B. 75060

NEW ISSUE

ESTIMATES OF TURNOVER, EXPENDITURE AND CASH OPERATING SURPLUS OF AGRICULTURAL PRODUCTS AUSTRALIA

1971-72 to 1973-74

Reference No. 10.77

AUSTRALIAN BUREAU OF STATISTICS
CANBERRA. A.C.T.

FOR RELEASE: 4 P.M. 9 FEBRUARY 1976

Reference No. 10.77

ESTIMATES OF TURNOVER, EXPENDITURE AND CASH OPERATING SURPLUS OF AGRICULTURAL PRODUCERS, AUSTRALIA, 1971-72 TO 1973-74

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EXPLANATORY NOTES

This publication contains estimates of Turnover (i.e. sales and other miscellaneous revenue), Purchases and Selected Expenses and Cash Operating Surplus of agricultural producers from agricultural production, for the years ended 30 June 1972, 30 June 1973 and 30 June 1974. It is one of a series of publications containing estimates derived from the annual Agricultural Finance Survey of agricultural holdings conducted by the Australian Bureau of Statistics. The other releases of the series are *Estimates of Gross Indebtedness of Agricultural Producers* (Reference No. 10.62) and *Estimates of the Value of Capital Expenditure for Agricultural Purposes, by Agricultural Producers* (Reference No. 10.64).

Method of Classifying holdings by Type of Activity

2. The method of classifying holdings by type of activity is based on derived gross receipts obtained from the various agricultural activities of the holding as shown on its Agricultural Census return. The classification of each holding is derived annually for the purposes of the Survey.

3. "Commercial" holdings, i.e. holdings with annual derived gross receipts of $2,000 or more are classified to a predominant agricultural activity. Holdings primarily engaged in the production of both sheep and cereals are allocated to the "Sheep and Cereal" class. Commercial holdings with no predominant activity are classed as "Multi-purpose".

4. Holdings with derived gross receipts between $1 and $2,000 are classified as "Sub-commercial", while holdings where no gross receipts could be estimated in respect of their activities, including holdings undergoing development, are classified as "Unused".

5. By deriving the classification annually, the estimates of receipts and expenditure for farm types also reflect changes which have occurred in the predominant activity of individual holdings within the agricultural sector.

6. For further information on the methods used to classify holdings see *Classification of Rural Holdings by Size and Type of Activity, 1968-69* (Reference No. 10.28).

Size of Sample and Level of Accuracy

7. The estimates are based on a sample of agricultural holdings. To improve the accuracy of the estimates the size of the sample has been increased from 5,000 in 1971 to 10,000 in 1974. Sample estimates may differ from results which would have been obtained from a comparable complete collection. A measure of the likely difference is given by the standard error of the estimates. There are about two chances in three that a sample estimate will differ by less than one standard error from the figures that would have been obtained from a comparable complete collection, and about nineteen chances in twenty that the difference will be less than two standard errors.

8. For example, if a sample survey gives an estimate of $4,000 million and the standard error of this estimate is 2% i.e. $80 million, then there would be two chances in three that a comparable complete collection would give a figure within the range of $3,920 million to $4,080 million, and nineteen chances in twenty that the figure would be within the range of $3,840 million to $4,160 million.

9. Separate estimates have been calculated for components and totals at all levels. Users should exercise care when using the data as the sample estimation methods used result in the aggregate of the component estimates not necessarily being the same as the separate estimates of the total. Since the standard errors are in general, lower for totals than for individual components, the totals can be taken to be a more reliable estimate than the addition of the component items.

Comparison with the National Accounts

10. Significant differences exist between the income and expenditure estimates incorporated in the Australian National Accounts and those included in this bulletin.

11. The National Accounts estimates measure the income accruing from production after allowing for related expenditures while the estimates in this bulletin have been based on items generally reported on a cash basis. For instance, in the case of an agricultural producer receiving payment in the current year for previous year's production, the National Accounts would include the value of the transaction in the previous year and the Survey would include it in the current year.

12. The Agricultural Finance Survey measures the total sale of livestock by agricultural producers i.e. whether for slaughter, fattening or breeding whereas National Accounts measure only the value of stock sold for slaughter. Consequently purchases of livestock are included in the Survey's estimates of expenses but are not incorporated in the National Accounts.

13. Marketing costs in the National Accounts are based on expenses incurred in transporting farm produce between the farm and the principal markets, whether

they are paid by the producer or the buyer. On the other hand, only marketing costs actually incurred by the farmer are included in the Agricultural Finance Survey. In addition the National Accounts estimates of marketing costs include the marketing expenses of various Marketing Boards (e.g. Wheat Board) which are not included in the Agricultural Finance Survey.

14. The National Accounts estimates of farm income also include estimates of income of agricultural service industries except estimated incomes of shearers which are treated as wages. The Agricultural Finance Survey excludes service industry activities such as contract harvesting and aerial spraying. The National Accounts estimates provide for depreciation, while the Survey does not cover this item.

15. In view of these conceptual differences, the different sources of the estimates and the standard error, caution should be exercised in drawing inferences from a comparison with the estimates in the Australian National Accounts.

EXPLANATION OF TERMS

Turnover

16. Turnover of agricultural producers includes market proceeds received during the year from the sale of crops, livestock and livestock products. It also includes other miscellaneous revenue from other activities associated with agriculture such as agistment, livestock service, artificial insemination, receipts from insurance claims, government relief payments, etc.

17. Market proceeds are the cash receipts obtained during the financial year and do not necessarily relate to the production of that year. For example, receipts from wheat could include the first advance payment on the current season's crop and pool payments received during the year for previous crops.

18. Market proceeds are equivalent to the gross proceeds obtained by the producer prior to deductions by agents or marketing boards. These deductions, together with other market selling expenses incurred by the producer, have been included in marketing expenses under Purchases and Selected Expenses.

Purchases and Selected Expenses

19. Purchases and Selected Expenses refers to cash payments made during the year by the agricultural producer for goods and services relating to his agricultural production. As with turnover, the expenditures need not necessarily relate to the agricultural production of that year. For example, all payments made during the year for fertiliser would be included even though not all the fertiliser purchased may actually be used during that year. Inwards freight costs associated with purchases of goods and services are also included. Livestock purchases have been included under Purchases and Selected Expenses rather than as Capital expenditure.

Increase in Livestock

20. Conceptually the change in stocks for value added purposes should include data for livestock, standing crops, hay and stocks of other agricultural commodities. In this publication only livestock data has been included because of its relative significance and because of the difficulties associated with collecting and valuing data relating to other farm stocks.

