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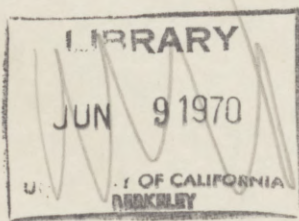
WYE COLLEGE
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Dept of
Economics

WITHDRAWN

Farm Business Statistics for South East England

Supplement for 1970



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FOREWORD

This booklet presents average financial data for 1968-9 and the three year period 1966-9 and physical data for 1968-9, for 22 farm type and size groups. Premium figures also are given, for 1966-9, calculated from the most profitable 50% of farms in each group. All the information is derived from the Farm Management Survey.

It must be stressed that groups 9, 11, 13, 18, 19, 20 and 22 consist only for six farms or less and comparisons must therefore be made only with considerable caution, especially as there is a large variation between farms within these groups. Groups 18, 19 and 22 are particularly small. The number of premium farms is of course even less. Small sample sizes for some groups represent the penalty of having a large number of narrowly defined groups selected from a total of less than 200 farms. However, this is preferred to the alternative of having fewer, more broadly defined groups with larger samples in each but covering wider differences in enterprise combinations and farm size.

J.P.G. Webster

February, 1970

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Method of Farm Classification

The classification of farms is based on the relative contribution to the Total Standard Output of four main types of enterprise: Milk (i.e. Dairy Cows), Sheep plus Cattle, Pigs plus Poultry, and Arable (crops other than forage). The Standard Output figures for each enterprise are given on page 51.

1. 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, 4, 5, 6, 13, 15, 19, 20 or 21.
2. 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 7, 8, 9, 10, 11, 16 or 22.
3. If over 80% of total Standard Output comes from three categories combined, with none less than 20%, most farms will be in groups 12, 17 or 18.
4. Farms with a Standard Output exceeding £30,000 are treated as a separate group (14. Large-Scale-mainly Arable). As the name given to the group implies, arable farming predominates.
5. The breakdown of Standard Output for each of these farm groups is given on the next page, together with the average farm size in acres, and the average Standard Output per acre - which is an indication of the intensity of the system.

A small proportion of farms will not fit into any of these groups; such farms should be compared with standards from the group whose Standard Output 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 Farm figures are the averages for the 50% of farms showing the highest Management and Investment Income per acre and/or Return on Capital over the three-year period. Where, near the median, the two measures showed a different order of profitability, the Return on Capital order was normally taken. Occasionally, where differences between farms near the median were small, more than half the farms were used in order to derive the Premium figures - especially in the case of groups with only a small sample of farms.

Definitions of Terms Used are given at the back of this booklet.

Production Pattern for each Farm Type (1966-69)

Farm Type	Av. ac.	S.O. p. acre	% Standard Output from				Page
			Milk	S/C	P/P	Crops	
1. Predom. Milk - under 125 acs.	82	74	80	10	4	6	4
2. " " - 125 to 200 "	154	63	77	10	2	11	6
3. " " - over 200 "	286	59	68	10	1	21	8
4. Predom. Arable - under 250 acs.	164	40	2	15	3	80	10
5. " " - 250 to 450 "	318	40	-	15	1	84	12
6. " " - over 450 "	679	40	4	18	4	74	14
7. Milk and Arable - under 250 acs.	176	57	47	10	2	41	16
8. " " " - 250 to 450 "	335	48	49	11	2	38	18
9. " " " - over 450 "	620	47	40	10	3	47	20
10. Sh./Cattle & Ar. - under 250 acs.	139	37	-	43	6	51	22
11. " " " " - over 250 "	427	39	-	44	3	53	24
12. Milk, Sheep/Cattle and Arable	237	49	46	24	1	29	26
13. Predominantly Sheep/Cattle	108	36	-	76	7	17	28
14. Large-Scale: mainly Arable	923	64	14	17	13	56	30
15. Predominantly Pigs/Poultry	116	100	1	12	64	23	32
16. Arable and Pigs/Poultry	210	77	1	11	45	43	34
17. Sh./Cattle, Pigs/Poultry, & Ar.	144	55	-	29	37	34	36
18. Milk, Pigs/Poultry, and Arable	277	81	34	7	35	24	38
19. Intensive Arable - Fruit	110	130	1	2	3	94 (77 ¹)	40
20. " " - Hops and Fruit	282	106	-	11	4	85 (63 ¹)	42
21. " " - Field Vgs.	150	88	-	1	1	98 (72 ²)	44
22. " " - Hops/Fr., & Milk	174	121	45	4	-	51 (44 ¹)	46

¹% Fruit and/or Hops.

²% Potatoes and Vegetables Crops.

FINANCIAL RESULTS: £ per acre

	Average 1958-9	Average 1966-9	Premium Farms 1966-9
No. Farms	13	39	18
Average Acreage	71	82	93
<u>GROSS OUTPUT</u>			
Cattle	7.5	8.7	11.4
Sheep & Wool	-	-	-
Pigs	0.2	0.1	-
Poultry and Eggs	4.5	2.9	2.7
Milk	<u>74.2</u>	<u>65.1</u>	<u>69.6</u>
<u>Total Livestock</u>	<u>86.4</u>	<u>76.8</u>	<u>83.7</u>
Cereals (inc. Straw)	2.1	2.3	3.0
Fruit and Hops	-	-	-
Other Crops	<u>0.2</u>	<u>0.2</u>	<u>0.1</u>
<u>Total Crops</u>	<u>2.3</u>	<u>2.5</u>	<u>3.1</u>
Forage & Tillage Valuation Changes	-0.3	-0.5	-0.3
Other Receipts	<u>1.9</u>	<u>2.0</u>	<u>2.7</u>
<u>GROSS OUTPUT</u>	<u>90.3</u>	<u>80.8</u>	<u>89.2</u>
<u>NET OUTPUT</u>	<u>55.3</u>	<u>53.7</u>	<u>62.0</u>
<u>GROSS MARGIN</u>	<u>45.1</u>	<u>44.5</u>	<u>50.5</u>
<u>TENANT'S CAPITAL</u>			
Livestock	50.2	46.5	50.3
Crops and Cultivations	4.8	5.3	5.6
Stores, etc.	4.7	3.1	3.0
Machinery and Equipment	<u>25.7</u>	<u>21.3</u>	<u>19.9</u>
TOTAL	<u>85.4</u>	<u>76.2</u>	<u>78.8</u>

Farm Type: Predominantly Milk : Under 125 acres.

	Average 1960-9	Average 1966-9	Premium Farms 1966-9
<u>INPUTS</u>			
Bought Feed	34.4	26.5	26.4
Bought Seed	0.6	0.6	0.8
Fertilisers	3.1	3.5	4.4
Casual Labour	1.1	0.8	1.4
Contract Work	2.3	1.8	2.6
Miscellaneous Variable Costs	<u>3.7</u>	<u>3.1</u>	<u>3.1</u>
<u>Total Variable Costs</u>	<u>45.2</u>	<u>36.3</u>	<u>38.7</u>
Regular labour - paid	6.3	8.0	7.0
Regular labour - unpaid	14.3	11.2	9.4
Machinery Depreciation	4.6	3.5	3.1
Fuel and Oil	2.8	2.4	2.2
Mach. Repairs, Veh. Tax & Inscs.	3.0	2.8	3.1
Rent and Rates	6.4	5.4	6.2
General Overhead Costs	<u>6.6</u>	<u>6.4</u>	<u>6.7</u>
<u>Total Fixed Costs</u>	<u>44.0</u>	<u>39.7</u>	<u>37.7</u>
<u>TOTAL INPUTS</u>	<u>89.2</u>	<u>76.0</u>	<u>76.4</u>

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	1.1	4.8	12.8
NET FARM INCOME	13.3	13.9	21.2
RETURN ON TENANT'S CAPITAL	2%	5%	18%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1968-9

(all figures per acre)	<u>CROPS</u>		<u>Premium</u>	
	Average			
	Yield	Output	Yield	Output
		£		£
Wheat	26	28	29	92
Barley	30	33	31	35
Oats	36	44	32	38
Potatoes	-	-	-	-
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicas	-	-	-	-

<u>% of Land in:</u>	Cereals	10	15
	Hops and Fruit	-	-
	Other Crops	-	-
	Forage	90	85
	Bare Fallow	-	-

	<u>LIVESTOCK</u>		<u>% of Grazing</u>	
	Average	Premium	Average	Premium
	Grazing Livestock Units per 100 acres		Livestock Units	
Dairy Cows	56	47	79	14
Other Cattle	17	18	21	26
Sheep	-	-	-	-
Total	73	65	100	100

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

Farm Type: Predominantly Milk : Under 125 acres.

	Average	Premium
Adjusted Gross Output per acre (£)	90	90
Standard Output per acre (£)	84	73
Output From Forage per Farm Forage Acre (£)	92	99
Grazing Livestock Output per Adj. Forage Acre (£)	81	97
Forage Acres per Grazing Livestock Unit	1.5	1.4
Adjusted Forage Acres per Grazing Livestock Unit	1.7	1.5
Milk Yield per Cow (gal.)	788	931
Milk Sales per Cow (£)	135	155

Net Output per £100 Labour (£)	271	590
Labour Cost per 100 Standard Man-Days (£)	255	240

Machinery Costs per 1000 Tractor Hours (£):

Licences, Insurance, Repairs	246	272
Fuel and Electricity	236	193
Contract	191	240
Depreciation	327	281
Total	1000	986

Net Output per £100 Machinery Costs (£)	524	587
Net Output per £100 Labour and Machinery (£)	167	219

FINANCIAL RESULTS: £ per acre

	Average 1966-9	Average 1966-9	Premium Farms 1966-9
No. Farms	15	34	18
Average Acreage	159	153	153
<u>GROSS OUTPUT</u>			
Cattle	5.9	6.0	6.7
Sheep & Wool	0.7	1.0	1.5
Pigs	0.4	0.2	0.3
Poultry and Eggs	0.6	0.8	0.7
Milk	<u>55.3</u>	<u>54.3</u>	<u>56.9</u>
Total Livestock	<u>62.9</u>	<u>62.3</u>	<u>66.1</u>
Cereals (inc. Straw)	4.4	3.7	4.2
Fruit and Hops	0.2	0.1	-
Other Crops	<u>0.5</u>	<u>0.3</u>	<u>0.4</u>
Total Crops	<u>5.1</u>	<u>4.1</u>	<u>4.6</u>
Forage & Tillage Valuation Changes	0.2	0.2	0.5
Other Receipts	<u>2.1</u>	<u>1.6</u>	<u>2.1</u>
GROSS OUTPUT	<u>70.3</u>	<u>68.2</u>	<u>73.2</u>
NET OUTPUT	53.4	52.5	58.2
GROSS MARGIN	42.4	42.4	48.0
<u>TENANT'S CAPITAL</u>			
Livestock	36.0	34.8	34.3
Crops and Cultivations	8.7	8.4	8.2
Stores, etc.	2.9	2.3	2.4
Machinery and Equipment	<u>20.2</u>	<u>18.8</u>	<u>18.4</u>
TOTAL	<u>67.8</u>	<u>64.3</u>	<u>63.3</u>

Farm Type: Predominantly Milk : 125 - 200 acres.

	Average 1963-9	Average 1966-9	Premium Farms 1966-9
<u>INPUTS</u>			
Bought Feed	15.9	14.7	14.1
Bought Seed	1.0	1.0	1.0
Fertilisers	5.3	4.9	4.8
Casual Labour	0.6	0.7	0.9
Contract Work	2.3	1.6	1.5
Miscellaneous Variable Costs	<u>2.8</u>	<u>2.9</u>	<u>3.0</u>
Total Variable Costs	<u>27.9</u>	<u>25.8</u>	<u>25.3</u>
Regular labour - paid	11.4	11.7	12.5
Regular labour - unpaid	4.9	4.4	4.1
Machinery Depreciation	3.2	3.2	3.2
Fuel and Oil	2.3	2.2	2.3
Mach. Repairs, Veh. Tax & Insc.	3.0	3.0	3.2
Rent and Rates	6.4	5.6	5.6
General Overhead Costs	<u>5.5</u>	<u>5.1</u>	<u>5.4</u>
Total Fixed Costs	<u>36.7</u>	<u>35.2</u>	<u>36.3</u>
TOTAL INPUTS	<u>64.6</u>	<u>61.0</u>	<u>61.6</u>

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	5.7	7.2	11.7
NET FARM INCOME	10.1	11.1	15.4
RETURN ON TENANT'S CAPITAL	8%	12%	19%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1968-9

(all figures per acre)	<u>CROPS</u>		<u>Premium</u>	
	Yield	Average Output £	Yield	Output £
Wheat	27	34	28	37
Barley	23	28	26	31
Oats	31	40	-	-
Potatoes	-	-	-	-
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicas	-	-	-	-
<u>% of Land in:</u>				
Cereals	19		22	
Hops and Fruit	-		-	
Other Crops	1		-	
Forage	79		78	
Bare Fallow	1		-	

	<u>LIVESTOCK</u>		<u>% of Grazing</u>	
	Grazing Livestock Units per 100 acres	Premium	Livestock Units	Premium
	Average		Average	
Dairy Cows	40	39	75	70
Other Cattle	10	10	18	19
Sheep	5	7	7	11
Total	55	56	100	100

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

Farm Type: Predominantly Milk: 125-200 acres

	Average	Premium
Adjusted Gross Output per acre (£)	70	74
Standard Output per acre (£)	65	64
Output From Forage per Farm Forage Acre (£)	79	86
Grazing Livestock Output per Adj. Forage Acre (£)	76	81
Forage Acres per Grazing Livestock Unit	1.5	1.35
Adjusted Forage Acres per Grazing Livestock Unit	1.8	1.55
Milk Yield per Cow (gal.)	812	860
Milk Sales per Cow (£)	140	107
Net Output per £100 Labour (£)	333	337
Labour Cost per 100 Standard Man-Days (£)	255	268
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	261	264
Fuel and Electricity	196	184
Contract	201	119
Depreciation	284	269
Total	942	836
Net Output per £100 Machinery Costs (£)	539	615
Net Output per £100 Labour and Machinery (£)	193	213

