fruit	-	200	-	500
Small Fruit	-	250	-	300
Brassicas	-	120	-	150

% of Land in: Cereals	<u>46</u>
Hops and Fruit	<u>-</u>
Other Crops	<u>6</u>
Forage	<u>48</u>
Bare Fallow	<u>-</u>

	<u>LIVESTOCK</u>	
	Livestock Units per 100 acres	% of Grazing Livestock Units
Dairy Cows	<u>14</u>	<u>52</u>
Other Cattle	<u>9</u>	<u>33</u>
Sheep	<u>4</u>	<u>15</u>

Pigs/Poultry Gross Output per acre (£): 1

	Average	Premium
Standard Output per acre (£)	<u>41</u>	<u>42</u>
Output from Forage per Forage Acre (£)	<u>50</u>	<u>60</u>
" " " " Adjusted Forage Acre (£)	<u>1.9</u>	<u>1.8</u>
Forage Acres per Grazing Livestock Unit	<u>1.9</u>	<u>1.8</u>
Adjusted Forage Acres per Grazing Livestock Unit		
Milk Yield per Cow (gal.)	<u>800</u>	<u>900</u>
Milk Sales per Cow (£)	<u>125</u>	<u>140</u>
Index of Concentrate Feed	<u>100</u>	<u>110</u>
Net Output per £100 Labour (£)	<u>360</u>	<u>375</u>
Labour Cost per 100 Man-Work Units (£)	<u>255</u>	<u>245</u>
Machinery Costs per 1000 Tractor Units (£):		
Licences, Insurance, Repairs	<u>195</u>	<u>180</u>
Fuel and Electricity	<u>135</u>	<u>125</u>
Contract	<u>50</u>	<u>35</u>
Depreciation	<u>265</u>	<u>295</u>
Total	<u>645</u>	<u>635</u>
Net Output per £100 Machinery Costs (£)	<u>535</u>	<u>570</u>
Net Output per £100 Labour and Machinery (£)	<u>205</u>	<u>225</u>

FINANCIAL RESULTS: £ per acre

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
No. Farms	13	35	9
Average Acreage	370	345	495
<u>GROSS OUTPUT</u>			
Cattle	6.8	6.0	5.2
Sheep & Wool	2.0	1.9	4.2
Pigs	1.1	0.7	-
Poultry and Eggs	1.4	1.3	2.2
Milk	22.2	22.0	21.6
<u>Total Livestock</u>	33.5	31.9	33.2
Cereals (inc. Straw)	6.9	8.6	8.9
Fruit and Hops	-	-	-
Other Crops	-	-	-
Forage & Tillage Valn. Changes }	1.4	1.0	0.2
<u>Total Crops</u>	8.3	9.6	9.1
Other Receipts	1.7	2.0	1.5
<u>GROSS OUTPUT</u>	43.5	43.5	43.8
<u>NET OUTPUT</u>	32.9	33.2	31.6
<u>GROSS MARGIN</u>	26.5	26.9	26.5

TENANT'S CAPITAL

Livestock	18.8		
Crops and Cultivations	6.7		
Stores, etc.	1.5		
Machinery and Equipment	15.4		
<u>TOTAL</u>	42.4	41.4	34.2

Farm Type: MILK, SHEEP/CATTLE and ARABLE

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
<u>INPUTS</u>			
Bought Feed	9.2	8.8	11.1
Bought Seed	1.4	1.5	1.1
Fertilisers	3.6	3.2	2.8
Casual Labour	0.4	0.4	0.4
Contract Work	0.5	0.8	0.6
Miscell. Variable Costs	1.9	1.9	1.3
<u>Total Variable Costs</u>	17.0	16.6	17.3
Regular labour - paid	10.1	9.4	7.6
" " - unpaid	1.1	1.6	1.7
Machinery Depreciation	2.5	2.5	2.1
Fuel and Oil	1.5	1.5	1.5
Mach. Repairs, Veh. Tax & Insc.	1.8	1.8	1.7
Rent and Rates	4.1	3.9	3.3
General Overhead Costs	2.4	2.4	1.8
<u>Total Fixed Costs</u>	23.5	23.1	19.7
<u>TOTAL INPUTS</u>	40.5	39.7	37.0

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	3.0	3.9	6.8
<u>NET FARM INCOME</u>	4.1	5.4	8.5
<u>RETURN ON TENANT'S CAPITAL</u>	7.5 %	8.5 %	19.7 %

PHYSICAL DATA and EFFICIENCY STANDARDS, 1964-5

Farm Type: MILK, SHEEP/CATTLE and ARABLE

(all figures per acre)	<u>CROPS</u>			
	Average Yield	Output £	Premium Yield	Output £
Wheat	31 cwt.	40	38 cwt.	49
Barley	28 "	34	35 "	42
Oats	27 "	34	33 "	42
Potatoes	8 tons	120	10 tons	150
Hops	-	400	-	500
Top Fruit	-	200	-	500
Small Fruit	-	250	-	300
Brassicas	-	120	-	150

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% of Land in: Cereals	<u>31</u>
Hops and Fruit	<u>-</u>
Other Crops	<u>2</u>
Forage	<u>65</u>
Bare Fallow	<u>2</u>

	<u>LIVESTOCK</u>	
	Livestock Units per 100 acres	% of Grazing Livestock Units
Dairy Cows	<u>16</u>	<u>48</u>
Other Cattle	<u>15</u>	<u>46</u>
Sheep	<u>2</u>	<u>6</u>

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

	Average	Premium
Standard Output per acre (£)	<u>43</u>	<u>40</u>
Output from Forage per Forage Acre (£)	<u>48</u>	<u>57</u>
" " " " Adjusted Forage Acre (£)	<u>1.8</u>	<u>1.7</u>
Forage Acres per Grazing Livestock Unit	<u>1.8</u>	<u>1.7</u>
Adjusted Forage Acres per Grazing Livestock Unit	<u>1.8</u>	<u>1.7</u>
Milk Yield per Cow (gal.)	<u>800</u>	<u>900</u>
Milk Sales per Cow (£)	<u>125</u>	<u>140</u>
Index of Concentrate Feed	<u>110</u>	<u>120</u>
Net Output per £100 Labour (£)	<u>280</u>	<u>320</u>
Labour Cost per 100 Man-Work Units (£)	<u>210</u>	<u>190</u>
Machinery Costs per 1000 Tractor Units (£):		
Licences, Insurance, Repairs	<u>155</u>	<u>150</u>
Fuel and Electricity	<u>130</u>	<u>130</u>
Contract	<u>40</u>	<u>50</u>
Depreciation	<u>225</u>	<u>205</u>
Total	<u>550</u>	<u>535</u>
Net Output per £100 Machinery Costs (£)	<u>525</u>	<u>540</u>
Net Output per £100 Labour and Machinery (£)	<u>185</u>	<u>200</u>

