

SURVEY OF NEW ZEALAND FARMER INTENTIONS
AND OPINIONS, OCTOBER - DECEMBER 1986

by

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AGRIBUSINESS & ECONOMICS RESEARCH UNIT

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SECTION 1

BACKGROUND

1.1 Introduction

This survey is the ninth major survey of New Zealand Farmer Intentions and Opinions. All have been aimed at providing policy makers and those in the agri-business sector in New Zealand with data on which they can formulate policies and planning.

The surveys have been continued in response to demands from those who want data on what farmers are intending to do, what they are thinking on major issues, aspects of the financial side, and what are some of the factors that determine their input purchases.

In this survey were inserted special questions on financial matters raised in earlier surveys. In addition some questions were included to ascertain some feelings and views of the rural sector on a range of issues including Insurance, the News Media and Transport.

1.2 The Sample

A stratified random sample of 3,325 dairy, sheep-beef and arable farmers was drawn from an up-to-date list of farmers classified according to the New Zealand Standard Industrial Classification. The sample was stratified by farm type within Official Statistical areas. Farms below 20 hectares were eliminated and the total sample represented about eight per cent of the estimated 45,000 full-time farmers in New Zealand.

1.3 Response Rate

Approximately 1885 farmers (or about 57 per cent) responded to the mail questionnaire (a copy of which is included as Appendix A to this report) and, of these, 1599 satisfactorily completed the questionnaire as at closing date 31 December 1986.

The questionnaire was dispatched in the first week of October 1986. Reminders were sent to non-respondents later in October and again in November.

1.4 Accuracy

As will be seen from the tables, responses were well spread throughout the 13 Provincial Land Districts. No follow-up surveys of non-respondents were undertaken.

1.5 The Results of the Survey

This report contains only a proportion of the large amount of data derived from this comprehensive survey. Those readers who desire additional analysis of the responses should contact the authors.

1.6 Comparison with Previous Years

Also contained in this report are some tables comparing 1986 results with results of similar questions in previous surveys.

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SECTION 3

CONCLUSIONS

The following is a summary of the major results and conclusions derived from the responses to the 1986 Lincoln College New Zealand Farmer Intentions and Opinions Survey. They are set out in the same order as in the questionnaire (Appendix A).

Readers wishing to consult the detailed tables should refer to 'Section 2 - Index of Tables' for page references.

1. Provincial Distribution of Responses

Once again the distribution by Provincial Land District reflected the spread of farmers throughout New Zealand. Almost two-thirds were from the North Island with the South Auckland/Bay of Plenty Provincial Land District accounting for just on 25 per cent of respondents; 13 per cent of respondents were from the Canterbury Provincial Land District - the second largest response nation wide and the biggest of the South Island districts.

2. Average Area Of Farms Surveyed

In this survey the average area of farms nationally was 322 hectares; this was 10 per cent below the comparable figure of 357 hectares in the 1985 survey. Dairy farms recorded the smallest farm size at 85.8 hectares, Sheep/Beef farms the largest at 485.5 while for Cropping farms the average area was 181.0 hectares.

3. Analysis By Farm Type

The respondents were distributed 31 per cent mainly dairy (32 per cent in 1985), 56 percent mainly sheep/beef (53 per cent in 1985), 3 per cent mainly cropping (4 per cent in 1985) and 9 per cent 'other' (9 per cent in 1985) - the majority of which being combinations of the three main categories.

4. Dairy Farmers

(A & B) Cows in milk and herd size.

Whereas the estimated average number of cows in milk at December 1985 was 166 it was expected that at December 1986 this total would increase by one to 167 cows - an increase of 0.6 per cent. Districts such as Hawkes Bay, Nelson, Otago and Southland showed above average increases in herd sizes, while the East Coast Land District, Wellington, and Canterbury showed decreases in herd size.

(C & D) Milkfat Production

Respondents estimated the average milkfat produced per farm to be 26,443 kilograms for the 1985-86 season expecting this figure to fall to 26,204 kilograms for the 1986-87 season - a decrease of 0.9 per cent. The largest anticipated decreases were in the Districts of Central Auckland, Hawkes Bay, Taranaki, Wellington and Canterbury.

Marlborough, Otago and Southland showed increases in expected milkfat production.

5. Sheep and Beef Farms

(A) Classification of Responding Sheep and/or Beef Farms

Compared with the 1985 Survey the distribution of respondents can be recorded as follows: High Country 2.2 per cent (1.7 in 1985); Hill Country 29.4 per cent (29.9 per cent); Hard Hill Country 6.3 per cent (6.8 per cent); Intensive Fattening 10.1 per cent (10.4 per cent); Fattening/Breeding 45.4 per cent (43.6 per cent); Mixed crop/fattening 6.7 per cent (7.5 per cent).

(B) Sheep Numbers

Number of Ewe Hoggets.

On average, respondents had 500 ewe hoggets in their sheep flocks as at 30 June 1985 and an estimated 487 as at 30 June 1986 - a decrease of 2.6 per cent. Nelson (34.4 per cent) and Central Auckland (22.3 per cent) had the largest estimated percentage decreases. Northland, Marlborough, Westland and Otago showed increases.

Number of Ewe hoggets mated.

In the autumn of 1985 respondents put an average of 64 ewe hoggets to the ram; the corresponding number for the autumn of 1986 was 55 - a decrease of 14 per cent. Southland recorded the largest decline at 58 per cent followed by Otago - 40 per cent, Central Auckland - 26 per cent and Nelson - 25 per cent. For the Marlborough Provincial Land District an increase of 57 per cent was estimated in the number of ewe hoggets mated. The other regions to show an increase were Canterbury (13.8 per cent), East Coast (13.3 per cent) and Hawkes Bay (12.7 per cent).

Number of Breeding Ewes (excluding ewe hoggets)

At mid 1985 respondents had an average of 1,880 breeding ewes; by mid 1986 the average number was estimated to have increased to 1,887 an increase of 0.4 per cent. The largest percentage increases were in Southland and Northland at 7.6 and 4.5 per cent. East Coast and Westland showed decreases of approximately 11 per cent.

(C) Female Beef Breeding Stock.

The over-all average estimated numbers of beef breeding cows/heifers at 30 June 1986 is almost 4 per cent higher than at mid 1985. Westland (20.3 per cent), Nelson (14.8 per cent) and Wellington (13.0 per cent) showed the greatest increases.

In respect of beef breeding heifers only, there is an estimated rise of 13 per cent in the number of these heifers compared with a year earlier with the South Auckland/Bay of Plenty, Westland, Canterbury and Otago districts recording by far the largest estimated average increases.

7. Fencing

Respondents estimated that an average of 432 metres of new fencing had been erected on their farms in 1985-86 and that in the 1986/87 season they intended to erect 285 metres - a decrease of 34 per cent. Some of the largest decreases are expected to be in the Northland, Taranaki, Wellington, Westland, Canterbury and Southland areas. Nelson is the only District that is expecting an increase. All farm types are expected to record a decline in new fencing with Dairying showing the largest decrease at 54 per cent.

10. Computers

(A) Own or Have Regular Access to Micro-Computers

Six per cent of respondents indicated that they owned a micro-computer, another 4 per cent had regular access to such a machine.

(B) Time Computer Owned

The average time respondents had owned a micro-computer was 19 months. Wellington (48 months) and Nelson (36 months) were the two regions where respondents had owned computers the longest.

(D) Where Respondents Purchased Micro-Computers

Computer agents in respondents nearest city (50 per cent) were the major suppliers of micro-computers, local agents supplied 26.8 per cent of the equipment purchased.

(E & F) Suppliers of Assistance - Hardware and Software Problems

The supplier of the computer was also the major supplier of assistance when Hardware and /or Software problems arise. 77 per cent of respondents indicated that they would use the supplier for Hardware assistance and 54 per cent for Software assistance.

(G) Time Spent on Computers

Respondents indicated that each week they use their computers on average 3.4 hours on business, 1.7 hours on education and 1.7 hours on entertainment

(H) Major Uses of Computers

The major uses respondents used their micro-computers for were 'Financial Recording' (33 per cent), 'Cashflow/Budgeting' (15.2 per cent) and 'Games' (15.2 per cent).

(I) Costs and Benefits of Micro-Computers

Forty-two per cent of respondents indicated that they were of the opinion that the 'Benefits' of computers exceeded the 'Costs'. Thirty three per cent were of the opposite opinion.

(J) Why Not Using Computers

The main reasons given by respondents for not yet using a

computer were 'Too Expensive' (26 per cent), 'Waste of Time' (17 per cent) and 'Need Time' (17 per cent).

(K) Availability of Information, Areas Lacking and Sources

Forty-eight per cent of respondents were of the opinion that insufficient information was available on computers. The main areas that information were lacking were 'Systems Available' (33 per cent), 'What Can They Do' (22 per cent) and 'All Uses' (18 per cent).

11. Farming Education

The qualification 'apprenticeship with dad on the home farm' was rated by the highest number of respondents as the minimum needed by a person taking on farm management responsibilities today, 25 per cent indicated this qualification. Degrees in Agricultural Commerce and Agricultural Science were rated the lowest at 1.7 and 0.8 per cent respectively. Trade Certificates were rated higher than Diplomas.

12 Farmer Opinion On Other Issues

12(1) Short, medium and long term market expectations of specific farm products

Respondents were asked, even if they do not produce all of a list of products, to indicate how they felt about their future market prospects in the short-term (next year), medium term (1-3 years) and long-term (3-10 years).

In respect of SHEEPMEAT, 48 per cent were 'pessimistic' in the short-term (80 per cent in 1985), 33 per cent were 'reasonably satisfied' (12 per cent) and 19 per cent were 'optimistic' (9 per cent). In the medium term the level of optimism had increased to 24 per cent (16 per cent in 1985) with 54 per cent being 'reasonably satisfied' (43 per cent), 22 per cent were still pessimistic (41 per cent in 1985). In the long term optimism rose to 47 per cent, compared with 42 per cent in 1985.

In respect of BEEF, 23 per cent were 'optimistic' in the short-term and 61 per cent were 'reasonably satisfied'. In 1985 the comparative figures were 16 per cent 'optimistic' and 59 per cent 'reasonably satisfied'. In the medium term optimism rose to 30 per cent with 61 per cent being 'reasonably satisfied'. This compares with 26 per cent 'optimistic' and 63 per cent 'reasonably satisfied' in 1985. In regard to the long-term prospects of beef, 42 per cent were 'optimistic' (45 per cent in 1985) and 47 per cent were 'reasonably satisfied' (45 per cent in 1985).

In respect of WOOL, 53 per cent were 'optimistic' in the short-term (26 per cent in 1985) and 43 per cent 'reasonably satisfied' (57 per cent in 1985). In respect of the medium term, 53 per cent were 'optimistic' (41 per cent in 1985) and 43 per cent were 'reasonably satisfied' (52 per cent in 1985). For the long term, 56 per cent said they were 'optimistic' (the same as in 1985) and 6 per cent were 'pessimistic' (also the same as in 1985).

In respect of DAIRY PRODUCE, 13 per cent were 'optimistic' in

the short-term (17 per cent in 1985) and 53 per cent were 'pessimistic' (29 per cent in 1985). For the medium term optimism was at 19 per cent (18 per cent in 1985) and pessimism was at 29 per cent (30 per cent in 1985). For the long-term, 37 per cent were 'optimistic' (33 per cent in 1985) and 22 per cent 'pessimistic' (26 per cent in 1985).

On HORTICULTURAL produce, 33 per cent were 'optimistic' (31 per cent in 1985) in the short-term; over the medium term 32 per cent were 'optimistic' compared to 29 per cent in 1985; Over the long term, 35 per cent said they were 'optimistic' (the same as in 1985).

In respect of DEER INDUSTRY products in the short-term, 41 per cent of respondents were 'optimistic' (51 per cent in 1985) and 50 per cent 'reasonably satisfied' (40 per cent). For the medium term the optimism declined to 35 per cent (31 per cent in 1985), with 55 per cent 'reasonably satisfied' (57 per cent), while for the long term 33 per cent were 'optimistic' (27 per cent in 1985), 47 per cent 'reasonably satisfied' (46 per cent) and 20 per cent 'pessimistic' (27 per cent).

Regarding the short term prospects for GOAT INDUSTRY products 50 per cent were 'optimistic' (57 per cent in 1985) and 10 per cent 'pessimistic' (the same as in 1985); over the medium term 43 per cent were 'optimistic' (41 per cent), and 14 per cent 'pessimistic' (12 per cent) and over the long-term 40 per cent were 'optimistic' (36 per cent) and 23 per cent 'pessimistic' (24 per cent).

12(2) Inflation expectations 1986/87

The respondents' prediction of the likely internal inflation rate over the next 12 months disclosed a national average prediction of 14.6 per cent. This prediction compares with 11.8 per cent predicted in the 1985 survey in respect of the period a year earlier.

12(3) Effectiveness of Federated Farmers

Respondents were asked to rate the effectiveness of the Federated Farmers Organisation. Three per cent rated the organisation as 'very effective' with 28 per cent rating it 'effective'; 43 per cent of respondents described Federated Farmers as 'so-so', 16 per cent considered them 'ineffective' and 10 per cent 'very ineffective'. Cropping and 'Other' farmers were the most critical of Federated Farmers with 33 and 28 per cent respectively rating them as 'ineffective' or 'very ineffective'. Younger farmers were also more critical of the organisation.

12(4) Income Stablisation

Fifty-six per cent of respondents reported that if given the choice they would choose a 'self funded' income stablisation scheme rather than a scheme funded by levies imposed on all producers. Hawkes Bay and Southland showed the strongest support for 'self funded' schemes, while Marlborough and Westland strongly supported the levy scheme. Sheep and Beef farmers with 62 per cent supporting the 'self funded' scheme were the strongest supporters amongst the different farm types. All age groupings equally supported the two schemes with between 52 and 58 per cent supporting the 'self funded' schemes. The larger the farm the greater the support for a 'self funded' scheme.

12(5) Budget Forecast

The majority of respondents (66 per cent) predicted that their budget for the 1986/87 farming year would be described as 'fair'. Eleven per cent described their budget prospects as 'good' and 23 per cent as 'bad'. Sheep and Beef farmers were the most optimistic with 14 per cent describing their budget prospects as 'good'. Farmers 'Over 60' and small farmers were the most pessimistic with only 8 per cent of both groups predicting 'good' budgets.

12(6) Rural Bank

Respondents were asked to indicate how they intend to react to the Rural Bank mortgage discount scheme. Thirteen per cent of respondents indicated that they intend to apply for the scheme, forty per cent do not intend to apply. Of the remainder 10 per cent are undecided and 37 per cent do not currently hold loans from the Rural Bank. Cropping farmers at 26 per cent are the group intending to make most use of the discount scheme, while only 9 per cent of dairy farmers intend to apply.

12(7) Aid to Farming

Sixteen per cent of respondents reported that a 'reduction in interest rates' would be the single most important thing that could be done for farming in New Zealand today. Other factors that rated highly were a 'reduction in inflation' (12 per cent), 'maintain a stable dollar' (10 per cent), 'improved marketing' (9 per cent), and a 'change of Government' (8 per cent).

12(8)* Fire and Smoke Detectors

Twenty-one per cent of respondents indicated that they currently have a fire and/or a smoke detector in their house. Taranaki with 42 per cent and Hawkes Bay with 34 per cent reported the highest number of detectors. While Northland, Westland and Otago (all 7 per cent) reported the lowest levels of detectors.

Five per cent of respondents indicated that they intend to purchase a detector within the next year, with a further 23 per cent 'not sure' of their purchasing intentions.

12(9) Spouse Working Off Farm

Respondents were asked to indicate whether their spouse worked off-farm. Ten per cent reported that their spouse was in 'full time paid employment', 20 per cent in 'part time paid employment', 9 per cent in 'unpaid work' and 62 per cent do not work off farm.

12(10) Marketing of Lamb in North America

As a sole seller in the North American market DEVCO received 12 per cent support from respondents; the opposing view - of allowing several sellers in the market received 58 per cent with 30 per cent of respondents having 'no opinion'.

Sheep/Beef and Cropping farmers indicated the strongest support for many sellers in the 'North American' market with 69 and 67 per cent respectively. Younger farmers also gave stronger support to the many

seller option.

12(11) The 'Think Big' Projects

Respondents were very evenly spread over the four options given as to the effect of the 'Think Big' projects to the primary industry. Twenty-nine per cent believed that the projects were 'helpful', 25 per cent 'harmful', 22 per cent 'no effect' and 25 per cent had 'no opinion'. Taranaki (44 per cent), East Coast (32 per cent) and South Auckland/Bay of Plenty (32 per cent) showed above average belief that the projects were 'helpful'.

12(12) Rural Support/Neighbourhood Watch Schemes

Twenty-three per cent of respondents indicated that they currently have a Rural Support/Neighbourhood Watch scheme, while 54 per cent consider that there is a need for one in their district, 16 per cent consider they have no need for one and 7 per cent have no opinion.

12 Capital Structure and Investment

(A) Liabilities at end of 1985-86 season

Respondents were asked to indicate the distribution of their liabilities at the end of the 1985-86 season. Their responses are set out in Table 12(A).

(B) New Borrowings during 1985-86 season

When asked if they undertook any new borrowing (including overdraft) during the 1985-86 production season, 30 per cent indicated in the affirmative; this compares with 36 per cent in the 1984-85 season.

(C) Proportion of new liabilities used to refinance existing debt

Respondents who had new liabilities during the 1985-86 season were asked what proportion of the new liabilities was used to refinance existing debt. On average 30 per cent of new liabilities was used to refinance. This compares with a figure of 22 per cent for the 1984-85 season. Otago at 41 per cent reported the highest figure with Westland at one per cent reporting the lowest figure.

(D) Importance of Borrowing Factors

When asked to indicate which of four nominated factors was the most important to them as a borrower, 49 per cent said it was the 'rate of interest', (the same as in 1985) and 42 per cent the 'annual instalments', (40 per cent in 1985), 3 per cent the 'amount available for borrowing' (6 per cent in 1985) 5 per cent the 'length of time they had the use of the funds' (the same as in 1985) and one per cent the 'security required'.

When asked to indicate the least important factor to them as a borrower 61 per cent of respondents said it was the 'security required', 22 per cent the 'amount available' for borrowing (45 per cent in 1985) 12 per cent said it was the 'period of the loan' (38 per cent), 3 per cent the interest rate (5 per cent) and 2 per cent said

the 'annual instalments' (12 per cent).

(E) Use of Off-shore Borrowing

Respondents were asked to what extent their new borrowings were financed by off-shore funds. Of new borrowings just over one per cent was from off-shore funds. Central Auckland (5 per cent) and Wellington (4 per cent) were the regions reporting the highest figures. East Coast, Hawkes Bay, Marlborough, Nelson, Westland, Otago and Southland reported no cases of off-shore borrowing. Dairy farmers (2 per cent) were the farm type reporting the highest figures. Farmers 'under 36' and 'over 60' reported no cases of off-shore borrowing while farmers in the age group '51 -60' indicated that 3.5 per cent of their borrowing was off-shore.

