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Farm business analysis

THE WEST OF SCOTLAND AGRICULTURAL COLLEGE

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FINANCIAL ACCOUNT and COSTING SUMMARY

FIGURES FOR FARM MANAGEMENT ADVISORY WORK

No. 4

178 Bothwell Street,
Glasgow, C.2.

Economics Department Report No. 105
1965

Reports recently issued, or in course of preparation, by the Economics Department are:-

- No. 97 Sheep in Sheds (Season 1963-64)
- No. 98 Farm Financial Returns, 1963-64 — Dairy Farms.
- No. 99 Farm Financial Returns, 1963-64 — Hill Farms in Highland Area.
1963 Lamb Crop Year.
- No. 100 Farm Financial Returns, 1963-64 — Hill Farms outwith Highland Area.
1963 Lamb Crop Year
- No. 101 Farm Financial Returns, 1963-64 — Livestock with Arable Farms.
- No. 102 Grass Silage Costings, 1964 Crop
- No. 103 Milk Production Investigation, 1964-65.
- No. 104 Tomato Costings, 1962-64
- No. 105 Financial Account and Costing Summary No. 4.

*With the Compliments of the
College Economist and Staff*

West of Scotland Agricultural College,
178 Bothwell Street,
GLASGOW, C.2.

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FINANCIAL ACCOUNT AND COSTING SUMMARY

Figures for Farm Management Advisory Work

No. 4 (1965)

INTRODUCTION

This booklet gives a summary of certain information available from farm account and costing investigations which relate to local conditions in the province of this College. It contains the most recent available data in summarised and tabular form.

As one of the aims is that of giving comparative data for reference purposes, the financial accounting details are presented in the same style as that used here for Farm Business Analysis.

The accounting information dealt with was obtained from a farm account sample where the first object is the continuing investigation into the financial returns from farming. It is not from a sample specially collected to give Farm Management data. But, broken up as they are into comparatively small size-type groups, the figures given are intended only as guides in management advisory work and not as indications of comparative profitability between the type groupings.

The first part of each section gives Explanatory Notes for the items on the pages which follow.

The Farm accounting information relates to farms where the financial year closed between autumn 1963 and midsummer, 1964.

Costing information for milk production refers to a year ended at 31st March, 1965.

Crop cost figures are given for the grass silage crop of 1964. Previous issues contained summary tables for the 1962 Oat Crop and 1961 Potato Crop.

J.A.R. Mitchell,
Economics Department,
1965.

USING THIS BOOKLET FOR REFERENCE

The farm account information given is for DAIRY FARMS:-
 Year ended mainly March or May, 1964. HILL AND UPLAND-STOCK FARMS:-
 The lamb crop and wool clip year of 1963: Hill Sheep Subsidy of 10/-
 per ewe. DAIRY WITH HILL OR MOOR FLOCK:- Same lamb crop and wool
 clip year and same H.S. subsidy. LIVESTOCK WITH ARABLE FARMS:- The
 harvest year of 1963. MILK COST RESULTS:- Year ended March, 1965.
GRASS SILAGE COSTS:- Crop 1964.

For the Dairy farms, information for size and enterprise groups is shown, while the Hill farms from the Highland area are given as a group-
 ing according to the importance of cattle. For the Livestock with Arable
 farms, size and intensity groups are given.

Certain features of the farming in this College province have to
 be kept in mind when using these figures outwith this area. Overall the
 dairying is comparatively specialist and, generally, low arable. The
 hill farms have a very high proportion of rough grazings while the area and
 the sample of Livestock with Arable farms have comparatively few medium to
 large cropping farms on good quality land.

Each set of tables (Pages I, II and III) is prepared in a standard
 style of presentation. Page I gives some physical data and, in the lower
 half, a farm Account Summary. This summary allows of a first, broad com-
 parison with a farm account by way of Revenue and Expenditure, before and
 after meeting capital expenditure. In Page II the presentation is by Gross
 Outputs and the Charges against this Output. In Page III the first table
 provides detail of the 'Other Expenditure' classification (in total on Page II),
 then the other part of this page, starting with Output, derives the Gross
 Margin and shows the Fixed Costs against this.

The figures are given per acre (adjusted) or per acre (actual) or
 per score of ewes, according to the type of farm.

Where information of the 'Best' (Most Profitable) Farms is given
 it appears at the end of the Explanatory Notes pages.

SOME GENERAL EXPLANATIONS FOR ACCOUNTING DATA

Accounting Method. Full explanations of this are given in the reports on 'Farm Financial Returns' issued annually by the Economics Department. An explanation here of certain points will be useful.

The financial year for the farm accounts closed at dates between autumn, 1963 and midsummer, 1964. For dairy farms the majority of the closing dates were at March or May, 1964. For hill farms, the accounts dealt with the 1963 lamb crop year. For the 'livestock with arable' farms, the accounts relate to the crop year and potato harvest of 1963.

The farm accounts from which the tables are prepared are all handled on a tenancy basis, with owner-occupied farms carrying a rental charge, but with certain ownership repair and other land-ownership expenses omitted. It is to be noted that up to and including the accounting year 1961-62 (farm accounts used in Summaries, No. 1 and 2), the rental value placed on owner-occupied farms was the gross assessed rent. For the third Summary, 1962-63, the rental values used for owner-occupied farms were estimates of what a tenant would pay under similar circumstances. These estimates of owner-occupier rents have been kept up to date.

Capital Expenditure is given net of any grants received. The total Depreciation charge covers three items, (i) Structures e.g. Cottages, Buildings, etc. - all at the one-tenth annual allowance. (ii) Equipment - field machinery and plant at the steading and (iii) Cars - the one (or more) farm cars, but with some portion of expenditure credited away to the private account. The rates of depreciation used are those approved by the Inland Revenue after the changes which followed the recent consolidation. Neither investment nor initial allowances were taken.

All accounts and costings contain estimated charges for the manual work of farmer, wife and family, normally at rates above the minimum wage rates. Family labour (sons, daughters and relatives) is coupled with hired labour in the normal labour charge which is part of Trading Expenditure, but wherever possible the estimate for farmer and wife is shown separately. The use of the term 'Profit' shows that only hired and family labour has been charged, while 'Surplus' indicates that an estimated item for the manual work of farmer and wife has, in addition, been inserted in Expenditure. 'Management and Investment Income' is an alternative term to Surplus.

As the size-type groups are small, any general separation of groups of 'Best Farms' is unlikely to give very reliable or rewarding results. This year no detailed information is given on the 'Best' (Most Profitable) farms, but if possible a general reference is made.

DAIRY FARMSExplanatory Notes.

The acreages used as divisors for all groups of dairy farms are adjusted acreages, i.e. with an equivalent for the acreage of rough grazing added to the crops and grass area of the farms. For the separate 'Dairy with Hill or Moor Flock' group actual acreages are used.

Except where otherwise stated all money figures are in £'s and decimal parts of £'s. The symbol + appearing in the Tables indicates a figure too small to be significant within the degree of accuracy used, but which is not zero.

For the farms dealt with here, the date of the closing valuation of the accounts lay between October 1963 and midsummer, 1964, but with the majority of the farms, the financial year closing at March or May, 1964. For that financial year the accounts of a total of about 187 dairy farms are now available.

In general, the dairy farming of much of the College province shows considerable specialisation in milk production, but as this summary is prepared for reference purposes in management advisory work and the aim is that of getting a number of reasonably clear-cut groups for which to present information on 'average' items, some of the farm accounts available were rejected as not fitting closely enough to the chosen type groupings. The information for this section was obtained from 161 dairy-farm accounts.

Within the three size groups used in the general reports on Dairy Farm Financial Returns, type-groupings were made according to the importance of the enterprises, or sidelines, additional to milk-production. This is illustrated by the structure of the 'Mainly Milk' groups, where other enterprises were always of very minor importance. Any grouping which yielded less than five farm records was ignored.

Some notes on the methods of type-grouping are as follows.

The use of 'Sheep' in groupings refers to breeding ewes. The use of 'Potatoes' in a group name refers to farms which grew some main-crop potatoes for sale from the harvest of 1963, incidentally, a rather low price potato year. In the size-group of 'Over 200 acres' the type-group 'Milk (Seasonal) and Sheep' indicates broadly a group of farms tending towards a summer milk pattern. Over the sample as a whole, the place of the sheep enterprise on dairy farms is handled by means of three groups. The term 'and Sheep', when used, generally relates to farms with little or no rough grazing, while farms with dairying and very substantial hill or moor grazings are shown in a separate section under a type name of 'Dairy with Hill or Moor Flock'. An intermediate type is shown within the dairy farm section, 'Milk and Sheep: Substantial Rough'.

Explanatory Notes

The pages which immediately follow contain information on the following groups:-

Mainly Milk	43	farms	
Milk, Pigs and/or Poultry	18	"	
Milk and Sheep	5	"	
Milk and Potatoes	<u>6</u>	"	72
Mainly Milk	30	farms	
Milk, Pigs and/or Poultry	9	"	
Milk and Sheep	15	"	
Milk and Potatoes	<u>5</u>	"	59
Mainly Milk	9	farms	
Milk (Seasonal) and Sheep	9	"	
Milk and Sheep:)			
Substantial Rough)	7	"	
Milk, Potatoes and Sheep	<u>5</u>	"	<u>30</u>
			<u>161</u>

Each group of pages titled:-

SMALL: GROUP AVERAGES
 MEDIUM: GROUP AVERAGES
 LARGE: GROUP AVERAGES

covers, within a section of three pages, certain average results for the three groups by enterprise type groups. The sequence of this information is:-

- I Acreages, Milk Production, etc.
- I Summary of Farm Accounts, per Acre.
- II Structure of Gross Output and Costs per Acre.
- III Detail of 'Other Expenditure' and Gross Margins per Acre.

THE MOST PROFITABLE ('BEST') FARMS

Using figures also given in the Report on Dairy Farm Financial Returns, for the 25% of farms showing the highest Surplus per acre, the average was £4 - £4:10/- in the Small and Medium sized groups and close on £9 of Surplus per acre for the Large farms.

The output levels obtained at some of the points in the analysis which provide useful comparative standards are:

SUMMARY OF RESULTS OF THE BEST DAIRY FARMS FOR YEAR 1963-64

(i.e. The 25% showing the highest Surplus per Acre)

	<u>Up to 125 Acres</u> <u>16 Farms</u> <u>Per Acre</u> <u>£</u>	<u>126 to 125 Acres</u> <u>14 Farms</u> <u>Per Acre</u> <u>£</u>	<u>Over 200 Acres</u> <u>8 Farms</u> <u>Per Acre</u> <u>£</u>
Gross Output	58.2	50.1	53.1
Net Output	40.5	34.1	40.1
Net Output less Fertilisers	37.6	31.0	36.2
Gross Margin	36.7	29.8	35.9
Surplus	4.5	3.9	8.8
	<u>Per £100 Labour(a)</u> <u>£</u>	<u>Per £100 Labour(a)</u> <u>£</u>	<u>Per £100 Labour(a)</u> <u>£</u>
Gross Output	353	396	416
Net Output	246	270	313
Net Output less Fertilisers	228	245	284
Gross Margin	223	236	281
Surplus	27.0	31.1	69.3

(a) Covers all Labour - Hired, Family and the estimate for Farmer and Wife.

DAIRY FARMS
SMALL (Page 1)
GROUP AVERAGES

Size Group Up to 125 acres

(Information for these groups is also given on the two following pages)

ACREAGES, MILK PRODUCTION, ETC.

GROUP NAME	Mainly <u>Milk</u>	Milk with <u>Pigs and/or Poultry</u>	Milk & <u>Sheep</u>	Milk & <u>Potatoes</u>
Number of farms	43	18	5	6
<u>FARM SIZE, CROP AND STOCK</u>				
Average size - acres (actual)	<u>86</u>	<u>94</u>	<u>126</u>	<u>118</u>
Average acres - Crops and grass	82	87	91	97
Rough grazing (equiv.)	<u>1</u>	<u>2</u>	<u>9</u>	<u>5</u>
Acres	<u>83</u>	<u>89</u>	<u>100</u>	<u>102</u>
Average acres - Wheat and potatoes	+	1	1	6
Other cereals	9	10	9	21
Roots, etc.	3	4	5	4
Grass: Mown	23	23	22	20
Grass: Not mown	47	49	54	46
Rough grazing (equiv.)	<u>1</u>	<u>2</u>	<u>9</u>	<u>5</u>
	<u>83</u>	<u>89</u>	<u>100</u>	<u>102</u>
Number of cows	31	36	32	38
Number of all other cattle	35	39	42	36
Number of ewes	+	3	32	-
Acres per cow carried (i)	2.6	2.4	3.1	2.7
Acres per cattle beast (ii)	1.2	1.2	1.4	1.4
<u>MILK PRODUCTION</u>				
"Winter" Sales as % of Year	42	44	44	39
Average price per gallon sold	35.0d.	35.0d.	36.0d.	33.8d.
<u>Milk Sales (iii)</u>				
Gallons per cow	746	748	763	725
Gallons per acre	283	305	247	270
£'s per cow	109	109	114	102
£'s per acre	41	45	37	38

Notes: (i) The acreage of the farms divided by the number of cows (average of opening and closing valuations). (ii) Similarly, for all cattle. (iii) Including household and perquisite milk; excludes stock-feed.