FINANCIAL RESULTS: £ per acre

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
No. Farms	15	35	11
Average Acreage	155	140	145
<u>GROSS OUTPUT</u>			
Cattle	5.6	5.4	2.8
Sheep & Wool	9.7	9.1	16.2
Pigs	0.1	0.2	1.2
Poultry and Eggs	1.7	2.1	1.5
Milk	-	-	-
<u>Total Livestock</u>	17.1	16.8	21.7
Cereals (inc. Straw)	10.3	11.4	11.4
Fruit and Hops	0.9	1.1	4.1
Other Crops	4.6	3.8	10.7
Forage & Tillage Valn. Changes }			
<u>Total Crops</u>	15.8	16.3	26.2
Other Receipts	2.6	3.1	2.2
<u>GROSS OUTPUT</u>	35.5	36.2	50.1
<u>NET OUTPUT</u>	29.2	29.7	40.8
<u>GROSS MARGIN</u>	22.3	23.4	32.1

TENANT'S CAPITAL

Livestock	17.1		
Crops and Cultivations	9.1		
Stores, etc.	1.5		
Machinery and Equipment	14.2		
TOTAL	41.9	42.2	48.9

Farm Type: SHEEP/CATTLE and ARABLE - UNDER 250 ACRES

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
<u>INPUTS</u>			
Bought Feed	4.5	4.8	7.0
Bought Seed	1.8	1.7	2.3
Fertilisers	3.2	2.7	3.7
Casual Labour	0.5	0.5	0.5
Contract Work	1.4	1.3	2.7
Miscell. Variable Costs	1.8	1.8	1.8
<u>Total Variable Costs</u>	13.2	12.8	18.0
Regular labour - paid	5.8	5.5	7.1
" " - unpaid	3.8	4.0	4.1
Machinery Depreciation	2.6	2.7	2.5
Fuel and Oil	1.3	1.5	0.9
Mach. Repairs, Veh. Tax & Insc.	1.9	1.8	1.5
Rent and Rates	4.5	3.7	4.5
General Overhead Costs	2.2	2.2	2.0
<u>Total Fixed Costs</u>	22.1	21.4	22.6
<u>TOTAL INPUTS</u>	35.3	34.2	40.6

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	0.2	2.0	9.5
NET FARM INCOME	3.3	5.6	12.0
RETURN ON TENANT'S CAPITAL	0.7 %	5.0 %	19.1 %

PHYSICAL DATA and EFFICIENCY STANDARDS, 1964-5

Farm Type: SHEEP/CATTLE and ARABLE - UNDER 250 ACRES

(all figures per acre)	<u>CROPS</u>			
	Average Yield	Output £	Premium Yield	Output £
Wheat	31 cwt.	40	38 cwt.	49
Barley	28 "	34	35 "	42
Oats	27 "	34	33 "	42
Potatoes	8 tons	120	10 tons	150
Hops	-	400	-	500
Top Fruit	-	200	-	500
Small Fruit	-	250	-	300
Brassicas	-	120	-	150

% of Land in: Cereals	<u>36</u>
Hops and Fruit	<u>1</u>
Other Crops	<u>4</u>
Forage	<u>57</u>
Bare Fallow	<u>2</u>

	<u>LIVESTOCK</u>	
	Livestock Units per 100 acres	% of Grazing Livestock Units
Dairy Cows	<u>-</u>	<u>-</u>
Other Cattle	<u>11</u>	<u>30</u>
Sheep	<u>26</u>	<u>70</u>

Pigs/Poultry Gross Output per acre (£): 2

	Average	Premium
Standard Output per acre (£)	<u>33</u>	<u>38</u>
Output from Forage per Forage Acre (£)	<u>25</u>	<u>32</u>
" " " " Adjusted Forage Acre (£)	<u>1.7</u>	<u>1.6</u>
Forage Acres per Grazing Livestock Unit	<u>1.7</u>	<u>1.6</u>
Adjusted Forage Acres per Grazing Livestock Unit	<u>1.7</u>	<u>1.6</u>
Milk Yield per Cow (gal.)	<u>-</u>	<u>-</u>
Milk Sales per Cow (£)	<u>-</u>	<u>-</u>
Index of Concentrate Feed	<u>80</u>	<u>100</u>
Net Output per £100 Labour (£)	<u>285</u>	<u>345</u>
Labour Cost per 100 Man-Work Units (£)	<u>230</u>	<u>150</u>
Machinery Costs per 1000 Tractor Units (£):		
Licences, Insurance, Repairs	<u>170</u>	<u>115</u>
Fuel and Electricity	<u>110</u>	<u>70</u>
Contract	<u>125</u>	<u>200</u>
Depreciation	<u>220</u>	<u>165</u>
Total	<u>625</u>	<u>550</u>
Net Output per £100 Machinery Costs (£)	<u>400</u>	<u>540</u>
Net Output per £100 Labour and Machinery (£)	<u>170</u>	<u>210</u>

FINANCIAL RESULTS: £ per acre

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
No. Farms	10	31	11
Average Acreage	430	380	570
<u>GROSS OUTPUT</u>			
Cattle	5.7	4.7	7.4
Sheep & Wool	7.5	8.5	8.3
Pigs	0.4	0.5	0.2
Poultry and Eggs	-	0.4	0.1
Milk	-	-	-
<u>Total Livestock</u>	13.6	14.1	16.0
Cereals (inc. Straw)	13.7	13.0	14.4
Fruit and Hops	0.7	0.3	1.6
Other Crops	6.1	6.1	11.6
Forage & Tillage Valn. Changes }			
<u>Total Crops</u>	20.5	19.4	27.6
Other Receipts	2.2	2.2	2.9
<u>GROSS OUTPUT</u>	36.3	35.7	46.5
<u>NET OUTPUT</u>	31.0	29.9	39.9
<u>GROSS MARGIN</u>	24.6	23.4	33.1

TENANT'S CAPITAL

Livestock	17.3		
Crops and Cultivations	8.9		
Stores, etc.	1.0		
Machinery and Equipment	12.5		
<u>TOTAL</u>	39.7	38.5	43.6