21. Purchases of livestock such as dairy cattle, sheep for wool, and breeding stock generally should be considered to be capital purchases and therefore excluded from the calculation of value added. Because of practical considerations, all increases in livestock whether arising from purchases or natural increase have been treated as stocks in this publication.

22. The estimate for increase in stocks has not been obtained from the Agricultural Finance Survey but has been derived by valuing the change in livestock numbers obtained from the Agricultural Census, by average annual prices. These prices have been calculated from data obtained from the Bureau's Value of Primary Production series.

23. Estimates of Value Added and Increase in Livestock have not been calculated for individual farm types as the source data is only available in aggregate at the State level.

Value Added

24. Value Added is the estimate of Turnover plus the estimate of Increase in Livestock less the estimate of Purchases and Selected Expenses. The estimate of Increase in Livestock has been derived by valuing the change in livestock numbers as reported in the annual Agricultural Census by an average annual price. There is no provision for changes in other stocks (e.g. fodder, seed, wool).

Adjusted Value Added

25. Adjusted Value Added is the estimate of Value Added less the estimates of Rates and Taxes, Insurance Payments, Other Expenses and Rent and Leasing Expenses (other than land). Adjusted Value Added is a close approximation of the concept Gross Product at Factor Cost as used in the National Accounts but still subject to the limitations outlined in paragraphs 10. to 14. above.

Gross Operating Surplus

26. Gross Operating Surplus is the estimate of

Adjusted Value Added less the estimate of Wages, Salaries and Supplements.

Cash Operating Surplus

27. Cash Operating Surplus is the estimate of Gross Operating Surplus less the estimates of Increase in Livestock and Interest and Land Rent Paid plus the estimate of Interest and Land Rent received.

Sales of Crops

28. Includes proceeds from sales of cereal grains and other crops (oilseeds, cotton, sugar cane, tobacco, etc.) and fruit and vegetables. Included also are premiums and amounts received from pools.

Sales of Livestock

29. Includes proceeds from sales of sheep, cattle, pigs, poultry, etc. Excluded are proceeds from livestock service and artificial insemination.

Sales of Livestock Products

30. Includes proceeds from wool, dairy, skins, eggs, etc.

Miscellaneous Revenue

31. Includes sundry agricultural proceeds such as proceeds from insurance recoveries, agistment, livestock service, artificial insemination, government relief payments, etc.

Marketing Expenses

32. Includes all costs incurred such as commission, packaging, freight and cartage, insurance, handling charges, etc. whether deducted by a marketing agency or authority prior to payment to the producer or paid directly by the producer. It excludes tolls (compulsory loans to grain pools, etc.) liens/mortgages, dockages, penalty payments, overseas freight and fruit and vegetable grading charges.

Purchases of Livestock

33. Includes all livestock purchases whether for addition or replacement of the breeding herd or store stock. Included also are freight, cartage and other charges associated with the transportation of livestock to the holding.

Seed, fodder

34. Includes purchases of livestock feed, fodder and supplements and payments for pasture seed and inoculum, crop seed, vegetable seed and seedlings, young trees for orchards, windbreaks, etc. All inwards freight costs associated with the above purchases are also included.

Fertiliser

35. Includes expenditure on fertiliser and soil conditioners and inward freight costs associated with fertiliser purchase.

Chemicals, Veterinary Supplies and Services

36. Includes expenditure on crop and pasture chemicals and chemicals used for dipping or drenching livestock, and veterinary supplies and services.

Electricity and Fuel

37. Includes payments to electricity supply authorities (excluding installation charges) and payments for fuels and lubricants used for farm purposes.

Water and Drainage Charges

38. Includes water and drainage rates, for water used for irrigation and livestock purposes, drainage and flood control.

Payments to Contractors

39. Includes payments to contractors for wool classing, shearing, marking, hay cutting and contract spreading charges, etc.

Other Selected Expenses

40. Includes maintenance of buildings, structures, fencing and building materials, and also includes expenditure on registration and comprehensive insurance of motor vehicles used for farm purposes and plant (including tractors, and trailers). Payments for agistment plus livestock service and artificial insemination are also included.

Rates and Taxes

41. Includes rate payments to local government authorities, payments to vermin and weed control authorities and other rates, taxes and licences such as road tax, land tax and payroll tax.

Insurance Payments

42. Includes payments on farm dwellings and buildings, crops, livestock, machinery and equipment, public liability and workers compensation. Personal insurance, life assurance and payments to medical funds are excluded.

Other Expenses

43. Includes administrative expenses such as postage and telephone charges, legal and farm management consultancy fees, business travelling expenses, subscriptions to farmers' unions, organisations, papers, journals, etc., bank service charges, office

equipment and all other sundry expenses such as general freight charges not already included in the above group of expenditure.

Rent and Leasing Expenses (other than land)

44. Includes other machinery and equipment hire charges – not included elsewhere.

Wages, Salaries and Supplements

45. Includes payments by producers to their employees in the nature of wages and salaries, superannuation paid by employers, stores and rations for employees and payment to employees in the form of a proportion of proceeds from sales, etc.

Interest and Land Rent Paid

46. Includes interest paid on loans by banks, pastoral companies, insurance companies and government agencies; interest paid on loans under hire purchase and other instalment credit, interest paid on other amounts owing. Included also are land rent and land lease payments to the government, other land rent and land lease payments.

Interest and Land Rent Received

47. Includes land rent and lease proceeds received, bank interest and other interest from farm investments, bonds, securities etc.

Symbols used in this bulletin

n.a. – Not available
. . – Estimate and standard error not shown as estimate less than $50,000

NOTE: It has not been possible to calculate standard errors for all estimates.

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NOTE: Inquiries concerning these statistics may be made in Canberra by telephoning Mr A. Ward on 52 6433 or, in each State Capital, by telephoning the office of the Australian Bureau of Statistics.

