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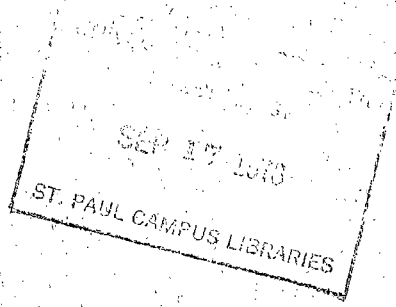
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**MARKETING LIVESTOCK IN
FARIBAULT COUNTY, MINNESOTA**

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INTRODUCTION

In response to the expressed needs of livestock producers in Faribault County, voiced by representative breeders and feeders at the long-time extension program planning meeting held in April, 1940, a study of the movements of hogs, cattle and sheep was instituted in July. This study was made by C. G. Gaylord, County Agricultural Agent, and E. T. Baughman, Assistant Marketing Specialist of the Agricultural Extension Division. These workers first conferred with the local farmers' marketing committee as to the policies and possible procedure. The general plan was then analyzed by a joint committee of representatives of the State College Research Staff and Extension Division before proceeding.

PLAN OF PROCEDURE

The logical procedure in this project appeared to be:

1. To secure a cross-section picture of, and farmers' reactions to, present marketing methods.
2. To gather information on recent changes in livestock marketing methods in the county and determine the reasons for such changes.
3. To analyze the operations of existing livestock marketing agencies with the objective of determining their shortcomings and possibilities of overcoming the same.
4. To present the data obtained in connection with this study at numerous local discussion meetings within the county, so that livestock producers may acquaint themselves with the existing situation, and thus be in a position to suggest improvements in the event they find this to be desirable.

PRESENT LIVESTOCK OUTLETS IN THE COUNTY

In Faribault County are located eight cooperative shipping associations, three packer buyers, and some sixteen independent buyers, who rely on livestock buying as a livelihood. Their location is indicated in Figure 1. Most livestock reaches its final destination at six major points, Albert Lea, Austin, South St. Paul, Mankato, Mason City and Chicago.

COOPERATIVE SHIPPING ASSOCIATIONS

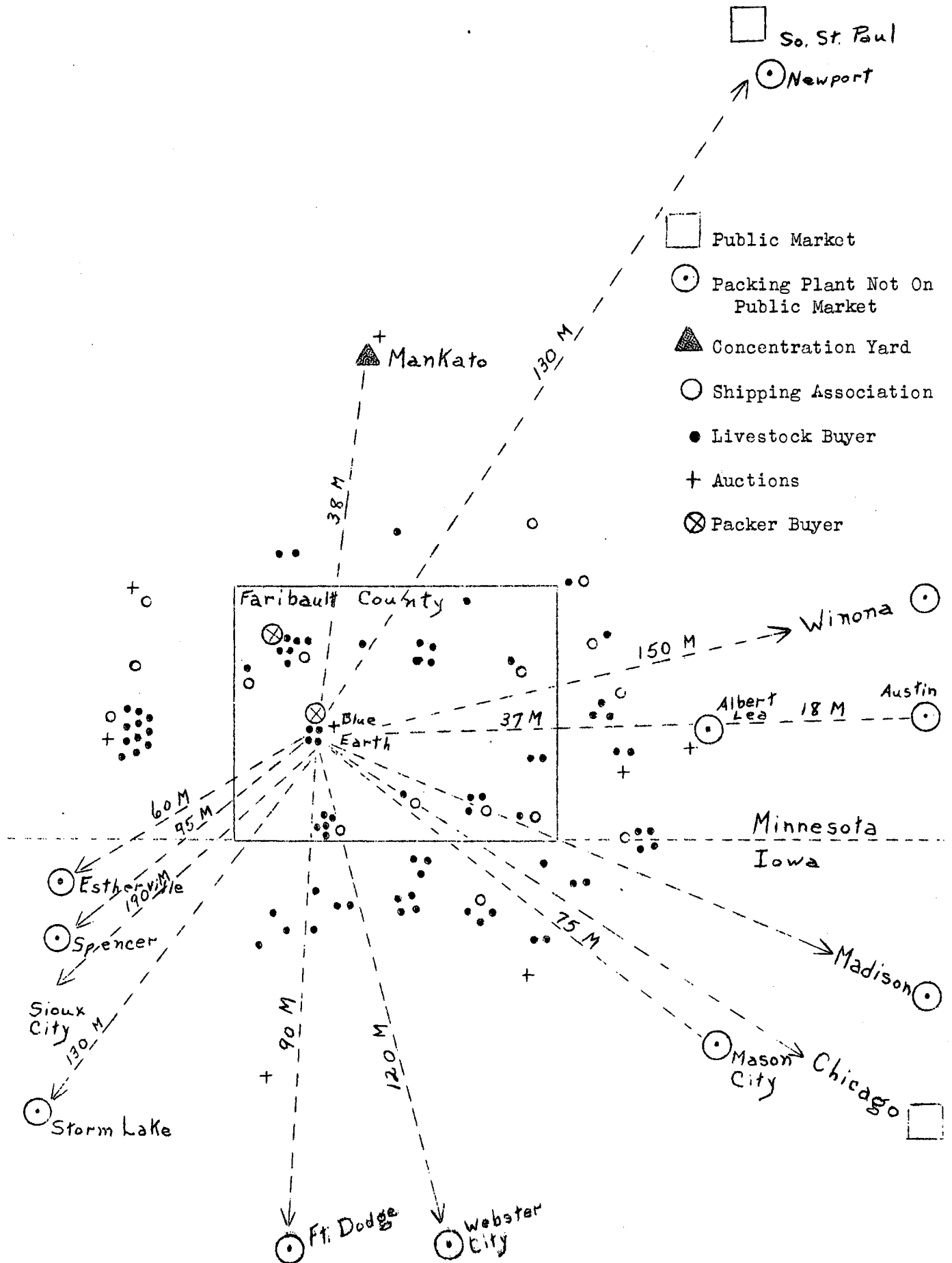
There are eight shipping associations in the county, seven of which are active at the present time. Four of the active associations are organized and operating on a cooperative shipping basis. Two of these own trucks which are operated in connection with Farmers' Elevators, having the same board of directors and managers, but keeping separate records of the business transactions. In the other the manager owns a truck and makes his home the headquarters of the association. These three organizations move all livestock to market by truck. The fourth true shipping association is operated independently and moves all livestock to market by rail shipments. ⁽¹⁾