Farm Type: SHEEP/CATTLE and ARABLE - OVER 250 ACRES

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
<u>INPUTS</u>			
Bought Feed	3.5	4.0	3.9
Bought Seed	1.8	1.8	2.7
Fertilisers	2.4	2.3	2.6
Casual Labour	1.5	1.5	1.5
Contract Work	0.5	0.8	0.5
Miscell. Variable Costs	2.0	1.9	2.2
<u>Total Variable Costs</u>	11.7	12.3	13.4
Regular labour - paid	6.2	5.3	7.7
" " - unpaid	0.8	1.2	0.6
Machinery Depreciation	2.2	2.3	2.6
Fuel and Oil	1.4	1.2	1.4
Mach. Repairs, Veh. Tax & Insc.	1.5	1.5	1.4
Rent and Rates	3.7	3.7	4.2
General Overhead Costs	1.7	1.7	2.0
<u>Total Fixed Costs</u>	17.5	16.9	19.9
<u>TOTAL INPUTS</u>	29.2	29.2	33.3

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	7.1	6.5	13.2
<u>NET FARM INCOME</u>	7.8	7.7	13.7
<u>RETURN ON TENANT'S CAPITAL</u>	17.3 %	17.0 %	30.5 %

PHYSICAL DATA and EFFICIENCY STANDARDS, 1964-5

Farm Type: SHEEP/CATTLE and ARABLE - OVER 250 ACRES

(all figures per acre)	<u>CROPS</u>			
	Average Yield	Output £	Premium Yield	Output £
Wheat	31 cwt.	40	38 cwt.	49
Barley	28 "	34	35 "	42
Oats	27 "	34	33 "	42
Potatoes	8 tons	120	10 tons	150
Hops	-	400	-	500
Top Fruit	-	200	-	500
Small Fruit	-	250	-	300
Brassicas	-	120	-	150

52

% of Land in: Cereals	<u>46</u>
Hops and Fruit	<u>-</u>
Other Crops	<u>6</u>
Forage	<u>48</u>
Bare Fallow	<u>-</u>

	<u>LIVESTOCK</u>	
	Livestock Units per 100 acres	% of Grazing Livestock Units
Dairy Cows	<u>-</u>	<u>-</u>
Other Cattle	<u>18</u>	<u>45</u>
Sheep	<u>22</u>	<u>55</u>

Figs/Poultry Gross Output per acre (£): 0

	Average	Premium
Standard Output per acre (£)	<u>35</u>	<u>42</u>
Output from Forage per Forage Acre (£)	<u>25</u>	<u>32</u>
" " " " Adjusted Forage Acre (£)	} <u>1.6</u>	} <u>1.5</u>
Forage Acres per Grazing Livestock Unit		
Adjusted Forage Acres per Grazing Livestock Unit		
Milk Yield per Cow (gal.)	<u>-</u>	<u>-</u>
Milk Sales per Cow (£)	<u>-</u>	<u>-</u>
Index of Concentrate Feed	<u>80</u>	<u>100</u>
Net Output per £100 Labour (£)	<u>365</u>	<u>410</u>
Labour Cost per 100 Man-Work Units (£)	<u>195</u>	<u>190</u>
Machinery Costs per 1000 Tractor Units (£):		
Licences, Insurance, Repairs	<u>135</u>	<u>120</u>
Fuel and Electricity	<u>120</u>	<u>115</u>
Contract	<u>45</u>	<u>40</u>
Depreciation	<u>195</u>	<u>205</u>
Total	<u>495</u>	<u>480</u>
Net Output per £100 Machinery Costs (£)	<u>550</u>	<u>675</u>
Net Output per £100 Labour and Machinery (£)	<u>220</u>	<u>255</u>

FINANCIAL RESULTS: £ per acre

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
No. Farms	13	31	10
Average Acreage	210	205	355
<u>GROSS OUTPUT</u>			
Cattle	7.8	7.2	8.9
Sheep & Wool	14.2	14.3	13.6
Pigs	0.5	0.6	-
Poultry and Eggs	1.7	2.1	0.3
Milk	-	-	-
<u>Total Livestock</u>	24.2	24.2	22.8
Cereals (inc. Straw)	4.4	3.4	4.7
Fruit and Hops	-	0.2	-
Other Crops	2.3	3.1	1.5
Forage & Tillage Valn. Changes }			
<u>Total Crops</u>	6.7	6.7	6.2
Other Receipts	4.4	3.9	2.1
<u>GROSS OUTPUT</u>	35.3	34.8	31.1
<u>NET OUTPUT</u>	27.3	27.2	24.5
<u>GROSS MARGIN</u>	23.8	22.4	20.3

TENANT'S CAPITAL

Livestock	25.7		
Crops and Cultivations	3.8		
Stores, etc.	0.7		
Machinery and Equipment	10.6		
<u>TOTAL</u>	40.8	42.2	34.7

Farm Type: PREDOMINANTLY SHEEP/CATTLE

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
<u>INPUTS</u>			
Bought Feed	7.0	6.7	6.0
Bought Seed	1.0	0.9	0.6
Fertilisers	1.5	1.7	1.3
Casual Labour	0.2	0.2	0.2
Contract Work	1.2	1.2	1.7
Miscell. Variable Costs	1.6	1.7	1.0
<u>Total Variable Costs</u>	12.5	12.4	10.8
Regular labour - paid	4.1	4.9	3.3
" " - unpaid	4.9	4.3	3.1
Machinery Depreciation	2.2	2.1	1.2
Fuel and Oil	1.4	1.6	0.5
Mach. Repairs, Veh. Tax & Insc.	1.5	1.7	0.6
Rent and Rates	4.4	4.0	4.7
General Overhead Costs	2.0	2.2	1.3
<u>Total Fixed Costs</u>	20.5	20.8	14.7
<u>TOTAL INPUTS</u>	33.0	33.2	25.5

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	2.3	1.6	5.6
<u>NET FARM INCOME</u>	6.1	5.0	7.4
<u>RETURN ON TENANT'S CAPITAL</u>	6.0 %	4.0 %	16.5 %

PHYSICAL DATA and EFFICIENCY STANDARDS, 1964-5

Farm Type: PREDOMINANTLY SHEEP/CATTLE

(all figures per acre)	<u>CROPS</u>			
	Average Yield	Output £	Premium Yield	Output £
Wheat	31 cwt.	40	38 cwt.	49
Barley	28 "	34	35 "	42
Oats	27 "	34	33 "	42
Potatoes	8 tons	120	10 tons	150
Hops	-	400	-	500
Top Fruit	-	200	-	500
Small Fruit	-	250	-	300
Brassicas	-	120	-	150

