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UNIVERSITY OF EXETER
Agricultural Economics Unit

Agricultural Enterprise Studies
in England and Wales
Economic Report No. 84

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LOWLAND SHEEP

Interim results of a survey
of the 1981 lamb-crop in
England and Wales

W. J. K. Thomas

October 1982
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W J K Thomas

University of Exeter
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St German's Road
Exeter EX4 6TL

October 1982

ACKNOWLEDGEMENTS

This survey has examined the production and disposal of the 1981 lamb crop and has thus been operating for a period of about two years, stretching from the first dates on which the rams were turned in with the ewes in 1980 through to the last sale of finished hoggets as late as June 1982. In co-ordinating the survey this Unit has received excellent co-operation from colleagues at the Ministry of Agriculture (London), in the Universities of Manchester, Newcastle, Nottingham, Reading, London (Wye College), Wales (Aberystwyth) and the Askham Bryan College of Agriculture in Yorkshire. We are extremely grateful to them and trust that they, in turn, have found satisfaction in this joint exercise.

All of us at the operating end of the survey were, of course, entirely dependent on the help and co-operation of the sheep farmers who were asked to take part in the work, and we offer our sincere gratitude to them for their interest and hospitality. It is to be hoped that their future sheep-keeping will benefit from this close examination of their flocks. If this is so, the survey will have been a reciprocal success.

At Exeter, the investigation was the responsibility of Mr W J K Thomas. In the field work and the analysis of the data, he was assisted by Estelle Burnside, Susan Hodge, Betty Roscoe and Andrew Sheppard. This interim report, commenced by Mr Thomas before his departure on study leave, was completed by Susan Hodge and Betty Roscoe. A detailed report on the results will be written on his return later in the year.

R C Rickard
Director of the Unit
January 1983

AGRICULTURAL ENTERPRISE STUDIES IN ENGLAND AND WALES

University departments of Agricultural Economics in England and Wales have for many years undertaken economic studies of crop and livestock enterprises, receiving financial and technical support from the Ministry of Agriculture, Fisheries and Food.

The departments in different regions of the country conduct joint studies of those enterprises in which they have a particular interest. This community of interest is recognised by issuing enterprise studies reports prepared and published by individual departments in a common series entitled "Agricultural Enterprise Studies in England and Wales".

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LOWLAND SHEEPInterim results of a survey of the 1981 lamb crop in England and Wales

Introduction

The survey represents a continuation of the work of the Lowland Sheep Study Group which was set up in 1968 to study the current problems of this sector of agriculture.⁽¹⁾ At that time sheep were very much the poor relations in farming and the production of lamb and mutton was decreasing. Economic surveys of lowland sheep were conducted in various parts of England in 1970 and 1976 and the 1981 survey repeats the periodic examination of the enterprise. On this occasion the survey covered the whole of England and Wales with the exception of the fairly "sheep-less" East Anglia. It was coincidental but perhaps also fortuitous that the survey was carried out in the first year of the full operation of the EEC sheep regime, an event that was to bring better rewards to UK sheep farmers but not to end the problems of the sheep-trade with Europe.

The survey sample was selected from agricultural holdings with breeding ewes recorded at the June 1979 census; all the holdings being located in the "favoured" (i.e. lowland) areas as opposed to the "less favoured areas" (hills and uplands) as designated for EEC purposes. The sample was a random one with sampling fractions varying according to flock size. The distribution of holdings with lowland sheep at June 1979 is shown in Table 1.

The 14.6 thousand holdings with less than 50 ewes represented some 38 per cent of the total holdings but only 7 per cent of the breeding ewes and they were omitted from the sample. The details of the sample selected are shown in Table 2.

(1) See Appendix for titles of earlier reports

Table 1 Distribution of holdings with lowland breeding ewes in England and Wales (except East Anglia) June 1979

Region	<u>Flock size groups</u>				Totals
	<u>No of ewes per holding</u>				
	Under 50	50- 199	200- 499	500 & over	
	<u>No of holdings</u>				
England:					
North	1261	1543	455	131	3390
North East	1441	2021	452	69	3983
North West	1872	1742	398	51	4063
East Midlands	1186	1621	558	137	3502
South	2508	2670	1116	317	6611
South East	780	785	431	243	2239
South West	2737	3629	1048	173	7587
Wales	2809	2877	907	195	6788
Totals	14594	16888	5365	1316	38163

Table 2 Original sample selected for survey

Region	<u>No of ewes per holding</u>			Totals
	50- 199	200- 499	500 & over	
	<u>No of holdings</u>			
England:				
North	7	7	8	22
North East	12	6	5	23
North West	9	6	3	18
East Midlands	8	10	8	26
South	13	17	18	48
South East	4	7	14	25
South West	18	16	10	44
Wales	14	15	10	39
Totals	85	84	76	245

Taking advantage of the work done by the Ministry of Agriculture on type of farming it was possible to classify the sheep holdings on this basis as shown in Table 3.

Table 3 Sample holdings by type of farming

Type of farming	<u>No of ewes per holding</u>			Totals
	50-199	200-499	500 & over	
	<u>No of holdings</u>			
Full-time holdings:				
Specialist dairy	6	2	-	8
Mainly dairy	14	7	5	26
Livestock rearing:				
Mainly cattle	4	1	-	5
Mainly sheep	-	9	22	31
Cattle and sheep	23	36	29	88
Pig and poultry	2	2	1	5
Cropping:				
Mostly cereals	3	5	4	12
General	4	7	4	15
General horticulture	-	-	1	1
Mixed	7	10	9	26
Part-time holdings	22	6	-	28
Totals	85	84	76	245

The table illustrates one of the husbandry advantages of sheep in that a flock can be fitted into virtually any farming system and usually with benefit to the other enterprises that are undertaken.

The sample as selected represented less than 1 per cent of all the holdings with sheep in the "favoured areas" of England and Wales but, because of the stratification by size of flock, about 2 per cent of the breeding ewes were likely to be covered. However, because of various changes in occupiership of holdings and in farming systems between the date of selection of the sample and the beginning of the survey, the final sample will not be identical with that originally chosen. Another reason for the departure from the initial selection is that some sheep farmers were unable or unwilling to take part in the voluntary survey, but the evidence

shows that most farmers were very interested and ready to co-operate. Details for the samples as surveyed are given in the regional section.

To conclude these introductory comments, it should be mentioned that this interim report contains only the main financial results together with a few of the more important physical factors of production and, as stated earlier, a more comprehensive analysis of the survey data will be published in mid-1983.

Regional results

The following tables present a summary of the physical and financial data relating to the flocks surveyed. These flocks have been placed in size groups according to the number of ewes and ewe lambs put to the ram in 1980. A Definition of Terms is presented in the Appendix and weighted averages have been used throughout the analysis.