SUMMARY OF FARM ACCOUNTS

GROUP NAME	Mainly <u>Milk</u>	Milk with <u>Pigs and/or Poultry</u>	Milk & <u>Sheep</u>	Milk & <u>Potatoes</u>
<u>SUMMARY: PER ACRE</u>	£	£	£	£
Trading Revenue	56.4	73.1	54.7	53.5
<u>Less</u> Trading Expenditure	<u>47.4</u>	<u>61.4</u>	<u>45.7</u>	<u>44.0</u>
Balance (i)	9.0	11.7	9.0	9.5
<u>Less</u> Capital Expenditure (Net)	<u>4.0</u>	<u>6.4</u>	<u>1.2</u>	<u>6.5</u>
Balance (ii)	5.0	5.3	7.9	3.0
Change in Stock and Crop Valuation	(+) 0.5	(-) 0.2	(+) 0.6	(+) 0.3
Change in Equipment Valuation	(-) 0.2	(+) 0.5	(-) 3.2	(+) 0.3
PROFIT	5.3	5.6	5.3	3.6
<u>Less</u> Manual Work: Farmer and Wife	<u>8.9</u>	<u>9.3</u>	<u>9.1</u>	<u>5.6</u>
SURPLUS (Deficit = (-))	(-) <u>£3.6</u>	(-) <u>£3.7</u>	(-) <u>£3.8</u>	(-) <u>£2.0</u>

DAIRY FARMS
SMALL (Page II)
GROUP AVERAGES

Size Group Up to 125 acres

(Information for the groups is given on the previous and the next page)

STRUCTURE OF GROSS OUTPUT

GROSS OUTPUT PER ACRE	Mainly	Milk with	Milk &	Milk &
	<u>Milk</u>	<u>Pigs and/or Poultry</u>	<u>Sheep</u>	<u>Potatoes</u>
	£	£	£	£
Milk sales	41.3	44.6	37.0	38.1
Cattle	<u>7.4</u>	<u>7.0</u>	<u>7.6</u>	<u>5.0</u>
	48.7	51.6	44.6	43.1
Sheep and Wool	0.2	0.9	2.7	0.1
Pigs	0.2	3.9	-	-
Poultry and Eggs	1.1	7.2	1.6	0.8
Miscellaneous Livestock Items	<u>+</u>	<u>-</u>	<u>-</u>	<u>-</u>
Livestock Output (X)	<u>50.2</u>	<u>63.6</u>	<u>48.9</u>	<u>44.0</u>
Cereals and Straw	1.1	1.3	1.3	1.3
Potatoes	0.3	0.6	0.4	5.3
Other crop items	<u>1.2</u>	<u>0.8</u>	<u>0.2</u>	<u>0.3</u>
Crop Output (Y)	<u>2.6</u>	<u>2.7</u>	<u>1.9</u>	<u>6.9</u>
Total X + Y	52.8	66.3	50.8	50.9
Miscellaneous	<u>0.6</u>	<u>0.7</u>	<u>0.7</u>	<u>0.4</u>
GROSS OUTPUT	<u>£53.4</u>	<u>£67.0</u>	<u>£51.5</u>	<u>£51.3</u>

COSTS PER ACRE

COSTS PER ACRE	Mainly	Milk with	Milk &	Milk &
	<u>Milk</u>	<u>Pigs and/or Poultry</u>	<u>Sheep</u>	<u>Potatoes</u>
	£	£	£	£
Bought Feed	19.2	26.4	19.0	12.9
Grazing Taken	0.7	1.0	0.7	0.3
Seeds	<u>0.8</u>	<u>0.9</u>	<u>1.0</u>	<u>1.3</u>
Total these (A)	<u>20.7</u>	<u>28.3</u>	<u>20.7</u>	<u>14.5</u>
Lime and fertilisers (B)	<u>3.0</u>	<u>3.7</u>	<u>3.6</u>	<u>3.2</u>
Labour: Hired and Family	7.9	9.2	6.0	12.7
Farmer and Wife	<u>8.9</u>	<u>9.3</u>	<u>9.1</u>	<u>5.6</u>
Total Labour (C)	<u>16.8</u>	<u>18.5</u>	<u>15.1</u>	<u>18.3</u>
Rent	2.8	3.0	2.7	2.8
Building etc., repairs	0.9	1.5	1.3	1.6
Other Expenditure (See Page III)	<u>9.6</u>	<u>10.5</u>	<u>9.1</u>	<u>8.5</u>
Total these (D)	<u>13.3</u>	<u>15.0</u>	<u>13.1</u>	<u>12.9</u>
Total A + B + C + D	53.8	65.5	52.5	48.9
Adjust Sundry Items	(-) 0.4	(-) 0.3	(-) 0.3	(-) 0.8
Less Sundry Grants	<u>0.6</u>	<u>0.4</u>	<u>1.2</u>	<u>1.0</u>
	<u>52.8</u>	<u>64.8</u>	<u>51.0</u>	<u>47.1</u>
Depreciation on Structures	0.9	1.7	1.1	1.2
" " Equipment	2.4	3.3	2.8	4.1
" " Car	<u>0.9</u>	<u>0.9</u>	<u>0.4</u>	<u>0.9</u>
Total Depreciation	<u>4.2</u>	<u>5.9</u>	<u>4.3</u>	<u>6.2</u>
TOTAL COSTS	<u>£57.0</u>	<u>£70.7</u>	<u>£55.3</u>	<u>£53.3</u>

Notes: Gross Output less £A = Net Output. Net Output less £B = Net Output less Fertiliser Cost.

	£	£	£	£
GROSS OUTPUT PER ACRE	53.4	67.0	51.5	51.3
TOTAL COSTS PER ACRE	<u>57.0</u>	<u>70.7</u>	<u>55.3</u>	<u>53.3</u>
SURPLUS (A (-) SHOWS DEFICIT)	(-)£ <u>3.6</u>	(-)£ <u>3.7</u>	(-)£ <u>3.8</u>	(-)£ <u>2.0</u>

DAIRY FARMS
SMALL (Page III)
GROUP AVERAGES

Size Group Up to 125 acres
(Information for the groups is also given on the two previous pages)

DETAIL OF 'OTHER EXPENDITURE' ITEM (a)

GROUP NAME	<u>PER ACRE</u>			
	<u>Mainly Milk</u>	<u>Milk with Pigs and/or Poultry</u>	<u>Milk & Sheep</u>	<u>Milk & Potatoes</u>
<u>Other Expenditure:</u>	£	£	£	£
Rates and Insurance	0.6	0.9	0.7	0.7
Implement repairs: also spares, etc.	2.1	2.4	1.4	2.1
Contract work	0.6	0.7	0.6	0.5
Fuel, light and power	1.9	1.6	1.3	1.7
Car running (excl. depreciation)	1.4	1.3	1.4	1.2
Interest (Tenancy)	0.5	0.7	1.0	+
Carriage	0.2	0.2	0.2	0.2
Sundry Livestock Expenses	1.0	0.2	1.6	0.7
Sundry Crop Expenses	0.2	0.9	0.2	0.4
Miscellaneous	<u>1.1</u>	<u>1.6</u>	<u>0.7</u>	<u>1.0</u>
TOTAL	<u>£9.6</u>	<u>£10.5</u>	<u>£9.1</u>	<u>£8.5</u>

(a) Being detail of this heading on the previous page.

GROSS MARGIN AND FIXED COSTS PER ACRE

	£	£	£	£
Gross Output (See Page II)	53.4	67.0	51.5	51.3
<u>Less</u> Total A (Page II Feed, etc.) (1)	<u>20.7</u>	<u>28.3</u>	<u>20.7</u>	<u>14.5</u>
NET OUTPUT	32.7	38.7	30.8	36.8
<u>Less</u> Page II, B, Fertilisers (1)	<u>3.0</u>	<u>3.7</u>	<u>3.6</u>	<u>3.2</u>
NET OUTPUT less Fertiliser Costs	29.7	35.0	27.2	33.6
<u>Less Other Variable Costs:-</u>				
Sundry Livestock Expenses (1)	1.0	0.2	1.6	0.7
Sundry Crop Expenses (1)	0.2	0.9	0.2	0.4
Contract Work (1)	<u>0.6</u>	<u>0.7</u>	<u>0.6</u>	<u>0.5</u>
GROSS MARGIN	<u>27.9</u>	<u>33.2</u>	<u>24.8</u>	<u>32.0</u>
<u>Less Fixed Costs:-</u>				
Labour: Hired and Family	7.9	9.2	6.0	12.7
Farmer and Wife	8.9	9.3	9.1	5.6
Machinery, Power and Transport	8.9	9.7	7.5	10.2
Rent, Rates, etc.	5.2	7.1	5.8	6.3
Miscellaneous Expenses	1.6	2.3	1.7	1.0
Sundry Adjustments (-)	<u>1.0</u>	<u>0.7</u>	<u>1.5</u>	<u>1.8</u>
TOTAL FIXED COSTS	<u>31.5</u>	<u>36.2</u>	<u>28.6</u>	<u>34.0</u>
SURPLUS A (-) SHOWS DEFICIT (Z)	<u>(-)£ 3.6</u>	<u>(-)£ 3.7</u>	<u>(-)£ 3.8</u>	<u>(-)£ 2.0</u>
(Z) = Gross Margin less Fixed Costs				
(1) Total of Variable Costs	<u>£25.5</u>	<u>£33.8</u>	<u>£26.7</u>	<u>£19.3</u>

PER £100 OF TOTAL LABOUR

	£	£	£	£
Gross Output	317	362	340	280
Net Output	194	209	203	201
Gross Margin	165	179	164	175
Surplus	<u>(-) 21.6</u>	<u>(-) 20.0</u>	<u>(-) 25.2</u>	<u>(-) 11.0</u>

DAIRY FARMS
MEDIUM (Page 1)
GROUP AVERAGES

Size Group 126 to 200 acres

(Information for these groups is also given on the two following pages)

ACREAGES, MILK PRODUCTION, ETC.

GROUP NAME	Mainly <u>Milk</u>	Milk with <u>Pigs and/or Poultry</u>	Milk & <u>Sheep</u>	Milk & <u>Potatoes</u>
Number of farms	30	9	15	5
<u>FARM SIZE, CROP AND STOCK</u>				
Average size - acres (actual)	<u>174</u>	<u>151</u>	<u>181</u>	<u>179</u>
Average acres - Crops and grass	154	150	149	143
Rough grazing (equiv.)	<u>5</u>	<u>+</u>	<u>8</u>	<u>9</u>
Acres	<u>159</u>	<u>150</u>	<u>157</u>	<u>152</u>
Average acres - Wheat and potatoes	2	3	1	12
Other cereals	18	14	18	33
Roots, etc.	4	4	7	5
Grass: Mown	38	34	30	33
Grass: Not mown	92	95	93	60
Rough grazing (equiv.)	<u>5</u>	<u>+</u>	<u>8</u>	<u>9</u>
	<u>159</u>	<u>150</u>	<u>157</u>	<u>152</u>
Number of cows	50	47	45	48
Number of all other cattle	61	55	62	51
Number of ewes	2	-	66	8
Acres per cow carried (i)	3.2	3.2	3.5	3.1
Acres per cattle beast (ii)	1.4	1.5	1.7	1.5
<u>MILK PRODUCTION</u>				
"Winter" Sales as % of Year	42	49	44	43
Average price per gallon sold	35.0d.	35.2d.	34.9d.	36.0d.
<u>Milk Sales (iii)</u>				
Gallons per cow	705	772	735	768
Gallons per acre	209	241	209	245
£'s per cow	103	114	107	115
£'s per acre	32	35	30	37

Notes: (i) The acreage of the farms divided by the number of cows (average of opening and closing valuations). (ii) Similarly, for all cattle. (iii) Including household and perquisite milk; excludes stock-feed.