2	% of Land in: Cereals	13
	Hops and Fruit	-
	Other Crops	2
	Forage	81
	Bare Fallow	4

	<u>LIVESTOCK</u>	
	Livestock Units per 100 acres	% of Grazing Livestock Units
Dairy Cows	-	-
Other Cattle	16	32
Sheep	34	68

Pigs/Poultry Gross Output per acre (£): 2

	Average	Premium
Standard Output per acre (£)	34	30
Output from Forage per Forage Acre (£)	25	32
" " " " Adjusted Forage Acre (£)	1.9	1.8
Forage Acres per Grazing Livestock Unit		
Adjusted Forage Acres per Grazing Livestock Unit		
Milk Yield per Cow (gal.)	-	-
Milk Sales per Cow (£)	-	-
Index of Concentrate Feed	115	130
Net Output per £100 Labour (£)	300	380
Labour Cost per 100 Man-Work Units (£)	190	145
Machinery Costs per 1000 Tractor Units (£):		
Licences, Insurance, Repairs	135	55
Fuel and Electricity	120	60
Contract	105	150
Depreciation	190	100
Total	550	365
Net Output per £100 Machinery Costs (£)	435	610
Net Output per £100 Labour and Machinery (£)	175	230

FINANCIAL RESULTS: £ per acre

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
No. Farms	16	34	12
Average Acreage	150	160	145
<u>GROSS OUTPUT</u>			
Cattle	2.0	1.6	2.5
Sheep & Wool	3.1	2.5	3.4
Pigs	1.4	1.0	1.0
Poultry and Eggs	2.0	1.2	5.2
Milk	1.2	1.0	-
<u>Total Livestock</u>	9.7	7.3	12.1
Cereals (inc. Straw)	22.5	24.8	24.1
Fruit and Hops	1.6	1.3	3.8
Other Crops	8.1	7.9	7.3
Forage & Tillage Valn. Changes }			
<u>Total Crops</u>	32.2	34.0	35.2
Other Receipts	2.9	2.2	2.0
<u>GROSS OUTPUT</u>	44.8	43.5	49.3
<u>NET OUTPUT</u>	37.6	37.8	42.7
<u>GROSS MARGIN</u>	29.1	30.0	34.8

TENANT'S CAPITAL

Livestock	7.9		
Crops and Cultivations	14.2		
Stores, etc.	1.3		
Machinery and Equipment	21.6		
<u>TOTAL</u>	45.0	42.7	46.0

Farm Type: PREDOMINANTLY ARABLE - UNDER 250 ACRES

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
<u>INPUTS</u>			
Bought Feed	4.7	3.1	4.5
Bought Seed	2.5	2.6	2.1
Fertilisers	3.7	3.6	3.7
Casual Labour	1.4	1.4	1.4
Contract Work	1.6	1.2	1.5
Miscell. Variable Costs	1.8	1.6	1.3
<u>Total Variable Costs</u>	15.7	13.5	14.5
Regular labour - paid	5.0	5.5	5.3
" " - unpaid	4.6	3.8	3.9
Machinery Depreciation	3.7	3.8	3.7
Fuel and Oil	1.9	1.8	1.7
Mach. Repairs, Veh. Tax & Insce.	3.5	2.8	2.2
Rent and Rates	5.9	5.2	3.9
General Overhead Costs	3.2	2.9	2.2
<u>Total Fixed Costs</u>	27.8	25.8	22.9
<u>TOTAL INPUTS</u>	43.5	39.3	37.4

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	1.3	4.2	11.8
<u>NET FARM INCOME</u>	5.0	7.0	13.5
<u>RETURN ON TENANT'S CAPITAL</u>	4.1 %	10.5 %	27.1 %

PHYSICAL DATA and EFFICIENCY STANDARDS, 1964-5

Farm Type: PREDOMINANTLY ARABLE - UNDER 250 ACRES

(all figures per acre)	<u>CROPS</u>			
	Average Yield	Output £	Premium Yield	Output £
Wheat	31 cwt.	40	38 cwt.	49
Barley	28 "	34	35 "	42
Oats	27 "	34	33 "	42
Potatoes	8 tons	120	10 tons	150
Hops	-	400	-	500
Top Fruit	-	200	-	500
Small Fruit	-	250	-	300
Brassicas	-	120	-	150

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% of Land in:	Cereals	<u>60</u>
	Hops and Fruit	<u>1</u>
	Other Crops	<u>6</u>
	Forage	<u>32</u>
	Bare Fallow	<u>1</u>

	<u>LIVESTOCK</u>	
	Livestock Units per 100 acres	% of Grazing Livestock Units
Dairy Cows	<u>-</u>	<u>-</u>
Other Cattle	<u>4</u>	<u>31</u>
Sheep	<u>9</u>	<u>69</u>

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

	Average	Premium
Standard Output per acre (£)	<u>38</u>	<u>39</u>
Output from Forage per Forage Acre (£)	<u>25</u>	<u>32</u>
" " " " Adjusted Forage Acre (£)	<u>1.8</u>	<u>1.6</u>
Forage Acres per Grazing Livestock Unit	<u>1.8</u>	<u>1.6</u>
Adjusted Forage Acres per Grazing Livestock Unit	<u>1.8</u>	<u>1.6</u>
Milk Yield per Cow (gal.)	<u>-</u>	<u>-</u>
Milk Sales per Cow (£)	<u>-</u>	<u>-</u>
Index of Concentrate Feed	<u>85</u>	<u>100</u>
Net Output per £100 Labour (£)	<u>350</u>	<u>400</u>
Labour Cost per 100 Man-Work Units (£)	<u>290</u>	<u>190</u>
Machinery Costs per 1000 Tractor Units (£):		
Licences, Insurance, Repairs	<u>285</u>	<u>175</u>
Fuel and Electricity	<u>150</u>	<u>130</u>
Contract	<u>130</u>	<u>120</u>
Depreciation	<u>305</u>	<u>280</u>
Total	<u>870</u>	<u>705</u>
Net Output per £100 Machinery Costs (£)	<u>350</u>	<u>470</u>
Net Output per £100 Labour and Machinery (£)	<u>175</u>	<u>220</u>

