

A green tractor with a yellow harrow is working in a field. The tractor is moving from left to right, and the harrow is turning over the soil. The background shows a line of trees and a clear sky.

■ Intensificar para Nosotros

■ Suele Significar

■ Mas Vacas por Hectárea

A photograph of several cows in a grassy field, partially obscured by a wooden fence. The cows are of various colors, including black, white, and brown. The text is overlaid on the lower half of the image.

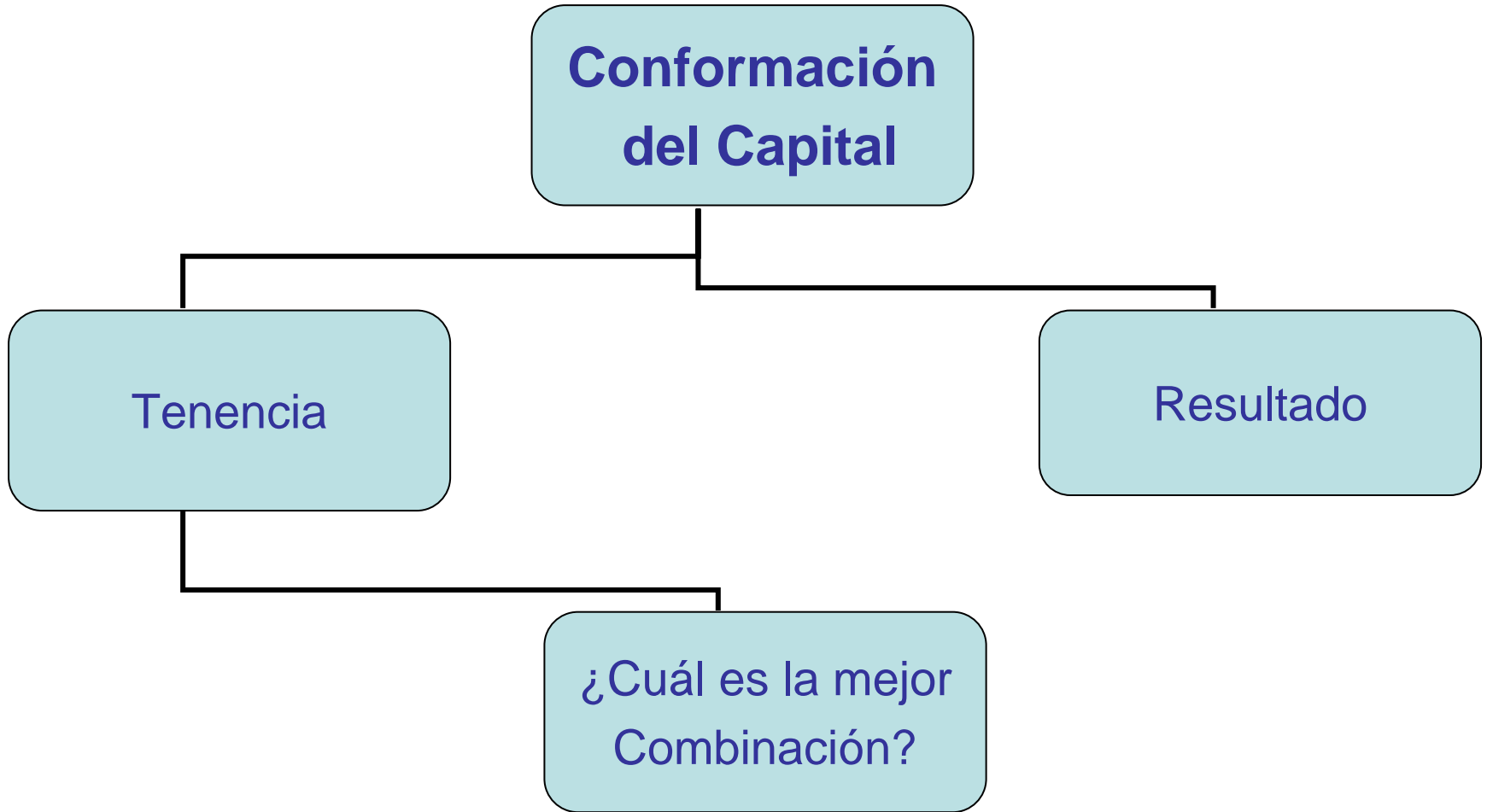
**¿Es independiente  
del nivel de  
suplementación?**