SUMMARY OF FARM ACCOUNTS

GROUP NAME	Mainly <u>Milk</u>	Milk with <u>Pigs and/or Poultry</u>	Milk & <u>Sheep</u>	Milk & <u>Potatoes</u>
<u>SUMMARY: PER ACRE (adj.)</u>				
	£	£	£	£
Trading Revenue	46.1	59.9	51.3	61.4
Less Trading Expenditure	<u>40.0</u>	<u>51.8</u>	<u>43.5</u>	<u>44.9</u>
Balance (i)	6.1	8.1	7.8	16.5
Less Capital Expenditure (Net)	<u>5.0</u>	<u>3.6</u>	<u>2.4</u>	<u>5.5</u>
Balance (ii)	1.1	4.5	5.4	11.0
Change in Stock and Crop Valuation	(+) 1.0	(+) 1.4	(+) 0.3	(-) 0.7
Change in Equipment Valuation	(+) <u>1.4</u>	(-) <u>0.8</u>	(-) <u>0.9</u>	(+) <u>1.0</u>
PROFIT	3.5	5.1	4.8	11.3
Less Manual Work: Farmer and Wife	<u>4.9</u>	<u>5.2</u>	<u>5.2</u>	<u>5.4</u>
SURPLUS (Deficit = (-))	(-) <u>£1.4</u>	(-) <u>£0.1</u>	(-) <u>£0.4</u>	<u>£5.9</u>

DAIRY FARMS
MEDIUM (Page II)
GROUP AVERAGES

Size Group 126 to 200 acres

(Information for these groups is given on the previous and the next page)

STRUCTURE OF GROSS OUTPUT

	Mainly <u>Milk</u>	Milk with <u>Pigs and/or Poultry</u>	Milk & <u>Sheep</u>	Milk & <u>Potatoes</u>
<u>GROSS OUTPUT PER ACRE</u>	£	£	£	£
Milk sales	32.0	35.4	30.4	36.7
Cattle	<u>6.7</u>	<u>6.9</u>	<u>8.8</u>	<u>6.1</u>
	38.7	42.3	39.2	42.8
Sheep and Wool	0.4	0.1	4.1	0.9
Pigs	0.1	2.5	0.5	0.1
Poultry and Eggs	1.0	6.2	0.9	0.2
Miscellaneous Livestock Items	<u>+</u>	<u>-</u>	<u>-</u>	<u>-</u>
Livestock Output (X)	<u>40.2</u>	<u>51.1</u>	<u>44.7</u>	<u>44.0</u>
Cereals and Straw	1.3	1.5	1.1	5.6
Potatoes	0.5	0.6	0.3	6.3
Other crop items	<u>1.2</u>	<u>0.9</u>	<u>0.5</u>	<u>+</u>
Crop Output (Y)	<u>3.0</u>	<u>3.0</u>	<u>1.9</u>	<u>11.9</u>
Total X + Y	43.2	54.1	46.6	55.9
Miscellaneous	<u>0.4</u>	<u>0.5</u>	<u>0.5</u>	<u>0.8</u>
GROSS OUTPUT	<u>£43.6</u>	<u>£54.6</u>	<u>£47.1</u>	<u>£56.7</u>

COSTS PER ACRE

	Mainly <u>Milk</u>	Milk with <u>Pigs and/or Poultry</u>	Milk & <u>Sheep</u>	Milk & <u>Potatoes</u>
<u>COSTS PER ACRE</u>	£	£	£	£
Bought Feed	14.5	20.6	16.1	11.4
Grazing Taken	0.3	-	0.1	0.8
Seeds	<u>0.7</u>	<u>1.0</u>	<u>0.9</u>	<u>1.5</u>
Total these (A)	<u>15.5</u>	<u>21.6</u>	<u>17.1</u>	<u>13.7</u>
Lime and fertilizers (B)	<u>2.7</u>	<u>4.3</u>	<u>3.2</u>	<u>4.1</u>
Labour: Hired and Family	7.9	7.8	8.1	12.6
Farmer and Wife	<u>4.9</u>	<u>5.2</u>	<u>5.2</u>	<u>5.4</u>
Total Labour (C)	<u>12.8</u>	<u>13.0</u>	<u>13.3</u>	<u>18.0</u>
Rent	3.0	2.9	2.9	2.7
Building etc., repairs	1.1	1.2	1.1	0.9
Other Expenditure (See Page III)	<u>7.2</u>	<u>8.3</u>	<u>7.3</u>	<u>8.7</u>
Total these (D)	<u>11.3</u>	<u>12.4</u>	<u>11.3</u>	<u>12.3</u>
Total A + B + C + D	42.3	51.3	44.9	48.1
Adjust Sundry Items	(-) 0.4	(-) 0.4	(-) 0.3	1.2
Less Sundry Grants	<u>0.5</u>	<u>0.6</u>	<u>0.4</u>	<u>0.6</u>
	<u>41.4</u>	<u>50.3</u>	<u>44.2</u>	<u>46.3</u>
Depreciation on Structures	0.7	1.2	0.7	0.8
" Equipment	2.3	2.6	2.1	2.9
" Car	<u>0.6</u>	<u>0.6</u>	<u>0.5</u>	<u>0.8</u>
Total Depreciation	<u>3.6</u>	<u>4.4</u>	<u>3.3</u>	<u>4.5</u>
TOTAL COSTS	<u>£45.0</u>	<u>£54.7</u>	<u>£47.5</u>	<u>£50.8</u>

Notes: Gross Output less £A = Net Output. Net Output less £B = Net Output less Fertiliser Cost.

	£	£	£	£
GROSS OUTPUT PER ACRE	43.6	54.6	47.1	56.7
TOTAL COSTS PER ACRE	<u>45.0</u>	<u>54.7</u>	<u>47.5</u>	<u>50.8</u>
SURPLUS (A (-) SHOWS DEFICIT)	(-)£ <u>1.4</u>	(-)£ <u>0.1</u>	(-)£ <u>0.4</u>	£ <u>5.9</u>

DAIRY FARMS
MEDIUM (Page III)
GROUP AVERAGES

Size Group 126 to 200 acres

(Information for these groups is also given on the two previous pages)

DETAIL OF 'OTHER EXPENDITURE' ITEM (a)

GROUP NAME	PER ACRE			
	Mainly Milk	Milk with Pigs and/or Poultry	Milk & Sheep	Milk & Potatoes
<u>Other Expenditure:</u>	£	£	£	£
Rates and Insurance	0.5	0.7	0.5	0.8
Implement repairs: also spares, etc.	1.6	1.6	1.7	2.4
Contract Work	0.4	0.6	0.3	0.4
Fuel, light and power	1.2	1.4	1.3	1.7
Car running (excl. depreciation)	1.0	1.1	0.9	1.1
Interest (Tenancy)	0.4	0.7	0.2	0.1
Carriage	0.2	0.1	0.3	0.2
Sundry Livestock Expenses	0.9	1.3	1.0	0.7
Sundry Crop Expenses	0.3	0.2	0.3	0.5
Miscellaneous	0.7	0.6	0.8	0.8
TOTAL	<u>£7.2</u>	<u>£8.3</u>	<u>£7.3</u>	<u>£8.7</u>

(a) Being detail of this heading on the previous page

GROSS MARGIN AND FIXED COSTS PER ACRE

	£	£	£	£
Gross Output (See Page II)	43.6	54.6	47.1	56.7
<u>Less Total A (Page II Feed, etc.) (1)</u>	<u>15.5</u>	<u>21.6</u>	<u>17.1</u>	<u>13.7</u>
NET OUTPUT	28.1	33.0	30.0	43.0
<u>Less Page II, B, Fertilisers (1)</u>	<u>2.7</u>	<u>4.3</u>	<u>3.2</u>	<u>4.1</u>
NET OUTPUT less Fertiliser Costs	25.4	28.7	26.8	38.9
<u>Less Other Variable Costs:-</u>				
Sundry Livestock Expenses (1)	0.9	1.3	1.0	0.7
Sundry Crop Expenses (1)	0.3	0.2	0.3	0.5
Contract Work (1)	0.4	0.6	0.3	0.4
GROSS MARGIN	<u>23.8</u>	<u>26.6</u>	<u>25.2</u>	<u>37.3</u>
<u>Less Fixed Costs:-</u>				
Labour: Hired and Family	7.9	7.8	8.1	12.6
Farmer and Wife	4.9	5.2	5.2	5.4
Machinery, Power and Transport	6.9	7.4	6.8	9.1
Rent, Rates, etc.	5.3	6.0	5.2	5.2
Miscellaneous Expenses	1.1	1.3	1.0	0.9
Sundry Adjustments	(-) 0.9	(-) 1.0	(-) 0.7	(-) 1.8
TOTAL FIXED COSTS	<u>25.2</u>	<u>26.7</u>	<u>25.6</u>	<u>31.4</u>
SURPLUS A (-) SHOWS DEFICIT (Z)	(-) <u>£1.4</u>	(-) <u>£0.1</u>	(-) <u>£0.4</u>	<u>£5.9</u>
(Z) = Gross Margin less Fixed Costs				
(1) Total of Variable Costs	<u>£19.8</u>	<u>£28.0</u>	<u>£21.9</u>	<u>£19.4</u>

PER £100 OF TOTAL LABOUR

	£	£	£	£
Gross Output	342	422	353	315
Net Output	220	255	225	239
Gross Margin	186	206	189	207
Surplus	(-) 11.3	(-) 0.3	(-) 3.0	32.9

DAIRY FARMS
LARGE (Page I)
GROUP AVERAGES

Size Group Over 200 acres

(Information for these groups is also given on the two following pages)

ACREAGES, MILK PRODUCTION, ETC.

GROUP NAME	Mainly Milk	Milk (Seasonal) and Sheep	Milk and Sheep Substantial Rough	Milk, Potatoes and Sheep
Number of farms	9	9	7	5
<u>FARM SIZE, CROP AND STOCK</u>				
Average size - acres (actual)	307	385	421	379
Average acres - Crops and grass	246	304	276	191
Rough grazing (equiv.)	15	20	36	22
Acres	261	324	312	313
Average acres - Wheat and potatoes	6	2	+	15
Other cereals	35	33	59	57
Roots, etc.	5	9	15	7
Grass: Mown	56	55	84	66
Grass: Not mown	144	205	118	146
Rough grazing (equiv.)	15	20	36	22
	261	324	312	313
Number of cows	80	72	62	57
Number of all other cattle	93	105	111	124
Number of ewes	2	146	192	93
Acres per cow carried (i)	3.3	4.5	5.0	5.4
Acres per cattle beast (ii)	1.5	1.8	1.8	1.7
<u>MILK PRODUCTION</u>				
*Winter Sales as % of Year	40	38	46	46
Average price per gallon sold	35.4d.	34.4d.	35.7d.	35.2d.
<u>Milk Sales (iii)</u>				
Gallons per cow	790	722	843	791
Gallons per acre	243	160	167	145
£'s per cow	117	104	126	116
£'s per acre	36	23	25	21

Notes: (i) The acreage of the farms divided by the number of cows (average of opening and closing valuations). (ii) Similarly, for all cattle. (iii) Including household and perquisite milk; excludes stock-feed.

SUMMARY OF FARM ACCOUNTS

GROUP NAME	Mainly Milk	Milk (Seasonal) and Sheep	Milk and Sheep Substantial Rough	Milk, Potatoes and Sheep
<u>SUMMARY: PER ACRE (adj.)</u>				
	£	£	£	£
Trading Revenue	51.6	41.8	50.2	50.7
Less Trading Expenditure	42.8	36.4	41.9	43.2
Balance (i)	8.8	5.4	8.3	7.5
Less Capital Expenditure (Net)	6.3	3.7	2.0	3.6
Balance (ii)	2.5	1.7	6.3	3.9
Change in Stock and Crop Valuation	(+) 0.1	(+) 0.9	(+) 1.2	(-) 1.6
Change in Equipment Valuation	(+) 2.1	(+) 0.5	(-) 2.2	(+) 0.1
PROFIT	4.7	3.1	5.3	2.4
Less Manual Work: Farmer and Wife	2.3	1.9	2.2	2.2
SURPLUS (Deficit = (-))	£2.4	£1.2	£3.1	£0.2

DAIRY FARMS
LARGE (Page II)
GROUP AVERAGES

Size Group Over 200 acres

(Information for these groups is given on the previous and the next page)

STRUCTURE OF GROSS OUTPUT

	Mainly Milk	Milk (Seasonal) and Sheep	Milk and Sheep Substantial Rough	Milk, Potatoes and Sheep
<u>GROSS OUTPUT PER ACRE</u>	£	£	£	£
Milk sales	35.8	22.9	24.9	21.3
Cattle	<u>5.9</u>	<u>7.6</u>	<u>8.9</u>	<u>10.0</u>
Sheep and Wool	41.7	30.5	33.8	31.3
Pigs	0.9	4.8	6.1	3.9
Poultry and Eggs	0.6	1.1	0.4	0.3
Miscellaneous Livestock Items	0.4	0.5	1.3	0.2
	<u>+</u>	<u>+</u>	<u>-</u>	<u>0.1</u>
Livestock Output (X)	<u>43.6</u>	<u>36.9</u>	<u>41.6</u>	<u>35.8</u>
Cereals and Straw	2.9	1.5	2.7	1.3
Potatoes	0.3	0.3	0.1	3.1
Other crop items	<u>0.8</u>	<u>0.5</u>	<u>0.6</u>	<u>+</u>
Crop Output (Y)	<u>4.0</u>	<u>2.3</u>	<u>3.4</u>	<u>4.4</u>
Total X + Y	47.6	39.2	45.0	40.2
Miscellaneous	<u>0.4</u>	<u>0.4</u>	<u>0.5</u>	<u>0.5</u>
GROSS OUTPUT	<u>£48.0</u>	<u>£39.6</u>	<u>£45.5</u>	<u>£40.7</u>

