Although the total expenses are low for the entire area the amount spent for feed is relatively large (Table 66). Where figures from most areas indicate around one-half of the specified expenses used to buy feed, these farmers used 60 percent for this purpose and the smaller farmers used proportionately more than the larger.

Table 66.—Specified Farm Expenditures on Dairy Farms, by Economic Class of Farm, for the Ozark-Springfield Area: 1954

Item	Economic class of farm						
	Total	I	II	III	IV	V	VI
Number of farms	23,017	39	516	1,962	5,182	8,988	6,330
Average per farm:							
Machine hire, dollars	90	506	317	219	129	67	30
Hired labor, do	84	4,672	938	240	77	31	18
Feed, do	1,001	10,328	3,905	2,203	1,266	778	434
Gas and oil, do	135	1,195	524	342	187	97	45
Fertilizer, do	154	1,642	722	446	216	96	39
Lime, do	6	67	32	15	8	4	2
Total, do	1,470	18,410	6,438	3,465	1,883	1,073	568
Average per crop acre:							
Machine hire, do	1	1	2	2	1	1	1
Hired labor, do	1	11	5	2	1	1	(Z)
Feed, do	14	25	20	16	15	13	11
Gas and oil, do	2	3	3	3	2	2	1
Fertilizer, do	2	4	4	3	2	2	1
Lime, do	(Z)	(Z)	(Z)	(Z)	(Z)	(Z)	(Z)
Total, do	20	44	34	26	21	19	14

Z Less than 0.50.

Table 67.—Measures of Income and Efficiency Levels for Dairy Farms, by Economic Class of Farm, for the Ozark-Springfield Area: 1954

Item	Economic class of farm						
	Total	I	II	III	IV	V	VI
Number of farms	23,017	39	516	1,962	5,182	8,988	6,330
Gross sales per farm, dollars	2,595	34,233	12,600	6,773	3,414	1,771	787
Specified expenses per farm, dollars	1,470	18,410	6,438	3,465	1,883	1,073	568
Gross sales less specified expenses per farm, do	1,125	15,823	6,162	3,308	1,531	698	219
Gross sales per man-equivalent	1,996	8,558	6,300	4,515	2,626	1,610	715
Total investment—							
Per farm, dollars	12,482	87,686	38,569	25,903	15,410	10,168	6,848
Per man-equivalent, do	9,602	21,922	19,284	17,269	11,854	9,244	6,848
Per $100 gross sales, do	480	256	306	381	453	565	856
Percent of sales of dairy products from cream	1	-------	(Z)	(Z)	1	1	4
Milk sales per cow:							
Dollars	150	384	261	211	157	118	81
Pounds (milk equivalent)	4,634	9,468	6,996	6,301	4,876	3,857	2,766

Z 0.5 percent or less.

Such measures of effective farming as sales less specified expenses, total sales per man-equivalent, and dollar or pound milk sales per cow, all show the less efficient use of resources on the smaller farms (Table 67). Perhaps this is what should be expected. It is surprising, however, to find both dollar and pound sales of milk per cow to be so very little for the smaller farms. Dollar milk sales per cow from Economic Class VI farms were only one-fifth (21 percent) of those of Class I farms, while 29 percent as many pounds per cow were sold.

The sale of cream, accounting for 4 percent of all sales in only one economic class, does not explain much of the price difference. Most of it may be the result of the kind of markets available for the smaller farms. If a larger percentage of milk from small farms is used for manufactured products rather than for fluid consumption, it could well explain much of the discrepancy. No figures are currently available to confirm this surmise.

Fewer of the small farms used fertilizer or lime, and only 200 pounds were applied per acre compared with 260 pounds for the larger farms (Table 68). Information is not available to show whether the lower cost per ton on the smaller farms is the result of fertilizer of lower test. Lime costs were slightly higher on the small farms and the per acre application was less. Here again, there is no information to indicate the need for fertilizer and lime on farms of different size.

Are these dairy farms overpriced in terms of production or farm income? It has been mentioned that one method of obtaining a value for farm real estate is to ascertain the relation of total farm income to the value of the land and buildings. When judged by this relationship the dairy farms of this area are valued at about the average of dairy farms in other areas. The Economic Class I farms are valued at twice the yearly production. This ratio increases until it requires about 6 times the yearly production to equal the value of Economic Class VI farms.

Table 68.—Use of Fertilizer and Lime on Dairy Farms, by Economic Class of Farm, for the Ozark-Springfield Area: 1954

Item	Economic class of farm						
	Total	I	II	III	IV	V	VI
Number of farms	23,017	39	516	1,962	5,182	8,988	6,330
Fertilizer:							
Percent of farms using	67	82	88	92	85	66	44
Tons used per farm reporting	4	31	14	8	5	3	2
Acres upon which used per farm reporting	37	230	120	73	42	24	16
Average per acre fertilized:							
Pounds	220	269	227	229	213	217	207
Cost, dollars	6.22	8.71	6.79	6.68	5.96	6.00	5.50
Lime:							
Percent of farms using	8	31	26	20	12	7	3
Acres upon which used per farm reporting	13	41	19	15	12	10	16
Average per acre limed:							
Pounds	3,956	3,820	4,522	4,027	3,952	4,170	2,826
Cost, dollars	5.83	5.34	6.69	5.30	6.06	6.36	4.40