TABLE 1. – ESTIMATES OF TURNOVER, EXPENDITURE AND CASH OPERATING SURPLUS OF AGRICULTURAL PRODUCERS, AUSTRALIA, 1971-72 to 1973-74

	Items	*1971-72* $m	S.E. %	*1972-73* $m	S.E. %	*1973-74* $m	S.E. %
	Sales from crops	1187.1	3.3	1169.1	3.5	1599.6	2.6
	Sales from livestock	1372.4	2.9	1870.1	2.7	2079.8	3.1
	Sales from livestock products	1047.2	2.5	1598.2	2.5	1661.5	2.9
	Other miscellaneous revenue	34.1	12.6	64.1	17.4	52.4	12.6
	Turnover	*3614.7*	*1.7*	*4653.1*	*1.8*	*5319.3*	*1.6*
Less	Marketing expenses	328.0	5.0	316.2	4.0	358.2	4.0
	Purchases of livestock	512.0	4.8	585.0	6.0	807.2	5.7
	Payments for seed and fodder	229.8	4.2	287.4	3.6	286.6	4.2
	Payments for fertiliser	136.0	3.0	174.8	3.0	203.9	2.8
	Payments for chemicals, etc. supplies and services	79.8	3.0	93.7	3.6	114.7	3.9
	Payments for electricity and fuel	166.7	2.5	184.9	2.6	188.1	2.5
	Water and drainage charges	23.4	8.2	26.9	7.1	23.0	5.5
	Payments to contractors	161.3	5.9	155.9	3.9	209.8	3.4
	Other selected expenses	262.6	3.4	307.7	2.8	370.7	2.9
	Purchases and selected expenses	*1822.8*	*2.0*	*2094.3*	*2.2*	*2550.4*	*2.4*
Plus	Increase in livestock	261.0		−7.3		345.6	
	Value added	*2052.9*		*2551.5*		*3114.5*	
Less	Rates and taxes	92.9	2.3	105.6	2.8	123.5	2.5
	Insurance payments	43.0	4.0	46.3	3.1	67.4	3.5
	Other expenses	101.2	3.1	116.1	3.0	134.7	3.3
	Rent and leasing expenses (other than land)	3.8	35.4	3.1	17.4	3.5	14.6
	Adjusted value added	*1812.0*		*2280.4*		*2785.4*	
Less	Wages, salaries and supplements	303.1	4.1	343.8	4.0	428.5	2.7
	Gross operating surplus	*1508.9*		*1936.6*		*2,356.9*	
Less	Interest, land rent paid	243.5	3.9	233.3	3.9	254.9	3.5
Plus	Interest, land rent received	18.6	2.6	20.6	11.5	27.3	6.4
Less	Increase in livestock	261.0		−7.3		345.6	
	Cash operating surplus	**1023.0**		**1731.2**		**1,783.7**	

TABLE 2. – ESTIMATES OF TURNOVER, EXPENDITURE AND CASH OPERATING SURPLUS OF AGRICULTURAL PRODUCERS
1971-72

	Items	*New South Wales*		*Victoria*		*Queensland*		*South Australia*		*Western Australia*		*Tasmania*		*Australia (a)*	
		$m	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*
	Sales from crops	300.2	6.7	180.1	8.0	372.6	3.8	153.0	7.5	150.0	14.2	30.3	34.4	1187.1	3.3
	Sales from livestock	451.1	5.4	280.8	4.4	324.5	7.0	104.9	6.3	146.7	10.2	46.9	7.2	1372.4	2.9
	Sales from livestock products	305.7	4.8	354.7	5.3	108.3	5.2	105.2	4.7	134.0	6.1	37.4	7.3	1047.2	2.5
	Other miscellaneous revenue	13.5	25.8	6.9	18.6	4.8	18.9	5.1	36.4	3.0	19.6	0.4	34.7	34.1	12.6
	Turnover	*1056.6*	*3.6*	*822.2*	*3.3*	*815.6*	*3.2*	*369.0*	*4.1*	*416.2*	*6.2*	*113.7*	*9.2*	*3614.7*	*1.7*
Less	Marketing expenses	86.0	6.9	57.9	8.9	76.1	10.1	31.7	8.8	59.0	18.9	15.3	22.5	328.0	5.0
	Purchases of livestock	174.0	8.3	102.0	8.1	108.4	13.7	50.9	11.7	57.0	14.1	15.7	13.5	512.0	4.8
	Payments for seed and fodder	86.7	9.2	49.7	6.6	46.9	8.1	18.0	8.9	21.2	5.6	6.6	14.6	229.8	4.2
	Payments for fertiliser	30.6	6.3	26.5	3.8	27.2	6.5	15.6	7.1	30.0	9.1	5.6	9.1	136.0	3.0
	Payments for chemicals, etc. supplies and services	26.6	5.3	18.5	4.2	15.2	8.8	8.5	8.4	8.1	9.6	2.8	11.8	79.8	3.0
	Payments for electricity and fuel	49.3	4.3	39.4	5.8	32.2	5.9	16.4	6.0	23.9	7.2	4.6	11.5	166.7	2.5
	Water and drainage charges	7.6	21.6	9.0	9.7	0.8	20.2	4.3	8.7	1.6	17.8	0.1	29.9	23.4	8.2
	Payments to contractors	50.6	9.5	32.6	12.0	38.2	18.1	15.9	11.5	18.5	5.7	5.1	14.0	161.3	5.9
	Other selected expenses	76.7	6.7	55.0	4.2	58.2	10.3	31.5	7.0	31.4	6.9	7.6	9.9	262.6	3.4
	Purchases and selected expenses	*573.8*	*4.2*	*385.6*	*3.4*	*386.4*	*4.9*	*176.2*	*4.5*	*233.8*	*5.8*	*56.5*	*7.6*	*1822.8*	*2.0*
Plus	Increase in livestock	56.6		28.0		119.1		28.7		21.0		5.5		261.0	
	Value added	*539.4*		*464.6*		*548.3*		*221.5*		*203.4*		*62.7*		*2052.9*	
Less	Rates and taxes	38.2	4.7	19.5	3.5	19.4	3.6	6.6	7.6	7.0	5.9	2.2	5.6	92.9	2.3
	Insurance payments	15.8	8.3	10.0	5.3	6.5	7.4	4.6	10.4	4.7	13.7	1.1	8.7	43.0	4.0
	Other expences	29.6	6.6	24.8	6.2	19.2	5.1	9.1	10.2	14.3	9.1	3.1	8.0	101.2	3.1
	Rent and leasing expenses (other than land)	0.5	37.4	0.4	45.8	1.8	70.4	0.5	39.3	0.5	36.3	0.1	71.1	3.8	35.4
	Adjusted value added	*455.3*		*409.9*		*501.4*		*200.7*		*176.9*		*56.2*		*1812.0*	
Less	Wages, salaries and supplements	102.9	9.2	65.9	8.1	68.5	6.9	21.7	10.8	27.4	7.6	12.4	11.9	303.1	4.1
	Gross operating surplus	*352.4*		*344.0*		*432.9*		*179.0*		*149.5*		*43.8*		*1508.9*	
Less	Interest, land rent paid	75.8	7.6	60.7	7.8	42.5	6.6	25.5	11.5	27.6	14.5	9.3	10.4	243.5	3.9
Plus	Interest, land rent received	6.2	3.5	5.2	23.0	1.8	4.2	2.4	23.6	2.0	5.2	0.2	45.4	18.6	2.6
Less	Increase in livestock	56.6		28.0		119.1		28.7		21.0		5.5		261.0	
	Cash operating surplus	**226.2**		**260.5**		**273.1**		**127.2**		**102.9**		**29.2**		**1023.0**	

(a) Includes estimates for A.C.T. and N.T.

