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FOREWORD

This booklet presents average financial data for 1972-73 and the three year period 1970-73, and average physical data for 1972-73. Premium figures, calculated from the most profitable 50% of farms in each group, are also given for 1970-73. All the information is derived from the Farm Management Survey.

Since there are twenty-two farm type and size groups it is inevitable that some groups contain relatively few farms. Where there are less than about six per group, comparisons must be made only with considerable caution especially as there may be a large variation between farms within these groups. Small sample sizes for some groups represent the penalty of having a large number of narrowly defined groups selected from a total of about 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.

We would like to thank the many farmers in Kent, Surrey and Sussex who have co-operated in the Survey and thus made possible this report.

J.P.G. Webster
February 1974

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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 52.

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. If the Total Standard Output exceeds £45,000 and not less than 50% of it is derived from crops other than fruit and vegetables, farms are included in a separate group (14, large-scale: mainly arable).

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 standard 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.

Production Pattern for each Farm Type 1970/73

FARM TYPE	Av. ac.	S.O. p.acre	% Standard Output from: Milk	S/C	P/P	Crops	Page
1. Predom.Milk - under 125 acs.	73	111	85	11	3	1	4
2. " " - 125-200 "	166	92	78	12	2	8	6
3. " " - over 200 "	322	78	71	15	-	14	8
4. Predom.Arable - under 250 acs.	150	47	-	18	1	81	10
5. " " - 250-450 "	345	51	-	15	-	85	12
6. " " - over 450 "	665	46	5	12	-	83	14
7. Milk & Arable - under 250 acs.	184	82	52	10	2	36	16
8. " " - 250-450 "	346	60	50	17	1	32	18
9. " " - over 450 "	720	56	41	14	1	44	20
10. Sh./Cattle & Ar.- under 250 acs.	148	40	-	47	1	52	22
11. " " " " - over 250 "	496	44	-	44	1	55	24
12. Milk Sheep/Cattle and Arable	373	72	49	26	-	25	26
13. Predominantly Sheep/Cattle	210	42	-	73	4	23	28
14. Large-Scale: mainly Arable	1103	59	14	15	2	69	30
15. Predominantly Pigs/Poultry	150	160	2	5	69	24	32
16. Arable and Pigs/Poultry	178	96	-	11	47	42	34
17. Sh./Cattle,Pigs/Poultry & Ar.	188	68	-	26	40	34	36
18. Milk,Pigs/Poultry & Arable	273	111	36	6	36	22	38
19. Intensive Arable - Fruit	184	128	-	4	-	96(73[1])	40
20. " " - Hops/Fruit	276	112	-	10	4	86(63[1])	42
21. " " - Field Veg.	204	115	-	-	11	89(53[2])	44
22. " " - Hops/Fruit & Milk	208	155	45	12	-	43(39[1])	46

1 % Fruit and/or Hops

2 % Potatoes and Vegetable Crops

FINANCIAL RESULTS: £ per acre

	Average 1972-73	Average 1970-73	Premium Farms 1970-73
No. Farm Records	10	31	13
Average Acreage	75	73	77
GROSS OUTPUT			
Cattle	38.7	21.9	26.7
Sheep & Wool	-	-	-
Pigs	-	0.1	-
Poultry & Eggs	3.7	4.1	2.9
Milk	126.5	108.0	118.6
Total Livestock	168.9	134.1	148.2
Cereals (inc. Straw)	0.4	0.3	0.8
Fruit & Hops	-	-	-
Other Crops	0.2	0.3	-
Total Crops	0.6	0.6	0.8
Forage & Tillage Valuation Changes	1.3	1.3	1.2
Other Receipts	2.9	2.1	1.2
GROSS OUTPUT	173.7	138.1	151.4
NET OUTPUT	125.9	95.0	109.8
GROSS MARGIN	106.8	78.2	91.1

Farm Type: Predominantly Milk under 125 acres.

INPUTS	Average 1972-73	Average 1970-73	Premium Farms 1970-73
Bought Feed	47.3	42.6	40.8
Bought Seed	0.5	0.5	0.8
Fertilizers	6.0	5.5	5.8
Casual Labour	2.5	2.3	3.9
Contract Work	3.3	2.8	3.2
Miscellaneous Variable Costs	7.3	6.2	5.8
Total Variable Costs	66.9	59.9	60.3
Regular labour - paid	10.4	7.8	6.7
Regular labour - unpaid	15.2	15.4	14.8
Machinery Depreciation	6.1	4.8	5.2
Fuel & Oil	4.4	3.7	3.6
Mach. Repairs, Veh. Tax & Ins.	7.3	6.0	6.2
Rent & Rates	10.1	9.3	9.1
General Overhead Costs	13.1	11.0	11.0
Total Fixed Costs	66.6	58.0	56.6
TOTAL INPUTS	133.5	117.9	116.9
Value of Home Grown Cereals used on Farm	0.2	N.A.	N.A.

Farm Type: Predominantly Milk under 125 acres.

PROFITABILITY £ per acre	Average 1972-73	Average 1970-73	Premium 1970-73
MANAGEMENT & INVESTMENT INCOME	40.2	20.2	34.5
NET FARM INCOME	54.2	34.5	49.2
RETURN ON TENANT'S CAPITAL	29%	17%	30%

TENANT'S CAPITAL £ per acre			
Livestock	96.0	73.6	77.2
Crops & Cultivations	7.9	7.3	7.5
Stores, Etc.	6.5	5.6	5.7
Machinery & Equipment	33.8	31.9	29.5
TOTAL	144.2	118.4	119.9

DESCRIPTIVE STATISTICS	1972-73
% of land in: Cereals	3
Hops & Fruit	-
Other Crops	-
Forage	96
Bare Fallow	1

Grazing Livestock Units	Numbers per 100 acres	As %
Dairy Cows	73	75
Other Cattle	22	25
Sheep	-	-
Total	95	100

EFFICIENCY STANDARDS

	Average 1972-73	Premium 1970-73
Adjusted Gross Output per acre (£)	175	226
Standard Output per acre (£)	130	160
Output from Forage per Farm Forage Acre (£)	168	214
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	104	N.A.
Forage Acres per Grazing Livestock Unit	1.2	1.1
Adjusted Forage Acres per Grazing Livestock Unit	1.6	1.5
Gross Margin per £100 Labour (£)	408	N.A.
Labour Cost per 100 Standard Man-Days (£)	345	335
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	575	642
Fuel and Electricity	386	357
Contract	285	240
Depreciation	415	586
Total	1661	1825
Gross Margin per £100 Machinery Costs (£)	603	N.A.
Gross Margin per £100 Labour and Machinery (£)	227	N.A.

Enterprise Yield and Output figures are shown as whole-survey average on page 48

FINANCIAL RESULTS: £ per acre

	Average 1972-73	Average 1970-73	Premium Farms 1970-73
No. Farm Records	10	29	15
Average Acreage	157	166	165
GROSS OUTPUT			
Cattle	36.9	20.1	21.4
Sheep & Wool	-	0.3	0.8
Pigs	-	0.2	-
Poultry & Eggs	0.5	1.2	1.0
Milk	93.2	81.4	90.3
Total Livestock	130.6	103.2	113.5
Cereals (inc. Straw)	1.1	3.2	2.2
Fruit & Hops	-	-	-
Other Crops	2.1	1.0	0.6
Total Crops	3.2	4.2	2.8
Forage & Tillage Valuation Changes	(-) 0.6	(-) 0.1	0.4
Other Receipts	1.3	1.7	0.8
GROSS OUTPUT	134.5	109.0	117.5
NET OUTPUT	106.1	83.7	91.4
GROSS MARGIN	88.9	69.1	78.6

Farm Type: Predominantly Milk 125-200 Acres.

INPUTS	Average 1972-73	Average 1970-73	Premium Farms 1970-73
Bought Feed	27.5	24.1	25.3
Bought Seed	0.9	1.2	0.8
Fertilizers	8.2	7.0	6.7
Casual Labour	1.3	1.3	0.8
Contract Work	3.1	2.3	1.4
Miscellaneous Variable Costs	4.6	4.0	3.9
Total Variable Costs	45.6	39.9	38.9
Regular labour - paid	14.3	12.7	12.5
Regular labour - unpaid	7.1	6.0	6.8
Machinery Depreciation	4.8	4.2	4.2
Fuel & Oil	3.6	3.2	2.9
Mach. Repairs, Veh. Tax & Ins.	5.1	4.4	4.0
Rent & Rates	8.7	7.9	7.4
General Overhead Costs	8.6	7.3	7.2
Total Fixed Costs	52.2	45.7	45.0
TOTAL INPUTS	97.8	85.6	83.9
Value of Home Grown Cereals used on Farm	2.7	N.A.	N.A.

Farm Type: Predominantly Milk 125-200 acres.

PROFITABILITY £ per acre	Average 1972-73	Average 1970-73	Premium 1970-73
MANAGEMENT & INVESTMENT INCOME	36.7	23.4	33.6
NET FARM INCOME	42.5	28.5	39.0
RETURN ON TENANT'S CAPITAL	32%	24%	35%

TENANT'S CAPITAL £ per acre			
Livestock	74.5	56.0	54.3
Crops & Cultivations	9.5	12.6	11.7
Stores, Etc.	3.9	3.5	2.9
Machinery & Equipment	27.1	24.6	24.3
TOTAL	115.0	96.7	93.2

DESCRIPTIVE STATISTICS		1972-73
% of land in:	Cereals	12
	Hops & Fruit	-
	Other Crops	-
	Forage	88
	Bare Fallow	-

Grazing Livestock Units	Numbers per 100 acres	As %
Dairy Cows	50	71
Other Cattle	21	29
Sheep	-	-
Total	71	100

EFFICIENCY STANDARDS

	Average 1972-73	Premium 1970-73
Adjusted Gross Output per acre (£)	137	148
Standard Output per acre (£)	101	97
Output from Forage per Farm Forage Acre (£)	148	157
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	109	N.A.
Forage Acres per Grazing Livestock Unit	1.3	1.4
Adjusted Forage Acres per Grazing Livestock Unit	1.4	1.5
Gross Margin per £100 Labour (£)	398	N.A.
Labour Cost per 100 Standard Man-Days (£)	335	362
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	426	420
Fuel and Electricity	302	315
Contract	267	170
Depreciation	407	443
Total	1400	1348
Gross Margin per £100 Machinery Costs (£)	574	N.A.
Gross Margin per £100 Labour and Machinery (£)	226	N.A.

Enterprise Yield and Output figures are shown as whole-survey average on page 48.....

FINANCIAL RESULTS: £ per acre

	Average 1972-73	Average 1970-73	Premium Farms 1970-73
No. Farm Records	17	48	21
Average Acreage	334	322	370
GROSS OUTPUT			
Cattle	34.6	19.7	24.5
Sheep & Wool	0.8	0.7	0.2
Pigs	-	-	-
Poultry & Eggs	-	-	-
Milk	78.8	71.3	80.5
Total Livestock	114.2	91.7	105.2
Cereals (inc. Straw)	5.4	5.6	2.5
Fruit & Hops	-	-	-
Other Crops	0.3	0.4	0.2
Total Crops	5.7	6.0	2.7
Forage & Tillage Valuation Changes	(-) 0.5	0.1	0.4
Other Receipts	1.1	1.2	0.8
GROSS OUTPUT	120.5	99.0	109.1
NET OUTPUT	98.0	79.0	87.8
GROSS MARGIN	83.6	65.8	73.5

Farm Type: Predominantly Milk over 200 acres.