The counties included in each region are:

North - Cumbria, Durham, Tyne and Wear, Northumberland

North East - Cleveland, South Yorkshire, North Yorkshire, West Yorkshire,
Humberside

North West - Cheshire, Lancashire, Merseyside, Shropshire, Staffordshire,
Greater Manchester

East Midlands - Derbyshire, Leicestershire, Lincolnshire, Northamptonshire,
Nottinghamshire

South - Berkshire, Buckinghamshire, Gloucestershire, Hampshire, Isle of
Wight, Hereford and Worcester, Greater London (SE), Oxfordshire,
Avon, Warwickshire, Wiltshire, West Midlands

South East - Kent, Surrey, Sussex

South West - Cornwall, Devon, Dorset, Somerset

Wales - Powys, Gwynedd, Dyfed, Clywd, Glamorgan, Gwent

It is intended that the tables, which are largely self-explanatory, will describe the situation in each region. Comments on them, which would tend to be repetitive, have been omitted. In a general way, it should be pointed out that wide variations have been shown to exist even within areas and size groups as regards types of farming, lambing percentages, stocking rates and lamb prices and weights.

After the regional results, a summary for England and Wales is given. A wide range in net margins can be seen. While the average gross margin of £3521 would appear to be satisfactory, the deduction of fixed costs reduces the net margin to £858 per 100 ewes put to ram. It may be remarked that the incidence of general farm overheads, charged at a standard rate throughout, will be partly responsible for the negative margins. However, these charges were "payable" also by the flocks making positive margins so they are not entirely responsible for the fact that roughly a quarter of the enterprises studied recorded net margins which were in deficit.

Table 1/1 Some physical results of production by flock size group
England North

	<u>Flock size group</u>			Region
	1	2	3	
Number of flocks	5	9	8	22
Average no. of ewes put to ram	136	314	813	455
Per cent ewe lambs	9.7	10.9	3.9	6.2
Ewe to ram ratio	36	41	39	39

FLOCK PERFORMANCE

per 100 ewes put to ram

No of ewes - lambed	93	95	95	95
- barren	4	3	3	3
- died prelambling	3	2	2	2
No of lambs bought	9	16	16	16
Lambing percentage - lambs reared	149	151	147	148
Wool Kg	291	302	280	287

Lamb disposals

Sales - killing	123	151	152	150
- store	26	11	5	8
- breeding	2	2	1	1
- casualties/other	-	..	..	..
Retentions - store	-	-	1	1
- breeding	7	3	4	4

Lambs for killing	% of sales	77.5	90.6	93.2	93.8
Average deadweight	Kg	20.5	18.5	18.8	18.8
Average price	£	37.87	36.22	35.61	35.91
Concentrates per ewe	Kg	39	44	34	46
Ewes per hectare - grazing		8.8	8.1	9.2	8.8
- all land		7.8	6.7	7.6	7.3
Labour hours per ewe		4.3	3.8	3.3	3.5

.. less than 1

Table 2/1 Financial results by flock size group
England North

	<u>Flock size group</u>			Region
	1	2	3	
No of flocks	5	9	8	22
Average no . of ewes put to ram	136	314	813	455
<hr/>				
Output:	per 100 ewes put to ram			
Lambs	5816	5664	5432	5524
Wool	286	302	274	282
Sub-total	6102	5966	5706	5806
Ewe premium	140	140	140	140
Flock adjustment (i)	- 11	175	-193	- 77
Total Output	6231	6281	5653	5869
Variable costs:				
Feed:				
Concentrates	489	535	547	539
Hay	23	45	62	55
Silage	-	-	24	16
Grazing, fodder crops	558	573	643	617
Total feed	1070	1153	1276	1227
Vet and medicines	181	146	200	184
Other variable costs	172	160	162	162
Total Variable Costs	1423	1459	1638	1573
Gross Margin (ii)	4808	4822	4015	4296
Fixed costs:				
Labour	1120	1003	851	913
Grazing, hay, fodder crops	908	1204	1074	1099
Vehicles, equipment, buildings	215	192	169	178
Share of farm overheads	494	491	494	493
Total Fixed Costs	2737	2890	2588	2683
Net Margin (iii)	2071	1932	1427	1613
<hr/>				
Gross Margin -- £ per ha (iv)	374	321	306	315

- (i) Flock appreciation (+) or depreciation (-)
(ii) Gross Margin = Total Output less Total Variable Costs
(iii) Net Margin = Gross Margin less Total Fixed Costs
(iv) Per hectare of all land used for sheep

Table 3/1 Sample holdings by type of farming
England North

Type of farming	<u>Flock size group</u>			Region
	1	2	3	
<u>Number of holdings</u>				
Full-time holdings:				
Specialist dairy				
Mainly dairy	1			1
Livestock rearing:				
Mainly cattle		1		1
Mainly sheep			1	1
Cattle and sheep	4	6	6	16
Pig and poultry				
Cropping:				
Mostly cereals				
General				
General horticulture				
Mixed		2	1	3
Part-time holdings:				
Totals	5	9	8	22

Table 4/1 Distribution of net margins and lambing rates
England North

Lambs reared ⁽ⁱ⁾ per 100 ewes	<u>Net margins -- £ per ewe</u>									Totals
	Deficits					Surpluses				
	39.9- 30.0	29.9- 20.0	19.9- 10.0	9.9- 0.0	0.0- 9.9	10- 19.9	20- 29.9	30- 39.9	40 & over	
Under 100					1			1		2
100 - 109.9										
110 - 119.9									1	1
120 - 129.9						1				1
130 - 139.9				1	2	1	1			5
140 - 149.9					1			1		2
150 - 159.9					1	1				2
160 - 169.9						3	1	1		5
170 - 179.9								2	1	3
180 and over							1			1
Totals				1	5	6	3	5	2	22

(i) Lambs reared per 100 ewes and ewe lambs put to ram

Table 1/2 Some physical results of production by flock size group
England North East

	<u>Flock size group</u>			Region
	1	2	3	
Number of flocks	11	11	2	24
Average no. of ewes put to ram	112	331	651	258
Per cent ewe lambs	1.6	5.9	22.4	8.5
Ewe to ram ratio	37	40	45	40
<hr/>				
<u>FLOCK PERFORMANCE</u>	per 100 ewes put to ram			
No of ewes - lambed	93	94	94	94
- barren	5	4	5	4
- died prelambling	2	2	1	2
No of lambs bought	19	5	-	7
Lambing percentage - lambs reared	157	144	144	147
Wool Kg	343	339	334	339
<hr/>				
<u>Lamb disposals</u>				
Sales - killing	171	112	138	130
- store	1	26	-	16
- breeding	2	3	6	3
- casualties/other	..	..	-	..
Retentions - store	-	-	-	-
- breeding	2	8	-	5
<hr/>				
Lambs for killing % of sales	97.2	75.1	95.7	87.0
Average deadweight Kg	20.4	19.3	18.9	19.5
Average price £	36.38	36.85	38.20	37.03
Concentrates per ewe Kg	36	60	81	78
Ewes per hectare - grazing	7.7	10.1	12.6	9.9
- all land	5.8	8.0	9.2	7.6
Labour hours per ewe	6.8	3.3	3.0	4.0