COSTS PER ACRE

	Mainly Milk	Milk (Seasonal) and Sheep	Milk and Sheep Substantial Rough	Milk, Potatoes and Sheep
<u>COSTS PER ACRE</u>	£	£	£	£
Bought Feed	12.8	10.5	12.4	9.1
Grazing Taken	0.2	+	-	0.1
Seeds	<u>1.0</u>	<u>0.7</u>	<u>1.0</u>	<u>1.3</u>
Total these (A)	<u>14.0</u>	<u>11.2</u>	<u>13.4</u>	<u>10.5</u>
Lime and Fertilisers (B)	<u>3.2</u>	<u>2.9</u>	<u>4.5</u>	<u>3.8</u>
Labour: Hired and Family	11.6	9.5	8.2	9.9
Farmer and Wife	<u>2.3</u>	<u>1.9</u>	<u>2.2</u>	<u>2.2</u>
Total Labour (C)	<u>13.9</u>	<u>11.4</u>	<u>10.4</u>	<u>12.1</u>
Rent	2.9	2.9	2.7	2.7
Building etc., repairs	1.3	1.1	0.7	1.1
Other Expenditure (See Page III)	<u>7.1</u>	<u>6.6</u>	<u>7.6</u>	<u>7.8</u>
Total these (D)	<u>11.3</u>	<u>10.6</u>	<u>11.0</u>	<u>11.6</u>
Total A + B + C + D	42.4	36.1	39.3	38.0
Adjust Sundry Items	(-) 0.3	(-) 0.4	(-) 0.3	(-) 0.3
Less Sundry Grants	<u>0.7</u>	<u>0.5</u>	<u>0.8</u>	<u>0.7</u>
	<u>41.4</u>	<u>35.2</u>	<u>38.2</u>	<u>37.0</u>
Depreciation on Structures	1.1	0.6	1.2	0.4
" " Equipment	2.5	2.1	2.5	2.8
" " Car	<u>0.6</u>	<u>0.5</u>	<u>0.5</u>	<u>0.3</u>
Total Depreciation	<u>4.2</u>	<u>3.2</u>	<u>4.2</u>	<u>3.5</u>
TOTAL COSTS	<u>£45.6</u>	<u>£38.4</u>	<u>£42.4</u>	<u>£40.5</u>
Notes: Gross Output less £A = Net Output.		Net Output less £B = Net Output less Fertiliser Cost.		
	£	£	£	£
GROSS OUTPUT PER ACRE	48.0	39.6	45.5	40.7
TOTAL COSTS PER ACRE	<u>45.6</u>	<u>38.4</u>	<u>42.4</u>	<u>40.5</u>
SURPLUS (A (-) SHOWS DEFICIT)	<u>£ 2.4</u>	<u>£ 1.2</u>	<u>£ 3.1</u>	<u>£ 0.2</u>

DAIRY FARMS
LARGE (Page III)
GROUP AVERAGES

Size Group Over 200 acres

(Information for these groups is also given on the two previous pages)

DETAIL OF 'OTHER EXPENDITURE' ITEM (a)

GROUP NAME	PER ACRE			
	Mainly Milk	Milk (Seasonal) and Sheep	Milk and Sheep Substantial Rough	Milk, Potatoes and Sheep
<u>Other Expenditure:</u>	£	£	£	£
Rates and Insurance	0.6	0.4	0.6	0.8
Implement repairs: also spares, etc.	2.1	1.6	1.7	2.0
Contract work	0.4	0.3	0.3	0.5
Fuel, light and power	1.2	1.3	0.9	1.3
Car running (excl. depreciation)	0.8	0.7	0.6	0.6
Interest (Tenancy)	0.1	0.3	1.2	0.4
Carriage	0.2	0.1	0.1	0.2
Sundry Livestock Expenses	0.8	1.0	1.2	0.7
Sundry Crop Expenses	0.3	0.1	0.3	0.7
Miscellaneous	<u>0.6</u>	<u>0.8</u>	<u>0.7</u>	<u>0.6</u>
TOTAL	<u>£7.1</u>	<u>£6.6</u>	<u>£7.6</u>	<u>£7.8</u>

(a) Being detail of this heading on the previous page.

GROSS MARGIN AND FIXED COSTS PER ACRE

	£	£	£	£
Gross Output (See Page II)	48.0	39.6	45.5	40.7
<u>Less Total A (Page II Feed, etc.) (1)</u>	<u>14.0</u>	<u>11.2</u>	<u>13.4</u>	<u>10.5</u>
NET OUTPUT	34.0	28.4	32.1	30.2
<u>Less Page II, B, Fertilisers (1)</u>	<u>3.2</u>	<u>2.9</u>	<u>4.5</u>	<u>3.8</u>
NET OUTPUT less Fertiliser Costs	30.8	25.5	27.6	26.4
<u>Less Other Variable Costs:-</u>				
Sundry Livestock Expenses (1)	0.8	1.0	1.2	0.7
Sundry Crop Expenses (1)	0.3	0.1	0.3	0.7
Contract Work (1)	<u>0.4</u>	<u>0.3</u>	<u>0.3</u>	<u>0.5</u>
GROSS MARGIN	<u>29.3</u>	<u>24.1</u>	<u>25.8</u>	<u>24.5</u>
<u>Less Fixed Costs:-</u>				
Labour: Hired and Family	11.6	9.5	8.2	9.9
Farmer and Wife	2.3	1.9	2.2	2.2
Machinery, Power and Transport	7.4	6.3	6.3	7.2
Rent, Rates, etc.	5.9	5.0	5.2	5.0
Miscellaneous Expenses	0.7	1.1	1.9	1.0
Sundry Adjustments	(-) 1.0	(-) 0.9	(-) 1.1	(-) 1.0
TOTAL FIXED COSTS	<u>26.9</u>	<u>22.9</u>	<u>22.7</u>	<u>24.3</u>
SURPLUS. A (-) SHOWS DEFICIT (Z)	<u>£2.4</u>	<u>£1.2</u>	<u>£3.1</u>	<u>£0.2</u>
(Z) = Gross Margin less Fixed Costs				
(1) Total of Variable Costs	<u>£18.7</u>	<u>£15.5</u>	<u>£19.7</u>	<u>£16.2</u>

PER £100 OF TOTAL LABOUR

	£	£	£	£
GROSS OUTPUT	345	348	437	336
NET OUTPUT	245	249	308	249
GROSS MARGIN	210	212	248	202
SURPLUS	16.9	10.9	29.4	1.2

DAIRY FARMS WITH HILL
OR MOOR SHEEP FLOCKExplanatory Notes

For this type of farm, acreage means the actual acreage i.e. rough grazing entered at its full extent.

All money figures are in £'s except where otherwise stated.

This type of farm is common in some parts of the College province, usually where dairying land adjoins hill farming or upland stock-raising areas or, in more gently contoured districts, where it lies close to inferior grazings or moorland.

This is a type where the number of ewes in ratio with the dairy cow numbers is fairly large, more so than for the groups in the dairy farm section which relate to dairying and sheep. Also, there may be rearing cows in addition to dairy cows, while Hill Ewe Subsidy and occasionally Hill Cow Subsidy may be received.

Only a small sample of this farm type is available. The accounts represent a system of farming for which the preparation of standards for whole-farm input, output, or profitability is not easy. The acreage of rough land is generally too large to make the calculation of 'adjusted acres' worthwhile, while overall farm figures expressed 'per cow' or 'per ewe' are misleading.

For the tables which follow, the land area standard used is 'per 100 actual acres' (i.e. the farm acreage) without adjusting for the rough grazings or attempting to distinguish between the two main land qualities. Another standard - per £100 of Total Labour - is used. This, under the circumstances, is probably the most realistic of all.

The transactions in sheep and wool relate to the lamb crop and wool clip year of 1963. All items of revenue and output include a Hill Sheep Subsidy of 10/-d per ewe.

Out of a rather larger number, the accounts of 10 farms were used for this statement, and sub-grouped by the importance of rearing cows, practically all of which, on all farms carrying them, would qualify for the Hill Cow Subsidy.

DAIRY FARMS WITH
HILL OR MOOR FLOCK
GROUP AVERAGES (Page 1)

Information for this group is also given on the two following pages.

Group A: 5 farms without any rearing cows.

Group B: 5 farms with rearing cows.

All items of revenue and output include a Hill Sheep Subsidy of 10/-d. per ewe.

	<u>Group A</u>	<u>Group B</u>
<u>SIZE IN ACRES:</u>	<u>Ac.</u>	<u>Ac.</u>
Crops and rotation grass	168	143
Permanent grass	<u>80</u>	<u>4</u>
SUB-TOTAL	248	147
Rough grazings	<u>473</u>	<u>460</u>
TOTAL	<u>721</u>	<u>607</u>
<u>LAND UTILISATION:</u>	<u>%</u>	<u>%</u>
Crops and rotation grass	23	23
Permanent grass	<u>11</u>	<u>1</u>
SUB-TOTAL	34	24
Rough grazings	<u>66</u>	<u>76</u>
TOTAL	<u>100</u>	<u>100</u>
Acres of Rough Grazing expressed per Ewe	1.3	2.0
Cows: Dairy - per farm	55	35
Cows: Rearing - per farm	-	21
All other cattle stock - per farm	<u>88</u>	<u>54</u>
TOTAL CATTLE - PER FARM	<u>143</u>	<u>110</u>
Ewes and Gimmers - per farm	364	226
Ewe Hoggs - per farm	111	32
All other sheep - per farm	<u>85</u>	<u>85</u>
TOTAL SHEEP	<u>560</u>	<u>343</u>
Ratio: Ewes to Dairy Cows	6.7	6.5
<u>SUMMARY: PER 100 ACRES (ACTUAL)</u>	<u>£</u>	<u>£</u>
Trading Revenue	1442	1170
<u>Less</u> Trading Expenditure	<u>1294</u>	<u>989</u>
Balance (i)	148	181
<u>Less</u> Capital Expenditure (Net)	<u>54</u>	<u>35</u>
Balance (ii)	94	146
Change in Stock and Crop Valuation	(+ 16)	(-) 25
Change in Equipment Valuation	(-) <u>62</u>	(-) <u>31</u>
PROFIT	48	90
Manual Work: Farmer and Wife	<u>67</u>	<u>113</u>
SURPLUS (Deficit = (-))	(-) <u>£19</u>	(-) <u>£23</u>
TRADING REVENUE PER £100 OF "TRADING EXPENDITURE PLUS FARMER AND WIFE WORK"	<u>£106</u>	<u>£106</u>

DAIRY FARMS WITH
HILL OR MOOR FLOCK
GROUP AVERAGES (Page 11)

Information for this group is also given on the previous and following pages.
For grouping information see Page 1.
All items of revenue and output include a Hill Sheep Subsidy of 10/-d. per ewe.

	<u>Group A</u>	<u>Group B</u>
<u>GROSS OUTPUT PER 100 ACRES (ACTUAL)</u>	£	£
Milk	743	464
Cattle	223	268
Sheep and Wool	296	215
Pigs	-	-
Poultry and Eggs	48	15
Miscellaneous Livestock Items	-	-
Livestock Output (X)	<u>1310</u>	<u>962</u>
Crop Output (Y)	54	68
Total X + Y	1364	1030
Miscellaneous	<u>13</u>	<u>13</u>
GROSS OUTPUT	£ <u>1377</u>	£ <u>1043</u>
	<u>Group A</u>	<u>Group B</u>
<u>COSTS PER 100 ACRES (ACTUAL)</u>	£	£
Bought feed	424	255
Grazing Taken	25	10
Seeds	<u>17</u>	<u>22</u>
Total these (A)	<u>466</u>	<u>287</u>
Lime and Fertilisers (B)	95	75
Labour: Hired and Family	339	255
Farmer and Wife	<u>67</u>	<u>113</u>
Total Labour (C)	<u>406</u>	<u>368</u>
Rent	80	57
Building, etc. repairs	26	26
Other Expenditure (Detail next page)	<u>244</u>	<u>216</u>
Total these (D)	<u>350</u>	<u>299</u>
Total A + B + C + D	1317	1029
<u>Adjust</u> Sundry Items	(-) 18	(-) 7
<u>Less</u> Sundry Grants	<u>19</u>	<u>22</u>
	<u>1280</u>	<u>1000</u>
Depreciation on Structures	17	15
" " Equipment	79	42
" " Car	<u>20</u>	<u>9</u>
Total Depreciation	<u>116</u>	<u>66</u>
TOTAL COSTS PER 100 ACRES (ACTUAL)	£ <u>1396</u>	£ <u>1066</u>
<u>GROSS OUTPUT LESS COSTS</u>	£	£
GROSS OUTPUT PER 100 ACRES	1377	1043
TOTAL COSTS PER 100 ACRES	<u>1396</u>	<u>1066</u>
SURPLUS (Deficit = (-))	(-) <u>£19</u>	(-) <u>£23</u>

DAIRY FARMS WITH
HILL OR MOOR FLOCK
GROUP AVERAGES (Page III)

Information for this group is also given on the two previous pages.