FINANCIAL RESULTS: £ per acre

	Average 1958-9	Average 1966-9	Premium Farms 1966-9
No. Farms	18	43	21
Average Acreage	277	285	284
<u>GROSS OUTPUT</u>			
Cattle	8.3	6.8	7.9
Sheep & Wool	0.3	0.3	0.1
Pigs	1.3	1.0	-
Poultry and Eggs		0.1	0.2
Milk	<u>53.6</u>	<u>46.6</u>	<u>49.1</u>
<u>Total Livestock</u>	<u>63.5</u>	<u>54.8</u>	<u>57.3</u>
Cereals (inc. Straw)	4.8	6.2	6.9
Fruit and Hops	-	-	-
Other Crops	<u>0.2</u>	<u>0.5</u>	<u>0.2</u>
<u>Total Crops</u>	<u>5.0</u>	<u>6.7</u>	<u>7.1</u>
Forage & Tillage Valuation Changes	- 0.1	- 0.2	-
Other Receipts	<u>0.7</u>	<u>0.7</u>	<u>0.8</u>
<u>GROSS OUTPUT</u>	<u>69.1</u>	<u>62.0</u>	<u>65.2</u>
<u>NET OUTPUT</u>	<u>52.0</u>	<u>49.0</u>	<u>54.1</u>
<u>GROSS MARGIN</u>	<u>41.5</u>	<u>40.0</u>	<u>46.1</u>
<u>TENANT'S CAPITAL</u>			
Livestock	37.4	32.1	31.8
Crops and Cultivations	10.5	10.5	11.7
Stores, etc.	3.3	3.0	2.9
Machinery and Equipment	<u>21.9</u>	<u>20.8</u>	<u>18.7</u>
TOTAL	<u>73.1</u>	<u>66.4</u>	<u>65.1</u>

Farm Type: Predominantly Milk: Over 200 acres.

	Average 1960-9	Average 1966-9	Premium Farms 1966-9
<u>INPUTS</u>			
Bought Feed	15.8	11.7	9.8
Bought Seed	1.3	1.3	1.3
Fertilisers	5.7	4.9	4.5
Casual Labour	0.7	0.4	0.3
Contract Work	1.2	1.2	0.8
Miscellaneous Variable Costs	<u>2.9</u>	<u>2.5</u>	<u>2.4</u>
<u>Total Variable Costs</u>	<u>27.6</u>	<u>22.0</u>	<u>19.1</u>
Regular labour - paid	12.8	12.7	12.5
Regular labour - unpaid	1.5	1.3	1.8
Machinery Depreciation	3.5	3.3	3.0
Fuel and Oil	2.1	1.9	1.9
Mach. Repairs, Veh. Tax & Insce.	3.3	3.0	2.9
Rent and Rates	6.1	5.6	5.1
General Overhead Costs	<u>4.8</u>	<u>4.6</u>	<u>4.6</u>
<u>Total Fixed Costs</u>	<u>34.1</u>	<u>32.4</u>	<u>31.8</u>
<u>TOTAL INPUTS</u>	<u>61.7</u>	<u>54.4</u>	<u>50.9</u>

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	7.4	7.6	14.3
NET FARM INCOME	8.8	8.8	15.9
RETURN ON TENANT'S CAPITAL	11%	12%	22%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1968-9

(all figures per acre)	<u>CROPS</u>			
	Average Yield	Output £	Premium Yield	Output £
Wheat	27	33	28	36
Barley	25	30	26	31
Oats	29	35	29	35
Potatoes	-	-	-	-
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicas	-	-	-	-

<u>% of Land in:</u>	Cereals	30	35
	Hops and Fruit	-	-
	Other Crops	-	1
	Forage	70	64
	Bare Fallow	-	-

	<u>LIVESTOCK</u>			
	Grazing Livestock Units per 100 acres	Premium	% of Grazing Livestock Units	Premium
	Average		Average	
Dairy Cows	36	32	74	74
Other Cattle	12	11	24	25
Sheep	1	-	2	1
Total	49	43	100	100

Pigs/Poultry Gross Output per acre (£):

Farm Type: Predominantly Milk: Over 200 acres

	Average	Premium
Adjusted Gross Output per acre (£)	73	69
Standard Output per acre (£)	64	59
Output From Forage per Farm Forage Acre (£)	88	88
Grazing Livestock Output per Adj. Forage Acre (£)	76	79
Forage Acres per Grazing Livestock Unit	1.4	1.5
Adjusted Forage Acres per Grazing Livestock Unit	1.7	1.7
Milk Yield per Cow (gal.)	840	854
Milk Sales per Cow (£)	147	150

Net Output per £100 Labour (£)	357	376
Labour Cost per 100 Standard Man-Days (£)	256	263

Machinery Costs per 1000 Tractor Hours (£):

Licences, Insurance, Repairs	288	249
Fuel and Electricity	180	169
Contract	110	72
Depreciation	306	256
Total	884	746

Net Output per £100 Machinery Costs (£)	547	668
Net Output per £100 Labour and Machinery (£)	209	233

FINANCIAL RESULTS: £ per acre

	Average 1965-9	Average 1966-9	Premium Farms 1966-9
No. Farms	16	43	18
Average Acreage	158	164	165
<u>GROSS OUTPUT</u>			
Cattle	4.6	3.2	3.4
Sheep & Wool	4.3	2.9	3.1
Pigs	-	0.2	-
Poultry and Eggs	-	1.2	0.3
Milk	0.9	1.1	-
<u>Total Livestock</u>	<u>9.8</u>	<u>8.6</u>	<u>6.8</u>
Cereals (inc. Straw)	21.3	21.5	24.1
Fruit and Hops	1.1	0.4	1.0
Other Crops	9.6	8.8	10.9
<u>Total Crops</u>	<u>32.0</u>	<u>30.7</u>	<u>36.0</u>
Forage & Tillage Valuation Changes	-0.5	-0.3	-0.2
Other Receipts	3.8	2.8	3.0
<u>GROSS OUTPUT</u>	<u>45.1</u>	<u>41.8</u>	<u>45.6</u>
<u>NET OUTPUT</u>	<u>39.4</u>	<u>35.8</u>	<u>41.1</u>
<u>GROSS MARGIN</u>	<u>29.8</u>	<u>27.4</u>	<u>32.1</u>
<u>TENANT'S CAPITAL</u>			
Livestock	8.6	7.2	5.8
Crops and Cultivations	18.3	16.9	20.7
Stores, etc.	1.4	1.6	1.6
Machinery and Equipment	21.3	21.1	20.3
<u>TOTAL</u>	<u>49.6</u>	<u>46.8</u>	<u>48.4</u>

Farm Type: Predominantly Arable : Under 250 acres.

	Average 1963-9	Average 1966-9	Premium Farms 1966-9
<u>INPUTS</u>			
Bought Feed	3.0	3.1	1.6
Bought Seed	2.7	2.9	2.9
Fertilisers	4.4	4.2	4.5
Casual Labour	1.0	0.9	1.3
Contract Work	1.7	1.4	1.3
Miscellaneous Variable Costs	2.5	1.9	1.9
<u>Total Variable Costs</u>	<u>15.3</u>	<u>14.4</u>	<u>13.5</u>
Regular labour - paid	6.1	5.6	4.7
Regular labour - unpaid	5.1	4.3	4.8
Machinery Depreciation	3.7	3.5	3.5
Fuel and Oil	1.8	1.7	1.7
Mach. Repairs, Veh. Tax & Insce.	3.4	3.1	2.7
Rent and Rates	6.1	6.1	5.6
General Overhead Costs	3.1	3.0	2.3
<u>Total Fixed Costs</u>	<u>29.3</u>	<u>27.3</u>	<u>25.3</u>
<u>TOTAL INPUTS</u>	<u>44.6</u>	<u>41.7</u>	<u>38.8</u>

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	0.5	0.1	6.8
NET FARM INCOME	3.9	3.3	9.9
RETURN ON TENANT'S CAPITAL	1%	1%	15%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1968-9

(all figures per acre)	<u>CROPS</u>		<u>Premium</u>	
	Yield	Average Output £	Yield	Output £
Wheat	29	38	33	43
Barley	25	30	26	33
Oats	27	35	30	36
Potatoes	9	138	10	56
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicas	-	-	-	-

<u>% of Land in:</u>	Cereals	66	71
	Hops and Fruit	1	1
	Other Crops	9	9
	Forage	23	18
	Bare Fallow	1	1

	<u>LIVESTOCK</u>		<u>% of Grazing</u>	
	Grazing Livestock Units per 100 acres	Premium	Livestock Units	Premium
	Average		Average	
Dairy Cows	1	-	5	-
Other Cattle	5	5	36	49
Sheep	11	8	59	51
Total	17	13	100	100

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

Farm Type: Predominantly Arable: Under 250 Acres

	Average	Premium
Adjusted Gross Output per acre (£)	42	43
Standard Output per acre (£)	40	41
Output From Forage per Farm Forage Acre (£)	63	49
Grazing Livestock Output per Adj. Forage Acre (£)	98	41
Forage Acres per Grazing Livestock Unit	1.4	1.7
Adjusted Forage Acres per Grazing Livestock Unit	1.4	1.7
Milk Yield per Cow (gal.)	838	-
Milk Sales per Cow (£)	140	-
Net Output per £100 Labour (£)	332	394
Labour Cost per 100 Standard Man-Days (£)	345	215
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	310	225
Fuel and Electricity	172	146
Contract	153	118
Depreciation	334	298
Total	969	787
Net Output per £100 Machinery Costs (£)	400	496
Net Output per £100 Labour and Machinery (£)	175	213

FINANCIAL RESULTS: £ per acre

	Average 1968-9	Average 1966-9	Premium Farms 1966-9
No. Farms	10	32	17
Average Acreage	315	317	329
<u>GROSS OUTPUT</u>			
Cattle	3.2	3.6	3.5
Sheep & Wool	2.5	2.5	2.4
Pigs	0.1	0.5	-
Poultry and Eggs	-	0.1	-
Milk	-	-	-
<u>Total Livestock</u>	<u>5.8</u>	<u>6.7</u>	<u>5.9</u>
Cereals (inc. Straw)	22.8	23.7	24.4
Fruit and Hops	-	-	-
Other Crops	13.4	13.1	20.5
<u>Total Crops</u>	<u>36.2</u>	<u>36.8</u>	<u>44.9</u>
Forage & Tillage Valuation Changes	- 0.7	0.3	0.2
Other Receipts	1.0	0.9	0.7
<u>GROSS OUTPUT</u>	<u>42.3</u>	<u>44.7</u>	<u>51.7</u>
<u>NET OUTPUT</u>	<u>37.4</u>	<u>39.8</u>	<u>46.0</u>
<u>GROSS MARGIN</u>	<u>27.3</u>	<u>31.3</u>	<u>37.0</u>
<u>TENANT'S CAPITAL</u>			
Livestock	7.0	7.8	7.2
Crops and Cultivations	18.8	17.4	18.0
Stores, etc.	1.6	1.6	2.2
Machinery and Equipment	19.9	20.6	21.8
<u>TOTAL</u>	<u>47.3</u>	<u>47.4</u>	<u>49.2</u>

Farm Type: Predominantly Arable : 250-450 acres.

	Average 1968-9	Average 1966-9	Premium Farms 1966-9
<u>INPUTS</u>			
Bought Feed	1.4	1.6	1.2
Bought Seed	3.5	3.3	4.5
Fertilisers	4.3	4.1	3.9
Casual Labour	1.6	1.1	1.5
Contract Work	1.6	1.1	0.8
Miscellaneous Variable Costs	2.6	2.2	2.8
<u>Total Variable Costs</u>	<u>15.0</u>	<u>13.4</u>	<u>14.7</u>
Regular labour - paid	6.7	7.1	8.1
Regular labour - unpaid	1.8	1.6	1.4
Machinery Depreciation	3.3	3.4	3.7
Fuel and Oil	1.5	1.4	1.4
Mach. Repairs, Veh. Tax & Insee.	2.5	2.4	2.5
Rent and Rates	6.3	5.9	6.1
General Overhead Costs	1.8	2.1	1.8
<u>Total Fixed Costs</u>	<u>23.9</u>	<u>23.9</u>	<u>25.0</u>
<u>TOTAL INPUTS</u>	<u>38.9</u>	<u>37.3</u>	<u>39.7</u>

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	3.4	7.4	12.0
NET FARM INCOME	4.6	8.6	12.9
RETURN ON TENANT'S CAPITAL	6%	16%	26%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1968-9

(all figures per acre)	<u>CROPS</u>		<u>Premium</u>	
	Yield	Average Output £	Yield	Output £
Wheat	29	39	33	42
Barley	27	33	29	27
Oats	36	41	36	46
Potatoes	11	151	10	1/2
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicas	-	-	-	-

% of Land in:	Cereals	65	64
	Hops and Fruit	-	-
	Other Crops	15	17
	Forage	19	18
	Bare Fallow	1	1

	<u>LIVESTOCK</u>		<u>% of Grazing</u>	
	Grazing Livestock Units per 100 acres		Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	-	-	-	-
Other Cattle	7	7	54	52
Sheep	7	7	46	48
Total	14	14	100	100

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

Farm Type: Predominantly Arable: 250-450 acres

	Average	Premium
Adjusted Gross Output per acre (£)	43	52
Standard Output per acre (£)	41	45
Output From Forage per Farm Forage Acre (£)	33	31
Grazing Livestock Output per Adj. Forage Acre (£)	32	29
Forage Acres per Grazing Livestock Unit	1.5	1.4
Adjusted Forage Acres per Grazing Livestock Unit	1.5	1.4
Milk Yield per Cow (gal.)	-	-
Milk Sales per Cow (£)	-	-
Net Output per £100 Labour (£)	409	436
Labour Cost per 100 Standard Man-Days (£)	282	263
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	236	212
Fuel and Electricity	140	119
Contract	161	71
Depreciation	312	310
Total	849	712
Net Output per £100 Machinery Costs (£)	442	560
Net Output per £100 Labour and Machinery (£)	198	242

FINANCIAL RESULTS: £ per acre

	Average 1968-9	Average 1966-9	Premium Farms 1966-9
No. Farms	9	37	19
Average Acreage	597	679	748
<u>GROSS OUTPUT</u>			
Cattle	4.3	4.2	3.9
Sheep & Wool	3.7	3.8	4.5
Pigs	1.8	1.4	1.2
Poultry and Eggs	0.3	0.5	0.6
Milk	1.7	2.0	0.7
<u>Total Livestock</u>	11.8	11.9	10.9
Cereals (inc. Straw)	21.3	20.9	24.0
Fruit and Hops	-	0.5	0.9
Other Crops	8.1	9.1	11.9
<u>Total Crops</u>	29.4	30.5	36.8
Forage & Tillage Valuation Changes	-0.2	0.1	0.3
Other Receipts	1.2	0.9	0.9
<u>GROSS OUTPUT</u>	42.2	43.4	48.9
<u>NET OUTPUT</u>	37.3	38.2	42.8
<u>GROSS MARGIN</u>	28.8	29.9	33.5
<u>TENANT'S CAPITAL</u>			
Livestock	11.2	12.5	12.0
Crops and Cultivations	18.5	17.8	20.4
Stores, etc.	2.2	1.5	1.8
Machinery and Equipment	17.2	16.1	16.5
<u>TOTAL</u>	49.1	47.9	50.7

Farm Type: Predominantly Arable : Over 450 acres.

