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FARM BUSINESS ANALYSIS (pd)

WYE COLLEGE

(University of London)

Farm Business Statistics
for
South East England

Supplement for 1981

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FOREWORD

This booklet presents average financial and physical data for 1979-80 (the 1979 crop year) and 1978-80. Premium figures, calculated from the most profitable 50 per cent. of farms in each group, are also given for 1979-80. All the information is derived from the Farm Management Survey.

The two-year averages are included in an attempt to allow for the variability of incomes on the same farms from year to year owing to the influence of extraneous factors such as weather, disease, etc.. Whilst three-year averages would be preferable in this respect, two-year averages were chosen because the effect of inflation on cost and returns reduces the present-day relevance of older figures.

All the data in this booklet were derived using current cost accounting procedures as far as was practicable. Increases in the value of tenants capital (breeding livestock, machinery, permanent crops and glasshouses) that were due to inflation were excluded from the calculation of net farm income, while a realistic figure for the loss in value of machinery, permanent crops and glasshouses due to depreciation was included.

The effect of these changes on the levels of Management and Investment Income for the size broad farm types are shown in the table on page 8. In addition, the holding gains on tenants capital are added back to the current cost MII to show the total gains from farming (excluding property appreciation). The justification for this is that although these gains are not disposable without affecting the farm business, they do represent an increase in wealth accruing to the farm operator.

Since the farms are divided by size and type into 18 separate groups it is inevitable that some groups contain relatively few farms. Where there are less than six farms per group comparisons must be made with extreme caution, particularly as there may be large variations within these groups. Small sample size for some groups represent the penalty for having a large number of narrowly defined groups selected from approximately 200 farms; nevertheless, this policy is preferred to having a smaller number of groups which would cover a wide range of farm types and size.

In addition, financial data are given for an identical sample of farms, divided into six major farm types, for 1978-79 and 1979-80, in order to show the changes in outputs, inputs and income between the two years.

A new table has been included in this edition of the statistics because of the exceptional circumstances applying at the time of going to press. The table on page 9 shows outputs, inputs and income for an identical sub-sample of farms for 1979-80 and 1980-81. These results, for those farms with financial year ends prior to March 1981, show a catastrophic fall in net farm income and management and

investment income on all types of farm, this latter measure being negative in every group. It must be stressed, however, that the figures in this table should be interpreted with caution, since they represent less than 25 per cent. of the normal sample and because they relate in many cases to a financial year which included the cold, wet winter of 1979-80. Livestock farmers, in particular, should have benefited to some extent from the better quality forage available in the 1980-81 winter, and from the improvement in lamb prices between the autumn of 1980 and the spring of 1981. Thus farms with a later financial year end than those to which the above figures relate, which represent the majority, may reveal rather better results. This remains to be seen.

Nigel Williams

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Finally we are also indebted to the Ministry of Agriculture whose grant to the University makes this work possible.

John Nix,
Head, Farm Business Unit
January, 1981.

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INTRODUCTION

GENERAL CONDITIONS

The Autumn of 1978 was exceptionally dry and warm: supplementary feeding of livestock was required earlier than usual because pastures were too dry for good growth. Cultivations and sowing of Autumn crops progressed well although there were problems with cloddy seedbeds on heavy land. Sowing of Winter cereals had been virtually completed by the end of November when the weather broke, putting an end to fieldwork.

The first few months of 1979 were cold and wet with below average temperatures; Autumn sown crops were retarded and some redrilling was required in the Spring. The sowing of Spring cereals and planting of potatoes was delayed. There was little grass growth and poaching was a problem. Some short-term leys were killed by the adverse conditions and grass due for conservation was grazed to make up the shortfall. The lamb crop was slightly larger than normal but also suffered from above average mortality.

Temperatures in May and June were below average, but the South suffered less than the rest of the country. Spring cereals and potatoes emerged later than normal. Lifting of early potatoes was delayed to allow bulking up to occur.

July was warm and dry with some very hot days in the South. The incidence of cereal diseases was greater than usual and maincrop potatoes did not bulk well. The dry weather allowed good progress with haymaking but there was little grass regrowth. August was mostly unsettled with occasional heavy showers and gale force winds. Fortunately the weather moderated in the second half of the month, allowing cereal harvesting to commence. It was not, however, as far advanced by the end of the month as it had been the previous year. Harvesting was completed in the South-East in September, which was dry.

The early Autumn was warm. Grass was still growing, brassica and fodder root crops made good progress and livestock were in excellent condition. Winter feed stocks were adequate for an average Winter, but silage quality was poor.

YIELDS AND PRICES

The late Spring in 1979 reduced average cereal yields from the levels achieved in 1978. Winter wheat yields fell from 5.3 to 5.0 tonnes per hectare, winter barley from 4.8 to 4.6, winter oats from 4.6 to 4.0 and spring barley from 4.0 to 3.9. Fortunately the average prices of cereals rose sufficiently to generate a small increase in output per hectare for each crop. Wheat rose from £90 to £97 per tonne, barley from £84 to £90, and oats from £83 to £92.

While these drops in yield were in line with national trends, potato growers in the South-East sample were fortunate to experience an increase in average yield from 30.4 to 34.2 tonnes per hectare when nationally yield fell by 2.7 tonnes to 33.0 tonnes per hectare. The price received per tonne also rose, from £41 to £63 per tonne. As a result output per hectare improved from £1246 to £2150.

Growers of permanent crops experienced increases in output from hops and top fruit but strawberries were not as productive as in 1978.

Milk yields barely increased from the level of the previous year, but an extra penny received per litre gave an increase in output per cow of £50 to £586.

A fuller list of crop yields and outputs on the survey farms is given in the table on page 49.

FINANCIAL RESULTS

1979-80 was yet another bad year for livestock farmers with the downward trend in net farm income continuing from the two preceding years.

The predominantly milk farms increased their output by eight per cent, which was wholly due to improved milk output. However, inputs rose by nearly 14 per cent because of large increases in fertiliser and labour costs (21 and 17 per cent respectively) which caused a decline in net farm income of 35 per cent to £65 per hectare. Management and investment income fell to one fifth of the level in the preceding year.

Large increases in feed and fertiliser costs (28 and 25 per cent respectively) on the predominantly sheep and cattle farms generated an overall increase in costs of 18 per cent. This exceeded the additional output of 13 per cent and reduced net farm income by 35 per cent to £20 per hectare.

The sheep, cattle and arable farms fared even worse, with net farm income falling to only £63 per farm. Large increases of 34, 27 and 28 per cent in feedingstuffs, fertiliser and paid labour pushed up costs by 25 per cent, more than enough to counter the 16 per cent extra output obtained.

In contrast, the specialist arable farms obtained a 14 per cent rise in net farm income. The improved output from all the different classes of crops enabled them to weather the substantial increases of 32, 44 and 63 per cent in fertiliser, crop protection and other crop variable inputs.

The intensive arable, hops and fruit farms were unable to achieve a similar result. Although total output increased by eight per cent, most items of expenditure also rose and net farm income fell by 31 per cent.

AVERAGE OUTPUTS AND INPUTS PER HECTARE BY TYPE OF FARM - TWO YEAR IDENTICAL SAMPLE

	PREDOMINANTLY MILK		PREDOMINANTLY ARABLE		PREDOMINANTLY SHEEP/CATTLE	
	1978-79	1979-80	1978-79	1979-80	1978-79	1979-80
	£.	£.	£.	£.	£.	£.
Dairy	639.9	701.5	0.1	0.1	0.0	0.0
Other Cattle	119.1	120.6	54.0	52.7	118.6	141.0
Sheep & Wool	0.5	1.0	23.7	21.6	100.8	108.4
Pigs	0.0	0.0	1.6	1.0	0.0	0.0
Poultry & Eggs	0.3	0.5	0.0	0.0	20.0	20.9
Cereals	49.0	52.8	260.8	288.5	71.3	69.2
Fruit & Hops	4.1	3.6	27.0	47.4	0.0	0.0
Other Crops	3.5	3.6	113.1	143.0	16.7	20.2
Miscellaneous	13.6	12.1	18.2	33.2	10.8	21.6
TOTAL OUTPUTS	830.0	895.7	498.5	587.5	338.2	381.3
Feed	280.5	317.5	24.1	27.7	60.6	77.6
O.L'Stock V.Is.	36.9	39.5	5.3	6.3	16.9	20.1
Seed	7.6	7.7	37.6	34.7	8.8	8.3
Fertilizers	48.3	58.6	43.3	57.2	20.0	25.0
Crop Protection	5.0	6.7	24.6	35.4	4.4	3.6
O.Crops V. Inputs	4.5	5.2	22.8	37.2	2.9	3.1
Casual & Contract	27.7	28.7	31.6	36.8	9.7	10.8
Paid Labour	89.7	105.0	56.2	64.7	21.4	21.1
Unpaid Labour	62.9	69.4	37.2	42.2	72.9	91.2
Machinery Costs	113.0	133.0	93.7	106.0	64.8	77.4
Rent & Rates	62.8	74.2	61.6	71.9	58.7	70.2
General Overheads	41.9	41.2	23.3	25.2	22.8	19.9
TOTAL INPUTS	780.8	886.7	461.3	545.3	363.9	428.3
MAN. & INV. INCOME	49.2	9.0	37.2	42.2	-25.7	-47.0
NET FARM INCOME	99.9	64.7	60.4	69.1	30.3	19.6
NO. of FARMS	34	34	43	43	10	10
AVERAGE AREA (ha)	114.4	115.7	190.4	190.9	79.8	78.9

AVERAGE OUTPUTS AND INPUTS PER HECTARE BY TYPE OF FARM - TWO YEAR IDENTICAL SAMPLE

	MILK WITH SHEEP/ CATTLE & ARABLE		SHEEP/CATTLE & ARABLE		INTENSIVE ARABLE FRUIT & HOPS	
	1978-79	1979-80	1978-79	1979-80	1978-79	1979-80
	£.	£.	£.	£.	£.	£.
Dairy	339.0	356.3	0.0	0.0	0.0	0.0
Other Cattle	91.0	92.3	77.3	82.2	19.3	10.6
Sheep & Wool	0.0	0.0	88.6	81.8	16.5	18.7
Pigs	0.0	0.0	0.0	0.0	0.0	0.0
Poultry & Eggs	0.0	0.0	10.2	10.0	23.8	31.9
Cereals	160.7	195.2	152.0	175.4	105.1	104.2
Fruit & Hops	0.0	0.0	9.1	6.9	908.8	957.0
Other Crops	72.2	116.4	15.6	32.5	27.0	22.1
Miscellaneous	36.0	50.4	20.6	38.2	60.7	110.8
TOTAL OUTPUT	698.9	810.6	373.4	427.0	1161.2	1255.3
Feed	163.7	172.2	48.8	65.4	24.4	31.1
O.L'Stock V.Is.	20.4	19.7	13.3	14.0	4.4	5.2
Seed	43.9	43.1	18.2	20.3	25.1	29.5
Fertilizers	55.6	70.0	34.6	43.8	41.3	41.5
Crop Protection	14.7	19.4	10.2	13.9	73.8	80.3
O.Crops V. Inputs	9.1	10.9	4.0	5.6	299.3	301.0
Casual & Contract	21.2	25.6	17.0	21.6	199.9	222.6
Paid Labour	97.7	117.3	37.2	47.6	156.8	170.6
Unpaid Labour	28.9	35.4	39.1	49.1	74.0	78.2
Machinery Costs	125.2	129.0	75.9	89.7	152.1	180.5
Rents & Rates	54.8	71.2	56.2	70.7	86.5	93.0
General Overheads	30.9	33.0	23.5	30.7	55.9	67.3
TOTAL INPUTS	666.1	746.8	378.0	472.4	1193.5	1300.8
MAN. & INV. INCOME	32.8	63.8	-4.6	-45.4	-32.3	-45.5
NET FARM INCOME	48.3	79.5	30.9	0.5	23.2	16.0
NO. of FARMS	15	15	17	17	22	22
AVERAGE AREA (ha)	198.0	201.7	130.9	125.1	79.0	78.3

COMPARISON OF MANAGEMENT AND INVESTMENT INCOME PER HECTARE - HISTORIC
COST AND CURRENT COST - BY GROUP 1979/80

	Predominantly Milk	Predominantly Arable	Predominantly Sheep/Cattle	Milk with Sheep/ Cattle & Arable	Sheep/Cattle & Arable	Intensive Arable Hops & Fruit
Man. & Inv. Income (historic cost)	37.3	70.0	(-)25.7	87.7	(-)8.8	9.1
Less Additional Depreciation	28.2	27.8	21.3	29.7	36.5	54.6
Man. & Inv. Income (current cost)	9.1	42.2	(-)47.0	58.0	(-)45.3	(-)45.5
<u>Plus Holding Gains on:</u>						
Tenants Capital						
Breeding Livestock	8.9	0.2	-0.5	5.0	-1.1	-0.3
Machinery	46.1	44.1	29.6	50.8	35.4	68.2
Permanent Crops	0.4	2.0	0.0	0.0	0.5	52.2
Total	55.4	46.3	29.1	55.8	34.8	120.1
Total Gains From Trading	64.5	88.5	(-)17.9	113.8	(-)10.5	74.6
Tenants Capital (current cost)	1065.4	728.5	645.0	931.7	705.1	1471.3
Man. & Inv. Income (current cost) as % of Tenants Capital	0.8	5.8	(-)7.3	6.2	(-)6.4	(-)3.1
Total Gains From Trading as % of Tenants Capital	6.0	12.1	(-)2.8	12.2	(-)1.5	5.1

