

It will be remembered that the range of sales volume possible for farms in Class II is from \$10,000 to \$24,999. The midpoint of such a range is \$17,500. In no region does average sales per farm for Class II farms go as high as the midpoint of the range for the class. In most regions, sales for this class average from \$14,000 to \$15,000 per farm.

For Class III farms the most general level of average sales found in the regions is about \$6,500. The possible range of sales in this class is, of course, from \$5,000 to \$9,999. Only in Regions VIII and IX, where average sales are \$7,800 and \$7,700, respectively, does total farm sales of Class III farms reach the midpoint of the sales range for the class.

It seems doubtful that sales volumes such as the averages for farms in these classes would, in the instance of any type of non-farm business, be taken to connote unusually large or economically menacing size.

In this general context it is also important to look at per farm sales on the three smallest economic classes from the standpoint of the adequacy of business volume to supply generally acceptable levels of income to a farm family.

The range among regions for average sales per Class IV cotton farms is from almost \$3,300 to almost \$4,000. For Class V farms the comparable range is from about \$1,730 to \$1,970, while the range in region-average total sales for Class VI cotton farms is from about \$660 to about \$860.

TABLE 32.—PERCENT OF FARMS REPORTING AND AVERAGE EXPENDITURE FOR SELECTED ITEMS PER FARM, FOR COTTON FARMS, BY ECONOMIC CLASS, BY REGIONS: 1954