(F) Benefit of Borrowing Off-Shore

Of the 15 respondents who indicated they had borrowed off-shore 60 per cent indicated that the benefits obtained from such borrowing was greater than borrowing on-shore. Seven per cent recorded similar benefits and 33 per cent reported that they obtained less benefit from borrowing off-shore compared to borrowing on-shore.

(G) Off-farm Investments

Respondents were asked to indicate what type, if any, of off-farm investments they currently have. Forty-Seven per cent indicated that they have 'no off-farm investments', 5 per cent have 'real estate', 34 per cent have 'financial investments' and 14 per cent have both 'real estate' and 'financial investments'.

(H) Off-Farm Investments as a Percentage of Farm Capital

Respondents on average have off-farm investments of 11 per cent as a percentage of total farm capital. Westland at 39 per cent reported the highest figure and Taranaki at 5 per cent reported the lowest figure. The older the farmer the higher the percentage of total farm capital held as off-farm investments, while 'under 36' farmers held 4 per cent farmers 'over 60' hold off-farm investments of 21 per cent.

13 Personal Data

(A) Age of respondents

The average age of respondents in the Survey was 45 years the same as the 1985 survey.

(B) Sex distribution of respondents

Ninety-two per cent of respondents were male and 8 per cent were female. This compares with 95 and 5 per cent in 1985.

SECTION 4

TABLES OF RESULTS

TABLE 1(A)

Distribution of Respondents
By Provincial Land District

	No. of Valid Observations	%
<u>North Island</u>		
Northland	147	9.2
Central Auckland	48	3.0
South Auckland/ Bay of Plenty	392	24.6
East Coast	36	2.3
Hawkes Bay	89	5.6
Taranaki	141	8.8
Wellington	184	11.5
<u>South Island</u>		
Marlborough	30	1.9
Nelson	29	1.8
Westland	17	1.1
Canterbury	207	13.0
Otago	115	7.2
Southland	159	10.0
	1594	
National Average		100.0

TABLE 1(B)

Distribution of Respondents
By Provincial Land District

	1977	1978	1979	1981	1982	1983	1984	1985	1986
	%	%	%	%	%	%	%	%	%
<u>North Island</u>									
Northland	-	9.0	11.0	9.5	9.1	9.6	8.7	10.6	9.2
Central Auckland	-	3.0	3.0	1.9	1.7	1.8	3.6	3.5	3.0
Sth Auckland/ Bay of Plenty	-	26.0	25.0	24.8	26.4	24.0	23.6	22.6	24.6
East Coast	-	2.0	2.0	2.9	2.5	2.4	2.7	2.7	2.3
Hawkes Bay	-	6.0	6.0	6.2	6.0	5.9	6.5	6.0	5.6
Taranaki	-	8.0	9.0	8.4	9.6	7.3	7.8	8.4	8.8
Wellington	-	10.0	12.0	9.9	10.9	11.6	10.9	10.2	11.5
<u>South Island</u>									
Marlborough	-	2.0	2.0	2.0	2.1	2.1	1.8	2.3	1.9
Nelson	-	2.0	2.0	2.4	2.4	1.8	1.7	3.0	1.8
Westland	-	1.0	1.0	1.5	1.4	1.7	1.1	1.7	1.1
Canterbury	-	14.0	11.0	13.9	13.5	14.2	14.9	13.1	13.0
Otago	-	8.0	7.0	7.9	8.3	8.5	8.3	7.3	7.2
Southland	-	9.0	9.0	8.7	6.1	9.2	8.4	8.6	10.0

TABLE 2(A)

Average Area of Farms Surveyed
By Provincial Land District and Overall

	No. of Valid Observations	Average size (Hectares)
<u>North Island</u>		
Northland	144	235.3
Central Auckland	47	135.4
South Auckland/ Bay of Plenty	388	153.7
East Coast	36	808.7
Hawkes Bay	89	406.6
Taranaki	139	141.7
Wellington	184	341.3
<u>South Island</u>		
Marlborough	30	502.2
Nelson	29	236.6
Westland	17	198.3
Canterbury	203	464.4
Otago	114	771.6
Southland	156	332.2
	1576	
National Average		321.7

TABLE 2(B)

Average Area of Farms Surveyed
By Type of Farm

	No. of Valid Observations	Average Size (Hectares)
Dairy	489	85.8
Sheep/Beef	878	485.5
Cropping	51	181.0
Other	147	194.0
	1565	
National Average		323.3

TABLE 2(C)

Average Area of Farms Surveyed
Overall

Year	Average Size (Hectares)
1977	-
1978	297
1979	403
1981	339
1982	321
1983	409
1984	397
1985	357
1986	322

TABLE 3(A)

Distribution of Respondents Farm Types
By Provincial Land District and Overall

	No. of Valid Observations	Mainly Dairy %	Mainly Sheep/beef %	Mainly Cropping %	Other %
<u>North Island</u>					
Northland	147	40.8	49.7	0.0	9.5
Central Auckland	47	44.7	44.7	2.1	8.5
South Auckland/ Bay of Plenty	389	60.4	30.8	1.3	7.5
East Coast	36	5.6	80.6	5.6	8.3
Hawkes Bay	88	9.1	80.7	0.0	10.2
Taranaki	139	67.6	26.6	0.7	5.0
Wellington	184	14.7	76.1	2.2	7.1
<u>South Island</u>					
Marlborough	30	16.7	60.0	6.7	16.7
Nelson	28	21.4	71.4	0.0	7.1
Westland	17	47.1	47.1	0.0	5.9
Canterbury	204	6.4	61.8	15.2	16.7
Otago	114	4.4	81.6	4.4	9.6
Southland	157	5.7	83.4	0.6	10.2
	1580				
National Average		31.2	56.1	3.3	9.4
Note: The "Other" category is made up of farms described by respondents as being -					
				%	
					3.9
					1.6
					0.8
					0.3
					2.8

TABLE 3(B)

Distribution of Respondents Farm Types
Overall

Year	Dairy %	Sheep/Beef %	Cropping %	Other %
1977	37	60	3	-
1978	40	56	4	-
1979	38	59	3	-
1981	29	64	3	4
1982	32	59	1	8
1983	27	59	3	10
1984	31	57	3	9
1985	32	53	4	11
1986	31	56	3	9

TABLE 4(A) & 4(B)

Average Expected Number Cows in Milk Per Farm
at End of 1986 Compared with End of 1985
By Provincial Land District and Overall

	No. of Valid Observations	End of 1985	End of 1986	% Change
<u>North Island</u>				
Northland	60	156	156	0.0
Central Auckland	21	157	159	1.3
South Auckland/ Bay of Plenty	233	181	182	0.6
East Coast	2	113	60	-46.9
Hawkes Bay	8	211	219	3.8
Taranaki	93	165	166	0.6
Wellington	27	145	141	- 2.8
<u>South Island</u>				
Marlborough	5	97	108	11.3
Nelson	6	122	129	5.7
Westland	8	157	159	1.3
Canterbury	13	117	109	- 6.8
Otago	5	80	86	7.5
Southland	9	110	121	10.0
	490			
National Average		166	167	0.6

TABLE 4(A) & 4(B)

Average Expected Number Cows in Milk Per Farm
at End of 1986 Compared with End of 1985
By Age of Farmer

	No. of Valid Observations	End of 1985	End of 1986	% Change
Under 35	99	165	167	1.2
36 - 50	232	168	168	0.0
51 - 60	102	169	171	1.2
Over 60	45	165	164	- 0.6
	478			
National Average		167	168	0.6

TABLE 4(C) & 4(D)

Average Milkfat Per Farm in 1986/87 Season
 Compared with 1985/86 Season
 By Provincial Land District and Overall

	No. of Valid Observations	1985/86 (Kilograms)	1986/87 (Kilograms)	% Change
<u>North Island</u>				
Northland	59	21338	21408	0.3
Central Auckland	21	25625	25114	- 2.0
South Auckland/ Bay of Plenty	227	28511	28594	0.3
East Coast	2	8500	8500	0.0
Hawkes Bay	7	32913	30732	- 6.6
Taranaki	92	28507	27788	- 2.5
Wellington	26	24916	22754	- 8.7
<u>South Island</u>				
Marlborough	5	15805	17200	8.8
Nelson	6	20050	19833	- 1.1
Westland	8	25224	24875	- 1.4
Canterbury	11	19452	18545	- 4.7
Otago	5	14727	16000	8.6
Southland	9	17557	19733	12.4
	481			
National Average		26443	26204	- 0.9

TABLE 4(C) & 4(D)

Average Milkfat Per Farm in 1986/87 Season
 Compared with 1985/86 Season
 By Age of Farmer

	No. of Valid Observations	1985/86 (Kilograms)	1986/87 (Kilograms)	% Change
Under 36	97	26678	27015	1.3
36 - 50	228	26983	26643	- 1.3
51 - 60	102	26377	25695	- 2.6
Over 60	42	25423	25346	- 0.3
	469			
National Average		26648	26404	- 0.9

TABLE 5(A)

Main Farm Classification of Responding Sheep and/or
Beef Farmers
By Provincial Land District and Overall

	No. of Valid Observations	High Country %	Hill Country %	Hard Hill Country %	Intensive Fattening %	Fattening Breeding %	Mixed Crop Fattening %
<u>North Island</u>							
Northland	71	0.0	36.6	9.9	14.1	38.0	1.4
Central Auckland	21	0.0	28.6	0.0	19.0	52.4	0.0
South Auckland/ Bay of Plenty	119	2.5	34.5	5.9	10.1	44.5	2.5
East Coast	27	3.7	51.9	22.2	0.0	22.2	0.0
Hawkes Bay	70	1.4	48.6	5.7	7.1	32.9	4.3
Taranaki	37	5.4	29.7	10.8	13.5	40.5	0.0
Wellington	140	1.4	41.4	6.4	5.0	41.4	4.3
<u>South Island</u>							
Marlborough	16	0.0	41.4	6.4	5.0	41.4	4.3
Nelson	19	0.0	26.3	21.1	0.0	52.6	0.0
Westland	8	0.0	0.0	12.5	0.0	87.5	0.0
Canterbury	123	2.4	22.0	4.9	7.3	43.1	20.3
Otago	91	5.5	18.7	3.3	11.0	50.5	11.0
Southland	130	1.5	8.5	0.8	19.2	63.8	6.2
	872						
National Average		2.2	29.4	6.3	10.1	45.4	6.7

TABLE 5(B)i & 5(B)iv

Average Estimated Breeding EWE HOGGET
 Numbers per respondent at mid 1986 compared with mid 1985
 By Provincial Land District and Overall

	No. of Valid Observations	Mid 1985	Mid 1986	% Change
<u>North Island</u>				
Northland	72	254	260	2.4
Central Auckland	21	273	212	- 22.3
South Auckland/ Bay of Plenty	119	415	399	- 3.9
East Coast	27	712	686	- 3.7
Hawkes Bay	71	794	747	- 5.9
Taranaki	36	430	400	- 7.0
Wellington	139	622	607	- 2.4
<u>South Island</u>				
Marlborough	18	483	506	4.7
Nelson	20	483	317	- 34.4
Westland	8	42	46	9.5
Canterbury	126	491	488	- 0.6
Otago	93	506	512	1.2
Southland	131	492	481	- 2.2
	881			
National Average		500	487	- 2.6

TABLE 5(B)ii & 5(B)v

Average Estimates of EWE HOGGETS MATED Autumn 1986
Compared with Autumn 1985
By Provincial Land District and Overall

	No. of Valid Observations	Autumn 1985	Autumn 1986	% Change
<u>North Island</u>				
Northland	72	85	70	- 17.6
Central Auckland	21	80	59	- 26.3
South Auckland/ Bay of Plenty	120	91	74	- 18.7
East Coast	27	60	68	13.3
Hawkes Bay	71	71	80	12.7
Taranaki	36	56	54	- 3.6
Wellington	139	86	85	- 1.2
<u>South Island</u>				
Marlborough	18	21	33	57.1
Nelson	20	98	74	- 24.5
Westland	8	27	25	- 7.4
Canterbury	126	29	33	13.8
Otago	93	58	35	- 39.7
Southland	131	45	19	- 57.8
	882			
National Average		64	55	- 14.1

TABLE 5(B)iii & 5(B)vi

Average Estimated Breeding EWE NUMBERS at 30 June 1986
 Compared with 30 June 1985
 By Provincial Land District and Overall

	No. of Valid Observations	Mid 1985	Mid 1986	% Change
<u>North Island</u>				
Northland	72	912	953	4.5
Central Auckland	21	1087	1046	- 3.8
South Auckland/ Bay of Plenty	120	1533	1495	- 2.5
East Coast	28	2397	2128	- 11.2
Hawkes Bay	71	2576	2465	- 4.3
Taranaki	36	1659	1625	- 2.0
Wellington	139	2121	2125	0.2
<u>South Island</u>				
Marlborough	18	1756	1660	- 5.5
Nelson	20	1312	1244	- 5.2
Westland	8	361	320	- 11.4
Canterbury	126	1850	1869	1.0
Otago	93	2286	2342	2.5
Southland	131	2109	2269	7.6
	883			
National Average		1880	1887	0.4

TABLE 5(C)i & 5(C)iii

Average Estimated BEEF BREEDING COWS/HEIFERS In Herd
at 30 June 1986 Compared with 30 June 1985
By Provincial Land District and Overall

	No. of Valid Observations	Mid 1985	Mid 1986	% Change
<u>North Island</u>				
Northland	72	101	102	1.0
Central Auckland	21	48	47	- 2.1
South Auckland/ Bay of Plenty	120	58	59	1.7
East Coast	28	152	143	- 5.9
Hawkes Bay	71	76	76	0.0
Taranaki	36	43	45	4.7
Wellington	139	54	61	13.0
<u>South Island</u>				
Marlborough	18	38	41	7.9
Nelson	20	27	31	14.8
Westland	8	64	77	20.3
Canterbury	125	32	33	3.1
Otago	93	27	27	0.0
Southland	131	16	17	6.3
	882			
National Average		50	52	4.0

TABLE 5(C)ii & 5(C)iv

Average Estimated BEEF BREEDING HEIFERS in Herd
at 30 June 1986 Compared with 30 June 1985
By Provincial Land District and Overall

	No. of Valid Observations	Mid 1985	Mid 1986	% Change
<u>North Island</u>				
Northland	71	23	24	4.3
Central Auckland	21	20	22	10.0
South Auckland/ Bay of Plenty	120	16	23	43.8
East Coast	28	58	58	0.0
Hawkes Bay	71	34	35	2.9
Taranaki	36	13	14	7.8
Wellington	139	18	18	0.0
<u>South Island</u>				
Marlborough	18	11	12	9.1
Nelson	20	8	8	0.0
Westland	8	9	11	22.2
Canterbury	125	6	8	33.3
Otago	93	5	7	40.0
Southland	131	4	3	- 25.0
	881			
National Average		15	17	13.3

Erection of NEW FENCING (in metres) in the 1985/86
season and the 1986/87 season
By Provincial Land Districts and Overall

	No. of Valid observations	1985-86	1986-87	% Change
<u>North Island</u>				
Northland	143	615.5	311.0	- 49.5
Central Auckland	46	162.5	117.1	- 27.9
South Auckland/ Bay of Plenty	385	271.3	201.8	- 25.6
East Coast	35	645.7	615.9	- 4.6
Hawkes Bay	87	376.1	283.5	- 24.6
Taranaki	137	364.9	211.4	- 42.1
Wellington	182	394.6	266.5	- 32.5
<u>South Island</u>				
Marlborough	29	578.8	394.8	- 31.8
Nelson	28	302.5	394.7	30.5
Westland	16	552.2	156.3	- 71.7
Canterbury	202	597.6	349.2	- 41.6
Otago	113	596.4	426.2	- 28.5
Southland	157	470.7	317.2	- 32.6
	1560			
National Average		431.5	284.9	- 34.0

TABLE 7(B)

ERECTION of NEW FENCING (in Metres) in the 1985-86
Season and the 1986-87 Season
By Type of Farm

	No. of Valid observations	1985-86	1986-87	% Change
Dairy	481	349.0	160.0	- 54.2
Sheep/Beef	874	499.1	350.8	- 29.7
Cropping	51	178.2	171.7	- 3.6
Other	144	421.6	343.8	- 18.5
	1550			
National Average		434.8	284.7	- 34.5

TABLE 7(C)

Erection of NEW FENCING (in metres) in the Current Season
and the Previous Season
Overall

Year	Current Season	Next Season	Per cent Change
1977	-	-	-
1978	-	-	-
1979	-	-	-
1981	816.7	891.1	+ 9.1
1982	869.0	792.0	- 8.9
1983	835.0	809.0	- 3.2
1984	883.0	889.0	+ 0.7
1985	654.7	376.7	-42.5
1986	431.5	284.9	-34.0

TABLE 10(A)a

Respondents Who Own or Have Regular Access to a Micro-computer
By Provincial Land Districts and Overall

	No. of Valid Observations	Have Own %	Have Regular Access %	Neither %
<u>North Island</u>				
Northland	142	4.2	5.6	90.1
Central Auckland	47	10.6	4.3	85.1
South Auckland/ Bay of Plenty	382	6.5	4.5	89.0
East Coast	34	11.8	5.9	82.4
Hawkes Bay	88	5.7	3.4	90.9
Taranaki	140	3.6	1.4	95.0
Wellington	182	11.0	4.4	84.6
<u>South Island</u>				
Marlborough	28	3.6	0.0	96.4
Nelson	29	6.9	0.0	93.1
Westland	17	0.0	0.0	100.0
Canterbury	200	3.0	6.5	90.5
Otago	112	3.6	3.6	92.9
Southland	158	3.2	3.8	93.0
	1559			
National Average		5.6	4.2	90.2

TABLE 10(A)b

Respondents Who Own or Have Regular Access to a Micro-computer
By Type of Farm

	No. of Valid Observations	Have Own %	Have Regular Access %	Neither %
Dairy	488	5.7	2.9	91.4
Sheep/Beef	870	5.6	4.4	90.0
Cropping	50	4.0	10.0	86.0
Other	140	6.4	5.0	88.6
	1548			
National Average		5.7	4.1	90.2

TABLE 10(A)c

Respondents Who Own or Have Regular Access to a Micro-computer
By Age of Farmer

	No. of Valid Observations	Have Own %	Have Regular Access %	Neither %
Under 36	319	5.3	4.1	90.6
36 - 50	724	7.6	5.1	87.3
50 - 60	322	4.0	3.7	92.2
Over 60	179	2.2	1.7	96.1
	1544			
National Average		5.8	4.2	90.0

TABLE 10(B)a

Length of Time Respondents have Owned Micro-computers
By Provincial Land District and Overall