INPUTS	Average 1972-73	Average 1970-73	Premium Farms 1970-73
Bought Feed	21.1	18.2	19.9
Bought Seed	1.4	1.8	1.4
Fertilizers	6.7	6.5	6.6
Casual Labour	2.1	1.5	1.8
Contract Work	1.5	1.5	2.1
Miscellaneous Variable Costs	4.1	3.7	3.8
Total Variable Costs	36.9	33.2	35.6
Regular labour - paid	16.7	15.7	15.1
Regular labour - unpaid	2.5	2.2	2.5
Machinery Depreciation	4.4	4.0	3.5
Fuel & Oil	3.1	2.7	2.7
Mach. Repairs, Veh. Tax & Ins.	4.4	4.2	3.3
Rent & Rates	8.0	7.4	7.3
General Overhead Costs	7.7	6.8	6.8
Total Fixed Costs	46.8	43.0	41.2
TOTAL INPUTS	83.7	76.2	76.8
Value of Home Grown Cereals used on Farm	4.9	N.A.	N.A.

Farm Type: Predominantly Milk over 200 acres.

PROFITABILITY £ per acre	Average 1972-73	Average 1970-73	Premium 1970-73
MANAGEMENT & INVESTMENT INCOME	36.8	22.8	32.3
NET FARM INCOME	38.5	24.5	34.0
RETURN ON TENANT'S CAPITAL	34%	24%	34%

TENANT'S CAPITAL £ per acre			
Livestock	65.9	52.1	57.8
Crops & Cultivations	11.8	12.4	7.4
Stores, Etc.	4.7	3.8	3.9
Machinery & Equipment	24.4	23.7	21.4
TOTAL	106.8	92.0	90.5

DESCRIPTIVE STATISTICS	1972-73
% of land in: Cereals	26
Hops & Fruit	-
Other Crops	-
Forage	74
Bare Fallow	-

Grazing Livestock Units	Numbers per 100 acres	As %
Dairy Cows	39	64
Other Cattle	21	34
Sheep	1	2
Total	61	100

EFFICIENCY STANDARDS	Average 1972-73	Premium 1970-73
Adjusted Gross Output per acre (£)	124	149
Standard Output per acre (£)	88	92
Output from Forage per Farm Forage Acre (£)	153	135
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	120	N.A.
Forage Acres per Grazing Livestock Unit	1.3	1.5
Adjusted Forage Acres per Grazing Livestock Unit	1.5	1.8
Gross Margin per £100 Labour (£)	405	N.A.
Labour Cost per 100 Standard Man-Days (£)	378	347
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	427	318
Fuel and Electricity	276	290
Contract	162	228
Depreciation	415	363
Total	1280	1199
Gross Margin per £100 Machinery Costs (£)	643	N.A.
Gross Margin per £100 Labour and Machinery (£)	244	N.A.

Enterprise Yield and Output figures are shown as whole-survey average on page 48

FINANCIAL RESULTS: £ per acre

	Average 1972-73	Average 1970-73	Premium Farms 1970-73
No. Farm Records	10	33	14
Average Acreage	160	150	158
GROSS OUTPUT			
Cattle	9.4	5.8	7.3
Sheep & Wool	6.2	5.3	5.9
Pigs	-	0.6	1.5
Poultry & Eggs	15.7	7.0	2.0
Milk	-	-	-
Total Livestock	31.3	18.7	16.7
Cereals (inc. Straw)	20.1	24.9	26.7
Fruit & Hops	1.3	1.3	2.0
Other Crops	16.3	13.0	15.8
Total Crops	37.7	39.2	44.5
Forage & Tillage Valuation Changes	0.6	1.4	1.5
Other Receipts	2.2	1.9	2.2
GROSS OUTPUT	71.8	61.2	64.9
NET OUTPUT	59.2	52.2	58.3
GROSS MARGIN	45.5	40.0	45.7

Farm Type: Predominantly Arable under 250 acres.

INPUTS	Average 1972-73	Average 1970-73	Premium Farms 1970-73
Bought Feed	9.2	5.5	3.3
Bought Seed	3.4	3.5	3.3
Fertilizers	4.9	5.0	5.0
Casual Labour	1.8	1.7	1.8
Contract Work	3.3	2.5	2.1
Miscellaneous Variable Costs	3.7	3.0	3.7
Total Variable Costs	26.3	21.2	19.2
Regular labour - paid	5.0	5.2	5.4
Regular labour - unpaid	8.7	7.8	8.0
Machinery Depreciation	3.6	3.5	3.0
Fuel & Oil	2.4	2.3	2.2
Mach. Repairs, Veh. Tax & Ins.	3.6	3.4	3.4
Rent & Rates	7.9	7.4	6.6
General Overhead Costs	4.5	3.9	3.4
Total Fixed Costs	35.7	33.5	32.0
TOTAL INPUTS	62.0	54.7	51.2
Value of Home Grown Cereals used on Farm	4.9	N.A.	N.A.

Farm Type: Predominantly Arable under 250 acres.

PROFITABILITY £ per acre	Average 1972-73	Average 1970-73	Premium 1970-73
MANAGEMENT & INVESTMENT INCOME	9.8	6.5	13.7
NET FARM INCOME	15.0	11.5	19.3
RETURN ON TENANT'S CAPITAL	16%	11%	25%

TENANT'S CAPITAL £ per acre			
Livestock	15.2	10.4	12.1
Crops & Cultivations	19.9	20.0	23.2
Stores, Etc.	3.5	2.4	3.3
Machinery & Equipment	20.3	20.4	17.1
TOTAL	58.9	53.2	55.7

DESCRIPTIVE STATISTICS	1972-73
% of land in: Cereals	55
Hops & Fruit	2
Other Crops	12
Forage	30
Bare Fallow	1

Grazing Livestock Units	Numbers per 100 acres	As %
Dairy Cows	-	-
Other Cattle	8	51
Sheep	10	49
Total	18	100

EFFICIENCY STANDARDS

	Average 1972-73	Premium 1970-73
Adjusted Gross Output per acre (£)	75	70
Standard Output per acre (£)	49	52
Output from Forage per Farm Forage Acre (£)	74	69
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	64	N.A.
Forage Acres per Grazing Livestock Unit	1.7	-
Adjusted Forage Acres per Grazing Livestock Unit	1.7	-
Gross Margin per £100 Labour (£)	307	N.A.
Labour Cost per 100 Standard Man-Days (£)	467	387
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	373	361
Fuel and Electricity	242	172
Contract	385	248
Depreciation	374	299
Total	1374	1080
Gross Margin per £100 Machinery Costs (£)	413	N.A.
Gross Margin per £100 Labour and Machinery (£)	172	N.A.

Enterprise Yield and Output figures are shown as whole-survey average on page ..48...

FINANCIAL RESULTS: £ per acre

	Average 1972-73	Average 1970-73	Premium Farms 1970-73
No. Farm Records	11	30	15
Average Acreage	339	345	360
GROSS OUTPUT			
Cattle	7.7	6.3	5.6
Sheep & Wool	5.4	3.6	4.3
Pigs	0.5	0.2	-
Poultry & Eggs	-	-	-
Milk	-	1.0	0.2
Total Livestock	13.6	11.1	10.1
Cereals (inc. Straw)	32.1	31.3	35.1
Fruit & Hops	0.6	0.6	1.1
Other Crops	20.2	16.5	26.9
Total Crops	52.9	48.4	63.1
Forage & Tillage Valuation Changes	(-) 0.4	0.1	0.5
Other Receipts	2.3	2.1	2.8
GROSS OUTPUT	68.4	61.7	76.5
NET OUTPUT	62.2	55.0	68.7
GROSS MARGIN	48.4	42.4	53.5

Farm Type: Predominantly Arable 250-450 acres.

INPUTS	Average 1972-73	Average 1970-73	Premium Farms 1970-73
Bought Feed	1.9	1.8	1.5
Bought Seed	4.3	4.9	6.3
Fertilizers	5.8	5.5	5.9
Casual Labour	2.0	1.7	2.4
Contract Work	1.8	1.8	2.1
Miscellaneous Variable Costs	4.2	3.6	4.8
Total Variable Costs	20.0	19.3	23.0
Regular labour - paid	11.4	10.2	11.5
Regular labour - unpaid	2.2	2.0	2.3
Machinery Depreciation	3.3	3.6	4.2
Fuel & Oil	2.3	2.0	2.2
Mach. Repairs, Veh. Tax & Ins.	4.2	3.7	3.7
Rent & Rates	7.3	7.4	8.3
General Overhead Costs	3.7	3.2	3.1
Total Fixed Costs	34.4	32.1	35.3
TOTAL INPUTS	54.4	51.4	58.3
Value of Home Grown Cereals used on Farm	1.5	N.A.	N.A.

Farm Type: Predominantly Arable 250-450 acres.

PROFITABILITY £ per acre	Average 1972-73	Average 1970-73	Premium 1970-73
MANAGEMENT & INVESTMENT INCOME	14.0	10.3	18.2
NET FARM INCOME	15.9	12.2	20.1
RETURN ON TENANT'S CAPITAL	21%	18%	31%

TENANT'S CAPITAL £ per acre			
Livestock	14.0	10.8	9.2
Crops & Cultivations	24.3	20.5	20.9
Stores, Etc.	6.1	4.4	6.3
Machinery & Equipment	22.8	21.8	24.6
TOTAL	67.2	57.5	61.0

DESCRIPTIVE STATISTICS	1972-73
% of land in: Cereals	63
Hops & Fruit	-
Other Crops	16
Forage	20
Bare Fallow	1

Grazing Livestock Units	Numbers per 100 acres	As %
Dairy Cows	-	-
Other Cattle	7	62
Sheep	7	38
Total	14	100

EFFICIENCY STANDARDS

	Average 1972-73	Premium 1970-73
Adjusted Gross Output per acre (£)	68	87
Standard Output per acre (£)	53	65
Output from Forage per Farm Forage Acre (£)	78	115
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	55	N.A.
Forage Acres per Grazing Livestock Unit	1.2	1.1
Adjusted Forage Acres per Grazing Livestock Unit	1.3	1.1
Gross Margin per £100 Labour (£)	310	N.A.
Labour Cost per 100 Standard Man-Days (£)	470	413
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	454	432
Fuel and Electricity	215	216
Contract	207	235
Depreciation	318	345
Total	1194	1228
Gross Margin per £100 Machinery Costs (£)	428	N.A.
Gross Margin per £100 Labour and Machinery (£)	176	N.A.

Enterprise Yield and Output figures are shown as whole-survey average on page 48.....