TABLE 3. – ESTIMATES OF TURNOVER, EXPENDITURE AND CASH OPERATING SURPLUS OF AGRICULTURAL PRODUCERS
1972-73

Items	New South Wales		Victoria		Queensland		South Australia		Western Australia		Tasmania		Australia (a)	
	$m	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*
Sales from crops	268.9	6.2	205.9	10.7	397.0	3.8	108.8	17.6	153.0	11.4	35.2	20.0	1169.1	3.5
Sales from livestock	679.9	5.8	396.2	5.2	398.2	3.9	166.2	6.9	147.5	6.4	70.9	17.3	1870.1	2.7
Sales from livestock products	494.6	4.6	461.0	5.0	162.6	8.0	176.4	5.6	238.6	6.2	62.9	10.0	1598.2	2.5
Other miscellaneous revenue	42.2	19.8	6.7	18.7	7.5	3.8	2.9	25.4	5.0	18.2	0.8	24.3	64.1	17.4
Turnover	*1450.2*	*3.7*	*1069.1*	*3.5*	*969.1*	*2.7*	*445.7*	*5.3*	*537.9*	*5.7*	*167.2*	*10.1*	*4653.1*	*1.8*
Less Marketing expenses	95.5	6.5	66.4	9.0	56.4	6.3	33.9	10.7	51.0	14.4	11.7	13.7	316.2	4.0
Purchases of livestock	233.0	12.7	132.5	8.6	109.8	10.8	37.0	12.2	47.3	15.1	22.7	13.5	585.0	6.0
Payments for seed and fodder	101.2	5.8	64.4	8.1	61.9	8.7	21.9	11.9	26.1	9.6	10.8	18.9	287.4	3.6
Payments for fertiliser	43.1	6.2	34.5	5.2	29.0	5.7	18.2	7.6	41.4	8.1	8.2	10.7	174.8	3.0
Payments for chemicals, etc. supplies and services	32.9	5.9	22.9	8.1	18.4	8.2	6.4	15.2	9.5	10.2	3.4	14.5	93.7	3.6
Payments for electricity and fuel	51.8	3.8	42.1	3.8	42.2	8.3	19.3	5.7	22.5	6.0	6.2	9.8	184.9	2.6
Water and drainage charges	5.9	11.7	12.5	11.0	2.5	28.9	4.1	19.2	1.8	16.8	0.1	47.7	26.9	7.1
Payments to contractors	44.8	7.3	26.9	9.3	38.6	8.6	13.9	12.3	23.6	7.5	7.6	19.3	155.9	3.9
Other selected expenses	90.6	6.7	69.0	4.4	70.0	5.6	30.3	6.6	34.8	7.9	10.4	8.5	307.7	2.8
Purchases and selected expenses	*689.1*	*5.0*	*462.7*	*3.7*	*422.4*	*3.8*	*180.7*	*5.7*	*248.7*	*5.9*	*81.1*	*10.7*	*2094.3*	*2.2*
Plus Increase in livestock	–31.9		–46.0		76.9		–14.2		–2.9		1.6		–7.3	
Value added	*729.2*		*560.4*		*623.6*		*250.8*		*286.3*		*87.7*		*2551.5*	
Less Rates and taxes	42.6	5.2	22.0	3.8	23.3	7.0	7.7	6.8	7.0	8.0	3.0	9.9	105.6	2.8
Insurance payments	14.8	4.2	11.2	7.7	8.0	9.8	4.6	8.1	5.9	7.3	1.7	9.4	46.3	3.1
Other expenses	39.7	5.5	25.1	5.6	20.7	7.4	10.8	7.1	14.9	9.5	3.8	14.6	116.1	3.0
Rent and leasing expenses (other than land)	0.9	33.7	0.3	33.2	0.8	42.0	0.3	50.9	0.5	31.7	0.1	50.0	3.1	17.4
Adjusted value added	*631.2*		*501.8*		*570.8*		*227.4*		*258.0*		*79.1*		*2280.4*	
Less Wages, salaries and supplements	104.4	7.3	64.6	9.0	89.7	6.9	30.4	20.8	34.8	9.1	16.3	15.6	343.8	4.0
Gross operating surplus	*526.8*		*437.2*		*481.1*		*197.0*		*223.2*		*62.8*		*1936.6*	
Less Interest, land rent paid	71.4	6.6	56.4	9.6	44.1	7.3	22.0	11.5	28.5	12.1	9.3	14.1	233.3	3.9
Plus Interest, land rent received	6.0	24.8	6.1	22.2	2.2	21.0	3.7	29.0	2.0	17.3	0.6	32.0	20.6	11.5
Less Increase in livestock	–31.9		–46.0		76.9		–14.2		–2.9		1.6		–7.3	
Cash operating surplus	493.3		432.9		362.3		192.9		199.6		52.5		1731.2	

(a) Includes estimates for A.C.T. and N.T.