The three remaining active associations combine buying with shipping. One is operated as an elevator sideline and all the hogs and part of the cattle and sheep handled are bought by the elevator. Most of the livestock is shipped direct to packers by rail. The other two associations are legally cooperatives but the managers

(1) In 1940 this association started trucking most of the livestock it handles.

Figure 1

LIVESTOCK MARKETS AND MARKETING AGENCIES AVAILABLE TO FARIBAULT COUNTY FARMERS



buy livestock in their own names as well as ship in the association name. In one of these the manager buys in his own name about 95% of the hogs handled and part of the cattle and sheep. This manager owns trucks and all livestock moves to market in trucks. Austin, Albert Lea and Mankato are the chief markets used. In the other association the manager must ship through the association any livestock he purchases in his own name. Only a small percentage is purchased, - most of it being consigned to the association for sale. All livestock is shipped by rail and most of it is sold "on-track" to packer buyers before being loaded out of local yards. In short, the real extent of cooperative shipping is actually less than the apparent in that some of these associations are, in effect, merely other buying arrangements.

The inactive association owns a yard and scale which is rented to a packer buyer. No livestock is being sold through the association at present (1940).

Managers of associations indicated they are frequently called on for market information. Four managers said they use the telephone at times to secure market information but they all depend on the radio for most of it.

All associations are selling the greater percentage of the livestock handled direct to packers with some shipments going to public markets.⁽¹⁾

LOCAL BUYERS

Sixteen well-known local buyers in Faribault County are an important outlet for livestock. They are not connected with any particular market insofar as is generally known, and follow a variety of practices in the buying and merchandizing of livestock. Actually, 37 bonded livestock buyers are located in the county⁽²⁾ but some of these buy no slaughter stock, some work for other buyers, and some handle a very small volume. It is estimated that the sixteen well-known dealers mentioned above handled about 90% of the livestock sold to local independent buyers.

PACKER BUYERS

The two packer buyers located in the county buy livestock for a certain packer and have established buying points at which livestock is delivered and assembled for shipment. Livestock is purchased in the packer's name and paid for at time of delivery. This type of outlet appears to be increasing in importance.

SOURCE OF DATA

Data on market outlets used during 1938 and 1939, and farmers' evaluation of the same were secured through a mail questionnaire sent to each farm operator in the county. Numbers of hogs, cattle, and sheep sold and market outlets used to dispose of them were reported. From a total of 2,459 farmers, 350 usable questionnaires were returned to the county extension office. This represents returns from 14.6% of the farmers in Faribault County and is believed to give an accurate cross-section picture of markets used in 1938 and 1939. The distribution of questionnaires returned is shown by townships in Figure 2.