FINANCIAL RESULTS: £ per acre

	Average 1972-73	Average 1970-73	Premium Farms 1970-73
No. Farm Records	6	18	9
Average Acreage	677	665	763
GROSS OUTPUT			
Cattle	6.3	4.5	3.1
Sheep & Wool	3.9	2.7	3.1
Pigs	-	0.1	-
Poultry & Eggs	-	0.1	-
Milk	2.6	2.3	1.5
Total Livestock	12.8	9.7	7.7
Cereals (inc. Straw)	33.9	30.4	32.4
Fruit & Hops	0.1	0.1	0.1
Other Crops	15.8	14.5	15.8
Total Crops	49.8	45.0	48.3
Forage & Tillage Valuation Changes	(-) 0.3	0.8	1.4
Other Receipts	0.5	0.5	0.5
GROSS OUTPUT	62.8	56.0	57.9
NET OUTPUT	58.0	50.7	52.9
GROSS MARGIN	45.4	38.9	40.8

Farm Type: Predominantly Arable over 450 acres.

INPUTS	Average 1972-73	Average 1970-73	Premium Farms 1970-73
Bought Feed	1.6	1.5	1.0
Bought Seed	3.2	3.8	4.0
Fertilizers	6.7	5.4	5.7
Casual Labour	2.1	2.1	1.7
Contract Work	1.1	1.6	2.0
Miscellaneous Variable Costs	2.7	2.7	2.7
Total Variable Costs	17.4	17.1	17.1
Regular labour - paid	8.7	8.5	7.4
Regular labour - unpaid	1.7	1.7	1.4
Machinery Depreciation	3.5	3.0	3.0
Fuel & Oil	1.9	1.8	1.8
Mach. Repairs, Veh. Tax & Ins.	3.8	3.2	2.7
Rent & Rates	9.1	7.5	8.1
General Overhead Costs	2.5	2.5	2.6
Total Fixed Costs	31.2	28.2	27.0
TOTAL INPUTS	48.6	45.3	44.1
Value of Home Grown Cereals used on Farm	1.4	N.A.	N.A.

Farm Type: Predominantly Arable over 450 acres.

PROFITABILITY £ per acre	Average 1972-73	Average 1970-73	Premium 1970-73
MANAGEMENT & INVESTMENT INCOME	14.2	10.7	13.8
NET FARM INCOME	15.0	11.7	14.4
RETURN ON TENANT'S CAPITAL	23%	20%	25%
TENANT'S CAPITAL £ per acre			
Livestock	11.6	9.5	8.1
Crops & Cultivations	26.5	24.0	24.6
Stores, Etc.	5.9	4.1	4.6
Machinery & Equipment	20.6	17.5	17.0
TOTAL	64.6	55.1	54.3

DESCRIPTIVE STATISTICS	1972-73
% of land in: Cereals	62
Hops & Fruit	-
Other Crops	15
Forage	21
Bare Fallow	2

Grazing Livestock Units	Numbers per 100 acres	As %
Dairy Cows	2	10
Other Cattle	6	32
Sheep	8	58
Total	16	100

EFFICIENCY STANDARDS

	Average 1972-73	Premium 1970-73
Adjusted Gross Output per acre (£)	64	65
Standard Output per acre (£)	49	48
Output from Forage per Farm Forage Acre (£)	59	57
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	49	N.A.
Forage Acres per Grazing Livestock Unit	1.4	1.0
Adjusted Forage Acres per Grazing Livestock Unit	1.5	1.0
Gross Margin per £100 Labour (£)	417	N.A.
Labour Cost per 100 Standard Man-Days (£)	396	290
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	404	336
Fuel and Electricity	198	177
Contract	119	116
Depreciation	375	344
Total	1096	973
Gross Margin per £100 Machinery Costs (£)	458	N.A.
Gross Margin per £100 Labour and Machinery (£)	205	N.A.

Enterprise Yield and Output figures are shown as whole-survey average on page 48.....

FINANCIAL RESULTS: £ per acre

	Average 1972-73	Average 1970-73	Premium Farms 1970-73
No. Farm Records	5	18	10
Average Acreage	176	184	176
GROSS OUTPUT			
Cattle	22.4	12.1	8.3
Sheep & Wool	1.7	0.7	-
Pigs	-	2.3	4.2
Poultry & Eggs	-	0.1	0.1
Milk	52.2	47.3	45.6
Total Livestock	76.3	62.5	58.2
Cereals (inc. Straw)	19.6	17.8	18.7
Fruit & Hops	-	-	-
Other Crops	16.2	13.1	12.2
Total Crops	35.8	30.9	30.9
Forage & Tillage Valuation Changes	1.7	0.9	2.1
Other Receipts	3.2	2.5	1.8
GROSS OUTPUT	117.0	96.8	93.0
NET OUTPUT	97.3	78.1	78.6
GROSS MARGIN	83.8	64.8	66.1

Farm Type : Milk and Arable under 250 acres.

INPUTS	Average 1972-73	Average 1970-73	Premium Farms 1970-73
Bought Feed	15.2	15.0	10.8
Bought Seed	4.5	3.7	3.6
Fertilizers	6.5	6.6	6.4
Casual Labour	1.5	2.1	1.8
Contract Work	0.6	0.5	0.6
Miscellaneous Variable Costs	4.9	4.1	3.7
Total Variable Costs	33.2	32.0	26.9
Regular labour - paid	19.5	15.7	16.1
Regular labour - unpaid	6.0	6.4	5.7
Machinery Depreciation	5.1	4.9	4.3
Fuel & Oil	3.4	2.9	2.4
Mach. Repairs, Veh. Tax & Ins.	5.5	5.3	5.5
Rent & Rates	6.6	6.3	5.6
General Overhead Costs	6.4	5.7	5.3
Total Fixed Costs	52.5	47.2	44.9
TOTAL INPUTS	85.7	79.2	71.8
Value of Home Grown Cereals used on Farm	6.1	N.A.	N.A.

Farm Type: Milk and Arable under 250 acres.

PROFITABILITY £ per acre	Average 1972-73	Average 1970-73	Premium 1970-73
MANAGEMENT & INVESTMENT INCOME	31.3	17.6	21.2
NET FARM INCOME	37.3	22.8	26.7
RETURN ON TENANT'S CAPITAL	31%	21%	27%

TENANT'S CAPITAL £ per acre			
Livestock	47.8	36.1	31.2
Crops & Cultivations	17.0	17.0	18.3
Stores, Etc.	5.5	4.2	2.7
Machinery & Equipment	30.2	29.3	27.1
TOTAL	100.5	86.6	79.3

DESCRIPTIVE STATISTICS	1972-73
% of land in: Cereals	48
Hops & Fruit	-
Other Crops	9
Forage	43
Bare Fallow	-

Grazing Livestock Units	Numbers per 100 acres	As %
Dairy Cows	27	59
Other Cattle	17	36
Sheep	3	5
Total	47	100

EFFICIENCY STANDARDS

	Average 1972-73	Premium 1970-73
Adjusted Gross Output per acre (£)	119	117
Standard Output per acre (£)	86	90
Output from Forage per Farm Forage Acre (£)	175	176
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	117	N.A.
Forage Acres per Grazing Livestock Unit	1.1	1.0
Adjusted Forage Acres per Grazing Livestock Unit	1.2	1.1
Gross Margin per £100 Labour (£)	322	N.A.
Labour Cost per 100 Standard Man-Days (£)	486	491
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	463	529
Fuel and Electricity	272	275
Contract	47	76
Depreciation	408	273
Total	1190	1153
Gross Margin per £100 Machinery Costs (£)	627	N.A.
Gross Margin per £100 Labour and Machinery (£)	205	N.A.

Enterprise Yield and Output figures are shown as whole-survey average on page 48.....

FINANCIAL RESULTS: £ per acre

	Average 1972-73	Average 1970-73	Premium Farms 1970-73
No. Farm Records	5	26	13
Average Acreage	390	346	348
GROSS OUTPUT			
Cattle	27.7	14.6	12.4
Sheep & Wool	-	-	-
Pigs	-	1.0	2.0
Poultry & Eggs	-	1.2	0.8
Milk	39.2	38.2	41.2
Total Livestock	66.9	55.0	56.4
Cereals (inc. Straw)	16.8	12.5	14.9
Fruit & Hops	-	-	-
Other Crops	2.0	1.6	1.7
Total Crops	18.8	14.1	16.6
Forage & Tillage Valuation Changes	-	0.2	0.6
Other Receipts	0.8	0.6	0.6
GROSS OUTPUT	86.5	69.9	74.2
NET OUTPUT	76.0	57.2	61.4
GROSS MARGIN	64.3	47.2	51.0

Farm Type: Milk and Arable 250-450 acres.

INPUTS	Average 1972-73	Average 1970-73	Premium Farms 1970-73
Bought Feed	8.2	10.5	10.5
Bought Seed	2.3	2.2	2.3
Fertilizers	6.2	5.4	5.5
Casual Labour	0.7	0.8	0.9
Contract Work	1.0	1.0	1.1
Miscellaneous Variable Costs	3.8	2.8	2.9
Total Variable Costs	22.2	22.7	23.2
Regular labour - paid	14.3	12.2	11.7
Regular labour - unpaid	1.3	1.8	2.2
Machinery Depreciation	4.4	3.4	3.3
Fuel & Oil	2.3	2.3	2.5
Mach. Repairs, Veh. Tax & Ins.	4.6	3.5	3.6
Rent & Rates	6.7	6.0	6.2
General Overhead Costs	6.2	5.0	5.1
Total Fixed Costs	39.8	34.2	34.6
TOTAL INPUTS	62.0	56.9	57.8
Value of Home Grown Cereals used on Farm	3.0	N.A.	N.A.

Farm Type: Milk and Arable 250-450 acres.

PROFITABILITY £ per acre	Average 1972-73	Average 1970-73	Premium 1970-73
MANAGEMENT & INVESTMENT INCOME	24.5	13.0	16.4
NET FARM INCOME	25.7	14.7	18.3
RETURN ON TENANT'S CAPITAL	29%	18%	23%
TENANT'S CAPITAL £ per acre			
Livestock	41.3	33.1	32.3
Crops & Cultivations	14.0	12.6	12.1
Stores, Etc.	4.7	3.6	3.4
Machinery & Equipment	23.8	20.4	19.6
TOTAL	83.8	69.7	67.4

DESCRIPTIVE STATISTICS	1972-73
% of land in: Cereals	47
Hops & Fruit	-
Other Crops	2
Forage	50
Bare Fallow	1

Grazing Livestock Units	Numbers per 100 acres	As %
Dairy Cows	21	53
Other Cattle	20	47
Sheep	-	-
Total	41	100

EFFICIENCY STANDARDS

	Average 1972-73	Premium 1970-73
Adjusted Gross Output per acre (£)	87	99
Standard Output per acre (£)	69	69
Output from Forage per Farm Forage Acre (£)	107	139
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	105	N.A.
Forage Acres per Grazing Livestock Unit	1.3	1.5
Adjusted Forage Acres per Grazing Livestock Unit	1.4	1.5
Gross Margin per £100 Labour (£)	408	N.A.
Labour Cost per 100 Standard Man-Days (£)	348	318
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	481	491
Fuel and Electricity	242	256
Contract	96	146
Depreciation	458	493
Total	1277	1386
Gross Margin per £100 Machinery Costs (£)	527	N.A.
Gross Margin per £100 Labour and Machinery (£)	229	N.A.