.. less than 1

Table 2/2 Financial results by flock size groups
England North East

	<u>Flock size group</u>			Region
	1	2	3*	
No of flocks	11	11	2	24
Average no of ewes put to ram	112	331	651	258

per 100 ewes put to ram				
Output:				
Lambs	6013	5170	5676	5445
Wool	319	311	295	309
Sub-total	6332	5481	5971	5754
Ewe premium	140*	140	140	140*
Flock adjustment (i)	386*	-157	242	36*
Total Output	6858	5464	6353	5930
Variable costs:				
Feed:				
Concentrates	743	825	1224	892
Hay	67	40	98	58
Silage	-	23	23	18
Grazing, fodder crops	602	654	679	649
Total feed	1412	1542	2024	1617
Vet and medicines	231	178	126	178
Other variable costs	252	148	123	164
Total Variable Costs	1895	1868	2273	1959
Gross Margin (ii)	4963	3596	4080	3971
Fixed costs:				
Labour	1424	883	783	970
Grazing, hay, fodder crops	1443	1116	1144	1187
Vehicles, equipment, buildings	409	252	238	280
Share of farm overheads	456	485	500	483
Total Fixed Costs	3732	2736	2665	2920
Net Margin (iii)	1231	860	1415	1051

Gross Margin - £ per ha (iv)	286	288	375	303

- (i) Flock appreciation (+) or depreciation (-)
(ii) Gross Margin = Total Output less Total Variable Costs
(iii) Net Margin = Gross Margin less Total Fixed Costs
(iv) Per hectare of all land used for sheep
* Includes insurance payment for ewes savaged by dogs before lambing

Table 3/2 Sample holdings by type of farming
England North East

Type of farming	<u>Flock size group</u>			Region
	1	2	3	
<u>Number of holdings</u>				
Full-time holdings:				
Specialist dairy				
Mainly dairy				
Livestock rearing:				
Mainly cattle				
Mainly sheep			1	1
Cattle and sheep	1	3	1	5
Pig and poultry	1	2		3
Cropping:				
Mostly cereals	1	2		3
General	3	3		6
General horticulture				
Mixed	2	1		3
Part-time holdings	3			3
Totals	11	11	2	24

Table 4/2 Distribution of net margins and lambing rates
England North East

Lambs reared ⁽ⁱ⁾ per 100 ewes	<u>Net margins - £ per ewe</u>									
	Deficits					Surpluses				
	39.9-	29.9-	19.9-	9.9-	0.0-	10-	20-	30-	40 &	Totals
	30.0	20.0	10.0	0.0	9.9	19.9	29.9	39.9	over	
Under 100							1			1
100 - 109.9				1						1
110 - 119.9										
120 - 129.9				1		1				2
130 - 139.9		1		1	1	1				4
140 - 149.9			1	1	3	3	1			9
150 - 159.9						2				2
160 - 169.9										
170 - 179.9							1	1		2
180 and over						1	1	1		3
Totals		1	1	4	4	8	4	2		24

(i) Lambs reared per 100 ewes and ewe lambs put to ram

Table 1/3 Some physical results of production by flock size group
England North West

	<u>Flock size group</u>			Region
	1	2	3*	
Number of flocks	9	7		17
Average no of ewes put to ram	110	290		208
Per cent ewe lambs	5.2	9.6		9.3
Ewe to ram ratio	45	37		38

FLOCK PERFORMANCE

per 100 ewes put to ram

No of ewes - lambed	94	94	93
- barren	5	5	6
- died prelambling	1	1	1
No of lambs bought	7	1	2
Lambing percentage - lambs reared	147	147	146
Wool Kg	312	303	294

Lamb disposals

Sales - killing	148	118	118
- store	-	4	2
- breeding	1	-	..
- casualties/other	1	-	..
Retentions - store	-	22	21
- breeding	4	4	7

Lambs for killing	%	96.1	79.3	97.8
Average deadweight	Kg	18.3	18.6	18.4
Average price	£	34.52	35.71	35.05
Concentrates per ewe	Kg	33	42	38
Ewes per hectare - grazing		9.2	10.1	10.1
- all land		8.5	9.0	9.1
Labour hours per ewe		6.3	3.2	4.0

.. less than 1

* one flock only

Table 2/3 Financial results by flock size groups
England North West

	<u>Flock size group</u>			Region
	1	2	3*	
No of flocks	9	7		17
Average no of ewes put to ram	110	290		208
per 100 ewes put to ram				
Output:				
Lambs	5151	5166		5088
Wool	282	277		270
Sub-total	5433	5443		5358
Ewe premium	140	140		140
Flock adjustment ⁽ⁱ⁾	115	258		218
Total Output	5688	5841		5716
Variable costs:				
Feed:				
Concentrates	458	478		458
Hay	64	41		42
Silage	6	-		8
Grazing, fodder crops	355	492		478
Total feed	883	1011		986
Vet and medicines	164	179		155
Other variable costs	147	190		155
Total Variable Costs	1194	1380		1296
Gross Margin ⁽ⁱⁱ⁾	4494	4461		4420
Fixed costs:				
Labour	1631	763		1008
Grazing, hay, fodder crops	1179	962		1006
Vehicles, equipment, buildings	186	242		207
Share of farm overheads	536	449		481
Total Fixed Costs	3532	2416		2702
Net Margin ⁽ⁱⁱⁱ⁾	962	2045		1718
Gross Margin - £ per ha ^(iv)	383	403		403

- (i) Flock appreciation (+) or depreciation (-)
(ii) Gross Margin = Total Output less Total Variable Costs
(iii) Net Margin = Gross Margin less Total Fixed Costs
(iv) Per hectare of all land used for sheep
* One flock only

Table 3/3 Sample holdings by type of farming
England North West

	<u>Flock size group</u>			Region
	1	2	3	
<u>Number of holdings</u>				
Full-time holdings:				
Specialist dairy	2	1		3
Mainly dairy	2	2		4
Livestock rearing:				
Mainly cattle	1		1	2
Mainly sheep				
Cattle and sheep	2	3		5
Pig and poultry	1			1
Cropping:				
Mostly cereals				
General		1		1
General horticulture				
Mixed				
Part-time holdings	1			1
Totals	9	7	1	17