	No. of Valid Observations	Months
<u>North Island</u>		
Northland	5	23
Central Auckland	5	8
South Auckland/ Bay of Plenty	23	16
East Coast	3	22
Hawkes Bay	4	14
Taranaki	4	10
Wellington	18	48
<u>South Island</u>		
Marlborough	1	10
Nelson	2	36
Westland	-	-
Canterbury	4	16
Otago	3	20
Southland	3	22
	75	
National Average		19

TABLE 10(C)1a

Types of Micro-computers Owned by Respondents
Overall

Type of Micro-computer	No. of valid Observations	%
Apple II	8	9.4
Spectrum	2	2.4
IBM	7	8.2
Corona	1	1.2
Commodore 64	19	22.4
Sanyo	4	4.7
Commodore Executive	1	1.2
VC 88	1	1.2
VC 20	3	3.5
Hitachi MB6890	1	1.2
IBM AT	1	1.2
Apple Lisa	2	2.4
Spectrovideo	2	2.4
Excel	5	5.9
Atari	2	2.4
Epson	1	1.2
BBC	1	1.2
Sega	2	2.4
MacIntosh	3	3.5
Dick Smith	1	1.2
IBM 64	1	1.2
Commodore	4	4.7
Apple IIc	1	1.2
Bondwell	1	1.2
Amstrad CPC 6128	1	1.2
Amstrad	2	2.4
IMC 1000	1	1.2
Radio Shack	1	1.2
Televideo	1	1.2
Sinclair	1	1.2
Tandy 1000	1	1.2
Redstone	1	1.2
	89	100.0

TABLE 10(C)1b

Type of Computer Owned by Respondents
By Provincial Land Districts and Overall

	No. of Valid Observations	IBM %	IBM Compatable %	Commodore %	Other %
<u>North Island</u>					
Northland	6	0.0	50.0	16.7	33.3
Central Auckland	5	20.0	20.0	20.0	40.0
South Auckland/ Bay of Plenty	24	12.5	12.5	29.2	45.8
East Coast	3	33.3	0.0	66.7	0.0
Hawkes Bay	4	0.0	0.0	25.0	75.0
Taranaki	5	0.0	0.0	60.0	40.0
Wellington	19	15.8	26.3	15.8	42.1
<u>South Island</u>					
Marlborough	1	0.0	100.0	0.0	0.0
Nelson	2	0.0	0.0	0.0	100.0
Westland	-	-	-	-	-
Canterbury	6	16.7	33.3	16.7	33.3
Otago	4	0.0	0.0	50.0	50.0
Southland	5	0.0	0.0	40.0	60.0
	84				
National Average		10.7	17.9	27.4	44.0

TABLE 10(C)2a

Size of Memory in Computers Owned by Respondents
By Provincial Land Districts and Overall

	No. of Valid Observations	Less than 64K %	64 - 256K %	Over 256K %
<u>North Island</u>				
Northland	5	40.0	60.0	0.0
Central Auckland	4	25.0	25.0	50.0
South Auckland/ Bay of Plenty	22	27.3	54.5	18.2
East Coast	2	0.0	100.0	0.0
Hawkes Bay	4	0.0	100.0	0.0
Taranaki	3	33.3	66.7	0.0
Wellington	20	20.0	45.0	35.0
<u>South Island</u>				
Marlborough	1	0.0	100.0	0.0
Nelson	1	100.0	0.0	0.0
Westland	-	-	-	-
Canterbury	6	33.3	66.7	0.0
Otago	4	50.0	50.0	0.0
Southland	4	50.0	50.0	0.0
	76			
National Average		27.6	55.3	17.1

TABLE 10(C)3a

Number of Disk Drives in Computers Owned by Respondents
By Provincial Land Districts and Overall

	No. of Valid Observations	None %	One %	Two or More %
<u>North Island</u>				
Northland	4	0.0	50.0	50.0
Central Auckland	5	20.0	40.0	40.0
South Auckland/ Bay of Plenty	21	9.5	61.9	28.6
East Coast	3	0.0	66.7	33.3
Hawkes Bay	4	0.0	75.0	25.0
Taranaki	5	40.0	60.0	0.0
Wellington	20	5.0	30.0	65.0
<u>South Island</u>				
Marlborough	1	0.0	0.0	100.0
Nelson	2	0.0	50.0	50.0
Westland	-	-	-	-
Canterbury	6	16.7	33.3	50.0
Otago	4	25.0	75.0	0.0
Southland	4	25.0	75.0	0.0
	79			
National Average		11.4	50.6	38.0

TABLE 10(C)4a

Capacity of Disk Drives in Computers Owned by Respondents
By Provincial Land Districts and Overall

	No. of Valid Observations	Less Than 151K %	151 - 350K %	Over 350K %
<u>North Island</u>				
Northland	2	100.0	0.0	0.0
Central Auckland	4	50.0	0.0	50.0
South Auckland/ Bay of Plenty	14	35.7	21.4	42.9
East Coast	-	-	-	-
Hawkes Bay	3	33.3	0.0	66.7
Taranaki	3	66.7	33.3	0.0
Wellington	10	30.0	50.0	20.0
<u>South Island</u>				
Marlborough	1	0.0	0.0	100.0
Nelson	-	-	-	-
Westland	-	-	-	-
Canterbury	3	66.7	0.0	33.3
Otago	2	50.0	50.0	0.0
Southland	3	66.7	33.3	0.0
	45			
National Average		44.4	24.4	31.1

TABLE 10(C)5a

Width of Printer Owned by Respondents
By Provincial Land Districts and Overall

	No. of Valid Observations	Less Than 80 Columns %	80 or More Columns %
<u>North Island</u>			
Northland	5	0.0	100.0
Central Auckland	3	33.3	66.7
South Auckland/ Bay of Plenty	13	0.0	100.0
East Coast	1	0.0	100.0
Hawkes Bay	4	75.0	25.0
Taranaki	1	0.0	100.0
Wellington	15	20.0	80.0
<u>South Island</u>			
Marlborough	1	0.0	100.0
Nelson	1	100.0	0.0
Westland	-	-	-
Canterbury	4	0.0	100.0
Otago	3	33.3	66.7
Southland	2	50.0	50.0
	53		
National Average		18.9	81.1

TABLE 10(D)a

Where Respondents Purchased their Micro-computer
By Provincial Land District and Overall

	No. of Valid Observations	Local Agent %	City Agent %	Overseas %	Other %
<u>North Island</u>					
Northland	6	0.0	16.7	16.7	66.7
Central Auckland	5	0.0	60.0	0.0	40.0
South Auckland/ Bay of Plenty	24	29.2	58.3	4.2	8.3
East Coast	3	66.7	33.3	0.0	0.0
Hawkes Bay	4	25.0	25.0	0.0	50.0
Taranaki	4	25.0	75.0	0.0	0.0
Wellington	19	42.1	26.3	10.5	21.1
<u>South Island</u>					
Marlborough	1	100.0	0.0	0.0	0.0
Nelson	2	0.0	100.0	0.0	0.0
Westland	-	-	-	-	-
Canterbury	6	0.0	83.3	0.0	16.7
Otago	3	33.3	66.7	0.0	0.0
Southland	5	20.0	80.0	0.0	0.0
	82				
National Average		26.8	50.0	4.9	18.3

TABLE 10(E)a

Respondent's Major Supplier of Assistance
For HARDWARE Problems
By Provincial Land District and Overall

	No. of Valid Observations	Computer Supplier %	Local Group %	Neighbour %	Accountant %	Farm Consultant %	School Teacher %	Other %
<u>North Island</u>								
Northland	6	50.0	0.0	0.0	0.0	0.0	0.0	50.0
Central Auckland	5	60.0	0.0	20.0	0.0	0.0	0.0	20.0
South Auckland/ Bay of Plenty	22	90.9	4.5	0.0	0.0	0.0	0.0	4.5
East Coast	3	33.3	33.3	0.0	0.0	0.0	0.0	33.3
Hawkes Bay	4	75.0	0.0	0.0	25.0	0.0	0.0	0.0
Taranaki	4	50.0	0.0	50.0	0.0	0.0	0.0	0.0
Wellington	18	83.3	0.0	0.0	0.0	0.0	0.0	16.7
<u>South Island</u>								
Marlborough	1	100.0	0.0	0.0	0.0	0.0	0.0	0.0
Nelson	2	50.0	0.0	0.0	0.0	0.0	50.0	0.0
Westland	-	-	-	-	-	-	-	-
Canterbury	6	66.7	0.0	0.0	0.0	0.0	16.7	16.7
Otago	3	100.0	0.0	0.0	0.0	0.0	0.0	0.0
Southland	5	100.0	0.0	0.0	0.0	0.0	0.0	0.0
	79							
National Average		77.2	2.5	3.8	1.3	0.0	2.5	12.7

TABLE 10(F)a

Respondent's Major Supplier of Assistance
For SOFTWARE Problems
By Provincial Land District and Overall

	No. of Valid Observations	Computer Supplier %	Local Group %	Neighbour %	Accountant %	Farm Consultant %	School Teacher %	Other %
<u>North Island</u>								
Northland	6	33.3	16.7	0.0	0.0	16.7	0.0	33.3
Central Auckland	5	40.0	0.0	20.0	0.0	0.0	0.0	40.0
South Auckland/ Bay of Plenty	23	65.2	21.7	4.3	4.3	0.0	0.0	4.3
East Coast	3	66.7	0.0	0.0	0.0	0.0	0.0	33.3
Hawkes Bay	4	25.0	0.0	0.0	25.0	25.0	0.0	25.0
Taranaki	4	50.0	0.0	50.0	0.0	0.0	0.0	0.0
Wellington	17	47.1	5.9	5.9	0.0	0.0	5.9	35.3
<u>South Island</u>								
Marlborough	1	0.0	0.0	0.0	0.0	0.0	0.0	100.0
Nelson	2	50.0	0.0	0.0	0.0	0.0	50.0	0.0
Westland	-	-	-	-	-	-	-	-
Canterbury	5	60.0	0.0	0.0	0.0	0.0	40.0	0.0
Otago	3	100.0	0.0	0.0	0.0	0.0	0.0	0.0
Southland	5	60.0	0.0	0.0	0.0	0.0	20.0	20.0
	78							
National Average		53.8	9.0	6.4	2.6	2.6	6.4	19.2

TABLE 10(G)

Average Number of Hours Respondents Use their Micro-computers for
Business, Education and Entertainment
By Provincial Land District and Overall

	No. of Valid Observations	Business Hours	Education Hours	Entertainment Hours
<u>North Island</u>				
Northland	5	4.7	0.7	0.3
Central Auckland	5	3.2	0.7	0.5
South Auckland/ Bay of Plenty	19	2.7	3.8	1.7
East Coast	3	3.0	0.0	0.0
Hawkes Bay	4	6.0	1.0	5.0
Taranaki	2	0.5	0.0	3.5
Wellington	17	2.8	1.0	1.0
<u>South Island</u>				
Marlborough	1	2.0	5.0	10.0
Nelson	1	2.0	2.0	2.0
Westland	-	-	-	-
Canterbury	4	7.3	2.5	2.5
Otago	3	4.3	0.0	2.3
Southland	3	2.7	0.3	0.0
	67			
National Average		3.4	1.7	1.7

TABLE 10(H)a

The Major Use Respondents Have for Their Computers
By Provincial Land District and Overall

		No. of Valid Observations	1 %	2 %	3 %	4 %	5 %	6 %	7 %	8 %	9 %	10 %	11 %	
<u>North Island</u>														
Northland	6	0.0	33.3	16.7	0.0	0.0	0.0	0.0	0.0	33.3	0.0	0.0	16.7	
Central Auckland	5	0.0	0.0	20.0	0.0	0.0	0.0	0.0	0.0	0.0	40.0	40.0	0.0	
South Auckland/ Bay of Plenty	23	8.7	39.1	4.3	8.7	4.3	0.0	0.0	0.0	4.3	4.3	21.7	4.3	
East Coast	3	0.0	33.3	66.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Hawkes Bay	4	0.0	25.0	0.0	50.0	25.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Taranaki	4	0.0	25.0	0.0	25.0	0.0	0.0	0.0	0.0	25.0	25.0	0.0	0.0	
Wellington	19	5.3	26.3	26.3	0.0	0.0	0.0	0.0	0.0	5.3	21.1	10.5	5.3	
<u>South Island</u>														
Marlborough	1	0.0	100.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Nelson	2	0.0	0.0	50.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	50.0	
Westland	-	-	-	-	-	-	-	-	-	-	-	-	-	
Canterbury	5	0.0	40.0	20.0	20.0	20.0	0.0	0.0	0.0	0.0	0.0	20.0	0.0	
Otago	3	0.0	66.7	0.0	0.0	0.0	0.0	0.0	0.0	33.0	0.0	0.0	0.0	
Southland	4	0.0	50.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	25.0	25.0	
79														
National Average		3.8	32.9	15.2	7.6	2.5	0.0	0.0	0.0	6.3	10.1	15.2	6.3	
=====														
1.	Payroll Work					2.	Financial Recording				3.	Cashflow/Budgeting		
4.	Livestock/Production/Paddock Recording					5.	Stock/Inventory Control				6.	Debtors/Creditors System		
7.	Accessing Data Bases					8.	Word Processing				9.	Spreadsheets		
10.	Games					11.	Other							
=====														

TABLE 10(I)a

Respondents Opinion On the Costs and Benefits of Micro-computers
By Provincial Land District and Overall

	No. of Valid Observations	Benefits Exceed Costs %	Benefits Equal Costs %	Benefits Less Than Costs %
<u>North Island</u>				
Northland	6	50.0	16.7	33.3
Central Auckland	5	40.0	20.0	40.0
South Auckland/ Bay of Plenty	19	36.8	26.3	36.8
East Coast	3	33.3	33.3	33.3
Hawkes Bay	2	0.0	50.0	50.0
Taranaki	4	0.0	75.0	25.0
Wellington	18	55.6	27.8	16.7
<u>South Island</u>				
Marlborough	1	100.0	0.0	0.0
Nelson	1	0.0	0.0	100.0
Westland	-	-	-	-
Canterbury	6	66.7	0.0	33.3
Otago	3	33.3	33.3	33.3
Southland	3	33.3	0.0	66.7
	72			
National Average		41.7	25.0	33.3

TABLE 10(J)a

Reasons Respondents Do Not Yet Use a Computer
to Assist with Management
By Provincial Land District and Overall

	No. of Valid Observations	Dont Know %	Too Expensive %	Need Time %	Waste of Time %	Will Get One Soon %	Other %
<u>North Island</u>							
Northland	120	4.2	27.5	22.5	15.0	4.2	26.7
Central Auckland	37	2.7	18.9	18.9	24.3	0.0	35.1
South Auckland/ Bay of Plenty	323	6.2	25.4	18.3	20.1	4.6	25.4
East Coast	26	11.5	19.2	19.2	15.4	11.5	23.1
Hawkes Bay	76	11.8	22.4	11.8	14.5	7.9	31.6
Taranaki	126	7.1	27.0	18.3	18.3	3.2	26.2
Wellington	145	4.1	21.4	18.6	13.8	6.9	35.2
<u>South Island</u>							
Marlborough	26	0.0	23.1	11.5	19.2	3.8	42.3
Nelson	26	11.5	23.1	15.4	7.7	3.8	38.5
Westland	17	5.9	23.5	17.6	11.8	11.8	29.4
Canterbury	172	5.8	30.2	12.8	15.7	9.9	25.6
Otago	97	4.1	29.9	15.5	15.5	10.3	24.7
Southland	142	4.2	26.8	12.0	20.4	9.2	27.5
	1333						
National Average		5.8	25.8	16.6	17.3	6.5	28.1

TABLE 10(K)1a

Respondent's Opinion On Whether Sufficient Information
is Available on Micro-computers
By Provincial Land District and Overall

	No. of valid Observations	Yes %	No %
<u>North Island</u>			
Northland	123	43.1	56.9
Central Auckland	38	44.7	55.3
South Auckland/ Bay of Plenty	329	48.0	52.0
East Coast	30	66.7	33.3
Hawkes Bay	76	55.3	44.7
Taranaki	113	43.4	56.6
Wellington	160	52.5	47.5
<u>South Island</u>			
Marlborough	26	65.4	34.6
Nelson	25	60.0	40.0
Westland	12	58.3	41.7
Canterbury	179	64.2	35.8
Otago	96	47.9	52.1
Southland	136	53.7	46.3
	1343		
National Average		51.8	48.2

TABLE 10(K)2a

Respondent's Who Require Further Information -
 Major Two Areas
 By Provincial Land District and Overall

	No. of Valid Observations	Cost of Hardware %	Cost of Software %	Operating Costs %	What Can They Do %	Systems Available %	Instructions on Use %	All Uses %
<u>North Island</u>								
Northland	60	5.8	5.0	1.7	27.3	27.3	13.2	19.8
Central Auckland	20	0.0	2.6	0.0	23.1	38.5	12.8	23.1
South Auckland/ Bay of Plenty	150	3.9	4.3	4.6	22.6	30.8	15.1	18.7
East Coast	9	0.0	0.0	5.6	27.8	27.8	22.2	16.7
Hawkes Bay	30	5.1	5.1	1.7	22.0	35.6	10.2	20.3
Taranaki	60	6.2	0.9	7.1	19.5	34.5	12.4	19.5
Wellington	66	1.5	4.4	6.7	14.3	35.6	17.0	15.6
<u>South Island</u>								
Marlborough	7	6.3	0.0	12.5	18.8	37.5	6.3	18.8
Nelson	9	0.0	0.0	0.0	31.6	36.8	21.1	10.5
Westland	5	10.0	0.0	20.0	40.0	30.0	0.0	0.0
Canterbury	59	4.3	1.7	6.8	25.6	32.5	14.5	14.5
Otago	47	2.1	3.2	4.3	21.3	36.2	12.8	20.2
Southland	58	8.8	2.6	2.6	17.5	32.5	14.0	21.9
	580							
National Average		4.3	3.3	4.7	22.4	32.8	14.1	18.4

TABLE 10(K)3a

Respondent's Who Require Further Information -
Best Means of Obtaining the Information
By Provincial Land District and Overall

	No. of Valid Observations	Booklet Form %	Formal Local Demonstrations %	Informal Demonstrations %	Workshops Seminars %	Government Advisors %	Commercial Consultants %	Articles Magazines %
<u>North Island</u>								
Northland	60	15.0	20.0	16.7	18.3	6.7	15.0	8.3
Central Auckland	20	10.0	15.0	25.0	20.0	5.0	10.0	15.0
South Auckland/ Bay of Plenty	154	10.4	20.1	23.4	24.3	8.1	8.1	8.1
East Coast	1	0.0	0.0	100.0	0.0	0.0	0.0	0.0
Hawkes Bay	10	0.0	10.0	40.0	20.0	0.0	20.0	10.0
Taranaki	7	28.6	28.6	14.3	14.3	0.0	14.3	0.0
Wellington	15	13.3	40.0	13.3	20.0	0.0	13.3	0.0
<u>South Island</u>								
Marlborough	3	33.3	0.0	33.3	0.0	0.0	33.3	0.0
Nelson	5	0.0	0.0	40.0	40.0	0.0	20.0	0.0
Westland	1	0.0	100.0	0.0	0.0	0.0	0.0	0.0
Canterbury	28	7.1	25.0	17.9	14.3	7.1	21.4	7.1
Otago	28	10.7	17.9	14.3	25.0	10.7	17.9	3.6
Southland	12	33.3	16.7	33.3	0.0	8.3	8.3	0.0
	179							
National Average		11.7	20.7	21.2	19.6	6.7	14.0	6.1