TABLE 4. – ESTIMATES OF TURNOVER, EXPENDITURE AND CASH OPERATING SURPLUS OF AGRICULTURAL PRODUCERS
1973-74

	Items	*New South Wales*		*Victoria*		*Queensland*		*South Australia*		*Western Australia*		*Tasmania*		*Australia (a)*	
		$m	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*
	Sales from crops	385.7	5.4	267.4	9.7	439.5	3.4	211.3	5.9	267.1	5.8	28.3	11.9	1599.6	2.6
	Sales from livestock	694.1	6.7	527.3	6.8	396.0	5.7	183.3	6.3	195.4	4.9	67.5	7.7	2079.8	3.1
	Sales from livestock products	505.3	7.3	492.9	5.0	153.1	7.2	199.7	4.5	257.6	4.8	51.9	4.8	1661.5	2.9
	Other miscellanous revenue	15.2	18.5	17.5	30.5	8.9	25.4	3.0	17.6	7.0	19.6	0.3	25.0	52.4	12.6
	Turnover	*1564.7*	*4.0*	*1267.7*	*3.5*	*1005.9*	*2.7*	*593.6*	*3.3*	*726.8*	*3.1*	*142.4*	*3.8*	*5319.3*	*1.6*
Less	Marketing expenses	129.6	8.3	59.7	9.0	59.9	6.4	38.3	10.3	59.9	9.1	9.6	17.1	358.2	4.0
	Purchases of livestock	288.2	11.9	248.9	9.6	113.7	12.1	62.2	13.5	71.4	14.0	20.6	17.4	807.2	5.7
	Payments for seed and fodder	108.3	9.6	61.5	6.5	54.1	6.6	30.6	8.5	24.4	5.5	7.3	8.9	286.6	4.2
	Payments for fertiliser	44.7	7.7	42.3	6.5	32.5	5.1	22.6	7.3	54.8	5.3	6.7	9.1	203.9	2.8
	Payments for chemicals, etc. supplies and services	36.6	7.4	29.0	11.0	21.2	5.6	13.1	6.1	11.1	7.8	3.4	7.2	114.7	3.9
	Payments for electricity and fuel	52.0	3.4	44.5	4.5	38.6	6.8	22.4	8.7	23.9	8.4	6.1	9.8	188.1	2.5
	Water and drainage charges	6.6	13.8	9.6	7.0	0.8	14.3	4.9	10.6	1.0	13.8	0.1	17.1	23.0	5.5
	Payments to contractors	58.6	8.0	43.1	7.3	51.4	6.4	17.5	12.4	32.6	5.1	6.1	9.4	209.8	3.4
	Other selected expenses	113.0	5.0	81.1	7.2	76.5	5.7	39.0	10.9	46.8	6.3	10.8	8.0	370.7	2.9
	Purchases and selected expenses	*821.4*	*5.6*	*616.4*	*5.0*	*465.9*	*4.6*	*241.3*	*4.6*	*326.7*	*4.0*	*69.8*	*6.7*	*2550.4*	*2.4*
Plus	Increase in livestock	89.3		91.5		87.5		28.0		35.0		1.8		345.6	
	Value added	*832.6*		*742.8*		*627.5*		*380.3*		*435.1*		*74.4*		*3114.5*	
Less	Rates and taxes	44.6	4.7	28.5	3.5	26.8	5.4	9.7	4.8	8.5	6.1	5.3	21.0	123.5	2.5
	Insurance payments	21.9	6.2	18.7	5.7	9.4	10.5	6.7	7.4	8.7	12.6	1.6	6.5	67.4	3.5
	Other expenses	45.9	7.7	28.0	5.9	27.1	5.6	12.5	5.4	16.3	8.1	4.0	7.1	134.7	3.3
	Rent and leasing expenses (other than land)	0.9	32.5	0.5	39.5	0.9	25.3	0.2	25.7	0.6	26.2	0.1	31.6	3.5	14.6
	Adjusted value added	*719.3*		*667.1*		*563.3*		*351.2*		*401.0*		*63.4*		*2785.4*	
Less	Wages, salaries and supplements	126.4	3.2	91.3	8.9	92.5	4.4	40.7	7.9	51.0	7.5	16.2	6.0	428.5	2.7
	Gross operating surplus	*592.9*		*575.8*		*470.8*		*310.5*		*350.0*		*47.2*		*2356.9*	
Less	Interest, land rent paid	76.5	7.4	68.9	6.2	48.3	9.1	22.9	8.4	28.0	7.3	9.0	14.9	254.9	3.5
Plus	Interest, land rent received	6.5	10.6	7.8	15.4	5.2	17.0	3.4	12.4	3.0	13.9	1.1	26.7	27.3	6.4
Less	Increase in livestock	89.3		91.5		87.5		28.0		35.0		1.8		345.6	
	Cash operating surplus	**433.6**		**423.2**		**340.2**		**263.0**		**290.0**		**37.5**		**1,783.7**	

(a) Includes estimates for A.C.T. and N.T.

TABLE 5. - ESTIMATES OF TURNOVER, EXPENDITURE AND CASH OPERATING SURPLUS OF AGRICULTURAL PRODUCERS, BY TYPE OF ACTIVITY OF HOLDING, 1971-72