**Hace tiempo que hay  
bocas en el campo  
para comer todo el  
pasto que se produce  
y no necesariamente  
ocurre**

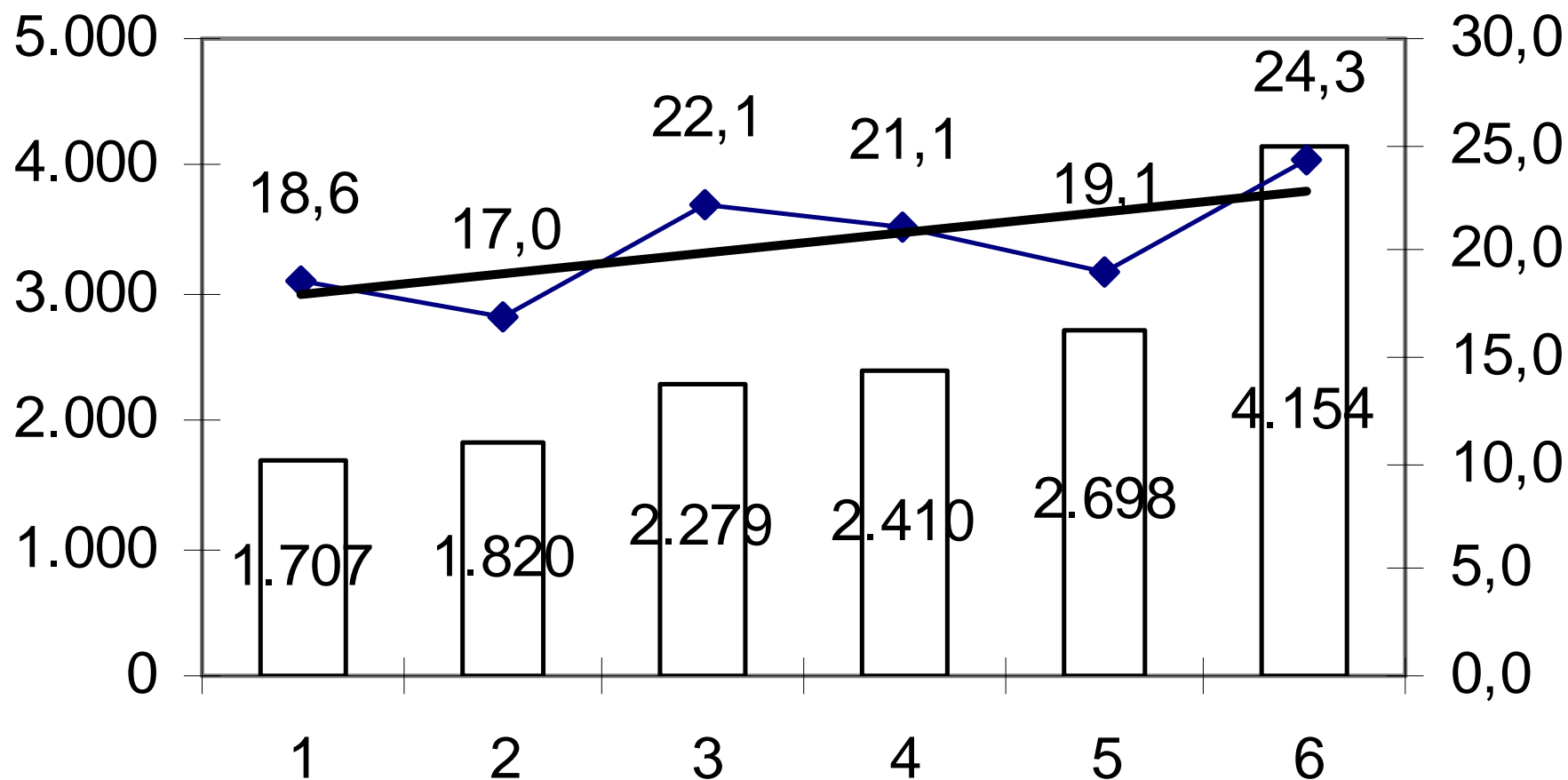
# ¿Cómo deciden los empresarios?