FINANCIAL RESULTS: £ per acre

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
No. Farms	19	35	14
Average Acreage	510	455	745
<u>GROSS OUTPUT</u>			
Cattle	3.5	2.9	4.6
Sheep & Wool	2.8	2.6	4.5
Pigs	2.1	2.0	0.2
Poultry and Eggs	0.5	0.4	1.1
Milk	1.3	1.2	-
<u>Total Livestock</u>	10.2	9.1	10.4
Cereals (inc. Straw)	19.8	19.5	20.2
Fruit and Hops	0.4	0.2	1.5
Other Crops	8.7	9.3	17.3
Forage & Tillage Valn. Changes }			
<u>Total Crops</u>	28.9	29.0	39.0
Other Receipts	2.3	2.1	2.2
<u>GROSS OUTPUT</u>	41.4	40.2	51.6
<u>NET OUTPUT</u>	35.6	34.9	45.2
<u>GROSS MARGIN</u>	29.9	28.9	38.7

TENANT'S CAPITAL

Livestock	9.4		
Crops and Cultivations	12.4		
Stores, etc.	1.6		
Machinery and Equipment	17.3		
<u>TOTAL</u>	40.7	39.2	44.5

Farm Type: PREDOMINANTLY ARABLE - OVER 250 ACRES

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
<u>INPUTS</u>			
Bought Feed	3.2	2.7	2.5
Bought Seed	2.6	2.6	3.9
Fertilisers	3.1	3.2	3.3
Casual Labour	0.4	0.4	0.4
Contract Work	0.6	0.8	0.8
Miscell. Variable Costs	1.6	1.6	2.0
<u>Total Variable Costs</u>	11.5	11.3	12.9
Regular labour - paid	8.2	8.1	9.6
" " - unpaid	0.7	0.7	0.3
Machinery Depreciation	3.0	2.8	2.8
Fuel and Oil	1.5	1.4	1.4
Mach. Repairs, Veh. Tax & Insc.	2.2	2.4	2.0
Rent and Rates	5.1	4.5	4.9
General Overhead Costs	2.2	2.2	3.0
<u>Total Fixed Costs</u>	22.9	22.1	24.0
<u>TOTAL INPUTS</u>	34.4	33.4	36.9

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	7.0	6.8	14.7
<u>NET FARM INCOME</u>	7.6	7.4	14.8
<u>RETURN ON TENANT'S CAPITAL</u>	17.7 %	18.0 %	33.4 %

PHYSICAL DATA and EFFICIENCY STANDARDS, 1964-5

Farm Type: PREDOMINANTLY ARABLE - OVER 250 ACRES.

(all figures per acre)	<u>CROPS</u>			
	Average Yield	Output £	Premium Yield	Output £
Wheat	31 cwt.	40	38 cwt.	49
Barley	28 "	34	35 "	42
Oats	27 "	34	33 "	42
Potatoes	8 tons	120	10 tons	150
Hops	-	400	-	500
Top Fruit	-	200	-	500
Small Fruit	-	250	-	300
Brassicas	-	120	-	150

% of Land in: Cereals	<u>52</u>
Hops and Fruit	<u>1</u>
Other Crops	<u>10</u>
Forage	<u>36</u>
Bare Fallow	<u>1</u>

	<u>LIVESTOCK</u>	
	Livestock Units per 100 acres	% of Grazing Livestock Units
Dairy Cows	<u>1</u>	<u>4</u>
Other Cattle	<u>12</u>	<u>55</u>
Sheep	<u>9</u>	<u>41</u>

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

	Average	Premium
Standard Output per acre (£)	<u>37</u>	<u>43</u>
Output from Forage per Forage Acre (£)	<u>30</u>	<u>38</u>
" " " " Adjusted Forage Acre (£)		
Forage Acres per Grazing Livestock Unit	<u>1.9</u>	<u>1.8</u>
Adjusted Forage Acres per Grazing Livestock Unit		
Milk Yield per Cow (gal.)	<u>-</u>	<u>-</u>
Milk Sales per Cow (£)	<u>-</u>	<u>-</u>
Index of Concentrate Feed	<u>85</u>	<u>100</u>
Net Output per £100 Labour (£)	<u>380</u>	<u>440</u>
Labour Cost per 100 Man-Work Units (£)	<u>205</u>	<u>200</u>
Machinery Costs per 1000 Tractor Units (£):		
Licences, Insurance, Repairs	<u>180</u>	<u>195</u>
Fuel and Electricity	<u>120</u>	<u>130</u>
Contract	<u>55</u>	<u>80</u>
Depreciation	<u>245</u>	<u>250</u>
Total	<u>600</u>	<u>655</u>
Net Output per £100 Machinery Costs (£)	<u>490</u>	<u>645</u>
Net Output per £100 Labour and Machinery (£)	<u>215</u>	<u>260</u>

FINANCIAL RESULTS: £ per acre

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
No. Farms	12	32	12
Average Acreage	1015	945	940
<u>GROSS OUTPUT</u>			
Cattle	4.4	5.0	4.7
Sheep & Wool	4.5	4.1	5.1
Pigs	4.6	4.2	1.1
Poultry and Eggs	5.0	4.9	6.6
Milk	8.4	6.5	6.5
Total Livestock	26.9	24.7	24.0
Cereals (inc. Straw)	16.0	16.3	21.8
Fruit and Hops	0.6	0.7	1.7
Other Crops	8.7	10.9	12.5
Forage & Tillage Valn. Changes }			
Total Crops	25.3	27.9	36.0
Other Receipts	1.5	1.8	2.0
GROSS OUTPUT	53.7	54.4	62.0
NET OUTPUT	42.3	43.0	50.3
GROSS MARGIN	35.4	36.2	42.9

TENANT'S CAPITAL

Livestock	16.1		
Crops and Cultivations	14.9		
Stores, etc.	1.1		
Machinery and Equipment	15.3		
TOTAL	47.4	48.4	52.8

Farm Type: LARGE SCALE - MAINLY ARABLE

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
<u>INPUTS</u>			
Bought Feed	9.5	9.0	9.1
Bought Seed	1.9	2.4	2.6
Fertilisers	3.6	3.4	3.6
Casual Labour	1.0	1.0	1.0
Contract Work	0.4	0.4	0.6
Miscell. Variable Costs	1.9	2.0	2.2
Total Variable Costs	18.3	18.2	19.1
Regular labour - paid	10.0	10.8	11.3
" " - unpaid	0.6	0.6	0.6
Machinery Depreciation	2.8	2.8	3.1
Fuel and Oil	1.6	1.7	1.4
Mach. Repairs, Veh. Tax & Insc.	2.2	2.3	2.0
Rent and Rates	4.7	4.8	5.9
General Overhead Costs	3.2	3.2	3.4
Total Fixed Costs	25.1	26.2	27.7
TOTAL INPUTS	43.4	44.4	46.8