AVERAGE OUTPUTS AND INPUTS PER HECTARE BY TYPE OF FARM - TWO YEAR IDENTICAL SAMPLE

	PREDOMINANTLY MILK		PREDOMINANTLY ARABLE		SHEEP/CATTLE AND ARABLE		MILK WITH ARABLE	
	1979-80	1980-81	1979-80	1980-81	1979-80	1980-81	1979-80	1980-81
	£.	£.	£.	£.	£.	£.	£.	£.
Dairy	712.3	798.5	27.2	0.0	0.0	0.0	354.0	337.7
Other Cattle	102.3	112.6	55.3	54.8	158.6	138.4	86.4	94.4
Sheep & Wool	3.1	4.8	35.3	25.3	65.3	80.9	5.8	27.3
Pigs	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Poultry & Eggs	0.6	0.4	0.0	0.0	0.4	0.0	0.0	0.3
Cereals	54.5	53.1	255.4	288.5	160.0	180.3	174.8	193.1
Fruit & Hops	0.0	0.0	7.4	9.5	0.0	0.0	0.0	0.0
Other Crops	2.7	1.2	73.0	67.7	31.0	27.4	4.0	4.0
Miscellaneous	14.8	18.2	39.4	39.8	34.0	39.3	20.6	18.6
TOTAL OUTPUTS	890.3	988.8	493.1	485.5	449.3	466.3	645.6	675.4
Feed	325.8	361.9	38.4	24.1	79.2	83.0	144.9	160.1
O.L'Stock V.Is.	41.0	54.3	9.1	5.5	15.8	19.7	22.4	26.4
Seed	8.0	8.8	24.6	31.4	18.6	18.6	15.5	20.5
Fertilizers	47.7	65.7	47.8	52.7	41.3	48.5	65.7	61.2
Crop Protection	6.8	8.7	23.0	29.7	10.5	17.4	15.8	23.7
O.Crops V.Is.	3.6	4.7	6.8	9.6	4.1	4.6	4.5	5.3
Casual & Contract	30.8	34.3	31.3	40.6	16.0	21.2	15.9	24.1
Paid Labour	82.1	95.7	53.1	53.3	50.2	59.2	98.0	106.1
Unpaid Labour	85.9	90.2	49.4	51.8	36.3	45.5	24.7	25.8
Machinery Costs	140.6	155.9	98.1	107.0	87.2	107.3	112.3	133.7
Rent & Rates	75.0	86.8	70.6	76.4	67.9	77.6	63.6	72.8
General Overheads	41.7	52.4	28.4	29.2	30.0	33.3	32.1	39.2
TOTAL INPUTS	889.0	1019.4	480.6	511.2	457.1	535.9	615.4	698.9
MAN. & INV. INCOME	1.3	-30.6	12.5	-25.7	-7.8	-69.6	30.2	-23.5
NET FARM INCOME	72.5	44.1	51.5	14.7	18.5	-32.8	51.3	-1.6
HOLDING GAINS ON TENANTS CAPITAL	56.5	60.8	42.3	45.8	29.7	40.2	51.4	49.3
NFI INCLUDING HOLDINGS GAINS	129.0	104.9	93.8	60.5	48.2	7.4	102.7	47.7
NO. OF FARMS	11	11	16	16	10	10	8	8
AVERAGE AREA (ha)	86.5	85.1	149.5	149.2	133.4	133.5	212.8	214.2

METHOD OF FARM CLASSIFICATION

The farm classification used in this booklet is based on the relative contribution of the Total Standard Output of four main types of enterprises: 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 1,2,3,4,5,6,7,8,9,16,17, or 18.
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 10,11,12, and 13.
3. If over 80% of total Standard Output comes from three categories combined, with none less than 20%, most farms will be group 14 or 15.
4. The breakdown of Standard Output for each of these farm groups is given on the next page, together with the average farm size in hectares, and the average Standard Output per hectare - which is an indication 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 Standard are merely a guide.

Premium Farm figures are the averages for the 50% of farms showing the highest Management and Investment Income per hectare over the two-year period. 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. Where the group is very small (i.e. three farms or less) no high profit figures are given.

PRODUCTION PATTERN FOR EACH FARM TYPE 1979/80

	Farm Type	Av. Ha	S.O. per Ha	% Milk	Standard S/C	Output from: P/P	Crops	Page
1.	Predom. Milk - under 60 ha	39	1113	85.5	12.7	-	1.8	12
2.	Predom. Milk - 60 - 120 ha	86	809	76.0	15.8	-	8.2	14
3.	Predom. Milk - over 120 ha	247	712	72.8	13.6	-	13.6	16
4.	Predom. Arable - under 100 ha	65	482	-	10.8	2.2	87.0	18
5.	Predom. Arable - 100 - 200 ha	14	444	-	21.5	-	78.5	20
6.	Predom. Arable - over 200 ha	389	527	2.7	13.6	-	83.7	22
7.	Predom. Sheep/Cattle - under 100 ha	54	338	-	80.9	4.8	14.3	24
8.	Predom. Sheep/Cattle - over 100 ha	174	440	-	65.7	0.3	34.0	26
9.	Predom. Pigs/Poultry	53	8214	5.9	2.9	77.2	14.0	28
10.	Milk and Arable - under 200 ha	132	775	48.5	13.0	-	38.5	30
11.	Milk and Arable - over 200 ha	324	568	44.9	12.7	-	42.4	32
12.	Sheep/Cattle and Arable - under 100 ha	54	376	-	47.6	2.3	50.1	34
13.	Sheep/Cattle and Arable - over 100 ha	184	396	-	45.5	-	54.5	36
14.	Milk, Sheep/Cattle and Arable	258	549	41.5	27.6	-	30.9	38
15.	'Mixed Farms' with Pigs/Poultry	157	844	5.5	18.3	40.0	37.2	40
16.	Intensive Arable - Fruit	66	1378	-	2.9	-	97.1	42
17.	Intensive Arable - Hops/Fruit	102	704	-	12.0	3.2	84.8	44
18.	Intensive Arable - Field Veg.	33	1905	-	-	-	100.0	46

FARM TYPE:Predominantly Milk - Under 60 Hectares

FINANCIAL RESULTS (£ per hectare)

	Average 1979/80	Premium 1979/80	Average 1978/80		Average 1979/80	Premium 1979/80	Average 1978/80
No. of Farm Records	11	5	22	<u>VARIABLE INPUTS</u>			
Average Area (ha)	38.6	44.7	39.7	Bought Feed	485.8	518.8	435.8
				Home-Grown Feed	8.9	18.5	8.8
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	57.2	53.9	52.3
Dairy	994.6	1018.0	910.2	Seed (inc. Home-Grown)	3.7	4.9	4.8
Other Cattle	122.1	139.9	124.7	Fertilizers	61.3	41.1	50.7
Sheep & Wool	0.0	0.0	0.0	Crop Protection	5.1	6.5	4.3
Pigs	0.0	0.0	0.0	Other Crop V.Is.	5.6	6.1	4.6
Poultry & Eggs	0.0	0.0	0.0	Casual Labour	13.0	21.9	13.2
TOTAL LIVESTOCK	<u>1116.7</u>	<u>1157.9</u>	<u>1034.9</u>	Contract Work	<u>31.3</u>	<u>31.2</u>	<u>26.9</u>
Cereals (inc. Straw)	14.3	31.4	17.5	TOTAL VARIABLE INPUTS	<u>671.9</u>	<u>702.9</u>	<u>601.4</u>
Fruit & Hops	0.0	0.0	0.0	TOTAL GROSS MARGIN	<u>471.7</u>	<u>505.3</u>	<u>466.6</u>
Other Crops	2.0	4.4	2.5	<u>FIXED INPUTS</u>			
TOTAL CROPS	<u>16.3</u>	<u>35.8</u>	<u>20.0</u>	Regular Labour-Paid	111.3	109.2	96.0
Miscellaneous				Regular Labour-Unpaid	139.9	137.6	128.4
Receipts	8.4	8.9	7.9	Machinery Depreciation	69.6	46.9	66.3
Forage & Tillage				Fuel & Oil	35.8	29.9	34.1
Valn. Changes	0.8	2.6	4.3	Mach.Rep.,Veh.Tax & Ins.	60.1	49.9	53.2
Profit or Loss on				Rent & Rates	80.5	81.1	74.2
Prev. year's Valn.	1.4	3.0	0.9	General Overhead Costs	56.8	56.7	52.4
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	<u>554.0</u>	<u>511.3</u>	<u>504.6</u>
OUTPUTS	1143.6	1208.2	1068.0	MANAGEMENT & INV.INCOME	<u>-82.3</u>	<u>-6.0</u>	<u>-38.0</u>
TOTAL INPUTS	<u>1225.9</u>	<u>1214.2</u>	<u>1106.0</u>	NET FARM INCOME	48.1	131.6	81.3
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	<u>53.2</u>	<u>32.5</u>	<u>80.0</u>
<u>INVESTMENT INCOME</u>	<u>-82.3</u>	<u>-6.0</u>	<u>-38.0</u>	N.F.I.INC.HOLDING GAINS	101.3	164.1	161.3

Farm Type: Predominantly Milk - Under 60 Hectares

<u>DESCRIPTIVE STATISTICS</u>	Average		Average Premium Average		
	1979/80		1979/80	1979/80	1978/80
% of Land in :Cereals	4				
Hops & Fruit	0				
Other Crops	0				
Forage	96				
Bare Fallow	0				
Grazing Livestock Units: per 100 ha	%				
Dairy Cows	178	75			
Other Cattle	63	25			
Sheep	<u>0</u>	<u>0</u>			
Total	<u>241</u>	<u>100</u>			
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	Average	Premium	Average		
	1979/80	1979/80	1978/80		
<u>TENANTS CAPITAL</u> (£ per ha)					
Livestock	725.40	776.70	671.40		
Crops and Cultivations	59.40	68.80	60.00		
Stores, etc	52.80	63.40	47.90		
Machinery & Equipment	<u>417.00</u>	<u>301.40</u>	<u>402.90</u>		
TOTAL	<u>1254.60</u>	<u>1210.30</u>	<u>1182.20</u>		
Management & Investment					
Income as a % of					
Tenants Capital	-7.9%	-1.1%	-3.4%		
<hr/>					
			<u>EFFICIENCY STANDARDS</u>		
Total Enterprise Output per Ha (£)	1143	1208	1068		
Standard Output per Ha (£)	1113	1137	999		
Output From Forage per Farm Forage Ha (£)	1055	1094	1011		
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	525	506	517		
Grazing Livestock Units per Forage Ha	2.5	2.6	2.4		
Grazing Livestock Units per Adjusted Forage Ha	1.7	1.6	1.8		
Gross Margin per £100 Labour (£)	180	194	199		
Labour Cost per 100 Standard Man-Days (£)	1756	1818	1419		
Machinery Costs per 1000 Tractor Units (£):					
Licences, Insurance, Repairs	1950	1621	1733		
Fuel and Electricity	1149	970	1111		
Contract	1009	972	880		
Depreciation	<u>2259</u>	<u>1520</u>	<u>2195</u>		
Total	<u>6367</u>	<u>5083</u>	<u>5919</u>		
Gross Margin per £100 Machinery Costs (£)	259	336	285		
Gross Margin per £100 Labour and Machinery (£)	102	120	113		

FARM TYPE: Predominantly Milk - 60 to 120 Hectares

FINANCIAL RESULTS (£ per hectare)

	Average 1979/80	Premium 1979/80	Average 1978/80		Average 1979/80	Premium 1979/80	Average 1978/80
No. of Farm Records	15	8	30	<u>VARIABLE INPUTS</u>			
Average Area (ha)	86.3	88.7	84.6	Bought Feed	249.2	316.2	228.0
				Home-Grown Feed	25.6	17.0	27.2
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	35.4	38.7	35.4
Dairy	624.2	748.8	599.7	Seed (inc. Home-Grown)	9.3	7.8	8.9
Other Cattle	134.1	147.0	128.0	Fertilizers	59.2	63.6	55.6
Sheep & Wool	2.3	4.2	1.7	Crop Protection	6.0	7.4	5.2
Pigs	0.0	0.0	0.0	Other Crop V.Is.	5.1	5.7	5.5
Poultry & Eggs	0.7	0.7	0.6	Casual Labour	11.0	6.6	8.6
TOTAL LIVESTOCK	<u>761.3</u>	<u>900.7</u>	<u>730.0</u>	Contract Work	<u>15.5</u>	<u>18.5</u>	<u>18.0</u>
Cereals (inc. Straw)	56.9	48.0	55.7	TOTAL VARIABLE INPUTS	<u>416.3</u>	<u>481.5</u>	<u>392.4</u>
Fruit & Hops	8.2	15.4	8.7	TOTAL GROSS MARGIN	<u>424.9</u>	<u>494.8</u>	<u>419.0</u>
Other Crops	4.5	5.1	4.9	<u>FIXED INPUTS</u>			
TOTAL CROPS	<u>69.6</u>	<u>68.5</u>	<u>69.3</u>	Regular Labour-Paid	89.0	104.3	82.0
Miscellaneous				Regular Labour-Unpaid	57.9	57.3	58.1
Receipts	9.1	9.4	9.1	Machinery Depreciation	61.9	52.9	55.3
Forage & Tillage				Fuel & Oil	28.5	28.3	25.7
Valn. Changes	0.4	-2.3	2.1	Mach.Rep., Veh.Tax & Ins.	36.9	33.2	34.9
Profit or Loss on				Rent & Rates	74.1	76.5	69.8
Prev. year's Valn.	<u>0.8</u>	<u>0.0</u>	<u>0.9</u>	General Overhead Costs	<u>37.4</u>	<u>37.9</u>	<u>39.5</u>
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	<u>385.7</u>	<u>390.4</u>	<u>365.3</u>
OUTPUTS	841.2	976.3	811.4	<u>MANAGEMENT & INV.INCOME</u>	<u>39.2</u>	<u>104.4</u>	<u>53.7</u>
TOTAL INPUTS	<u>802.0</u>	<u>871.9</u>	<u>757.7</u>	NET FARM INCOME	74.3	133.0	87.4
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	<u>55.0</u>	<u>58.2</u>	<u>66.6</u>
<u>INVESTMENT INCOME</u>	<u>39.2</u>	<u>104.4</u>	<u>53.7</u>	N.F.I.INC.HOLDING GAINS	129.3	191.2	153.9