Region and item	Economic class of farm						Region and item	Economic class of farm					
	All classes	I	II	III	IV	V		VI	All classes	I	II	III	IV
REGION I							REGION IV						
Machine hire:							Machine hire:						
Percent of farms reporting	67.8	60.6	63.9	69.9	68.7	68.4	Percent of farms reporting	68.5	70.1	73.3	69.3	67.7	68.5
Dollars per farm reporting	146	1,528	661	343	171	106	Dollars per farm reporting	320	3,366	1,124	474	236	132
Hired labor:							Hired labor:						
Percent of farms reporting	65.4	98.3	96.2	84.2	75.8	64.6	Percent of farms reporting	56.1	98.9	95.4	79.3	69.7	46.9
Dollars per farm reporting	479	11,581	3,204	1,023	353	185	Dollars per farm reporting	1,104	12,644	2,887	1,004	399	184
Feed for livestock and poultry:							Feed for livestock and poultry:						
Percent of farms reporting	46.0	61.7	65.6	54.1	46.0	43.2	Percent of farms reporting	40.8	50.4	54.2	47.9	42.5	35.6
Dollars per farm reporting	151	1,604	731	316	144	98	Dollars per farm reporting	166	1,444	373	181	118	88
Gasoline, fuel, and oil:							Gasoline, fuel, and oil:						
Percent of farms reporting	47.0	95.8	96.6	77.6	57.8	43.4	Percent of farms reporting	49.6	98.5	95.3	76.1	53.4	37.5
Dollars per farm reporting	305	3,730	1,401	492	241	154	Dollars per farm reporting	462	3,989	1,064	422	200	120
Fertilizer and fertilizer material:							Fertilizer and fertilizer material:						
Percent of farms reporting	97.2	99.0	97.4	98.5	97.6	96.7	Percent of farms reporting	87.9	95.1	90.9	87.4	88.2	88.8
Dollars per farm reporting	444	6,866	2,471	915	474	320	Dollars per farm reporting	281	3,285	877	364	198	120
Lime and liming material:							Lime and liming material:						
Percent of farms reporting	4.5	29.3	21.9	10.8	5.0	3.6	Percent of farms reporting	1.5	11.3	5.0	2.9	1.1	0.6
Dollars per farm reporting	112	388	270	129	83	63	Dollars per farm reporting	244	713	248	200	93	61
Average of specified expenses per farm dollars	1,062	23,814	7,804	2,569	1,066	612	Average of specified expenses per farm dollars	1,386	22,726	5,603	1,856	735	360
REGION II							REGION V						
Machine hire:							Machine hire:						
Percent of farms reporting	63.2	56.5	48.9	59.7	65.5	63.1	Percent of farms reporting	49.1	66.5	63.4	60.6	55.9	49.2
Dollars per farm reporting	90	1,191	670	342	182	95	Dollars per farm reporting	228	3,630	1,265	439	225	119
Hired labor:							Hired labor:						
Percent of farms reporting	51.5	100.0	94.4	90.5	69.3	56.5	Percent of farms reporting	57.4	99.5	96.2	86.7	78.8	60.1
Dollars per farm reporting	226	12,110	3,062	1,073	346	161	Dollars per farm reporting	723	15,311	3,190	1,197	497	219
Feed for livestock and poultry:							Feed for livestock and poultry:						
Percent of farms reporting	44.8	87.0	48.3	48.3	43.4	42.8	Percent of farms reporting	69.7	57.2	63.0	66.3	64.8	65.3
Dollars per farm reporting	121	2,216	984	536	218	115	Dollars per farm reporting	202	2,974	773	401	222	159
Gasoline, fuel, and oil:							Gasoline, fuel, and oil:						
Percent of farms reporting	42.1	100.0	94.4	85.9	59.0	45.0	Percent of farms reporting	53.9	100.0	96.4	85.8	77.6	58.2
Dollars per farm reporting	154	3,023	1,302	551	222	122	Dollars per farm reporting	302	3,549	1,000	479	272	163
Fertilizer and fertilizer material:							Fertilizer and fertilizer material:						
Percent of farms reporting	97.2	100.0	95.0	99.3	96.5	97.6	Percent of farms reporting	82.9	83.3	90.9	85.8	83.8	82.5
Dollars per farm reporting	281	8,394	2,608	1,197	479	281	Dollars per farm reporting	243	3,109	880	459	307	192
Lime and liming material:							Lime and liming material:						
Percent of farms reporting	5.1	52.2	23.3	21.4	9.7	5.4	Percent of farms reporting	1.3	10.7	4.0	1.7	3.2	0.8
Dollars per farm reporting	81	542	334	122	103	65	Dollars per farm reporting	126	381	174	162	99	105
Average of specified expenses per farm dollars	569	26,411	7,481	3,123	1,036	533	Average of specified expenses per farm dollars	1,033	25,609	6,128	2,378	1,133	548
REGION III							REGION VI						
Machine hire:							Machine hire:						
Percent of farms reporting	55.1	69.1	61.6	56.2	54.2	56.4	Percent of farms reporting	55.4	85.1	68.4	69.8	49.1	48.5
Dollars per farm reporting	112	2,060	722	298	160	91	Dollars per farm reporting	361	2,408	757	387	215	103
Hired labor:							Hired labor:						
Percent of farms reporting	52.2	97.9	92.5	80.0	64.9	52.5	Percent of farms reporting	81.4	93.5	93.5	89.9	87.7	73.3
Dollars per farm reporting	317	12,188	2,772	856	317	143	Dollars per farm reporting	958	7,303	2,224	1,236	523	254
Feed for livestock and poultry:							Feed for livestock and poultry:						
Percent of farms reporting	53.6	66.1	63.8	60.2	52.4	51.2	Percent of farms reporting	72.9	75.0	69.5	74.7	72.9	72.7
Dollars per farm reporting	128	2,000	752	347	168	102	Dollars per farm reporting	259	1,062	506	320	207	161
Gasoline, fuel, and oil:							Gasoline, fuel, and oil:						
Percent of farms reporting	43.4	97.7	93.0	80.7	61.0	44.1	Percent of farms reporting	76.8	100.0	94.2	92.6	77.9	66.6
Dollars per farm reporting	200	3,386	1,106	430	213	123	Dollars per farm reporting	310	1,648	624	358	199	143
Fertilizer and fertilizer material:							Fertilizer and fertilizer material:						
Percent of farms reporting	95.5	98.9	97.2	97.2	96.2	95.7	Percent of farms reporting	45.8	66.7	48.3	42.2	47.8	50.2
Dollars per farm reporting	237	4,326	1,387	589	330	201	Dollars per farm reporting	229	1,466	450	257	151	125
Lime and liming material:							Lime and liming material:						
Percent of farms reporting	2.2	23.6	15.0	7.5	4.0	1.7	Percent of farms reporting	0.5	0.6	-----	0.3	0.6	0.8
Dollars per farm reporting	110	633	249	138	89	66	Dollars per farm reporting	71	1,250	-----	5	46	40
Average of specified expenses per farm dollars	612	22,414	5,903	1,992	832	426	Average of specified expenses per farm dollars	1,513	12,303	3,754	2,069	942	512