For grouping information see Page I.

All items of revenue and output include a Hill Sheep Subsidy of 10/-d. per ewe.

DETAILS OF 'OTHER EXPENDITURE' ITEM (a)

<u>OTHER EXPENDITURE: PER 100 ACRES (ACTUAL)</u>	<u>Group A</u>	<u>Group B</u>
	£	£
Rates and Insurance	17	13
Implement repairs; also spares, etc.	58	52
Contract work	3	25
Fuel, light and power	38	37
Car running (excl. depreciation)	33	20
Interest (Tenancy)	14	2
Carriage	8	8
Sundry Livestock Expenses	44	33
Sundry Crop Expenses	8	11
Miscellaneous	<u>21</u>	<u>15</u>
TOTAL	<u>£244</u>	<u>£216</u>

(a) Being detail of this heading on the previous page.

GROSS MARGIN AND FIXED COSTS

<u>PER 100 ACRES (ACTUAL)</u>	<u>Group A</u>	<u>Group B</u>
	£	£
<u>GROSS OUTPUT</u> (See Page II)	<u>1377</u>	<u>1043</u>
<u>Less Variable Costs:-</u>		
Total A (See Page II)	466	287
" B (See Page II)	95	75
Sundry Livestock Expenses	44	33
Sundry Crop Expenses	8	11
Contract work	<u>3</u>	<u>25</u>
<u>TOTAL VARIABLE COSTS</u>	<u>616</u>	<u>431</u>
<u>GROSS MARGIN</u>	<u>761</u>	<u>612</u>
<u>Less Fixed Costs:-</u>		
Labour: Hired and Family	339	255
Farmer and Wife	67	113
Machinery, Power and Transport	236	168
Rent, Rates, etc.	140	111
Miscellaneous Expenses	35	17
Sundry Adjustments (+) or (-)	(-) <u>37</u>	(-) <u>29</u>
<u>TOTAL FIXED COSTS</u>	<u>780</u>	<u>635</u>
SURPLUS (Deficit = (-))	(-) <u>£19</u>	(-) <u>£23</u>
(i.e. Gross Margin less Fixed Costs)		

PER £100 OF TOTAL LABOUR

	£	£
GROSS OUTPUT	339	283
NET OUTPUT*	225	205
GROSS MARGIN	188	166
SURPLUS (Deficit = (-))	(-) 4.7	(-) 6.3

* Gross Output less Total A

HILL-SHEEP FARMS
UPLAND STOCK-RAISING FARMS

Explanatory Notes

'Acres' are invariably 'actual' acres. Money figures, except where stated, in £'s and decimals.

It is not always possible to make a clear-cut distinction between these two types but generally the hill-sheep farm is taken as having a smaller proportion of arable and 'in-bye' land and having a higher proportion of sheep to cattle. Also, the farms classified as upland stock-raising farms tend to be smaller than the hill-sheep farms.

For grouping purposes, one other distinction is made, between farms in the 'Highland Area' (the counties of Argyll, Bute, Dunbarton, Stirling and West Perth) and the rest of the College province - mainly the area of the Southern Uplands. Broadly the Highland Area districts may be regarded as being rather less productive than those lying south of the Clyde.

The tabular statements which follow are presented as:-

Information for 33 'Highland Area' farms, classified into three groups as defined:-

- Group A. 16 farms with small ewe flocks, irrespective of the number of cows.
- Group B. 12 farms with medium or large ewe flocks and where some hill cows were carried.
- Group C. 5 farms with medium or large ewe flocks and where there were no hill cows.

The averages for these three groups are covered by a series of three pages.

There follows information for 13 hill-sheep farms from districts outwith the Highland area. In a series of three pages information on the averages is given.

For all these farms the lamb-crop year is that of 1963, and the hill sheep subsidy credited is at the rate of 10/- per ewe.

Finally, for this section, three pages deal with the averages for 11 Upland Stock Farms.

MOST PROFITABLE ('BEST') FARMSI. Hill Sheep Farms Outwith the Highland AreaBlackface Sub-Group

The range in this sample of 13 farms was from a Deficit of £11 to a Surplus of £68 per score of ewes. The average surplus was £11 per score.

Due to the difference between farms in the sheep to cattle ratio, it would be misleading to give a table such as the one below. Excluding the exceptionally good result, the 'Best' farms had a Surplus of around £20 to £25 per score of ewes tuppied of which £10 per score was the revenue from Hill Sheep Subsidy.

II. Upland Stock Farms Outwith the Highland Area

Even in this small sample of 11 farms the range in profitability was from a Deficit of £210 to a Surplus of £470 per 100 acres. Excluding the latter farm where the cattle policy - selling fat cattle - was untypical of the group, the 'Best' farm carried approximately the same stock numbers as the average farm.

	<u>Group Average</u>	<u>'Best' Farm</u>
Acreage	487	520
Proportion of Rough Grazing	78%	77%
Ewes carried	282	280
Cows Carried	25	29
Lamb Marking	113%	141%
Ewe Death Rate	6.4%	+
Sheep and Wool Output per 20 Ewes [±]	£132	£208
<u>PER 100 ACRES</u>		
Gross Output	£833	£1153
Net Output	£652	£ 976
Gross Margin	£538	£ 877
Fixed Costs	£474	£ 432
Surplus	£ 64	£ 445

[±] Including Hill Sheep Subsidy at the rate of £10 per score.

HILL-SHEEP FARMS
HIGHLAND AREA
GROUP AVERAGES (Page 1)

Information for these groups is also given on the two following pages.

Group A....16 farms with small ewe flocks, irrespective of the number of cows. Group B....12 farms with medium or large ewe flocks and where some hill cows were carried. Group C....5 farms with medium or large ewe flocks and no hill cows. Hill Sheep Subsidy of 10/-d. per ewe.

	<u>Group A</u>	<u>Group B</u>	<u>Group C</u>
Size in acres	1577	5515	3562
Ewes per farm	509	1562	1591
Cows per farm	18	24	-
Acreage: Ploughland Crops	7	6	neg
Hay, Silage and Grazing	38	62	27
Rough Grazing	<u>1532</u>	<u>5447</u>	<u>3535</u>
Total	<u>1577</u>	<u>5515</u>	<u>3562</u>
Percentage of Rough Grazing	97%	99%	99%
Acres of Rough Grazing per Ewe (a)	3.0	3.5	2.2
Gross Sheep and Wool Output/20 ewes (b)	£62	£65	£60
Lamb Marking	70%	69%	74%
Lamb Disposal	67%	66%	72%
Ewe Death Rate	7.2%	9.9%	10.4%
Price per head:			
Draft Ewes	55s.	71s.	61s.
Other Ewes	45s.	45s.	28s.
All Ewes	53s.	65s.	57s.
Store Lambs	63s.	64s.	55s.
Fat Lambs (b)	87s.	80s.	-
All Lambs (b)	67s.	65s.	55s.
Calving Heifers	£52	-	-
Suckled Calves	£28	£30	-
Store Cattle	£38	£49	-

(a) Acreage of rough grazing divided by number of ewes.

(b) Including Livestock Deficiency Payments.

SUMMARY OF FARM ACCOUNTS

	<u>Group A</u>	<u>Group B</u>	<u>Group C</u>
<u>SUMMARY: PER 20 EWES</u>	£	£	£
Trading Revenue	118.6	90.9	68.9
<u>Less</u> Trading Expenditure	<u>87.6</u>	<u>71.7</u>	<u>65.2</u>
Balance (I)	31.0	19.2	3.7
<u>Less</u> Capital Expenditure (Net)	<u>6.1</u>	<u>4.9</u>	<u>1.0</u>
Balance (II)	24.9	14.3	2.7
Change in Stock and Crop Valuation	(+) 0.9	(-) 1.2	(-) 1.9
Change in Equipment Valuation	(-) <u>2.5</u>	<u>neg.</u>	(-) <u>1.5</u>
PROFIT	<u>23.3</u>	13.1	(-) 0.7
Manual Work: Farmer and Wife	<u>22.5</u>	<u>5.9</u>	<u>-</u>
SURPLUS (Deficit = (-))	<u>£ 0.8</u>	<u>£ 7.2</u>	(-) <u>£0.7</u>
TRADING REVENUE PER £100 OF "TRADING EXPENDITURE PLUS FARMER AND WIFE WORK"	£108	£117	£106

HILL-SHEEP FARMS
HIGHLAND AREA
GROUP AVEFAGES (Page II)

Information for these groups is also given on the previous and following page.
For grouping standards - see Page I.
All items of revenue and output include a Hill Sheep Subsidy of 10/-d. per ewe.

	<u>Group A</u>	<u>Group B</u>	<u>Group C</u>
<u>GROSS OUTPUT PER 20 EWES</u>	£	£	£
Cattle	37.3	14.1	-
Sheep and Wool	62.3	64.7	60.1
Pigs	-	-	-
Poultry and Eggs	2.0	0.5	-
Miscellaneous Livestock Items	<u>neg.</u>	<u>neg.</u>	<u>-</u>
Livestock Output (X)	<u>101.6</u>	<u>79.3</u>	<u>60.1</u>
Crop Output (Y)	<u>1.2</u>	<u>1.7</u>	<u>0.1</u>
Total X + Y	102.8	81.0	60.2
Miscellaneous	<u>1.5</u>	<u>1.3</u>	<u>1.4</u>
GROSS OUTPUT	<u>£104.3</u>	<u>£82.3</u>	<u>£61.6</u>
	<u>Group A</u>	<u>Group B</u>	<u>Group C</u>
<u>COSTS PER 20 EWES</u>	£	£	£
Bought feed	14.1	7.9	1.6
Grazing Taken (mainly wintering)	4.0	7.4	11.0
Seeds	<u>1.9</u>	<u>0.6</u>	<u>neg.</u>
Total these (A)	<u>20.0</u>	<u>15.9</u>	<u>12.6</u>
Lime and Fertilisers (B)	<u>4.1</u>	<u>1.9</u>	<u>-</u>
Labour: Hired and Family	21.6	24.0	31.5
Farmer and Wife	<u>22.5</u>	<u>5.9</u>	<u>-</u>
Total Labour (C)	<u>44.1</u>	<u>29.9</u>	<u>31.5</u>
Rent	6.1	6.3	5.0
Building, etc., repairs	2.3	1.7	0.5
Other Expenditure (Detail, see next page)	<u>22.7</u>	<u>15.6</u>	<u>10.2</u>
Total these (D)	<u>31.1</u>	<u>23.6</u>	<u>15.7</u>
Total A + B + C + D	99.3	71.3	59.8
<u>Adjust</u> Sundry Items	1.4	0.5	-
<u>Less</u> Sundry Grants	<u>3.0</u>	<u>0.6</u>	<u>-</u>
	<u>94.9</u>	<u>70.2</u>	<u>59.8</u>
Depreciation on Structures	2.6	1.3	2.5
" " Equipment	4.3	2.5	neg.
" " Car	<u>1.7</u>	<u>1.1</u>	<u>-</u>
Total Depreciation	<u>8.6</u>	<u>4.9</u>	<u>2.5</u>
TOTAL COSTS PER 20 EWES	<u>£103.5</u>	<u>£75.1</u>	<u>£62.3</u>
<u>OUTPUT LESS COSTS</u>	£	£	£
GROSS OUTPUT PER 20 EWES	104.3	82.3	61.6
TOTAL COSTS PER 20 EWES	<u>103.5</u>	<u>75.1</u>	<u>62.3</u>
SURPLUS (A (-) SHOWS DEFICIT)	<u>£ 0.8</u>	<u>£7.2</u>	<u>(-)£0.7</u>

HILL-SHEEP FARMS
HIGHLAND AREA
GROUP AVERAGES (Page III)

Information for these groups is also given on the two previous pages.
For grouping standards - see Page I.
All items of revenue and output include a Hill Sheep Subsidy of 10/-d. per ewe.

DETAIL OF 'OTHER EXPENDITURE' ITEM (a)

<u>'OTHER EXPENDITURE' PER 20 EWES</u>	<u>Group A</u>	<u>Group B</u>	<u>Group C</u>
	£	£	£
Rates and Insurance	1.7	1.3	0.7
Implement repairs; also spares, etc.	3.2	1.8	0.2
Contract Work	1.1	0.6	0.4
Fuel, light and power	2.7	2.1	-
Car running (excl. depreciation)	3.1	1.4	0.6
Interest (Tenancy)	0.8	1.0	-
Carriage	1.7	1.0	2.9
Sundry Livestock Expenses	4.6	3.8	5.1
Sundry Crop Expenses	0.2	0.2	-
Miscellaneous	<u>3.6</u>	<u>2.4</u>	<u>0.3</u>
TOTAL	<u>£22.7</u>	<u>£15.6</u>	<u>£10.2</u>

(a) Being detail of this heading on the previous page.

