Table 37.—Sources of Farm Income on Dairy Farms, by Economic Class of Farm, for the Northern Woods Region: 1954

Item	Economic class of farm						
	Total	I	II	III	IV	V	VI
Number of farms	28,001	32	385	3,294	9,465	10,820	4,005
Gross sales—							
Per farm—dollars	2,999	36,118	12,495	6,545	3,499	1,849	831
Per crop acre—do	39	122	64	53	42	29	19
Percent of gross sales from dairy products	73	62	68	75	74	72	69
Sales per farm:							
Milk—dollars	2,193	22,247	8,482	4,877	2,605	1,332	575
Cattle and calves—do	381	5,914	1,353	760	416	274	141
Hogs—do	62	32	286	156	71	36	12
Poultry products except eggs—do	16	56	142	25	19	10	5
Eggs—do	66	395	256	139	76	42	23
Sheep—do	13	228	65	22	15	9	3
Other livestock and livestock products—dollars	8	76	29	13	7	8	4
Total, livestock and livestock products—dollars	2,739	28,948	10,613	5,992	3,209	1,711	763
Field crops—do	165	7,017	1,408	371	170	80	40
Other crops[1]—do	95	152	474	182	120	58	27
Total crops—do	260	7,169	1,882	553	290	138	67

[1] Includes horticultural and forest products.

Table 38.—Specified Farm Expenditures on Dairy Farms, by Economic Class of Farm, for the Northern Woods Region: 1954

Item	Economic class of farm						
	Total	I	II	III	IV	V	VI
Number of farms	28,001	32	385	3,294	9,465	10,820	4,005
Average per farm:							
Machine hire—dollars	89	178	129	134	109	74	43
Hired labor—do	113	4,402	1,252	318	96	46	21
Feed—do	461	4,622	1,708	947	533	303	162
Gas and oil—do	242	1,449	748	443	276	184	96
Fertilizer—do	78	1,061	511	206	88	34	15
Lime—do	13	336	62	31	15	6	2
Total—do	996	12,048	4,410	2,079	1,117	647	339
Average per crop acre:							
Machine hire—do	1	1	1	1	1	1	1
Hired labor—do	1	15	6	3	1	1	(Z)
Feed—do	6	16	9	8	6	5	4
Gas and oil—do	3	5	4	4	3	3	2
Fertilizer—do	1	4	3	2	1	1	(Z)
Lime—do	(Z)	1	(Z)	(Z)	(Z)	(Z)	(Z)
Total—do	12	42	23	18	12	11	7

Z Less than 0.50.

Milk sales per cow show the same trend (Table 39). They dropped from $446 to $94 and from 13,282 pounds to 3,718 pounds. The lower price of cream can account for a part of the price difference because the smaller farmers sold more than 40 percent of their milk as cream whereas the larger farms sold not more than 5 or 6 percent.

Average net farm incomes of these operators were a little more than one-half of those of the Northern Lake Region not because of the differences between identical economic classes, but because of the much larger proportion of farmers in Economic Classes V and VI. Likewise, other factors showing effectiveness in the use of resources are fairly comparable with other areas within economic classes, but averages for the whole region are low. Fully one-half of the dairy farms are in the two smallest size groups in comparison with one-fifth for the Northern Lake Region.

Table 39.—Measures of Income and Efficiency Levels for Dairy Farms, by Economic Class of Farm, for the Northern Woods Region: 1954

Item	Economic class of farm						
	Total	I	II	III	IV	V	VI
Number of farms	28,001	32	385	3,294	9,465	10,820	4,005
Gross sales per farm—dollars	2,999	36,118	12,495	6,545	3,499	1,849	831
Specified expenses per farm—do	996	12,048	4,410	2,079	1,117	647	339
Gross sales less specified expenses per farm—dollars	2,003	24,070	8,085	4,466	2,382	1,202	492
Gross sales per man-equivalent	2,307	8,209	5,433	4,091	2,499	1,541	755
Total investment—							
Per farm—dollars	15,388	60,537	37,618	25,954	16,944	12,465	8,608
Per man-equivalent—do	11,837	13,758	16,356	16,221	12,103	10,388	7,825
Per $100 gross sales—do	513	168	301	399	484	692	1,076
Percent of sales of dairy products from cream	14	(Z)	6	5	12	25	44
Milk sales per cow:							
Dollars	174	446	293	230	179	135	94
Pounds (milk equivalent)	5,674	13,282	8,327	6,796	5,794	4,842	3,718

Z Less than 0.5 percent.

Not so many of these farmers used fertilizers as in other areas, and when used the rates applied were lower (Table 40). Fewer of the smaller farmers bought fertilizers and they applied less per acre than their larger neighbors. The soils were derived from noncalcareous material so that in general a good application of limestone or marl is beneficial to crop production. Yet only one-seventh of these farmers reported using any liming material, and only a few of the smaller farms used any at all. When used, these smaller farmers made only about half the per acre application made by the larger farms. The limited use of both fertilizers and lime may partly account for the relatively low production reported for the area as a whole.

Table 40.—Use of Fertilizer and Lime on Dairy Farms, by Economic Class of Farm, for The Northern Woods Region: 1954

Item	Economic class of farm						
	Total	I	II	III	IV	V	VI
Number of farms	28,001	32	385	3,294	9,465	10,820	4,005
Fertilizer:							
Percent of farms using	48	84	84	79	62	35	21
Tons used per farm reporting	3	20	10	4	2	2	1
Acres upon which used per farm reporting	23	138	75	35	21	15	11
Average per acre fertilized:							
Pounds	240	290	269	246	236	231	216
Cost—dollars	7.08	9.12	8.16	7.32	6.89	6.62	6.45
Lime:							
Percent of farms using	16	63	34	32	21	11	4
Acres upon which used per farm reporting	12	59	20	14	11	9	9
Average per acre limed:							
Pounds	3,690	6,270	4,362	3,603	3,639	3,502	3,343
Cost—dollars	6.84	9.07	9.12	6.85	6.84	6.21	5.40