Enterprise Yield and Output figures are shown as whole-survey average on page 48

FINANCIAL RESULTS: £ per acre

	Average 1972-73	Average 1970-73	Premium Farms 1970-73
No. Farm Records	11	24	12
Average Acreage	799	720	827
GROSS OUTPUT			
Cattle	18.2	13.4	15.9
Sheep & Wool	1.2	1.1	0.9
Pigs	-	-	-
Poultry & Eggs	1.8	0.9	-
Milk	33.7	27.6	30.9
Total Livestock	54.9	43.0	47.7
Cereals (inc. Straw)	20.5	19.9	22.0
Fruit & Hops	0.1	0.1	-
Other Crops	4.3	3.7	1.3
Total Crops	24.9	23.7	23.3
Forage & Tillage Valuation Changes	(-) 0.2	0.3	0.6
Other Receipts	0.3	0.5	0.3
GROSS OUTPUT	79.9	67.5	71.9
NET OUTPUT	67.4	57.1	59.9
GROSS MARGIN	55.6	46.9	50.1

Farm Type: Milk and Arable over 450 acres.

INPUTS	Average 1972-73	Average 1970-73	Premium Farms 1970-73
Bought Feed	9.9	8.1	9.9
Bought Seed	2.6	2.3	2.1
Fertilizers	6.6	5.9	6.1
Casual Labour	0.6	0.5	0.2
Contract Work	1.6	1.3	1.2
Miscellaneous Variable Costs	3.0	2.5	2.3
Total Variable Costs	24.3	20.6	21.8
Regular labour - paid	15.1	12.8	11.8
Regular labour - unpaid	1.4	1.4	1.4
Machinery Depreciation	3.5	3.2	3.5
Fuel & Oil	2.3	2.1	1.9
Mach. Repairs, Veh. Tax & Ins.	4.5	3.7	3.5
Rent & Rates	7.8	6.9	7.5
General Overhead Costs	4.8	3.9	4.0
Total Fixed Costs	39.4	34.0	33.6
TOTAL INPUTS	63.7	54.6	55.4
Value of Home Grown Cereals used on Farm	4.4	N.A.	N.A.

Farm Type: Milk and Arable over 450 acres.

PROFITABILITY £ per acre	Average 1972-73	Average 1970-73	Premium 1970-73
MANAGEMENT & INVESTMENT INCOME	16.2	12.9	16.5
NET FARM INCOME	16.9	13.6	17.3
RETURN ON TENANT'S CAPITAL	22%	20%	26%

TENANT'S CAPITAL £ per acre			
Livestock	32.7	26.7	29.2
Crops & Cultivations	17.6	16.8	13.0
Stores, Etc.	4.9	3.1	3.8
Machinery & Equipment	18.9	17.4	18.7
TOTAL	74.1	64.0	64.7

DESCRIPTIVE STATISTICS	1972-73
% of land in: Cereals	46
Hops & Fruit	-
Other Crops	6
Forage	43
Bare Fallow	5

Grazing Livestock Units	Numbers per 100 acres	As %
Dairy Cows	17	56
Other Cattle	11	38
Sheep	2	6
Total	30	100

EFFICIENCY STANDARDS	Average 1972-73	Premium 1970-73
Adjusted Gross Output per acre (£)	82	84
Standard Output per acre (£)	62	61
Output from Forage per Farm Forage Acre (£)	119	138
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	88	N.A.
Forage Acres per Grazing Livestock Unit	1.5	1.4
Adjusted Forage Acres per Grazing Livestock Unit	1.6	1.4
Gross Margin per £100 Labour (£)	336	N.A.
Labour Cost per 100 Standard Man-Days (£)	453	434
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	478	473
Fuel and Electricity	252	219
Contract	183	153
Depreciation	372	443
Total	1285	1288
Gross Margin per £100 Machinery Costs (£)	476	N.A.
Gross Margin per £100 Labour and Machinery (£)	194	N.A.

Enterprise Yield and Output figures are shown as whole-survey average on page 48

FINANCIAL RESULTS: £ per acre

	Average 1972-73	Average 1970-73	Premium Farms 1970-73
No. Farm Records	14	41	16
Average Acreage	151	148	154
GROSS OUTPUT			
Cattle	13.2	9.9	14.9
Sheep & Wool	12.6	10.0	8.0
Pigs	0.4	0.3	-
Poultry & Eggs	-	1.4	0.6
Milk	-	-	-
Total Livestock	26.2	21.6	23.5
Cereals (inc. Straw)	16.5	16.3	19.1
Fruit & Hops	0.9	0.3	-
Other Crops	4.3	3.3	4.1
Total Crops	21.7	19.9	23.2
Forage & Tillage Valuation Changes	-	0.3	1.0
Other Receipts	2.3	3.6	6.4
GROSS OUTPUT	50.2	45.4	54.1
NET OUTPUT	46.4	40.3	49.6
GROSS MARGIN	36.7	31.4	39.6

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

INPUTS	Average 1972-73	Average 1970-73	Premium Farms 1970-73
Bought Feed	2.0	3.4	2.9
Bought Seed	1.8	1.7	1.6
Fertilizers	3.9	3.5	4.2
Casual Labour	1.0	1.1	1.0
Contract Work	2.2	2.1	2.5
Miscellaneous Variable Costs	2.6	2.2	2.3
Total Variable Costs	13.5	14.0	14.5
Regular labour - paid	2.8	2.9	3.2
Regular labour - unpaid	8.0	7.2	7.4
Machinery Depreciation	3.0	3.0	3.2
Fuel & Oil	1.7	1.7	1.8
Mach. Repairs, Veh. Tax & Ins.	2.9	2.9	3.7
Rent & Rates	6.2	5.7	5.4
General Overhead Costs	4.1	3.5	3.3
Total Fixed Costs	28.7	26.9	28.0
TOTAL INPUTS	42.2	40.9	42.5
Value of Home Grown Cereals used on Farm	2.8	N.A.	N.A.

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

PROFITABILITY £ per acre	Average 1972-73	Average 1970-73	Premium 1970-73
MANAGEMENT & INVESTMENT INCOME	8.0	4.5	11.6
NET FARM INCOME	14.0	10.5	18.0
RETURN ON TENANT'S CAPITAL	14%	7%	20%

TENANT'S CAPITAL £ per acre			
Livestock	25.7	21.7	25.7
Crops & Cultivations	15.0	14.2	14.3
Stores, Etc.	2.6	2.1	2.7
Machinery & Equipment	15.4	16.7	17.4
TOTAL	58.7	54.7	60.1

DESCRIPTIVE STATISTICS	1972-73
% of land in: Cereals	41
Hops & Fruit	1
Other Crops	5
Forage	53
Bare Fallow	-

Grazing Livestock Units	Numbers per 100 acres	As %
Dairy Cows	-	-
Other Cattle	18	41
Sheep	21	59
Total	39	100

EFFICIENCY STANDARDS	Average 1972-73	Premium 1970-73
Adjusted Gross Output per acre (£)	51	60
Standard Output per acre (£)	44	49
Output from Forage per Farm Forage Acre (£)	62	68
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	56	N.A.
Forage Acres per Grazing Livestock Unit	1.3	1.1
Adjusted Forage Acres per Grazing Livestock Unit	1.4	1.2
Gross Margin per £100 Labour (£)	345	N.A.
Labour Cost per 100 Standard Man-Days (£)	355	381
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	334	399
Fuel and Electricity	207	203
Contract	268	159
Depreciation	337	338
Total	1146	1099
Gross Margin per £100 Machinery Costs (£)	390	N.A.
Gross Margin per £100 Labour and Machinery (£)	175	N.A.

Enterprise Yield and Output figures are shown as whole-survey average on page 48

FINANCIAL RESULTS: £ per acre

	Average 1972-73	Average 1970-73	Premium Farms 1970-73
No. Farm Records	15	49	23
Average Acreage	488	496	524
GROSS OUTPUT			
Cattle	21.6	14.6	14.8
Sheep & Wool	15.1	11.5	14.5
Pigs	-	0.3	0.4
Poultry & Eggs	-	0.3	0.5
Milk	-	-	-
Total Livestock	36.7	26.7	30.2
Cereals (inc. Straw)	19.8	18.5	18.5
Fruit & Hops	-	0.5	0.6
Other Crops	6.0	6.4	7.8
Total Crops	25.8	25.4	26.9
Forage & Tillage Valuation Changes	-	0.4	0.7
Other Receipts	0.7	0.7	0.8
GROSS OUTPUT	63.2	53.2	58.6
NET OUTPUT	57.1	47.0	52.2
GROSS MARGIN	46.5	37.4	42.2

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

INPUTS	Average 1972-73	Average 1970-73	Premium Farms 1970-73
Bought Feed	3.6	3.6	3.8
Bought Seed	2.5	2.6	2.6
Fertilizers	5.2	4.2	4.3
Casual Labour	1.1	1.6	1.8
Contract Work	1.4	1.0	1.0
Miscellaneous Variable Costs	2.9	2.8	2.9
Total Variable Costs	16.7	15.8	16.4
Regular labour - paid	8.8	7.9	7.7
Regular labour - unpaid	2.7	2.3	2.3
Machinery Depreciation	3.6	3.0	2.9
Fuel & Oil	2.1	1.8	1.8
Mach. Repairs, Veh. Tax & Ins.	3.4	2.9	2.7
Rent & Rates	7.8	7.0	7.6
General Overhead Costs	4.0	3.2	3.2
Total Fixed Costs	32.4	28.1	28.2
TOTAL INPUTS	49.1	43.9	44.6
Value of Home Grown Cereals used on Farm	4.4	N.A.	N.A.

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

PROFITABILITY £ per acre	Average 1972-73	Average 1970-73	Premium 1970-73
MANAGEMENT & INVESTMENT INCOME	14.1	9.3	14.0
NET FARM INCOME	15.9	11.0	15.8
RETURN ON TENANT'S CAPITAL	21%	16%	25%

TENANT'S CAPITAL £ per acre			
Livestock	35.4	27.1	28.2
Crops & Cultivations	15.9	16.2	13.6
Stores, Etc.	4.9	2.5	2.4
Machinery & Equipment	19.4	17.6	15.8
TOTAL	75.6	63.4	60.0

DESCRIPTIVE STATISTICS	1972-73
% of land in: Cereals	49
Hops & Fruit	-
Other Crops	4
Forage	47
Bare Fallow	-

Grazing Livestock Units	Numbers per 100 acres	As %
Dairy Cows	-	-
Other Cattle	22	51
Sheep	23	49
Total	45	100

EFFICIENCY STANDARDS

	Average 1972-73	Premium 1970-73
Adjusted Gross Output per acre (£)	67	68
Standard Output per acre (£)	48	50
Output from Forage per Farm Forage Acre (£)	79	70
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	65	N.A.
Forage Acres per Grazing Livestock Unit	1.1	1.0
Adjusted Forage Acres per Grazing Livestock Unit	1.1	1.2
Gross Margin per £100 Labour (£)	374	N.A.
Labour Cost per 100 Standard Man-Days (£)	392	329
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	360	301
Fuel and Electricity	224	227
Contract	163	153
Depreciation	366	311
Total	1113	992
Gross Margin per £100 Machinery Costs (£)	462	N.A.
Gross Margin per £100 Labour and Machinery (£)	204	N.A.