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	10.3	10.0	15.2
NET FARM INCOME	10.5	10.3	15.4
RETURN ON TENANT'S CAPITAL	22.1%	21.0%	28.7%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1964-5

CROPS

(all figures per acre)	Average		Premium	
	Yield	Output £	Yield	Output £
Wheat	31 cwt.	40	38 cwt.	49
Barley	28 "	34	35 "	42
Oats	27 "	34	33 "	42
Potatoes	8 tons	120	10 tons	150
Hops	-	400	-	500
Top Fruit	-	200	-	500
Small Fruit	-	250	-	300
Brassicas	-	120	-	150

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% of Land in: Cereals	<u>45</u>
Hops and Fruit	<u>1</u>
Other Crops	<u>8</u>
Forage	<u>46</u>
Bare Fallow	<u>-</u>

LIVESTOCK

	Livestock Units per 100 acres	% of Grazing Livestock Units
Dairy Cows	<u>6</u>	<u>21</u>
Other Cattle	<u>11</u>	<u>38</u>
Sheep	<u>12</u>	<u>41</u>

Pigs/Poultry Gross Output per acre (£): 10

Farm Type: LARGE SCALE - MAINLY ARABLE

	Average	Premium
Standard Output per acre (£)	<u>50</u>	<u>53</u>
Output from Forage per Forage Acre (£)	} <u>35</u>	} <u>43</u>
" " " " Adjusted Forage Acre (£)		
Forage Acres per Grazing Livestock Unit	} <u>1.6</u>	} <u>1.4</u>
Adjusted Forage Acres per Grazing Livestock Unit		
Milk Yield per Cow (gal.)	<u>800</u>	<u>900</u>
Milk Sales per Cow (£)	<u>125</u>	<u>140</u>
Index of Concentrate Feed	<u>85</u>	<u>100</u>
Net Output per £100 Labour (£)	<u>360</u>	<u>390</u>
Labour Cost per 100 Man-Work Units (£)	<u>205</u>	<u>230</u>
Machinery Costs per 1000 Tractor Units (£):		
Licences, Insurance, Repairs	<u>180</u>	<u>145</u>
Fuel and Electricity	<u>130</u>	<u>115</u>
Contract	<u>35</u>	<u>45</u>
Depreciation	<u>235</u>	<u>245</u>
Total	<u>580</u>	<u>550</u>
Net Output per £100 Machinery Costs (£)	<u>600</u>	<u>670</u>
Net Output per £100 Labour and Machinery (£)	<u>230</u>	<u>240</u>

FINANCIAL RESULTS: £ per acre

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
No. Farms	9	25	14
Average Acreage	165	140	135
<u>GROSS OUTPUT</u>			
Cattle	0.8	1.1	-
Sheep & Wool	2.6	3.1	1.7
Pigs	5.0	4.8	5.8
Poultry and Eggs	4.1	9.1	11.0
Milk	3.5	3.2	-
Total Livestock	16.0	21.3	18.5
Cereals (inc. Straw)	6.7	5.4	7.5
Fruit and Hops	87.0	83.8	107.5
Other Crops	10.4	13.5	17.2
Forage & Tillage Valn. Changes }			
Total Crops	104.1	102.7	132.2
Other Receipts	2.7	2.9	2.8
GROSS OUTPUT	122.8	126.9	153.5
NET OUTPUT	113.0	110.6	138.3
GROSS MARGIN	78.3	78.5	104.6

TENANT'S CAPITAL

Livestock	7.4		
Crops and Cultivations	46.6		
Stores, etc.	5.3		
Machinery and Equipment	31.1		
TOTAL	90.4	100.1	105.3

Farm Type: INTENSIVE ARABLE - MAINLY FRUIT

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
<u>INPUTS</u>			
Bought Feed	7.6	12.8	11.6
Bought Seed	2.2	3.5	3.6
Fertilisers	5.2	6.5	6.8
Casual Labour	5.6	5.6	6.0
Contract Work	1.9	2.4	1.5
Miscell. Variable Costs	22.0	17.6	19.4
Total Variable Costs	44.5	48.4	48.9
Regular labour - paid	32.2	32.2	41.0
" " - unpaid	2.4	3.1	3.0
Machinery Depreciation	5.7	6.4	6.7
Fuel and Oil	3.2	3.3	3.9
Mach. Repairs, Veh. Tax & Insc.	4.9	4.3	5.8
Rent and Rates	7.2	6.8	8.1
General Overhead Costs	6.0	4.5	5.0
Total Fixed Costs	61.6	60.6	73.5
TOTAL INPUTS	106.1	109.0	122.4

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	16.7	17.8	31.1
NET FARM INCOME	18.8	20.7	33.9
RETURN ON TENANT'S CAPITAL	14.2 %	17.8 %	31.3 %

PHYSICAL DATA and EFFICIENCY STANDARDS, 1964-5

Farm Type: INTENSIVE ARABLE - MAINLY FRUIT

(all figures per acre)	<u>CROPS</u>			
	Average Yield	Average Output	Premium Yield	Premium Output
		£		£
Wheat	31 cwt.	40	38 cwt.	49
Barley	28 "	34	35 "	42
Oats	27 "	34	33 "	42
Potatoes	8 tons	120	10 tons	150
Hops	-	400	-	500
Top Fruit	-	200	-	500
Small Fruit	-	250	-	300
Brassicas	-	120	-	150

% of Land in:	Cereals	30
	Hops and Fruit	24
	Other Crops	5
	Forage	40
	Bare Fallow	1

	<u>LIVESTOCK</u>	
	Livestock Units per 100 acres	% of Grazing Livestock Units
Dairy Cows	3	10
Other Cattle	11	37
Sheep	16	53

Pigs/Poultry Gross Output per acre (£): 9

	Average	Premium
Standard Output per acre (£)	115	135
Output from Forage per Forage Acre (£)	30	38
" " " " Adjusted Forage Acre (£)		
Forage Acres per Grazing Livestock Unit	1.8	1.6
Adjusted Forage Acres per Grazing Livestock Unit		
Milk Yield per Cow (gal.)	-	-
Milk Sales per Cow (£)	-	-
Index of Concentrate Feed	90	100
Net Output per £100 Labour (£)	280	280
Labour Cost per 100 Man-Work Units (£)	160	140
Machinery Costs per 1000 Tractor Units (£):		
Licences, Insurance, Repairs	215	205
Fuel and Electricity	130	135
Contract	80	55
Depreciation	250	230
Total	675	625
Net Output per £100 Machinery Costs (£)	725	770
Net Output per £100 Labour and Machinery (£)	200	205