Table 4/3 Distribution of net margins and lambing rates
England North West

Lambs reared ⁽ⁱ⁾ per 100 ewes	<u>Net margins - £ per ewe</u>										Totals
	Deficits					Surpluses					
	39.9-- 30.0	29.9-- 20.0	19.9-- 10.0	9.9-- 0.0	0.0-- 9.9	10-- 19.9	20-- 29.9	30-- 39.9	40 & over		
Under 100											
100 - 109.9				1							1
110 - 119.9		1			1						2
120 - 129.9											
130 - 139.9					1	1					2
140 - 149.9						4					4
150 - 159.9						1		1			2
160 - 169.9							1	2			3
170 - 179.9				1			1	1			3
180 and over											
Totals		1		2	2	6	2	4			17

(i) Lambs reared per 100 ewes and ewe lambs put to ram

Table 1/4 Some physical results of production by flock size group
East Midlands

	<u>Flock size group</u>			Region
	1	2	3*	
Number of flocks	6	13		20
Average no of ewes put to ram	109	303		275
Per cent of ewe lambs	-	5.2		6.5
Ewe to ram ratio	36	44		45

<u>FLOCK PERFORMANCE</u>	per 100 ewes put to ram		
No of ewes - lambed	92	95	95
- barren	6	4	4
- died prelambling	2	1	1
No of lambs bought	-	-	-
Lambing percentage - lambs reared	149	151	150
Wool Kg	370	270	280

Lamb disposals

Sales	- killing	119	135	135
	- store	10	13	11
	- breeding	-	1	..
	- casualties/other	..	-	..
Retentions	- store	15	1	3
	- breeding	5	1	1

Lambs for killing	% of sales	92.3	90.4	92.2
Average deadweight	Kg	17.6	19.2	19.1
Average price	£	39.08	35.33	35.95
Concentrates per ewe	Kg	88	62	61
Ewes per hectare - grazing		10.5	12.4	12.3
	- all land	9.1	9.4	9.3
Labour hours per ewe		6.2	4.4	4.3

*One flock only
..less than 1

Table 2/4 Financial results by flock size groups
East Midlands

	<u>Flock size group</u>			Region
	1	2	3*	
No of flocks	6	13		20
Average no of ewes put to ram	109	303		275
<hr/>				
Output:	per 100 ewes put to ram			
Lambs	5546	5238		5303
Wool	380	259		271
Sub-total	5926	5497		5574
Ewe premium	140	131		133
Flock adjustment (i)	-369	-276		-287
Total Output	5697	5352		5420
Variable costs:				
Feed:				
Concentrates	983	871		824
Hay	31	40		33
Silage	3	4		3
Grazing, fodder crops	570	495		540
Total feed	1587	1410		1400
Vet and medicines	240	216		209
Other variable costs	297	188		194
Total Variable Costs	2124	1814		1803
Gross Margin (ii)	3573	3538		3617
Fixed costs:				
Labour	1608	1087		1067
Grazing, hay, fodder crops	794	931		880
Vehicles, equipment, buildings	654	330		362
Share of farm overheads	535	507		505
Total Fixed Costs	3641	2855		2814
Net Margin (iii)	-68	683		803
Gross Margin - £ per ha (iv)	327	332		335

(i) Flock appreciation (+) or depreciation (-)

(ii) Gross Margin = Total Output less Total Variable Costs

(iii) Net Margin = Gross Margin less Total Fixed Costs

(iv) Per hectare of all land used for sheep

* One flock only

Table 3/4 Sample holdings by type of farming
East Midlands

Type of farming	<u>Flock size group</u>			Region
	1	2	3	
	Number of holdings			
Full-time holdings:				
Specialist dairy				
Mainly dairy	1	1		2
Livestock rearing:				
Mainly cattle	2			2
Mainly sheep		1		1
Cattle and sheep	1	4	1	6
Pig and poultry				
Cropping:				
Mostly cereals		3		3
General	1	2		3
General horticulture				
Mixed	1	2		3
Part-time holdings:				
Totals	6	13	1	20

Table 4/4 Distribution of net margins and lambing rates
East Midlands

Lambs reared ⁽ⁱ⁾ per 100 ewes	<u>Net margins - £ per ewe</u>								Totals
	Deficits				Surpluses				
	39.9- 30.0	29.9- 20.0	19.9- 10.0	9.9- 0.0	0.0- 9.9	10- 19.9	20- 29.9	30- 39.9	40 & over
Under 100									
100 - 109.9									
110 - 119.9									
120 - 129.9	1			1		1			3
130 - 139.9				1	1				2
140 - 149.9				1	1	2			4
150 - 159.9				2		1			3
160 - 169.9				1	1	1	1		4
170 - 179.9					3			1	4
180 and over									
Totals	1			6	6	5	1	1	20

(i) Lambs reared per 100 ewes and ewe lambs put to ram

Table 3/4 Sample holdings by type of farming
East Midlands

Type of farming	Flock size group			Region
	1	2	3	
<u>Number of holdings</u>				
Full-time holdings:				
Specialist dairy				
Mainly dairy	1	1		2
Livestock rearing:				
Mainly cattle	2			2
Mainly sheep		1		1
Cattle and sheep	1	4	1	6
Pig and poultry				
Cropping:				
Mostly cereals		3		3
General	1	2		3
General horticulture				
Mixed	1	2		3
Part-time holdings:				
Totals	6	13	1	20

Table 4/4 Distribution of net margins and lambing rates
East Midlands

Lambs reared ⁽ⁱ⁾ per 100 ewes	<u>Net margins - £ per ewe</u>									Totals
	Deficits					Surpluses				
	39.9- 30.0	29.9- 20.0	19.9- 10.0	9.9- 0.0	0.0- 9.9	10- 19.9	20- 29.9	30- 39.9	40 & over	
Under 100										
100 - 109.9										
110 - 119.9				1						1
120 - 129.9	1			2		1				4
130 - 139.9				1	1					2
140 - 149.9					1	2				3
150 - 159.9				2		1				3
160 - 169.9					1	1	1			3
170 - 179.9					3			1		4
180 and over										
Totals	1			6	6	5	1	1		20

(i) Lambs reared per 100 ewes and ewe lambs put to ram

Table 1/5 Some physical results of production by flock size group
England South

	<u>Flock size group</u>			Region
	1	2	3	
Number of flocks	10	23	17	50
Average no ewes put to ram	110	326	755	429
Per cent ewe lambs	4.2	10.3	11.9	10.9
Ewe to ram ratio	38	42	43	42

FLOCK PERFORMANCE

per 100 ewes put to ram

No of ewes - lambed	91	92	94	93
- barren	7	6	5	6
- died prelambing	2	2	1	1
No of lambs bought	10	1	-	1
Lambing percentage - lambs reared	129	136	143	140
Wool Kg	256	280	293	287