<u>GROSS MARGIN AND FIXED COSTS PER 20 EWES</u>	<u>Group A</u>	<u>Group B</u>	<u>Group C</u>
	£	£	£
<u>GROSS OUTPUT</u> (See Page II)	<u>104.3</u>	<u>82.3</u>	<u>61.6</u>
<u>Less Variable Costs:-</u>			
Total A (See Page II)	20.0	15.9	12.6
B (" " ")	4.1	1.9	-
Sundry Livestock Expenses	4.6	3.8	5.1
Sundry Crop Expenses	0.2	0.2	-
Contract Work	<u>1.1</u>	<u>0.6</u>	<u>0.4</u>
<u>TOTAL VARIABLE COSTS</u>	<u>30.0</u>	<u>22.4</u>	<u>18.1</u>
<u>GROSS MARGIN</u>	<u>74.3</u>	<u>59.9</u>	<u>43.5</u>
<u>Less Fixed Costs:-</u>			
Labour: Hired and Family	21.6	24.0	31.5
Farmer and Wife	22.5	5.9	-
Machinery, Power and Transport	16.7	9.9	3.7
Rent, Rates, etc.	12.7	10.6	8.7
Miscellaneous Expenses	4.4	3.4	0.3
Sundry Adjustments (+) or (-)	(-) <u>4.4</u>	(-) <u>1.1</u>	-
<u>TOTAL FIXED COSTS</u>	<u>73.5</u>	<u>52.7</u>	<u>44.2</u>
<u>SURPLUS</u> (Deficit = (-))	£ <u>0.8</u>	£ <u>7.2</u>	(-) <u>£0.7</u>
(i.e. Gross Margin less Fixed Costs)			
<u>PER £100 OF TOTAL LABOUR</u>	£	£	£
GROSS OUTPUT	237	276	196
NET OUTPUT*	191	222	155
GROSS MARGIN	168	200	138
SURPLUS	1.9	24.2	(-) 2.3

*Gross Output less Total A

HILL-SHEEP FARMS
NON-HIGHLAND AREA
GROUP AVERAGES (Page I)

Information for this group is also given on the two following pages.
The group relates to 13 farms with all lambs produced being Blackface.
All items of revenue and output include a Hill Sheep Subsidy of 10/-d. per ewe.

	Average for Group
Size in acres	2562
Ewes per farm	891
Cows per farm	15
Acreeage: Ploughland Crops	4
Hay, Silage and Grazing	44
Rough Grazing	<u>2514</u>
Total	<u>2562</u>
Percentage of Rough Grazing	98%
Acres of Rough Grazing per Ewe (a)	2.8
Gross Sheep and Wool Output/20 ewes (b)	£90
Lamb Marking	90%
Lamb Disposal	88%
Ewe Death Rate	4.9%
Price per Head:	
Draft Ewes	78s.
Other Ewes	49s.
All Ewes	74s.
Store Lambs	77s.
Fat Lambs (b)	97s.
All Lambs (b)	79s.
Calving Heifers	£52
Suckled Calves	£33
Store Cattle	£46

(a) Acreeage of rough grazing divided by number of ewes.

(b) Including Livestock Deficiency Payments.

SUMMARY OF FARM ACCOUNTS

	Average for Group
<u>SUMMARY: PER 20 EWES</u>	£
Trading Revenue	120.2
<u>Less</u> Trading Expenditure	<u>100.2</u>
Balance (I)	20.0
<u>Less</u> Capital Expenditure (Net)	<u>7.2</u>
Balance (II)	12.8
Change in Stock and Crop Valuation	(+) 2.5
Change in Equipment Valuation	(+) <u>0.9</u>
PROFIT	15.2
Manual Work: Farmer and Wife	<u>5.3</u>
SURPLUS (Deficit = (-))	<u>£10.9</u>
TRADING REVENUE PER £100 OF "TRADING EXPENDITURE PLUS FARMER AND WIFE WORK"	£114

HILL-SHEEP FARMS
NON-HIGHLAND AREA
GROUP AVERAGES (Page II)

Information for this group is also given on the previous and following page.
 The group relates to 13 farms with all lambs produced being Blackface.
 All items of revenue and output include a Hill Sheep Subsidy of 10/-d. per ewe.

	Average for Group
<u>GROSS OUTPUT PER 20 EWES</u>	£
Cattle	16.3
Sheep and Wool	89.7
Pigs	neg.
Poultry and Eggs	0.5
Miscellaneous Livestock Items	-
Livestock Output (X)	<u>106.5</u>
Crop Output (Y)	<u>1.6</u>
Total X + Y	108.1
Miscellaneous	<u>1.5</u>
GROSS OUTPUT	<u>109.6</u>
	Average for Group
<u>COSTS PER 20 EWES</u>	£
Bought feed	11.7
Grazing Taken (mainly wintering)	8.0
Seeds	<u>0.7</u>
Total these (A)	<u>20.4</u>
Limc and Fertilisers (B)	<u>3.5</u>
Labour: Hired and Family Farmer and Wife	32.4
	<u>5.3</u>
Total Labour (C)	<u>37.7</u>
Rent	13.3
Building, etc. repairs	3.0
Other Expenditure (Detail, see next page)	<u>17.0</u>
Total these (D)	<u>33.3</u>
Total A + B + C + D	94.9
<u>Adjust</u> Sundry Items	(-) 1.9
<u>Less</u> Sundry Grants	<u>0.6</u>
	<u>92.4</u>
Depreciation on Structures	1.1
" " Equipment	3.0
" " Car	<u>2.2</u>
Total Depreciation	<u>6.3</u>
TOTAL COSTS PER 20 EWES	<u>£98.7</u>
<u>OUTPUT LESS COSTS</u>	£
GROSS OUTPUT PER 20 EWES	109.6
TOTAL COSTS PER 20 EWES	<u>98.7</u>
SURPLUS (Deficit = (-))	<u>£ 10.9</u>

HILL-SHEEP FARMS
NON-HIGHLAND AREA
GROUP AVERAGES (Page III)

Information for this group is also given on the two previous pages.
The group relates to 13 farms with all lambs produced being Blackface.
All items of revenue and output include a Hill Sheep Subsidy of 10/-d. per ewe.

DETAILS OF 'OTHER EXPENDITURE' ITEM (a)

	Average for Group
<u>'OTHER EXPENDITURE' PER 20 EWES</u>	£
Rates and Insurance	1.6
Implement repairs; also spares, etc.	1.6
Contract Work	0.8
Fuel, light and power	1.4
Car running (excl. depreciation)	2.3
Interest (Tenancy)	0.1
Carriage	1.8
Sundry Livestock Expenses	5.1
Sundry Crop Expenses	0.1
Miscellaneous	<u>2.2</u>
	<u>17.0</u>

(a) Being detail of this heading on the previous page.

	Average for Group
<u>GROSS MARGIN AND FIXED COSTS PER 20 EWES</u>	£
<u>GROSS OUTPUT</u> (See Page II)	<u>109.6</u>
<u>Less Variable Costs:-</u>	
Total A (See Page II)	20.4
B (" " ")	3.5
Sundry Livestock Expenses	5.1
Sundry Crop Expenses	0.1
Contract Work	<u>0.8</u>
<u>TOTAL VARIABLE COSTS</u>	<u>29.9</u>
<u>GROSS MARGIN</u>	<u>79.7</u>
<u>Less Fixed Costs:-</u>	
Labour: Hired and Family	32.4
Farmer and Wife	5.3
Machinery, Power and Transport	12.3
Rent, Rates, etc.	19.0
Miscellaneous Expenses	2.3
Sundry Adjustments (+) or (-)	(-) <u>2.5</u>
<u>TOTAL FIXED COSTS</u>	<u>68.8</u>
<u>SURPLUS</u> (Deficit = (-))	<u>£10.9</u>
(i.e. Gross Margin less Fixed Costs)	
<u>PER £100 OF TOTAL LABOUR</u>	£
GROSS OUTPUT	291
NET OUTPUT*	236
GROSS MARGIN	211
SURPLUS	29

* Gross Output less Total A

UPLAND STOCK FARMS
NON-HIGHLAND AREA
GROUP AVERAGES (Page I)

Information for this group is also given on the two following pages.

The averages for this group relate to 11 farms.

All items of revenue and output include a Hill Sheep Subsidy of 10/- per ewe.

	Average for Group
Size in acres	487
Acreage: Ploughland Crops	15
Hay, Grass Silage and Grazing	91
Rough Grazing	<u>381</u>
Total	<u>487</u>
Ewes per farm	282
Cows per farm	25
Percentage of Rough Grazing	78
Acres of Rough Grazing per Ewe (a)	1.3
Gross Sheep and Wool Output per 20 Ewes	£132
Lamb Marking	113%
Lamb Disposal	110%
Price per Head:	
Store Lambs	103/-
Fat Lambs (b)	114/-
All Lambs (b)	108/-
Fat Sheep (b)	126/-
All Ewes	64/-
Store Cattle	£48
Calving Heifers	£62
Weaned Calves	£28

(a) Total acreage of rough grazing divided by number of ewes.

(b) Including Fatstock Deficiency Payments.

SUMMARY OF FARM ACCOUNTS

	Average for Group
<u>SUMMARY: PER 100 ACRES (ACTUAL)</u>	£
Trading Revenue	988
<u>Less</u> Trading Expenditure	<u>752</u>
Balance (i)	236
<u>Less</u> Capital Expenditure (Net)	<u>112</u>
Balance (ii)	124
Change in Stock and Crop Valuation	(+ 15
Change in Equipment Valuation	(+ <u>32</u>
	171
<u>Less</u> Manual Work: Farmer and Wife	<u>107</u>
	<u>£ 64</u>
TRADING REVENUE PER £100 OF	
"TRADING EXPENDITURE PLUS	
FARMER AND WIFE WORK"	£115

UPLAND STOCK FARMS
NON-HIGHLAND AREA
GROUP AVERAGES (Page II)

Information for this group is also given on the previous and following page.
The averages for this group relate to 11 farms.
All items of revenue and output include a Hill Sheep Subsidy of 10/- per ewe

	Average for Group
<u>GROSS OUTPUT PER 100 ACRES (ACTUAL)</u>	£
Cattle	393
Sheep and Wool	382
Pigs	23
Poultry and Eggs	19
Miscellaneous Livestock Items	-
Livestock Output (X)	<u>817</u>
Crop Output (Y)	<u>8</u>
Total X + Y	825
Miscellaneous	<u>8</u>
GROSS OUTPUT	<u>£833</u>
	Average for Group
<u>COSTS PER 100 ACRES (ACTUAL)</u>	£
Bought feed	158
Grazing Taken	7
Seeds	<u>16</u>
Total these (A)	<u>181</u>
Lime and Fertilisers (B)	<u>75</u>
Labour: Hired and Family Farmer and Wife	145
Total Labour (C)	<u>107</u>
Rent	56
Building, etc. repairs	29
Other Expenditure (Detail, see next page)	<u>140</u>
Total these (D)	<u>225</u>
Total A + B + C + D	733
<u>Adjust</u> Sundry Items	(-) 9
<u>Less</u> Sundry Grants	<u>35</u>
	<u>689</u>
Depreciation on Structures	15
" " Equipment	45
" " Car	<u>20</u>
Total Depreciation	<u>80</u>
TOTAL COSTS	<u>£769</u>
<u>OUTPUT LESS COSTS PER 100 ACRES (ACTUAL)</u>	£
GROSS OUTPUT	833
TOTAL COSTS	<u>769</u>
<u>SURPLUS (Deficit = (-))</u>	<u>£ 64</u>

UPLAND STOCK FARMS
NON-HIGHLAND AREA
GROUP AVERAGES (Page III)

Information for this group is also given on the two previous pages.
The averages relate to 11 farms.

All items of revenue and output include a Hill Sheep Subsidy of 10/-d. per ewe.

	Average for Group
<u>OTHER EXPENDITURE: PER 100 ACRES (a)</u>	£
Rates and Insurance	10
Implement repairs; also spares, etc.	20
Contract Work	9
Fuel, light and power	16
Car running (excl. depreciation)	20
Interest (Tenancy)	4
Carriage	8
Sundry Livestock Expenses	27
Sundry Crop Expenses	3
Miscellaneous	<u>23</u>
TOTAL	<u>£140</u>

(a) Being detail of this heading on previous page.