Farm Type: Predominantly Milk - 60 to 120 Hectares

DESCRIPTIVE STATISTICS	Average		Average Premium Average		
	1979/80		1979/80	1979/80	1978/80
% of Land in :Cereals	14				
Hops & Fruit	1				
Other Crops	0				
Forage	85				
Bare Fallow	0				
Grazing Livestock Units: per 100 ha		%			
Dairy Cows	114	67			
Other Cattle	54	31			
Sheep	2	2			
Total	<u>170</u>	<u>100</u>			
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	Average	Premium	Average		
	1979/80	1979/80	1978/80		
<u>TENANTS CAPITAL</u> (£ per ha)					
Livestock	544.40	611.60	508.80		
Crops and Cultivations	77.00	78.20	71.50		
Stores, etc	52.10	61.70	46.20		
Machinery & Equipment	<u>373.00</u>	<u>327.90</u>	<u>348.40</u>		
TOTAL	<u>1046.50</u>	<u>1079.40</u>	<u>974.90</u>		
Management & Investment					
Income as a % of					
Tenants Capital	3.6%	9.9%	5.3%		
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<u>EFFICIENCY STANDARDS</u>					
Total Enterprise Output per Ha (£)	841	976	811		
Standard Output per Ha (£)	809	860	741		
Output From Forage per Farm Forage Ha (£)	883	992	852		
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	532	589	522		
Grazing Livestock Units per Forage Ha	2.0	2.1	2.0		
Grazing Livestock Units per Adjusted Forage Ha	1.8	1.8	1.8		
Gross Margin per £100 Labour (£)	276	314	289		
Labour Cost per 100 Standard Man-Days (£)	1299	1261	1098		
Machinery Costs per 1000 Tractor Units (£):					
Licences, Insurance, Repairs	1376	1196	1318		
Fuel and Electricity	1069	1036	971		
Contract	586	667	688		
Depreciation	<u>2334</u>	<u>1946</u>	<u>2115</u>		
Total	<u>5365</u>	<u>4845</u>	<u>5092</u>		
Gross Margin per £100 Machinery Costs (£)	314	393	338		
Gross Margin per £100 Labour and Machinery (£)	143	168	150		

ARM TYPE:Predominantly Milk - Over 120 Hectares

FINANCIAL RESULTS (£ per hectare)

	Average 1979/80	Premium 1979/80	Average 1978/80		Average 1979/80	Premium 1979/80	Average 1978/80
No. of Farm Records	10	5	21	<u>VARIABLE INPUTS</u>			
Average Area (ha)	247.7	309.4	240.8	Bought Feed	195.5	175.1	178.0
				Home-Grown Feed	40.4	51.1	37.0
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	37.2	33.4	31.4
Dairy	578.8	613.4	530.4	Seed (inc. Home-Grown)	10.0	7.5	9.5
Other Cattle	100.4	106.0	97.7	Fertilizers	65.5	61.5	58.7
Sheep & Wool	0.0	0.0	0.1	Crop Protection	9.7	6.7	9.3
Pigs	0.0	0.0	0.0	Other Crop V.Is.	4.0	4.7	3.2
Poultry & Eggs	0.8	0.1	0.6	Casual Labour	5.5	7.1	6.1
TOTAL LIVESTOCK	<u>680.0</u>	<u>719.5</u>	<u>628.8</u>	Contract Work	<u>15.5</u>	<u>15.7</u>	<u>13.4</u>
Cereals (inc. Straw)	88.7	84.5	87.6	TOTAL VARIABLE INPUTS	<u>383.3</u>	<u>362.8</u>	<u>346.6</u>
Fruit & Hops	0.1	0.2	0.1	TOTAL GROSS MARGIN	<u>407.2</u>	<u>463.6</u>	<u>387.3</u>
Other Crops	5.2	4.2	4.3	<u>FIXED INPUTS</u>			
TOTAL CROPS	<u>94.0</u>	<u>88.9</u>	<u>92.0</u>	Regular Labour-Paid	141.0	123.9	126.8
Miscellaneous				Regular Labour-Unpaid	10.6	13.5	10.7
Receipts	7.9	8.2	6.9	Machinery Depreciation	49.4	53.7	45.8
Forage & Tillage				Fuel & Oil	25.7	26.0	23.4
Valn. Changes	8.3	8.9	5.6	Mach.Rep.,Veh.Tax & Ins.	39.2	40.1	36.0
Profit or Loss on				Rent & Rates	70.3	65.6	62.6
Prev. year's Valn.	0.3	0.9	0.6	General Overhead Costs	33.7	30.9	34.6
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	<u>369.9</u>	<u>353.7</u>	<u>339.9</u>
OUTPUTS	790.5	826.4	733.9	<u>MANAGEMENT & INV.INCOME</u>	<u>37.3</u>	<u>109.9</u>	<u>47.4</u>
TOTAL INPUTS	<u>753.2</u>	<u>716.5</u>	<u>686.5</u>	NET FARM INCOME	45.6	118.8	55.4
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	56.2	55.2	65.4
<u>INVESTMENT INCOME</u>	<u>37.3</u>	<u>109.9</u>	<u>47.4</u>	N.F.I.INC.HOLDING GAINS	101.8	174.0	120.8

Farm Type: Predominantly Milk - Over 120 Hectares

<u>DESCRIPTIVE STATISTICS</u>	Average		Average Premium Average		
	1979/80		1979/80	1979/80	1978/80
<u>% of Land in :</u>					
Cereals	23				
Hops & Fruit	0				
Other Crops	0				
Forage	77				
Bare Fallow	0				
<u>Grazing Livestock Units:</u>	<u>per 100 ha</u>	<u>%</u>			
Dairy Cows	96	69			
Other Cattle	44	31			
Sheep	0	0			
Total	140	100			
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<u>TENANTS CAPITAL</u> (£ per ha)	Average	Premium	Average		
	1979/80	1979/80	1978/80		
Livestock	450.10	480.50	425.10		
Crops and Cultivations	94.60	70.20	89.50		
Stores, etc	55.20	53.20	52.60		
Machinery & Equipment	309.20	313.30	283.70		
TOTAL	909.10	917.20	850.90		
Management & Investment					
Income as a % of					
Tenants Capital	4.3%	12.0%	5.7%		
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	<u>EFFICIENCY STANDARDS</u>				
Total Enterprise Output per Ha (£)	790	826	734		
Standard Output per Ha (£)	713	752	647		
Output From Forage per Farm					
Forage Ha (£)	886	899	826		
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	582	595	529		
Grazing Livestock Units per Forage Ha	1.9	2.0	1.9		
Grazing Livestock Units per Adjusted Forage Ha	1.8	1.8	1.7		
Gross Margin per £100 Labour (£)	265	322	276		
Labour Cost per 100 Standard Man-Days (£)	1509	1277	1255		
Machinery Costs per 1000 Tractor Units (£):					
Licences, Insurance, Repairs	1482	1435	1418		
Fuel and Electricity	980	938	922		
Contract	584	580	523		
Depreciation	1889	1973	1798		
Total	4935	4926	4661		
Gross Margin per £100 Machinery Costs (£)	319	342	332		
Gross Margin per £100 Labour and Machinery (£)	143	165	149		

FARM TYPE: Predominantly Arable - Under 100 Hectares

FINANCIAL RESULTS (£ per hectare)

	Average 1979/80	Premium 1979/80	Average 1978/80		Average 1979/80	Premium 1979/80	Average 1978/80
No. of Farm Records	14	7	31	<u>VARIABLE INPUTS</u>			
Average Area (ha)	65.1	74.8	64.5	Bought Feed	12.0	10.3	21.1
				Home-Grown Feed	16.5	22.1	14.9
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	6.2	4.9	5.6
Dairy	0.0	0.0	0.0	Seed (inc. Home-Grown)	27.0	26.7	28.3
Other Cattle	43.3	52.9	41.4	Fertilizers	53.9	57.7	44.3
Sheep & Wool	22.3	15.0	26.5	Crop Protection	30.3	31.7	26.1
Pigs	3.0	6.0	3.6	Other Crop V.Is.	49.7	6.5	38.8
Poultry & Eggs	0.1	0.1	10.5	Casual Labour	11.3	7.7	13.0
TOTAL LIVESTOCK	68.7	74.0	82.0	Contract Work	19.1	14.8	23.1
Cereals (inc. Straw)	271.6	331.1	255.1	TOTAL VARIABLE INPUTS	226.0	182.4	215.2
Fruit & Hops	61.9	0.0	48.2	TOTAL GROSS MARGIN	331.9	373.9	306.2
Other Crops	117.8	113.5	107.3	<u>FIXED INPUTS</u>			
TOTAL CROPS	451.3	444.6	410.6	Regular Labour-Paid	39.2	21.3	39.7
Miscellaneous				Regular Labour-Unpaid	90.0	65.6	79.6
Receipts	15.5	15.2	14.5	Machinery Depreciation	55.5	57.8	51.6
Forage & Tillage				Fuel & Oil	20.6	20.7	18.1
Valn. Changes	1.7	3.9	1.6	Mach.Rep.,Veh.Tax & Ins.	29.7	30.8	28.0
Profit or Loss on				Rent & Rates	74.7	64.3	71.1
Prev. year's Valn.	20.4	18.6	12.7	General Overhead Costs	22.2	22.4	24.0
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	331.9	282.9	312.1
OUTPUTS	557.6	556.3	521.4	MANAGEMENT & INV.INCOME	-3	91.0	-5.9
TOTAL INPUTS	557.9	465.3	527.3	NET FARM INCOME	63.4	136.3	50.1
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	50.9	51.7	39.0
<u>INVESTMENT INCOME</u>	-3	91.0	-5.9	N.F.I.INC.HOLDING GAINS	114.3	188.0	89.1

Farm Type: Predominantly Arable - Under 100 Hectares

<u>DESCRIPTIVE STATISTICS</u>	Average		<u>EFFICIENCY STANDARDS</u>			
	1979/80	1979/80	1979/80	1979/80	1978/80	
% of Land in :Cereals	67		Total Enterprise Output per Ha (£)	558	556	521
Hops & Fruit	3		Standard Output per Ha (£)	482	442	405
Other Crops	10		Output From Forage per Farm			
Forage	19		Forage Ha (£)	495	541	424
Bare Fallow	1		Grazing Livestock Output (less			
Grazing Livestock Units: per 100 ha		%	concentrate) per Adjusted			
Dairy Cows	0	0	Forage Ha (£)	570	767	385
Other Cattle	19	53	Grazing Livestock Units per			
Sheep	18	47	Forage Ha	3.0	1.6	2.7
Total	37	100	Grazing Livestock Units per			
			Adjusted Forage Ha	4.7	4.4	3.3
			Gross Margin per £100 Labour (£)	283	377	274
			Labour Cost per 100 Standard			
			Man-Days (£)	2227	2200	1944
			Machinery Costs per 1000 Tractor			
			Units (£):			
			Licences, Insurance, Repairs	1476	1592	1334
			Fuel and Electricity	992	1084	840
			Contract	1002	785	1114
			Depreciation	2610	2943	2352
			Total	6080	6404	5640
			Gross Margin per £100 Machinery			
			Costs (£)	269	313	266
			Gross Margin per £100 Labour and			
			Machinery (£)	128	166	126
<u>TENANTS CAPITAL</u> (£ per ha)	Average	Premium	Average			
Livestock	102.30	113.70	104.00			
Crops and Cultivations	213.50	242.80	182.60			
Stores, etc	58.70	80.90	54.10			
Machinery & Equipment	332.60	357.10	305.50			
TOTAL	707.10	794.50	646.20			
Management & Investment						
Income as a % of						
Tenants Capital	-5.6%	9.6%	-5.4%			

FARM TYPE: Predominantly Arable - 100 to 200 Hectares

FINANCIAL RESULTS (£ per hectare)

	Average 1979/80	Premium 1979/80	Average 1978/80		Average 1979/80	Premium 1979/80	Average 1978/80
No. of Farm Records	16	8	31	<u>VARIABLE INPUTS</u>			
Average Area (ha)	141.1	156.0	140.3	Bought Feed	14.4	12.1	22.5
				Home-Grown Feed	16.9	9.8	14.4
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	7.0	4.5	6.6
Dairy	0.0	0.0	14.6	Seed (inc. Home-Grown)	34.2	46.1	48.8
Other Cattle	77.6	56.9	81.0	Fertilizers	54.1	57.6	53.1
Sheep & Wool	10.2	5.8	7.9	Crop Protection	30.5	37.5	27.1
Pigs	0.0	0.0	0.0	Other Crop V.Is.	10.6	17.0	13.4
Poultry & Eggs	0.0	0.0	0.0	Casual Labour	10.2	14.5	16.2
TOTAL LIVESTOCK	87.8	62.7	103.5	Contract Work	16.1	12.2	15.9
Cereals (inc. Straw)	283.3	314.8	267.3	TOTAL VARIABLE INPUTS	194.0	211.3	218.0
Fruit & Hops	14.2	7.5	28.0	TOTAL GROSS MARGIN	335.7	413.1	321.7
Other Crops	115.5	207.8	115.2	<u>FIXED INPUTS</u>			
TOTAL CROPS	413.0	530.1	410.5	Regular Labour-Paid	64.2	81.5	66.1
Miscellaneous				Regular Labour-Unpaid	31.8	31.8	28.6
Receipts	10.4	15.5	14.2	Machinery Depreciation	50.5	60.1	56.7
Forage & Tillage				Fuel & Oil	19.2	22.4	19.2
Valn. Changes	6.2	4.8	3.3	Mach.Rep.,Veh.Tax & Ins.	33.1	35.4	34.1
Profit or Loss on				Rent & Rates	66.2	65.1	60.8
Prev. year's Valn.	12.3	11.3	8.2	General Overhead Costs	26.4	26.0	24.9
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	291.4	322.3	290.4
OUTPUTS	529.7	624.4	539.7	<u>MANAGEMENT & INV.INCOME</u>	44.3	90.8	31.3
TOTAL INPUTS	485.4	533.6	508.4	NET FARM INCOME	60.4	103.9	46.4
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	39.5	48.0	40.5
<u>INVESTMENT INCOME</u>	44.3	90.8	31.3	N.F.I.INC.HOLDING GAINS	99.9	151.9	86.9