TABLE 11(A)a

Respondents Opinion as to The Minimum Level of Farming/Farm Management
Training Required for a Person Taking on Farm Management Responsibilities Today
By Provincial Land District and Overall

	No. of Valid Observations	1 %	2 %	3 %	4 %	5 %	6 %	7 %	8 %	9 %
<u>North Island</u>										
Northland	136	5.9	15.4	18.4	2.9	19.9	11.8	0.7	2.2	22.8
Central Auckland	36	2.8	2.8	20.6	13.9	25.0	5.6	0.0	0.0	19.4
South Auckland/ Bay of Plenty	349	4.9	14.9	18.1	7.4	22.3	8.3	0.9	0.9	22.3
East Coast	30	0.0	23.3	6.7	16.7	20.0	13.3	0.0	0.0	20.0
Hawkes Bay	76	9.2	14.5	13.2	9.2	25.0	19.7	0.0	0.0	9.2
Taranaki	127	6.3	20.5	12.6	7.1	8.7	7.1	0.0	0.0	37.8
Wellington	160	4.4	23.1	11.3	15.6	11.3	8.1	4.4	1.3	20.6
<u>South Island</u>										
Marlborough	26	3.8	34.6	3.8	7.7	3.8	15.4	15.4	0.0	15.4
Nelson	27	0.0	44.4	7.4	7.4	7.4	7.4	0.0	0.0	25.9
Westland	15	6.7	33.3	13.3	6.7	20.0	0.0	0.0	0.0	20.0
Canterbury	188	3.7	17.0	8.5	17.0	9.6	13.8	1.6	0.5	28.2
Otago	106	3.8	15.1	7.5	16.0	9.4	10.4	1.9	1.9	34.0
Southland	136	3.7	24.3	11.0	11.0	12.5	9.6	2.9	0.7	24.3
	1412									
National Average		4.7	18.6	13.4	10.6	15.5	10.2	1.7	0.8	24.5

- | | |
|--|---|
| 1. A Pass in Agricultural at Secondary School | 6. Diploma in Farm Management |
| 2. A one year course at Telford/Flock House/Techical Institute | 7. Bachelor of Agricultural Commerce |
| 3. Trade Certificate in Farming | 8. Bachelor in Agricultural Science |
| 4. Diploma in Agriculture | 9. An 'Apprenticeship' with Dad on home farm. |
| 5. Trade Certificate in Farm Management | |

TABLE 11(A)b

Respondents Opinion as to The Minimum Level of Farming/Farm Management
Training Required for a Person Taking on Farm Management Responsibilities Today
By Type of Farm

	No. of Valid Observations	1 %	2 %	3 %	4 %	5 %	6 %	7 %	8 %	9 %
Dairy	453	5.1	16.1	21.0	5.3	20.5	7.1	0.7	0.7	23.6
Sheep/Beef	777	4.5	20.8	9.8	12.2	13.1	11.7	2.1	1.0	24.7
Cropping	44	0.0	11.4	4.5	25.0	9.1	18.2	4.5	2.3	25.0
Other	130	5.4	16.2	11.5	13.8	16.2	9.2	2.3	0.0	25.4
	1404									
National Average		4.6	18.6	13.4	10.5	15.7	10.2	1.7	0.9	24.4

- | | |
|---|---|
| 1. A Pass in Agricultural at Secondary School | 6. Diploma in Farm Management |
| 2. A one year course at Telford/Flock House/Technical Institute | 7. Bachelor of Agricultural Commerce |
| 3. Trade Certificate in Farming | 8. Bachelor in Agricultural Science |
| 4. Diploma in Agriculture | 9. An 'Apprenticeship' with Dad on home farm. |
| 5. Trade Certificate in Farm Management | |

TABLE 11(A)c

Respondents Opinion as to The Minimum Level of Farming/Farm Management
Training Required for a Person Taking on Farm Management Responsibilities Today
By Age of Farmer

	No. of Valid Observations	1 %	2 %	3 %	4 %	5 %	6 %	7 %	8 %	9 %
Under 36	293	3.1	16.0	10.9	12.3	18.8	8.2	3.1	0.3	27.3
36 - 50	644	5.0	18.9	15.2	10.9	16.9	10.7	1.1	1.4	19.9
51 - 60	299	4.3	21.4	12.4	10.0	15.1	10.4	2.0	0.7	23.7
Over 60	162	6.8	16.7	13.0	8.6	6.8	11.1	1.2	0.0	35.8
	1398									
National Average		4.6	18.6	13.4	10.7	15.7	10.2	1.7	0.9	24.1

- | | |
|--|---|
| 1. A Pass in Agricultural at Secondary School | 6. Diploma in Farm Management |
| 2. A one year course at Telford/Flock House/Techical Institute | 7. Bachelor of Agricultural Commerce |
| 3. Trade Certificate in Farming | 8. Bachelor in Agricultural Science |
| 4. Diploma in Agriculture | 9. An 'Apprenticeship' with Dad on home farm. |
| 5. Trade Certificate in Farm Management | |

TABLE 12(1A)1a

Respondents Opinions Regarding the SHORT TERM (Next Year)
Market Prospects of SHEEP MEAT
By Provincial Land District and Overall

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
<u>North Island</u>				
Northland	123	11.4	29.3	59.3
Central Auckland	41	9.8	31.7	58.5
South Auckland/ Bay of Plenty	312	16.7	37.8	45.5
East Coast	30	26.7	40.0	33.3
Hawkes Bay	78	11.5	25.6	62.8
Taranaki	109	15.6	34.9	49.5
Wellington	172	19.2	34.3	49.5
<u>South Island</u>				
Marlborough	27	22.2	33.3	44.4
Nelson	27	18.5	14.8	66.7
Westland	15	20.0	20.0	60.0
Canterbury	190	25.3	31.1	43.7
Otago	107	26.2	34.6	39.3
Southland	150	20.7	38.7	40.7
	1381			
National Average		18.7	33.7	47.6

TABLE 12(1A)1b

Respondents Opinions Regarding the SHORT TERM (Next Year)
Market Prospects of SHEEP MEAT
By Type of Farm

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
Dairy	394	15.5	34.8	49.7
Sheep/Beef	809	20.4	34.5	45.1
Cropping	42	16.7	26.2	57.1
Other	126	15.9	28.6	55.6
	1371			
National Average		18.5	33.8	47.8

TABLE 12(1A)2a

Respondents Opinions Regarding the MEDIUM TERM (1-3 Years)
Market Prospects of SHEEP MEAT
By Provincial Land District and Overall

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
<u>North Island</u>				
Northland	131	13.0	55.0	32.1
Central Auckland	42	9.5	64.3	26.2
South Auckland/ Bay of Plenty	332	22.6	55.7	21.7
East Coast	30	20.0	56.7	23.3
Hawkes Bay	78	21.8	61.5	16.7
Taranaki	111	16.2	59.5	24.3
Wellington	174	24.7	58.6	16.7
<u>South Island</u>				
Marlborough	26	34.6	42.3	23.1
Nelson	24	33.3	50.0	16.7
Westland	15	13.3	53.3	33.3
Canterbury	195	30.3	49.2	20.5
Otago	109	35.8	45.0	19.3
Southland	148	28.4	50.7	20.9
	1415			
National Average		24.0	54.3	21.8

TABLE 12(1A)2b

Respondents Opinions Regarding the MEDIUM TERM (1-3 Years)
Market Prospects of SHEEP MEAT
By Type of Farm

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
Dairy	412	17.0	59.0	24.0
Sheep/Beef	816	27.7	51.8	20.5
Cropping	44	15.9	56.8	27.3
Other	133	23.3	54.1	22.6
	1405			
National Average		23.8	54.3	21.9

TABLE 12(1A)3a

Respondents Opinions Regarding the LONG TERM (3-10 years)
Market Prospects of SHEEP MEAT
By Provincial Land District and Overall

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
<u>North Island</u>				
Northland	128	35.2	38.3	26.6
Central Auckland	43	46.5	32.6	20.9
South Auckland/ Bay of Plenty	325	42.8	37.8	19.4
East Coast	29	48.3	37.9	13.8
Hawkes Bay	80	50.0	32.5	17.5
Taranaki	112	31.3	53.6	15.2
Wellington	172	44.2	38.4	17.4
<u>South Island</u>				
Marlborough	25	60.0	28.0	12.0
Nelson	26	53.8	26.9	19.2
Westland	16	43.8	31.3	25.0
Canterbury	189	53.4	31.2	15.3
Otago	108	60.2	22.2	17.6
Southland	148	58.1	25.7	16.2
	1401			
National Average		46.9	34.9	18.2

TABLE 12(1A)3b

Respondents Opinions Regarding the LONG TERM (3-10 Years)
Market Prospects of SHEEP MEAT
By Type of Farm

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
Dairy	406	38.9	42.1	19.0
Sheep/Beef	812	49.9	32.0	18.1
Cropping	43	60.5	27.9	11.6
Other	129	46.5	34.1	19.4
	1390			
National Average		46.7	35.0	18.3

TABLE 12(1A)4a

Respondents Opinions Regarding the SHORT TERM (Next Year)
Market Prospects of BEEF
By Provincial Land District and Overall

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
<u>North Island</u>				
Northland	126	16.7	69.0	14.3
Central Auckland	41	12.2	53.7	34.1
South Auckland/ Bay of Plenty	322	22.7	63.0	14.3
East Coast	28	39.3	53.6	7.1
Hawkes Bay	78	12.8	75.6	11.5
Taranaki	111	21.6	65.8	12.6
Wellington	172	25.0	65.1	9.9
<u>South Island</u>				
Marlborough	28	28.6	57.1	14.3
Nelson	27	22.2	55.6	22.2
Westland	15	13.3	73.3	13.3
Canterbury	184	30.4	54.3	15.2
Otago	104	28.8	52.9	18.3
Southland	140	22.9	54.3	22.9
	1376			
National Average		23.3	61.3	15.3

TABLE 12(1A)4b

Respondents Opinions Regarding the SHORT TERM (Next Year)
Market Prospects of BEEF
By Type of Farm

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
Dairy	405	21.0	65.2	13.8
Sheep/Beef	800	24.2	59.6	15.9
Cropping	40	22.5	62.5	15.0
Other	122	22.1	60.7	17.2
	1367			
National Average		23.2	61.4	15.4

TABLE 12(1A)5a

Respondents Opinions Regarding the MEDIUM TERM (1-3 Years)
Market Prospects of BEEF
By Provincial Land District and Overall

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
<u>North Island</u>				
Northland	129	27.1	59.7	13.2
Central Auckland	43	20.9	65.1	14.0
South Auckland/ Bay of Plenty	329	30.1	62.0	7.9
East Coast	30	30.0	63.3	6.7
Hawkes Bay	78	26.9	67.9	5.1
Taranaki	113	31.0	61.1	8.0
Wellington	174	30.5	59.8	9.8
<u>South Island</u>				
Marlborough	25	36.0	52.0	12.0
Nelson	26	19.2	69.2	11.5
Westland	16	18.8	75.0	6.3
Canterbury	189	30.7	63.5	5.8
Otago	109	34.9	58.7	6.4
Southland	142	28.2	54.2	17.6
	1403			
National Average		29.5	61.2	9.3

TABLE 12(1A)5b

Respondents Opinions Regarding the MEDIUM TERM (1-3 Years)
Market Prospects of BEEF
By Type of Farm

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
Dairy	415	27.7	63.1	9.2
Sheep/Beef	815	30.3	60.0	9.7
Cropping	43	32.6	55.8	11.6
Other	123	28.5	63.4	8.1
	1396			
National Average		29.4	61.1	9.5

TABLE 12(1A)6a

Respondents Opinions Regarding the LONG TERM (3-10 years)
Market Prospects of BEEF
By Provincial Land District and Overall

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
<u>North Island</u>				
Northland	132	41.7	43.2	15.2
Central Auckland	42	45.2	45.2	9.5
South Auckland/ Bay of Plenty	332	45.5	44.3	10.2
East Coast	31	51.6	41.9	6.5
Hawkes Bay	80	42.5	51.3	6.3
Taranaki	111	38.7	52.3	9.0
Wellington	172	39.5	50.6	9.9
<u>South Island</u>				
Marlborough	25	40.0	56.0	4.0
Nelson	27	33.3	55.6	11.1
Westland	15	40.0	26.7	33.3
Canterbury	183	37.7	51.9	10.4
Otago	105	47.6	43.8	8.6
Southland	137	43.8	37.2	19.0
	1392			
National Average		42.4	46.5	11.1

TABLE 12(1A)6b

Respondents Opinions Regarding the LONG TERM (3-10 Years)
Market Prospects of BEEF
By Type of Farm

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
Dairy	413	42.9	46.2	10.9
Sheep/Beef	807	42.3	46.3	11.4
Cropping	40	32.5	47.5	20.0
Other	125	43.2	48.8	8.0
	1385			
National Average		42.2	46.6	11.2

TABLE 12(1A)7a

Respondents Opinions Regarding the SHORT TERM (Next Year)
Market Prospects of WOOL
By Provincial Land District and Overall

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
<u>North Island</u>				
Northland	126	48.4	44.4	7.1
Central Auckland	42	42.9	47.6	9.5
South Auckland/ Bay of Plenty	317	47.9	47.0	5.0
East Coast	28	35.7	57.1	7.1
Hawkes Bay	79	62.0	35.4	2.5
Taranaki	112	38.4	55.4	6.3
Wellington	173	64.2	31.8	4.0
<u>South Island</u>				
Marlborough	26	42.3	50.0	7.7
Nelson	27	48.1	48.1	3.7
Westland	15	73.3	26.7	0.0
Canterbury	190	57.9	39.5	2.6
Otago	106	61.3	35.8	2.8
Southland	148	56.1	42.6	1.4
	1389			
National Average		53.1	42.6	4.3

TABLE 12(1A)7b

Respondents Opinions Regarding the SHORT TERM (Next Year)
Market Prospects of WOOL
By Type of Farm

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
Dairy	402	39.8	53.7	6.5
Sheep/Beef	810	59.0	37.8	3.2
Cropping	43	55.8	44.2	0.0
Other	122	55.7	38.5	5.7
	1377			
National Average		53.0	42.7	4.3

TABLE 12(1A)8a

Respondents Opinions Regarding the MEDIUM TERM (1-3 Years)
Market Prospects of WOOL
By Provincial Land District and Overall

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
<u>North Island</u>				
Northland	126	46.0	48.4	5.6
Central Auckland	42	38.1	59.5	2.4
South Auckland/ Bay of Plenty	323	52.0	43.3	4.6
East Coast	28	42.9	50.0	7.1
Hawkes Bay	77	55.8	42.9	1.3
Taranaki	111	40.5	53.2	6.3
Wellington	172	57.0	37.8	5.2
<u>South Island</u>				
Marlborough	27	48.1	44.4	7.4
Nelson	26	50.0	50.0	0.0
Westland	15	60.0	40.0	0.0
Canterbury	194	59.3	38.1	2.6
Otago	105	60.0	37.1	2.9
Southland	150	56.7	41.3	2.0
	1396			
National Average		52.9	43.2	3.9

TABLE 12(1A)8b

Respondents Opinions Regarding the MEDIUM TERM (1-3 Years)
Market Prospects of WOOL
By Type of Farm

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
Dairy	403	43.2	51.1	5.7
Sheep/Beef	808	57.3	40.1	2.6
Cropping	42	59.5	38.1	2.4
Other	133	53.4	39.8	6.8
	1386			
National Average		52.9	43.2	3.9

TABLE 12(1A)9a

Respondents Opinions Regarding the LONG TERM (3-10 years)
Market Prospects of WOOL
By Provincial Land District and Overall

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
<u>North Island</u>				
Northland	126	52.4	41.3	6.3
Central Auckland	42	50.0	42.9	7.1
South Auckland/ Bay of Plenty	325	53.8	39.4	6.8
East Coast	30	53.3	40.0	6.7
Hawkes Bay	81	54.3	42.0	3.7
Taranaki	112	44.6	51.8	3.6
Wellington	170	55.9	38.2	5.9
<u>South Island</u>				
Marlborough	25	60.0	32.0	8.0
Nelson	27	44.4	48.1	7.4
Westland	16	56.3	37.5	6.3
Canterbury	193	63.7	31.6	4.7
Otago	107	63.6	31.8	4.7
Southland	145	57.2	36.6	6.2
	1399			
National Average		55.5	38.7	5.7

TABLE 12(1A)9b

Respondents Opinions Regarding the LONG TERM (3-10 Years)
Market Prospects of WOOL
By Type of Farm

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
Dairy	403	47.1	45.9	6.9
Sheep/Beef	813	59.2	35.8	5.0
Cropping	44	54.5	40.9	4.5
Other	129	58.9	34.9	6.2
	1389			
National Average		55.5	38.8	5.7

TABLE 12(1A)10a

Respondents Opinions Regarding the SHORT TERM (Next Year)
Market Prospects of DAIRY PRODUCE
By Provincial Land District and Overall

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
<u>North Island</u>				
Northland	123	13.0	31.7	55.3
Central Auckland	38	5.3	18.4	76.3
South Auckland/ Bay of Plenty	324	17.3	34.0	48.8
East Coast	24	8.3	58.3	33.3
Hawkes Bay	75	10.7	42.7	46.7
Taranaki	114	23.7	27.2	49.1
Wellington	161	9.9	38.5	51.6
<u>South Island</u>				
Marlborough	27	7.4	29.6	63.0
Nelson	27	18.5	14.8	66.7
Westland	15	13.3	20.0	66.7
Canterbury	176	11.9	31.3	56.8
Otago	100	7.0	49.0	44.0
Southland	130	11.5	29.2	59.2
	1334			
National Average		13.4	33.9	52.7

TABLE 12(1A)10b

Respondents Opinions Regarding the SHORT TERM (Next Year)
Market Prospects of DAIRY PRODUCE
By Type of Farm

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
Dairy	422	18.2	27.3	54.5
Sheep/Beef	755	11.4	37.2	51.4
Cropping	37	5.4	37.8	56.8
Other	113	8.8	35.4	55.8
	1327			
National Average		13.2	33.9	52.9

TABLE 12(1A)11a

Respondents Opinions Regarding the MEDIUM TERM (1-3 Years)
Market Prospects of DAIRY PRODUCE
By Provincial Land District and Overall