	Group Average
<u>GROSS MARGIN AND FIXED COSTS PER 100 ACRES</u>	£
<u>GROSS OUTPUT</u> (See Page II)	<u>833</u>
<u>Less Variable Costs:-</u>	
Total A (See Page II)	181
B (" " ")	75
Sundry Livestock Expenses	27
Sundry Crop Expenses	3
Contract Work	<u>9</u>
<u>TOTAL VARIABLE COSTS</u>	<u>295</u>
<u>GROSS MARGIN</u>	<u>538</u>
<u>Less Fixed Costs:-</u>	
Labour: Hired and Family	145
Farmer and Wife	107
Machinery, Power and Transport	129
Rent, Rates, etc.	110
Miscellaneous Expenses	27
Sundry Adjustments (+) or (-)	(-) <u>44</u>
<u>TOTAL FIXED COSTS</u>	<u>474</u>
SURPLUS (Deficit = (-))	<u>64</u>
(i.e. Gross Margin less Fixed Costs)	
<u>PER £100 OF TOTAL LABOUR</u>	£
GROSS OUTPUT	330
NET OUTPUT*	259
GROSS MARGIN	213
SURPLUS	25

* Gross Output less Total A.

'LIVESTOCK WITH ARABLE' FARMSExplanatory Notes

All acreages are adjusted acreages except where otherwise stated. Money figures are in £'s and decimal parts of £'s.

The term Livestock with Arable farms is used to indicate mainly low-ground non-dairying farms, with little or no rough grazing, which draw a considerable part of their revenue from the sale of cash crops (in this case potatoes are important) and on which stock rearing and/or fattening are of importance. The relationship of crop to stock and the choice of cattle and sheep enterprises vary from farm to farm, but omitting a few specialised carseland farms and some others, 37 farm records were placed into three groups.

In the first two groups, A and B, are farms generally similar in type with cash cropping important, especially potatoes, and with a considerable revenue from livestock (cattle, sheep and on a much smaller scale, occasionally pigs and poultry). These farms have been grouped according to size with Group A containing 15 farms of up to 175 acres and Group B containing 13 farms of over 175 acres.

The other group, Group C, of 9 farms differs from the other two in that the emphasis was on the livestock enterprises with more land given over to grazing stock and less to cash crops and potatoes, although there was a certain amount of grain growing and handling by combine.

The final group (Group D) is one mainly made up of the farms in the three other groups and deals with 7 farms coming closest to a definition of Cropping Farms, i.e. with a high dependence on cash crop revenue

All figures relate to the 1963 potato crop and grain harvest. The profits reflect the rather low prices received for the 1963 potato crop.

As the group samples are small ones, average figures only are given for each group; but for the position of the 'Best' (i.e. most profitable) farms it may be said that for better than average Livestock with Arable farms on good cropping land, even in a year when potato prices were rather low, a Surplus of over £10 per acre was attainable. Indeed the 'Best' farm in the sample had a surplus of £17 per acre.

LIVESTOCK WITH ARABLE FARMS
GROUP AVERAGES (Page 1)

Information for these groups is also given on the two following pages.
See Explanatory Notes for information on the method of grouping.

	<u>Group A</u>	<u>Group B</u>	<u>Group C</u>	<u>Group D</u>
Number of farms	15	13	9	7
Size in acres	122	241	259	272
<u>FARM SIZE AND CROP</u>				
Average acres - Ploughland crops	57	111	94	133
Hay and grass	62	123	159	135
Rough grazing	<u>12</u>	<u>26</u>	<u>27</u>	<u>20</u>
Average size - acres (actual)	<u>131</u>	<u>260</u>	<u>280</u>	<u>288</u>
Wheat	3.6	10.4	0.9	15.1
Barley	9.0	30.8	43.2	32.8
Oats	25.3	36.1	26.2	45.1
Mashlum, Beans, etc.	0.1	-	-	-
Potatoes	12.0	20.6	10.3	23.4
Arable Silage	-	-	1.7	-
Turnips and Swedes	5.9	11.8	10.1	15.4
Kale, etc.	1.0	1.3	1.5	1.2
Rotation Hay and Silage	19.3	36.3	39.2	35.4
Rotation Grazing	41.3	82.1	109.0	92.3
Timothy Hay	-	-	-	-
Permanent Grazing	1.9	4.5	10.4	6.6
Rough Grazing	<u>11.6</u>	<u>26.4</u>	<u>27.1</u>	<u>20.3</u>
Average acres (actual)	<u>131.0</u>	<u>260.3</u>	<u>279.6</u>	<u>287.6</u>
<u>NUMBERS OF STOCK PER 100 ACRES</u>				
<u>BREEDING STOCK</u>				
Cows (Dairy and rearing)	6	4	7	3
Ewes	25	33	61	26
Breeding Pigs	1	neg.	neg.	neg.
<u>NUMBERS OF LIVESTOCK BOUGHT</u>				
Calves	8	12	6	3
Store Cattle	12	26	24	37
Lambs and Store Sheep	80	96	45	90
Store Pigs	1	neg.	1	1

SUMMARY OF FARM ACCOUNTS

	<u>Group A</u>	<u>Group B</u>	<u>Group C</u>	<u>Group D</u>
<u>SUMMARY: PER ACRE</u>				
	£	£	£	£
Trading Revenue	48.6	63.2	51.1	70.7
<u>Less</u> Trading Expenditure	<u>42.6</u>	<u>56.7</u>	<u>43.8</u>	<u>63.9</u>
Balance (i)	6.0	6.5	7.3	6.8
<u>Less</u> Capital Expenditure (Net)	<u>3.4</u>	<u>6.4</u>	<u>3.7</u>	<u>4.5</u>
Balance (ii)	2.6	0.1	3.6	2.3
Change in Stock and Crop Valuation	(+) 2.0	(+) 3.4	(+) 0.1	(+) 5.0
Change in Equipment Valuation	(-) 0.5	(+) 1.8	(+) 0.3	(-) 0.3
PROFIT	4.1	5.3	4.0	7.0
Manual Work: Farmer and Wife	<u>4.6</u>	<u>1.9</u>	<u>2.3</u>	<u>1.7</u>
SURPLUS (Deficit = (-))	(-£)0.5	£3.4	£1.7	£5.3
TRADING REVENUE PER £100 OF "TRADING EXPENDITURE PLUS FARMER AND WIFE WORK"	£103	£108	£111	£108

LIVESTOCK WITH ARABLE FARMS
GROUP AVERAGES (Page II)

Information for the groups is given on the previous and following pages.
See Explanatory Notes for information on the method of grouping.

STRUCTURE OF GROSS OUTPUT PER ACRE

	<u>Group A</u>	<u>Group B</u>	<u>Group C</u>	<u>Group D</u>
	£	£	£	£
GROSS OUTPUT PER ACRE				
Cattle	13.1	11.5	12.7	11.9
Sheep and Wool	3.5	5.3	7.4	5.3
Pigs	0.9	0.4	0.4	0.3
Poultry and Eggs	1.8	0.7	0.4	0.5
Miscellaneous Livestock Items	-	-	-	-
Livestock Output (X)	<u>19.3</u>	<u>17.9</u>	<u>20.9</u>	<u>18.0</u>
Cereals and Straw	6.5	9.7	6.0	10.5
Potatoes	9.5	10.1	1.8	10.8
Other crop items	1.1	0.9	0.2	0.8
Crop Output (Y)	<u>17.1</u>	<u>20.7</u>	<u>8.0</u>	<u>22.1</u>
Total X + Y	36.4	38.6	28.9	40.1
Miscellaneous	<u>0.5</u>	<u>0.4</u>	<u>0.3</u>	<u>0.4</u>
GROSS OUTPUT	<u>£36.9</u>	<u>£39.0</u>	<u>£29.2</u>	<u>£40.5</u>

COSTS PER ACRE

	<u>Group A</u>	<u>Group B</u>	<u>Group C</u>	<u>Group D</u>
	£	£	£	£
<u>COSTS PER ACRE</u>				
Bought feed	4.9	3.3	2.8	2.5
Grazing taken	0.1	0.1	-	neg.
Seeds	<u>1.9</u>	<u>2.3</u>	<u>1.4</u>	<u>2.4</u>
Total these (A)	<u>6.9</u>	<u>5.7</u>	<u>4.2</u>	<u>4.9</u>
Lime and fertilisers (B)	<u>3.5</u>	<u>3.6</u>	<u>3.3</u>	<u>3.7</u>
Labour: Hired and Family	9.2	9.7	6.8	10.4
Farmer and Wife	<u>4.6</u>	<u>1.9</u>	<u>2.3</u>	<u>1.7</u>
Total Labour (C)	<u>13.8</u>	<u>11.6</u>	<u>9.1</u>	<u>12.1</u>
Rent	2.5	2.9	2.5	2.9
Building etc. repairs	0.7	1.1	0.9	0.7
Other Expenditure (Detail next page)	<u>7.5</u>	<u>7.3</u>	<u>5.5</u>	<u>7.1</u>
Total these (D)	<u>10.7</u>	<u>11.3</u>	<u>8.9</u>	<u>10.7</u>
Total A + B + C + D	34.9	32.2	25.5	31.4
<u>Adjust</u> Sundry Items	0.5	0.3	0.6	0.2
<u>Less</u> Sundry Grants	<u>0.9</u>	<u>0.9</u>	<u>0.8</u>	<u>0.8</u>
	<u>33.5</u>	<u>31.0</u>	<u>24.1</u>	<u>30.4</u>
Depreciation on Structures	0.9	1.0	0.4	1.1
" " Equipment	2.4	3.0	2.4	3.0
" " Car	<u>0.6</u>	<u>0.6</u>	<u>0.6</u>	<u>0.7</u>
Total Depreciation	<u>3.9</u>	<u>4.6</u>	<u>3.4</u>	<u>4.8</u>
TOTAL COSTS	<u>£37.4</u>	<u>£35.6</u>	<u>£27.5</u>	<u>£35.2</u>

Note: Net Output = Gross Output less A. Net Output less B = Net Output less Fertiliser Cost.

	£	£	£	£
GROSS OUTPUT PER ACRE	36.9	39.0	29.2	40.5
TOTAL COSTS PER ACRE	<u>37.4</u>	<u>35.6</u>	<u>27.5</u>	<u>35.2</u>
SURPLUS (Deficit = (-))	(-) <u>£0.5</u>	<u>£3.4</u>	<u>£1.7</u>	<u>£5.3</u>

LIVESTOCK WITH APABLE FARMS
GROUP AVERAGES (Page III)

Information for the groups is given on the two previous pages.
See Explanatory Notes for information on the method of grouping.

DETAILS OF 'OTHER EXPENDITURE' ITEM (a)

	<u>Group A</u>	<u>Group B</u>	<u>Group C</u>	<u>Group D</u>
<u>'OTHER EXPENDITURE' PER ACRE</u>	£	£	£	£
Rates and insurance	0.6	0.6	0.5	0.6
Implement repairs; also spares	1.6	1.4	1.4	1.3
Contract Work	0.8	1.0	0.3	1.1
Fuel, light and power	1.1	1.1	0.8	1.1
Car running (excl. depreciation)	0.9	0.7	0.6	0.8
Interest (Tenancy)	0.3	0.2	0.2	neg.
Carriage	0.2	0.4	0.3	0.4
Sundry Livestock Expenses	0.4	0.3	0.3	0.2
Sundry Crop Expenses	0.6	0.8	0.6	0.9
Miscellaneous	<u>1.0</u>	<u>0.8</u>	<u>0.5</u>	<u>0.7</u>
TOTAL	<u>£7.5</u>	<u>£7.3</u>	<u>£5.5</u>	<u>£7.1</u>

(a) Being detail of this heading on the previous page.

	<u>Group A</u>	<u>Group B</u>	<u>Group C</u>	<u>Group D</u>
<u>GROSS MARGIN AND FIXED COSTS PER ACRE</u>	£	£	£	£
<u>GROSS OUTPUT</u> (See Page II)	36.9	39.0	29.2	40.5
<u>Less</u> Total A (Page II Feed, etc.) (1)	<u>6.9</u>	<u>5.7</u>	<u>4.2</u>	<u>4.9</u>
NET OUTPUT	30.0	33.3	25.0	35.6
<u>Less</u> Page II, B, Fertilisers (1)	<u>3.5</u>	<u>3.6</u>	<u>3.3</u>	<u>3.7</u>
NET OUTPUT less Fertiliser Costs	26.5	29.7	21.7	31.9
<u>Less Other Variable Costs:-</u>				
Sundry Livestock Expenses (1)	0.4	0.3	0.3	0.2
Sundry Crop Expenses (1)	0.6	0.8	0.6	0.9
Contract Work (1)	<u>0.8</u>	<u>1.0</u>	<u>0.3</u>	<u>1.1</u>
GROSS MARGIN	<u>24.7</u>	<u>27.6</u>	<u>20.5</u>	<u>29.7</u>
<u>Less Fixed Costs</u>				
Labour: Hired and Family	9.2	9.7	6.8	10.4
Farmer and Wife	4.6	1.9	2.3	1.7
Machinery, Power and Transport	6.8	7.2	6.1	7.3
Rent, rates, etc.	4.7	5.6	4.3	5.3
Miscellaneous Expenses	1.3	1.0	0.7	0.7
Sundry Adjustments	<u>1.4</u>	<u>1.2</u>	<u>1.4</u>	<u>1.0</u>
TOTAL FIXED COSTS	<u>25.2</u>	<u>24.2</u>	<u>18.8</u>	<u>24.4</u>
SURPLUS (Deficit = (-)) (2)	(-) <u>£0.5</u>	<u>£3.4</u>	<u>£1.7</u>	<u>£5.3</u>
(2) = Gross Margin less Fixed Costs				
(1) Total of Variable Costs	<u>£12.2</u>	<u>£11.4</u>	<u>£8.7</u>	<u>£10.8</u>

PER £100 OF TOTAL LABOUR

	£	£	£	£
GROSS OUTPUT	267	335	321	334
NET OUTPUT	217	286	275	293
GROSS MARGIN	177	237	225	244
SURPLUS	(-) 3.7	29.2	18.9	43.7

MILK COSTING RESULTS
CROP COSTING RESULTS

Explanatory NotesMILK PRODUCTION

Enterprise-cost investigations into milk production in this College province provide information of two kinds:-

- (i) Broad 'inclusive' cost averages on the structure of costs.
- (ii) Certain information on Milk production and feed inputs suitable as a guide in farm management work.