Farm Type: Predominantly Arable - 100 to 200 Hectares

	Average 1979/80		Average Premium Average 1979/80 1979/80 1978/80			
<u>DESCRIPTIVE STATISTICS</u>			<u>EFFICIENCY STANDARDS</u>			
% of Land in :Cereals	63		Total Enterprise Output per Ha (£)	530	624	540
Hops & Fruit	0		Standard Output per Ha (£)	444	485	421
Other Crops	8		Output From Forage per Farm Forage Ha (£)	338	280	395
Forage	27		Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	373	473	328
Bare Fallow	2		Grazing Livestock Units per Forage Ha	1.8	1.9	1.9
Grazing Livestock Units: per 100 ha		%	Grazing Livestock Units per Adjusted Forage Ha	2.7	2.6	2.2
Dairy Cows	0	0	Gross Margin per £100 Labour (£)	346	356	329
Other Cattle	35	69	Labour Cost per 100 Standard Man-Days (£)	1643	1939	1502
Sheep	<u>16</u>	<u>31</u>	Machinery Costs per 1000 Tractor Units (£):			
Total	<u>51</u>	<u>100</u>	Licences, Insurance, Repairs	1529	1641	1472
			Fuel and Electricity	881	1038	825
			Contract	740	560	697
			Depreciation	<u>2365</u>	<u>2776</u>	<u>2418</u>
			Total	<u>5515</u>	<u>6015</u>	<u>5412</u>
			Gross Margin per £100 Machinery Costs (£)	303	351	289
			Gross Margin per £100 Labour and Machinery (£)	153	170	147
<u>TENANTS CAPITAL</u> (£ per ha)						
Livestock	150.40	116.60	Average Premium Average 1979/80 1979/80 1978/80			
Crops and Cultivations	181.10	205.90				
Stores, etc	68.10	77.50				
Machinery & Equipment	<u>303.00</u>	<u>369.50</u>				
TOTAL	<u>702.60</u>	<u>769.50</u>				
Management & Investment						
Income as a % of						
Tenants Capital	6.8%	13.4%	6.0%			

FARM TYPE: Predominantly Arable - Over 200 Hectares

	FINANCIAL RESULTS (£ per hectare)				Average Premium Average		
	1979/80	1979/80	1978/80		1979/80	1979/80	1978/80
No. of Farm Records	19	10	35	<u>VARIABLE INPUTS</u>			
Average Area (ha)	389.0	304.3	366.1	Bought Feed	15.0	7.3	12.6
				Home-Grown Feed	15.3	8.1	12.3
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	7.8	5.4	6.7
Dairy	19.1	0.0	10.5	Seed (inc. Home-Grown)	35.6	39.7	35.4
Other Cattle	43.1	30.6	37.0	Fertilizers	59.2	60.6	52.8
Sheep & Wool	34.2	25.4	32.1	Crop Protection	38.0	43.7	34.2
Pigs	0.0	0.0	0.0	Other Crop V.Is.	41.2	60.6	34.2
Poultry & Eggs	0.0	0.0	0.0	Casual Labour	32.3	43.4	28.3
TOTAL LIVESTOCK	96.4	56.0	79.6	Contract Work	13.1	12.7	12.8
Cereals (inc. Straw)	278.4	315.1	273.2	TOTAL VARIABLE INPUTS	257.5	281.5	229.3
Fruit & Hops	57.8	104.7	49.9	TOTAL GROSS MARGIN	359.3	420.5	337.1
Other Crops	154.6	201.9	139.3	<u>FIXED INPUTS</u>			
TOTAL CROPS	490.8	621.7	462.4	Regular Labour-Paid	86.3	87.4	80.3
Miscellaneous				Regular Labour-Unpaid	7.5	8.0	7.5
Receipts	10.6	9.1	11.4	Machinery Depreciation	51.6	57.4	48.3
Forage & Tillage				Fuel & Oil	21.3	21.2	18.7
Valn. Changes	5.8	5.2	3.8	Mach.Rep.,Veh.Tax & Ins.	30.5	30.7	27.8
Profit or Loss on				Rent & Rates	71.8	71.1	66.5
Prev. year's Valn.	13.2	10.0	9.2	General Overhead Costs	26.7	27.3	25.9
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	295.7	303.1	275.0
OUTPUTS	616.8	702.0	566.4	<u>MANAGEMENT & INV.INCOME</u>	63.6	117.4	62.1
TOTAL INPUTS	553.2	584.6	504.3	NET FARM INCOME	67.0	122.3	66.1
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	43.7	50.0	38.5
<u>INVESTMENT INCOME</u>	63.6	117.4	62.1	N.F.I.INC.HOLDING GAINS	110.7	172.3	104.6

Farm Type: Predominantly Arable - Over 200 Hectares

<u>DESCRIPTIVE STATISTICS</u>	Average		<u>EFFICIENCY STANDARDS</u>			
	1979/80	1978/80	Average 1979/80	Average 1979/80	Average 1978/80	
% of Land in :Cereals	56		Total Enterprise Output per Ha (£)	617	702	566
Hops & Fruit	2		Standard Output per Ha (£)	527	562	445
Other Crops	16		Output From Forage per Farm			
Forage	24		Forage Ha (£)	470	491	384
Bare Fallow	2		Grazing Livestock Output (less			
Grazing Livestock Units: per 100 ha		8	concentrate) per Adjusted			
Dairy Cows	3	5	Forage Ha (£)	350	355	275
Other Cattle	15	26	Grazing Livestock Units per			
Sheep	40	69	Forage Ha	2.4	2.6	2.3
Total	58	100	Grazing Livestock Units per			
			Adjusted Forage Ha	2.9	3.2	2.5
			Gross Margin per £100 Labour (£)	351	401	362
			Labour Cost per 100 Standard			
			Man-Days (£)	1571	1519	1463
			Machinery Costs per 1000 Tractor			
			Units (£):			
			Licences, Insurance, Repairs	1280	1223	1163
			Fuel and Electricity	925	903	809
			Contract	563	553	556
			Depreciation	2303	2528	2136
			Total	5071	5207	4664
			Gross Margin per £100 Machinery			
			Costs (£)	314	356	318
			Gross Margin per £100 Labour and			
			Machinery (£)	155	172	160

<u>TENANTS CAPITAL</u> (£ per ha)	Average 1979/80	Premium 1979/80	Average 1978/80
Livestock	122.40	68.90	109.10
Crops and Cultivations	216.00	262.00	192.70
Stores, etc	93.90	97.90	89.10
Machinery & Equipment	295.90	331.40	288.10
TOTAL	728.20	760.20	679.00
Management & Investment			
Income as a % of			
Tenants Capital	8.8%	16.1%	9.4%

FARM TYPE: Predominantly Sheep/Cattle - Under 100 Hectares

FINANCIAL RESULTS (£ per hectare)

	Average 1979/80	Premium 1979/80	Average 1978/80		Average 1979/80	Premium 1979/80	Average 1978/80
No. of Farm Records	8	4	20	<u>VARIABLE INPUTS</u>			
Average Area (ha)	54.5	66.7	55.7	Bought Feed	58.3	101.6	52.4
				Home-Grown Feed	26.9	34.0	26.6
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	19.3	22.5	17.1
Dairy	0.0	0.0	0.0	Seed (inc. Home-Grown)	7.6	5.5	8.7
Other Cattle	170.6	294.4	156.0	Fertilizers	24.0	30.7	22.4
Sheep & Wool	80.4	39.7	74.3	Crop Protection	2.8	3.6	3.9
Pigs	0.0	0.0	0.0	Other Crop V.Is.	1.8	1.6	2.2
Poultry & Eggs	25.3	49.5	29.7	Casual Labour	3.9	3.4	4.1
TOTAL LIVESTOCK	276.3	383.6	260.0	Contract Work	7.5	4.3	8.4
Cereals (inc. Straw)	63.0	79.4	73.3	TOTAL VARIABLE INPUTS	152.1	207.2	145.8
Fruit & Hops	0.0	0.0	0.0	TOTAL GROSS MARGIN	215.7	277.7	218.2
Other Crops	7.9	11.1	7.0	<u>FIXED INPUTS</u>			
TOTAL CROPS	70.9	90.5	80.3	Regular Labour-Paid	18.2	15.4	16.6
Miscellaneous				Regular Labour-Unpaid	95.8	102.5	81.6
Receipts	13.5	8.7	19.4	Machinery Depreciation	32.8	36.1	32.8
Forage & Tillage				Fuel & Oil	18.3	14.8	16.0
Valn. Changes	3.9	1.3	0.5	Mach.Rep., Veh. Tax & Ins.	20.4	17.9	19.0
Profit or Loss on				Rent & Rates	68.5	55.7	63.4
Prev. year's Valn.	3.2	0.8	3.8	General Overhead Costs	19.8	14.5	19.7
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	273.8	256.9	249.1
OUTPUTS	367.8	484.9	364.0	<u>MANAGEMENT & INV. INCOME</u>	-58.1	20.8	-30.9
TOTAL INPUTS	425.9	464.1	394.9	NET FARM INCOME	24.0	109.6	40.6
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN. CAP.	27.4	27.6	22.6
<u>INVESTMENT INCOME</u>	-58.1	20.8	-30.9	N.F.I. INC. HOLDING GAINS	51.4	137.2	63.2

Farm Type: Predominantly Sheep/Cattle - Under 100 Hectares

<u>DESCRIPTIVE STATISTICS</u>	Average		Average Premium Average			
	1979/80		1979/80	1979/80	1978/80	
<u>% of Land in :</u>						
Cereals	15					
Hops & Fruit	0					
Other Crops	1					
Forage	83					
Bare Fallow	1					
<u>Grazing Livestock Units:</u>	<u>per 100 ha</u>	<u>%</u>				
Dairy Cows	0	0				
Other Cattle	64	40				
Sheep	<u>97</u>	<u>60</u>				
Total	<u>161</u>	<u>100</u>				
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<u>TENANTS CAPITAL</u> (£ per ha)			Average Premium	Average		
			1979/80	1979/80	1978/80	
Livestock	352.10	411.80	327.80			
Crops and Cultivations	52.90	46.50	60.60			
Stores, etc	28.10	32.90	29.20			
Machinery & Equipment	<u>189.80</u>	<u>220.90</u>	<u>194.90</u>			
TOTAL	<u>622.90</u>	<u>712.10</u>	<u>612.50</u>			
Management & Investment						
Income as a % of						
Tenants Capital	-13.8%	-1.5%	-10.3%			
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			<u>EFFICIENCY STANDARDS</u>			
			Total Enterprise Output per Ha (£)	368	485	364
			Standard Output per Ha (£)	338	389	301
			Output From Forage per Farm Forage Ha (£)	380	560	352
			Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	298	431	268
			Grazing Livestock Units per Forage Ha	2.1	1.8	2.1
			Grazing Livestock Units per Adjusted Forage Ha	2.2	2.2	2.2
			Gross Margin per £100 Labour (£)	192	247	223
			Labour Cost per 100 Standard Man-Days (£)	1697	1722	1502
			Machinery Costs per 1000 Tractor Units (£):			
			Licences, Insurance, Repairs	1011	895	931
			Fuel and Electricity	894	712	794
			Contract	374	203	412
			Depreciation	<u>1561</u>	<u>1735</u>	<u>1528</u>
			Total	<u>3840</u>	<u>3545</u>	<u>3665</u>
			Gross Margin per £100 Machinery Costs (£)	290	374	288
			Gross Margin per £100 Labour and Machinery (£)	111	143	120

FARM TYPE: Predominantly Sheep/Cattle - Over 100 Hectares

	<u>FINANCIAL RESULTS (£ per hectare)</u>						
	Average 1979/80	Premium 1979/80	Average 1978/80		Average 1979/80	Premium 1979/80	Average 1978/80
No. of Farm Records	3	0	6	<u>VARIABLE INPUTS</u>			
Average Area (ha)	173.7	0.0	178.3	Bought Feed	42.2	0.0	34.3
				Home-Grown Feed	30.9	0.0	20.8
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	20.4	0.0	18.1
Dairy	0.0	0.0	0.0	Seed (inc. Home-Grown)	16.3	0.0	13.6
Other Cattle	141.0	0.0	88.2	Fertilizers	38.3	0.0	27.0
Sheep & Wool	146.8	0.0	177.4	Crop Protection	7.5	0.0	6.7
Pigs	0.0	0.0	0.0	Other Crop V.Is.	7.5	0.0	5.6
Poultry & Eggs	2.1	0.0	2.0	Casual Labour	4.3	0.0	4.7
TOTAL LIVESTOCK	289.9	0.0	267.6	Contract Work	5.0	0.0	4.7
Cereals (inc. Straw)	125.2	0.0	96.4	TOTAL VARIABLE INPUTS	172.4	0.0	135.5
Fruit & Hops	0.0	0.0	0.0	TOTAL GROSS MARGIN	316.2	0.0	286.0
Other Crops	50.4	0.0	39.4	<u>FIXED INPUTS</u>			
TOTAL CROPS	175.6	0.0	135.8	Regular Labour-Paid	62.5	0.0	50.0
Miscellaneous				Regular Labour-Unpaid	48.6	0.0	48.0
Receipts	12.1	0.0	14.7	Machinery Depreciation	59.8	0.0	47.8
Forage & Tillage				Fuel & Oil	20.8	0.0	17.5
Valn. Changes	9.2	0.0	1.9	Mach.Rep., Veh.Tax & Ins.	27.5	0.0	21.4
Profit or Loss on				Rent & Rates	78.4	0.0	75.6
Prev. year's Valn.	1.8	0.0	1.5	General Overhead Costs	33.4	0.0	28.4
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	331.0	0.0	288.7
OUTPUTS	488.6	0.0	421.5	<u>MANAGEMENT & INV.INCOME</u>	-14.8	0.0	-2.7
TOTAL INPUTS	503.4	0.0	424.2	NET FARM INCOME	-12.0	0.0	1.9
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	36.8	0.0	31.2
<u>INVESTMENT INCOME</u>	-14.8	0.0	-2.7	N.F.I.INC.HOLDING GAINS	24.8	0.0	33.1

Farm Type: Predominantly Sheep/Cattle - Over 100 Hectares

DESCRIPTIVE STATISTICS	Average 1979/80		EFFICIENCY STANDARDS			
			Average 1979/80	Premium 1979/80	Average 1978/80	
% of Land in :Cereals	29		Total Enterprise Output per Ha (£)	489	0	421
Hops & Fruit	0		Standard Output per Ha (£)	440	0	392
Other Crops	3		Output From Forage per Farm Forage Ha (£)	445	0	362
Forage	68		Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	369	0	306
Bare Fallow	0		Grazing Livestock Units per Forage Ha	2.8	0.0	3.0
Grazing Livestock Units: per 100 ha		%	Grazing Livestock Units per Adjusted Forage Ha	2.8	0.0	2.8
Dairy Cows	0	0	Gross Margin per £100 Labour (£)	274	0	279
Other Cattle	55	29	Labour Cost per 100 Standard Man-Days (£)	1411	0	1194
Sheep	<u>137</u>	<u>71</u>	Machinery Costs per 1000 Tractor Units (£):			
Total	<u>192</u>	<u>100</u>	Licences, Insurance, Repairs	1113	0	846
			Fuel and Electricity	846	0	696
			Contract	195	0	194
			Depreciation	<u>2417</u>	<u>0</u>	<u>1897</u>
			Total	<u>4571</u>	<u>0</u>	<u>3633</u>
			Gross Margin per £100 Machinery Costs (£)	280	0	335
			Gross Margin per £100 Labour and Machinery (£)	138	0	150
TENANTS CAPITAL (£ per ha)						
Livestock	378.70	0.0	366.60			
Crops and Cultivations	119.30	0.0	87.20			
Stores, etc	44.10	0.0	33.00			
Machinery & Equipment	<u>326.20</u>	<u>0.0</u>	<u>269.60</u>			
TOTAL	<u>868.30</u>	<u>0.0</u>	<u>756.40</u>			
Management & Investment						
Income as a % of						
Tenants Capital	-1.3%	0.0%	-.2%			