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
<u>North Island</u>				
Northland	130	21.5	52.3	26.2
Central Auckland	40	15.0	50.0	35.0
South Auckland/ Bay of Plenty	328	24.7	57.0	18.3
East Coast	25	24.0	64.0	12.0
Hawkes Bay	75	12.0	57.3	30.7
Taranaki	117	29.1	41.8	29.1
Wellington	163	16.6	52.8	30.7
<u>South Island</u>				
Marlborough	26	11.5	57.7	30.8
Nelson	25	8.0	68.0	24.0
Westland	15	20.0	33.3	46.7
Canterbury	180	14.4	48.9	36.7
Otago	100	15.0	53.0	32.0
Southland	130	12.3	44.6	43.1
	1354			
National Average		18.9	52.1	29.0

TABLE 12(1A)11b

Respondents Opinions Regarding the MEDIUM TERM (1-3 Years)
Market Prospects of DAIRY PRODUCE
By Type of Farm

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
Dairy	431	30.6	51.5	17.9
Sheep/Beef	760	13.4	51.7	34.9
Cropping	38	10.5	55.3	34.2
Other	116	13.8	53.4	32.8
	1345			
National Average		18.9	51.9	29.2

TABLE 12(1A)12a

Respondents Opinions Regarding the LONG TERM (3-10 years)
Market Prospects of DAIRY PRODUCE
By Provincial Land District and Overall

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
<u>North Island</u>				
Northland	129	36.4	44.2	19.4
Central Auckland	39	56.4	28.2	15.4
South Auckland/ Bay of Plenty	340	50.6	35.0	14.4
East Coast	25	36.0	44.0	20.0
Hawkes Bay	76	28.9	39.5	31.6
Taranaki	117	44.4	35.9	19.7
Wellington	163	30.7	48.5	20.9
<u>South Island</u>				
Marlborough	25	40.0	44.0	16.0
Nelson	25	28.0	52.0	20.0
Westland	15	33.3	26.7	40.0
Canterbury	176	27.3	46.0	26.7
Otago	100	30.0	41.0	29.0
Southland	128	26.6	39.1	34.4
	1358			
National Average		37.4	40.4	22.2

TABLE 12(1A)12b

Respondents Opinions Regarding the LONG TERM (3-10 Years)
Market Prospects of DAIRY
By Type of Farm

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
Dairy	440	59.8	28.6	11.6
Sheep/Beef	758	26.3	46.7	27.0
Cropping	36	22.2	50.0	27.8
Other	117	31.6	39.3	29.1
	1351			
National Average		37.5	40.3	22.2

TABLE 12(1A)13a

Respondents Opinions Regarding the SHORT TERM (Next Year)
Market Prospects of HORTICULTURAL PRODUCE
By Provincial Land District and Overall

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
<u>North Island</u>				
Northland	123	35.8	54.5	9.8
Central Auckland	41	24.4	68.3	7.3
South Auckland/ Bay of Plenty	305	32.5	59.3	8.2
East Coast	23	39.1	60.9	0.0
Hawkes Bay	73	38.4	52.1	9.6
Taranaki	108	31.5	55.6	13.0
Wellington	160	29.4	63.1	7.5
<u>South Island</u>				
Marlborough	26	38.5	50.0	11.5
Nelson	25	36.0	60.0	4.0
Westland	15	40.0	53.3	6.7
Canterbury	173	29.5	59.0	11.6
Otago	101	33.7	54.5	11.9
Southland	126	32.5	57.1	10.3
	1299			
National Average		32.5	58.0	9.5

TABLE 12(1A)13b

Respondents Opinions Regarding the SHORT TERM (Next Year)
Market Prospects of HORTICULTURAL PRODUCE
By Type of Farm

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
Dairy	394	29.9	59.6	10.4
Sheep/Beef	744	34.0	56.9	9.1
Cropping	40	37.5	57.5	5.0
Other	114	29.8	60.5	9.6
	1292			
National Average		32.5	58.0	9.4

TABLE 12(1A)14a

Respondents Opinions Regarding the MEDIUM TERM (1-3 Years)
Market Prospects of HORTICULTURAL PRODUCE
By Provincial Land District and Overall

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
<u>North Island</u>				
Northland	125	35.2	57.6	7.2
Central Auckland	42	26.2	71.4	2.4
South Auckland/ Bay of Plenty	322	34.5	58.7	6.8
East Coast	26	46.2	46.2	7.7
Hawkes Bay	73	31.5	61.6	6.8
Taranaki	108	29.6	61.1	9.3
Wellington	158	31.0	60.1	8.9
<u>South Island</u>				
Marlborough	23	34.8	56.5	8.7
Nelson	25	20.0	76.0	4.0
Westland	15	26.7	66.7	6.7
Canterbury	174	25.9	58.6	15.5
Otago	101	35.6	53.5	10.9
Southland	130	29.2	63.1	7.7
	1322			
National Average		31.6	59.7	8.7

TABLE 12(1A)14b

Respondents Opinions Regarding the MEDIUM TERM (1-3 Years)
Market Prospects of HORTICULTURAL PRODUCE
By Type of Farm

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
Dairy	404	30.7	62.1	7.2
Sheep/Beef	755	32.1	58.3	9.7
Cropping	37	35.1	56.8	8.1
Other	117	29.9	63.2	6.8
	1313			
National Average		31.5	59.9	8.6

TABLE 12(1A)15a

Respondents Opinions Regarding the LONG TERM (3-10 years)
Market Prospects of HORTICULTURAL PRODUCE
By Provincial Land District and Overall

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
<u>North Island</u>				
Northland	123	34.1	53.7	12.2
Central Auckland	43	41.9	48.8	9.3
South Auckland/ Bay of Plenty	315	41.3	45.1	13.7
East Coast	26	46.2	34.6	19.2
Hawkes Bay	74	32.4	52.7	14.9
Taranaki	110	32.7	51.8	15.5
Wellington	158	36.7	50.0	13.3
<u>South Island</u>				
Marlborough	23	34.8	52.2	13.0
Nelson	26	23.1	65.4	11.5
Westland	15	33.3	60.0	6.7
Canterbury	174	27.6	54.6	17.8
Otago	98	34.7	53.1	12.2
Southland	124	34.7	50.8	14.5
	1309			
National Average		35.4	50.5	14.1

TABLE 12(1A)15b

Respondents Opinions Regarding the LONG TERM (3-10 Years)
Market Prospects of HORTICULTURAL PRODUCE
By Type of Farm

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
Dairy	396	37.4	49.2	13.4
Sheep/Beef	748	35.3	50.7	14.0
Cropping	37	29.7	54.1	16.2
Other	119	31.9	54.6	13.4
	1300			
National Average		35.5	50.7	13.8

TABLE 12(1A)16a

Respondents Opinions Regarding the SHORT TERM (Next Year)
Market Prospects of DEER INDUSTRY PRODUCTS
By Provincial Land District and Overall

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
<u>North Island</u>				
Northland	125	40.0	52.0	8.0
Central Auckland	37	37.8	51.4	10.8
South Auckland/ Bay of Plenty	306	45.1	47.7	7.2
East Coast	23	52.2	34.8	13.0
Hawkes Bay	72	41.7	52.8	5.6
Taranaki	107	25.2	53.3	21.5
Wellington	162	36.4	52.5	11.1
<u>South Island</u>				
Marlborough	26	26.9	73.1	0.0
Nelson	26	61.5	38.5	0.0
Westland	15	40.0	53.3	6.7
Canterbury	173	49.7	43.4	6.9
Otago	102	41.2	50.0	8.8
Southland	137	35.8	55.5	8.8
	1311			
National Average		40.9	50.1	9.0

TABLE 12(1A)16b

Respondents Opinions Regarding the SHORT TERM (Next Year)
Market Prospects of DEER INDUSTRY PRODUCTS
By Type of Farm

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
Dairy	392	40.3	48.7	11.0
Sheep/Beef	759	41.6	50.5	7.9
Cropping	36	36.1	55.6	8.3
Other	117	40.2	50.4	9.4
	1304			
National Average		41.0	50.0	9.0

TABLE 12(1A)17a

Respondents Opinions Regarding the MEDIUM TERM (1-3 Years)
Market Prospects of DEER INDUSTRY PRODUCTS
By Provincial Land District and Overall

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
<u>North Island</u>				
Northland	124	34.7	60.5	4.8
Central Auckland	39	30.8	64.1	5.1
South Auckland/ Bay of Plenty	314	37.6	54.1	8.3
East Coast	26	42.3	46.2	11.5
Hawkes Bay	72	41.7	54.2	4.2
Taranaki	104	22.1	59.6	18.3
Wellington	166	31.3	51.8	16.9
<u>South Island</u>				
Marlborough	23	8.7	91.3	0.0
Nelson	26	38.5	57.7	3.8
Westland	15	33.3	60.0	6.7
Canterbury	177	41.8	50.3	7.9
Otago	99	39.4	50.5	10.1
Southland	137	31.4	54.7	13.9
	1322			
National Average		34.9	55.1	10.0

TABLE 12(1A)17b

Respondents Opinions Regarding the MEDIUM TERM (1-3 Years)
Market Prospects of DEER INDUSTRY PRODUCTS
By Type of Farm

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
Dairy	397	34.5	55.9	9.6
Sheep/Beef	762	34.8	54.7	10.5
Cropping	38	42.1	47.4	10.5
Other	116	36.2	55.2	8.6
	1313			
National Average		35.0	54.9	10.1

TABLE 12(1A)18a

Respondents Opinions Regarding the LONG TERM (3-10 years)
Market Prospects of DEER INDUSTRY PRODUCTS
By Provincial Land District and Overall

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
<u>North Island</u>				
Northland	123	36.6	50.4	13.0
Central Auckland	38	31.6	52.6	15.8
South Auckland/ Bay of Plenty	313	38.7	44.4	16.9
East Coast	25	40.0	32.0	28.0
Hawkes Bay	77	33.8	45.5	20.8
Taranaki	109	22.0	52.3	25.7
Wellington	160	28.1	47.5	24.4
<u>South Island</u>				
Marlborough	23	8.7	87.0	4.3
Nelson	27	25.9	44.4	29.6
Westland	15	40.0	53.3	6.7
Canterbury	176	35.2	45.5	19.3
Otago	99	40.4	41.4	18.2
Southland	136	29.4	47.8	22.8
	1321			
National Average		33.3	47.2	19.5

TABLE 12(1A)18b

Respondents Opinions Regarding the LONG TERM (3-10 Years)
Market Prospects of DEER INDUSTRY PRODUCTS
By Type of Farm

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
Dairy	392	33.7	49.5	16.8
Sheep/Beef	765	33.6	45.0	21.4
Cropping	37	37.8	45.9	16.2
Other	118	30.5	51.7	17.8
	1312			
National Average		33.5	47.0	19.6

TABLE 12(1A)19a

Respondents Opinions Regarding the SHORT TERM (Next Year)
Market Prospects of GOAT INDUSTRY PRODUCTS
By Provincial Land District and Overall

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
<u>North Island</u>				
Northland	124	45.2	40.3	14.5
Central Auckland	37	45.9	37.8	16.2
South Auckland/ Bay of Plenty	304	46.7	42.1	11.2
East Coast	27	55.6	25.9	18.5
Hawkes Bay	74	56.8	37.8	5.4
Taranaki	108	41.7	47.2	11.1
Wellington	160	46.3	45.0	8.8
<u>South Island</u>				
Marlborough	26	57.7	38.5	3.8
Nelson	25	64.0	28.0	8.0
Westland	15	46.7	40.0	13.3
Canterbury	175	52.6	38.9	8.6
Otago	99	62.6	28.3	9.1
Southland	133	52.6	36.8	10.5
	1307			
National Average		50.0	39.6	10.4

TABLE 12(1A)19b

Respondents Opinions Regarding the SHORT TERM (Next Year)
Market Prospects of GOAT INDUSTRY PRODUCTS
By Type of Farm

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
Dairy	389	43.7	44.2	12.1
Sheep/Beef	757	53.2	36.7	10.0
Cropping	37	43.2	43.2	13.5
Other	117	53.0	41.0	6.0
	1300			
National Average		50.1	39.5	10.4

TABLE 12(1A)20a

Respondents Opinions Regarding the MEDIUM TERM (1-3 Years)
Market Prospects of GOAT INDUSTRY PRODUCTS
By Provincial Land District and Overall

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
<u>North Island</u>				
Northland	121	38.3	43.0	18.2
Central Auckland	39	35.9	46.2	17.9
South Auckland/ Bay of Plenty	309	43.0	42.1	14.9
East Coast	27	55.6	29.6	14.8
Hawkes Bay	77	46.8	50.6	2.6
Taranaki	105	43.8	41.0	15.2
Wellington	164	39.6	47.0	13.4
<u>South Island</u>				
Marlborough	23	34.8	56.5	8.7
Nelson	25	48.0	44.0	8.0
Westland	15	33.3	53.3	13.3
Canterbury	177	43.5	42.9	13.6
Otago	100	48.0	39.0	13.0
Southland	134	46.3	38.8	14.9
	1316			
National Average		43.2	43.0	13.8

TABLE 12(1A)20b

Respondents Opinions Regarding the MEDIUM TERM (1-3 Years)
Market Prospects of GOAT INDUSTRY PRODUCTS
By Type of Farm

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
Dairy	390	42.1	43.1	14.9
Sheep/Beef	763	43.9	42.3	13.8
Cropping	37	43.2	43.2	13.5
Other	117	42.7	46.2	11.1
	1307			
National Average		43.2	42.9	13.8

TABLE 12(1A)21a

Respondents Opinions Regarding the LONG TERM (3-10 years)
Market Prospects of GOAT INDUSTRY PRODUCTS
By Provincial Land District and Overall

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
<u>North Island</u>				
Northland	122	43.4	36.1	20.5
Central Auckland	40	42.5	37.5	20.0
South Auckland/ Bay of Plenty	313	40.3	37.4	22.4
East Coast	29	51.7	17.2	31.0
Hawkes Bay	77	46.8	39.0	14.3
Taranaki	110	40.0	36.4	23.6
Wellington	161	33.5	40.4	26.1
<u>South Island</u>				
Marlborough	23	21.7	69.6	8.7
Nelson	26	34.6	30.8	34.6
Westland	15	40.0	46.7	13.3
Canterbury	178	39.3	36.5	24.2
Otago	101	43.6	31.7	24.8
Southland	131	41.2	35.9	22.9
	1326			
National Average		40.2	37.0	22.8

TABLE 12(1A)21b

Respondents Opinions Regarding the LONG TERM (3-10 Years)
Market Prospects of GOAT INDUSTRY PRODUCTS
By Type of Farm

	No. of Valid Observations	Optimistic %	Reasonably Satisfied %	Pessimistic %
Dairy	394	40.6	37.8	21.6
Sheep/Beef	768	40.1	36.3	23.6
Cropping	37	37.8	32.4	29.7
Other	118	42.4	39.0	18.6
	1317			
National Average		40.4	36.9	22.7

TABLE 12(1A)22a

Farmer Opinion on Future Market Prospects
for Agricultural Produce
By Overall

	Optimistic %	Reasonably Satisfied %	Pessimistic %
<u>Sheep Meat</u>			
Short Term	18.7	33.7	47.6
Medium Term	24.0	54.3	21.8
Long Term	46.9	34.9	18.2
<u>Beef</u>			
Short Term	23.3	61.3	15.3
Medium Term	29.5	61.2	9.3
Long Term	42.4	46.5	11.1
<u>Wool</u>			
Short Term	53.1	42.6	4.3
Medium Term	52.9	43.2	3.9
Long Term	55.5	38.7	5.7
<u>Dairy Produce</u>			
Short Term	13.4	33.9	52.7
Medium Term	18.9	52.1	29.0
Long Term	37.4	40.4	22.2
<u>Horticultural Produce</u>			
Short Term	32.5	58.0	9.5
Medium Term	31.6	59.7	8.7
Long Term	35.4	50.5	14.1
<u>Deer Industry Produce</u>			
Short Term	40.9	50.1	9.0
Medium Term	34.9	55.1	10.0
Long Term	33.3	47.2	19.5
<u>Goat Industry Produce</u>			
Short Term	50.0	39.6	10.4
Medium Term	43.2	43.0	13.8
Long Term	40.2	37.0	22.8

TABLE 12(1A)23a

Respondents Optimism Regarding the Short, Medium
and Long Term Market Prospects for Various Products
Comparison - Overall

	1983 %	1984 %	1985 %	1986 %
<u>Short Term</u>				
Sheepmeat	14.1	14.5	8.7	18.7
Beef	46.6	48.4	16.2	23.3
Wool	28.6	41.4	26.0	53.1
Dairy Produce	14.2	16.9	17.2	13.4
Horticultural Produce	49.9	54.6	30.5	32.5
Deer Industry Produce	-	51.9	51.4	40.9
Goat Industry Produce	-	39.5	57.4	50.0
<u>Medium Term</u>				
Sheepmeat	16.4	21.6	15.9	24.0
Beef	31.7	35.5	25.6	29.5
Wool	33.7	46.0	41.0	52.9
Dairy Produce	13.9	16.1	17.5	18.9
Horticultural Produce	41.3	45.3	29.0	31.6
Deer Industry Produce	-	39.6	30.9	34.9
Goat Industry Produce	-	35.0	41.1	43.2
<u>Long Term</u>				
Sheepmeat	33.5	37.8	42.4	46.9
Beef	31.9	34.3	45.4	42.4
Wool	44.7	50.8	56.0	55.5
Dairy Produce	25.3	27.5	32.7	37.4
Horticultural Produce	40.5	43.8	34.5	35.4
Deer Industry Produce	-	32.8	27.3	33.3
Goat Industry Produce	-	34.7	36.4	40.2

TABLE 12(2A)a

Respondents Predictions as to the Rate of Internal Inflation in
New Zealand in the Following Twelve Months
(as measured by the Consumer Price Index)
By Provincial Land District and Overall

	No. of Valid Observations	Inflation %
<u>North Island</u>		
Northland	121	14.6
Central Auckland	42	15.1
South Auckland/ Bay of Plenty	350	14.5
East Coast	30	13.7
Hawkes Bay	79	14.1
Taranaki	115	14.7
Wellington	169	14.6
<u>South Island</u>		
Marlborough	23	14.6
Nelson	28	15.3
Westland	14	14.5
Canterbury	190	14.4
Otago	103	14.7
Southland	146	15.0
	1410	
National Average		14.6

TABLE 12(2A)b

Respondents Predictions as to the Rate of Internal Inflation in
New Zealand in the Following Twelve Months
(as measured by the Consumer Price Index)
By Type of Farm

	No. of Valid Observations	Inflation %
Dairy	422	14.6
Sheep/Beef	798	14.6
Cropping	45	14.8
Other	135	14.4
	1400	
National Average		14.6

TABLE 12(2A)c

Respondents Estimate of the Inflation Rate
 For the Next Twelve Months
 Comparison - Overall