Enterprise Yield and Output figures are shown as whole-survey average on page 48

FINANCIAL RESULTS: £ per acre

	Average 1972-73	Average 1970-73	Premium Farms 1970-73
No. Farm Records	10	36	16
Average Acreage	414	373	433
GROSS OUTPUT			
Cattle	32.8	19.6	19.3
Sheep & Wool	2.3	2.0	2.6
Pigs	-	-	0.1
Poultry & Eggs	0.1	0.4	-
Milk	42.9	40.7	47.0
Total Livestock	78.1	62.7	69.0
Cereals (inc. Straw)	11.5	10.1	9.9
Fruit & Hops	1.9	1.3	2.1
Other Crops	4.0	2.0	3.2
Total Crops	17.4	13.4	15.2
Forage & Tillage Valuation Changes	(-) 0.3	0.2	0.5
Other Receipts	1.2	0.9	0.9
GROSS OUTPUT	96.4	77.2	85.6
NET OUTPUT	80.4	61.6	70.4
GROSS MARGIN	67.4	50.8	59.2

Farm Type: Milk, Sheep/Cattle and Arable.

INPUTS	Average 1972-73	Average 1970-73	Premium Farms 1970-73
Bought Feed	13.8	13.7	13.2
Bought Seed	2.2	1.9	2.0
Fertilizers	6.5	5.5	5.0
Casual Labour	1.7	1.3	1.7
Contract Work	0.8	0.7	0.9
Miscellaneous Variable Costs	4.0	3.3	3.6
Total Variable Costs	29.0	26.4	26.4
Regular labour - paid	15.2	12.9	13.3
Regular labour - unpaid	2.4	2.7	3.2
Machinery Depreciation	4.2	3.7	3.6
Fuel & Oil	2.8	2.4	2.3
Mach. Repairs, Veh. Tax & Ins.	4.4	3.5	3.3
Rent & Rates	7.3	6.6	7.2
General Overhead Costs	5.1	4.6	4.7
Total Fixed Costs	41.4	36.4	37.6
TOTAL INPUTS	70.4	62.8	64.0
Value of Home Grown Cereals used on Farm	3.7	N.A.	N.A.

Farm Type: Milk, Sheep/Cattle and Arable.

PROFITABILITY £ per acre	Average 1972-73	Average 1970-73	Premium 1970-73
MANAGEMENT & INVESTMENT INCOME	26.0	14.4	21.6
NET FARM INCOME	27.8	16.5	23.7
RETURN ON TENANT'S CAPITAL	28%	18%	26%

TENANT'S CAPITAL £ per acre			
Livestock	53.3	39.8	44.6
Crops & Cultivations	11.0	12.1	10.0
Stores, Etc.	5.5	2.9	3.5
Machinery & Equipment	24.5	22.1	21.3
TOTAL	94.3	76.9	79.4

DESCRIPTIVE STATISTICS	1972-73
% of land in: Cereals	39
Hops & Fruit	-
Other Crops	2
Forage	59
Bare Fallow	-

Grazing Livestock Units	Numbers per 100 acres	As %
Dairy Cows	22	44
Other Cattle	27	48
Sheep	4	8
Total	53	100

EFFICIENCY STANDARDS

	Average 1972-73	Premium 1970-73
Adjusted Gross Output per acre (£)	101	112
Standard Output per acre (£)	75	78
Output from Forage per Farm Forage Acre (£)	137	150
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	98	N.A.
Forage Acres per Grazing Livestock Unit	1.2	1.2
Adjusted Forage Acres per Grazing Livestock Unit	1.2	1.3
Gross Margin per £100 Labour (£)	354	N.A.
Labour Cost per 100 Standard Man-Days (£)	361	376
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	415	375
Fuel and Electricity	277	261
Contract	76	89
Depreciation	382	363
Total	1151	1088
Gross Margin per £100 Machinery Costs (£)	565	N.A.
Gross Margin per £100 Labour and Machinery (£)	215	N.A.

Enterprise Yield and Output figures are shown as whole-survey average on page 48.....

FINANCIAL RESULTS: £ per acre

	Average 1972-73	Average 1970-73	Premium Farms 1970-73
No. Farm Records	14	34	14
Average Acreage	222	210	322
GROSS OUTPUT			
Cattle	29.7	22.5	20.3
Sheep & Wool	18.9	15.8	24.7
Pigs	0.1	0.1	0.2
Poultry & Eggs	2.2	2.2	2.0
Milk	-	-	-
Total Livestock	50.9	40.6	47.2
Cereals (inc. Straw)	7.8	6.6	8.1
Fruit & Hops	-	-	-
Other Crops	3.3	2.5	5.2
Total Crops	11.1	9.1	13.3
Forage & Tillage Valuation Changes	0.1	0.3	0.6
Other Receipts	0.9	1.0	0.4
GROSS OUTPUT	63.0	51.0	61.5
NET OUTPUT	55.4	43.7	53.8
GROSS MARGIN	46.8	36.3	44.9

Farm Type: Predominantly Sheep/Cattle.

INPUTS	Average 1972-73	Average 1970-73	Premium Farms 1970-73
Bought Feed	6.3	6.1	6.2
Bought Seed	1.3	1.2	1.5
Fertilizers	2.7	2.2	2.3
Casual Labour	1.9	1.6	2.2
Contract Work	1.2	1.0	1.4
Miscellaneous Variable Costs	2.8	2.6	3.0
Total Variable Costs	16.2	14.7	16.6
Regular labour - paid	3.7	2.7	3.9
Regular labour - unpaid	6.9	6.9	5.3
Machinery Depreciation	2.5	2.3	2.5
Fuel & Oil	1.8	1.6	1.9
Mach. Repairs, Veh. Tax & Ins.	3.0	2.5	2.6
Rent & Rates	7.1	6.4	7.0
General Overhead Costs	3.5	3.3	3.6
Total Fixed Costs	28.5	25.7	26.8
TOTAL INPUTS	44.7	40.4	43.4
Value of Home Grown Cereals used on Farm	2.0	N.A.	N.A.

Farm Type: Predominantly Sheep/Cattle.

PROFITABILITY £ per acre	Average 1972-73	Average 1970-73	Premium 1970-73
MANAGEMENT & INVESTMENT INCOME	18.3	10.6	18.1
NET FARM INCOME	23.4	15.6	21.4
RETURN ON TENANT'S CAPITAL	26%	17%	30%

TENANT'S CAPITAL £ per acre			
Livestock	47.9	39.5	38.6
Crops & Cultivations	8.3	7.9	6.6
Stores, Etc.	2.1	1.6	1.5
Machinery & Equipment	13.3	13.2	13.8
TOTAL	71.6	62.2	60.5

DESCRIPTIVE STATISTICS	1972-73
% of land in: Cereals	20
Hops & Fruit	-
Other Crops	3
Forage	76
Bare Fallow	1

Grazing Livestock Units	Numbers per 100 acres	As %
Dairy Cows	-	-
Other Cattle	28	45
Sheep	34	55
Total	62	100

EFFICIENCY STANDARDS

	Average 1972-73	Premium 1970-73
Adjusted Gross Output per acre (£)	64	78
Standard Output per acre (£)	46	53
Output from Forage per Farm Forage Acre (£)	61	69
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	57	N.A.
Forage Acres per Grazing Livestock Unit	1.4	1.3
Adjusted Forage Acres per Grazing Livestock Unit	1.4	1.3
Gross Margin per £100 Labour (£)	421	N.A.
Labour Cost per 100 Standard Man-Days (£)	338	346
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	316	306
Fuel and Electricity	200	214
Contract	132	159
Depreciation	263	267
Total	911	946
Gross Margin per £100 Machinery Costs (£)	593	N.A.
Gross Margin per £100 Labour and Machinery (£)	233	N.A.

Enterprise Yield and Output figures are shown as whole-survey average on page 48

FINANCIAL RESULTS: £ per acre

	Average 1972-73	Average 1970-73	Premium Farms 1970-73
No. Farm Records	9	43	21
Average Acreage	1365	1103	1127
GROSS OUTPUT			
Cattle	4.7	6.2	6.4
Sheep & Wool	3.3	3.6	3.7
Pigs	0.1	1.8	0.2
Poultry & Eggs	0.4	1.9	0.6
Milk	4.2	11.7	13.4
Total Livestock	12.7	25.2	24.3
Cereals (inc. Straw)	32.5	23.1	25.3
Fruit & Hops	0.1	13.3	9.2
Other Crops	21.2	12.6	16.6
Total Crops	53.8	49.0	51.1
Forage & Tillage Valuation Changes	0.8	1.1	1.5
Other Receipts	0.5	0.5	0.4
GROSS OUTPUT	67.8	75.8	77.3
NET OUTPUT	62.6	66.4	69.1
GROSS MARGIN	46.2	48.6	53.8

Farm Type : Large Scale - mainly Arable.

INPUTS	Average 1972-73	Average 1970-73	Premium Farms 1970-73
Bought Feed	2.1	6.2	4.9
Bought Seed	3.1	3.2	3.3
Fertilizers	6.5	5.5	5.3
Casual Labour	3.5	4.9	4.0
Contract Work	2.1	1.6	1.0
Miscellaneous Variable Costs	4.3	5.8	5.0
Total Variable Costs	21.6	27.2	23.5
Regular labour - paid	9.4	13.0	12.5
Regular labour - unpaid	0.3	0.5	0.5
Machinery Depreciation	3.1	3.5	3.6
Fuel & Oil	2.0	2.4	2.3
Mach. Repairs, Veh. Tax & Ins.	3.5	3.8	3.6
Rent & Rates	8.9	8.4	8.2
General Overhead Costs	3.3	3.6	3.6
Total Fixed Costs	30.5	3.52	34.3
TOTAL INPUTS	52.1	62.4	57.8
Value of Home Grown Cereals used on Farm	1.8	N.A.	N.A.

Farm Type: Large Scale - mainly Arable.

PROFITABILITY £ per acre	Average 1972-73	Average 1970-73	Premium 1970-73
MANAGEMENT & INVESTMENT INCOME	15.7	13.4	19.5
NET FARM INCOME	15.9	13.7	19.7
RETURN ON TENANT'S CAPITAL	25%	21%	29%

TENANT'S CAPITAL £ per acre			
Livestock	11.0	18.1	17.7
Crops & Cultivations	28.5	23.3	24.2
Stores, Etc.	6.1	4.1	3.3
Machinery & Equipment	15.4	19.1	20.0
TOTAL	61.0	64.6	65.2

DESCRIPTIVE STATISTICS	1972-73
% of land in: Cereals	68
Hops & Fruit	-
Other Crops	14
Forage	17
Bare Fallow	1

Grazing Livestock Units	Numbers per 100 acres	As %
Dairy Cows	2	17
Other Cattle	7	40
Sheep	7	43
Total	16	100

EFFICIENCY STANDARDS

	Average 1972-73	Premium 1970-73
Adjusted Gross Output per acre (£)	68	83
Standard Output per acre (£)	58	62
Output from Forage per Farm Forage Acre (£)	85	95
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	58	N.A.
Forage Acres per Grazing Livestock Unit	1.0	0.8
Adjusted Forage Acres per Grazing Livestock Unit	1.3	1.0
Gross Margin per £100 Labour (£)	411	N.A.
Labour Cost per 100 Standard Man-Days (£)	286	267
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	323	319
Fuel and Electricity	187	191
Contract	196	113
Depreciation	292	338
Total	998	961
Gross Margin per £100 Machinery Costs (£)	454	N.A.
Gross Margin per £100 Labour and Machinery (£)	207	N.A.