FARM TYPE:Predominantly Pigs/Poultry

FINANCIAL RESULTS (£ per hectare)

	Average 1979/80	Premium 1979/80	Average 1978/80		Average 1979/80	Premium 1979/80	Average 1978/80
No. of Farm Records	3	0	6	<u>VARIABLE INPUTS</u>			
Average Area (ha)	68.5	0.0	85.7	Bought Feed	797.2	0.0	565.1
				Home-Grown Feed	48.9	0.0	62.8
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	133.6	0.0	97.5
Dairy	182.9	0.0	162.7	Seed (inc. Home-Grown)	40.9	0.0	47.5
Other Cattle	33.5	0.0	27.2	Fertilizers	58.8	0.0	50.9
Sheep & Wool	79.6	0.0	39.8	Crop Protection	20.0	0.0	21.5
Pigs	570.5	0.0	757.4	Other Crop V.Is.	23.7	0.0	36.7
Poultry & Eggs	1131.1	0.0	565.6	Casual Labour	110.7	0.0	91.1
TOTAL LIVESTOCK	1997.6	0.0	1552.7	Contract Work	48.2	0.0	33.5
Cereals (inc. Straw)	188.0	0.0	176.5	TOTAL VARIABLE INPUTS	1282.0	0.0	1006.6
Fruit & Hops	3.5	0.0	4.7	TOTAL GROSS MARGIN	1056.7	0.0	948.4
Other Crops	123.4	0.0	201.5	<u>FIXED INPUTS</u>			
TOTAL CROPS	314.9	0.0	382.7	Regular Labour-Paid	384.5	0.0	350.2
Miscellaneous				Regular Labour-Unpaid	52.5	0.0	43.3
Receipts	8.6	0.0	9.0	Machinery Depreciation	87.9	0.0	81.5
Forage & Tillage				Fuel & Oil	124.2	0.0	106.8
Valn. Changes	5.4	0.0	5.7	Mach.Rep.,Veh.Tax & Ins.	103.9	0.0	91.6
Profit or Loss on				Rent & Rates	115.5	0.0	98.4
Prev. year's Valn.	12.2	0.0	4.9	General Overhead Costs	88.6	0.0	77.9
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	957.1	0.0	849.7
OUTPUTS	2338.7	0.0	1955.0	<u>MANAGEMENT & INV.INCOME</u>	99.6	0.0	98.7
TOTAL INPUTS	2239.1	0.0	1856.3	NET FARM INCOME	152.1	0.0	142.0
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	77.1	0.0	64.6
<u>INVESTMENT INCOME</u>	99.6	0.0	98.7	N.F.I.INC.HOLDING GAINS	229.2	0.0	206.6

Farm Type: Predominantly Pigs/Poultry

<u>DESCRIPTIVE STATISTICS</u>	Average		<u>EFFICIENCY STANDARDS</u>			
	1979/80	1978/80	Average 1979/80	Premium 1979/80	Average 1978/80	
% of Land in :Cereals	48		Total Enterprise Output per Ha (£)	2339	0	1955
Hops & Fruit	1		Standard Output per Ha (£)	2274	0	1924
Other Crops	10		Output From Forage per Farm			
Forage	38		Forage Ha (£)	743	0	742
Bare Fallow	3		Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	401	0	431
Grazing Livestock Units: per 100 ha		%	Grazing Livestock Units per Forage Ha	2.4	0.0	2.1
Dairy Cows	24	28	Grazing Livestock Units per Adjusted Forage Ha	2.0	0.0	1.8
Other Cattle	10	11	Gross Margin per £100 Labour (£)	177	0	185
Sheep	53	61	Labour Cost per 100 Standard Man-Days (£)	1524	0	1449
Total	87	100	Machinery Costs per 1000 Tractor Units (£):			
			Licences, Insurance, Repairs	3117	0	2498
			Fuel and Electricity	3493	0	2755
			Contract	1750	0	1142
			Depreciation	2358	0	2073
			Total	10718	0	8468
			Gross Margin per £100 Machinery Costs (£)	269	0	300
			Gross Margin per £100 Labour and Machinery (£)	106	0	114
<u>TENANTS CAPITAL (£ per ha)</u>	Average 1979/80	Premium 1979/80	Average 1978/80			
Livestock	717.70	0.0	596.30			
Crops and Cultivations	133.30	0.0	118.90			
Stores, etc	80.90	0.0	68.20			
Machinery & Equipment	579.60	0.0	555.60			
TOTAL	1511.50	0.0	1339.00			
Management & Investment Income as a % of Tenants Capital	2.7%	0.0%	4.6%			

FARM TYPE:Milk and Arable - Under 200 Hectares

	<u>FINANCIAL RESULTS (£ per hectare)</u>				Average	Premium	Average	Average	Premium	Average
	1979/80	1979/80	1978/80		1979/80	1979/80	1978/80			
No. of Farm Records	10	5	17	<u>VARIABLE INPUTS</u>						
Average Area (ha)	132.5	132.0	129.8	Bought Feed	145.8	94.9	134.2			
				Home-Grown Feed	44.9	43.6	49.1			
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	22.1	19.6	21.3			
Dairy	397.5	417.3	365.5	Seed (inc. Home-Grown)	56.4	24.5	43.0			
Other Cattle	101.7	89.9	94.4	Fertilizers	80.5	76.0	63.3			
Sheep & Wool	0.0	0.0	0.0	Crop Protection	23.8	20.7	18.6			
Pigs	0.0	0.0	0.0	Other Crop V.Is.	13.7	9.3	12.6			
Poultry & Eggs	0.0	0.0	0.0	Casual Labour	19.2	15.3	17.5			
TOTAL LIVESTOCK	<u>499.2</u>	<u>507.2</u>	<u>459.9</u>	Contract Work	8.7	9.0	9.0			
Cereals (inc. Straw)	169.0	166.3	156.7	TOTAL VARIABLE INPUTS	<u>415.1</u>	<u>312.9</u>	<u>368.6</u>			
Fruit & Hops	0.0	0.0	0.0	TOTAL GROSS MARGIN	<u>481.4</u>	<u>574.5</u>	<u>419.5</u>			
Other Crops	<u>170.8</u>	<u>141.5</u>	<u>128.6</u>	<u>FIXED INPUTS</u>						
TOTAL CROPS	<u>339.8</u>	<u>307.8</u>	<u>285.3</u>	Regular Labour-Paid	138.2	143.0	119.9			
Miscellaneous				Regular Labour-Unpaid	40.5	32.3	41.2			
Receipts	40.1	61.5	28.2	Machinery Depreciation	74.6	90.3	61.3			
Forage & Tillage				Fuel & Oil	32.8	28.3	30.2			
Valn. Changes	1.2	-.2	1.3	Mach.Rep.,Veh.Tax & Ins.	45.0	44.8	40.9			
Profit or Loss on				Rent & Rates	69.2	73.2	60.9			
Prev. year's Valn.	<u>16.2</u>	<u>11.1</u>	<u>13.4</u>	General Overhead Costs	<u>38.3</u>	<u>33.8</u>	<u>36.1</u>			
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	<u>438.6</u>	<u>445.7</u>	<u>390.5</u>			
OUTPUTS	896.5	887.4	788.1	<u>MANAGEMENT & INV.INCOME</u>	<u>42.8</u>	<u>128.8</u>	<u>29.0</u>			
TOTAL INPUTS	<u>853.7</u>	<u>758.6</u>	<u>759.1</u>	NET FARM INCOME	59.6	154.3	47.5			
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	<u>68.6</u>	<u>88.0</u>	<u>60.6</u>			
<u>INVESTMENT INCOME</u>	<u>42.8</u>	<u>128.8</u>	<u>29.0</u>	N.F.I.INC.HOLDING GAINS	128.2	242.3	108.1			

Farm Type: Milk and Arable - Under 200 Hectares

DESCRIPTIVE STATISTICS	Average		Average Premium Average		
	1979/80	1978/80	1979/80	1979/80	1978/80
% of Land in :Cereals	39				
Hops & Fruit	0				
Other Crops	10				
Forage	50				
Bare Fallow	1				
Grazing Livestock Units: per 100 ha		%			
Dairy Cows	68	62			
Other Cattle	43	38			
Sheep	<u>0</u>	<u>0</u>			
Total	<u>111</u>	<u>100</u>			
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	Average	Premium	Average		
	1979/80	1979/80	1978/80		
<u>TENANTS CAPITAL</u> (£ per ha)					
Livestock	344.20	353.70	314.40		
Crops and Cultivations	139.50	129.00	119.00		
Stores, etc	71.80	57.00	62.30		
Machinery & Equipment	<u>508.20</u>	<u>494.70</u>	<u>411.50</u>		
TOTAL	<u>1063.70</u>	<u>1034.40</u>	<u>907.20</u>		
Management & Investment					
Income as a % of					
Tenants Capital	2.6%	9.2%	2.0%		
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<u>EFFICIENCY STANDARDS</u>					
Total Enterprise Output per Ha (£)	896	784	788		
Standard Output per Ha (£)	775	626	677		
Output From Forage per Farm Forage Ha (£)	1028	877	924		
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	575	590	512		
Grazing Livestock Units per Forage Ha	2.3	2.2	2.1		
Grazing Livestock Units per Adjusted Forage Ha	2.0	2.1	1.9		
Gross Margin per £100 Labour (£)	246	307	243		
Labour Cost per 100 Standard Man-Days (£)	1633	1237	1470		
Machinery Costs per 1000 Tractor Units (£):					
Licences, Insurance, Repairs	1635	1474	1555		
Fuel and Electricity	1194	967	1126		
Contract	342	310	361		
Depreciation	<u>2624</u>	<u>2488</u>	<u>2263</u>		
Total	<u>5795</u>	<u>5239</u>	<u>5305</u>		
Gross Margin per £100 Machinery Costs (£)	321	357	315		
Gross Margin per £100 Labour and Machinery (£)	136	162	135		

FARM TYPE: Milk and Arable - Over 200 Hectares

FINANCIAL RESULTS (£ per hectare)

	Average 1979/80	Premium 1979/80	Average 1978/80		Average 1979/80	Premium 1979/80	Average 1978/80
No. of Farm Records	8	4	15	<u>VARIABLE INPUTS</u>			
Average Area (ha)	323.6	358.3	339.6	Bought Feed	111.3	115.4	113.6
				Home-Grown Feed	34.1	23.6	29.9
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	17.7	20.1	18.3
Dairy	289.1	308.6	284.0	Seed (inc. Home-Grown)	16.1	14.3	18.6
Other Cattle	76.8	66.7	76.4	Fertilizers	58.1	54.0	59.2
Sheep & Wool	0.0	0.0	4.9	Crop Protection	13.6	15.4	13.9
Pigs	0.0	0.0	0.0	Other Crop V.Is.	5.3	7.4	5.6
Poultry & Eggs	0.0	0.0	0.0	Casual Labour	9.7	9.9	11.1
TOTAL LIVESTOCK	<u>365.9</u>	<u>375.3</u>	<u>365.3</u>	Contract Work	<u>16.7</u>	<u>15.7</u>	<u>10.9</u>
Cereals (inc. Straw)	224.1	231.4	220.0	TOTAL VARIABLE INPUTS	<u>282.6</u>	<u>275.8</u>	<u>281.1</u>
Fruit & Hops	13.4	26.7	11.5	TOTAL GROSS MARGIN	<u>355.5</u>	<u>397.5</u>	<u>351.0</u>
Other Crops	5.5	3.1	14.0	<u>FIXED INPUTS</u>			
TOTAL CROPS	<u>243.0</u>	<u>261.2</u>	<u>245.5</u>	Regular Labour-Paid	86.9	89.3	85.8
Miscellaneous				Regular Labour-Unpaid	18.9	16.2	16.8
Receipts	7.8	9.2	7.2	Machinery Depreciation	39.7	39.5	40.6
Forage & Tillage				Fuel & Oil	20.6	18.3	20.5
Valn. Changes	7.4	3.0	3.9	Mach.Rep.,Veh.Tax & Ins.	27.9	28.7	28.1
Profit or Loss on				Rent & Rates	72.9	64.6	66.6
Prev. year's Valn.	<u>14.0</u>	<u>24.6</u>	<u>10.2</u>	General Overhead Costs	<u>25.6</u>	<u>24.5</u>	<u>27.7</u>
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	<u>292.5</u>	<u>281.1</u>	<u>286.1</u>
OUTPUTS	638.1	673.3	632.1	<u>MANAGEMENT & INV.INCOME</u>	<u>63.0</u>	<u>116.4</u>	<u>64.9</u>
TOTAL INPUTS	<u>575.1</u>	<u>556.9</u>	<u>567.2</u>	NET FARM INCOME	74.3	127.7	74.0
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	35.4	34.3	42.2
<u>INVESTMENT INCOME</u>	<u>63.0</u>	<u>116.4</u>	<u>64.9</u>	N.F.I.INC.HOLDING GAINS	109.7	162.0	116.2