FINANCIAL RESULTS: £ per acre

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
No. Farms	7	22	12
Average Acreage	265	235	275
<u>GROSS OUTPUT</u>			
Cattle	3.9	4.3	4.4
Sheep & Wool	5.2	4.6	5.4
Pigs	1.7	1.3	0.4
Poultry and Eggs	3.4	2.2	0.1
Milk	3.7	3.7	-
<u>Total Livestock</u>	17.9	16.1	10.3
Cereals (inc. Straw)	8.1	9.3	11.7
Fruit and Hops	69.2	56.3	68.7
Other Crops	5.2	4.8	8.6
Forage & Tillage Valn. Changes }			
<u>Total Crops</u>	82.5	70.4	89.0
Other Receipts	1.5	1.9	1.7
<u>GROSS OUTPUT</u>	101.9	88.4	101.0
<u>NET OUTPUT</u>	94.7	82.0	95.5
<u>GROSS MARGIN</u>	71.9	62.1	73.5

TENANT'S CAPITAL

Livestock	15.6		
Crops and Cultivations	25.5		
Stores, etc.	4.1		
Machinery and Equipment	30.1		
<u>TOTAL</u>	75.3	65.0	75.1

Farm Type: INTENSIVE ARABLE - FRUIT and HOPS

	Average 1964-5	Average 1962-5	Premium Farms 1962-5
<u>INPUTS</u>			
Bought Feed	4.8	4.3	2.9
Bought Seed	2.4	2.1	2.6
Fertilisers	5.4	4.8	5.7
Casual Labour	10.4	9.0	10.4
Contract Work	2.0	1.6	0.9
Miscell. Variable Costs	5.9	4.5	5.0
<u>Total Variable Costs</u>	30.9	26.3	27.5
Regular labour - paid	20.7	18.5	20.7
" " - unpaid	1.3	1.2	0.4
Machinery Depreciation	5.3	4.9	5.8
Fuel and Oil	3.0	3.0	3.1
Mach. Repairs, Veh. Tax & Insc.	4.5	3.5	4.0
Rent and Rates	6.8	5.6	5.4
General Overhead Costs	15.1	11.3	13.2
<u>Total Fixed Costs</u>	56.7	48.0	52.6
<u>TOTAL INPUTS</u>	87.6	74.3	80.1

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	14.3	14.1	21.0
<u>NET FARM INCOME</u>	15.6	15.3	21.3
RETURN ON TENANT'S CAPITAL	19.0 %	21.0 %	28.0 %

PHYSICAL DATA and EFFICIENCY STANDARDS, 1964-5

Farm Type: INTENSIVE ARABLE - FRUIT and HOPS

(all figures per acre)	<u>CROPS</u>		<u>Premium</u>	
	Average Yield	Output £	Yield	Output £
Wheat	31 cwt.	40	38 cwt.	49
Barley	28 "	34	35 "	42
Oats	27 "	34	33 "	42
Potatoes	8 tons	120	10 tons	150
Hops	-	400	-	500
Top Fruit	-	200	-	500
Small Fruit	-	250	-	300
Brassicas	-	120	-	150

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% of Land in: Cereals	<u>25</u>
Hops and Fruit	<u>35</u>
Other Crops	<u>11</u>
Forage	<u>28</u>
Bare Fallow	<u>1</u>

	<u>LIVESTOCK</u>	
	Livestock Units per 100 acres	% of Grazing Livestock Units
Dairy Cows	<u>2</u>	<u>13</u>
Other Cattle	<u>6</u>	<u>37</u>
Sheep	<u>8</u>	<u>50</u>

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

	Average	Premium
Standard Output per acre (£)	<u>105</u>	<u>110</u>
Output from Forage per Forage Acre (£)	} <u>30</u>	} <u>38</u>
" " " " Adjusted Forage Acre (£)		
Forage Acres per Grazing Livestock Unit	} <u>1.8</u>	} <u>1.6</u>
Adjusted Forage Acres per Grazing Livestock Unit		
Milk Yield per Cow (gal.)	<u>-</u>	<u>-</u>
Milk Sales per Cow (£)	<u>-</u>	<u>-</u>
Index of Concentrate Feed	<u>90</u>	<u>100</u>
Net Output per £100 Labour (£)	<u>295</u>	<u>305</u>
Labour Cost per 100 Man-Work Units (£)	<u>210</u>	<u>190</u>
Machinery Costs per 1000 Tractor Units (£):		
Licences, Insurance, Repairs	<u>135</u>	<u>110</u>
Fuel and Electricity	<u>90</u>	<u>80</u>
Contract	<u>55</u>	<u>30</u>
Depreciation	<u>155</u>	<u>170</u>
Total	<u>435</u>	<u>390</u>
Net Output per £100 Machinery Costs (£)	<u>640</u>	<u>690</u>
Net Output per £100 Labour and Machinery (£)	<u>200</u>	<u>210</u>

FINANCIAL RESULTS: £ per acre

	Average 1964-5	Average 1962-5	Premium Farms 1964-5
No. Farms	6	N.A.	4
Average Acreage	205		185
<u>GROSS OUTPUT</u>			
Cattle	2.9		3.3
Sheep & Wool	-		-
Pigs	0.7		1.0
Poultry and Eggs	0.3		0.3
Milk	2.2		-
Total Livestock	6.1		4.6
Cereals (inc. Straw)	10.8		11.6
Fruit and Hops	-		-
Other Crops			
Forage & Tillage Valn. Changes	80.1		81.1
Total Crops	90.9		92.7
Other Receipts	3.5		4.1
GROSS OUTPUT	100.5		101.4
NET OUTPUT	89.2		91.5
GROSS MARGIN	64.2		67.3

TENANT'S CAPITAL

Livestock	5.6		
Crops and Cultivations	29.2		
Stores, etc.	3.2		
Machinery and Equipment	22.1		
TOTAL	60.1		49.4

Farm Type: INTENSIVE ARABLE - FIELD-SCALE VEGETABLES

	Average 1964-5	Average 1962-5	Premium Farms 1964-5
<u>INPUTS</u>			
		N.A.	
Bought Feed	4.1		4.5
Bought Seed	7.2		5.4
Fertilisers	5.0		4.1
Casual Labour	12.1		11.0
Contract Work	0.7		0.6
Miscell. Variable Costs	7.2		8.5
Total Variable Costs	36.3		34.1
Regular labour - paid	21.9		18.6
" " - unpaid	2.1		2.5
Machinery Depreciation	3.9		3.4
Fuel and Oil	4.0		3.5
Mach. Repairs, Veh. Tax & Insc.	4.9		5.2
Rent and Rates	11.9		12.9
General Overhead Costs	7.8		9.2
Total Fixed Costs	56.5		55.3
TOTAL INPUTS	92.8		89.4