Lamb disposals

Sales - killing	107	103	109	107
- store	23	28	24	25
- breeding	2	1	-	1
- casualties/other	..	-	..	..
Retentions- store	..	-	1	1
- breeding	7	5	9	7

Lambs for killing	% of sales	82.6	74.9	82.2	80.6
Average deadweight	Kg	17.8	17.2	17.5	17.4
Average price	£	33.91	34.00	32.95	33.35
Concentrates per ewe	Kg	40	39	45	42
Ewes per hectare - grazing		8.2	9.7	9.6	9.5
- all land		7.2	8.3	8.0	8.0
Labour hours per ewe		4.8	4.1	3.8	4.0

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Table 2/5 Financial results by flock size groups
England South

	<u>Flock size group</u>			Region
	1	2	3	
No of flocks	10	23	17	50
Average no of ewes put to ram	110	326	755	429
Output:	per 100 ewes put to ram			
Lambs	4309	4474	4542	4506
Wool	255	278	288	283
Sub-total	4564	4752	4830	4789
Ewe premium	128	138	140	139
Flock adjustment ⁽ⁱ⁾	183	291	227	247
Total Output	4875	5181	5197	5175
Variable costs:				
Feed:				
Concentrates	566	524	565	551
Hay	88	74	76	76
Silage	-	9	31	21
Grazing, fodder crops	379	431	530	488
Total feed	1033	1038	1202	1136
Vet and medicines	199	169	242	214
Other variable costs	181	167	171	170
Total Variable Costs	1413	1374	1615	1520
Gross Margin ⁽ⁱⁱ⁾	3462	3807	3582	3655
Fixed costs:				
Labour	1250	1065	986	1027
Grazing, hay, fodder crops	1215	1056	1053	1063
Vehicles, equipment, buildings	202	266	364	321
Share of farm overheads	463	473	470	471
Total Fixed Costs	3130	2860	2873	2882
Net Margin ⁽ⁱⁱⁱ⁾	332	947	709	773
Gross Margin - £ per ha ^(iv)	248	317	285	294

- (i) Flock appreciation (+) or depreciation (-)
(ii) Gross Margin = Total Output less Total Variable Costs
(iii) Net Margin = Gross Margin less Total Fixed Costs
(iv) Per hectare of all land used for sheep

Table 3/5 Sample holdings by type of farming
England South

Type of farming	<u>Flock size group</u>			Region
	1	2	3	
<u>Number of holdings</u>				
Full-time holdings:				
Specialist dairy	1			1
Mainly dairy		3	1	4
Livestock rearing:				
Mainly cattle		2		2
Mainly sheep		5	3	8
Cattle and sheep	2	8	6	16
Pig and poultry		1	1	2
Cropping:				
Mostly cereals		1	1	2
General	1	1	1	3
General horticulture	1			1
Mixed	2	1	4	7
Part-time holdings:	3	1		4
Totals	10	23	17	50

Table 4/5 Distribution of net margins and lambing rates
England South

Lambs reared ⁽ⁱ⁾ per 100 ewes	<u>Net margins - £ per ewe</u>										Totals
	Deficits					Surpluses					
	39.9- 30.0	29.9- 20.0	19.9- 10.0	9.9- 0.0	0.0- 9.9	10- 19.9	20- 29.9	30- 39.9	40 & over		
Under 100				2		1					3
100 - 109.9			1	1		2					4
110 - 119.9			1	1	3	1					6
120 - 129.9					3	3					6
130 - 139.9					3	1	2				6
140 - 149.9				1	2	1	1				5
150 - 159.9			1	2	3	3					9
160 - 169.9					4	1	1				6
170 - 179.9						3	1				4
180 and over						1					1
Totals			3	7	18	17	5				50

(i) Lambs reared per 100 ewes and ewe lambs put to ram

Table 1/6 Some physical results of production by flock size group
England South East

	<u>Flock size group</u>			Region
	1	2	3	
Number of flocks	3	8	14	25
Average no of ewes put to ram	120	338	784	561
Per cent ewe lambs	-	1.3	2.9	2.5
Ewe to ram ratio	30	33	37	36

FLOCK PERFORMANCE

per 100 ewes put to ram

No of ewes -- lambed	98	94	95	95
-- barren	2	5	4	4
-- died prelambling	..	1	1	1
No of lambs bought	-	-	2	2
Lambing percentage -- lambs reared	122	124	122	122
Wool Kg	422	367	393	389

Lamb disposals

Sales -- killing	41	69	65	65
-- store	60	32	47	45
-- breeding	3	1	1	1
-- casualties/other	-	-	-	-
Retentions -- store	-	13	1	3
-- breeding	18	9	10	10

Lambs for killing	% of sales	39.4	67.5	57.3	58.7
Average deadweight	Kg	17.2	17.0	17.9	17.7
Average price	£	36.80	31.80	33.98	33.58
Concentrates per ewe	Kg	31	38	30	31
Ewes per hectare -- grazing		7.8	8.9	9.0	8.9
-- all land		7.4	8.2	8.0	8.0
Labour hours per ewe		6.1	3.2	3.0	3.1

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Table 2/6 Financial results by flock size groups
England South East

	<u>Flock size group</u>			Region
	1	2	3	
No of flocks	3	8	14	25
Average no of ewes put to ram	120	338	784	561
<hr/>				
Output:	per 100 ewes put to ram			
Lambs	3696	3768	3799	3790
Wool	429	362	394	389
Sub-total	4125	4130	4193	4179
Ewe premium	140	140	140	140
Flock adjustment ⁽ⁱ⁾	173	68	99	95
Total Output	4438	4338	4432	4414
Variable costs:				
Feed:				
Concentrates	536	396	357	369
Hay	228	37	34	40
Silage	-	-	17	13
Grazing, fodder crops	370	560	518	522
Total feed	1134	993	926	944
Vet and medicines	148	115	138	134
Other variable costs	272	189	197	198
Total Variable Costs	1554	1297	1261	1276
Gross Margin ⁽ⁱⁱ⁾	2884	3041	3171	3138
Fixed costs:				
Labour	1639	825	796	823
Grazing, hay, fodder crops	815	833	1018	977
Vehicles, equipment, buildings	151	180	169	171
Share of farm overheads	423	448	467	462
Total Fixed Costs	3028	2286	2450	2433
Net margin ⁽ⁱⁱⁱ⁾	-144	755	721	705
Gross Margin - £ per ha ^(iv)	212	249	255	252

- (i) Flock appreciation (+) or depreciation (-)
(ii) Gross Margin = Total Output less Total Variable Costs
(iii) Net Margin = Gross Margin less Total Fixed Costs
(iv) Per hectare of all land used for sheep