Farm Type: Milk and Arable - Over 200 Hectares

DESCRIPTIVE STATISTICS	Average 1979/80		Average Premium Average 1979/80 1979/80 1978/80		
	<u>% of Land in :</u>				
Cereals	52				
Hops & Fruit	1				
Other Crops	2				
Forage	45				
Bare Fallow	0				
Grazing Livestock Units: per 100 ha		%			
Dairy Cows	47	61			
Other Cattle	30	39			
Sheep	0	0			
Total	77	100			
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	Average	Premium	Average		
	1979/80	1979/80	1978/80		
<u>TENANTS CAPITAL</u> (£ per ha)					
Livestock	272.40	258.60	271.90		
Crops and Cultivations	145.30	224.50	132.30		
Stores, etc	60.20	56.60	60.80		
Machinery & Equipment	249.90	237.80	254.70		
TOTAL	727.80	777.50	719.70		
Management & Investment					
Income as a % of					
Tenants Capital	8.2%	15.1%	8.8%		
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<u>EFFICIENCY STANDARDS</u>					
Total Enterprise Output per Ha (£)	638	673	632		
Standard Output per Ha (£)	568	602	525		
Output From Forage per Farm Forage Ha (£)	833	879	809		
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	521	563	494		
Grazing Livestock Units per Forage Ha	1.8	1.8	1.8		
Grazing Livestock Units per Adjusted Forage Ha	1.8	1.8	1.8		
Gross Margin per £100 Labour (£)	310	348	314		
Labour Cost per 100 Standard Man-Days (£)	1599	1470	1384		
Machinery Costs per 1000 Tractor Units (£):					
Licences, Insurance, Repairs	1261	1282	1265		
Fuel and Electricity	932	794	930		
Contract	721	628	474		
Depreciation	1815	1772	1833		
Total	4729	4476	4502		
Gross Margin per £100 Machinery Costs (£)	348	395	355		
Gross Margin per £100 Labour and Machinery (£)	163	183	165		

FARM TYPE: Sheep/Cattle and Arable Under 100 Hectares

FINANCIAL RESULTS (£ per hectare)

	Average 1979/80	Premium 1979/80	Average 1978/80		Average 1979/80	Premium 1979/80	Average 1978/80
No. of Farm Records	8	4	13	<u>VARIABLE INPUTS</u>			
Average Area (ha)	53.7	57.8	61.3	Bought Feed	43.8	44.5	37.7
				Home-Grown Feed	20.4	25.5	19.8
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	13.3	12.7	13.0
Dairy	0.0	0.0	0.0	Seed (inc. Home-Grown)	21.8	27.6	21.7
Other Cattle	61.4	122.8	70.7	Fertilizers	41.7	44.8	37.3
Sheep & Wool	69.5	41.7	68.1	Crop Protection	10.5	10.3	9.2
Pigs	0.0	0.0	0.0	Other Crop V.Is.	4.7	7.3	4.9
Poultry & Eggs	21.3	25.0	19.7	Casual Labour	7.2	9.7	7.5
TOTAL LIVESTOCK	152.2	189.5	158.5	Contract Work	18.1	9.5	13.6
Cereals (inc. Straw)	158.0	190.2	144.9	TOTAL VARIABLE INPUTS	181.5	191.9	164.7
Fruit & Hops	0.0	0.0	0.0	TOTAL GROSS MARGIN	204.8	311.5	205.7
Other Crops	44.6	77.6	40.0	<u>FIXED INPUTS</u>			
TOTAL CROPS	202.6	267.8	185.0	Regular Labour-Paid	19.3	38.5	19.6
Miscellaneous				Regular Labour-Unpaid	75.7	65.7	67.9
Receipts	12.0	18.8	13.3	Machinery Depreciation	43.4	38.3	39.3
Forage & Tillage				Fuel & Oil	16.5	19.0	16.0
Valn. Changes	3.8	2.7	0.9	Mach.Rep., Veh. Tax & Ins.	27.0	24.1	27.9
Profit or Loss on				Rent & Rates	66.3	75.0	54.3
Prev. year's Valn.	15.7	24.6	12.7	General Overhead Costs	35.2	32.8	30.4
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	283.4	293.4	255.4
OUTPUTS	386.3	503.4	370.4	<u>MANAGEMENT & INV. INCOME</u>	-78.6	18.1	-49.7
TOTAL INPUTS	464.9	485.3	420.1	NET FARM INCOME	-2.9	83.7	17.3
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	36.7	35.0	30.3
<u>INVESTMENT INCOME</u>	-78.6	18.1	-49.7	N.F.I. INC. HOLDING GAINS	33.8	118.7	47.6

Farm Type: Sheep/Cattle and Arable - Under 100 Hectares

<u>DESCRIPTIVE STATISTICS</u>	Average		Average Premium Average			
	1979/80	1979/80	1979/80	1979/80	1978/80	
% of Land in :Cereals		42	<u>EFFICIENCY STANDARDS</u>			
Hops & Fruit		0	Total Enterprise Output per Ha (£)	386	485	370
Other Crops		2	Standard Output per Ha (£)	376	389	343
Forage		54	Output From Forage per Farm			
Bare Fallow		2	Forage Ha (£)	281	560	281
Grazing Livestock Units: per 100 ha		%	Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	141	431	176
Dairy Cows		0	Grazing Livestock Units per Forage Ha	2.6	1.8	2.4
Other Cattle		19	Grazing Livestock Units per Adjusted Forage Ha	2.9	2.2	2.6
Sheep		111	Gross Margin per £100 Labour (£)	206	247	223
Total		130	Labour Cost per 100 Standard Man-Days (£)	1520	1722	1432
			Machinery Costs per 1000 Tractor Units (£):			
			Licences, Insurance, Repairs	1368	895	1396
			Fuel and Electricity	829	712	796
			Contract	871	203	640
			Depreciation	2088	1735	1902
			Total	5156	3545	4734
			Gross Margin per £100 Machinery Costs (£)	217	374	226
			Gross Margin per £100 Labour and Machinery (£)	102	143	108
<u>TENANTS CAPITAL</u> (£ per ha)	Average	Premium	Average			
	1979/80	1979/80	1978/80			
Livestock	213.40	411.80	212.80			
Crops and Cultivations	124.10	46.50	111.20			
Stores, etc	42.60	32.90	35.60			
Machinery & Equipment	261.70	220.90	234.00			
TOTAL	641.80	712.10	593.60			
Management & Investment Income as a % of Tenants Capital	-12.8%	-1.5%	-8.8%			

FARM TYPE: Sheep/Cattle and Arable - Over 100 Hectares

FINANCIAL RESULTS (£ per hectare)

	Average 1979/80	Premium 1979/80	Average 1978/80		Average 1979/80	Premium 1979/80	Average 1978/80
No. of Farm Records	10	5	23	<u>VARIABLE INPUTS</u>			
Average Area (ha)	184.4	220.8	184.0	Bought Feed	29.6	26.1	24.0
				Home-Grown Feed	35.4	45.1	27.4
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	14.7	15.4	14.1
Dairy	0.0	0.0	0.0	Seed (inc. Home-Grown)	19.7	22.3	19.3
Other Cattle	95.4	128.6	91.2	Fertilizers	46.2	51.5	42.1
Sheep & Wool	93.0	70.5	89.6	Crop Protection	17.1	18.8	14.6
Pigs	0.0	0.0	0.0	Other Crop V.Is.	6.4	6.5	6.2
Poultry & Eggs	0.0	0.0	0.0	Casual Labour	10.3	7.8	11.6
TOTAL LIVESTOCK	<u>188.4</u>	<u>199.1</u>	<u>180.8</u>	Contract Work	9.4	11.8	8.2
Cereals (inc. Straw)	190.5	225.6	177.5	TOTAL VARIABLE INPUTS	<u>188.8</u>	<u>205.3</u>	<u>167.5</u>
Fruit & Hops	11.7	0.0	15.5	TOTAL GROSS MARGIN	<u>275.9</u>	<u>311.6</u>	<u>263.3</u>
Other Crops	31.8	40.6	29.1	<u>FIXED INPUTS</u>			
TOTAL CROPS	<u>234.0</u>	<u>266.2</u>	<u>222.1</u>	Regular Labour-Paid	69.5	63.8	60.2
Miscellaneous				Regular Labour-Unpaid	25.7	21.6	24.7
Receipts	16.4	13.5	13.3	Machinery Depreciation	44.7	41.1	40.1
Forage & Tillage				Fuel & Oil	17.4	17.1	16.7
Valn. Changes	10.6	11.2	5.6	Mach.Rep., Veh. Tax & Ins.	29.3	34.5	27.6
Profit or Loss on				Rent & Rates	73.3	72.3	67.3
Prev. year's Valn.	15.3	26.9	9.0	General Overhead Costs	27.3	28.4	25.8
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	<u>287.2</u>	<u>278.8</u>	<u>262.4</u>
OUTPUTS	464.7	516.9	430.8	<u>MANAGEMENT & INV. INCOME</u>	<u>-11.3</u>	<u>32.8</u>	<u>0.9</u>
TOTAL INPUTS	<u>476.0</u>	<u>484.1</u>	<u>429.9</u>	NET FARM INCOME	8.7	47.8	18.1
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	32.5	27.6	29.6
<u>INVESTMENT INCOME</u>	<u>-11.3</u>	<u>32.8</u>	<u>0.9</u>	N.F.I. INC. HOLDING GAINS	41.2	75.4	47.7

Farm Type: Sheep/Cattle and Arable - Over 100 Hectares

<u>DESCRIPTIVE STATISTICS</u>	Average		<u>EFFICIENCY STANDARDS</u>			
	1979/80	1978/80	Average Premium 1979/80	Average Premium 1979/80	Average Premium 1978/80	
% of Land in :Cereals	44		Total Enterprise Output per Ha (£)	465	0	431
Hops & Fruit	1		Standard Output per Ha (£)	397	0	342
Other Crops	3		Output From Forage per Farm Forage Ha (£)	428	0	379
Forage	51		Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	441	0	341
Bare Fallow	1		Grazing Livestock Units per Forage Ha	2.8	0.0	2.6
Grazing Livestock Units: per 100 ha		%	Grazing Livestock Units per Adjusted Forage Ha	4.2	0.0	3.1
Dairy Cows	0	0	Gross Margin per £100 Labour (£)	274	0	288
Other Cattle	41	30	Labour Cost per 100 Standard Man-Days (£)	1494	0	1364
Sheep	96	70	Machinery Costs per 1000 Tractor Units (£):			
Total	137	100	Licences, Insurance, Repairs	1307	0	1235
			Fuel and Electricity	761	0	738
			Contract	417	0	367
			Depreciation	1969	0	1789
			Total	4454	0	4129
			Gross Margin per £100 Machinery Costs (£)	270	0	287
			Gross Margin per £100 Labour and Machinery (£)	134	0	141
<u>TENANTS CAPITAL</u> (£ per ha)						
Livestock	289.50	0.0				
Crops and Cultivations	168.30	0.0				
Stores, etc	42.50	0.0				
Machinery & Equipment	261.20	0.0				
TOTAL	761.50	0.0				
Management & Investment						
Income as a % of						
Tenants Capital	-2.3%	0.0%				

FARM TYPE: Milk Sheep/Cattle and Arable

FINANCIAL RESULTS (£ per hectare)

	Average 1979/80	Premium 1979/80	Average 1978/80		Average 1979/80	Premium 1979/80	Average 1978/80
No. of Farm Records	7	3	15	<u>VARIABLE INPUTS</u>			
Average Area (ha)	258.2	356.9	229.5	Bought Feed	117.1	121.0	118.2
				Home-Grown Feed	28.0	29.1	29.3
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	19.6	22.0	19.3
Dairy	251.2	228.9	276.6	Seed (inc. Home-Grown)	19.7	25.1	23.1
Other Cattle	113.6	147.2	118.2	Fertilizers	42.1	38.7	45.8
Sheep & Wool	30.0	54.6	25.7	Crop Protection	12.8	13.7	11.2
Pigs	0.0	0.0	0.0	Other Crop V.Is.	7.5	14.7	6.5
Poultry & Eggs	0.0	0.0	0.0	Casual Labour	17.3	17.3	12.8
TOTAL LIVESTOCK	394.8	430.7	420.5	Contract Work	7.1	4.7	6.6
Cereals (inc. Straw)	145.9	158.1	126.6	TOTAL VARIABLE INPUTS	271.2	286.3	272.8
Fruit & Hops	10.1	23.6	4.7	TOTAL GROSS MARGIN	344.2	458.9	343.1
Other Crops	49.6	115.3	40.3	<u>FIXED INPUTS</u>			
TOTAL CROPS	205.6	296.9	171.6	Regular Labour-Paid	92.8	108.1	93.3
Miscellaneous				Regular Labour-Unpaid	25.8	23.3	24.1
Receipts	6.0	8.4	21.0	Machinery Depreciation	59.0	63.4	59.1
Forage & Tillage				Fuel & Oil	24.4	31.4	23.4
Valn. Changes	3.7	6.0	-5	Mach.Rep., Veh. Tax & Ins.	34.4	34.8	37.9
Profit or Loss on				Rent & Rates	63.4	73.2	56.9
Prev. year's Valn.	5.3	3.2	3.3	General Overhead Costs	34.3	39.1	33.9
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	334.1	373.3	328.6
OUTPUTS	615.4	745.2	615.9	<u>MANAGEMENT & INV. INCOME</u>	10.1	85.6	14.5
TOTAL INPUTS	605.3	659.6	601.4	NET FARM INCOME	28.7	92.2	32.7
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN. CAP.	54.9	49.3	60.3
<u>INVESTMENT INCOME</u>	10.1	85.6	14.5	N.F.I. INC. HOLDING GAINS	83.6	141.5	93.0

Farm Type: Milk Sheep/Cattle and Arable

DESCRIPTIVE STATISTICS	Average		Average Premium Average		
	1979/80		1979/80	1979/80	1978/80
% of Land in :Cereals	33				
Hops & Fruit	0				
Other Crops	3				
Forage	64				
Bare Fallow	0				
Grazing Livestock Units: per 100 ha		%			
Dairy Cows	41	33			
Other Cattle	45	37			
Sheep	35	30			
Total	121	100			
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	Average	Premium	Average		
	1979/80	1979/80	1978/80		
<u>TENANTS CAPITAL</u> (£ per ha)					
Livestock	339.50	367.00	356.70		
Crops and Cultivations	112.00	118.90	105.40		
Stores, etc	62.30	79.50	55.90		
Machinery & Equipment	317.70	341.60	354.30		
TOTAL	831.50	907.00	872.30		
Management & Investment					
Income as a % of					
Tenants Capital	0.6%	8.9%	0.9%		
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	<u>EFFICIENCY STANDARDS</u>				
Total Enterprise Output per Ha (£)	615	745	616		
Standard Output per Ha (£)	549	617	535		
Output From Forage per Farm Forage Ha (£)	638	738	662		
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	393	475	414		
Grazing Livestock Units per Forage Ha	2.0	2.4	2.0		
Grazing Livestock Units per Adjusted Forage Ha	1.8	2.2	1.9		
Gross Margin per £100 Labour (£)	250	311	259		
Labour Cost per 100 Standard Man-Days (£)	1603	1337	1345		
Machinery Costs per 1000 Tractor Units (£):					
Licences, Insurance, Repairs	1526	1394	1578		
Fuel and Electricity	1064	1252	971		
Contract	327	190	287		
Depreciation	2596	2478	2348		
Total	5513	5314	5184		
Gross Margin per £100 Machinery Costs (£)	283	342	284		
Gross Margin per £100 Labour and Machinery (£)	132	163	133		