- Buscan producción individual y les sobra campo
- Buscan producir y aprovechar mejor el pasto y para esto aumentan la carga

# Preferencias

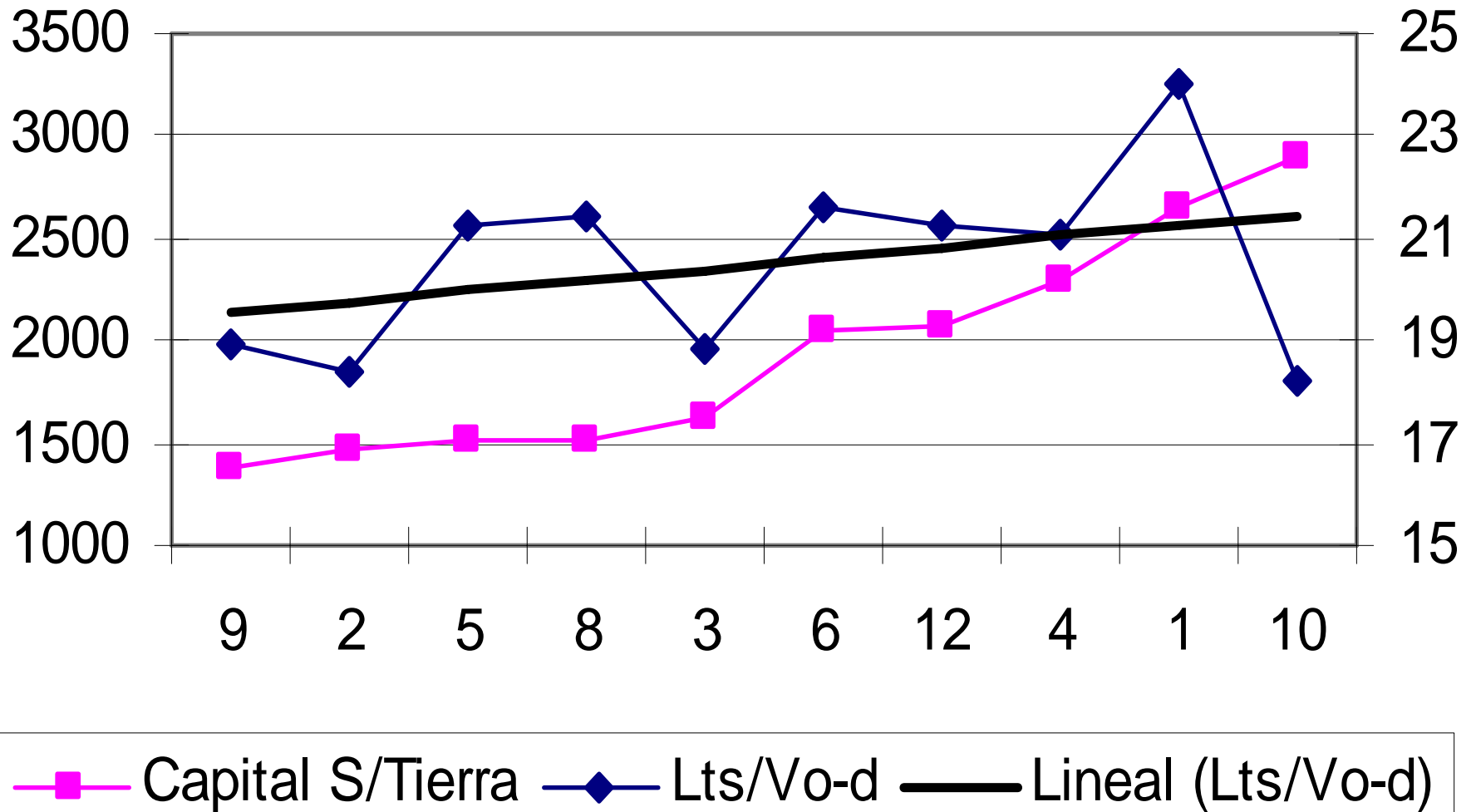


# Capital y Producción Por Vaca

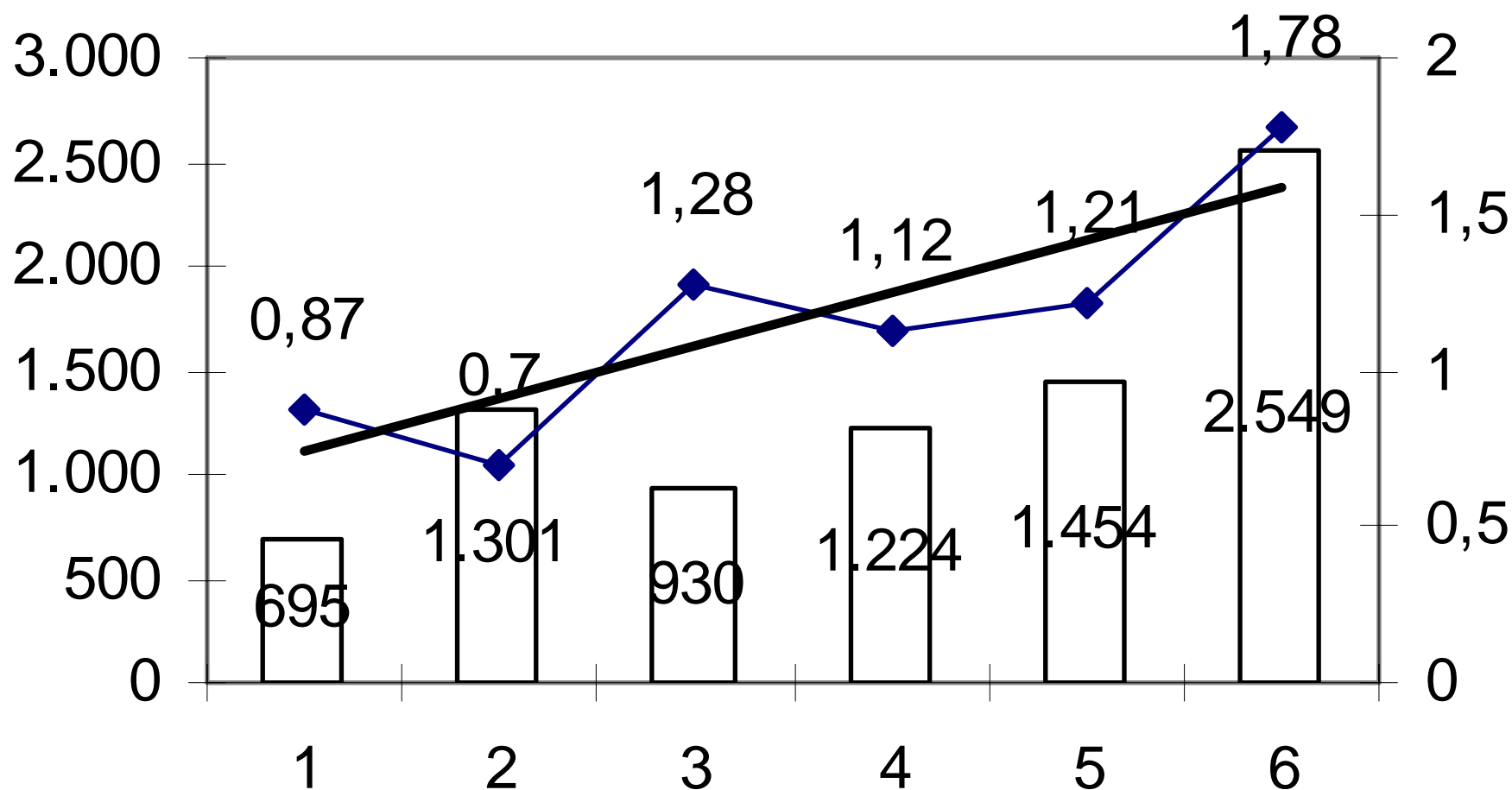


□ \$/ha    ◆ Lts/VO-d    — Lineal (Lts/VO-d)