Table 3/6 Sample holdings by type of farming
England South East

Type of farming	<u>Flock size group</u>			Region
	1	2	3	
<u>Number of holdings</u>				
Full-time holdings:				
Specialist dairy				
Mainly dairy				
Livestock rearing:				
Mainly cattle				
Mainly sheep		3	5	8
Cattle and sheep	1	1	2	4
Pig and poultry				
Cropping:				
Mostly cereals				
General		3	1	4
General horticulture		1	1	2
Mixed			5	5
Part-time holdings	2			2
Totals	3	8	14	25

Table 4/6 Distribution of net margins and lambing rates
England South East

Lambs reared ⁽ⁱ⁾ per 100 ewes	<u>Net margins - £ per ewe</u>									Totals
	Deficits					Surpluses				
	39.9- 30.0	29.9- 20.0	19.9- 10.0	9.9- 0.0	0.0- 9.9	10- 19.9	20- 29.9	30- 39.9	40 & over	
Under 100			1		2					3
100 - 109.9						1				1
110 - 119.9					2	1				3
120 - 129.9				1	3	5	1			10
130 - 139.9				2	2					4
140 - 149.9				1		2				3
150 - 159.9										
160 - 169.9					1					1
170 - 179.9										
180 and over										
Totals			1	4	10	9	1			25

(i) Lambs reared per 100 ewes and ewe lambs put to ram

Table 1/7 Some physical results of production by flock size group
England South West

	<u>Flock size group</u>			Region	
	1	2	3		
Number of flocks	12	24	7	43	
Average no of ewes put to ram	137	315	748	336	
Per cent ewe lambs	10.4	12.7	11.4	11.9	
Ewe to ram ratio	41	46	37	41	
<hr/>					
<u>FLOCK PERFORMANCE</u>	per 100 ewes put to ram				
No of ewes - lambed	93	91	93	92	
- barren	5	8	6	7	
- died prelambling	2	1	1	1	
No of lambs bought	5	1	9	4	
Lambing percentage - lambs reared	129	118	136	126	
Wool Kg	451	403	301	371	
<hr/>					
<u>Lamb disposals</u>					
Sales - killing	89	87	102	93	
- store	23	11	32	20	
- breeding	..	2	4	2	
- casualties/other	..	1	..	1	
Retentions - store	3	5	1	3	
- breeding	19	13	6	11	
<hr/>					
Lambs for killing	% of sales	79.4	85.8	74.4	80.2
Average deadweight	Kg	18.8	18.2	17.2	17.9
Average price	£	38.23	35.47	32.12	34.44
Concentrates per ewe	Kg	36	33	31	33
Ewes per hectare - grazing		8.0	9.6	9.8	9.4
- all land		7.2	8.7	8.6	8.4
Labour hours per ewe		5.4	3.8	3.7	4.0

.. less than 1

Table 2/7 Financial results by flock size groups
England South West

	Flock size group			Region
	1	2	3	
No of flocks	12	24	7	43
Average no of ewes put to ram	137	315	748	336
Output:	per 100 ewes put to ram			
Lambs	4679	4135	4283	4251
Wool	414	376	270	342
Sub-total	5093	4511	4553	4593
Ewe premium	140	137	140	139
Flock adjustment ⁽ⁱ⁾	- 69	-157	-215	-169
Total Output	5164	4491	4478	4563
Variable costs:				
Feed:				
Concentrates	518	415	371	411
Hay	23	27	30	28
Silage	-	10	1	5
Grazing, fodder crops	546	584	723	630
Total feed	1087	1036	1125	1074
Vet and medicines	151	125	178	148
Other variable costs	218	119	179	152
Total Variable Costs	1456	1280	1482	1374
Gross Margin ⁽ⁱⁱ⁾	3708	3211	2996	3189
Fixed costs:				
Labour	1394	1003	910	1014
Grazing, hay, fodder crops	982	959	843	919
Vehicles, equipment, buildings	352	274	254	276
Share of farm overheads	475	443	440	445
Total Fixed Costs	3203	2679	2447	2654
Net Margin ⁽ⁱⁱⁱ⁾	505	532	549	535
Gross Margin - £ per ha ^(iv)	267	278	257	269

- (i) Flock appreciation (+) or depreciation (-)
(ii) Gross Margin = Total Output less Total Variable Costs
(iii) Net Margin = Gross Margin less Total Fixed Costs
(iv) Per hectare of all land used for sheep

Table 3/7 Sample holdings by type of farming
England South West

Type of farming	<u>Flock size group</u>			Region
	1	2	3	
<u>Number of holdings</u>				
Full-time holdings:				
Specialist dairy	1	1		2
Mainly dairy	3	2		5
Livestock rearing:				
Mainly cattle		1		1
Mainly sheep		3	2	5
Cattle and sheep	6	8	4	18
Pig and poultry		3	1	4
Cropping:				
Mostly cereals				
General		1		1
General horticulture				
Mixed		4		4
Part-time holdings	2	1		3
Totals	12	24	7	43

Table 4/7 Distribution of net margins and lambing rates
England South West

Lambs reared ⁽ⁱ⁾ per 100 ewes	<u>Deficits</u>					<u>Surpluses</u>					Totals
	39.9- 30.0	29.9- 20.0	19.9- 10.0	9.9- 0.0	0.0- 9.9	10- 19.9	20- 29.9	30- 39.9	40 & over		
Under 100			1		2	1				4	
100 - 109.9			1	4	3					8	
110 - 119.9			1		4	1	1			7	
120 - 129.9		1		1	2	2	1			7	
130 - 139.9			1		2	2	1			6	
140 - 149.9			2		1	1	1			5	
150 - 159.9					1	3	1			5	
160 - 169.9								1		1	
170 - 179.9											
180 and over											
Totals		1	6	5	15	10	5	1		43	

(i) Lambs reared per 100 ewes and ewe lambs put to ram

Table 1/3 Some physical results of production by flock size group
Wales

	<u>Flock size group</u>			Region
	1	2	3	
Number of flocks	12	15	6	31
Average no of ewes put to ram	112	300	621	289
Per cent ewe lambs	12.9	5.2	9.8	8.3
Ewe to ram ratio	33	42	44	41

FLOCK PERFORMANCE

per 100 ewes put to ram

No of ewes - lambed	92	94	94	94
- barren	7	4	4	4
- died prelambling	1	2	2	2
No of lambs bought	..	-	-	..
Lambing percentage - lambs reared	122	129	109	119
Wool Kg	229	208	192	205

Lamb disposals

Sales - killing	104	111	86	99
- store	6	5	11	8
- breeding	2	1	3	2
- casualties/other	1	..	-	..
Retentions - store	-	5	-	2
- breeding	9	7	9	8