Year	Inflation Rate %
1977	14.2
1978	12.2
1979	14.9
1981	16.7
1982	13.5
1983	8.5
1984	13.6
1985	11.8
1986	14.6

TABLE 12(3A)1a

How Respondents Rate the Effectiveness of Federated Farmers
By Provincial Land District and Overall

	No of Valid Observations	Very Effective %	Effective %	So-So %	Ineffective %	Very Ineffective %
<u>North Island</u>						
Northland	144	2.8	23.6	45.1	16.0	12.5
Central Auckland	48	6.3	22.9	52.1	6.3	12.5
South Auckland/ Bay of Plenty	380	3.2	25.8	46.1	16.6	8.4
East Coast	34	2.9	38.2	41.2	11.8	5.9
Hawkes Bay	88	5.7	26.1	43.2	12.5	12.5
Taranaki	136	2.2	25.7	47.1	11.8	5.9
Wellington	182	4.9	32.4	39.0	14.3	9.3
<u>South Island</u>						
Marlborough	28	0.0	46.4	35.7	3.6	14.3
Nelson	29	6.9	27.6	44.8	20.7	0.0
Westland	16	6.3	12.5	37.5	18.8	25.0
Canterbury	204	0.5	33.3	39.2	19.6	7.4
Otago	114	3.5	27.2	41.2	16.7	11.4
Southland	158	1.9	30.4	40.5	15.2	12.0
	1561					
National Average		3.1	28.4	43.0	16.0	9.5

TABLE 12(3A)1b

How Respondents Rate the Effectiveness of Federated Farmers
By Type of Farm

	No of Valid Observations	Very Effective %	Effective %	So-So %	Ineffective %	Very Ineffective %
Dairy	483	4.3	24.0	46.8	16.4	8.5
Sheep/Beef	871	2.9	29.7	42.4	16.2	8.8
Cropping	51	0.0	35.3	31.4	21.6	11.8
Other	145	1.4	30.3	40.0	13.1	15.2
	1550					
National Average		3.1	28.2	43.2	16.1	9.4

TABLE 12(3A)1c

How Respondents Rate the Effectiveness of Federated Farmers
By Age of Farmer

	No of Valid Observations	Very Effective %	Effective %	So-So %	Ineffective %	Very Ineffective %
Under 36	320	1.9	23.4	44.1	18.4	12.2
36 - 50	721	2.9	25.7	43.6	18.0	9.8
51 - 60	322	3.1	32.3	43.2	13.0	8.4
Over 60	182	6.0	42.9	36.8	8.2	6.0
	1545					
National Average		3.1	28.6	42.8	15.9	9.6

TABLE 12(3A)1d

How Respondents Rate the Effectiveness of
Federated Farmers

Rating	1981 %	1986 %
Very Effective	6.1	3.1
Effective	43.5	28.4
So - So	32.5	43.0
Ineffective	10.5	16.0
Very Ineffective	4.2	9.5
No Opinion	3.1	-

TABLE 12(4A)a

Respondents Opinion on Which form of
Income Stabilisation Scheme They Would Support
By Provincial Land District and Overall

	No. of Valid Observations	Producer Scheme %	Self Funded Scheme %
<u>North Island</u>			
Northland	144	47.9	52.1
Central Auckland	46	50.0	50.0
South Auckland/ Bay of Plenty	371	47.7	52.3
East Coast	34	55.9	44.1
Hawkes Bay	88	30.7	69.3
Taranaki	133	43.6	56.4
Wellington	181	40.9	59.1
<u>South Island</u>			
Marlborough	28	67.9	32.1
Nelson	29	48.3	51.7
Westland	15	73.3	26.7
Canterbury	200	40.5	59.5
Otago	113	50.4	49.6
Southland	156	34.0	66.0
	1538		
National Average		44.3	55.7

TABLE 12(4A)b

Respondents Opinion on Which form of
Income Stabilisation Scheme They Would Support
By Type of Farm

	No. of Valid Observations	Producer Scheme %	Self Funded Scheme %
Dairy	475	54.1	45.9
Sheep/Beef	860	38.4	61.6
Cropping	49	51.0	49.0
Other	143	44.8	55.2
	1527		
National Average		44.3	55.7

TABLE 12(4A)c

Respondents Opinion on Which form of
Income Stablisation Scheme They Would Support
By Age of Farmer

	No. of Valid Observations	Producer Scheme %	Self Funded Scheme %
Under 36	315	43.8	56.2
36 to 50	711	42.3	57.7
51 to 60	316	47.5	52.5
Over 60	179	48.0	52.0
	1521		
National Average		44.4	55.6

TABLE 12(4A)d

Respondents Opinion on Which form of
Income Stablisation Scheme They Would Support
By Size of Farm

	No. of Valid Observations	Producer Scheme %	Self Funded Scheme %
Under 100 Hectares	607	51.9	48.1
100 - 300 Hectares	545	40.4	59.6
Over 300 Hectares	372	37.6	62.4
	1524		
National Average		44.3	55.7

TABLE 12(5A)a

Respondents Predictions as to the Likely Situation
of their 1986-87 Budget
By Provincial Land District and Overall

	No. of Valid Observations	Good %	Fair %	Bad %
<u>North Island</u>				
Northland	144	5.6	63.2	31.3
Central Auckland	45	2.2	64.4	33.3
South Auckland/ Bay of Plenty	377	10.6	61.8	27.6
East Coast	34	2.9	55.9	41.2
Hawkes Bay	88	13.6	71.6	14.8
Taranaki	133	10.5	72.9	16.5
Wellington	178	12.9	73.0	14.0
<u>South Island</u>				
Marlborough	29	20.7	69.0	10.3
Nelson	29	13.8	69.0	17.2
Westland	16	0.0	68.8	31.3
Canterbury	204	9.8	70.6	19.6
Otago	113	12.4	58.4	29.2
Southland	156	16.7	60.9	22.4
	1546			
National Average		10.9	65.8	23.2

TABLE 12(5A)b

Respondents Predictions as to the Likely Situation
of their 1986-87 Budget
By Type of Farm

	No. of Valid Observations	Good %	Fair %	Bad %
Dairy	477	7.5	65.0	27.5
Sheep/Beef	865	13.5	66.1	20.3
Cropping	49	10.2	63.3	26.5
Other	144	7.6	67.4	25.0
	1535			
National Average		11.0	65.8	23.2

TABLE 12(5A)C

Respondents Predictions as to the Likely Situation
of their 1986-87 Budget
By Age of Farmer

	No. of Valid Observations	Good %	Fair %	Bad %
Under 36	319	10.7	63.9	25.4
36 - 50	715	12.2	64.3	23.5
51 - 60	319	11.0	65.2	23.8
Over 60	177	7.9	74.6	17.5
	1530			
National Average		11.1	65.6	23.3

TABLE 12(5A)d

Respondents Predictions as to the Likely Situation
of their 1986-87 Budget
By Size of Farm

	No. of Valid Observations	Good %	Fair %	Bad %
Under 100 Hectares	609	8.0	68.0	24.0
100 - 300 Hectares	547	12.2	63.6	24.1
Over 300 Hectares	377	13.8	65.0	21.2
	1533			
National Average		11.0	65.7	23.4

TABLE 12(6A)a

Respondents Intentions To Apply for The Rural Bank Discount Scheme
By Provincial Land District and Overall

	No. of Valid Observations	Intend Applying %	Not Applying %	Undecided %	No RBFC Loans %
<u>North Island</u>					
Northland	143	11.2	39.9	11.9	37.1
Central Auckland	47	6.4	36.2	12.8	44.7
South Auckland/ Bay of Plenty	378	9.5	43.9	10.1	36.5
East Coast	33	24.2	39.4	12.1	24.2
Hawkes Bay	88	2.3	51.1	9.1	37.5
Taranaki	136	5.9	44.9	3.7	45.6
Wellington	181	10.5	41.4	7.2	40.9
<u>South Island</u>					
Marlborough	29	13.8	44.8	10.3	31.0
Nelson	29	3.4	24.1	13.8	58.6
Westland	16	12.5	31.3	6.3	50.0
Canterbury	203	21.2	31.5	8.9	38.4
Otago	115	25.2	28.7	14.8	31.3
Southland	152	23.0	36.2	15.1	25.7
	1550				
National Average		13.3	39.4	10.1	37.2

TABLE 12(6A)b

Respondents Intentions To Apply for The Rural Bank Discount Scheme
By Type of Farm

	No. of Valid Observations	Intend Applying %	Not Applying %	Undecided %	No RBFC Loans %
Dairy	480	9.4	46.3	10.2	34.2
Sheep/Beef	865	15.3	38.5	9.2	37.0
Cropping	51	25.5	15.7	15.7	43.1
Other	144	11.1	31.9	11.8	45.1
	1540				
National Average		13.3	39.5	10.0	37.2

TABLE 12(7A)a

Respondents Opinion as to the Single Most Important
Thing That Could be Done to Assist Farming
Overall

	No of Valid Observations	%
Reduce Interest	233	16.1
Reduce Inflation	178	12.3
Maintain a Stable Dollar	147	10.1
Improve Marketing	129	8.9
Change Government	118	8.1
Treat all Sectors Equally	93	6.4
Increase Income	84	5.8
Lower Off Farm Charges	77	5.3
Cheaper On Farm Costs	75	5.2
Devalue the Dollar	59	4.1
Remove all Protection	47	3.2
Rationalize Off Farm	39	2.7
Reduce Overseas Protection	39	2.7
Reduce effect of Trade Unions	25	1.7
Increase Subsidies	13	0.9
SMP's	13	0.9
Other Financial	31	2.1
Other	49	3.4
	1449	100.0

TABLE 12(8A)a

Respondents Indication as to Whether
They Own a Fire Dectector
By Provincial Land District and Overall

	No. of Valid Observations	Yes %	No %
<u>North Island</u>			
Northland	147	6.8	93.2
Central Auckland	48	25.0	75.0
South Auckland/ Bay of Plenty	385	21.0	79.0
East Coast	33	21.2	78.8
Hawkes Bay	88	34.1	65.9
Taranaki	137	41.6	58.5
Wellington	181	19.3	80.7
<u>South Island</u>			
Marlborough	29	13.8	86.2
Nelson	29	13.8	86.2
Westland	15	6.7	93.3
Canterbury	206	29.6	70.4
Otago	111	7.2	92.8
Southland	158	13.9	86.1
	1567		
National Average		21.2	78.8

TABLE 12(8B)a

Respondents Intention to Purchase a Fire Detector
within the Next Year
By Provincial Land District and Overall

	No. of Valid Observations	Yes %	No %	Not Sure %
<u>North Island</u>				
Northland	142	2.8	71.8	25.4
Central Auckland	40	0.0	80.0	20.0
South Auckland/ Bay of Plenty	352	5.1	76.7	18.2
East Coast	31	12.9	58.1	29.0
Hawkes Bay	74	2.7	71.6	25.7
Taranaki	111	7.2	77.5	15.3
Wellington	169	3.6	72.2	24.3
<u>South Island</u>				
Marlborough	28	3.6	60.7	35.7
Nelson	27	0.0	70.4	29.6
Westland	17	0.0	76.5	23.5
Canterbury	180	6.1	71.7	22.2
Otago	110	5.5	70.0	24.5
Southland	149	8.1	63.8	28.2
	1430			
National Average		5.0	72.2	22.7

TABLE 12(9A)a

Respondents Spouse Who Work off Farm
By Provincial Land District and Overall

	No. of Valid Observations	Full Time Paid %	Part Time Paid %	Unpaid Work %	No Other Work %
<u>North Island</u>					
Northland	138	10.1	18.8	10.1	60.9
Central Auckland	47	10.6	21.3	17.0	51.1
South Auckland/ Bay of Plenty	371	9.2	21.6	8.4	60.9
East Coast	34	8.8	23.5	8.8	58.8
Hawkes Bay	84	4.8	29.8	8.3	57.1
Taranaki	132	13.6	10.6	6.8	68.9
Wellington	178	10.1	20.2	12.9	56.7
<u>South Island</u>					
Marlborough	28	3.6	25.0	3.6	67.9
Nelson	28	3.6	21.4	10.7	64.3
Westland	17	29.4	11.8	11.8	47.1
Canterbury	195	6.2	18.5	6.2	69.2
Otago	111	9.0	18.9	4.5	67.6
Southland	153	13.1	19.0	9.8	58.2
	1516				
National Average		9.6	19.8	8.8	61.9

TABLE 12(9A)b

Respondents Spouse Who Work off Farm
By Type of Farm

	No. of Valid Observations	Full Time Paid %	Part Time Paid %	Unpaid Work %	No Other Work %
Dairy	474	9.1	16.7	11.0	63.3
Sheep/Beef	844	9.2	20.3	8.2	62.3
Cropping	49	8.2	28.6	8.2	55.1
Other	139	14.4	23.7	5.0	56.8
	1506				
National Average		9.6	19.7	8.8	61.9

TABLE 12(10A)a

Respondents Opinion on the Future Marketing of
New Zealand Lamb in North America
By Provincial Land District and Overall

	No. of Valid Observations	Devco Sole Seller %	Many Sellers %	No Opinion %
<u>North Island</u>				
Northland	141	9.9	52.5	37.6
Central Auckland	45	6.7	44.4	48.9
South Auckland/ Bay of Plenty	362	14.4	48.1	37.6
East Coast	35	11.4	51.4	37.1
Hawkes Bay	87	8.0	77.0	14.9
Taranaki	132	8.3	38.6	53.0
Wellington	180	12.3	68.9	18.3
<u>South Island</u>				
Marlborough	28	10.7	53.6	35.7
Nelson	28	14.3	57.1	28.6
Westland	16	25.0	43.8	31.3
Canterbury	203	10.3	66.5	23.2
Otago	114	14.0	61.4	24.6
Southland	157	11.5	72.0	16.6
	1528			
National Average		11.8	57.9	30.4

TABLE 12(10A)b

Respondents Opinion on the Future Marketing of
New Zealand Lamb in North America
By Type of Farm

	No. of Valid Observations	Devco Sole Seller %	Many Sellers %	No Opinion %
Dairy	452	13.3	35.6	51.1
Sheep/Beef	871	11.5	68.9	19.6
Cropping	51	5.9	66.7	27.5
Other	144	10.4	57.6	31.9
	1518			
National Average		11.7	57.8	30.4

TABLE 12(10A)c

Respondents Opinion on the Future Marketing of
New Zealand Lamb in North America
By Age of Farmer

	No. of Valid Observations	Devco Sole Seller %	Many Sellers %	No Opinion %
Under 36	321	12.8	59.8	27.4
36 - 50	699	9.2	61.5	29.3
51 - 60	314	14.3	54.1	31.5
Over 60	180	15.6	48.9	35.6
	1514			
National Average		11.8	58.1	30.1

TABLE 12(11A)a

Respondents Opinion on the Value of
the 'Think Big' Projects to Primary Industry
By Provincial Land District and Overall

	No. of Valid Observations	Helpful %	Harmful %	No Effect %	No Opinion %
<u>North Island</u>					
Northland	143	28.0	22.4	23.8	25.9
Central Auckland	47	27.7	29.8	19.1	23.4
South Auckland/ Bay of Plenty	368	31.8	23.6	22.3	22.3
East Coast	34	32.4	11.8	23.5	32.4
Hawkes Bay	86	25.6	30.2	19.8	24.4
Taranaki	138	44.2	18.1	23.9	13.8
Wellington	178	27.0	30.9	18.0	24.2
<u>South Island</u>					
Marlborough	28	21.4	14.3	32.1	32.1
Nelson	26	23.1	23.1	23.1	30.8
Westland	17	23.5	35.3	17.6	23.5
Canterbury	202	20.8	33.2	20.8	25.2
Otago	112	26.8	23.2	17.0	33.0
Southland	153	26.1	20.9	25.5	27.5
	1532				
National Average		28.7	25.1	21.7	24.5

TABLE 12(12A)a

Respondents Opinion on Rural Support Schemes
By Provincial Land District and Overall

	No. of Valid Observations	Have Scheme %	Need Scheme %	Dont Need Scheme %	No Opinion %
<u>North Island</u>					
Northland	146	17.1	58.2	15.8	8.9
Central Auckland	48	20.8	54.2	12.5	12.5
South Auckland/ Bay of Plenty	379	28.5	53.6	11.9	6.1
East Coast	34	29.4	52.9	11.8	5.9
Hawkes Bay	88	19.3	68.2	12.5	0.0
Taranaki	139	29.5	52.5	10.1	7.9
Wellington	183	33.3	47.5	14.2	4.9
<u>South Island</u>					
Marlborough	28	21.4	57.1	10.7	10.7
Nelson	28	25.0	39.3	28.6	7.1
Westland	17	5.9	52.9	41.2	0.0
Canterbury	204	17.2	54.4	19.6	8.8
Otago	113	12.4	57.5	24.8	5.3
Southland	159	13.2	50.9	23.3	12.6
	1566				
National Average		22.7	54.0	16.1	7.2

TABLE 12(A)

Distribution of Liabilities as at End of 1985-86 Season
- By Source

	No. of Valid Observations	Average Amount Borrowed \$	Average Interest Rate %	Long Term %	Medium Term %	Short Term %
1. Rural Bank	904	82150	12.1	78.6	19.3	2.1
2. Govt. Agency other than R.B.F.C.	102	58821	12.0	82.3	14.6	3.1
3. Trustee Savings Bank	78	47927	19.7	64.5	22.4	13.2
4. Respondents Trading Bank	602	29668	20.3	6.6	30.2	63.2
5. Building Society	43	28733	20.0	82.5	17.5	-
6. Insurance Company	224	66488	17.9	69.3	21.2	9.4
7. Stock and Station Agent	192	34381	22.1	4.7	8.1	87.2
8. Trust Company	33	62394	18.1	32.4	23.5	44.1
9. Solicitors Trust Fund	124	56847	19.5	7.9	28.9	63.2
10. Family Loan	319	70869	10.4	60.7	27.4	11.9
11. Last Owner of Farm	101	89021	14.2	20.8	47.9	31.3
12. Local Body	92	11426	9.1	76.7	20.0	3.3
13. Finance Company	53	37934	21.4	5.7	22.6	71.7
14. Dairy Company	33	41209	19.6	15.2	48.5	36.4
15. Private Savings Bank	1	20000	18.0	100.0	-	-
16. Offshore	13	255923	10.7	8.3	83.3	8.3
17. Other	48	60714	14.3	47.4	31.6	21.1

Long Term = Longer than 10 years

Medium Term = 3 - 10 years

Short Term = Up to 3 years

TABLE 12(B)a

Whether Respondents Made Any NEW BORROWING during
the 1985-86 Season

By Provincial Land District and Overall

	No. of Valid Observations	Yes %	No %	Don't Know %
<u>North Island</u>				
Northland	141	24.8	74.5	0.7
Central Auckland	46	32.6	67.4	0.0
South Auckland/ Bay of Plenty	361	31.6	68.4	0.0
East Coast	30	30.0	70.0	0.0
Hawkes Bay	84	28.6	71.4	0.0
Taranaki	133	28.6	71.4	0.0
Wellington	175	27.4	72.6	0.0
<u>South Island</u>				
Marlborough	27	33.3	66.7	0.0
Nelson	27	33.3	66.7	0.0
Westland	17	17.6	82.4	0.0
Canterbury	194	34.0	66.0	0.0
Otago	107	27.1	72.9	0.0
Southland	148	31.8	68.2	0.0
	1490			
National Average		29.9	70.0	0.1