# Relación entre Capital y PI



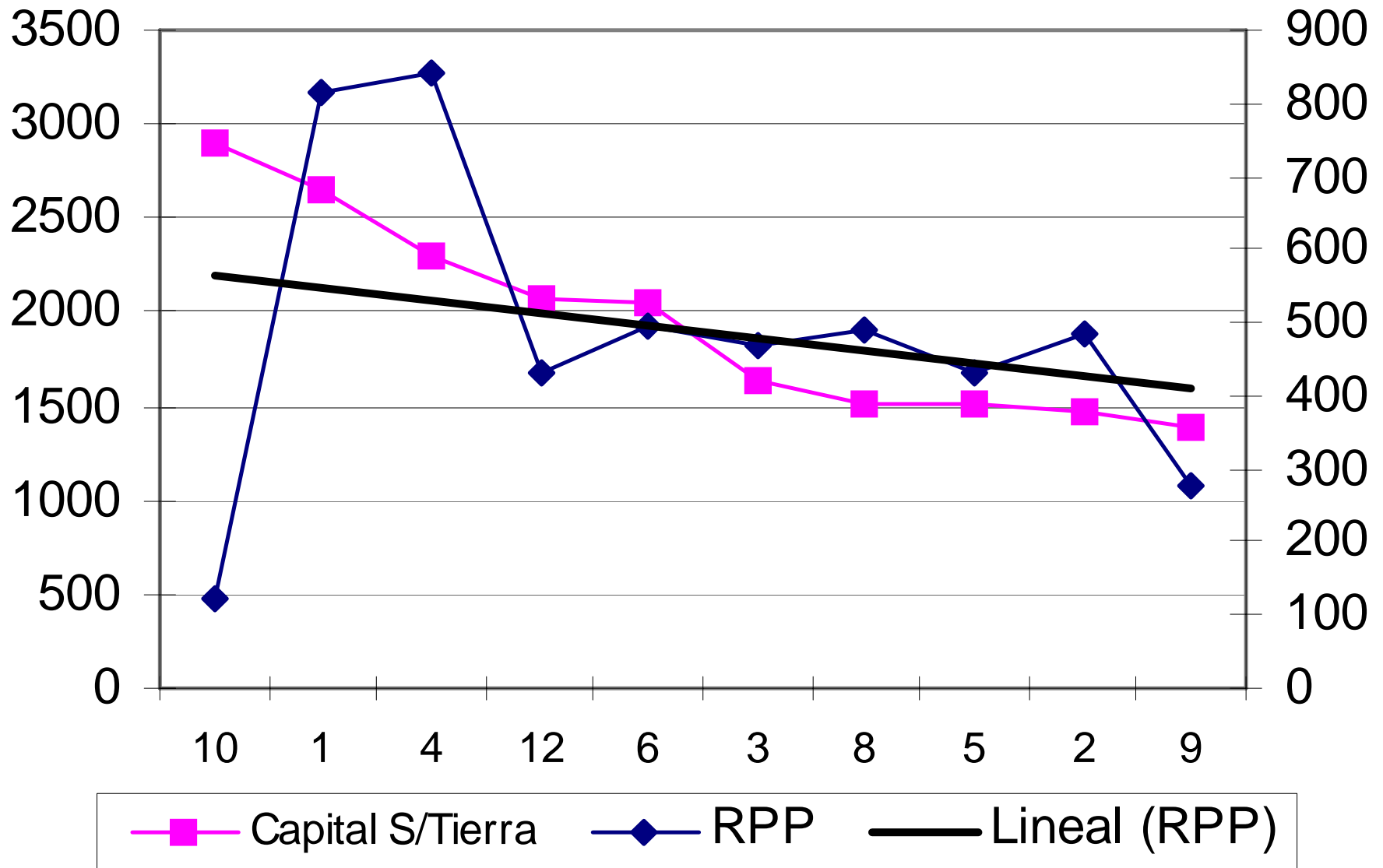
# Capital/ha S/hacienda y VT/ha



\$/ha s/hac 
 
◆
 VT/ha 
  Lineal (VT/ha)