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	7.7		12.0
NET FARM INCOME	9.8		14.5
RETURN ON TENANT'S CAPITAL	16.8%		24.5%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1964-5

Farm Type: INTENSIVE ARABLE - FIELD-SCALE VEGETABLES

(all figures per acre)	<u>CROPS</u>			
	Average		Premium	
	Yield	Output £	Yield	Output £
Wheat	31 cwt.	40	38 cwt.	49
Barley	28 "	34	35 "	42
Oats	27 "	34	33 "	42
Potatoes	8 tons	120	10 tons	150
Hops	-	400	-	500
Top Fruit	-	200	-	500
Small Fruit	-	250	-	300
Brassicas	-	120	-	150

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% of Land in:	Cereals	<u>24</u>
	Hops and Fruit	<u>-</u>
	Other Crops	<u>42</u>
	Forage	<u>32</u>
	Bare Fallow	<u>2</u>

	<u>LIVESTOCK</u>	
	Livestock Units per 100 acres	% of Grazing Livestock Units
Dairy Cows	<u>3</u>	<u>33</u>
Other Cattle	<u>6</u>	<u>67</u>
Sheep	<u>-</u>	<u>-</u>

Pigs/Poultry Gross Output per acre (£): 1

	Average	Premium
Standard Output per acre (£)	<u>95</u>	<u>95</u>
Output from Forage per Forage Acre (£)	} <u>45</u>	} <u>55</u>
" " " " Adjusted Forage Acre (£)		
Forage Acres per Grazing Livestock Unit	} <u>1.8</u>	} <u>1.6</u>
Adjusted Forage Acres per Grazing Livestock Unit		
Milk Yield per Cow (gal.)	<u>-</u>	<u>-</u>
Milk Sales per Cow (£)	<u>-</u>	<u>-</u>
Index of Concentrate Feed	<u>90</u>	<u>100</u>
Net Output per £100 Labour (£)	<u>245</u>	<u>285</u>
Labour Cost per 100 Man-Work Units (£)	<u>225</u>	<u>230</u>
Machinery Costs per 1000 Tractor Units (£):		
Licences, Insurance, Repairs	<u>270</u>	<u>270</u>
Fuel and Electricity	<u>205</u>	<u>185</u>
Contract	<u>35</u>	<u>35</u>
Depreciation	<u>200</u>	<u>185</u>
Total	<u>710</u>	<u>675</u>
Net Output per £100 Machinery Costs (£)	<u>660</u>	<u>720</u>
Net Output per £100 Labour and Machinery (£)	<u>180</u>	<u>200</u>

DEFINITIONS OF TERMS

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

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

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

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

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

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

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

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

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

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

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

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

Standard Output of a sale crop or type of livestock is its average price, including deficiency payments, multiplied by its yield or physical output. Standard Output for the whole farm is the sum of the products of these Standards Outputs and the respective acres of sale crops and numbers of livestock. (For the standards used see page 42).

Grazing Livestock Units. A cow represents 1 livestock unit. Other grazing animals are converted into livestock units using standard ratios based on their estimated starch equivalent requirements, e.g. a ewe is 0.2.

Output from Forage, Forage Acres & Adjusted Forage Acres. The following definitions are used in calculating the four efficiency measures using these concepts.

- (a) Output from Forage per Forage Acre. Output from Forage here is gross output from milk, cattle and sheep, plus sales of forage and let keep, plus closing valuation of hay, silage and feed roots, less rented keep, opening valuation of hay, silage and feed roots, and cost of bought bulk foods. Forage Acres are the acreage of crops grown for feeding to livestock, including grass but excluding cereals, less acres devoted to pigs and poultry. This calculation gives an overall measure of the output from the grassland, kale, etc. during the year.
- (b) Output from Forage per Adjusted Forage Acre. Output from Forage here refers only to gross output from milk, cattle and sheep. The Forage Acres are Adjusted for actual or estimated acreages of rented keep and let keep, hay sold, grazing of herbage seed crops, and changes in forage valuations; finally, the acreage equivalent of purchased forage crops is added. This is in many ways a better measure of the actual use of grassland by the grazing livestock on the farm than (a).
- (c) Forage Acres for Grazing Livestock Unit. The Forage Acres used in this measure of stocking density are as calculated for (b), before adding the acreage equivalent of purchased forage crops.
- (d) Adjusted Forage Acres per Grazing Livestock Unit. In this calculation Forage Acres are as calculated for (b), i.e. the acreage equivalent of purchased forage crops is added.

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

Index of Concentrate Feed. The standard, i.e. average, concentrate feed requirements of the livestock on the farm $\times 100$ divided by the amount actually used. The higher the figure the better the feed efficiency.

Net Output per £100 Labour. Net Output $\times 100$ divided by the value of total labour input, including unpaid labour.

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

Machinery Costs per 1000 Tractor Units. Total annual machinery costs (i.e. depreciation, fuel and oil, repairs and vehicle tax and insurance) $\times 1000$ divided by the total number of tractor units. A tractor unit represents one hour of tractor work per annum. A total is obtained as for total man-work units, using standard figures and adding 15%.

Net Output per £100 Machinery Costs. Net Output $\times 100$ divided by total annual machinery costs.

Net Output per £100 Labour & Machinery. Net Output $\times 100$ divided by the value of total labour input plus total annual machinery costs.

The Standard Outputs (£) of the main farm enterprises, as used for purposes of classification, are as follows:

Wheat	40	Ewes	.8
Barley, Oats	35	Ewe tegs	5
Threshed Beans & Peas	35	Other sheep over 6 months	3
Potatoes	120	Sows	75
Sugar Beet	75	Breeding Gilt	18
Vining Peas	60	Heavy Hogs	13
		Baconers	11.5
Dairy Cows	115	Porkers	7.5
Beef calves, single suckled	40	Hens	2
" " , multiple "	30	Pullets	0.75
Intensively fattened calves, after weaning	40	Broilers	0.2
Other calves, under 6 mths.	20	Turkeys	1.5
" cattle: $\frac{1}{2}$ to 1 yr. old	10		
" " 1 to 2 yrs.	25		
" " over 2 yrs.	20		