		Commercial holdings																		Sub-commercial and unused holdings					
		Sheep and cereal		*Sheep*		*Cereal grain*		*Meat cattle*		*Other cattle*		*Fruit, vegetables*		*Poultry pigs*		*Other crops*		*Multi-purpose*		*Sub-commercial*		*Unused*		*All holdings*	
	Items	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. $*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*
	Sales from crops	245.5	8.0	27.8	13.4	133.8	10.2	32.8	20.8	8.4	21.1	354.5	7.4	15.3	33.0	265.3	3.9	92.0	7.4	10.2	27.2	1.7	49.3	1187.1	3.3
	Sales from livestock	105.0	6.1	176.6	4.8	44.8	12.1	520.3	5.0	139.0	7.1	33.8	39.9	110.9	10.0	7.5	21.6	170.8	6.7	60.0	22.8	3.9	68.7	1372.4	2.9
	Sales from livestock products	167.8	5.3	271.2	3.1	16.5	15.2	38.3	20.2	388.1	5.1	8.9	20.3	70.6	11.1	2.2	57.3	77.1	6.1	5.8	25.5	0.7	66.5	1047.2	2.5
	Other miscellaneous revenue	4.1	17.9	7.5	17.1	2.7	27.1	8.9	36.6	4.3	41.1	2.1	51.4	0.5	29.9	0.3	41.0	2.6	22.2	1.0	51.1	..	..	34.1	12.6
	Turnover	*522.0*	*4.3*	*479.7*	*2.2*	*194.0*	*7.8*	*604.8*	*5.4*	*533.5*	*3.9*	*398.1*	*7.1*	*199.0*	*7.9*	*275.9*	*3.7*	*342.2*	*4.4*	*59.0*	*20.9*	*6.6*	*43.0*	*3614.7*	*1.7*
Less	**Marketing expenses**	47.7	10.6	43.5	7.1	36.6	14.8	37.2	12.2	29.8	12.8	76.2	15.8	18.8	14.2	10.7	27.9	23.0	7.4	4.3	26.6	0.3	59.9	328.0	5.0
	Purchases of livestock	39.9	13.2	76.3	9.8	15.6	14.9	194.8	8.3	48.5	12.9	19.8	54.9	23.5	8.0	2.5	35.4	61.3	11.2	23.7	24.0	6.0	64.6	512.0	4.8
	Payments for seed and fodder	8.6	8.6	14.0	12.9	5.9	11.4	23.1	13.6	49.6	9.3	9.5	14.4	88.9	7.0	2.6	23.6	15.9	7.1	7.5	18.2	4.3	85.8	229.8	4.2
	Payments for fertiliser	26.4	9.8	16.2	8.7	9.5	11.2	18.1	8.4	15.1	5.4	17.0	7.8	1.1	20.1	18.8	6.2	9.9	6.7	3.4	17.0	0.4	25.7	136.0	3.0
	Payments for chemicals, etc. supplies and services	9.3	5.5	13.9	7.0	3.5	15.3	10.4	8.8	9.2	6.0	17.1	8.7	3.1	15.4	4.6	10.2	6.6	5.6	1.7	14.8	0.5	55.2	79.8	3.0
	Payments for electricity and fuel	29.2	5.0	22.0	9.1	13.0	9.0	22.4	8.3	22.7	4.1	16.7	8.8	5.5	8.3	11.6	9.8	15.5	3.8	7.3	16.6	0.8	49.8	166.7	2.5
	Water and drainage charges	4.0	10.7	1.7	40.6	1.7	18.0	1.1	15.7	3.8	10.4	7.4	21.7	0.4	14.6	0.7	25.0	1.7	22.7	0.6	16.0	0.4	44.6	23.4	8.2
	Payments to contractors	24.9	5.1	45.9	6.4	4.5	15.6	16.3	11.0	7.8	12.1	15.1	23.7	0.9	13.6	30.7	25.6	13.3	9.0	1.3	22.9	0.4	44.0	161.3	5.9
	Other selected expenses	46.4	9.6	31.9	6.5	19.2	12.8	46.8	12.8	33.2	4.4	24.1	7.6	5.5	9.3	19.5	9.1	23.8	4.8	11.3	11.8	0.7	32.3	262.6	3.4
	Purchases and selected expenses	*235.3*	*4.4*	*259.1*	*4.1*	*90.7*	*7.2*	*369.4*	*6.0*	*209.7*	*4.9*	*177.6*	*8.3*	*146.2*	*6.1*	*94.3*	*8.9*	*171.8*	*4.7*	*56.3*	*12.0*	*12.5*	*48.7*	*1822.8*	*2.0*
Plus	Increase in livestock	n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		261.0	
	Value added	*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*2052.9*	
Less	Rates and taxes	13.8	3.7	18.9	5.7	5.3	7.8	17.7	6.9	9.1	7.2	6.4	8.6	1.2	10.1	4.4	5.7	9.3	5.8	4.6	10.4	2.2	18.3	92.9	2.3
	Insurance payments	7.1	9.8	7.5	5.5	4.1	12.5	7.8	14.8	4.6	13.5	3.9	8.3	1.3	13.9	1.8	11.1	4.1	6.9	0.7	19.2	0.2	37.9	43.0	4.0
	Other expenses	13.1	4.8	15.4	6.7	4.4	11.0	21.8	8.5	12.9	11.3	9.3	9.7	3.2	20.7	5.8	9.8	9.5	8.0	4.4	12.7	1.4	44.9	101.2	3.1
	Rent and leasing expenses (other than land)	0.4	42.4	0.2	49.6	..	..	1.6	80.0	0.4	41.3	0.4	39.0	0.2	66.2	0.3	43.4	0.4	49.5	..	..	..	..	3.8	35.4
	Adjusted value added	*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*1812.0*	
Less	Wages, salaries and supplements	26.2	7.6	37.2	10.8	10.5	13.7	58.2	9.9	31.3	9.9	69.0	9.4	16.5	15.0	24.0	8.7	23.7	23.5	4.3	39.5	2.2	45.9	303.1	4.1
	Gross operating surplus	*226.1*		*141.4*		*79.0*		*128.3*		*265.5*		*131.5*		*30.4*		*145.3*		*123.4*		*−11.3*		*−11.9*		*1508.9*	
Less	Interest,land rent paid	38.7	7.2	42.2	10.6	17.2	12.0	46.4	9.4	29.2	7.8	18.4	19.7	5.5	17.6	11.7	11.2	24.6	7.2	4.3	31.2	5.2	69.0	243.5	3.9
Plus	Interest, land rent received	2.9	4.2	3.4	3.4	0.6	54.5	3.9	28.0	1.2	30.7	1.8	27.3	0.3	5.9	0.4	28.9	2.1	34.7	1.4	40.9	0.2	79.5	18.6	2.6
Less	Increase in livestock	n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		261.0	
	Cash operating surplus	**190.3**		**102.6**		**62.4**		**85.8**		**237.5**		**114.9**		**25.2**		**134.0**		**100.9**		**−14.2**		**−16.9**		**1023.0**	

TABLE 6. – ESTIMATES OF TURNOVER, EXPENDITURE AND CASH OPERATING SURPLUS OF AGRICULTURAL PRODUCERS, BY TYPE OF ACTIVITY OF HOLDING, 1972-73