	Average 1968-9	Average 1966-9	Premium Farms 1966-9
<u>INPUTS</u>			
Bought Feed	2.9	3.1	3.5
Bought Seed	2.0	2.1	2.6
Fertilisers	4.8	3.9	4.4
Casual Labour	1.0	1.3	1.6
Contract Work	0.8	0.9	1.0
Miscellaneous Variable Costs	1.9	2.2	2.3
<u>Total Variable Costs</u>	13.4	13.5	15.4
Regular labour - paid	7.9	7.9	7.5
Regular labour - unpaid	0.7	0.6	0.8
Machinery Depreciation	3.3	2.9	3.1
Fuel and Oil	1.7	1.5	1.4
Mach. Repairs, Veh. Tax & Insce.	2.4	2.5	2.7
Rent and Rates	5.9	5.7	5.8
General Overhead Costs	2.8	2.5	2.5
<u>Total Fixed Costs</u>	24.7	23.6	23.8
<u>TOTAL INPUTS</u>	38.1	37.1	39.2

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	4.1	6.3	9.7
NET FARM INCOME	4.4	6.6	10.1
RETURN ON TENANT'S CAPITAL	8%	13%	20%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1968-9

(all figures per acre)	<u>CROPS</u>			
	Average Yield	Average Output £	Premium Yield	Premium Output £
Wheat	28	37	33	44
Barley	28	35	31	39
Oats	27	37	32	41
Potatoes	10	110	9	91
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicac	-	-	-	-

<u>% of Land in:</u>	Cereals	61	61
	Hops and Fruit	-	2
	Other Crops	8	9
	Forage	30	28
	Bare Fallow	1	-

	<u>LIVESTOCK</u>			
	Grazing Livestock Units per 100 acres	Premium	% of Grazing Livestock Units	Premium
	Average		Average	
Dairy Cows	1	1	8	4
Other Cattle	7	7	32	33
Sheep	12	13	60	63
Total	20	21	100	100

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

Farm Type: Predominantly Arable : Over 450 acres

	Average	Premium
Adjusted Gross Output per acre (£)	42	49
Standard Output per acre (£)	39	43
Output From Forage per Farm Forage Acre (£)	32	31
Grazing Livestock Output per Adj. Forage Acre (£)	29	33
Forage Acres per Grazing Livestock Unit	1.6	1.35
Adjusted Forage Acres per Grazing Livestock Unit	1.6	1.4
Milk Yield per Cow (gal.)	1024	130
Milk Sales per Cow (£)	163	119
Net Output per £100 Labour (£)	413	337
Labour Cost per 100 Standard Man-Days (£)	248	214
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	221	230
Fuel and Electricity	150	124
Contract	72	86
Depreciation	305	266
Total	758	706
Net Output per £100 Machinery Costs (£)	460	542
Net Output per £100 Labour and Machinery (£)	227	246

FINANCIAL RESULTS: £ per acre

	Average 1968-9	Average 1966-9	Premium Farms 1966-9
No. Farms	7	34	15
Average Acreage	196	176	182
<u>GROSS OUTPUT</u>			
Cattle	6.0	6.4	6.8
Sheep & Wool	0.5	0.7	-
Pigs	-	0.1	-
Poultry and Eggs	-	0.5	1.1
Milk	33.5	30.2	34.9
<u>Total Livestock</u>	40.0	37.9	42.8
Cereals (inc. Straw)	13.8	12.9	12.5
Fruit and Hops	0.5	-	-
Other Crops	7.1	5.7	10.1
<u>Total Crops</u>	21.4	18.6	22.6
Forage & Tillage Valuation Changes	0.7	-0.5	-0.2
Other Receipts	1.6	2.4	1.5
<u>GROSS OUTPUT</u>	63.7	58.4	66.7
<u>NET OUTPUT</u>	49.7	46.1	53.0
<u>GROSS MARGIN</u>	38.6	36.2	42.8
<u>TENANT'S CAPITAL</u>			
Livestock	25.5	23.4	24.4
Crops and Cultivations	14.5	11.5	12.5
Stores, etc.	3.2	2.2	2.9
Machinery and Equipment	21.8	18.7	20.0
<u>TOTAL</u>	65.0	55.8	59.8

Farm Type: Milk & Arable: Under 250 acres

	Average 1968-9	Average 1966-9	Premium Farms 1966-9
<u>INPUTS</u>			
Bought Feed	11.2	9.9	11.0
Bought Seed	2.8	2.4	2.7
Fertilisers	5.6	4.6	4.3
Casual Labour	1.4	1.1	1.6
Contract Work	1.4	1.8	1.5
Miscellaneous Variable Costs	2.7	2.4	2.8
<u>Total Variable Costs</u>	25.1	22.2	23.9
Regular labour - paid	13.0	10.5	11.8
Regular labour - unpaid	4.2	3.9	3.8
Machinery Depreciation	3.9	3.1	3.6
Fuel and Oil	1.9	1.8	2.0
Mach. Repairs, Veh. Tax & Insc.	3.5	2.9	2.9
Rent and Rates	6.2	5.6	5.9
General Overhead Costs	4.6	3.8	4.1
<u>Total Fixed Costs</u>	37.3	31.6	34.1
<u>TOTAL INPUTS</u>	62.4	53.8	58.0

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	1.3	4.6	8.7
NET FARM INCOME	4.5	8.2	12.2
RETURN ON TENANT'S CAPITAL	2%	9%	16%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1968-9

Farm Type: Milk & Arable : Under 250 acres.

(all figures per acre)	<u>CROPS</u>		<u>Premium</u>	
	<u>Average</u>		<u>Yield</u>	<u>Output</u>
	<u>Yield</u>	<u>£</u>	<u>Yield</u>	<u>£</u>
Wheat	26	34	28	34
Barley	27	32	27	32
Oats	28	37	31	38
Potatoes	8	134	10	170
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicas	-	-	-	-
<u>% of Land in:</u> Cereals	50		48	
Hops and Fruit	-		-	
Other Crops	7		8	
Forage	41		43	
Bare Fallow	2		1	
<u>LIVESTOCK</u>				
	<u>Grazing Livestock Units</u>		<u>% of Grazing</u>	
	<u>per 100 acres</u>		<u>Livestock Units</u>	
	<u>Average</u>	<u>Premium</u>	<u>Average</u>	<u>Premium</u>
Dairy Cows	22	25	73	67
Other Cattle	8	12	24	33
Sheep	1	-	4	-
Total	31	37	100	100

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

	<u>Average</u>	<u>Premium</u>
Adjusted Gross Output per acre (£)	64	69
Standard Output per acre (£)	59	64
Output From Forage per Farm Forage Acre (£)	86	94
Grazing Livestock Output per Adj. Forage Acre (£)	71	87
Forage Acres per Grazing Livestock Unit	1.55	1.2
Adjusted Forage Acres per Grazing Livestock Unit	2.1	1.4
Milk Yield per Cow (gal.)	828	808
Milk Sales per Cow (£)	147	139
Net Output per £100 Labour (£)	271	322
Labour Cost per 100 Standard Man-Days (£)	314	263
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	302	231
Fuel and Electricity	155	157
Contract	139	122
Depreciation	328	284
Total	924	794
Net Output per £100 Machinery Costs (£)	501	573
Net Output per £100 Labour and Machinery (£)	172	208

FINANCIAL RESULTS: £ per acre

	Average 1966-9	Average 1966-9	Premium Farms 1966-9
No. Farms	13	37	17
Average Acreage	341	334	353
<u>GROSS OUTPUT</u>			
Cattle	7.4	6.6	8.6
Sheep & Wool	0.2	0.4	0.3
Pigs	-	-	-
Poultry and Eggs	1.0	1.1	2.4
Milk	<u>28.6</u>	<u>27.9</u>	<u>31.4</u>
<u>Total Livestock</u>	<u>37.2</u>	<u>36.0</u>	<u>42.7</u>
Cereals (inc. Straw)	13.0	13.0	13.5
Fruit and Hops	-	-	-
Other Crops	<u>0.6</u>	<u>1.0</u>	<u>0.5</u>
<u>Total Crops</u>	<u>13.6</u>	<u>14.0</u>	<u>14.0</u>
Forage & Tillage Valuation Changes	-0.9	-0.6	-0.5
Other Receipts	<u>0.9</u>	<u>0.7</u>	<u>0.9</u>
<u>GROSS OUTPUT</u>	<u>50.8</u>	<u>50.1</u>	<u>57.1</u>
<u>NET OUTPUT</u>	<u>41.1</u>	<u>40.4</u>	<u>47.1</u>
<u>GROSS MARGIN</u>	<u>33.0</u>	<u>33.0</u>	<u>39.3</u>
<u>TENANT'S CAPITAL</u>			
Livestock	21.1	21.1	23.1
Crops and Cultivations	12.5	12.7	14.1
Stores, etc.	2.9	2.8	3.6
Machinery and Equipment	<u>19.4</u>	<u>18.5</u>	<u>20.4</u>
TOTAL	<u>55.4</u>	<u>55.1</u>	<u>61.2</u>

Farm Type: Milk & Arable : 250-450 acres.

	Average 1966-9	Average 1966-9	Premium Farms 1966-9
<u>INPUTS</u>			
Bought Feed	8.1	8.1	8.4
Bought Seed	1.6	1.6	1.6
Fertilisers	4.7	4.1	4.6
Casual Labour	0.6	0.5	0.5
Contract Work	0.9	0.8	0.7
Miscellaneous Variable Costs	<u>1.9</u>	<u>2.0</u>	<u>2.0</u>
<u>Total Variable Costs</u>	<u>17.8</u>	<u>17.1</u>	<u>17.8</u>
Regular labour - paid	9.7	9.7	10.7
Regular labour - unpaid	2.0	1.7	1.3
Machinery Depreciation	3.5	3.1	3.4
Fuel and Oil	1.7	1.6	1.8
Mach. Repairs, Veh. Tax & Insc.	2.6	2.5	2.8
Rent and Rates	5.7	5.1	4.7
General Overhead Costs	<u>3.4</u>	<u>3.5</u>	<u>3.7</u>
<u>Total Fixed Costs</u>	<u>28.6</u>	<u>27.2</u>	<u>28.4</u>
<u>TOTAL INPUTS</u>	<u>46.4</u>	<u>44.3</u>	<u>46.2</u>

	<u>PROFITABILITY</u>		
MANAGEMENT & INVESTMENT INCOME	4.4	5.8	10.9
NET FARM INCOME	5.9	7.2	12.1
RETURN ON TENANT'S CAPITAL	6%	9%	17%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1968-9

(all figures per acre)	<u>CROPS</u>			
	Average		Premium	
	Yield	Output £	Yield	Output £
Wheat	26	34	27	35
Barley	24	29	23	33
Oats	29	39	35	44
Potatoes	10	125	8	124
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicas	-	-	-	-

<u>% of Land in:</u>	Cereals	50	51
	Hops and Fruit	-	-
	Other Crops	1	2
	Forage	48	47
	Bare Fallow	1	-

	<u>LIVESTOCK</u>			
	Average	Premium	Average	Premium
	Grazing Livestock Units per 100 acres		% of Grazing Livestock Units	
Dairy Cows	19	20	64	64
Other Cattle	10	10	34	33
Sheep	-	-	2	3
Total	29	30	100	100

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

Farm Type: Milk & Arable:250 - 450 acres.