Enterprise Yield and Output figures are shown as whole-survey average on page 48.....

FINANCIAL RESULTS: £ per acre

	Average 1972-73	Average 1970-73	Premium Farms 1970-73
No. Farm Records	10	26	11
Average Acreage	133	150	131
GROSS OUTPUT			
Cattle	5.0	4.7	1.7
Sheep & Wool	2.5	2.1	-
Pigs	121.3	101.2	143.8
Poultry & Eggs	16.5	23.5	10.9
Milk	7.3	5.5	-
Total Livestock	152.6	137.0	156.4
Cereals (inc. Straw)	11.6	11.2	13.4
Fruit & Hops	22.4	15.0	35.4
Other Crops	29.2	19.0	28.1
Total Crops	63.2	45.2	76.9
Forage & Tillage Valuation Changes	(-) 0.7	0.2	0.1
Other Receipts	3.1	2.7	2.9
GROSS OUTPUT	218.2	185.1	236.3
NET OUTPUT	144.3	116.8	165.3
GROSS MARGIN	113.9	92.6	131.0

Farm Type: Predominantly Pigs/Poultry.

INPUTS	Average 1972-73	Average 1970-73	Premium Farms 1970-73
Bought Feed	69.3	64.3	65.7
Bought Seed	4.6	4.0	5.3
Fertilizers	5.8	5.3	6.0
Casual Labour	12.4	8.2	14.8
Contract Work	2.1	2.3	1.2
Miscellaneous Variable Costs	10.1	8.4	12.3
Total Variable Costs	104.3	92.5	105.3
Regular labour - paid	21.4	18.8	22.0
Regular labour - unpaid	13.0	13.0	17.6
Machinery Depreciation	7.8	6.6	9.9
Fuel & Oil	7.4	6.3	8.2
Mach. Repairs, Veh. Tax & Ins.	7.5	6.2	7.6
Rent & Rates	10.0	8.8	9.5
General Overhead Costs	10.3	8.5	9.5
Total Fixed Costs	77.4	68.2	84.3
TOTAL INPUTS	181.7	160.7	189.6
Value of Home Grown Cereals used on Farm	15.1	N.A.	N.A.

Farm Type: Predominantly Pigs/Poultry

PROFITABILITY £ per acre	Average 1972-73	Average 1970-73	Premium 1970-73
MANAGEMENT & INVESTMENT INCOME	36.5	24.4	46.7
NET FARM INCOME	44.4	31.8	55.2
RETURN ON TENANT'S CAPITAL	26%	17%	31%

TENANT'S CAPITAL £ per acre			
Livestock	52.8	46.7	53.4
Crops & Cultivations	28.5	23.6	30.6
Stores, Etc.	5.8	5.5	5.9
Machinery & Equipment	43.9	39.6	57.5
TOTAL	131.0	115.4	147.4

DESCRIPTIVE STATISTICS	1972-73
% of land in: Cereals	57
Hops & Fruit	3
Other Crops	12
Forage	27
Bare Fallow	1

Grazing Livestock Units	Numbers per 100 acres	As %
Dairy Cows	3	17
Other Cattle	3	28
Sheep	6	55
Total	12	100

EFFICIENCY STANDARDS

	Average 1972-73	Premium 1970-73
Adjusted Gross Output per acre (£)	233	297
Standard Output per acre (£)	215	302
Output from Forage per Farm Forage Acre (£)	72	66
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	53	N.A.
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	-	-
Gross Margin per £100 Labour (£)	241	N.A.
Labour Cost per 100 Standard Man-Days (£)	406	452
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	517	554
Fuel and Electricity	541	584
Contract	210	20
Depreciation	529	728
Total	1797	1886
Gross Margin per £100 Machinery Costs (£)	470	N.A.
Gross Margin per £100 Labour and Machinery (£)	216	N.A.

Enterprise Yield and Output figures are shown as whole-survey average on page 48

FINANCIAL RESULTS: £ per acre

	Average 1972-73	Average 1970-73	Premium Farms 1970-73
No. Farm Records	11	36	16
Average Acreage	134	178	179
GROSS OUTPUT			
Cattle	1.8	4.5	5.0
Sheep & Wool	7.4	5.4	4.3
Pigs	38.5	34.5	52.1
Poultry & Eggs	40.8	35.9	46.5
Milk	-	-	-
Total Livestock	88.5	80.3	107.9
Cereals (inc. Straw)	13.8	15.0	17.7
Fruit & Hops	21.1	11.6	23.7
Other Crops	27.3	22.6	29.9
Total Crops	62.2	49.2	71.3
Forage & Tillage Valuation Changes	(-) 0.4	0.4	0.3
Other Receipts	1.2	1.5	2.1
GROSS OUTPUT	151.5	131.4	181.6
NET OUTPUT	104.7	89.0	131.4
GROSS MARGIN	77.5	67.8	101.6

Farm Type: Arable, Pigs/Poultry.

INPUTS	Average 1972-73	Average 1970-73	Premium Farms 1970-73
Bought Feed	43.0	38.7	46.0
Bought Seed	3.8	3.7	4.2
Fertilizers	5.3	4.9	5.7
Casual Labour	10.6	7.0	10.2
Contract Work	3.6	3.0	4.1
Miscellaneous Variable Costs	7.7	6.3	9.8
Total Variable Costs	74.0	63.6	80.0
Regular labour - paid	14.3	14.5	19.6
Regular labour - unpaid	7.0	6.3	6.1
Machinery Depreciation	5.9	5.1	6.9
Fuel & Oil	4.6	4.1	5.4
Mach. Repairs, Veh. Tax & Ins.	5.7	5.2	6.9
Rent & Rates	8.4	7.7	9.1
General Overhead Costs	8.6	6.5	8.2
Total Fixed Costs	54.5	49.4	62.2
TOTAL INPUTS	128.5	113.0	142.2
Value of Home Grown Cereals used on Farm	10.7	N.A.	N.A.

Farm Type: Arable, Pigs/Poultry.

PROFITABILITY £ per acre	Average 1972-73	Average 1970-73	Premium 1970-73
MANAGEMENT & INVESTMENT INCOME	23.0	18.4	39.4
NET FARM INCOME	30.0	24.6	45.3
RETURN ON TENANT'S CAPITAL	21%	16%	33%

TENANT'S CAPITAL £ per acre			
Livestock	27.9	28.0	37.4
Crops & Cultivations	25.3	22.4	28.5
Stores, Etc.	4.7	4.1	6.2
Machinery & Equipment	32.3	29.1	38.1
TOTAL	90.2	83.6	110.2

DESCRIPTIVE STATISTICS	1972-73
% of land in: Cereals	52
Hops & Fruit	4
Other Crops	11
Forage	32
Bare Fallow	1

Grazing Livestock Units	Numbers per 100 acres	As %
Dairy Cows	-	-
Other Cattle	2	17
Sheep	11	83
Total	13	100

EFFICIENCY STANDARDS	Average 1972-73	Premium 1970-73
Adjusted Gross Output per acre (£)	162	189
Standard Output per acre (£)	136	138
Output from Forage per Farm Forage Acre (£)	44	70
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	-	-
Forage Acres per Grazing Livestock Unit	1.9	1.1
Adjusted Forage Acres per Grazing Livestock Unit	1.9	1.2
Gross Margin per £100 Labour (£)	251	N.A.
Labour Cost per 100 Standard Man-Days (£)	350	373
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	435	490
Fuel and Electricity	429	388
Contract	393	364
Depreciation	481	477
Total	1738	1719
Gross Margin per £100 Machinery Costs (£)	395	N.A.
Gross Margin per £100 Labour and Machinery (£)	148	N.A.

Enterprise Yield and Output figures are shown as whole-survey average on page 48.....

FINANCIAL RESULTS: £ per acre

	Average 1972-73	Average 1970-73	Premium Farms 1970-73
No. Farm Records	6	22	10
Average Acreage	293	188	147
GROSS OUTPUT			
Cattle	14.9	10.4	14.0
Sheep & Wool	9.5	8.9	10.1
Pigs	12.4	14.0	11.5
Poultry & Eggs	26.5	21.6	42.1
Milk	-	-	-
Total Livestock	63.3	54.9	77.7
Cereals (inc. Straw)	14.7	11.5	13.3
Fruit & Hops	-	1.5	1.3
Other Crops	2.0	2.2	1.6
Total Crops	16.7	15.2	16.2
Forage & Tillage Valuation Changes	(-) 0.5	0.8	0.6
Other Receipts	1.1	1.7	2.0
GROSS OUTPUT	80.6	72.6	96.5
NET OUTPUT	57.5	47.2	61.5
GROSS MARGIN	46.8	36.9	49.4

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

INPUTS	Average 1972-73	Average 1970-73	Premium Farms 1970-73
Bought Feed	21.3	23.4	32.9
Bought Seed	1.8	2.0	2.1
Fertilizers	3.9	3.5	3.4
Casual Labour	1.2	1.7	2.2
Contract Work	2.8	2.3	3.6
Miscellaneous Variable Costs	2.8	2.8	2.9
Total Variable Costs	33.8	35.7	47.1
Regular labour - paid	10.5	8.2	9.6
Regular labour - unpaid	5.8	6.9	7.4
Machinery Depreciation	4.4	3.0	3.0
Fuel & Oil	2.5	2.3	2.7
Mach. Repairs, Veh. Tax & Ins.	3.4	3.7	3.8
Rent & Rates	6.7	5.5	5.9
General Overhead Costs	3.6	3.5	4.0
Total Fixed Costs	36.9	33.1	36.4
TOTAL INPUTS	70.7	68.8	83.5
Value of Home Grown Cereals used on Farm	8.0	N.A.	N.A.

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

PROFITABILITY £ per acre	Average 1972-73	Average 1970-73	Premium 1970-73
MANAGEMENT & INVESTMENT INCOME	9.9	3.8	13.0
NET FARM INCOME	15.6	10.8	20.4
RETURN ON TENANT'S CAPITAL	12%	6%	17%

TENANT'S CAPITAL £ per acre			
Livestock	34.5	29.9	37.7
Crops & Cultivations	14.5	13.8	11.9
Stores, Etc.	7.0	3.5	5.6
Machinery & Equipment	23.9	18.5	20.0
TOTAL	79.9	65.7	75.2

DESCRIPTIVE STATISTICS	1972-73
% of land in: Cereals	49
Hops & Fruit	-
Other Crops	2
Forage	49
Bare Fallow	-

Grazing Livestock Units	Numbers per 100 acres	As %
Dairy Cows	-	-
Other Cattle	15	46
Sheep	18	54
Total	33	100

EFFICIENCY STANDARDS

	Average 1972-73	Premium 1970-73
Adjusted Gross Output per acre (£)	88	150
Standard Output per acre (£)	76	104
Output from Forage per Farm Forage Acre (£)	50	80
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	46	N.A.
Forage Acres per Grazing Livestock Unit	1.5	1.2
Adjusted Forage Acres per Grazing Livestock Unit	1.5	1.2
Gross Margin per £100 Labour (£)	325	N.A.
Labour Cost per 100 Standard Man-Days (£)	341	318
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	344	448
Fuel and Electricity	251	300
Contract	271	492
Depreciation	344	564
Total	1210	1804
Gross Margin per £100 Machinery Costs (£)	367	N.A.
Gross Margin per £100 Labour and Machinery (£)	163	N.A.