Lambs for killing	% of sales	92.1	94.6	85.6	90.8
Average deadweight	Kg	15.6	16.4	16.4	16.2
Average price	£	29.71	29.33	32.33	31.45
Concentrates per ewe	Kg	24	24	33	28
Ewes per hectare - grazing		8.0	10.5	11.8	10.5
- all land		7.6	9.8	10.6	9.7
Labour hours per ewe		4.6	3.2	3.7	3.6

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Table 2/8. Financial results by flock size groups

Wales

	<u>Flock size group</u>			Region
	1	2	3	
No of flocks	12	13	6	31
Average no of ewes put to ram	112	300	621	289
<hr/>				
Output:	per 100 ewes put to ram			
Lambs	3594	3896	3367	3631
Wool	218	208	183	199
Sub-total	3812	4104	3550	3830
Ewe premium	140	140	107	126
Flock adjustment ⁽ⁱ⁾	-228	-141	-117	-144
Total Output	3724	4103	3540	3812
Variable costs:				
Feed:				
Concentrates	304	327	395	352
Hay	71	39	51	48
Silage	17	1	26	14
Grazing, fodder crops	527	361	223	329
Total feed	919	728	695	743
Vet and medicines	140	152	143	146
Other variable costs	170	165	110	143
Total Variable Costs	1229	1045	948	1032
Gross Margin ⁽ⁱⁱ⁾	2495	3058	2592	2780
Fixed costs:				
Labour	1068	845	953	923
Grazing, hay, fodder crops	786	819	723	774
Vehicles, equipment, buildings	276	123	206	181
Share of farm overheads	379	335	308	330
Total Fixed Costs	2509	2122	2190	2208
Net Margin ⁽ⁱⁱⁱ⁾	- 14	936	402	572
<hr/>				
Gross Margin - £ per ha ^(iv)	190	301	274	270

- (i) Flock appreciation (+) or depreciation (-)
(ii) Gross Margin = Total Output less Total Variable Costs
(iii) Net Margin = Gross Margin less Total Fixed Costs
(iv) Per hectare of all land used for sheep

Table 3/8 Sample holdings by type of farming

Wales

Type of farming	<u>Flock size group</u>			Region
	1	2	3	
<u>Number of holdings</u>				
Full-time holdings:				
Specialist dairy	2			2
Mainly dairy	2	2		4
Livestock rearing:				
Mainly cattle	1			1
Mainly sheep		1	3	4
Cattle and sheep		9	3	12
Pig and poultry				
Cropping:				
Mostly cereals				
General				
General horticulture				
Mixed	1			1
Part-time holdings	6	1		7
Totals	12	13	6	31

Table 4/8 Distribution of net margins and lambing rates

Wales

Net margins - £ per ewe

Lambs reared ⁽ⁱ⁾ per 100 ewes	Deficits					Surpluses				Totals
	39.9- 30.0	29.9- 20.0	19.9- 10.0	9.9- 0.0	0.0- 9.9	10- 19.9	20- 29.9	30- 39.9	40 & over	
Under 100		1		4	2					7
100 - 109.9			1	1		2				4
110 - 119.9					1	3				4
120 - 129.9				2	1					3
130 - 139.9				2	3					5
140 - 149.9					2	2	1			5
150 - 159.9								1		1
160 - 169.9						1				1
170 - 179.9							1			1
180 and over										
Totals		1	1	9	9	8	2	1		31

(i) Lambs reared per 100 ewes and ewe lambs put to ram

Table 1/9 Some physical results of production by flock size group
England and Wales

	<u>Flock size group</u>			E & W	
	1	2	3		
Number of flocks	68	108	56	232	
Average no of ewes put to ram	118	316	750	362	
Per cent ewe lambs	6.6	8.5	8.5	8.3	
Ewe to ram ratio	37	41	40	40	
<hr/>					
<u>FLOCK PERFORMANCE</u>	per 100 ewes put to ram				
No of ewes - lambed	93	93	94	94	
- barren	5	5	5	5	
- died prelambling	2	2	1	1	
No of lambs bought	7	2	4	4	
Lambing percentage - lambs reared	136	135	134	135	
Wool Kg	314	314	311	314	
<hr/>					
<u>Lamb disposals</u>					
Sales - killing	117	107	102	106	
- store	15	17	25	21	
- breeding	1	2	1	1	
- casualties/other	..	..	..	..
Retentions - store	1	4	2	3	
- breeding	9	7	8	8	
<hr/>					
Lambs for killing	% of sales	87.7	84.9	79.3	82.4
Average deadweight	Kg	18.5	18.0	17.9	18.0
Average price	£	35.44	34.72	33.91	34.41
Concentrates per ewe	Kg	39	41	37	41
Ewes per hectare - grazing		8.3	9.8	9.5	9.6
- all land		7.3	8.5	8.3	8.3
Labour hours per ewe		5.5	3.4	3.4	3.7

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Table 1/9 Some physical results of production by flock size group
England and Wales

	<u>Flock size group</u>			E & W	
	1	2	3		
Number of flocks	68	108	56	232	
Average no of ewes put to ram	118	316	750	362	
Per cent ewe lambs	6.6	8.5	8.5	8.3	
Ewe to ram ratio	37	41	40	40	
<hr/>					
<u>FLOCK PERFORMANCE</u>	per 100 ewes put to ram				
No of ewes - lambed	93	93	94	94	
- barren	5	5	5	5	
- died prelambling	2	2	1	1	
No of lambs bought	7	2	4	4	
Lambing percentage - lambs reared	137	135	134	135	
Wool Kg	314	314	311	314	
<hr/>					
<u>Lamb disposals</u>					
Sales - killing	117	107	102	106	
- store	15	17	25	21	
- breeding	1	2	1	1	
- casualties/other	..	..	..	..
Retentions - store	2	4	2	3	
- breeding	9	7	8	8	
<hr/>					
Lambs for killing	% of sales	87.7	84.9	79.3	82.4
Average deadweight	Kg	18.5	18.0	17.9	18.0
Average price	£	35.44	34.72	33.91	34.41
Concentrates per ewe	Kg	39	41	37	41
Ewes per hectare - grazing		8.3	9.8	9.5	9.6
- all land		7.3	8.5	8.3	8.3
Labour hours per ewe		5.5	3.4	3.4	3.7