	Average	Premium
Adjusted Gross Output per acre (£)	54	60
Standard Output per acre (£)	49	52
Output From Forage per Farm Forage Acre (£)	80	88
Grazing Livestock Output per Adj. Forage Acre (£)	75	76
Forage Acres per Grazing Livestock Unit	1.7	1.7
Adjusted Forage Acres per Grazing Livestock Unit	1.75	1.9
Milk Yield per Cow (gal.)	884	919
Milk Sales per Cow (£)	150	153
Net Output per £100 Labour (£)	340	387
Labour Cost per 100 Standard Man-Days (£)	280	269
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	239	252
Fuel and Electricity	160	161
Contract	87	65
Depreciation	325	303
Total	811	781
Net Output per £100 Machinery Costs (£)	482	547
Net Output per £100 Labour and Machinery (£)	196	223

FINANCIAL RESULTS: £ per acre

	Average 1968-9	Average 1966-9	Premium Farms 1966-9
No. Farms	5	23	13
Average Acreage	667	620	642
<u>GROSS OUTPUT</u>			
Cattle	7.0	5.2	5.0
Sheep & Wool	1.0	1.1	1.5
Pigs	-	-	-
Poultry and Eggs	0.4	2.5	4.1
Milk	20.4	20.6	22.1
<u>Total Livestock</u>	28.8	29.4	32.7
Cereals (inc. Straw)	15.2	16.3	15.6
Fruit and Hops	0.3	0.2	0.2
Other Crops	2.4	4.2	6.1
<u>Total Crops</u>	17.9	20.7	21.9
Forage & Tillage Valuation Changes	0.6	0.3	0.1
Other Receipts	1.4	1.0	0.7
<u>GROSS OUTPUT</u>	48.7	51.4	55.4
<u>NET OUTPUT</u>	40.7	42.8	45.6
<u>GROSS MARGIN</u>	32.5	35.5	38.6
<u>TENANT'S CAPITAL</u>			
Livestock	18.5	18.1	18.2
Crops and Cultivations	18.7	17.2	16.2
Stores, etc.	1.9	1.5	1.7
Machinery and Equipment	14.6	15.3	15.3
<u>TOTAL</u>	53.7	52.1	51.4

Farm Type: Milk & Arable: Over 450 acres.

	Average 1968-9	Average 1966-9	Premium Farms 1966-9
<u>INPUTS</u>			
Bought Feed	6.1	6.7	7.8
Bought Seed	1.9	1.9	2.0
Fertilisers	4.4	4.0	3.7
Casual Labour	0.8	0.5	0.5
Contract Work	0.9	0.8	0.7
Miscellaneous Variable Costs	2.1	2.0	2.1
<u>Total Variable Costs</u>	16.2	15.9	16.8
Regular labour - paid	11.5	11.6	11.8
Regular labour - unpaid	0.5	0.3	0.4
Machinery Depreciation	3.5	3.0	3.0
Fuel and Oil	2.0	1.7	1.7
Mach. Repairs, Veh. Tax & Insce.	2.7	2.7	2.5
Rent and Rates	4.3	4.9	5.1
General Overhead Costs	2.2	2.8	2.9
<u>Total Fixed Costs</u>	26.7	27.0	27.4
<u>TOTAL INPUTS</u>	42.6	42.9	44.2

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	5.8	8.5	11.2
NET FARM INCOME	6.2	8.9	11.5
RETURN ON TENANT'S CAPITAL	12%	18%	22%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1968-9

(all figures per acre)	<u>CROPS</u>		<u>Premium</u>	
	Yield	Average Output £	Yield	Output £
Wheat	26	35	32	42
Barley	27	33	30	36
Oats	34	42	30	42
Potatoes	9	136	10	220
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicas	-	-	-	-

<u>% of Land in:</u>	Cereals	51	47
	Hops and Fruit	-	-
	Other Crops	4	4
	Forage	45	48
	Bare Fallow	1	1

	<u>LIVESTOCK</u>		<u>% of Grazing</u>	
	Grazing Livestock Units per 100 acres	Premium	Livestock Units	Premium
	Average		Average	
Dairy Cows	14	15	56	58
Other Cattle	10	7	35	28
Sheep	2	3	9	14
Total	26	25	100	100

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

Farm Type: Milk & Arable: Over 450 acres.

	Average	Premium
Adjusted Gross Output per acre (£)	49	58
Standard Output per acre (£)	47	50
Output From Forage per Farm Forage Acre (£)	66	62
Grazing Livestock Output per Adj. Forage Acre (£)	65	61
Forage Acres per Grazing Livestock Unit	1.7	1.8
Adjusted Forage Acres per Grazing Livestock Unit	1.85	2.0
Milk Yield per Cow (gal.)	816	866
Milk Sales per Cow (£)	137	149

Net Output per £100 Labour (£)	330	375
Labour Cost per 100 Standard Man-Days (£)	268	287
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	269	241
Fuel and Electricity	190	159
Contract	87	70
Depreciation	353	291
Total	899	761

Net Output per £100 Machinery Costs (£)	464	582
Net Output per £100 Labour and Machinery (£)	191	224

FINANCIAL RESULTS: £ per acre

	Average 1958-9	Average 1966-9	Premium Farms 1966-9
No. Farms	8	23	155
Average Acreage	152	139	8
<u>GROSS OUTPUT</u>			
Cattle	8.9	10.5	12.8
Sheep & Wool	5.1	5.4	5.0
Pigs	0.6	0.7	1.4
Poultry and Eggs	0.6	1.7	2.3
Milk	-	-	-
<u>Total Livestock</u>	<u>15.2</u>	<u>18.3</u>	<u>21.5</u>
Cereals (inc. Straw)	12.3	12.3	9.4
Fruit and Hops	-	-	-
Other Crops	5.4	3.2	3.1
<u>Total Crops</u>	<u>17.7</u>	<u>15.5</u>	<u>12.5</u>
Forage & Tillage Valuation Changes	-0.8	-0.2	-
Other Receipts	7.7	5.0	6.8
<u>GROSS OUTPUT</u>	<u>39.8</u>	<u>38.6</u>	<u>40.8</u>
<u>NET OUTPUT</u>	<u>33.7</u>	<u>30.7</u>	<u>33.6</u>
<u>GROSS MARGIN</u>	<u>27.3</u>	<u>24.5</u>	<u>28.5</u>
<u>TENANT'S CAPITAL</u>			
Livestock	16.8	18.0	18.7
Crops and Cultivations	10.1	9.6	8.9
Stores, etc.	1.4	1.0	0.9
Machinery and Equipment	20.7	18.5	15.9
<u>TOTAL</u>	<u>49.0</u>	<u>47.1</u>	<u>44.4</u>

Farm Type: Sheep/Cattle & Arable : Under 250 acres.

	Average 1958-9	Average 1966-9	Premium Farms 1966-9
<u>INPUTS</u>			
Bought Feed	4.5	6.2	5.5
Bought Seed	1.6	1.7	1.7
Fertilisers	2.7	3.0	2.6
Casual Labour	0.4	0.2	0.2
Contract Work	1.1	1.4	1.3
Miscellaneous Variable Costs	2.2	1.6	1.0
<u>Total Variable Costs</u>	<u>12.5</u>	<u>14.1</u>	<u>12.3</u>
Regular labour - paid	6.4	4.6	5.5
Regular labour - unpaid	5.1	6.0	4.0
Machinery Depreciation	3.3	3.1	2.7
Fuel and Oil	1.8	1.6	1.6
Mach. Repairs, Veh. Tax & Inscce.	4.2	2.8	2.3
Rent and Rates	5.0	4.7	3.5
General Overhead Costs	3.3	2.7	2.2
<u>Total Fixed Costs</u>	<u>29.1</u>	<u>25.5</u>	<u>21.8</u>
<u>TOTAL INPUTS</u>	<u>41.6</u>	<u>39.6</u>	<u>34.1</u>

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	-1.8	-1.0	6.7
NET FARM INCOME	2.3	4.1	10.7
RETURN ON TENANT'S CAPITAL	-	-	15%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1968-9

(all figures per acre)	<u>CROPS</u>			
	Average		Premium	
	Yield	Output	Yield	Output
		£		£
Wheat	26	33	26	35
Barley	25	30	25	31
Oats	31	39	34	40
Potatoes	6	48	-	-
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicas	-	-	-	-

<u>% of Land in:</u>	Cereals	43	38
	Hops and Fruit	-	-
	Other Crops	10	7
	Forage	46	55
	Bare Fallow	1	-

	<u>LIVESTOCK</u>			
	Grazing Livestock Units		% of Grazing	
	per 100 acres		Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	-	-	-	-
Other Cattle	19	19	62	56
Sheep	13	11	38	44
Total	32	30	100	100

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

Farm Type: Sheep./Cattle & Arable : Under 250 acres.

	Average	Premium
Adjusted Gross Output per acre (£)	35	36
Standard Output per acre (£)	36	33
Output From Forage per Farm Forage Acre (£)	30	33
Grazing Livestock Output per Adj. Forage Acre (£)	32	31
Forage Acres per Grazing Livestock Unit	1.5	2.0
Adjusted Forage Acres per Grazing Livestock Unit	1.5	2.05
Milk Yield per Cow (gal.)	-	-
Milk Sales per Cow (£)	-	-

Net Output per £100 Labour (£)	284	355
Labour Cost per 100 Standard Man-Days (£)	350	273
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	423	205
Fuel and Electricity	192	158
Contract	101	173
Depreciation	322	262
Total	1038	798

Net Output per £100 Machinery Costs (£)	351	485
Net Output per £100 Labour and Machinery (£)	150	197

FINANCIAL RESULTS: £ per acre

	Average 1963-9	Average 1966-9	Premium Farms 1966-9
No. Farms	5	14	8
Average Acreage	387	426	478
<u>GROSS OUTPUT</u>			
Cattle	9.4	8.8	8.1
Sheep & Wool	9.6	9.9	13.5
Pigs	0.6	0.9	-
Poultry and Eggs	-	0.1	-
Milk	-	-	-
<u>Total Livestock</u>	<u>19.6</u>	<u>19.7</u>	<u>21.6</u>
Cereals (inc. Straw)	10.0	12.0	11.3
Fruit and Hops	2.6	1.5	2.6
Other Crops	<u>7.7</u>	<u>7.8</u>	<u>11.6</u>
<u>Total Crops</u>	<u>20.3</u>	<u>21.3</u>	<u>25.5</u>
Forage & Tillage Valuation Changes	-0.4	0.3	0.7
Other Receipts	<u>0.9</u>	<u>1.0</u>	<u>1.0</u>
<u>GROSS OUTPUT</u>	<u>40.4</u>	<u>42.3</u>	<u>48.8</u>
<u>NET OUTPUT</u>	<u>34.7</u>	<u>36.1</u>	<u>42.4</u>
<u>GROSS MARGIN</u>	<u>27.1</u>	<u>29.8</u>	<u>34.6</u>
<u>TENANT'S CAPITAL</u>			
Livestock	23.1	23.0	23.8
Crops and Cultivations	9.7	10.7	10.0
Stores, etc.	1.4	1.3	0.7
Machinery and Equipment	<u>12.6</u>	<u>13.0</u>	<u>13.1</u>
TOTAL	<u>46.8</u>	<u>48.0</u>	<u>47.6</u>

Farm Type: Sheep/Cattle and Arable: Over 250 acres.

	Average 1960-9	Average 1966-9	Premium Farms 1966-9
<u>INPUTS</u>			
Bought Feed	4.3	4.1	4.0
Bought Seed	1.4	2.1	2.4
Fertilisers	2.6	2.4	2.6
Casual Labour	1.3	1.2	1.8
Contract Work	1.3	0.7	1.0
Miscellaneous Variable Costs	<u>2.4</u>	<u>2.0</u>	<u>2.4</u>
<u>Total Variable Costs</u>	<u>13.3</u>	<u>12.5</u>	<u>14.2</u>
Regular labour - paid	6.3	6.5	6.9
Regular labour - unpaid	2.2	2.2	2.2
Machinery Depreciation	2.2	2.4	2.6
Fuel and Oil	1.2	1.3	1.3
Mach. Repairs, Veh. Tax & Insc.	1.7	1.9	1.9
Rent and Rates	4.8	5.1	5.9
General Overhead Costs	<u>2.2</u>	<u>2.1</u>	<u>2.2</u>
<u>Total Fixed Costs</u>	<u>20.6</u>	<u>21.5</u>	<u>23.0</u>
<u>TOTAL INPUTS</u>	<u>33.9</u>	<u>34.0</u>	<u>37.2</u>

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	6.5	8.3	11.6
NET FARM INCOME	7.9	9.8	12.8
RETURN ON TENANT'S CAPITAL	14%	17%	24%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1968-9

(all figures per acre)	<u>CROPS</u>		<u>Premium</u>	
	<u>Average</u>	<u>Output</u>	<u>Yield</u>	<u>Output</u>
	Yield	£	Yield	£
Wheat	24	30	42	38
Barley	25	31	34	35
Oats	23	34	30	39
Potatoes	8	168	10	197
Hops	-		-	
Top Fruit	-		-	
Small Fruit	-		-	
Brassicas	-		-	

<u>% of Land in:</u>	Cereals	36	33
	Hops and Fruit	-	-
	Other Crops	7	10
	Forage	56	56
	Bare Fallow	1	1

	<u>LIVESTOCK</u>		<u>% of Grazing</u>	
	<u>Average</u>	<u>Premium</u>	<u>Average</u>	<u>Premium</u>
	Grazing Livestock Units per 100 acres		Livestock Units	
Dairy Cows	-	-	-	-
Other Cattle	18	15	43	33
Sheep	29	37	57	67
Total	47	52	100	100

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

Farm Type: Sheep./Cattle & Arable: Over 250 acres

	<u>Average</u>	<u>Premium</u>
Adjusted Gross Output per acre (£)	41	48
Standard Output per acre (£)	41	44
Output From Forage per Farm Forage Acre (£)	33	36
Grazing Livestock Output per Adj. Forage Acre (£)	29	29
Forage Acres per Grazing Livestock Unit	1.5	1.5
Adjusted Forage Acres per Grazing Livestock Unit	1.5	1.5
Milk Yield per Cow (gal.)	-	-
Milk Sales per Cow (£)	-	-
Net Output per £100 Labour (£)	362	402
Labour Cost per 100 Standard Man-Days (£)	226	210
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	154	164
Fuel and Electricity	113	165
Contract	134	96
Depreciation	197	236
Total	598	661
Net Output per £100 Machinery Costs (£)	598	624
Net Output per £100 Labour and Machinery (£)	213	241

FINANCIAL RESULTS: £ per acre

	Average 1958-9	Average 1966-9	Premium Farms 1966-9
No. Farms	7	15	9
Average Acreage	248	236	234
<u>GROSS OUTPUT</u>			
Cattle	12.2	9.7	12.3
Sheep & Wool	2.9	3.8	3.0
Pigs	-	-	-
Poultry and Eggs	-	0.4	0.7
Milk	29.2	28.4	32.8
<u>Total Livestock</u>	<u>44.3</u>	<u>42.3</u>	<u>48.8</u>
Cereals (inc. Straw)	10.8	9.6	8.7
Fruit and Hops	-	-	-
Other Crops	0.8	1.5	1.7
<u>Total Crops</u>	<u>11.6</u>	<u>11.1</u>	<u>10.4</u>
Forage & Tillage Valuation Changes	0.6	0.6	0.9
Other Receipts	4.0	3.2	4.5
<u>GROSS OUTPUT</u>	<u>60.5</u>	<u>57.2</u>	<u>64.6</u>
<u>NET OUTPUT</u>	<u>49.8</u>	<u>46.8</u>	<u>52.8</u>
<u>GROSS MARGIN</u>	<u>42.4</u>	<u>39.3</u>	<u>45.2</u>
<u>TENANT'S CAPITAL</u>			
Livestock	26.9	27.5	32.7
Crops and Cultivations	11.1	10.6	9.1
Stores, etc.	1.1	1.2	1.7
Machinery and Equipment	20.8	20.3	23.8
<u>TOTAL</u>	<u>59.9</u>	<u>59.6</u>	<u>67.3</u>

Farm Type: Milk, Sheep /Cattle & Arable.