FARM TYPE: Mixed with Pigs/Poultry

FINANCIAL RESULTS (£ per hectare)

	Average 1979/80	Premium 1979/80	Average 1978/80		Average 1979/80	Premium 1979/80	Average 1978/80
No. of Farm Records	6	3	9	<u>VARIABLE INPUTS</u>			
Average Area (ha)	157.7	125.3	163.5	Bought Feed	169.5	193.9	299.9
				Home-Grown Feed	92.6	134.2	100.6
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	17.3	26.6	32.4
Dairy	46.8	93.7	64.4	Seed (inc. Home-Grown)	28.9	32.0	25.8
Other Cattle	70.7	108.5	54.9	Fertilizers	52.7	68.6	48.9
Sheep & Wool	18.8	0.0	43.4	Crop Protection	25.5	17.7	22.3
Pigs	173.1	255.2	159.5	Other Crop V.Is.	24.0	35.6	17.3
Poultry & Eggs	93.7	84.3	401.7	Casual Labour	7.9	15.8	28.5
TOTAL LIVESTOCK	403.1	541.7	723.9	Contract Work	29.0	21.5	34.8
Cereals (inc. Straw)	190.8	144.0	195.1	TOTAL VARIABLE INPUTS	447.4	545.9	610.5
Fruit & Hops	0.0	0.0	0.0	TOTAL GROSS MARGIN	367.7	476.6	466.3
Other Crops	178.8	274.0	129.9	<u>FIXED INPUTS</u>			
TOTAL CROPS	369.6	418.0	325.0	Regular Labour-Paid	130.1	165.5	142.6
Miscellaneous				Regular Labour-Unpaid	26.1	35.5	23.4
Receipts	35.5	57.8	25.0	Machinery Depreciation	52.7	59.2	46.9
Forage & Tillage				Fuel & Oil	26.4	31.5	35.0
Valn. Changes	6.5	4.0	2.2	Mach.Rep., Veh. Tax & Ins.	39.0	44.7	40.8
Profit or Loss on				Rent & Rates	63.5	69.3	70.1
Prev. year's Valn.	0.4	0.9	0.7	General Overhead Costs	35.8	28.0	42.0
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	373.6	433.7	400.8
OUTPUTS	815.1	1022.4	1076.8	<u>MANAGEMENT & INV. INCOME</u>	-5.9	42.8	65.5
TOTAL INPUTS	821.0	979.6	1011.3	NET FARM INCOME	12.6	63.3	83.9
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN. CAP.	43.7	52.0	41.7
<u>INVESTMENT INCOME</u>	-5.9	42.8	65.5	N.F.I. INC. HOLDING GAINS	56.3	115.3	125.6

Farm Type: Mixed with Pigs/Poultry

<u>DESCRIPTIVE STATISTICS</u>	Average		Average Premium Average		
	1979/80		1979/80	1979/80	1978/80
% of Land in :Cereals		45			
Hops & Fruit		0			
Other Crops		11			
Forage		42			
Bare Fallow		1			
Grazing Livestock Units: per 100 ha			%		
Dairy Cows	12		15		
Other Cattle	38		48		
Sheep	30		37		
Total	80		100		
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	Average	Premium	Average		
	1979/80	1979/80	1978/80		
<u>TENANTS CAPITAL</u> (£ per ha)					
Livestock	252.10	278.90	292.60		
Crops and Cultivations	91.40	72.60	105.90		
Stores, etc	70.10	54.00	69.70		
Machinery & Equipment	338.90	401.70	310.60		
TOTAL	752.50	807.20	778.80		
Management & Investment					
Income as a % of					
Tenants Capital	-1.7%	8.4%	5.4%		
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<u>EFFICIENCY STANDARDS</u>					
Total Enterprise Output per Ha (£)	815	1064	1077		
Standard Output per Ha (£)	844	1109	810		
Output From Forage per Farm Forage Ha (£)	271	267	342		
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	163	162	226		
Grazing Livestock Units per Forage Ha	1.6	1.2	1.9		
Grazing Livestock Units per Adjusted Forage Ha	1.6	1.1	1.8		
Gross Margin per £100 Labour (£)	234	227	251		
Labour Cost per 100 Standard Man-Days (£)	1328	1301	1521		
Machinery Costs per 1000 Tractor Units (£):					
Licences, Insurance, Repairs	1509	1468	1618		
Fuel and Electricity	1016	1042	1418		
Contract	1214	703	1477		
Depreciation	2136	1891	1935		
Total	5875	5104	6448		
Gross Margin per £100 Machinery Costs (£)	258	324	291		
Gross Margin per £100 Labour and Machinery (£)	117	129	130		

FARM TYPE: Intensive Arable - Fruit

FINANCIAL RESULTS (£ per hectare)

	Average 1979/80	Premium 1979/80	Average 1978/80		Average 1979/80	Premium 1979/80	Average 1978/80
No. of Farm Records	15	7	31	<u>VARIABLE INPUTS</u>			
Average Area (ha)	65.7	49.5	63.2	Bought Feed	1.8	0.0	1.5
				Home-Grown Feed	1.6	0.0	1.1
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	3.0	1.2	2.5
Dairy	0.0	0.0	0.0	Seed (inc. Home-Grown)	35.6	62.5	30.0
Other Cattle	3.3	0.0	4.6	Fertilizers	41.9	48.0	43.3
Sheep & Wool	16.7	6.0	12.9	Crop Protection	99.3	124.7	99.6
Pigs	0.0	0.0	0.0	Other Crop V.Is.	417.8	672.4	444.8
Poultry & Eggs	0.0	0.0	0.0	Casual Labour	173.8	248.5	177.1
TOTAL LIVESTOCK	20.0	6.0	17.5	Contract Work	93.2	157.4	94.4
Cereals (inc. Straw)	103.2	86.1	87.5	TOTAL VARIABLE INPUTS	868.0	1314.7	894.3
Fruit & Hops	1201.3	1953.4	1325.1	TOTAL GROSS MARGIN	627.1	1071.5	672.0
Other Crops	22.7	43.1	28.3	<u>FIXED INPUTS</u>			
TOTAL CROPS	1327.2	2082.6	1440.9	Regular Labour-Paid	196.1	268.3	190.3
Miscellaneous				Regular Labour-Unpaid	91.8	117.2	97.2
Receipts	50.7	90.1	35.6	Machinery Depreciation	98.0	146.4	96.2
Forage & Tillage				Fuel & Oil	44.1	66.0	38.7
Valn. Changes	-4.2	0.4	-3.0	Mach.Rep.,Veh.Tax & Ins.	59.2	84.6	54.2
Profit or Loss on				Rent & Rates	100.6	118.3	98.7
Prev. year's Valn.	101.4	207.1	75.3	General Overhead Costs	81.1	115.0	79.0
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	670.9	915.8	654.3
OUTPUTS	1495.1	2386.2	1566.3	<u>MANAGEMENT & INV. INCOME</u>	-43.8	155.7	17.7
TOTAL INPUTS	1538.9	2230.5	1548.6	NET FARM INCOME	30.5	241.9	95.8
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	148.7	230.8	139.9
<u>INVESTMENT INCOME</u>	-43.8	155.7	17.7	N.F.I.INC.HOLDING GAINS	179.2	472.7	235.7

Farm Type: Intensive Arable - Fruit

<u>DESCRIPTIVE STATISTICS</u>	Average	
	1979/80	1978/80
% of Land in :Cereals	26	
Hops & Fruit	54	
Other Crops	4	
Forage	11	
Bare Fallow	5	
Grazing Livestock Units: per 100 ha		%
Dairy Cows	0	0
Other Cattle	2	11
Sheep	<u>16</u>	<u>89</u>
Total	<u>18</u>	<u>100</u>
<hr/>		
	Average	Premium Average
	1979/80	1979/80 1978/80
<u>TENANTS CAPITAL</u> (£ per ha)		
Livestock	28.80	4.70 24.10
Crops and Cultivations	1099.10	1969.10 1028.50
Stores, etc	71.20	93.40 64.50
Machinery & Equipment	<u>576.30</u>	<u>873.80</u> <u>558.40</u>
TOTAL	<u>1775.40</u>	<u>2941.00</u> <u>1675.50</u>
Management & Investment		
Income as a % of		
Tenants Capital	-14.2%	4.5% -7.4%

<u>EFFICIENCY STANDARDS</u>	Average Premium Average		
	1979/80	1979/80	1978/80
Total Enterprise Output per Ha (£)	1495	2386	1566
Standard Output per Ha (£)	1378	1662	992
Output From Forage per Farm Forage Ha (£)	126	130	133
Grazing Livestock Output (less concentrate) per Adjusted Forage Ha (£)	184	439	160
Grazing Livestock Units per Forage Ha	1.9	2.8	1.5
Grazing Livestock Units per Adjusted Forage Ha	1.9	3.6	1.5
Gross Margin per £100 Labour (£)	123	176	136
Labour Cost per 100 Standard Man-Days (£)	611	607	571
Machinery Costs per 1000 Tractor Units (£):			
Licences, Insurance, Repairs	1258	1601	1120
Fuel and Electricity	833	1050	726
Contract	1616	2384	1617
Depreciation	<u>1900</u>	<u>2546</u>	<u>1815</u>
Total	<u>5607</u>	<u>7581</u>	<u>5278</u>
Gross Margin per £100 Machinery Costs (£)	186	242	231
Gross Margin per £100 Labour and Machinery (£)	73	101	83

FARM TYPE: Intensive Arable - Hops and Fruit

	<u>FINANCIAL RESULTS (£ per hectare)</u>					
	<u>Average</u> 1979/80	<u>Premium</u> 1979/80	<u>Average</u> 1978/80	<u>Average</u> 1979/80	<u>Premium</u> 1979/80	<u>Average</u> 1978/80
No. of Farm Records	8	4	15	<u>VARIABLE INPUTS</u>		
Average Area (ha)	102.5	125.8	101.3	Bought Feed	51.4	85.3 50.8
<u>ENTERPRISE OUTPUTS</u>				Home-Grown Feed	27.9	42.8 23.7
Dairy	0.0	0.0	0.0	Other Livestock V.Is.	9.8	5.6 8.8
Other Cattle	22.8	0.0	34.2	Seed (inc. Home-Grown)	19.6	10.8 17.5
Sheep & Wool	25.5	9.7	22.8	Fertilizers	40.7	38.0 39.2
Pigs	0.0	0.0	0.0	Crop Protection	39.4	41.3 36.5
Poultry & Eggs	87.7	175.1	81.7	Other Crop V.Is.	66.3	63.0 51.6
TOTAL LIVESTOCK	136.0	184.8	138.7	Casual Labour	106.9	121.6 94.7
Cereals (inc. Straw)	117.2	123.7	129.3	Contract Work	19.4	26.0 19.4
Fruit & Hops	446.0	473.7	413.4	TOTAL VARIABLE INPUTS	381.4	434.4 342.2
Other Crops	28.1	36.6	25.1	TOTAL GROSS MARGIN	374.8	417.6 391.0
TOTAL CROPS	591.3	634.0	567.9	<u>FIXED INPUTS</u>		
Miscellaneous				Regular Labour-Paid	112.2	114.3 121.1
Receipts	17.5	19.9	16.6	Regular Labour-Unpaid	52.3	29.7 49.8
Forage & Tillage				Machinery Depreciation	57.6	42.4 54.9
Valn. Changes	8.5	11.7	8.8	Fuel & Oil	46.9	52.4 43.5
Profit or Loss on				Mach.Rep.,Veh.Tax & Ins.	42.7	45.7 45.7
Prev. year's Valn.	2.9	1.6	1.2	Rent & Rates	78.7	67.2 75.1
TOTAL ENTERPRISE				General Overhead Costs	36.8	36.5 38.2
OUTPUTS	756.2	852.0	733.2	TOTAL FIXED INPUTS	430.2	387.3 428.3
TOTAL INPUTS	811.6	821.7	770.5	<u>MANAGEMENT & INV.INCOME</u>	-55.4	30.3 -37.3
<u>MANAGEMENT &</u>				NET FARM INCOME	-16.2	50.1 0.4
<u>INVESTMENT INCOME</u>	-55.4	30.3	-37.3	HOLDING GAINS ON TEN.CAP.	63.4	63.1 54.5
				N.F.I.INC.HOLDING GAINS	47.2	113.2 54.9

Farm Type: Intensive Arable - Hops and Fruit

DESCRIPTIVE STATISTICS	Average		EFFICIENCY STANDARDS			
	1979/80	1979/80	1979/80	1979/80	1978/80	
% of Land in :Cereals	35		Total Enterprise Output per Ha (£)	756	852	733
Hops & Fruit	19		Standard Output per Ha (£)	704	749	622
Other Crops	2		Output From Forage per Farm			
Forage	43		Forage Ha (£)	174	100	206
Bare Fallow	1		Grazing Livestock Output (less			
Grazing Livestock Units: per 100 ha		%	concentrate) per Adjusted			
Dairy Cows	0	0	Forage Ha (£)	132	-20	158
Other Cattle	14	30	Grazing Livestock Units per			
Sheep	33	70	Forage Ha	1.3	0.9	1.6
Total	47	100	Grazing Livestock Units per			
			Adjusted Forage Ha	1.8	1.3	1.8
			Gross Margin per £100 Labour (£)	137	159	146
			Labour Cost per 100 Standard			
			Man-Days (£)	1022	927	920
			Machinery Costs per 1000 Tractor			
			Units (£):			
			Licences, Insurance, Repairs	1004	937	955
			Fuel and Electricity	1028	1083	915
			Contract	433	588	421
			Depreciation	1274	923	1163
			Total	3739	3531	3454
			Gross Margin per £100 Machinery			
			Costs (£)	230	264	248
			Gross Margin per £100 Labour and			
			Machinery (£)	85	98	91