# Relación entre Capital sin Tierra y Resultado



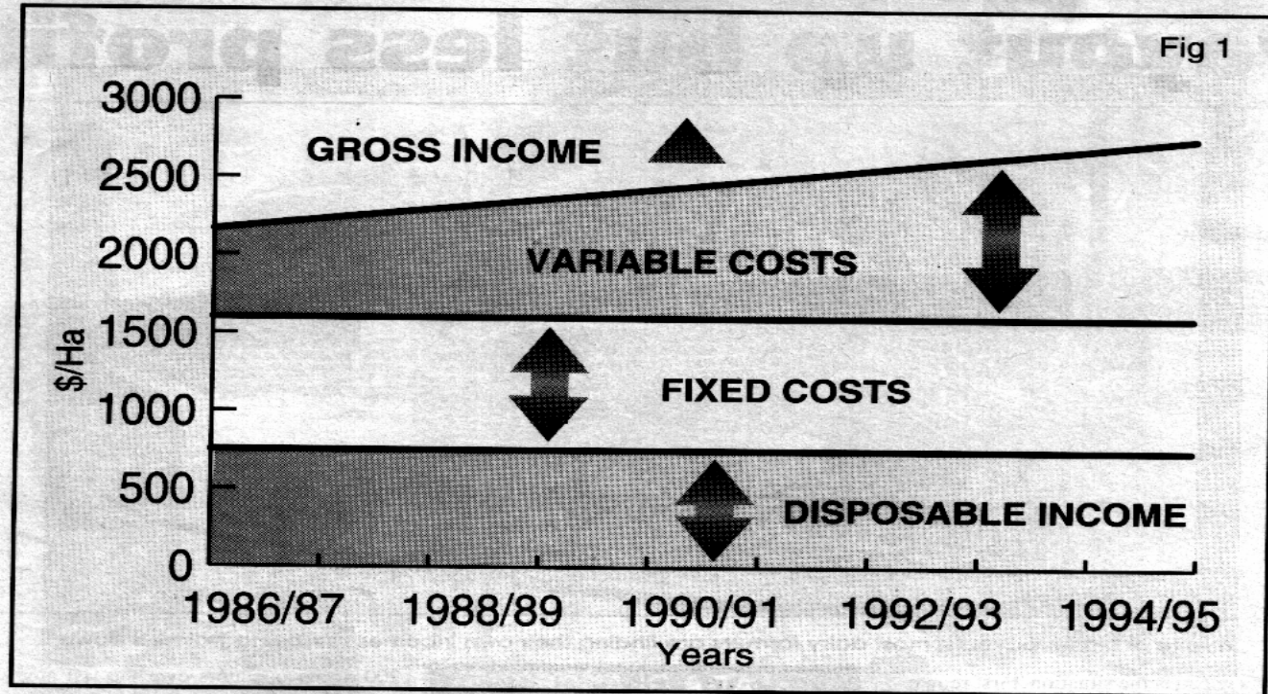


Figure 1: Family farm income & gross income trends per hectare, inflation adjusted to June 1995 \$

**From page 5**

you do nothing - you'll carry on working harder for no extra return. You could be better out of farming with your money in the bank or in a corner dairy! Have a good long think about this.

And note that bank managers are generally more willing to lend on a corner dairy than on a dairy farm! Maybe that shows their faith in our industry?

**Positive thinking**

So let's stop all this moaning and groaning and get on with the

for anyone who moans - these negative miseries spread their infection which can easily swamp positive thoughts.

There are two great stages of life. The first is the "why not" stage, and the second is the "why bother" stage. They change over at age 42! But don't worry, positive thinking can extend the change over age to 99!

The solution to anyone moaning is to tell them to convert back to sheep and beef! Or tell them to go and buy the corner

business you're in. In our first book we hammered the message that you're not in the "cow milking business" any more.

**Health food business**

You're in the "health food business" and it's international with your products going to over 100 countries of the world. Just think of all the different people who will eat what you've harvested from your farm this morning. It's something to be very proud of. Be proud of your product - tell everyone you meet! Be positive!

real money and not funn money! It's maybe sti described as a "traditional industry but technology ha wiped out any tradition lef Remember products that will b sold in the year 2000 have n been invented yet!

Never forget how fortunate w are to be farming in Nev Zealand where there's so muc opportunity and so much chal lenge. Read any European o American farming paper an you'll very soon get bored wit their continual moaning abou

# Ingreso Gasto Resultado Pesos totales de Convetibilidad