	Average 1960-9	Average 1966-9	Premium Farms 1966-9
<u>INPUTS</u>			
Bought Feed	9.5	8.8	9.9
Bought Seed	1.2	1.6	1.9
Fertilisers	3.4	3.7	3.9
Casual Labour	0.5	0.6	0.6
Contract Work	1.3	0.9	0.7
Miscellaneous Variable Costs	2.2	2.3	2.4
<u>Total Variable Costs</u>	<u>18.1</u>	<u>17.9</u>	<u>19.4</u>
Regular labour - paid	9.5	9.9	10.5
Regular labour - unpaid	3.8	3.7	3.3
Machinery Depreciation	3.4	3.4	4.1
Fuel and Oil	1.9	1.7	1.8
Mach. Repairs, Veh. Tax & Insc.	2.8	2.7	2.9
Rent and Rates	5.5	5.3	6.0
General Overhead Costs	3.7	3.2	3.7
<u>Total Fixed Costs</u>	<u>30.6</u>	<u>29.9</u>	<u>32.3</u>
<u>TOTAL INPUTS</u>	<u>48.7</u>	<u>47.8</u>	<u>51.7</u>

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	11.8	9.4	12.9
NET FARM INCOME	15.6	12.9	16.2
RETURN ON TENANT'S CAPITAL	17%	14%	18%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1968-9

(all figures per acre)	<u>CROPS</u>		<u>Premium</u>	
	Yield	Average Output £	Yield	Output £
Wheat	29	39	30	36
Barley	26	31	26	33
Oats	29	38	32	44
Potatoes	8	112	7	106
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicas	-	-	-	-

% of Land in:	Cereals	36	33
	Hops and Fruit	-	-
	Other Crops	1	2
	Forage	63	65
	Bare Fallow	-	-

	<u>LIVESTOCK</u>		<u>% of Grazing</u>	
	Grazing Livestock Units per 100 acres	Premium	Livestock Units	Premium
	Average		Average	
Dairy Cows	18	21	38	39
Other Cattle	16	19	35	38
Sheep	12	15	27	23
Total	46	55	100	100

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

Farm Type: Milk, Sheep/Cattle & Arable

	Average	Premium
Adjusted Gross Output per acre (£)	58	62
Standard Output per acre (£)	48	55
Output From Forage per Farm Forage Acre (£)	74	78
Grazing Livestock Output per Adj. Forage Acre (£)	74	75
Forage Acres per Grazing Livestock Unit	1.4	1.25
Adjusted Forage Acres per Grazing Livestock Unit	1.45	1.3
Milk Yield per Cow (gal.)	973	932
Milk Sales per Cow (£)	161	153
Net Output per £100 Labour (£)	376	379
Labour Cost per 100 Standard Man-Days (£)	295	271
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	257	254
Fuel and Electricity	177	157
Contract	122	65
Depreciation	311	358
Total	867	834

Net Output per £100 Machinery Costs (£)	536	570
Net Output per £100 Labour and Machinery (£)	215	222

FINANCIAL RESULTS: £ per acre

	Average 1968-9	Average 1966-9	Premium Farms 1966-9 N.A.
No. Farms	4	14	
Average Acreage	94	108	
<u>GROSS OUTPUT</u>			
Cattle	26.0	19.2	
Sheep & Wool	3.1	7.7	
Pigs	-	-	
Poultry and Eggs	8.9	5.1	
Milk	-	-	
<u>Total Livestock</u>	<u>38.0</u>	<u>32.0</u>	
Cereals (inc. Straw)	1.7	3.0	
Fruit and Hops	-	-	
Other Crops	0.3	0.3	
<u>Total Crops</u>	<u>2.0</u>	<u>3.3</u>	
Forage & Tillage Valuation Changes	-0.7	-0.6	
Other Receipts	2.7	2.6	
<u>GROSS OUTPUT</u>	<u>42.0</u>	<u>37.3</u>	
<u>NET OUTPUT</u>	<u>22.3</u>	<u>24.3</u>	
<u>GROSS MARGIN</u>	<u>17.7</u>	<u>19.2</u>	
<u>TENANT'S CAPITAL</u>			
Livestock	37.1	33.6	
Crops and Cultivations	3.3	4.8	
Stores, etc.	0.7	0.8	
Machinery and Equipment	8.6	11.9	
<u>TOTAL</u>	<u>49.7</u>	<u>51.1</u>	

Farm Type: Predominantly Sheep / Cattle

	Average 1968-9	Average 1966-9	Premium Farms 1966-9
<u>INPUTS</u>			
Bought Feed	19.3	12.5	N.A.
Bought Seed	0.4	0.5	
Fertilisers	1.5	1.6	
Casual Labour	0.2	0.2	
Contract Work	0.9	1.5	
Miscellaneous Variable Costs	2.0	1.8	
<u>Total Variable Costs</u>	<u>24.3</u>	<u>18.1</u>	
Regular labour - paid	3.8	2.3	
Regular labour - unpaid	9.7	9.8	
Machinery Depreciation	1.4	2.1	
Fuel and Oil	1.3	1.2	
Mach. Repairs, Veh. Tax & Insce.	2.2	2.1	
Rent and Rates	3.4	4.3	
General Overhead Costs	2.4	2.2	
<u>Total Fixed Costs</u>	<u>24.2</u>	<u>24.0</u>	
<u>TOTAL INPUTS</u>	<u>48.5</u>	<u>42.1</u>	

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	-6.5	-4.8
NET FARM INCOME	0.2	2.2
RETURN ON TENANT'S CAPITAL	-	-

PHYSICAL DATA and EFFICIENCY STANDARDS, 1968-9

(all figures per acre)	<u>CROPS</u>		<u>Premium</u>	
	Average		Yield	Output
	Yield	Output	Yield	Output
		£		£
Wheat	16	18		N.A.
Barley	31	36		
Oats	33	39		
Potatoes	-			
Hops	-		-	
Top Fruit	-		-	
Small Fruit	-		-	
Brassicas	-		-	

<u>% of Land in:</u>	Cereals	11
	Hops and Fruit	-
	Other Crops	-
	Forage	89
	Bare Fallow	-

	<u>LIVESTOCK</u>		<u>% of Grazing</u>	
	Average	Premium	Average	Premium
	Grazing Livestock Units		Livestock Units	
	per 100 acres			
Dairy Cows	-		-	
Other Cattle	44		64	
Sheep	18		36	
Total	62		100	

Pigs/Poultry Gross Output per acre (£): 8

Farm Type: Predominantly Sheep / Cattle.

	Average	Premium
Adjusted Gross Output per acre (£)	42	
Standard Output per acre (£)	39	N.A.
Output From Forage per Farm Forage Acre (£)	30	
Grazing Livestock Output per Adj. Forage Acre (£)	25	
Forage Acres per Grazing Livestock Unit	1.9	
Adjusted Forage Acres per Grazing Livestock Unit	1.9	
Milk Yield per Cow (gal.)	-	
Milk Sales per Cow (£)	-	
Net Output per £100 Labour (£)	161	
Labour Cost per 100 Standard Man-Days (£)	326	
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	201	
Fuel and Electricity	111	
Contract	77	
Depreciation	117	
Total	506	
Net Output per £100 Machinery Costs (£)	395	
Net Output per £100 Labour and Machinery (£)	111	

FINANCIAL RESULTS: £ per acre

	Average 1958-9 14	Average 1966-9 36	Premium Farms 1966-9 20
No. Farms	878	923	864
Average Acreage			
<u>GROSS OUTPUT</u>			
Cattle	5.8	4.2	5.5
Sheep & Wool	4.3	4.6	4.4
Pigs	6.3	4.4	3.6
Poultry and Eggs	12.9	8.1	11.0
Milk	11.9	9.8	13.3
<u>Total Livestock</u>	<u>41.2</u>	<u>31.1</u>	<u>37.8</u>
Cereals (inc. Straw)	14.8	16.9	17.4
Fruit and Hops	7.6	6.2	1.0
Other Crops	14.2	11.1	16.4
<u>Total Crops</u>	<u>36.6</u>	<u>34.2</u>	<u>34.8</u>
Forage & Tillage Valuation Changes	0.8	0.3	0.3
Other Receipts	0.8	0.7	0.8
<u>GROSS OUTPUT</u>	<u>79.4</u>	<u>66.3</u>	<u>73.7</u>
<u>NET OUTPUT</u>	<u>63.7</u>	<u>53.9</u>	<u>58.6</u>
<u>GROSS MARGIN</u>	<u>49.4</u>	<u>42.8</u>	<u>48.3</u>
<u>TENANT'S CAPITAL</u>			
Livestock	23.2	18.8	21.2
Crops and Cultivations	19.0	19.1	16.6
Stores, etc.	2.9	1.9	2.3
<u>Machinery and Equipment</u>	<u>23.1</u>	<u>18.9</u>	<u>19.7</u>
<u>TOTAL</u>	<u>68.2</u>	<u>58.7</u>	<u>59.8</u>

Farm Type: Large Scale: mainly Arable.

	Average 1960-9	Average 1966-9	Premium Farms 1966-9
<u>INPUTS</u>			
Bought Feed	13.5	10.0	12.5
Bought Seed	2.2	2.4	2.6
Fertilisers	4.9	4.1	4.2
Casual Labour	2.9	2.3	1.9
Contract Work	0.5	0.6	0.6
Miscellaneous Variable Costs	6.0	4.1	3.6
<u>Total Variable Costs</u>	<u>30.0</u>	<u>23.5</u>	<u>25.4</u>
Regular labour - paid	15.8	12.9	13.1
Regular labour - unpaid	1.2	0.7	1.0
Machinery Depreciation	4.2	3.4	3.6
Fuel and Oil	2.6	2.1	1.8
Mach. Repairs, Veh. Tax & Insce.	3.5	2.9	2.6
Rent and Rates	7.2	6.6	7.0
General Overhead Costs	4.1	3.5	3.5
<u>Total Fixed Costs</u>	<u>38.6</u>	<u>32.1</u>	<u>32.6</u>
<u>TOTAL INPUTS</u>	<u>68.6</u>	<u>55.6</u>	<u>58.0</u>

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	10.8	10.7	15.7
NET FARM INCOME	11.5	11.2	16.1
RETURN ON TENANT'S CAPITAL	16%	19%	26%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1968-9

(all figures per acre)	<u>CROPS</u>		<u>Premium</u>	
	Average Yield	Average Output £	Yield	Output £
Wheat	29	38	32	41
Barley	30	36	32	38
Oats	35	36	32	37
Potatoes	11	164	10	192
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicas	-	-	-	-

<u>% of Land in:</u>	Cereals	49	51
	Hops and Fruit	4	-
	Other Crops	10	10
	Forage	37	38
	Bare Fallow	-	1

	<u>LIVESTOCK</u>		<u>% of Grazing</u>	
	Average	Premium	Average	Premium
	Grazing Livestock Units per 100 acres		Livestock Units	
Dairy Cows	7	8	24	33
Other Cattle	11	11	35	36
Sheep	13	13	41	31
Total	31	32	100	100

Figs/Poultry Gross Output per acre (£): 19

Farm Type: Large Scale : mainly Arable.