For both types the information given relates to costs for a 'summer' and 'winter' period and for these combined into a year ended 31st March, 1965.

Explanation of Some Terms

'Summer' is the six months period of April to September inclusive.

'Winter' is the six months period of October to March inclusive.

% Production (Oct. - March):- Represents, as an indication of the seasonality of production, the gallonage produced in the six months period, October to March, as a percentage of the production for the year.

Production per cow in herd:- This is the total gallonage of milk produced (sold, fed to stock and used) divided by the average number of cows.

Labour: Milk Production:- This is the charge for all direct labour attending to the cows and includes all farmer and wife's work, and all family labour (paid or unpaid) as well as hired labour. This charge does not include managerial work nor the cost of attendance on young stock up to the calving heifer stage.

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CROP COSTS

The only recent information available is from some grass silage costings relating to the 1964 crop.

The figures are from enterprise costs and are 'inclusive' costs (i.e. containing an estimate for a share of the Farm General Expenses (= Overheads)). Information is given for Single Cut Crops (Page I) and for Multiple Cut Crops (Page II).

MILK COSTINGS, 1964-65
AVERAGE FIGURES (Page 1)

Cost Structures. The figures are from enterprise costings for the year ended March, 1965. The sample was 77 herds. General averages relate to these 77 herds, of which 34 were classed as 'Winter Producers', 33 as 'Intermediate Producers' and 10 as 'Summer Producers'. The latter group includes herds which produced 'Under 36%' of the year's production in October to March. The number in this group is too small to give representative figures but those given may be of interest.

<u>PER GALLON</u>	<u>FOR YEAR</u>			
	<u>General Average</u>	<u>Winter Producers</u>	<u>Intermediate Producers</u>	<u>Summer Producers</u>
No. of herds	77	34	33	10
No. of cows in herd	56	57	57	48
Production per cow - gals.	797	783	818	777
% of year in Oct. - March	45	52	42	33
	<u>Pence</u>	<u>Pence</u>	<u>Pence</u>	<u>Pence</u>
Foods Bought: Concentrates	8.32	8.40	8.52	7.40
" Others	0.95	1.14	0.81	0.76
Home-Grown: Grain	1.30	1.58	1.03	1.27
" " Others	5.44	5.63	5.29	5.28
Grazing	<u>2.83</u>	<u>2.88</u>	<u>2.78</u>	<u>2.89</u>
Total Foods and Grazing	<u>18.84</u>	<u>19.63</u>	<u>18.43</u>	<u>17.60</u>
Labour (including family)	<u>6.31</u>	<u>6.32</u>	<u>6.17</u>	<u>6.74</u>
Miscellaneous Costs	<u>6.63</u>	<u>6.55</u>	<u>6.56</u>	<u>7.14</u>
Cow Replacement	<u>1.61</u>	<u>1.40</u>	<u>1.63</u>	<u>2.23</u>
GROSS COST	33.39	33.90	32.79	33.71
Less Calf Credit	<u>1.31</u>	<u>1.30</u>	<u>1.33</u>	<u>1.23</u>
NET COST	<u>32.08d.</u>	<u>32.60d.</u>	<u>31.46d.</u>	<u>32.48d.</u>
<u>PER COW</u>	<u>£'s</u>	<u>£'s</u>	<u>£'s</u>	<u>£'s</u>
Foods Bought: Concentrates	27.6	27.4	29.0	24.0
" Others	3.2	3.7	2.8	2.4
Home-Grown: Grain	4.3	5.2	3.5	4.1
" " Others	18.1	18.3	18.0	17.1
Grazing	<u>9.4</u>	<u>9.4</u>	<u>9.5</u>	<u>9.4</u>
Total Foods and Grazing	<u>62.6</u>	<u>64.0</u>	<u>62.8</u>	<u>57.0</u>
Labour (including family)	<u>21.0</u>	<u>20.6</u>	<u>21.1</u>	<u>21.8</u>
Miscellaneous Costs	<u>22.0</u>	<u>21.4</u>	<u>22.3</u>	<u>23.1</u>
Cow Replacement	<u>5.3</u>	<u>4.6</u>	<u>5.6</u>	<u>7.2</u>
GROSS COST	110.9	110.6	111.8	109.1
Less Calf Credit	<u>4.3</u>	<u>4.2</u>	<u>4.6</u>	<u>4.0</u>
NET COST	<u>£106.6</u>	<u>£106.4</u>	<u>£107.2</u>	<u>£105.1</u>

MILK COSTINGS, 1964-65
AVERAGE FIGURES (Page II)

Margin after deducting purchased feed cost from the value of milk produced. The figures relate to Summer (April to September, 1964); Winter (October to March, 1964-65) and the year April, 1964 to March, 1965. Feed usage covers the whole milk production herd i.e. cows and heifers in milk and dry cows.

	<u>PER COW</u>			
	<u>General Average</u>	<u>Winter Producers</u>	<u>Intermediate Producers</u>	<u>Summer Producers</u>
<u>WINTER PERIOD</u>	£'s	£'s	£'s	£'s
Value of milk produced	64.1	72.1	60.9	47.3
<u>Less:</u> Bought Concentrates	19.3	19.9	20.2	14.7
Other Bought Feed	<u>2.4</u>	<u>2.8</u>	<u>2.0</u>	<u>2.0</u>
MARGIN	<u>42.4</u>	<u>49.4</u>	<u>38.7</u>	<u>30.6</u>
 <u>SUMMER PERIOD</u>				
Value of milk produced	59.6	52.4	64.3	68.4
<u>Less:</u> Bought Concentrates	8.0	7.1	8.7	9.4
Other Bought Feed	<u>0.7</u>	<u>0.8</u>	<u>0.6</u>	<u>0.5</u>
MARGIN	<u>50.9</u>	<u>44.5</u>	<u>55.0</u>	<u>58.5</u>
 <u>YEAR</u>				
Value of milk produced	123.9	125.1	125.1	115.8
<u>Less:</u> Bought Concentrates	27.6	27.4	29.0	24.0
Other Bought Feed	<u>3.2</u>	<u>3.7</u>	<u>2.8</u>	<u>2.4</u>
MARGIN	<u>£93.1</u>	<u>£94.0</u>	<u>£93.3</u>	<u>£89.4</u>

Input of Concentrates, 1964-65 - Per Gallon Produced

	<u>PER COW</u>			
	<u>General Average</u>	<u>Winter Producers</u>	<u>Intermediate Producers</u>	<u>Summer Producers</u>
<u>WINTER PERIOD</u>	lb.	lb.	lb.	lb.
Concentrates	4.63	4.53	4.58	4.87
Druff etc. (D.F.E.)	<u>0.70</u>	<u>0.85</u>	<u>0.55</u>	<u>0.52</u>
Total	<u>5.33</u>	<u>5.38</u>	<u>5.13</u>	<u>5.39</u>
 <u>SUMMER PERIOD</u>				
Concentrates	1.33	1.43	1.25	1.21
Druff, etc. (D.F.E.)	<u>0.13</u>	<u>0.15</u>	<u>0.11</u>	<u>0.07</u>
Total	<u>1.46</u>	<u>1.58</u>	<u>1.36</u>	<u>1.28</u>
 <u>YEAR</u>				
Concentrates	2.81	3.02	2.65	2.44
Druff, etc. (D.F.E.)	<u>0.38</u>	<u>0.50</u>	<u>0.29</u>	<u>0.24</u>
Total	<u>3.19</u>	<u>3.52</u>	<u>2.94</u>	<u>2.68</u>

Concentrates = Purchased cakes and meals; also home-grain.
D.F.E. = Dry Feed Equivalent.

CROP COSTING RESULTS
GRASS SILAGE, 1961
SINGLE CUT CROPS (Page 1)

GROUP AND GENERAL AVERAGES

(Money figures are in £'s and decimals)

	<u>Group A</u>	<u>Group B</u>	<u>Group C</u>	<u>Groups Totals and Averages</u>
Number of farms in the group	<u>6</u>	<u>6</u>	<u>6</u>	<u>18</u>
Number of silage acres costed	170	165	119	454
Number of silage acres reseeded	40	67	-	107
Number of silage acres dunged	-	70	45	115
Yield per acre - average - tons	6.4	7.9	7.4	7.2
<u>Costs per acre (Silage only)</u>	£	£	£	£
Fertilisers	3.6	3.8	3.6	3.6
Sundry Materials	0.1	0.3	0.5	0.3
Contract Work and Casual	-	0.2	0.1	0.1
Farm Labour and Power	5.1	4.4	4.9	4.8
Overheads on same	3.7	4.5	4.6	4.3
Depreciation on Silos and Silage Machinery	2.2	3.2	2.6	2.7
<u>Costs per acre (All field uses)</u>				
Certain Fertilisers and Lime	0.8	0.4	0.3	0.5
Rent	2.5	4.1	3.5	3.4
Overheads on Acreage	0.4	0.5	0.5	0.5
Sow-out and/or reseeded costs	1.9	3.0	-	1.6
Dungwork, including Overheads	<u>-</u>	<u>3.2</u>	<u>2.8</u>	<u>2.0</u>
Gross Cost per acre	20.3	27.6	23.4	23.8
<u>Less to other uses of fields</u>	<u>1.9</u>	<u>3.9</u>	<u>2.4</u>	<u>2.8</u>
Net Cost per acre	<u>£18.4</u>	<u>£23.7</u>	<u>£21.0</u>	<u>£21.0</u>
Silage Cost per ton	<u>£2.9</u>	<u>£3.0</u>	<u>£2.8</u>	<u>£2.9</u>

Notes: Group A - Single Cut Crops where no Dung was applied to any of the silage crop acres.

Group B - Single Cut Crops bearing a dungwork charge and also a reseeded or sow-out charge.

Group C - Single Cut Crops with no reseeded or sow-out charges i.e. from established leys. (All farms in this group bore a dungwork charge also.)

CROP COSTING RESULTS
GRASS SILAGE, 1964
MULTIPLE CUT CROPS (Page II)

GROUP AND GENERAL AVERAGES

(Money figures are in £'s and decimals)

	<u>Group D</u>	<u>Group E</u>	<u>Group F</u>	<u>Groups Totals and Averages</u>
Number of farms in group	2	4	3	19
Number of silage acres costed	485½	151	68	704½
Number of silage acres reseeded	131	63	-	194
Number of silage acres dunged	280½	-	17	297½
Number of silage acres 'cut-over'	676	229	108	1013
Yield per acre grown - average - tons	8.7	7.9	7.7	8.3
Yield per acre 'cut-over' - average - tons	5.3	5.0	4.9	5.1
<u>Costs per acre grown (Silage only)</u>	£	£	£	£
Fertilisers	5.4	4.2	5.8	5.2
Sundry Materials	0.1	0.1	0.1	0.1
Contract Work and Casual	0.1	0.4	0.9	0.3
Farm Labour and Power	6.4	8.3	4.9	6.6
Overheads on same	6.4	7.8	3.6	6.2
Depreciation on Silos and Silage Machinery	2.7	1.4	2.7	2.3
<u>Costs per acre (All field uses)</u>				
Certain Fertilisers and Lime	0.4	1.0	0.5	0.6
Rent	3.4	4.8	2.5	3.6
Overheads on Acreage	0.6	0.6	0.4	0.5
Sow-out and/or reseeding costs	3.1	3.9	-	2.8
Dungwork, including Overheads	1.8	-	1.4	1.3
Gross Cost per acre grown	30.4	32.5	22.8	29.5
<u>Less</u> to other uses of fields	1.9	3.1	1.3	2.1
Net Cost per acre grown	£28.5	£29.4	£21.5	£27.4
Net Cost per acre 'cut-over'	£16.8	£18.0	£13.4	£16.4
Silage cost per ton	£3.4	£3.7	£2.8	£3.3

Notes: Group D - Dunged Crops with a reseeding or sow-out charge.

Group E - Non-dunged Crops with a reseeding or sow-out charge.

Group F - Crops with no reseeding or sow-out charges.