Enterprise Yield and Output figures are shown as whole-survey average on page 48.....

FINANCIAL RESULTS: £ per acre

	Average 1972-73	Average 1970-73	Premium Farms 1970-73
No. Farm Records	4	13	6
Average Acreage	312	273	359
GROSS OUTPUT			
Cattle	22.6	13.4	16.3
Sheep & Wool	-	-	-
Pigs	60.6	35.5	48.5
Poultry & Eggs	4.6	11.0	6.5
Milk	53.7	48.9	43.6
Total Livestock	141.5	108.8	114.9
Cereals (inc. Straw)	8.7	9.9	12.2
Fruit & Hops	-	-	-
Other Crops	8.7	7.6	9.1
Total Crops	17.4	17.5	21.3
Forage & Tillage Valuation Changes	0.2	1.1	0.4
Other Receipts	0.4	0.9	0.6
GROSS OUTPUT	159.5	128.3	137.2
NET OUTPUT	108.7	84.5	90.2
GROSS MARGIN	90.0	70.1	76.9

Farm Type : Milk, Pigs/Poultry and Arable.

INPUTS	Average 1972-73	Average 1970-73	Premium Farms 1970-73
Bought Feed	47.8	41.3	43.9
Bought Seed	3.0	2.5	3.1
Fertilizers	7.7	6.2	5.7
Casual Labour	2.7	1.8	1.7
Contract Work	1.6	1.3	1.1
Miscellaneous Variable Costs	6.7	5.1	4.8
Total Variable Costs	69.5	58.2	60.3
Regular labour - paid	25.9	18.4	21.1
Regular labour - unpaid	2.1	5.8	1.8
Machinery Depreciation	5.1	4.4	3.9
Fuel & Oil	4.7	3.7	4.2
Mach. Repairs, Veh. Tax & Ins.	6.7	5.4	5.9
Rent & Rates	10.6	10.2	10.5
General Overhead Costs	10.3	8.5	8.0
Total Fixed Costs	65.4	56.4	55.4
TOTAL INPUTS	134.9	114.6	115.7
Value of Home Grown Cereals used on Farm	8.9	N.A.	N.A.

Farm Type: Milk, Pigs/Poultry and Arable.

PROFITABILITY £ per acre	Average 1972-73	Average 1970-73	Premium 1970-73
MANAGEMENT & INVESTMENT INCOME	24.6	13.7	21.5
NET FARM INCOME	26.7	19.5	23.2
RETURN ON TENANT'S CAPITAL	20%	14%	21%

TENANT'S CAPITAL £ per acre			
Livestock	61.8	49.4	54.5
Crops & Cultivations	13.8	13.0	13.4
Stores, Etc.	9.5	6.8	6.9
Machinery & Equipment	29.9	27.1	24.2
TOTAL	115.0	96.3	99.0

DESCRIPTIVE STATISTICS	1972-73
% of land in: Cereals	42
Hops & Fruit	-
Other Crops	7
Forage	51
Bare Fallow	-

Grazing Livestock Units	Numbers per 100 acres	As %
Dairy Cows	25	65
Other Cattle	14	35
Sheep	-	-
Total	39	100

EFFICIENCY STANDARDS

	Average 1972-73	Premium 1970-73
Adjusted Gross Output per acre (£)	171	212
Standard Output per acre (£)	129	164
Output from Forage per Farm Forage Acre (£)	156	166
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	116	N.A.
Forage Acres per Grazing Livestock Unit	1.2	1.3
Adjusted Forage Acres per Grazing Livestock Unit	1.3	1.4
Gross Margin per £100 Labour (£)	322	N.A.
Labour Cost per 100 Standard Man-Days (£)	469	390
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	560	647
Fuel and Electricity	381	423
Contract	124	206
Depreciation	434	371
Total	1499	1647
Gross Margin per £100 Machinery Costs (£)	498	N.A.
Gross Margin per £100 Labour and Machinery (£)	189	N.A.

Enterprise Yield and Output figures are shown as whole-survey average on page 48.....

FINANCIAL RESULTS: £ per acre

	Average 1972-73	Average 1970-73	Premium Farms 1970-73
No. Farm Records	7	23	11
Average Acreage	115	184	164
GROSS OUTPUT			
Cattle	2.3	1.7	0.2
Sheep & Wool	0.9	1.5	1.1
Pigs	-	-	-
Poultry & Eggs	2.3	2.0	2.5
Milk	-	-	-
Total Livestock	5.5	5.2	3.8
Cereals (inc. Straw)	11.3	9.3	9.2
Fruit & Hops	179.4	130.9	163.5
Other Crops	23.0	20.5	22.3
Total Crops	213.7	160.7	195.0
Forage & Tillage Valuation Changes	(-) 0.1	0.2	-
Other Receipts	3.5	2.0	1.7
GROSS OUTPUT	222.6	168.1	200.5
NET OUTPUT	215.0	161.9	193.5
GROSS MARGIN	136.7	94.3	119.9

Farm Type: Intensive Arable - Fruit.

INPUTS	Average 1972-73	Average 1970-73	Premium Farms 1970-73
Bought Feed	1.3	1.4	1.5
Bought Seed	6.3	4.8	5.5
Fertilizers	7.1	5.4	6.2
Casual Labour	31.2	25.7	26.3
Contract Work	3.3	3.0	3.9
Miscellaneous Variable Costs	36.7	33.5	37.2
Total Variable Costs	85.9	73.8	80.6
Regular labour - paid	13.7	12.7	14.0
Regular labour - unpaid	13.9	10.9	12.8
Machinery Depreciation	6.4	5.8	6.3
Fuel & Oil	4.5	3.9	3.9
Mach. Repairs, Veh. Tax & Ins.	8.6	6.6	6.9
Rent & Rates	8.2	7.4	8.5
General Overhead Costs	11.5	9.4	10.5
Total Fixed Costs	66.8	56.7	62.9
TOTAL INPUTS	152.7	130.5	143.5
Value of Home Grown Cereals used on Farm	0.9	N.A.	N.A.

Farm Type: Intensive Arable - Fruit.

PROFITABILITY £ per acre	Average 1972-73	Average 1970-73	Premium 1970-73
MANAGEMENT & INVESTMENT INCOME	69.9	37.6	57.0
NET FARM INCOME	81.2	46.8	67.8
RETURN ON TENANT'S CAPITAL	55%	26%	46%

TENANT'S CAPITAL £ per acre			
Livestock	3.4	3.8	1.3
Crops & Cultivations	74.4	72.0	70.7
Stores, Etc.	10.0	6.5	7.5
Machinery & Equipment	35.3	32.8	35.9
TOTAL	123.1	115.1	115.4

DESCRIPTIVE STATISTICS	1972-73
% of land in: Cereals	24
Hops & Fruit	52
Other Crops	9
Forage	11
Bare Fallow	4

Grazing Livestock Units	Numbers per 100 acres	As %
Dairy Cows	-	-
Other Cattle	3	61
Sheep	2	39
Total	5	100

EFFICIENCY STANDARDS

	Average 1972-73	Premium 1970-73
Adjusted Gross Output per acre (£)	220	267
Standard Output per acre (£)	122	137
Output from Forage per Farm Forage Acre (£)	-	-
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	-	-
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	-	-
Gross Margin per £100 Labour (£)	263	N.A.
Labour Cost per 100 Standard Man-Days (£)	227	219
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	449	443
Fuel and Electricity	243	232
Contract	163	192
Depreciation	340	428
Total	1195	1295
Gross Margin per £100 Machinery Costs (£)	592	N.A.
Gross Margin per £100 Labour and Machinery (£)	184	N.A.

Enterprise Yield and Output figures are shown as whole-survey average on page 48.....

FINANCIAL RESULTS: £ per acre

	Average 1972-73	Average 1970-73	Premium Farms 1970-73
No. Farm Records	15	37	16
Average Acreage	301	276	251
GROSS OUTPUT			
Cattle	7.8	6.5	6.9
Sheep & Wool	6.1	4.2	4.3
Pigs	3.0	3.1	0.1
Poultry & Eggs	6.5	5.4	-
Milk	-	-	-
Total Livestock	23.4	19.2	11.3
Cereals (inc. Straw)	15.8	14.9	14.6
Fruit & Hops	86.6	81.7	115.4
Other Crops	4.0	4.6	7.7
Total Crops	106.4	101.2	137.7
Forage & Tillage Valuation Changes	(-) 1.2	0.1	-
Other Receipts	5.8	3.3	4.8
GROSS OUTPUT	134.4	123.8	153.8
NET OUTPUT	125.3	114.5	148.5
GROSS MARGIN	84.3	76.2	102.7

Farm Type: Intensive Arable - Hops/Fruit.

INPUTS	Average 1972-73	Average 1970-73	Premium Farms 1970-73
Bought Feed	6.3	6.0	1.2
Bought Seed	2.8	3.3	4.1
Fertilizers	6.4	5.8	6.5
Casual Labour	15.1	13.7	16.9
Contract Work	2.3	2.5	2.0
Miscellaneous Variable Costs	17.2	16.3	20.4
Total Variable Costs	[illegible]	47.6	51.1
Regular labour - paid	27.7	24.9	32.9
Regular labour - unpaid	2.0	2.3	2.2
Machinery Depreciation	6.5	6.0	6.9
Fuel & Oil	4.6	4.6	4.6
Mach. Repairs, Veh. Tax & Ins.	7.7	6.7	7.4
Rent & Rates	10.7	10.0	11.1
General Overhead Costs	8.4	7.2	8.3
Total Fixed Costs	67.6	61.7	73.4
TOTAL INPUTS	117.7	109.3	124.5
Value of Home Grown Cereals used on Farm	2.3	N.A.	N.A.

Farm Type: Intensive Arable - Hops/Fruit.

PROFITABILITY £ per acre	Average 1972-73	Average 1970-73	Premium 1970-73
MANAGEMENT & INVESTMENT INCOME	16.7	14.5	29.3
NET FARM INCOME	18.4	16.5	30.8
RETURN ON TENANT'S CAPITAL	18%	18%	33%

TENANT'S CAPITAL £ per acre			
Livestock	18.8	15.0	12.5
Crops & Cultivations	26.6	27.5	29.5
Stores, Etc.	9.5	7.4	7.4
Machinery & Equipment	36.1	34.1	39.0
TOTAL	91.0	84.0	88.4

DESCRIPTIVE STATISTICS	1972-73
% of land in: Cereals	39
Hops & Fruit	25
Other Crops	2
Forage	33
Bare Fallow	1

Grazing Livestock Units	Numbers per 100 acres	As %
Dairy Cows	-	-
Other Cattle	8	52
Sheep	12	48
Total	20	100

EFFICIENCY STANDARDS

	Average 1972-73	Premium 1970-73
Adjusted Gross Output per acre (£)	132	201
Standard Output per acre (£)	109	138
Output from Forage per Farm Forage Acre (£)	-	-
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	-	-
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	-	-
Gross Margin per £100 Labour (£)	221	N.A.
Labour Cost per 100 Standard Man-Days (£)	263	306
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	394	332
Fuel and Electricity	232	177
Contract	155	119
Depreciation	349	291
Total	1130	919
Gross Margin per £100 Machinery Costs (£)	426	N.A.
Gross Margin per £100 Labour and Machinery (£)	134	N.A.