		Commercial holdings																		Sub-commercial and unused holdings					
		Sheep and cereal		*Sheep*		*Cereal grain*		*Meat cattle*		*Other cattle*		*Fruit, vegetables*		*Poultry pigs*		*Other crops*		*Multi-purpose*		*Sub-commercial*		*Unused*		*All holdings*	
	Items	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*
	Sales from crops	231.7	7.1	16.9	15.0	136.6	9.2	34.2	21.9	12.2	17.4	349.8	8.7	14.3	66.4	276.7	2.4	77.6	13.4	15.5	37.1	3.6	51.6	1169.1	3.5
	Sales from livestock	167.8	5.2	255.7	6.5	82.3	11.8	726.4	5.2	160.7	8.0	28.1	10.5	150.7	5.4	6.2	16.0	246.9	8.8	38.7	17.7	6.6	54.7	1870.1	2.7
	Sales from livestock products	300.2	4.9	568.9	4.2	31.5	22.9	81.1	11.4	388.2	4.4	6.6	14.9	79.6	11.1	1.3	31.9	111.7	6.8	13.0	21.3	16.1	88.0	1598.2	2.5
	Other miscellaneous revenue	5.0	18.9	3.7	31.5	3.2	25.4	12.1	23.9	1.9	21.5	3.1	27.0	0.7	34.3	0.5	6.1	32.8	24.2	0.5	34.5	0.4	61.1	64.1	17.4
	Turnover	*699.1*	*4.0*	*842.2*	*3.9*	*254.3*	*9.1*	*848.3*	*4.8*	*565.1*	*3.7*	*384.7*	*7.8*	*241.8*	*6.1*	*290.8*	*2.8*	*428.8*	*6.0*	*71.3*	*13.4*	*26.7*	*64.6*	*4653.1*	*1.8*
Less	**Marketing expenses**	61.7	10.6	54.2	5.5	22.3	15.5	43.0	10.0	18.1	9.6	54.6	13.5	23.5	14.5	8.4	10.5	25.2	7.7	4.0	16.4	1.2	53.9	316.2	4.0
	Purchases of livestock	48.0	10.4	70.1	11.4	30.8	17.8	247.6	12.1	48.9	14.3	12.5	18.6	32.1	13.3	4.1	26.5	65.6	14.9	21.0	31.6	4.3	46.6	585.0	6.0
	Payments for seed and fodder	12.3	11.0	16.6	10.0	8.0	23.4	41.1	9.8	62.8	9.3	12.7	13.9	98.6	5.4	4.8	26.0	25.1	14.8	2.7	18.9	2.8	54.9	287.4	3.6
	Payments for fertiliser	37.6	4.8	20.2	6.4	14.0	18.4	27.7	10.8	17.4	6.1	20.3	8.6	1.0	35.2	18.6	4.6	14.4	8.1	2.7	16.5	0.9	39.9	174.8	3.0
	Payments for chemicals, etc. supplies and services	10.7	7.4	12.6	6.9	6.5	15.4	16.2	10.5	10.4	7.6	17.2	12.4	4.0	20.3	5.9	8.8	7.8	5.8	2.1	15.9	0.3	37.5	93.7	3.6
	Payments for electricity and fuel	29.6	4.0	19.5	8.3	16.7	9.9	31.9	9.9	26.1	3.6	16.3	6.3	5.6	6.1	12.6	6.0	19.7	6.8	6.0	17.9	1.1	27.6	184.9	2.6
	Water and drainage charges	3.7	17.4	3.5	30.9	1.9	16.0	2.5	22.3	4.9	10.4	5.7	16.8	0.6	14.9	1.5	36.1	1.7	20.3	0.5	15.2	0.4	38.2	26.9	7.1
	Payments to contractors	27.0	6.0	45.1	6.8	5.6	15.1	16.6	12.7	6.6	8.6	12.0	18.9	1.0	17.8	27.4	10.5	12.3	16.6	2.1	46.7	0.3	41.5	155.9	3.9
	Other selected expenses	45.8	4.0	39.0	5.1	23.0	12.1	60.6	7.5	40.9	5.3	22.6	8.4	8.5	13.4	22.6	7.1	27.1	15.7	16.1	16.9	1.5	21.0	307.7	2.8
	Purchases and selected expenses	*272.7*	*3.5*	*274.2*	*4.4*	*130.9*	*9.1*	*477.4*	*7.1*	*234.5*	*4.8*	*166.7*	*7.9*	*172.0*	*5.4*	*103.8*	*3.2*	*196.9*	*5.5*	*52.4*	*16.6*	*12.8*	*34.0*	*2094.3*	*2.2*
Plus	Increase in livestock	n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		–7.3	
	Value added	*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*2551.5*	
Less	**Rates and taxes**	14.5	5.2	17.3	4.7	6.1	9.6	26.0	6.9	12.7	11.7	6.1	10.0	2.3	17.1	5.0	7.4	9.3	8.2	3.9	18.0	2.3	15.2	105.6	2.8
	Insurance payments	7.6	6.4	7.5	5.6	4.0	12.4	8.1	10.2	4.3	6.3	5.3	12.4	1.6	12.9	2.2	12.2	4.3	6.5	1.1	18.4	0.3	19.7	46.3	3.1
	Other expenses	15.8	8.0	15.8	7.8	6.4	7.1	26.4	7.9	15.5	6.0	9.6	8.0	2.9	9.4	4.6	10.8	11.0	8.4	7.1	16.5	1.1	62.4	116.1	3.0
	Rent and leasing expenses (other than land)	0.2	24.2	0.1	34.3	0.1	65.8	0.4	37.0	0.1	38.0	0.9	36.4	0.3	77.8	0.1	49.5	0.6	36.9	0.3	85.6	..	..	3.1	17.4
	Adjusted value added	*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*2280.4*	
Less	**Wages, salaries and supplements**	32.7	7.7	40.4	9.0	14.6	10.2	74.1	8.6	34.6	12.8	66.1	12.9	21.5	11.2	28.4	10.1	25.4	15.7	4.6	32.6	1.6	41.7	343.8	4.0
	Gross operating surplus	*355.6*		*486.9*		*92.2*		*235.9*		*263.4*		*130.0*		*41.2*		*146.7*		*181.3*		*1.9*		*8.6*		*1936.6*	
Less	Interest,land rent paid	37.4	7.8	37.8	8.0	20.4	17.6	49.2	10.4	26.4	8.4	14.8	13.8	5.4	12.8	9.5	18.4	24.5	10.1	7.4	34.1	0.5	31.2	233.3	3.9
Plus	Interest, land rent received	3.6	28.6	4.3	32.4	0.6	21.5	5.0	22.4	1.4	19.6	1.5	18.8	0.2	35.0	0.8	81.7	2.0	24.1	1.0	66.4	0.2	97.9	20.6	11.5
Less	Increase in livestock	n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		–7.3	
	Cash operating surplus	**321.8**		**453.4**		**72.4**		**191.7**		**238.4**		**116.7**		**36.0**		**138.0**		**158.8**		**–4.5**		**8.3**		**1731.2**	

TABLE 7. - ESTIMATES OF TURNOVER, EXPENDITURE AND CASH OPERATING SURPLUS OF AGRICULTURAL PRODUCERS, BY TYPE OF ACTIVITY OF HOLDING, 1973-74