.. less than 1

Table 2/9 Financial results by flock size groups
England and Wales

	Flock size group			E & W
	1	2	3	
No of flocks	68	108	56	232
Average no of ewes put to ram	118	316	750	362
Output:	per 100 ewes put to ram			
Lambs	4834	4579	4404	4516
Wool	315	301	301	302
Sub-total	5149	4880	4705	4818
Ewe premium	138	138	137	138
Flock adjustment (i)	24*	-	32	18*
Total Output	5311	5018	4874	4974
Variable costs:				
Feed:				
Concentrates	552	538	486	513
Hay	62	45	53	51
Silage	4	7	21	14
Grazing, fodder crops	500	514	551	531
Total feed	1118	1104	1111	1109
Vet and medicines	180	158	184	173
Other variable costs	206	159	168	168
Total Variable Costs	1504	1421	1463	1450
Gross Margin (ii)	3807	3598	3411	3524
Fixed costs:				
Labour	1359	967	886	964
Grazing, hay, fodder crops	1048	988	985	992
Vehicles, equipment, buildings	310	243	246	251
Share of farm overheads	470	454	455	456
Total Fixed Costs	3187	2652	2572	2663
Net Margin (iii)	620	946	839	861
Gross Margin - £ per ha (iv)	278	305	282	290

(i) Flock appreciation (+) or depreciation (-)

(ii) Gross Margin = Total Output less Total Variable Costs

(iii) Net Margin = Gross Margin less Total Fixed Costs

(iv) Per hectare of all land used for sheep

* Includes insurance payment

Table 3/9 Sample holdings by type of farming
England and Wales

Type of farming	<u>Flock size group</u>			E & W
	1	2	3	
	Number of holdings			
Full-time holdings:				
Specialist dairy	6	2		8
Mainly dairy	9	10	1	20
Livestock rearing:				
Mainly cattle	4	4	1	9
Mainly sheep		13	15	28
Cattle and sheep	17	42	23	82
Pig and poultry	2	6	2	10
Cropping:				
Mostly cereals	1	6	1	8
General	5	11	2	18
General horticulture	1	1	1	3
Mixed	6	10	10	26
Part-time holdings	17	3		20
Totals	68	108	56	232

Table 4/9 Distribution of net margins and lambing rates
England and Wales

Lambs reared ⁽ⁱ⁾ per 100 ewes	<u>Net margins - £ per ewe</u>										Totals
	Deficits					Surpluses					
	39.9- 30.0	29.9- 20.0	19.9- 10.0	9.9- 0.0	0.0- 9.9	10- 19.9	20- 29.9	30- 39.9	40 & over		
Under 100		1	2	6	7	2	1	1		20	
100 - 109.9			3	3	3	5				19	
110 - 119.9		1	2	1	11	6	1		1	23	
120 - 129.9	1	1		6	9	13	2			32	
130 - 139.9		1	1	7	15	6	4			34	
140 - 149.9			3	4	10	15	4	1		37	
150 - 159.9			1	4	5	11	1	2		24	
160 - 169.9				1	6	6	4	4		21	
170 - 179.9				1	3	3	4	5	1	17	
180 and over						2	2	1		5	
Totals	1	4	12	38	69	69	23	14	2	232	

(i) Lambs reared per 100 ewes and ewe lambs put to ram

APPENDIX

Definitions of terms

Information is given for three groups of flocks as follows:

- Size group 1 -- flocks with 50-199 ewes put to the ram in 1980
- Size group 2 -- flocks with 200-499 ewes (as in 1)
- Size group 3 -- flocks with 500 and more ewes (as in 1)

Number of ewes - includes mature ewes, 2 tooth ewes and ewe lambs put to the ram in order to lamb down from about January 1981 onwards, but including some Dorset Horn flocks lambing in the autumn 1980 in the south of England.

Output items

Lambs - this item includes the return from all lambs sold either for killing, breeding or feeding plus the value of lambs carried forward for breeding or for feeding. Prices are net of marketing charges except haulage where this is separately charged, it is then included as a variable cost. The cost of store lambs bought for finishing is deducted from the lamb return.

Wool - is the return from the sale of ewe, ram and lamb wool.

Ewe premium - is the annual headage payment under the EEC sheep system and is included at the rate of £1.40 per ewe and ewe lamb put to ram. This was provisional payment for 1981-82 but it is now realised that it was overestimated and a certain recoupment is to be made from the 1982-83 premium.

Flock adjustment - is either a flock appreciation or depreciation and is calculated as the opening valuation of the flock (ewes and rams) plus purchases less sales of ewes and rams, casualties and the closing valuation. Breeding sheep carried forward in the opening and closing valuations were valued at the market prices prevailing at the time; these tended to rise over the survey year.

Variable costs

Concentrates - include ewe cobs, ewe nuts, homegrown cereals, feed blocks and minerals fed to ewes and lambs. Homegrown cereals were valued at the market prices prevailing when they were fed.

Hay and silage - the costs of these fodders fed in the winter 1980-81 include the variable costs of growing the grass (fertilisers, seeds) for conservation and the small variable costs (e.g. baler cord, additives) of conservation. Standard costs, based on other surveys were used for these items.

Grazing, fodder crops - include the costs of fertilisers, seeds, sprays and other variable costs incurred in their production.

Vet and medicines - include veterinary fees and all the many drenches, vaccines and medical products which sheep appear to require. The material but not the labour for dipping is also included.

Other variable costs include contract work on sheep, haulage and various miscellaneous expenditures on sheep, e.g. crayons, rubber rings, tags, wool cord, sheep dog(s) etc.

Gross Margin - is Output less Total Variable Costs. The Gross Margin is a useful figure to enable some financial comparisons of the sheep enterprise to be made but it must not be regarded as the profit from sheep. For this see under Net Margin.

Fixed costs

Labour - is the cost of the labour directly employed on the sheep flock, i.e. for daily shepherding, drenching, docking, dipping, shearing, etc. except when some of these jobs are done on contract. The work done on grazing, hay/silage and any fodder crops grown for sheep is included in the fixed costs of these items. The work on the sheep is usually done by the farmer himself and is charged at £2.60 per hour, which allows for overtime, but the payment to full time shepherds is charged when this is known.

Grazing, hay and fodder crops - include the costs of the labour and machinery, equipment used in the production of these items and also the rent of the land.

Vehicles, equipment and buildings - includes the running costs of tractors and other farm vehicles used in shepherding and feeding sheep, the depreciation on equipment such as handling systems, fencing, dips and the depreciation on buildings. Buildings over 20 years old (and there were many) were considered to be written off; for the rest, an updated cost was depreciated over 20 years.

Farm overheads - the share of the general farm overheads which includes occupiers' repairs, hedging, ditching, rates, electricity, water, telephone, etc., have been allocated to the sheep enterprise on a standard basis. The standards were derived from the Universities' Farm Management Surveys. They varied from £3.00 - £3.50 per ewe, depending on the type of farm, to which was added an overhead labour cost equal to 15% of the direct labour cost on sheep. The allowance for overheads was made in order to compare the financial position of sheep with other farm enterprises which had been similarly treated.

Net Margin - is the Gross margin less Total Fixed costs, or Output less the total of Variable and Fixed costs. The Net Margin is about the nearest one can get to measuring the profitability of the sheep enterprise but remembering that allowances have not been made in the costs for the managerial work of the farmer nor for interest on capital.

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