	Average	Premium
Adjusted Gross Output per acre (£)	82	76
Standard Output per acre (£)	76	66
Output From Forage per Farm Forage Acre (£)	62	62
Grazing Livestock Output per Adj. Forage Acre (£)	59	57
Forage Acres per Grazing Livestock Unit	1.2	1.4
Adjusted Forage Acres per Grazing Livestock Unit	1.25	1.4
Milk Yield per Cow (gal.)	884	884
Milk Sales per Cow (£)	146	156

Net Output per £100 Labour (£)	342	402
Labour Cost per 100 Standard Man-Days (£)	257	244
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	255	211
Fuel and Electricity	188	153
Contract	43	55
Depreciation	315	295
Total	801	714

Net Output per £100 Machinery Costs (£)	589	675
Net Output per £100 Labour and Machinery (£)	212	247

FINANCIAL RESULTS: £ per acre

	Average 1968-9 6	Average 1966-9 20	Premium Farms 1966-9 11
No. Farms			
Average Acreage	136	116	125
<u>GROSS OUTPUT</u>			
Cattle	2.6	5.6	3.0
Sheep & Wool	2.8	4.3	3.4
Pigs	69.9	45.7	64.6
Poultry and Eggs	20.4	28.5	24.1
Milk	-	0.7	-
<u>Total Livestock</u>	<u>95.7</u>	<u>84.8</u>	<u>95.1</u>
Cereals (inc. Straw)	7.5	9.8	13.3
Fruit and Hops	-	-	-
Other Crops	1.1	1.1	1.3
<u>Total Crops</u>	<u>8.6</u>	<u>10.9</u>	<u>14.6</u>
Forage & Tillage Valuation Changes	-0.2	-0.3	-0.4
Other Receipts	0.9	2.5	2.5
<u>GROSS OUTPUT</u>	<u>105.0</u>	<u>97.9</u>	<u>111.8</u>
<u>NET OUTPUT</u>	<u>65.0</u>	<u>58.4</u>	<u>70.1</u>
<u>GROSS MARGIN</u>	<u>56.7</u>	<u>49.9</u>	<u>61.0</u>
<u>TENANT'S CAPITAL</u>			
Livestock	34.3	33.9	33.9
Crops and Cultivations	13.9	12.7	16.1
Stores, etc.	4.7	4.6	4.8
Machinery and Equipment	31.2	26.6	32.2
<u>TOTAL</u>	<u>84.1</u>	<u>77.8</u>	<u>87.0</u>

Farm Type: Predominantly Pigs / Poultry.

	Average 1968-9	Average 1966-9	Premium Farms 1966-9
<u>INPUTS</u>			
Bought Feed	38.3	37.7	39.4
Bought Seed	1.7	1.8	2.3
Fertilisers	3.6	3.3	3.4
Casual Labour	1.0	1.2	1.8
Contract Work	1.4	1.7	1.4
Miscellaneous Variable Costs	2.3	2.3	2.5
<u>Total Variable Costs</u>	<u>48.3</u>	<u>48.0</u>	<u>50.8</u>
Regular labour - paid	10.7	8.9	7.4
Regular labour - unpaid	12.8	11.6	13.2
Machinery Depreciation	5.3	4.5	5.3
Fuel and Oil	3.4	2.6	3.0
Mach. Repairs, Veh. Tax & Insce.	3.5	3.9	4.4
Rent and Rates	6.2	5.6	6.4
General Overhead Costs	4.7	4.5	5.0
<u>Total Fixed Costs</u>	<u>46.6</u>	<u>41.6</u>	<u>44.7</u>
<u>TOTAL INPUTS</u>	<u>94.9</u>	<u>89.6</u>	<u>95.5</u>

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	10.1	8.3	16.3
NET FARM INCOME	16.5	15.6	22.5
RETURN ON TENANT'S CAPITAL	7%	7%	19%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1968-9

(all figures per acre)	<u>CROPS</u>		<u>Premium</u>	
	Yield	Average Output £	Yield	Output £
Wheat	27	34	27	32
Barley	27	31	30	35
Oats	31	35	32	40
Potatoes	-	-	-	-
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicas	-	-	-	-

<u>% of Land in:</u>	Cereals	70	76
	Hops and Fruit	-	-
	Other Crops	3	3
	Forage	24	18
	Bare Fallow	3	3

	<u>LIVESTOCK</u>		<u>% of Grazing</u>	
	Grazing Livestock Units per 100 acres	<u>Premium</u>	Livestock Units	<u>Premium</u>
	Average		Average	
Dairy Cows	-	-	8	7
Other Cattle	6	7	42	42
Sheep	8	10	50	51
Total	14	17	100	100

Pigs/Poultry Gross Output per acre (£): 90

Farm Type: Predominantly Pigs / Poultry.

	<u>Average</u>	<u>Premium</u>
Adjusted Gross Output per acre (£)	120	123
Standard Output per acre (£)	115	115
Output From Forage per Farm Forage Acre (£)	31	43
Grazing Livestock Output per Adj. Forage Acre (£)	30	46
Forage Acres per Grazing Livestock Unit	1.3	0.9
Adjusted Forage Acres per Grazing Livestock Unit	1.4	1.0
Milk Yield per Cow (gal.)	-	-
Milk Sales per Cow (£)	-	-
Net Output per £100 Labour (£)	268	345
Labour Cost per 100 Standard Man-Days (£)	357	305
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	261	345
Fuel and Electricity	252	231
Contract	102	112
Depreciation	395	416
Total	1010	1104
Net Output per £100 Machinery Costs (£)	453	497
Net Output per £100 Labour and Machinery (£)	164	198

FINANCIAL RESULTS: £ per acre

	Average 1968-9	Average 1966-9	Premium Farms 1966-9
No. Farms	9	29	15
Average Acreage	129	209	251
<u>GROSS OUTPUT</u>			
Cattle	1.7	1.5	2.3
Sheep & Wool	6.5	4.7	4.4
Pigs	35.4	31.3	37.8
Poultry and Eggs	14.4	9.7	13.2
Milk	-	0.5	-
<u>Total Livestock</u>	<u>58.0</u>	<u>47.7</u>	<u>57.7</u>
Cereals (inc. Straw)	10.8	14.7	14.0
Fruit and Hops	21.2	7.9	13.1
Other Crops	5.3	5.0	8.6
<u>Total Crops</u>	<u>37.3</u>	<u>27.6</u>	<u>35.7</u>
Forage & Tillage Valuation Changes	-1.3	-0.4	-0.4
Other Receipts	5.5	2.7	3.8
<u>GROSS OUTPUT</u>	<u>99.5</u>	<u>77.6</u>	<u>96.8</u>
<u>NET OUTPUT</u>	<u>73.3</u>	<u>55.5</u>	<u>72.9</u>
<u>GROSS MARGIN</u>	<u>54.3</u>	<u>43.4</u>	<u>57.6</u>
<u>TENANT'S CAPITAL</u>			
Livestock	25.1	20.6	22.5
Crops and Cultivations	23.1	17.0	20.7
Stores, etc.	3.0	2.4	3.5
Machinery and Equipment	30.9	27.1	30.4
<u>TOTAL</u>	<u>82.1</u>	<u>67.1</u>	<u>77.1</u>

Farm Type: Arable and Pigs/Poultry.

	Average 1968-9	Average 1966-9	Premium Farms 1966-9
<u>INPUTS</u>			
Bought Feed	24.0	19.9	21.4
Bought Seed	2.2	2.2	2.5
Fertilisers	3.7	3.7	3.8
Casual Labour	8.2	3.9	6.0
Contract Work	1.9	1.3	1.4
Miscellaneous Variable Costs	5.2	3.2	4.1
<u>Total Variable Costs</u>	<u>45.2</u>	<u>34.2</u>	<u>39.2</u>
Regular labour - paid	8.2	7.5	8.6
Regular labour - unpaid	6.1	5.3	5.5
Machinery Depreciation	4.8	4.5	5.1
Fuel and Oil	2.7	2.2	2.5
Mach. Repairs, Veh. Tax & Insce.	4.1	3.3	4.2
Rent and Rates	5.8	5.7	6.3
General Overhead Costs	4.5	4.1	4.4
<u>Total Fixed Costs</u>	<u>36.2</u>	<u>32.6</u>	<u>36.6</u>
<u>TOTAL INPUTS</u>	<u>81.4</u>	<u>66.8</u>	<u>75.8</u>

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	18.1	10.8	21.0
NET FARM INCOME	24.1	15.8	26.1
RETURN ON TENANT'S CAPITAL	14%	13%	24%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1968-9

(all figures per acre)	<u>CROPS</u>			
	Yield	Average Output £	Premium Yield	Premium Output £
Wheat	23	29	30	40
Barley	26	30	29	34
Oats	31	33	31	34
Potatoes	7	111	7	111
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicas	-	-	-	-

% of Land in:	Cereals	68	70
	Hops and Fruit	4	3
	Other Crops	6	6
	Forage	21	20
	Bare Fallow	1	1

	<u>LIVESTOCK</u>			
	Grazing Livestock Units per 100 acres	Premium	% of Grazing Livestock Units	Premium
	Average		Average	
Dairy Cows	-	-	-	-
Other Cattle	2	5	10	28
Sheep	<u>17</u>	<u>12</u>	<u>90</u>	<u>72</u>
Total	<u>19</u>	<u>17</u>	<u>100</u>	<u>100</u>

Pigs/Poultry Gross Output per acre (£): 50

Farm Type: Arable and Pigs/Poultry

	Average	Premium
Adjusted Gross Output per acre (£)	106	104
Standard Output per acre (£)	89	87
Output From Forage per Farm Forage Acre (£)	46	41
Grazing Livestock Output per Adj. Forage Acre (£)	44	40
Forage Acres per Grazing Livestock Unit	1.1	1.05
Adjusted Forage Acres per Grazing Livestock Unit	1.1	1.1
Milk Yield per Cow (gal.)	-	-
Milk Sales per Cow (£)	-	-
Net Output per £100 Labour (£)	316	390
Labour Cost per 100 Standard Man-Days (£)	312	275
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	304	317
Fuel and Electricity	208	192
Contract	155	116
Depreciation	<u>360</u>	<u>383</u>
Total	<u>1027</u>	<u>1008</u>

Net Output per £100 Machinery Costs (£)	488	526
Net Output per £100 Labour and Machinery (£)	188	218

FINANCIAL RESULTS: £ per acre

	Average 1968-9	Average 1966-9	Premium Farms 1966-9
No. Farms	6	21	9
Average Acreage	154	144	161
<u>GROSS OUTPUT</u>			
Cattle	5.6	5.7	8.3
Sheep & Wool	10.1	9.0	10.5
Pigs	14.4	11.8	8.2
Poultry and Eggs	21.6	16.4	36.4
Milk	-	-	-
<u>Total Livestock</u>	<u>51.7</u>	<u>42.9</u>	<u>63.4</u>
Cereals (inc. Straw)	7.8	7.8	12.3
Fruit and Hops	0.6	0.8	0.8
Other Crops	1.6	3.5	2.6
<u>Total Crops</u>	<u>10.0</u>	<u>12.1</u>	<u>15.7</u>
Forage & Tillage Valuation Changes	-0.2	0.2	-
Other Receipts	2.3	1.5	2.8
<u>GROSS OUTPUT</u>	<u>63.8</u>	<u>56.7</u>	<u>81.9</u>
<u>NET OUTPUT</u>	<u>41.7</u>	<u>37.6</u>	<u>51.6</u>
<u>GROSS MARGIN</u>	<u>31.5</u>	<u>29.1</u>	<u>40.9</u>
<u>TENANT'S CAPITAL</u>			
Livestock	28.5	25.2	32.3
Crops and Cultivations	14.0	10.2	11.7
Stores, etc.	2.3	2.0	4.1
Machinery and Equipment	15.8	15.2	20.6
<u>TOTAL</u>	<u>60.6</u>	<u>52.7</u>	<u>68.7</u>

Farm Type: Sheep/Cattle/Pigs/Poultry, and Arable

	Average 1968-9	Average 1966-9	Premium Farms 1966-9
<u>INPUTS</u>			
Bought Feed	20.6	17.4	28.3
Bought Seed	1.5	1.7	2.0
Fertilisers	2.3	2.5	3.2
Casual Labour	2.7	1.7	2.6
Contract Work	2.1	1.8	2.4
Miscellaneous Variable Costs	2.1	2.5	2.5
<u>Total Variable Costs</u>	<u>32.3</u>	<u>27.6</u>	<u>41.0</u>
Regular labour - paid	8.0	7.6	7.5
Regular labour - unpaid	4.8	5.8	6.3
Machinery Depreciation	2.5	2.6	3.3
Fuel and Oil	1.8	1.6	1.8
Mach. Repairs, Veh. Tax & Insce.	2.7	2.3	2.7
Rent and Rates	4.4	3.9	4.3
General Overhead Costs	3.6	3.2	4.1
<u>Total Fixed Costs</u>	<u>27.8</u>	<u>27.0</u>	<u>30.0</u>
<u>TOTAL INPUTS</u>	<u>60.1</u>	<u>54.6</u>	<u>71.0</u>

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	3.7	2.1	10.9
NET FARM INCOME	8.5	7.7	15.9
RETURN ON TENANT'S CAPITAL	3%	3%	15%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1968-9

(all figures per acre)	<u>CROPS</u>			
	Average Yield	Average Output £	Premium Yield	Premium Output £
Wheat	24	32	28	35
Barley	23	27	26	32
Oats	28	27	31	37
Potatoes	6	106	5	113
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicas	-	-	-	-

<u>% of Land in:</u>	Cereals	47	48
	Hops and Fruit	1	-
	Other Crops	2	3
	Forage	49	49
	Bare Fallow	1	-

	<u>LIVESTOCK</u>			
	Grazing Livestock Units per 100 acres	Premium	% of Grazing Livestock Units	Premium
	Average		Average	
Dairy Cows	-	-	-	-
Other Cattle	9	15	23	34
Sheep	28	30	77	66
Total	37	45	100	100

Figs/Poultry Gross Output per acre (£): 36

Farm Type: Sheep /Cattle,Pigs /Poultry, and Arable

	Average	Premium
Adjusted Gross Output per acre (£)	68	83
Standard Output per acre (£)	56	70
Output From Forage per Farm Forage Acre (£)	36	40
Grazing Livestock Output per Adj. Forage Acre (£)	39	42
Forage Acres per Grazing Livestock Unit	1.3	1.1
Adjusted Forage Acres per Grazing Livestock Unit	1.35	1.1
Milk Yield per Cow (gal.)	-	-
Milk Sales per Cow (£)	-	-
Net Output per £100 Labour (£)	283	311
Labour Cost per 100 Standard Man-Days (£)	315	275
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	226	233
Fuel and Electricity	157	160
Contract	164	214
Depreciation	221	292
Total	768	899
Net Output per £100 Machinery Costs (£)	446	499
Net Output per £100 Labour and Machinery (£)	169	190