		Comercial holdings																		*Sub-commercial and unused holdings*					
		Sheep and cereal		*Sheep*		*Cereal grain*		*Meat cattle*		*Other cattle*		*Fruit, vegetables*		*Poultry pigs*		*Other crops*		*Multi-purpose*		*Sub-commercial*		*Unused*		*All holdings*	
	Items	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*	*$m*	*S.E. %*
	Sales from crops	378.1	3.5	37.3	19.7	252.2	9.3	44.2	15.4	7.9	16.2	477.3	5.7	6.6	28.5	276.3	2.5	96.5	5.8	10.5	27.2	12.5	77.6	1599.6	2.6
	Sales from livestock	190.7	5.6	333.1	7.1	95.8	21.9	844.2	4.9	158.4	18.3	28.9	12.7	176.4	7.9	7.4	35.0	209.2	8.1	32.0	17.1	3.8	64.0	2079.8	3.1
	Sales from livestock products	304.2	5.6	574.2	2.6	24.2	17.9	75.0	8.9	409.7	9.4	8.0	12.0	131.6	9.0	0.9	75.7	129.3	8.5	4.3	29.9	0.1	66.2	1661.5	2.9
	Other miscellaneous revenue	5.2	13.9	9.0	17.8	2.6	19.5	24.6	25.3	2.8	30.7	2.4	18.8	0.5	19.2	1.0	58.9	3.3	17.7	0.8	32.5	0.1	39.9	52.4	12.6
	Turnover	*873.4*	*2.3*	*949.0*	*3.0*	*351.4*	*7.9*	*974.8*	*4.4*	*577.5*	*7.3*	*521.0*	*5.1*	*271.7*	*6.6*	*282.3*	*2.6*	*440.6*	*6.0*	*60.9*	*12.7*	*16.6*	*45.2*	*5319.3*	*1.6*
Less	Marketing expenses	67.3	8.9	53.5	7.6	24.5	16.5	52.9	7.1	19.7	15.3	68.7	13.7	27.8	12.8	9.6	11.1	28.1	11.4	5.5	20.6	0.6	16.0	358.2	4.0
	Purchases of livestock	69.8	11.2	139.9	12.6	24.1	22.3	329.8	9.7	61.6	18.6	12.1	16.3	37.0	15.9	3.4	32.0	97.5	21.9	29.0	23.8	2.9	70.0	807.2	5.7
	Payments for seed and fodder	6.9	10.4	16.0	13.8	5.4	21.7	31.1	11.9	51.1	5.8	18.6	10.4	127.5	7.7	2.2	20.4	21.0	18.5	6.0	15.1	0.7	44.2	286.6	4.2
	Payments for fertiliser	42.7	5.0	32.1	9.9	17.1	8.9	25.6	9.3	20.9	9.8	19.7	6.6	1.0	24.9	23.2	4.0	17.2	9.6	3.8	28.7	0.7	60.4	203.9	2.8
	Payments for chemicals, etc. supplies and services	13.1	4.9	22.2	10.0	6.1	6.8	17.3	7.1	15.8	19.1	19.1	8.7	3.2	18.3	4.9	8.6	9.7	6.5	2.4	17.5	0.8	79.2	114.7	3.9
	Payments for electricity and fuel	31.5	7.2	23.8	7.6	14.5	7.6	30.1	6.7	24.2	7.4	19.5	4.1	5.9	11.5	12.5	12.3	19.6	5.4	4.3	18.4	2.3	22.8	188.1	2.5
	Water and drainage charges	3.7	19.5	0.8	15.0	2.5	17.9	2.2	15.2	4.9	12.0	5.3	10.3	0.5	11.8	0.5	17.5	1.9	11.4	0.3	39.9	0.4	29.0	23.0	5.5
	Payments to contractors	36.0	7.5	66.8	5.5	8.3	10.1	21.0	16.0	13.3	13.6	8.3	10.9	0.9	17.4	35.3	8.3	17.1	10.8	1.4	20.5	1.4	87.9	209.8	3.4
	Other selected expenses	57.0	4.3	52.8	7.1	25.7	7.8	78.3	9.3	44.2	5.5	27.3	6.2	8.6	8.7	21.0	3.8	39.4	6.6	10.0	23.5	6.4	62.3	370.7	2.9
	Purchases and selected expenses	*325.7*	*3.3*	*400.4*	*6.2*	*130.2*	*7.9*	*582.3*	*6.4*	*251.1*	*5.9*	*191.9*	*5.4*	*206.9*	*8.4*	*111.2*	*4.5*	*271.5*	*11.2*	*65.4*	*13.8*	*13.9*	*19.8*	*2550.4*	*2.4*
Plus	Increase in livestock	n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		345.6	
	Value added	*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*3114.5*	
Less	Rates and taxes	14.1	6.8	22.8	6.0	6.0	9.2	32.0	5.6	12.7	3.4	7.8	6.8	3.5	25.7	6.2	5.8	10.1	4.7	5.4	9.3	3.0	34.0	123.5	2.5
	Insurance payments	12.5	11.9	12.1	7.0	7.7	7.0	12.0	8.2	5.2	13.1	4.8	7.0	2.4	9.6	2.4	18.4	5.8	6.6	2.1	22.5	0.4	41.1	67.4	3.5
	Other expenses	17.3	4.6	22.5	10.7	5.6	17.5	34.1	8.1	17.8	8.4	11.1	6.6	4.4	14.9	4.2	9.6	11.3	6.6	5.6	18.2	0.8	20.4	134.7	3.3
	Rent and leasing expenses (other than land)	0.4	32.3	0.4	31.6	0.4	69.1	0.7	35.4	0.3	64.2	0.6	31.5	0.2	44.0	0.2	36.7	0.2	37.7	0.1	61.1	..	..	3.5	14.6
	Adjusted value added	*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*n.a.*		*2785.4*	
Less	Wages, salaries and supplements	43.2	9.1	77.6	7.9	15.7	15.4	82.9	5.1	41.6	5.6	76.8	9.3	20.3	9.6	26.2	8.6	28.5	9.6	2.3	24.5	0.5	41.9	428.5	2.7
	Gross operating surplus	*460.2*		*413.2*		*185.8*		*230.8*		*248.8*		*228.0*		*34.0*		*131.9*		*113.2*		*-20.0*		*-2.0*		*2356.9*	
Less	Interest,land rent paid	34.1	8.4	41.0	9.9	14.1	9.1	64.2	8.8	32.8	8.8	14.3	12.0	5.2	21.3	11.3	11.4	29.0	7.8	6.3	18.7	2.5	40.0	254.9	3.5
Plus	Interest, land rent received	2.9	29.3	6.0	11.4	1.1	25.7	6.8	18.3	3.1	20.9	1.8	25.6	0.6	33.8	0.8	25.8	2.2	16.0	0.6	40.7	0.4	78.4	27.3	6.4
Less	Increase in livestock	n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		n.a.		345.6	
	Cash operating surplus	**429.0**		**378.2**		**172.8**		**173.4**		**219.1**		**215.5**		**29.4**		**121.4**		**86.4**		**-25.7**		**-4.1**		**1783.7**	