TABLE 32.—PERCENT OF FARMS REPORTING AND AVERAGE EXPENDITURE FOR SELECTED ITEMS PER FARM, FOR COTTON FARMS, BY ECONOMIC CLASS, BY REGIONS: 1954—Continued

Region and item	Economic class of farm						Region and item	Economic class of farm						
	All classes	I	II	III	IV	V		VI	All classes	I	II	III	IV	V
REGION VII							REGION IX							
Machine hire:							Machine hire:							
Percent of farms reporting.....	82.9	88.4	91.7	89.4	84.6	77.3	Percent of farms reporting.....	90.7	94.2	90.7	90.7	91.2	75.9	47.6
Dollars per farm reporting.....	453	3,128	1,022	507	288	169	Dollars per farm reporting.....	1,431	2,801	1,157	592	352	207	123
Hired labor:							Hired labor:							
Percent of farms reporting.....	85.6	90.5	98.4	94.4	89.9	77.2	Percent of farms reporting.....	93.0	99.0	94.5	92.0	85.3	74.6	23.8
Dollars per farm reporting.....	1,262	11,169	2,973	1,298	606	315	Dollars per farm reporting.....	3,284	6,665	2,440	1,266	618	286	259
Feed for livestock and poultry:							Feed for livestock and poultry:							
Percent of farms reporting.....	69.9	58.9	70.3	73.5	71.4	68.9	Percent of farms reporting.....	65.3	59.9	67.1	68.7	69.5	64.9	57.1
Dollars per farm reporting.....	288	871	513	331	267	192	Dollars per farm reporting.....	470	695	440	367	331	231	138
Gasoline, fuel, and oil:							Gasoline, fuel, and oil:							
Percent of farms reporting.....	90.4	99.7	98.2	96.8	93.0	88.6	Percent of farms reporting.....	98.0	98.7	99.0	98.0	96.1	92.1	85.7
Dollars per farm reporting.....	447	2,151	893	531	328	222	Dollars per farm reporting.....	1,538	2,951	1,303	675	449	301	145
Fertilizer and fertilizer material:							Fertilizer and fertilizer material:							
Percent of farms reporting.....	21.4	29.1	23.4	24.8	20.6	20.0	Percent of farms reporting.....	15.7	28.0	13.8	7.7	5.6	86	4.8
Dollars per farm reporting.....	217	1,138	363	228	161	115	Dollars per farm reporting.....	691	1,035	406	239	108	53	80
Lime and liming material:							Lime and liming material:							
Percent of farms reporting.....	0.2	0.8	0.2	0.2	0.3	0.1	Percent of farms reporting.....	(Z)	(Z)	0.1				
Dollars per farm reporting.....	62	154	134	48	46	45	Dollars per farm reporting.....	60	270	6				
Average of specified expenses per farm dollars.....	2,107	16,867	5,184	2,493	1,318	721	Average of specified expenses per farm dollars.....	6,274	12,858	4,998	2,633	1,515	802	327
REGION VIII							REGION X							
Machine hire:							Machine hire:							
Percent of farms reporting.....	58.5	69.1	62.9	53.5	49.5	56.3	Percent of farms reporting.....	81.3	86.7	84.4	77.9	73.7	61.5	63.2
Dollars per farm reporting.....	1,081	2,919	966	503	319	223	Dollars per farm reporting.....	3,365	7,023	1,356	634	357	322	79
Hired labor:							Hired labor:							
Percent of farms reporting.....	93.8	100.0	98.1	97.4	91.8	85.4	Percent of farms reporting.....	93.1	99.1	94.5	89.0	89.8	78.6	44.7
Dollars per farm reporting.....	4,171	13,957	3,735	1,842	981	441	Dollars per farm reporting.....	9,099	19,834	2,828	1,418	750	352	188
Feed for livestock and poultry:							Feed for livestock and poultry:							
Percent of farms reporting.....	34.1	37.2	40.0	35.2	29.2	25.8	Percent of farms reporting.....	43.8	38.2	51.4	48.4	44.3	33.4	36.8
Dollars per farm reporting.....	565	1,508	403	415	372	116	Dollars per farm reporting.....	1,298	3,016	490	554	277	225	155
Gasoline, fuel, and oil:							Gasoline, fuel, and oil:							
Percent of farms reporting.....	91.8	98.9	98.3	96.5	89.5	78.8	Percent of farms reporting.....	94.6	97.6	97.9	95.0	88.8	77.1	65.8
Dollars per farm reporting.....	1,109	3,128	1,108	623	360	230	Dollars per farm reporting.....	2,001	4,103	966	535	291	177	84
Fertilizer and fertilizer material:							Fertilizer and fertilizer material:							
Percent of farms reporting.....	48.7	68.0	54.5	50.4	39.0	31.7	Percent of farms reporting.....	77.4	92.1	79.6	70.2	58.5	47.5	18.4
Dollars per farm reporting.....	826	2,198	677	309	201	117	Dollars per farm reporting.....	2,612	5,214	717	303	176	108	53
Lime and liming material:							Lime and liming material:							
Percent of farms reporting.....	0.4	1.8		0.4			Percent of farms reporting.....	1.6	1.8	1.8	2.2	0.4		
Dollars per farm reporting.....	319	376		134			Dollars per farm reporting.....	562	847	418	253	250		
Average of specified expenses per farm dollars.....	6,129	21,132	5,891	2,966	1,567	752	Average of specified expenses per farm dollars.....	15,695	35,726	5,593	2,751	1,422	738	256

