

Table 57.—SOURCES OF FARM INCOME ON DAIRY FARMS, BY ECONOMIC CLASS OF FARM, FOR THE NASHVILLE BASIN AREA: 1954

Item	Economic class of farm						
	Total	I	II	III	IV	V	VI
Number of farms.....	6,681	37	255	848	1,306	2,435	1,710
Gross sales—							
Per farm.....dollars..	3,126	34,632	13,019	6,756	3,476	1,709	775
Per crop acre.....do..	43	67	66	54	40	33	23
Percent of gross sales from dairy products.....	66	70	71	72	62	59	61
Sales per farm:							
Milk.....dollars..	2,063	24,390	9,284	4,833	2,169	1,056	476
Cattle and calves.....do..	345	2,469	1,366	596	391	254	114
Hogs.....do.....	170	2,325	931	378	218	82	29
Poultry products except eggs.....dollars..	8	13	30	17	9	7	3
Eggs.....do.....	61	97	215	91	70	49	31
Sheep.....do.....	44	989	161	92	49	25	6
Other livestock and livestock products.....dollars..	15	226	48	27	18	9	4
Total, livestock and livestock products.....dollars..	2,715	30,500	12,035	6,034	2,924	1,482	663
Field crops.....do.....	388	4,111	817	680	534	302	103
Other crops.....do.....	23	12	167	42	18	15	9
Total crops.....do.....	411	4,123	984	722	552	317	112

1 Includes horticultural and forest products.

The smaller farms were operated less intensively than the larger dairy farms (Table 58). This shows up both in the input or specified expense items and in the gross sales per acre of cropland. Specified expenses dropped from \$25 per acre for the farms of largest volume to \$9 for the smallest, while the gross sales showed the same general relationship. The largest farms averaged \$67 gross sales per crop acre. There was a consistent and continuous drop in income per acre as farms became smaller. The smallest farms with only 5 milk cows sold only \$23 worth of farm products per acre of harvested crops during the year.

Table 58.—SPECIFIED FARM EXPENDITURES ON DAIRY FARMS, BY ECONOMIC CLASS OF FARM, FOR THE NASHVILLE BASIN AREA: 1954

Item	Economic class of farm						
	Total	I	II	III	IV	V	VI
Number of farms.....	6,681	37	255	848	1,306	2,435	1,710
Average per farm:							
Machine hire.....dollars..	77	371	256	184	88	46	26
Hired labor.....do.....	222	4,897	1,499	605	149	66	22
Feed.....do.....	754	4,207	3,338	1,803	746	446	218
Gas and oil.....do.....	153	1,829	682	341	185	78	26
Fertilizer.....do.....	121	1,893	466	280	126	64	29
Lime.....do.....	4	29	17	12	7	1	(Z)
Total.....do.....	1,331	13,226	6,258	3,225	1,301	701	321
Average per crop acre:							
Machine hire.....do.....	3	9	8	5	2	1	1
Hired labor.....do.....	10	8	17	14	9	8	6
Gas and oil.....do.....	2	4	3	3	2	1	1
Fertilizer.....do.....	2	4	2	2	1	1	1
Lime.....do.....	(Z)	(Z)	(Z)	(Z)	(Z)	(Z)	(Z)
Total.....do.....	17	25	30	24	14	11	9

Z Less than 0.50.

Although measures of effective use of resources or efficiency are few and not very conclusive, total value of sales minus the specified expenses for the different economic classes suggests that operators in the three lower income classes must have very little money to meet living costs (Table 59).

Both the value of milk sales per cow and the pounds of milk sold indicate decreasing effectiveness in use of feed, as well as other factors contributing to milk production. It is again emphasized that man labor cannot be used effectively on the smaller farms.

Table 59.—MEASURES OF INCOME AND EFFICIENCY LEVELS FOR DAIRY FARMS, BY ECONOMIC CLASS OF FARM, FOR THE NASHVILLE BASIN AREA: 1954

Item	Economic class of farm						
	Total	I	II	III	IV	V	VI
Number of farms.....	6,681	37	255	848	1,306	2,435	1,710
Gross sales per farm.....dollars..	3,126	34,632	13,019	6,756	3,476	1,709	775
Specified expenses per farm.....do.....	1,331	13,226	6,258	3,225	1,301	701	321
Gross sales less specified expenses per farm.....do.....	1,795	21,406	6,761	3,531	2,175	1,008	454
Gross sales per man-equivalent.....	2,405	6,925	5,425	3,974	2,897	1,635	775
Total investment—							
Per farm.....dollars..	15,721	103,934	48,304	32,139	17,798	11,376	6,526
Per man-equivalent.....do.....	12,003	20,787	20,127	18,905	14,832	10,342	6,526
Per \$100 gross sales.....do.....	507	300	372	473	500	632	816
Percent of sales of dairy products from cream.....	1				1	1	4
Milk sales per cow:							
Dollars.....	139	267	213	175	122	101	77
Pounds (milk equivalent).....	3,979	7,407	4,963	4,385	3,939	3,276	2,708

Both capital investment and income per man-equivalent show why this is true.

It is surprising to find in area after area that dairymen in Economic Classes V and VI are receiving one-third to one-fourth of the milk and cream income per cow received by those in Classes I and II. For example, the dairymen in Economic Class VI received about one-third of the income per cow received by the Class I dairymen and they sold only about two-fifths as much milk per cow. Practically no cream or butterfat was sold by these dairymen so that the smaller income per cow was the result both of lower production per cow and a 60-cent lower price per hundred-weight of milk.

Approximately two-thirds of the farmers are using some fertilizer (Table 60). Much is used on the tobacco and cotton crops, although some may have been used on ordinary field crops. The cost of fertilizer ranged from \$40 to \$58 per ton. Since the composition of the fertilizer was not given it is not possible to find how much of this range in cost is the result of the grade of fertilizer used. Fertilizer can be used on small farms almost as conveniently as on the larger ones, yet, whereas all of the larger farms used some fertilizer, only two-fifths of the farms with the smallest total incomes used any. The cost of liming materials, to the few farmers who used lime, was from \$1.20 to \$1.60 per ton but only about one-tenth as many dairymen used lime as used fertilizer.

Table 60.—USE OF FERTILIZER AND LIME ON DAIRY FARMS, BY ECONOMIC CLASS OF FARM, FOR THE NASHVILLE BASIN AREA: 1954

Item	Economic class of farm						
	Total	I	II	III	IV	V	VI
Number of farms.....	6,681	37	255	848	1,306	2,435	1,710
Fertilizer:							
Percent of farms using.....	65	100	84	82	80	64	43
Tons used per farm reporting.....	4	41	12	6	3	2	2
Acres upon which used per farm reporting.....	29	204	87	49	27	16	13
Average per acre fertilized:							
Pounds.....	268	404	285	243	249	273	250
Cost.....dollars..	6.45	9.30	6.38	7.00	5.74	6.16	5.36
Lime:							
Percent of farms using.....	6	11	20	18	8	2	(Z)
Acres upon which used per farm reporting.....	17	27	21	13	22	10	35
Average per acre limed:							
Pounds.....	3,058	7,196	3,483	3,328	2,737	2,514	800
Cost.....dollars..	4.38	9.95	4.33	4.88	4.10	3.91	1.00

Z Less than 0.5.