FINANCIAL RESULTS: £ per acre

	Average 1968-9	Average 1966-9	Premium Farms 1966-9
No. Farms	4	9	6
Average Acreage	221	277	318
<u>GROSS OUTPUT</u>			
Cattle	6.5	6.7	6.8
Sheep & Wool	0.6	0.3	0.4
Pigs	32.8	31.8	31.3
Poultry and Eggs	0.3	1.9	2.7
Milk	28.7	33.7	33.3
<u>Total Livestock</u>	<u>68.9</u>	<u>73.9</u>	<u>74.5</u>
Cereals (inc. Straw)	5.6	6.1	6.0
Fruit and Hops	-	-	-
Other Crops	3.0	4.2	6.1
<u>Total Crops</u>	<u>8.6</u>	<u>10.3</u>	<u>12.1</u>
Forage & Tillage Valuation Changes	-0.5	0.1	-0.1
Other Receipts	0.9	0.8	0.7
<u>GROSS OUTPUT</u>	<u>77.9</u>	<u>85.1</u>	<u>87.2</u>
<u>NET OUTPUT</u>	<u>49.3</u>	<u>53.9</u>	<u>54.4</u>
<u>GROSS MARGIN</u>	<u>39.4</u>	<u>43.9</u>	<u>45.4</u>
<u>TENANT'S CAPITAL</u>			
Livestock	33.4	37.8	37.0
Crops and Cultivations	8.9	10.4	10.0
Stores, etc.	4.6	4.5	5.1
Machinery and Equipment	23.2	23.6	25.5
<u>TOTAL</u>	<u>70.1</u>	<u>76.3</u>	<u>77.6</u>

Farm Type: Milk, Pigs / Poultry, & Arable

	Average 1968-9	Average 1966-9	Premium Farms 1966-9
<u>INPUTS</u>			
Bought Feed	27.2	29.4	30.8
Bought Seed	1.4	1.8	2.0
Fertilisers	3.3	4.7	4.9
Casual Labour	1.7	1.0	0.8
Contract Work	1.5	1.1	0.4
Miscellaneous Variable Costs	3.4	3.2	2.9
<u>Total Variable Costs</u>	<u>38.5</u>	<u>41.2</u>	<u>41.8</u>
Regular labour - paid	12.1	13.0	13.1
Regular labour - unpaid	4.2	2.5	1.1
Machinery Depreciation	3.6	4.0	4.3
Fuel and Oil	2.3	2.4	2.4
Mach. Repairs, Veh. Tax & Insee.	2.9	3.3	3.6
Rent and Rates	6.5	6.8	6.1
General Overhead Costs	5.5	5.2	4.8
<u>Total Fixed Costs</u>	<u>37.1</u>	<u>37.2</u>	<u>35.4</u>
<u>TOTAL INPUTS</u>	<u>75.6</u>	<u>78.4</u>	<u>77.2</u>

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	2.3	6.7	10.0
NET FARM INCOME	6.4	9.1	11.1
RETURN ON TENANT'S CAPITAL	5%	9%	14%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1968-9

(all figures per acre)	<u>CROPS</u>		<u>Premium</u>	
	Yield	Average Output £	Yield	Output £
Wheat	26	26	30	33
Barley	25	29	28	35
Oats	23	23	25	30
Potatoes	7	139	8	169
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicas	-	-	-	-

<u>% of Land in:</u>	Cereals	38	42
	Hops and Fruit	-	-
	Other Crops	2	4
	Forage	60	54
	Bare Fallow	-	-

	<u>LIVESTOCK</u>		<u>% of Grazing</u>	
	Average	Premium	Average	Premium
	Grazing Livestock Units per 100 acres		Livestock Units	
Dairy Cows	19	22	74	67
Other Cattle	5	10	21	29
Sheep	1	1	5	4
Total	25	33	100	100

Pigs/Poultry Gross Output per acre (£): 33

Farm Type: Milk, Pigs /Poultry & Arable.

	Average	Premium
Adjusted Gross Output per acre (£)	82	96
Standard Output per acre (£)	74	83
Output From Forage per Farm Forage Acre (£)	63	78
Grazing Livestock Output per Adj. Forage Acre (£)	67	75
Forage Acres per Grazing Livestock Unit	2.6	1.6
Adjusted Forage Acres per Grazing Livestock Unit	2.7	1.7
Milk Yield per Cow (gal.)	831	859
Milk Sales per Cow (£)	147	154

Net Output per £100 Labour (£)	203	374
Labour Cost per 100 Standard Man-Days (£)	304	246
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	232	298
Fuel and Electricity	217	202
Contract	129	41
Depreciation	316	351
Total	894	892

Net Output per £100 Machinery Costs (£)	486	509
Net Output per £100 Labour and Machinery (£)	186	212

FINANCIAL RESULTS: £ per acre

	Average 1968-9	Average 1966-9	Premium Farms 1966-9
No. Farms	4	13	7
Average Acreage	148	110	125
<u>GROSS OUTPUT</u>			
Cattle	1.9	1.9	1.1
Sheep & Wool	0.5	0.6	1.2
Pigs	-	4.2	7.8
Poultry and Eggs	2.6	0.9	0.2
Milk	-	-	-
<u>Total Livestock</u>	<u>5.0</u>	<u>7.6</u>	<u>10.3</u>
Cereals (inc. Straw)	8.2	5.6	3.9
Fruit and Hops	87.5	114.0	132.1
Other Crops	17.5	18.3	19.7
<u>Total Crops</u>	<u>113.3</u>	<u>137.9</u>	<u>155.7</u>
Forage & Tillage Valuation Changes	-1.1	-	-
Other Receipts	1.1	1.1	1.1
<u>GROSS OUTPUT</u>	<u>118.3</u>	<u>146.6</u>	<u>167.1</u>
<u>NET OUTPUT</u>	<u>111.2</u>	<u>137.0</u>	<u>156.6</u>
<u>GROSS MARGIN</u>	<u>62.7</u>	<u>79.3</u>	<u>94.3</u>
<u>TENANT'S CAPITAL</u>			
Livestock	3.0	5.2	5.5
Crops and Cultivations	78.9	69.5	61.4
Stores, etc.	1.5	3.8	5.7
Machinery and Equipment	33.6	36.6	39.8
<u>TOTAL</u>	<u>117.0</u>	<u>115.1</u>	<u>112.4</u>

Farm Type: Intensive Arable - Fruit

	Average 1968-9	Average 1966-9	Premium Farms 1966-9
<u>INPUTS</u>			
Bought Feed	1.7	4.3	6.5
Bought Seed	5.4	5.3	4.0
Fertilisers	4.5	5.8	7.2
Casual Labour	18.3	27.0	30.0
Contract Work	3.3	3.7	2.0
Miscellaneous Variable Costs	22.4	21.2	23.1
<u>Total Variable Costs</u>	<u>55.6</u>	<u>67.3</u>	<u>72.8</u>
Regular labour - paid	13.2	12.3	16.2
Regular labour - unpaid	9.0	7.3	3.8
Machinery Depreciation	6.6	6.7	7.0
Fuel and Oil	3.6	4.1	4.4
Mach. Repairs, Veh. Tax & Insce.	6.1	6.3	6.5
Rent and Rates	5.8	7.2	9.6
General Overhead Costs	6.4	8.2	9.1
<u>Total Fixed Costs</u>	<u>50.7</u>	<u>52.1</u>	<u>56.6</u>
<u>TOTAL INPUTS</u>	<u>106.3</u>	<u>119.4</u>	<u>129.4</u>

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	12.0	27.2	37.7
NET FARM INCOME	20.6	34.3	41.5
RETURN ON TENANT'S CAPITAL	12%	23%	33%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1968-9

(all figures per acre)	<u>CROPS</u>			
	Average		Premium	
	Yield	Output	Yield	Output
		£		£
Wheat	31	37	-	-
Barley	29	34	-	-
Oats	30	40	-	-
Potatoes	10	175	9	178
Hops	-	-	-	-
Top Fruit	-	202	-	187
Small Fruit	-	204	-	305
Brassicas	-	109	-	61

<u>% of Land in:</u>	Cereals	24	13
	Hops and Fruit	54	62
	Other Crops	10	11
	Forage	12	14
	Bare Fallow	-	-

	<u>LIVESTOCK</u>			
	Grazing Livestock Units		% of Grazing	
	per 100 acres		Livestock Units	
	Average	Premium	Average	Premium
Dairy Cows	-	-	-	-
Other Cattle	3	2	69	35
Sheep	1	3	31	65
Total	4	5	100	100

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

Farm Type: Intensive Arable - Fruit.

	Average	Premium
Adjusted Gross Output per acre (£)	118	166
Standard Output per acre (£)	126	132
Output From Forage per Farm Forage Acre (£)	26	21
Grazing Livestock Output per Adj. Forage Acre (£)	17	17
Forage Acres per Grazing Livestock Unit	3.05	2.7
Adjusted Forage Acres per Grazing Livestock Unit	3.3	2.8
Milk Yield per Cow (gal.)	-	-
Milk Sales per Cow (£)	-	-
Net Output per £100 Labour (£)	287	344
Labour Cost per 100 Standard Man-Days (£)	160	163
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	359	306
Fuel and Electricity	234	227
Contract	173	108
Depreciation	409	355
Total	1175	996
Net Output per £100 Machinery Costs (£)	576	808
Net Output per £100 Labour and Machinery (£)	190	236

FINANCIAL RESULTS: £ per acre

	Average 1960-9	Average 1966-9	Premium Farms 1966-9
No. Farms	8	19	11
Average Acreage	278	282	275
<u>GROSS OUTPUT</u>			
Cattle	4.1	4.5	5.2
Sheep & Wool	4.6	5.7	6.9
Pigs	2.3	3.0	0.1
Poultry and Eggs	5.3	5.0	-
Milk	-	-	-
<u>Total Livestock</u>	<u>16.3</u>	<u>18.2</u>	<u>12.2</u>
Cereals (inc. Straw)	11.3	11.6	12.3
Fruit and Hops	65.3	72.0	80.8
Other Crops	<u>7.7</u>	<u>7.3</u>	<u>11.5</u>
<u>Total Crops</u>	<u>84.3</u>	<u>90.9</u>	<u>104.6</u>
Forage & Tillage Valuation Changes	-0.7	0.1	-0.2
Other Receipts	<u>0.8</u>	<u>0.8</u>	<u>0.8</u>
<u>GROSS OUTPUT</u>	<u>100.7</u>	<u>110.0</u>	<u>117.4</u>
<u>NET OUTPUT</u>	<u>93.5</u>	<u>101.0</u>	<u>111.1</u>
<u>GROSS MARGIN</u>	<u>64.9</u>	<u>72.2</u>	<u>80.1</u>
<u>TENANT'S CAPITAL</u>			
Livestock	12.6	14.8	14.3
Crops and Cultivations	22.5	25.9	23.1
Stores, etc.	2.6	2.8	22.6
Machinery and Equipment	<u>34.9</u>	<u>35.1</u>	<u>36.6</u>
TOTAL	<u>72.6</u>	<u>78.6</u>	<u>76.6</u>

Farm Type: Intensive Arable - Hops & Fruit.

	Average 1960-9	Average 1966-9	Premium Farms 1966-9
<u>INPUTS</u>			
Bought Feed	4.3	5.2	2.3
Bought Seed	2.9	3.8	4.0
Fertilisers	5.5	5.3	5.2
Casual Labour	9.1	8.6	10.0
Contract Work	0.8	1.2	1.4
Miscellaneous Variable Costs	<u>13.2</u>	<u>13.7</u>	<u>14.4</u>
<u>Total Variable Costs</u>	<u>35.8</u>	<u>37.8</u>	<u>37.3</u>
Regular labour - paid	23.8	25.7	26.8
Regular labour - unpaid	1.5	1.3	1.2
Machinery Depreciation	6.0	6.2	6.5
Fuel and Oil	3.5	3.3	2.9
Mach. Repairs, Veh. Tax & Insc.	5.0	5.2	5.5
Rent and Rates	8.3	8.5	8.6
General Overhead Costs	<u>5.1</u>	<u>5.9</u>	<u>5.5</u>
<u>Total Fixed Costs</u>	<u>53.2</u>	<u>56.1</u>	<u>57.0</u>
<u>TOTAL INPUTS</u>	<u>89.0</u>	<u>93.9</u>	<u>94.3</u>

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	11.7	16.1	23.1
NET FARM INCOME	12.7	16.9	23.7
RETURN ON TENANT'S CAPITAL	20%	21%	30%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1968-9

(all figures per acre)	<u>CROPS</u>		<u>Premium</u>	
	<u>Average</u>		<u>Yield</u>	<u>Output</u>
	<u>Yield</u>	<u>£</u>		<u>£</u>
Wheat	28	36	32	42
Barley	28	31	29	34
Oats	31	40	33	41
Potatoes	9	138	9	142
Hops	-	362	-	401
Top Fruit	-	170	-	255
Small Fruit	-	239	-	424
Brassicas	-	-	-	-

<u>% of Land in:</u>	Cereals	37	35
	Hops and Fruit	28	27
	Other Crops	9	11
	Forage	25	26
	Bare Fallow	1	1

	<u>LIVESTOCK</u>		<u>% of Grazing</u>	
	<u>Grazing Livestock Units</u>		<u>Livestock Units</u>	
	<u>per 100 acres</u>		<u>per 100 acres</u>	
	<u>Average</u>	<u>Premium</u>	<u>Average</u>	<u>Premium</u>
Dairy Cows	-	-	-	-
Other Cattle	16	17	48	37
Sheep	13	20	52	63
Total	29	37	100	100