TABLE 12(B)b

Whether Respondents Made Any NEW BORROWING during
the 1985-86 Season

By Type of Farm

	No. of Valid Observations	Yes %	No %	Don't Know %
Dairy	463	28.9	70.8	0.2
Sheep Beef	835	27.9	72.1	0.0
Cropping	46	47.8	52.2	0.0
Other	137	39.4	60.6	0.0
	1481			
National Average		29.9	70.0	0.1

TABLE 12(C)a

Proportion of NEW BORROWINGS Used to Refinance
By Provincial Land District and Overall

	No. of Valid Observations	Proportion %
<u>North Island</u>		
Northland	26	21.5
Central Auckland	13	21.8
South Auckland/ Bay of Plenty	94	30.2
East Coast	6	16.7
Hawkes Bay	19	22.3
Taranaki	34	28.9
Wellington	40	39.0
<u>South Island</u>		
Marlborough	7	5.6
Nelson	9	22.4
Westland	3	1.7
Canterbury	60	31.4
Otago	23	41.4
Southland	39	39.3
	373	
National Average		30.5

TABLE 12(C)b

Proportion of NEW BORROWINGS Used to Refinance
By Type of Farm

	No. of Valid Observations	Proportion %
Dairy	112	29.8
Sheep/Beef	202	31.7
Cropping	17	19.3
Other	40	27.8
	371	
National Average		30.1

TABLE 12(D1)a

Respondents Who Borrowed in the 1985-86 Season
 Assessment of Which Factor is the
 MOST IMPORTANT WHEN BORROWING FINANCE
 By Provincial Land District and Overall

	No of Valid Observations	Interest Rate %	Amount Available %	Period of Loan %	Annual Instalments %	Security Required %
<u>North Island</u>						
Northland	35	37.1	5.7	8.6	48.6	0.0
Central Auckland	15	26.7	6.7	0.0	66.7	0.0
South Auckland/ Bay of Plenty	109	47.7	1.8	4.6	45.9	0.0
East Coast	9	55.6	22.2	0.0	22.2	0.0
Hawkes Bay	23	56.5	4.3	0.0	39.1	0.0
Taranaki	38	47.4	2.6	5.3	42.1	2.6
Wellington	47	53.2	0.0	10.6	34.0	2.1
<u>South Island</u>						
Marlborough	8	50.0	0.0	0.0	50.0	0.0
Nelson	8	50.0	0.0	0.0	50.0	0.0
Westland	3	33.3	0.0	0.0	66.7	0.0
Canterbury	65	46.2	6.2	3.1	41.5	3.1
Otago	29	55.2	0.0	0.0	44.8	0.0
Southland	46	63.0	2.2	6.5	28.3	0.0
	435					
National Average		49.2	3.2	4.6	42.1	0.9

TABLE 12(D1)b

Respondents Who Borrowed in the 1985-86 Season
 Assessment of Which Factor is the
 MOST IMPORTANT WHEN BORROWING FINANCE
 By Type of Farm

	No of Valid Observations	Interest Rate %	Amount Available %	Period of Loan %	Annual Instalments %	Security Required %
Dairy	129	39.5	3.9	5.4	50.4	0.8
Sheep Beef	229	50.7	1.7	4.8	42.4	0.4
Cropping	21	61.9	9.5	0.0	23.8	4.8
Other	53	62.3	5.7	1.9	28.3	1.9
	432					
National Average		49.3	3.2	4.4	42.1	0.9

TABLE 12(D1)c

Respondents Assessment of Which Factor is the
 MOST IMPORTANT when Borrowing Finance
 Overall

	1984 %	1985 %	1986 %
Interest Rate	39.5	49.3	49.2
Amount Available	15.7	5.8	3.2
Period of Loan	12.0	5.3	4.6
Annual Instalments	32.9	39.6	42.1
Security Required	-	-	0.9

TABLE 12(D2)a

Respondents Who Borrowed in the 1985-86 Season
 Assessment of Which Factor is the
 LEAST IMPORTANT WHEN BORROWING FINANCE
 By Provincial Land District and Overall

	No of Valid Observations	Interest Rate %	Amount Available %	Period of Loan %	Annual Instalments %	Security Required %
<u>North Island</u>						
Northland	34	5.9	20.6	11.8	2.9	58.8
Central Auckland	14	7.1	7.1	21.4	0.0	64.3
South Auckland/ Bay of Plenty	104	1.0	20.2	8.7	2.9	67.3
East Coast	7	0.0	28.6	28.6	0.0	42.9
Hawkes Bay	21	0.0	19.0	23.8	4.8	52.4
Taranaki	35	2.9	22.9	5.7	0.0	68.6
Wellington	46	2.2	21.7	10.9	4.3	60.9
<u>South Island</u>						
Marlborough	8	0.0	25.0	37.5	0.0	37.5
Nelson	7	0.0	0.0	0.0	0.0	100.0
Westland	3	33.3	33.3	33.3	0.0	0.0
Canterbury	60	3.3	30.0	11.7	1.7	53.3
Otago	24	0.0	33.3	20.8	0.0	45.8
Southland	43	2.3	18.6	9.3	2.3	67.4
	406					
National Average		2.5	22.2	12.3	2.2	60.8

TABLE 12(D2)b

Respondents Who Borrowed in the 1985-86 Season
 Assessment of Which Factor is the
 LEAST IMPORTANT WHEN BORROWING FINANCE
 By Type of Farm

	No of Valid Observations	Interest Rate %	Amount Available %	Period of Loan %	Annual Instalments %	Security Required %
Dairy	125	4.0	23.2	10.4	1.6	60.8
Sheep Beef	210	1.9	23.3	13.3	1.9	59.5
Cropping	18	0.0	22.2	16.7	0.0	61.1
Other	50	0.0	16.0	14.0	6.0	64.0
	403					
National Average		2.2	22.3	12.7	2.2	60.5

TABLE 12(D2)c

Respondents Assessment of Which Factor is the
LEAST IMPORTANT when Borrowing Finance
Overall

	1984 %	1985 %	1986 %
Interest Rate	10.4	5.2	2.5
Amount Available	35.9	44.6	22.2
Period of Loan	27.0	37.9	12.3
Annual Instalments	26.7	12.2	2.2
Security Required	-	-	60.8

TABLE 12(E)a

Proportion of NEW BORROWINGS Made by Respondents Using
OFF-SHORE Finance
By Provincial Land District and Overall

	No. of Valid Observations	Proportion %
<u>North Island</u>		
Northland	35	3.1
Central Auckland	14	5.3
South Auckland/ Bay of Plenty	110	1.0
East Coast	8	0.0
Hawkes Bay	23	0.0
Taranaki	36	2.4
Wellington	45	4.2
<u>South Island</u>		
Marlborough	8	0.0
Nelson	8	0.0
Westland	2	0.0
Canterbury	59	0.3
Otago	26	0.0
Southland	44	0.0
	418	
National Average		1.4

TABLE 12(E)b

Proportion of NEW BORROWINGS Made by Respondents Using
OFF-SHORE Finance
By Type of Farm

	No. of Valid Observations	Proportion %
Dairy	4	66.7
Sheep/Beef	3	96.0
Cropping	1	20.0
Other	-	-
	8	
National Average		71.9

TABLE 12(E)c

Proportion of NEW BORROWINGS Made by Respondents Using
OFF-SHORE Finance
By Age of Farmer

	No. of Valid Observations	Proportion %
Under 36	-	-
36 - 50	5	62.6
51 - 60	3	87.3
Over 60	-	-
	8	
National Average		71.9

TABLE 12(F)a

Respondents who Borrowed Funds OFFSHORE
 Opinions on the Benefits of Such Loans Compared with On-shore Loans
 By Provincial Land District and Overall

	No of Valid Observations	Greater Than On-shore %	Same as On-shore %	Less Than On-shore %
<u>North Island</u>				
Northland	1	100.0	0.0	0.0
Central Auckland	2	50.0	0.0	50.0
South Auckland/ Bay of Plenty	1	100.0	0.0	0.0
East Coast	1	0.0	0.0	100.0
Hawkes Bay	-	-	-	-
Taranaki	1	100.0	0.0	0.0
Wellington	4	75.0	0.0	25.0
<u>South Island</u>				
Marlborough	-	-	-	-
Nelson	-	-	-	-
Westland	-	-	-	-
Canterbury	2	0.0	50.0	50.0
Otago	1	0.0	0.0	100.0
Southland	2	100.0	0.0	0.0
	15			
National Average		60.0	6.7	33.3

TABLE 12(F)d

Respondents who Borrowed Funds OFFSHORE
Opinions on the Benefits of Such Loans Compared with On-shore Loans
By Type of Farm

	No of Valid Observations	Greater Than On-shore %	Same as On-shore %	Less Than On-shore %
Dairy	6	66.7	0.0	33.3
Sheep Beef	7	71.4	0.0	28.6
Cropping	2	0.0	50.0	50.0
Other	-	-	-	-
	15			
National Average		60.0	6.7	33.3

TABLE 12(F)c

Respondents who Borrowed Funds OFFSHORE
Opinions on the Benefits of Such Loans Compared with On-shore Loans
By Age of Farmer

	No of Valid Observations	Greater Than On-shore %	Same as On-shore %	Less Than On-shore %
Under 36	-	-	-	-
36 - 50	10	50.0	10.0	40.0
51 - 60	5	80.0	0.0	20.0
Over 60	-	-	-	-
	15			
National Average		60.0	6.7	33.3

TABLE 12(G)a

Respondents OFF-FARM Investments
By Provincial Land District and Overall

	No of Valid Observations	No Off-Farm Investments %	Real Estate %	Financial Investments %	Real Estate Investments %
<u>North Island</u>					
Northland	133	57.9	5.3	21.1	15.8
Central Auckland	46	41.3	6.5	37.0	15.2
South Auckland/ Bay of Plenty	353	53.0	7.9	26.6	12.5
East Coast	27	51.9	3.7	25.9	18.5
Hawkes Bay	81	35.8	6.2	39.5	18.5
Taranaki	121	66.1	5.8	21.5	6.6
Wellington	173	43.9	4.0	32.9	19.1
<u>South Island</u>					
Marlborough	27	44.4	3.7	48.1	3.7
Nelson	27	25.9	0.0	63.0	11.1
Westland	16	43.8	0.0	37.5	18.8
Canterbury	190	37.9	2.1	47.9	12.1
Otago	104	39.4	3.8	42.3	14.4
Southland	144	39.6	4.9	41.7	13.9
	1442				
National Average		47.0	5.1	34.1	13.7

TABLE 12(G)b

Respondents OFF-FARM Investments
By Type of Farm

	No of Valid Observations	No Off-Farm Investments %	Real Estate %	Financial Investments %	Real Estate Investments %
Dairy	439	59.0	6.6	23.7	10.7
Sheep Beef	811	41.3	4.3	39.2	15.2
Cropping	49	51.0	0.0	36.7	12.2
Other	134	43.3	6.0	34.3	16.4
	1433				
National Average		47.2	5.0	33.9	13.8

TABLE 12(G)c

Respondents OFF-FARM Investments
By Age of Farmer

	No of Valid Observations	No Off-Farm Investments %	Real Estate %	Financial Investments %	Real Estate Investments %
Under 36	303	62.0	4.0	28.1	5.9
36 - 50	678	46.0	4.7	34.8	14.5
51 - 60	290	42.4	7.6	33.4	16.6
Over 60	163	31.3	4.9	42.9	20.9
	1434				
National Average		47.0	5.2	34.0	13.8

TABLE 12(G)d

Respondents OFF-FARM Investments
By Size of Farm

	No of Valid Observations	No Off-Farm Investments %	Real Estate %	Financial Investments %	Real Estate Investments %
Less than 100 ha	555	55.1	5.9	25.9	13.0
100 - 300 ha	526	43.0	3.8	40.5	12.7
Over 300 ha	348	39.9	6.0	37.6	16.4
	1429				
National Average		47.0	5.2	34.1	13.7

TABLE 12(H)a

The Value of OFF-FARM Investments held by Respondents
as a Percentage of TOTAL FARM CAPITAL
By Provincial Land District and Overall

	No of Valid Observations	Percentage %
<u>North Island</u>		
Northland	52	34.7
Central Auckland	25	23.8
South Auckland/ Bay of Plenty	155	23.8
East Coast	12	34.2
Hawkes Bay	48	23.0
Taranaki	40	17.0
Wellington	92	31.5
<u>South Island</u>		
Marlborough	15	16.1
Nelson	19	12.6
Westland	9	64.7
Canterbury	109	15.7
Otago	58	16.7
Southland	81	16.3
	715	
National Average		22.7

TABLE 12(H)b

The Value of OFF-FARM Investments held by Respondents
as a Percentage of TOTAL FARM CAPITAL
By Type of Farm

	No of Valid Observations	Percentage %
Dairy	173	18.7
Sheep Beef	442	23.2
Cropping	24	24.5
Other	72	29.0
	711	
National Average		22.7

TABLE 12(H)c

The Value of OFF-FARM Investments held by Respondents
as a Percentage of TOTAL FARM CAPITAL
By Age of Farmer

	No of Valid Observations	Percentage %
Under 36	106	11.1
36 - 50	350	21.6
51 - 60	158	25.5
Over 60	101	33.9
	715	
National Average		22.7

TABLE 12(H)d

The Value of OFF-FARM Investments held by Respondents
as a Percentage of TOTAL FARM CAPITAL
By Size of Farm

	No of Valid Observations	Percentage %
Less than 100 ha	233	27.2
100 - 300 ha	285	23.1
Over 300 ha	193	16.1
	711	
National Average		22.5

TABLE 13(A)1a

Age Of Respondent
By Provincial Land District

	No. of Valid Observations	Average Age (Years)
<u>North Island</u>		
Northland	144	45.6
Central Auckland	47	45.1
South Auckland/ Bay of Plenty	388	47.1
East Coast	35	42.5
Hawkes Bay	87	46.0
Taranaki	137	44.9
Wellington	181	46.8
<u>South Island</u>		
Marlborough	30	41.0
Nelson	29	48.8
Westland	17	42.6
Canterbury	205	44.4
Otago	114	45.5
Southland	159	42.4
	1573	
National Average		45.4

TABLE 13(A)1b

Age of Respondent
By Type of Farm

	No. of Valid Observations	Average Age (Years)
Dairy	481	45.1
Sheep Beef	882	45.7
Cropping	51	41.9
Other	147	45.5
	1561	
National Average		45.4

TABLE 13(A)1c

Age of Respondents
Comparison Overall

Year	Average Age (Years)
1977	45.0
1978	-
1979	-
1981	-
1982	44.2
1983	44.6
1984	45.1
1985	45.1
1986	45.4

TABLE 13(B)1a

Sex of Respondents
By Provincial Land District and Overall

	No. of Valid Observations	Male %	Female %
<u>North Island</u>			
Northland	145	88.3	11.7
Central Auckland	47	93.6	6.4
South Auckland/ Bay of Plenty	389	90.7	9.3
East Coast	35	94.3	5.7
Hawkes Bay	87	97.7	2.3
Taranaki	138	83.3	16.7
Wellington	182	91.8	8.2
<u>South Island</u>			
Marlborough	30	96.7	3.3
Nelson	29	93.1	6.9
Westland	17	76.5	23.5
Canterbury	205	95.6	4.4
Otago	114	95.6	4.4
Southland	159	93.7	6.3
	1577		
National Average		91.8	8.2

TABLE 13(B)1b

Sex of Respondents
By Type of Farm

	No. of Valid Observations	Male %	Female %
Dairy	486	88.9	11.1
Sheep Beef	882	92.7	7.3
Cropping	51	96.1	3.9
Other	147	93.9	6.1
	1566		
National Average		91.8	8.2

APPENDIX A



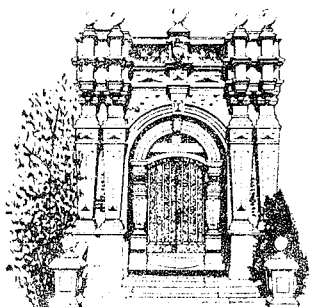
Lincoln College
New Zealand Farmer

011084

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Intentions and Opinions Survey

1986



Lincoln College

Lincoln College
Canterbury
New Zealand

UNIVERSITY COLLEGE OF AGRICULTURE

Telephone: Christchurch 252 811

Dear Farmer,

It is now 10 years since I commenced surveying farmer intentions and opinions. During that period the farming scene has changed dramatically, especially on the economic side.

I have built up a large bank of data much of which has been passed onto farmer leaders and to the policy makers. Some have said it is imprecise but none have been able to point to a better information source. Thus I have been encouraged to continue the surveys thanks to the tremendous co-operation of farmers throughout New Zealand. Now that farming is passing through very difficult times I see no reason why I should be reluctant to gather information on the state of the industry today. Besides, if I can get signals from farmers on their problems their needs and their intentions this must be recorded and if possible used to help the industry.

I have made the survey shorter this year. It asks special questions relating to your media interests, transport of your inputs and output, your insurance needs and your views on the computer as a possible aid to your operations. As usual I ask you some questions on your livestock numbers, expectations of the various farm products, your estimate of inflation in the year ahead and some vital questions on finance including, for the first time, any off-shore borrowing you may have undertaken. As in the past I shall disseminate the over-all responses through the media when we have received sufficient responses.

In answering the questions please do not feel you have to consult others. Give your off-the-cuff answers and having completed the exercise, put the form in the enclosed addressed postage-paid reply envelope and post it to me at the College.

Once again I give you my personal assurance that your responses will be confidential to me - only the over-all responses are published. I hope you find the questions interesting.

Thank you in anticipation,

Yours sincerely

J.G. Pryde
Research Fellow in
Agricultural Policy

OCTOBER-DECEMBER 1986

Please answer questions by inserting the appropriate NUMBER in the box. In some cases the response required is a few words, which we will encode later.

1. PROVINCIAL LAND DISTRICT

Your farm is in the Provincial Land District of:

- | | | | |
|------------------|-----|-------------|------|
| Northland | (1) | Wellington | (7) |
| Central Auckland | (2) | Marlborough | (8) |
| South Auckland/ | | Nelson | (9) |
| Bay of Plenty | (3) | Westland | (10) |
| East Coast | (4) | Canterbury | (11) |
| Hawkes Bay | (5) | Otago | (12) |
| Taranaki | (6) | Southland | (13) |

2. FARM AREA

In hectares, the total area of your farm is:
(One hectare = approx. 2.5 acres)

3. TYPE OF FARM

Your farm is MAINLY:

- | | | |
|------------|-----|------------------------|
| Dairying | (1) | (Now go to Question 4) |
| Sheep Beef | (2) | (Now go to Question 5) |
| Cropping | (3) | (Now go to Question 5) |
| Other | (4) | (Now go to Question 6) |

4. DAIRY FARMERS

- (A) Your total cows in milk at December 1985:
- (B) Your total cows in milk at December 1986 will be:
- (C) Total milkfat production in the 1985/86 season (kg)
- (D) Estimated total milkfat production in 1986/87 (Kg)

NOW GO TO QUESTION 6.