Z 0.05 percent or less.

The interpretation of these sales levels in terms of the levels of income from farming that are associated with them is facilitated by examination of the data in table 33. In this table the total of specified production expense items has been subtracted from total sales per farm. The fact should be borne in mind that, in general, the total of these specified items of expense probably does not exceed 60 percent of total cash production expenses when all items are included.

For Class IV farms the sales minus specified expenses per farm are, for most regions, between \$2,200 and \$2,500. Only in Regions IV and VI, which show \$2,600 and \$2,700, respectively, does the average of sales minus specified expenses for Class IV farms exceed \$2,500.

In the instance of Class V farms, the cash incomes above specified expenses are between \$1,100 and \$1,200 for seven of the ten regions. Farms in Region IV have the highest value for per farm sales minus specified expenses for Class V farms. This is shown to be \$1,400.

For farms in Class VI average value of sales minus specified expenses for the ten regions is \$520. The highest value for any

region is \$603, while in the region having the lowest value the amount is \$394.

TABLE 33.—SALES MINUS SPECIFIED EXPENSES PER FARM FOR COTTON FARMS, BY ECONOMIC CLASS, BY REGIONS: 1954

Region	Economic class of farm						
	All classes	I	II	III	IV	V	VI
I.....	Dollars	Dollars	Dollars	Dollars	Dollars	Dollars	Dollars
II.....	1,699	18,272	6,546	3,910	2,355	1,158	496
III.....	1,087	21,787	6,884	3,716	2,254	1,199	498
IV.....	1,530	28,429	8,494	4,403	2,485	1,303	531
V.....	3,172	34,345	9,039	4,836	2,644	1,409	596
VI.....	1,725	34,711	8,029	4,195	2,227	1,159	396
VII.....	3,867	27,590	10,631	4,772	2,721	1,382	524
VIII.....	3,860	35,828	9,289	4,415	2,295	1,194	509
IX.....	10,791	38,076	10,779	4,860	1,946	1,166	457
X.....	15,638	33,817	11,964	5,090	2,461	1,167	394
Total, 10 regions.....	32,185	74,714	10,403	4,441	2,499	1,142	603
Total, 10 regions.....	3,406	46,103	9,887	4,547	2,478	1,289	520