Pigs/Poultry Gross Output per acre (£): 8

Farm Type: Intensive Arable -Hops & Fruit

	<u>Average</u>	<u>Premium</u>
Adjusted Gross Output per acre (£)	102	118
Standard Output per acre (£)	105	108
Output From Forage per Farm Forage Acre (£)	38	54
Grazing Livestock Output per Adj. Forage Acre (£)	39	48
Forage Acres per Grazing Livestock Unit	1.3	0.8
Adjusted Forage Acres per Grazing Livestock Unit	1.3	0.8
Milk Yield per Cow (gal.)	-	-
Milk Sales per Cow (£)	-	-
Net Output per £100 Labour (£)	282	304
Labour Cost per 100 Standard Man-Days (£)	195	218
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	216	238
Fuel and Electricity	143	125
Contract	40	64
Depreciation	268	277
Total	667	704
Net Output per £100 Machinery Costs (£)	625	676
Net Output per £100 Labour and Machinery (£)	192	207

FINANCIAL RESULTS: £ per acre

	Average 1958-9	Average 1966-9	Premium Farms 1966-9
No. Farms	4	16	9
Average Acreage	135	150	142
<u>GROSS OUTPUT</u>			
Cattle	-	0.7	0.9
Sheep & Wool	-	-	-
Pigs	-	1.8	3.3
Poultry and Eggs	-	0.1	0.1
Milk	-	-	-
<u>Total Livestock</u>	-	2.6	4.2
Cereals (inc. Straw)	18.6	14.8	16.7
Fruit and Hops	9.1	6.8	5.7
Other Crops	71.5	81.5	88.0
<u>Total Crops</u>	99.2	103.1	110.4
Forage & Tillage Valuation Changes	0.1	-0.2	0.1
Other Receipts	1.8	1.1	1.3
<u>GROSS OUTPUT</u>	101.1	106.6	116.0
<u>NET OUTPUT</u>	94.6	98.9	108.3
<u>GROSS MARGIN</u>	72.5	74.2	80.7
<u>TENANT'S CAPITAL</u>			
Livestock	-	1.7	2.8
Crops and Cultivations	34.4	32.2	29.4
Stores, etc.	2.9	3.5	4.3
Machinery and Equipment	37.4	34.7	30.9
<u>TOTAL</u>	74.7	72.1	67.4

Farm Type: Intensive Arable - Field Vegetables

	Average 1968-9	Average 1966-9	Premium Farms 1966-9
<u>INPUTS</u>			
Bought Feed	0.1	1.2	1.9
Bought Seed	6.4	6.5	5.8
Fertilisers	7.3	7.0	6.8
Casual Labour	4.6	7.5	9.1
Contract Work	1.3	1.3	0.9
Miscellaneous Variable Costs	8.9	8.9	10.8
<u>Total Variable Costs</u>	28.6	32.4	35.3
Regular labour - paid	22.7	20.8	18.2
Regular labour - unpaid	6.8	6.4	6.6
Machinery Depreciation	6.9	6.8	6.2
Fuel and Oil	2.6	2.7	2.3
Mach. Repairs, Veh. Tax & Insce.	4.9	5.5	5.9
Rent and Rates	9.6	9.0	8.9
General Overhead Costs	4.8	5.3	4.6
<u>Total Fixed Costs</u>	58.3	56.5	52.7
<u>TOTAL INPUTS</u>	86.9	88.9	88.0

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	14.2	17.7	28.0
NET FARM INCOME	18.9	22.8	33.6
RETURN ON TENANT'S CAPITAL	21%	28%	44%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1968-9

(all figures per acre)	<u>CROPS</u>		<u>Premium</u>	
	<u>Average</u>	<u>Output</u>	<u>Yield</u>	<u>Output</u>
	<u>Yield</u>	<u>£</u>		<u>£</u>
Wheat	36	47	36	48
Barley	33	39	31	38
Oats	-	-	-	-
Potatoes	9	161	7	200
Hops	-	-	-	-
Top Fruit	-	-	-	-
Small Fruit	-	-	-	-
Brassicas	-	156	-	204

<u>% of Land in:</u>	Cereals	42	42
	Hops and Fruit	6	4
	Other Crops	49	47
	Forage	-	2
	Bare Fallow	3	5

	<u>LIVESTOCK</u>		<u>% of Grazing</u>	
	<u>Grazing Livestock Units</u>	<u>per 100 acres</u>	<u>Livestock Units</u>	<u>per 100 acres</u>
	<u>Average</u>	<u>Premium</u>	<u>Average</u>	<u>Premium</u>
Dairy Cows	-	-	-	-
Other Cattle	-	3	-	100
Sheep	-	-	-	-
Total	-	3	-	100

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

Farm Type: Intensive Arable - Field Vegetables

	<u>Average</u>	<u>Premium</u>
Adjusted Gross Output per acre (£)	100	117
Standard Output per acre (£)	91	88
Output From Forage per Farm Forage Acre (£)	-	25
Grazing Livestock Output per Adj. Forage Acre (£)	-	38
Forage Acres per Grazing Livestock Unit	-	1.0
Adjusted Forage Acres per Grazing Livestock Unit	-	1.0
Milk Yield per Cow (gal.)	-	-
Milk Sales per Cow (£)	-	-

Net Output per £100 Labour (£)	303	332
Labour Cost per 100 Standard Man-Days (£)	223	249
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	248	337
Fuel and Electricity	121	123
Contract	69	50
Depreciation	342	333
Total	780	843

Net Output per £100 Machinery Costs (£)	654	735
Net Output per £100 Labour and Machinery (£)	198	222

FINANCIAL RESULTS: £ per acre

	Average 1968-9	Average 1966-9	Premium Farms 1966-9
No. Farms	3	9	N.A.
Average Acreage	179	173	
<u>GROSS OUTPUT</u>			
Cattle	6.4	5.0	
Sheep & Wool	-	-	
Pigs	-	-	
Poultry and Eggs	-	-	
Milk	57.4	54.9	
<u>Total Livestock</u>	63.8	59.9	
Cereals (inc. Straw)	4.2	3.9	
Fruit and Hops	44.2	51.6	
Other Crops	0.5	0.5	
<u>Total Crops</u>	48.9	56.0	
Forage & Tillage Valuation Changes	0.4	0.1	
Other Receipts	0.3	0.5	
<u>GROSS OUTPUT</u>	113.4	116.5	
<u>NET OUTPUT</u>	99.0	95.6	
<u>GROSS MARGIN</u>	55.1	63.0	
<u>TENANT'S CAPITAL</u>			
Livestock	34.8	31.1	
Crops and Cultivations	22.2	20.0	
Stores, etc.	3.6	3.5	
Machinery and Equipment	28.7	23.3	
<u>TOTAL</u>	89.3	77.9	

Farm Type: Intensive Arable - Hops / Fruit, & Milk.

	Average 1968-9	Average 1966-9	Premium Farms 1966-9
<u>INPUTS</u>			
Bought Feed	22.5	19.6	N.A.
Bought Seed	0.9	1.3	
Fertilisers	9.8	7.7	
Casual Labour	8.0	7.8	
Contract Work	3.1	2.5	
Miscellaneous Variable Costs	14.0	14.6	
<u>Total Variable Costs</u>	58.3	53.5	
Regular labour - paid	16.6	15.7	
Regular labour - unpaid	2.4	2.4	
Machinery Depreciation	4.5	4.0	
Fuel and Oil	2.5	2.6	
Mach. Repairs, Veh. Tax & Insce.	3.9	3.8	
Rent and Rates	8.5	7.9	
General Overhead Costs	12.7	9.8	
<u>Total Fixed Costs</u>	51.1	46.2	
<u>TOTAL INPUTS</u>	109.4	99.7	

PROFITABILITY

MANAGEMENT & INVESTMENT INCOME	4.0	16.8
NET FARM INCOME	6.4	19.2
RETURN ON TENANT'S CAPITAL	7%	23%

PHYSICAL DATA and EFFICIENCY STANDARDS, 1968-9

(all figures per acre)	<u>CROPS</u>		<u>Premium</u>	
	Yield	Average Output £	Yield	Output £
Wheat	24	28	N.A.	
Barley	26	36		
Oats	-	-		
Potatoes	-	-		
Hops	-	363	-	
Top Fruit	-	177	-	
Small Fruit	-	825	-	
Brassicas	-	-	-	

<u>% of Land in:</u>	Cereals	14	N.A.
	Hops and Fruit	24	
	Other Crops	-	
	Forage	62	
	Bare Fallow	-	

	<u>LIVESTOCK</u>		<u>% of Grazing</u>	
	Average	Premium	Average	Premium
	Grazing Livestock Units per 100 acres		Livestock Units	
Dairy Cows	48	N.A.	76	N.A.
Other Cattle	15		24	
Sheep	-		-	
Total	63		100	

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

Farm Type: Intensive Arable -Hops /Fruit, & Milk.

	Average	Premium
Adjusted Gross Output per acre (£)	116	N.A.
Standard Output per acre (£)	132	
Output From Forage per Farm Forage Acre (£)	91	
Grazing Livestock Output per Adj. Forage Acre (£)	81	
Forage Acres per Grazing Livestock Unit	1.2	
Adjusted Forage Acres per Grazing Livestock Unit	1.4	
Milk Yield per Cow (gal.)	723	
Milk Sales per Cow (£)	136	
Net Output per £100 Labour (£)	346	
Labour Cost per 100 Standard Man-Days (£)	166	
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	223	
Fuel and Electricity	142	
Contract	207	
Depreciation	256	
Total	828	
Net Output per £100 Machinery Costs (£)	713	
Net Output per £100 Labour and Machinery (£)	217	

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 gross output.

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 Margin). 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 and because the total sum alters little with small changes in the farm plan.

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

Unpaid Regular Labour. The value of the unpaid 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.

Crop Outputs. Sales plus Subsidies plus Market Value of produce retained and used on the farm for feed and seed, less Opening Valuation.

Adjusted Gross Output. Gross Output plus the value of feed and seed grown and used on the farm, ignoring changes in forage and tillage valuations.

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 Standard Outputs and the respective acres of sale crops and numbers of livestock. (For the standards used see page 51).

Grazing Livestock Units are based on estimated annual starch equivalent requirements, a dairy cow representing 1 livestock unit.

Figures for other stock are given on page 51.

Output from Forage. The output of dairy cows, other cattle and sheep, plus hay sales and keep let, less rented keep and purchases of bulk foods such as hay and brewers' grains; changes in forage valuations are also included.

Grazing Livestock Output. The output of dairy cows, other cattle and sheep.

Farm Forage Acres. The total acreage of crops grown for feeding to livestock, excluding cereals.

Forage Acres. Farm Forage Acres after allowing for the acreage equivalents of hay sales, forage valuations changes, and keep let and rented.

Adjusted Forage Acres. Forage Acres plus an acreage allowance for bought hay and other bulk feeds.

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

Net Output per £100 Labour. Net Output x 100 divided by the value of total labour input, including unpaid manual labour, but not including paid management.

Labour Cost per 100 Standard Man-Days. The value of total labour input x 100 divided by total standard man-days. A Standard Man-day (or Man-Work Unit) represents eight hours of work by an adult male worker. The crop acreages and numbers of livestock are multiplied by the appropriate standard figures (see page 51) and the products are summed to give the total. 15% is added for maintenance requirements.

Machinery Costs per 1000 Tractor Units. Total annual machinery costs (i.e. depreciation, fuel and oil, repairs, vehicle tax and insurance and contract) x 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 standard man-days, using standard figures (see page 51), but no 15% is added.

Net Output per £100 Machinery Costs. Net Output x 100 divided by total annual machinery costs.

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

FARM MANAGEMENT POCKETBOOK is also available, price 10s. 0d. post free, from Publications, Department of Agricultural Economics, Wye College, Ashford, Kent. This booklet gives gross margins for different enterprises, together with detailed notes, and data on labour, machinery, building costs, capital, taxation and many other items.

	Standard Output	Standard Man-Days	Tractor Units	Grazing Livestock Units
Wheat	40	2	10	-
Barley	35	2	10	-
Oats and Mixed Corn	33	2	10	-
Beans & Peas - Threshed	30	2.5	7	-
Vining Peas	80	5	20	-
Potatoes	130	15	28	-
Sugar Beet	90	11	24	-
Herbage Seeds	40	1.5	8	-
Hops (Mach./hand picked)	400	55/125	90/65	-
Dessert Apples	250	45	30	-
Culinary Apples	100	35	30	-
Feed Roots (cut/folded)	-	12/3	30/10	-
Kale (cut/folded)	-	6/1	40/8	-
Hay and Silage (1 cut/2 cuts)	-	1.5/2	10/15	-
Grazing	-	0.5	3	-
Forage Sales	15	-	-	-
Keep Let	10	-	-	-
Bare Fallow	-	1	8	-
Dairy Cows (Parlour/Cowshed)	125	9/12	8	1
Bulls	-	4	5	1
Beef Cows	-	2	5	1
Barley Beef	70	3	5	-
15/18 month Beef (6-18 months)	45	3	5	.7
Other Cattle over 2 years	25	2.5	5	.8
" " 1-2 years	25	2	4	.6
" " ½-1 year *	12	1	3	.2
Calves, S.S. - to weaning *	40	-	-	-
" , M.S. - " " *	25	1	1	-
" , Other to 6 months *	25	2	1	.1
Ewes	8	.75	1	.2
Rams	-	.75	1	.2
Other Sheep over 6 months	5	.5	1	.2
Sows	75	5	2.5	-
Boars	-	2	.5	-
Other Pigs over 2 months	28	.75	1.3	-
Laying Birds (intensive/Free Range)	2	.1/.25	.04	-
Pullets reared *	.7	.05	.01	-
Broilers *	.2	.01	-	-
Turkeys *	1.2	.1	.02	-

* Use numbers produced during the year for these livestock. For others, use average numbers during the year, as calculated from monthly livestock numbers.