5 SHEEP AND BEEF FARMERS

(A) You would describe your farm as MAINLY:

- High Country (1) Intensive Fattening (4)
- Hill Country (2) Fattening Breeding (5)
- Hard Hill Country (3) Mixed Cropping and Fattening (6)

(B) Sheep Numbers

- (i) As at 30 June 1985 how many ewe hoggets did you have?
- (ii) How many ewe hoggets did you put to the ram in the autumn of 1985?
- (iii) Excluding those ewe hoggets, how many breeding ewes did you have at mid-1985?
- (iv) As at 30 June 1986 how many ewe hoggets did you have?
- (v) How many ewe hoggets did you put to the ram in the autumn of 1986?
- (vi) Excluding those ewe hoggest, how many breeding ewes did you have at mid-1986?

(C) Beef Breeding Cow/Heifers

- (i) At 30 June 1985 how many beef breeding cows did you have?
- (ii) At 30 June 1985 how many beef breeding heifers did you have?
- (iii) At 30 June 1986 how many beef breeding cows did you have?
- (iv) At 30 June 1986 how many beef breeding heifers did you have?

6. RAILFREIGHT

(A) Do RAILWAYS operate a door to door (i.e. farm to final destination) pick up and delivery service in your area?

Yes (1) No (2) Not Sure (3)

(B) Did RAILFREIGHT run a Woolrail campaign in your area last year?

Yes (1) No (2) Not Sure (3)

If YES did you consider this service useful?

Yes (1) No (2)

If YES please specify how it was useful to you

.....

(C) Please rate RAILWAYS' current performance for the movement of your major output (wool, livestock, fruit, grain etc.) under the following headings.

Very Good (1) Good (2) Satisfactory (3) Poor (4)
Very Bad (5)

- Speed of Transit
- Damages Goods
- Reliability
- Security
- Door to Door delivery
- Price

(D) Please rate ROAD HAULIERS' current performance for the movement of your major output (wool, livestock, fruit, grain etc.) under the following headings.

Very Good (1) Good (2) Satisfactory (3) Poor (4)
Very Bad (5)

- Speed of Transit
- Damages Goods
- Reliability
- Security
- Door to Door delivery
- Price

(E) What THREE factors do you consider MOST CRITICAL to your decision to purchase FERTILISER?

- 1.....
- 2.....
- 3.....

(F) Compared to 1985 how much FERTILISER are you planning to purchase in 1987 and 1988?

- Over 50 percent less (1) 25 - 49 percent less (2)
- 10 - 24 percent less (3) 1 - 9 percent less (4)
- The Same (5) 1 - 9 percent more (6)
- 10 - 24 percent more (7) 25 - 49 percent more (8)
- Over 50 percent more (9)

--

7. NEW FENCING

What length of new permanent fencing (in metres) do you intend to erect in the 1986/87 season and what did you erect in the 1985/86 season? (1 chain = 20 metres). If none, please enter 0.

	1985-86	1986-87
New Fencing	<input type="text"/>	<input type="text"/>

8. MEDIA

(A) How much INFORMATION and ADVICE do you consider you need on the following items?

No advice (1) Little advice (2) Some advice (3)
Considerable advice (4)

Weed and Pest Control

Machinery/Equipment

Farm Financial Management

Farm Computers

Deer Farming

Horticultural

Goat Farming

Agricultural Research

Farm Forestry

Sources and Use of Farm Finance

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(B) For EACH of the following farm inputs and services, WHICH FORM OF MEDIA do you feel is the most helpful to YOU in assisting you to make your own purchasing decisions?

Magazines (1) Newspapers (2) Radio (3) Television (4)
Other (5)

Animal Health Products

Fertiliser

Agricultural chemicals

Farm Machinery and equipment

Vehicles and Motor bikes

Fencing equipment/materials

Stock Foods

Breeding Stock

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(C) Farming publications should assist you in your buying decisions by critically analysing and reporting on the quality and effectiveness of many different farm products you must buy. List up to THREE farming publications that you receive and indicate your satisfaction with the way they give you this assistance?

Very satisfactory (1) Satisfactory (2) So-So (3)
Unsatisfactory (4) Very Unsatisfactory (5)

1.....	
2.....	
3.....	

(D) Please list in order of importance the THREE farm publications that:

A. Most influence your FARM MANAGEMENT decision making?

1.....	
2.....	
3.....	

B. Most influence your purchase of PRODUCTS/SERVICES essential to running your farm business?

1.....	
2.....	
3.....	

(E) If you were able to get only ONE FARMING publication regularly, which ONE would you choose?

Please specify

(F) It has been suggested that topics covered in rural publications do not cover a wide enough range to cater adequately for the needs and interests of rural women throughout New Zealand. Would you care to suggest some ADDITIONAL topics?

(1).....	
(2).....	
(3).....	

(G) How important do you rate EACH of the following facts contained in an advertisement for a farm input?

Very Important (1) Important (2) So-So (3)
Unimportant (4) Very Unimportant (5)

Its price

Maker's claims

Benefits to user

Cost savings

Where available locally

Distributor's name

Spares availability

Warranty period

Other (please specify.....)

9. INSURANCE

(A) Which of the following would be your MAJOR reason for selecting an insurance company for Life Insurance?

- Word of Mouth (1)
- Recommendation (2)
- Advertisement (3)
- Farmer Association (4)
- Sought the Cheapest price (5)
- Family Connection (6)
- Insurance agent service (7)
- Size of insurance company (8)
- Type of cover offered (9)

(B) Which of the following would be your MAJOR reason for selecting an insurance companies for Fire and General Insurance?

- Word of Mouth (1)
- Recommendation (2)
- Advertisement (3)
- Farmer Association (4)
- Sought the Cheapest price (5)
- Family Connection (6)
- Insurance agent service (7)
- Size of insurance company (8)
- Type of cover offered (9)
- Claim payment service (10)

(C) Do you consider that you are kept adequately informed with regards to NEW PRODUCTS, SERVICES and RATE CHANGES by your Insurance Companies?

Yes (1) No (2)

(D) Do you consider Insurance Companies provide ADEQUATE SERVICE to the farming community?

Yes (1) No (2)

(E) Do you currently use any form of Insurance Company FINANCE?

Yes (1) No (2)

(F) Do you hope to use Insurance Company FINANCE at some future time?

Yes (1) No (2)

(G) Do you use your Life Assurance for LOAN PROTECTION?

Yes (1) No (2)

(H) Do you use your Life Assurance for ESTATE PROTECTION?

Yes (1) No (2)

(I) Do you use your Life Assurance for INVESTMENT?

Yes (1) No (2)

(J) Do you use your Life Assurance for FAMILY PROTECTION?

Yes (1) No (2)

(K) Do you use your Life Assurance for ACCESS TO FINANCE?

Yes (1) No (2)

(L) Do you consider your Life Assurance useful for RETIREMENT FUNDING?

Yes (1) No (2)

(M) Upon whom do you rely the MOST for insurance advice?

- Insurance Company (1)
- Local Insurance Agent (2)
- Farmers Association (3)
- Stock and Station Company (4)
- Bank Manager (5)
- Accountant (6)
- Solicitor (7)
- Friends (8)
- Other (9)

(N) What are the TOTAL PREMIUMS paid by you each year in respect of you and your family for:

A. Life Insurance

\$

B. Fire and General Insurance

\$

10. COMPUTERS

(A) Do you own, or have regular access, to a micro-computer?

Have Own (1) Have access to (2) Neither (3)

IF NEITHER GO TO QUESTION (J)

(B) For how many months have you used a computer?

(C) Give the following details of the computer

Brand.....

Memory Size (k).....

Number of Disk Drives.....

Capacity of Disk Drives.....

Width of Printer (Characters).....

(D) Where did you get the computer from?

Computer agent in local business centre (1)

Computer agent in nearest city (2)

Overseas (3)

Other (please specify.....) (4)

(E) Who is your major supplier of assistance for HARDWARE problems?

Computer supplier (1)

Local Computer Group (2)

Neighbour (3)

Accountant (4)

Farm Consultant (5)

School Teacher (6)

Other (please specify.....) (7)

(F) Who is your major supplier of assistance for SOFTWARE problems?

Computer supplier (1)

Local Computer Group (2)

Neighbour (3)

Accountant (4)

Farm Consultant (5)

School Teacher (6)

Other (please specify.....) (7)

(G) How much time do you spend using your computer each week (hours) on:

Business

Education

Entertainment

(H) What is the MAJOR use of your computer?

- Payroll work (1)
- Financial recording (cash book) (2)
- Cashflow/budgeting (3)
- Livestock/production/paddock recording (4)
- Stock/inventory control (5)
- Debtors/creditors system (6)
- Accessing data bases (7)
- Word processing (8)
- Spreadsheets (9)
- Games (10)
- Other (please specify.....) (11)

(I) Using a computer incurs extra costs and produces extra benefits. Which of the following reflects your situation?

- Benefits greater than costs (1) Just break even (2)
- Costs are much greater than benefits (3)

NOW GO TO QUESTION (K)

(J) Why do you NOT yet use a computer to help with your management?

- Don't know (1)
- Computer systems are too expensive (2)
- Would use one if could find the time to learn how to use them (3)
- Will never get one as they are a waste of time and money (4)
- Plan to get one soon (5)
- Other (please specify.....) (6)

(K) Do you think there is enough information available about computers and programs for farmers?

Yes (1) No (2)

If NO what are the TWO MAJOR types of information you require?

- Cost of hardware (computer, printer etc) (1)
- Cost of software (controlling instructions) (2)
- Computer operating costs (3)
- What computers can do in broad terms (4)
- Systems available to farmers (5)
- Instructions on how to use a computer (6)
- Detailed description of each possible use of a computer (7)

What is the best way to get this information:

- Through written material in booklet form (1)
- Organised local formal demonstrations and discussions (2)
- Informal demonstrations and discussions by local agent (3)
- Workshops and seminars run over several days (4)
- Formal Government advisors giving individual demonstration and advice (5)
- Commercial consultants giving individual demonstrations and advice (6)
- Articles in magazines and/or journals (7)

11. FARMING EDUCATION

(A) Which of the following qualifications in farming do you consider now provides the MINIMUM level of farming/farm management training for a person taking on farm management responsibilities today (this includes owner-managers)?

- A pass in Agriculture at Secondary School (1)
- A one year course at Telford/Flock House/Tech Institute (2)
- Trade Certificate in Farming (3)
- Diploma in Agriculture (4)
- Trade Certificate in Farm Management (5)
- Diploma in Farm Management (6)
- Bachelor of Agricultural Commerce (7)
- Bachelor of Agricultural Science (8)
- An 'apprenticeship' with Dad on the home farm (9)

12. FARMER OPINION

(1) PRODUCT EXPECTATIONS

(A) Even if you do not produce all of the following products, how do you feel about their FUTURE MARKET PROSPECTS in the short term (next year) medium term (1-3 years) and long term (3-10 years). (Please complete all boxes).

Optimistic (1) Reasonably satisfied (2) Pessimistic (3)

Short Medium Long

- Sheep Meat
- Beef
- Wool
- Dairy Produce
- Horticultural Produce
- Deer Industry Products
- Goat Industry Products

	Short	Medium	Long
Sheep Meat			
Beef			
Wool			
Dairy Produce			
Horticultural Produce			
Deer Industry Products			
Goat Industry Products			

(2) INFLATION EXPECTATIONS

(A) If you were asked to predict the rate of internal inflation in New Zealand in the next twelve months, what would you consider the most likely rate to be (as measured by the Consumer Price Index).

(3) EFFECTIVENESS OF FEDERATED FARMERS

(A) If you were asked to rate the effectiveness of the Federated Farmers organisation over the past two years how would you assess it?

Very Effective (1) Effective (2) 'So-So' (3)
Ineffective (4) Very Ineffective (5)

(4) INCOME STABILISATION

(A) If it is assumed that Governments in the future will not underwrite schemes to stabilise farm incomes, which one of the following two statements would sum up your attitude?

I would support schemes in which all the producers of a particular product have a levy imposed on that product, these levies would go into a fund which would be used when prices went below a certain level. (1)

I would want to invest my own surpluses and would not want to contribute to any Producer Schemes (2)

(5) BUDGET FORECAST

(A) By now you will no doubt have completed your budget forecast for the 1986-87 farming year. How would you describe your likely situation in the light of this farm budget?

Good (1) Fair (2) Bad (3)

(6) RURAL BANK

(A) On 2 July 1986 Government announced that the Rural Bank will make available a discount scheme. It would offer to 'adjust its own mortgages on a property, including land development encouragement loans, by reducing the principal sum owed by the farmer to the Bank and simultaneously increasing its interest rate to 17.5 per cent, in such a way that the farmers debt servicing payments remain at the same level as they were before. The effect of the reduction in the principle sum owed by the farmer is to increase his equity in the property.' Which of the following statements sums up your situation?

- I intend applying for the above scheme. (1)
- I shall not be applying for the above scheme. (2)
- I am still undecided. (3)
- I have no loans from the Rural Bank. (4)

(7) AID TO FARMING

(A) If you, as a farmer, were asked, what in your opinion was the SINGLE most important thing that could be done to assist farming in New Zealand today what would it be?

.....
.....

(8) FIRE AND SMOKE DETECTORS

(A) Do you currently have a fire and/or smoke detector in your house?

Yes (1) No (2)

(B) Do you intend to purchase a fire and/or smoke detector within the next year?

Yes (1) No (2) Not Sure (3)

(9) SPOUSE WORKING OFF FARM

(A) Does your spouse work off farm?

Yes, in FULL time paid employment (1)
Yes, in PART time paid employment (2)
Yes, in UNPAID community work (3)
No (4)

(10) MARKETING OF LAMB IN NORTH AMERICA

(A) Which of the following statements reflects your opinion on the way NZ Zealand lamb should be marketed in North America?

D.E.V.C.O. should continue to have sole selling rights for NZ lamb in the North America market (1)

D.E.V.C.O. should no longer have sole selling rights for NZ lamb in the North America market (2)

No Opinion (3)

(11) THE 'THINK BIG' PROJECTS

(A) Which of the following statements best reflects your views on the 'Think Big' projects?

The 'Think Big' projects are helpful to the primary industry (1)

The 'Think Big' projects are harmful to the primary industry (2)

The 'Think Big' projects have no effect on the primary industry (3)

No Opinion (4)

(12) RURAL SUPPORT/NEIGHBOURHOOD WATCH SCHEMES

(A) Which of the following statements applies to your area?

We have a Rural Support/Neighbourhood watch scheme (1)

We do not have a Rural Support/Neighbourhood watch scheme, but I consider there is a need for one (2)

We do not have a Rural Support/Neighbourhood watch scheme, and I consider there is no need for one (3)

No Opinion (4)

12. CAPITAL STRUCTURE AND INVESTMENT

(A) At the end of the 1985-86 season, how were your liabilities (including current account overdraft) distributed among the following sources. Please indicate the term for which each loan was granted and the CURRENT interest rate.

- i.e. Long Term (Longer than 10 years) (1)
- Medium Term (3 - 10 years) (2)
- Short Term (up to 3 years) (3)

If you have no liabilities please tick

Lender	Amount	Term	Int.
1. Rural Banking and Finance Corp.			
2. Govt. Agency other than RBFC			
3. Trustee Savings Bank			
4. Your Trading Bank			
5. Building Society			
6. Insurance Company			
7. Stock and Station Agent			
8. Trust Company			
9. Solicitors' Trustee Funds			
10. Family loan			
11. Last Owner of Your Farm			
12. Local Body			
13. Finance Company			
14. Dairy Company			
15. Private Savings Bank			
16. Offshore			
17. Other (specify)			

(B) Did you make any new borrowing (including overdraft and refinancing) during the 1985-86 production season.

Yes (1) No (2) Don't Know (3)

If NO then go to Question (F)

(C) What proportion of your new liabilities were used to refinance existing debt.

Proportion of New Borrowing (%)

(D) When you borrow there are five main factors:

- The interest rate (1)
- The amount available for borrowing (2)
- The length of time you have use of the funds (3)
- The annual payments (interest plus capital) (4)
- The amount of security required (5)

To you as a borrower, which factor is the MOST important

To you as a borrower, which factor is the LEAST important

(E) During recent times some farmers have made use of OFF-SHORE borrowing facilities. What percentage of your new borrowings were made OFF-SHORE?

Proportion of borrowing OFF-SHORE (%)

(F) If one of the sources of your borrowings was OFF-SHORE the financial benefit of this loan to you overall, has been:

- Greater than On-Shore loans (1)
- The same as an On-Shore loan (2)
- Less than an On-Shore loan (3)

(G) It has been said that in recent years increasing numbers of farmers have invested in OFF-FARM assets. After reading the following four statements, which one would apply to you?

- I have no OFF-FARM investments (1)
- I have some OFF-FARM real estate (2)
- I have some OFF-FARM financial investments (e.g. Shares) (3)
- I have some OFF-FARM real estate and some OFF-FARM financial investments (e.g. shares) (4)

(H) What would the value of these OFF-FARM investments represent as a percentage of your TOTAL FARM CAPITAL?

Percentage of TOTAL FARM CAPITAL (%)

13. PERSONAL

Now I would like to know a few details about the person answering this questionnaire.

(A) Age (in years)

(B) Sex: Male (1) Female (2)

You have now completed the questionnaire. Place it in the addressed envelope and post it (no stamp is required). We will then be able to process your answers along with the others to get the overall situation. Your answers remain confidential to me.

Thank you for your co-operation.

John Pryde

RESEARCH REPORT

158. **The Optimal Location of Egg Production in New Zealand**, A.C. Beck, J.P. Rathbun, C.D. Abbott, 1984.
159. **The Economics of Irrigation Development of the Amuri Plains Irrigation Scheme**, Glen Greer, 1984.
160. **An Economic Survey of New Zealand Wheatgrowers: Enterprise Analysis, Survey No. 8, 1983-84**, R.D. Lough, P.J. McCartin, 1984.
161. **An Economic Survey of New Zealand Wheatgrowers: Financial Analysis, 1982-83**, R.D. Lough, P.J. McCartin, 1984.
162. **Farmland Pricing in an Inflationary Economy with Implications for Public Policy**, K.L. Leathers, J.D. Gough, 1984.
163. **An Analysis of Production, Consumption and Borrowing Behaviour in the North Island Hill Country Pastoral Sector**, A.C. Beck, J.B. Dent, 1984.
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