Enterprise Yield and Output figures are shown as whole-survey average on page 48

FINANCIAL RESULTS: £ per acre

	Average 1972-73	Average 1970-73	Premium Farms 1970-73
No. Farm Records	6	16	8
Average Acreage	264	204	223
GROSS OUTPUT			
Cattle	0.5	0.2	-
Sheep & Wool	-	-	-
Pigs	17.6	17.4	24.6
Poultry & Eggs	-	-	-
Milk	-	-	-
Total Livestock	18.1	17.6	24.6
Cereals (inc. Straw)	28.6	22.7	22.4
Fruit & Hops	12.9	12.4	16.5
Other Crops	77.5	73.7	80.1
Total Crops	119.0	108.8	119.0
Forage & Tillage Valuation Changes	0.1	0.3	(-) 0.3
Other Receipts	1.5	1.5	1.1
GROSS OUTPUT	138.7	128.2	144.4
NET OUTPUT	124.8	112.4	127.2
GROSS MARGIN	93.7	80.3	94.2

Farm Type: Intensive Arable - Field Vegetables.

INPUTS	Average 1972-73	Average 1970-73	Premium Farms 1970-73
Bought Feed	8.1	9.0	11.4
Bought Seed	5.8	6.8	5.8
Fertilizers	7.1	7.0	6.7
Casual Labour	4.8	8.6	6.7
Contract Work	3.3	2.5	3.3
Miscellaneous Variable Costs	15.9	14.0	16.3
Total Variable Costs	45.0	47.9	50.2
Regular labour - paid	26.5	24.2	24.0
Regular labour - unpaid	3.8	6.3	6.3
Machinery Depreciation	6.7	6.8	7.1
Fuel & Oil	3.4	3.8	3.6
Mach. Repairs, Veh. Tax & Ins.	5.8	7.0	7.3
Rent & Rates	10.7	10.0	10.4
General Overhead Costs	5.6	6.2	6.2
Total Fixed Costs	62.5	64.3	64.9
TOTAL INPUTS	107.5	112.2	115.1
Value of Home Grown Cereals used on Farm	2.9	N.A.	N.A.

Farm Type: Intensive Arable - Field Vegetables.

PROFITABILITY £ per acre	Average 1972-73	Average 1970-73	Premium 1970-73
MANAGEMENT & INVESTMENT INCOME	31.2	16.0	29.3
NET FARM INCOME	33.5	20.2	36.4
RETURN ON TENANT'S CAPITAL	41%	21%	37%

TENANT'S CAPITAL £ per acre			
Livestock	5.8	6.6	7.2
Crops & Cultivations	26.8	29.1	28.2
Stores, Etc.	10.0	7.2	7.0
Machinery & Equipment	36.0	37.3	38.3
TOTAL	78.6	80.2	80.7

DESCRIPTIVE STATISTICS	1972-73
% of land in: Cereals	53
Hops & Fruit	4
Other Crops	37
Forage	6
Bare Fallow	-

Grazing Livestock Units	Numbers per 100 acres	As %
Dairy Cows	-	-
Other Cattle	-	-
Sheep	-	-
Total	-	-

EFFICIENCY STANDARDS

	Average 1972-73	Premium 1970-73
Adjusted Gross Output per acre (£)	141	168
Standard Output per acre (£)	100	133
Output from Forage per Farm Forage Acre (£)	-	-
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	-	-
Forage Acres per Grazing Livestock Unit	-	-
Adjusted Forage Acres per Grazing Livestock Unit	-	-
Gross Margin per £100 Labour (£)	300	N.A.
Labour Cost per 100 Standard Man-Days (£)	332	320
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	428	430
Fuel and Electricity	191	273
Contract	274	231
Depreciation	472	506
Total	1365	1440
Gross Margin per £100 Machinery Costs (£)	498	N.A.
Gross Margin per £100 Labour and Machinery (£)	184	N.A.

Enterprise Yield and Output figures are shown as whole-survey average on page 48....

FINANCIAL RESULTS: £ per acre

	Average 1972-73	Average 1970-73	Premium Farms 1970-73
No. Farm Records	3	9	3
Average Acreage	207	208	279
GROSS OUTPUT			
Cattle	38.5	19.5	23.9
Sheep & Wool	-	-	-
Pigs	-	-	-
Poultry & Eggs	-	-	-
Milk	92.7	83.1	82.6
Total Livestock	131.2	102.6	106.5
Cereals (inc. Straw)	3.5	3.7	7.5
Fruit & Hops	83.0	74.8	91.4
Other Crops	0.6	0.7	0.1
Total Crops	87.1	79.2	99.0
Forage & Tillage Valuation Changes	(-) 0.4	0.2	0.9
Other Receipts	1.3	1.3	1.2
GROSS OUTPUT	219.2	183.3	207.6
NET OUTPUT	176.4	145.0	168.6
GROSS MARGIN	112.7	83.8	103.8

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

INPUTS	Average 1972-73	Average 1970-73	Premium Farms 1970-73
Bought Feed	41.3	36.5	36.3
Bought Seed	1.5	1.8	2.7
Fertilizers	8.0	8.8	8.8
Casual Labour	13.5	14.8	17.1
Contract Work	12.5	9.7	11.2
Miscellaneous Variable Costs	29.7	27.9	27.7
Total Variable Costs	106.5	99.5	103.8
Regular labour - paid	30.5	25.3	23.2
Regular labour - unpaid	2.8	2.7	3.9
Machinery Depreciation	5.9	4.6	5.1
Fuel & Oil	4.3	4.0	5.2
Mach. Repairs, Veh. Tax & Ins.	7.3	6.5	7.3
Rent & Rates	12.3	11.1	11.6
General Overhead Costs	20.9	17.2	19.4
Total Fixed Costs	84.0	71.4	75.7
TOTAL INPUTS	190.5	170.9	179.5
Value of Home Grown Cereals used on Farm	1.9	N.A.	N.A.

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

PROFITABILITY £ per acre	Average 1972-73	Average 1970-73	Premium 1970-73
MANAGEMENT & INVESTMENT INCOME	28.7	12.4	28.1
NET FARM INCOME	31.5	15.1	31.9
RETURN ON TENANT'S CAPITAL	19%	11%	25%

TENANT'S CAPITAL £ per acre			
Livestock	60.1	49.3	44.6
Crops & Cultivations	25.3	24.2	24.1
Stores, Etc.	11.5	8.0	8.0
Machinery & Equipment	30.9	27.0	26.2
TOTAL	127.8	108.5	102.9

DESCRIPTIVE STATISTICS	1972-73
% of land in: Cereals	14
Hops & Fruit	20
Other Crops	-
Forage	66
Bare Fallow	-

Grazing Livestock Units	Numbers per 100 acres	As %
Dairy Cows	51	64
Other Cattle	27	36
Sheep	-	-
Total	78	100

EFFICIENCY STANDARDS

	Average 1972-73	Premium 1970-73
Adjusted Gross Output per acre (£)	220	363
Standard Output per acre (£)	176	234
Output from Forage per Farm Forage Acre (£)	177	235
Grazing Livestock Output (less concentrate) per adjusted forage acre (£)	88	N.A.
Forage Acres per Grazing Livestock Unit	0.9	0.6
Adjusted Forage Acres per Grazing Livestock Unit	1.5	2.0
Gross Margin per £100 Labour (£)	235	N.A.
Labour Cost per 100 Standard Man-Days (£)	237	269
Machinery Costs per 1000 Tractor Hours (£):		
Licences, Insurance, Repairs	374	398
Fuel and Electricity	468	1089
Contract	417	426
Depreciation	292	345
Total	1551	2258
Gross Margin per £100 Machinery Costs (£)	416	N.A.
Gross Margin per £100 Labour and Machinery (£)	147	N.A.

Enterprise Yield and Output figures are shown as whole-survey average on page 48.....

WHOLE-SURVEY YIELDS AND OUTPUTS

CROPS	AVERAGE		PREMIUM	
	Yield per acre	Output per acre	Yield per acre	Output per acre
Wheat	31 cwt	£52	39 cwt	£65
Barley	29 cwt	£45	35 cwt	£58
Oats	33 cwt	£48	41 cwt	£63
Potatoes	11 tons	£215	13 cwt	£309
Hops	-	£451	-	£641
Top Fruit	-	£262	-	£549
Small Fruit	-	£440	-	£771
Brassicas	-	£129	-	£226

DAIRY COWS				
	Yield per cow	Output per cow	Yield per cow	Output per cow
Friesian	968 gal.	£204	1192 gal.	£251
Channel Island	736 gal.	£193	776 gal.	£199
Others	761 gal.	£164	896 gal.	£187

DEFINITIONS OF TERMS

Gross Output. Revenue adjusted for changes in valuation and purchase 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 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 52)

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 52.

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.

Gross Margin per £100 Labour. Gross Margin 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 52) 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 52), but no 15% is added.

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

Farm Management Pocketbook is also available, price 60p post free, from Publication, 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	50	1.5	8	-
Barley	40	1.5	8	-
Oats and Mixed Corn	40	1.5	8	-
Beans - threshed	35	2	7	-
Peas - threshed	55	2	11	-
Vining Peas	80	2	10	-
Potatoes	160	15	25	-
Sugar beet	110	10	29	-
Herbage Seeds	40	1	8	-
Hops (Mach./hand picked)	430	50/125	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	40/9	-
Hay and Silage (1 cut/2 cuts)	-	1.5/2	6.5/10	-
Arable Silage	-	1.5	10	-
Grazing	-	0.5	2	-
Forage Sales	25	-	-	-
Keep Let	12	-	-	-
Bare Fallow	-	1	8	-
Dairy Cows (Parlour/Cowshed)	160	7/10	8	1
Bulls	-	4	7	1
Beef Cows	-	2.5	7	1
Barley Beef	90	3	4	-
15/18 month Beef (6-18 months)	50	3	5	.7
Other Cattle over 2 years	30	2.5	7	.8
" " 1-2 years	30	2	5	.6
" " ½-1 year *	15	1	3	.4
Calves, S.S. - to weaning *	50	-	-	-
" M.S. - " " *	35	1	1	-
Others to 6 months*	30	2	1	.1
Ewes	11	.6	1.5	.2
Rams	-	.6	1	.2
Other Sheep over 6 months	6	.4	1	.2
Sows	100	4	2.5	-
Boars	-	2	.5	-
Other Pigs over 2 months	35	.75	1.2	-
Laying Birds (intensive/ Free Range)	2	.1/.25	.05	-
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.