TENANTS CAPITAL (£ per ha)	Average	Premium	Average
	1979/80	1979/80	1978/80
Livestock	111.20	51.30	117.20
Crops and Cultivations	281.60	331.40	265.50
Stores, etc	70.40	72.60	68.80
Machinery & Equipment	348.80	317.60	347.50
TOTAL	812.00	772.90	799.00
Management & Investment			
Income as a % of			
Tenants Capital	-9.3%	2.2%	-6.3%

FARM TYPE: Intensive Arable - Field Vegetables

FINANCIAL RESULTS (£ per hectare)

	Average 1979/80	Premium 1979/80	Average 1978/80		Average 1979/80	Premium 1979/80	Average 1978/80
No. of Farm Records	3	0	6	<u>VARIABLE INPUTS</u>			
Average Area (ha)	32.7	0.0	39.6	Bought Feed	0.0	0.0	0.0
				Home-Grown Feed	0.0	0.0	0.0
<u>ENTERPRISE OUTPUTS</u>				Other Livestock V.Is.	0.0	0.0	0.0
Dairy	0.0	0.0	0.0	Seed (inc. Home-Grown)	56.8	0.0	75.8
Other Cattle	0.0	0.0	0.0	Fertilizers	83.5	0.0	82.6
Sheep & Wool	0.0	0.0	0.0	Crop Protection	87.9	0.0	68.5
Pigs	0.0	0.0	0.0	Other Crop V.Is.	140.7	0.0	127.4
Poultry & Eggs	0.0	0.0	0.0	Casual Labour	148.2	0.0	101.4
TOTAL LIVESTOCK	0.0	0.0	0.0	Contract Work	25.0	0.0	38.6
Cereals (inc. Straw)	63.6	0.0	127.5	TOTAL VARIABLE INPUTS	542.1	0.0	494.3
Fruit & Hops	845.6	0.0	447.5	TOTAL GROSS MARGIN	1413.9	0.0	975.6
Other Crops	954.0	0.0	780.1	<u>FIXED INPUTS</u>			
TOTAL CROPS	1863.2	0.0	1355.1	Regular Labour-Paid	184.6	0.0	177.8
Miscellaneous				Regular Labour-Unpaid	192.3	0.0	147.8
Receipts	65.8	0.0	64.6	Machinery Depreciation	74.7	0.0	67.3
Forage & Tillage				Fuel & Oil	52.9	0.0	41.9
Valn. Changes	2.0	0.0	0.5	Mach.Rep., Veh. Tax & Ins.	78.2	0.0	71.9
Profit or Loss on				Rent & Rates	94.3	0.0	84.9
Prev. year's Valn.	25.0	0.0	49.7	General Overhead Costs	103.4	0.0	71.6
TOTAL ENTERPRISE				TOTAL FIXED INPUTS	780.3	0.0	663.2
OUTPUTS	1956.0	0.0	1469.9	<u>MANAGEMENT & INV. INCOME</u>	633.6	0.0	312.4
TOTAL INPUTS	1322.4	0.0	1157.5	NET FARM INCOME	803.3	0.0	439.1
<u>MANAGEMENT &</u>				HOLDING GAINS ON TEN.CAP.	83.9	0.0	58.9
<u>INVESTMENT INCOME</u>	633.6	0.0	312.4	N.F.I. INC. HOLDING GAINS	887.2	0.0	498.0

Farm Type: Intensive Arable - Field Vegetables

<u>DESCRIPTIVE STATISTICS</u>	Average		<u>EFFICIENCY STANDARDS</u>			
	1979/80	1978/80	Average 1979/80	Premium 1979/80	Average 1978/80	
% of Land in :Cereals	19		Total Enterprise Output per Ha (£)	1956	0	1470
Hops & Fruit	1		Standard Output per Ha (£)	1905	0	1307
Other Crops	72		Output From Forage per Farm			
Forage	3		Forage Ha (£)	0	0	0
Bare Fallow	5		Grazing Livestock Output (less			
Grazing Livestock Units: per 100 ha		%	concentrate) per Adjusted			
Dairy Cows	0	0	Forage Ha (£)	0	0	0
Other Cattle	0	0	Grazing Livestock Units per			
Sheep	0	0	Forage Ha	0.0	0.0	0.0
Total	0	0	Grazing Livestock Units per			
			Adjusted Forage Ha	0.0	0.0	0.0
			Gross Margin per £100 Labour (£)	267	0	224
			Labour Cost per 100 Standard			
			Man-Days (£)	641	0	758
			Machinery Costs per 1000 Tractor			
			Units (£):			
			Licences, Insurance, Repairs	1763	0	1572
			Fuel and Electricity	1172	0	903
			Contract	610	0	1014
			Depreciation	1733	0	1561
			Total	5278	0	5050
			Gross Margin per £100 Machinery			
			Costs (£)	609	0	434
			Gross Margin per £100 Labour and			
			Machinery (£)	183	0	143

<u>TENANTS CAPITAL</u> (£ per ha)	Average 1979/80	Premium 1979/80	Average 1978/80
Livestock	0.0	0.0	0.0
Crops and Cultivations	530.60	0.0	405.20
Stores, etc	44.40	0.0	37.00
Machinery & Equipment	435.30	0.0	396.80
TOTAL	1010.30	0.0	839.00
Management & Investment			
Income as a % of			
Tenants Capital	54.9%	0.0%	25.6%

FARM TYPE: GlasshouseFINANCIAL RESULTS
(£ per 100 sq.m. of Glass)

	Predominantly Vegetables Average	Predominantly Flowers Average
No. of Farm Records	14	4
Average Area (100 sq.m)	49.810	49.203
<u>ENTERPRISE OUTPUTS</u>		
Lettuce	188.9	34.1
Tomatoes	321.1	91.5
Celery	78.3	-
Other Vegetables	1.0	1.7
Flowers	-	<u>898.8</u>
Total Crops	589.3	1026.1
Miscellaneous Receipts	5.5	27.7
TOTAL ENTERPRISE OUTPUTS	594.8	<u>1053.8</u>
<u>INPUTS</u>		
Seeds and Plants	52.7	110.0
Fertilizers	15.7	17.2
Crop Protection	24.3	14.9
Other Crop Var. Inputs	35.1	156.1
Glasshouse Fuel	154.1	183.2
Water	5.9	5.0
Labour-Paid	71.2	269.8
Labour-Unpaid	202.5	130.8
Depreciation	49.2	59.2
Power and Machinery	33.5	63.1
Rent and Rates	20.4	24.4
General Repairs	19.7	34.0
Miscellaneous	11.2	<u>30.8</u>
TOTAL INPUTS	695.5	<u>1098.5</u>
<u>MANAGEMENT AND INVESTMENT INCOME</u>		
	<u>-100.7</u>	<u>-44.7</u>
<u>EFFICIENCY STANDARDS</u>		
Gross Margin per £100 Labour (£)	162.4	181.8
Labour Costs per 100 Standard Man Days (£)	1000.7	901.1
Gross Margin per £100 Machinery Costs (£)	156.2	210.3
Gross Margin per £100 Labour and Machinery Costs (£)	77.4	96.7
<u>TENANTS CAPITAL (£ per 100 sq.m.)</u>		
Crops and Cultivations	5.0	62.7
Stores etc.	4.6	80.1
Machinery and Equipment	<u>859.8</u>	<u>920.6</u>
TOTAL	869.4	1063.4
M.I.I. as % of Tenants Capital	(-)19.5	(-)11.9

WHOLE SURVEY YIELDS AND OUTPUTS

(Harvest 1979)

	No. of Crops	Yield per ha (tonnes)		Output per ha (£)	
		Average	Standard Deviation	Average	Standard Deviation
Winter Wheat	122	5.0	1.0	486	95
Spring Wheat	12	3.7	0.9	383	113
Winter Barley	76	4.6	0.8	412	78
Spring Barley	105	3.9	0.8	355	77
Winter Oats	64	4.0	1.1	366	101
Spring Oats	7	3.7	0.2	322	35
Beans for Stockfeed	6	3.0	0.5	360	120
Peas	13	3.5	0.5	544	117
Potatoes - First Early	6	19.6	5.0	1571	477
Potatoes for Ware	48	34.2	7.8	2150	556
Oilseed Rape	10	1.8	0.6	365	127
Hops	14	1.6	0.3	2714	597
Herbage Seed (Grass, Clover)	22	1.0	0.3	576	191
Cabbage - Spring Greens	5	-	-	707	361
Cabbage - Early	4	-	-	1453	522
Cabbage - Late Summer and Autumn	5	22.7	0.0	1066	610
Cabbage - Winter	8	2.5	1.4	824	504
Brussels Sprouts - Fresh	7	12.7	0.3	1467	734
Lettuce - Summer	15	-	-	5192	3776
Lettuce - Over Wintered	15	-	-	20296	7429
Broad Beans - Fresh Market	3	-	-	919	331
Runner Beans	3	19.1	0.0	3037	2415
Cucumbers	3	-	-	6419	2526
Marrows - Courgettes	3	-	-	1999	787
Tomatoes - Heated Glass	16	-	-	42608	17083
Apples - Culinary	18	16.1	5.1	2028	961
Apples - Dessert Cox	11	13.9	3.7	2922	1104
Apples - Dessert Worcester	10	3.9	1.6	547	498
Apples - Dessert	15	13.4	7.5	1532	924
Pears - Conference	10	16.3	10.2	2729	1989
Pears - Comice	4	17.5	1.7	3714	1177
Cherries	4	1.8	0.3	1434	1760
Strawberries - Fresh Market	14	4.2	0.9	3147	1819
Raspberries	5	7.8	3.8	4640	2795

DAIRY COWS	No. of Herds	Litres per Cow		Output per Cow (£)	
		Average	Standard Deviation	Average	Standard Deviation
Friesian	42	5156	829	586	95
Channel Island	5	3585	484	465	65
Ayrshire	2	4691	483	521	66

DEFINITION OF TERMS

Enterprise 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 made is also included, as is the value of output retained on the farm for feed and seed.

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. The value of home produced feed and seed used on the farm is included.

Variable Inputs, (as used in the calculation of Gross Margin). Those inputs which can be both allocated to a specific enterprise and which will vary in proportion to the scale of that enterprise.

Fixed Inputs, (as used in the calculation of Gross Margins). Those inputs 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 inputs, but they are usually treated as fixed inputs because of the difficulty in allocating them and because the total sum alters little with small changes in the farm plan. Depreciation of machinery is based on current cost of replacement rather than written-down historic cost.

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). Total enterprise output less variable inputs.

Management & Investment Income. Total enterprise 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 (calculated on a current cost basis which gives a truer reflection of the level of tenant's capital invested in the holding than does a valuation based on historic costs).

Crop Enterprise Outputs. Sales plus Subsidies plus market value of produce retained and used on the farm for feed and seed, plus Closing Valuation, for crops grown in the current cropping year.

Profit or Loss on Previous Year's Valuation. Sales plus subsidies plus market value of produce retained and used on the farm for feed and seed, less Opening Valuation, for crops grown in the previous cropping year.

Standard Output of a sale crop or type of livestock is its average price, including subsidies, 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 area of sale crops and numbers of livestock. (For the standards used see page 52).

Grazing Livestock Units are based on estimated annual metabolisable energy requirements, a dairy cow representing one 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 grain; changes in forage valuations are also included.

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

Farm Forage Hectares. The total area of crops grown for feeding to livestock, excluding cereals.

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

Adjusted Forage Hectares. Forage Hectares plus an 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 areas and number 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 tractorwork per annum. A total is obtained as for total standard man-days, using standard figures (see page 52 but no 15% is added).

Gross Margin per £100 Machinery Costs. Gross Margin x 100 divided by total annual machinery costs.

STANDARD DATA PER UNIT

The following figures were used for the calculations in this booklet:

		Standard Output £/unit	Standard Man-days per unit	Tractor Units	Grazing Livestock Units per head
Wheat	ha	455	2.5	17	-
Barley	"	350	2.5	17	-
Oats and Mixed Corn	"	330	2.5	17	-
Beans - threshed	"	400	2.5	17	-
Peas - threshed	"	500	2.5	17	-
Vining Peas	"	600	5	27	-
Potatoes	"	1400	28	48	-
Sugar Beet	"	800	10	36	-
Herbage Seeds	"	440	2.5	17	-
Oilseed Crops	"	440	2.5	17	-
Hops	"	2400	100	200	-
Dessert Apples	"	2200	94	86	-
Culinary Apples	"	1900	91	62	-
Feed Roots (cut/folded)	"	-	30/7	74/25	-
Kale (cut/folded)	"	-	15/3	99/22	-
Hay and Silage (1 cut/2 cuts)	"	-	4/5	16/25	-
Arable Silage	"	-	4	25	-
Grazing	"	-	1	5	-
Forage Sales	"	62	-	-	-
Keep Let	"	50	1.2	-	-
Bare Fallow	"	-	2.5	20	-
Stock Bulls	-	-	4	7	1
Dairy Cows	540	-	5	8	1
Dairy Heifers (2+ years)	100	-	2.5	7	.8
Breeding Stock (1-2 years)	110	-	2	5	.6
Breeding Stock (under 1 year)*	165	-	1	3	.4
Beef Cows	-	-	2.5	7	.8
Beef Heifers (2+ years)	100	-	2.5	7	.8
Fattening Cattle (2+ years)	110	-	2.5	7	.8
Fattening Cattle (1-2 years)	110	-	2	5	.6
Fattening Cattle (under 1 yr)*	165	-	1	3	.4
Rams	-	-	.5	1	.2
Ewes	30	-	.5	1.3	.2
Other Sheep (over 1 year)	15	-	.3	1	.2
Other Sheep (under 1 year)	15	-	.3	1	.2
Boars	-	-	2	0.5	-
Sow and Gilts	380	-	4	2.0	-
Fattening Pigs	100	-	.6	1.0	-
Rovers	100	-	.6	1.0	-
Piglets	100	-	.6	1.0	-
Hens/Pullets in lay	6	-	.05	.01	-
Pullets*	1.5	-	.025	.01	-
Broilers*	0.9	-	.01	.01	-
Turkeys*	10.0	-	.05	.01	-

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

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