Sixteen private livestock dealers as well as eight shipping associations cooperated by furnishing data on the volume of livestock handled in 1938 and 1939 together with the markets used in disposing of it.

Data were available in the County Corn Hog files for 1934 on the markets used by Faribault County farmers to dispose of hogs raised from 1932 and 1933 litters. This

(1) See Tables 2 and 5.

(2) These consist of thirty independent buyers, five shipping association managers, and two packer buyers.

Figure 2

FARIBAULT COUNTY

NUMBER OF USABLE QUESTIONNAIRES RECEIVED FROM FARMERS IN EACH TOWNSHIP

350 Total

Winnebago	Delavan	Lura	Minnesota Lake	Dunbar
23	20	18	10	18
Verona	Prescott	Barber	Walnut Lake	Clark
22	9	11	22	15
Jo Daviess	Blue Earth	Emerald	Brush Creek	Foster
14	20	18	13	21
Pilot Grove	Elmore	Rome	Seely	Kiester
15	20	15	25	21

information was tabulated and covered 2052, or 83.4% of all farms in the county. In addition to these sources of information, many personal contacts were made with farmers who came into the County Extension Office with their questionnaires. Discussion meetings were held in two townships to secure farmers' personal opinions and reactions to livestock marketing problems. More discussion meetings are to follow publication of this report.

FARMERS' EVALUATION OF AND SUGGESTED CHANGES IN PRESENT METHODS OF MARKETING LIVESTOCK

"Are you satisfied with the present system of marketing livestock?" From 350 questionnaires which were filled out and returned, 226 answered the above question. One hundred sixteen (35.5%) reported they were satisfied with present methods while 210 (64.5%) indicated they were dissatisfied with methods now used.

"Would uniform grade standards in all markets help?" A total 267 responded to this question. While 39 (14.6%) replied in the negative, 228 (85.4%) thought uniform grade standards would be an improvement. On the face of this response it would appear that farmers are not satisfied with the wide variety of grades used in the various markets at present. This question, however, was followed by "What would uniform grade standards accomplish?" Replies to this indicated that not all of the people replying to the question on uniform grade standards interpreted it correctly. About 35% of those answering "yes" indicated they were thinking in terms of uniform or pegged prices rather than in terms of uniform grade standards. This leaves 149 valid affirmative replies compared to 39 negative and gives us a more authentic figure of 79.2% of the total favoring uniform grade standards on all markets and 20.8% feeling it would not help. The response to this question as well as to the question "How could present livestock markets be improved?" indicates farmers are dissatisfied and confused by present grading practices in which grade standards vary between markets and within the same market from time to time.

SOURCE OF MARKET INFORMATION

The great majority of farmers today receive market information over the radio. Out of 350 replies, 304 receive market information from this source, 164 through daily papers, 36 from weekly papers, 196 from local buyers and shippers, and 71 over the telephone. Out of these, 177 indicated they relied most on the radio, 21 relied most on the daily papers, 1 on the weekly paper, 68 on local buyers and shippers, and 6 relied most on their telephone for market information. This shows the important role played by the radio in the dissemination of market news. It also brings out the fact that over 19% of Faribault County farmers depend on the local buyers of livestock for market information. A question may be raised in this connection as to whether or not local buyers are the most satisfactory source of market information on livestock they hope to purchase themselves.

"Is market information as it is reported at present adequate?" Out of 260 answers to this question, 189 (72.7%) were affirmative and 71 (27.3%) were negative. One hundred seventeen farmers said it was difficult to get price quotations from all available outlets on the morning they wished to sell while 181 indicated this gave them no trouble.

To get more definite information on the adequacy of present market information farmers were asked: "Can you effectively grade your livestock in terms of present quotations received from various markets?" For hogs, 310 replied of which 191 (61.6%) felt they could do an effective job of grading and 119 (38.4%) said they could not. From 246 replies on cattle, 72 (29.2%) thought they could do an effective job of grading while 174 (70.8%) could not. Forty-two (35%) of the 120 replies on sheep indicated they could do an effective job of grading while 78 (65%) did not feel capable

to grade sheep in terms of present market quotations. Thus, it appears that even though farmers know that certain grades of livestock were selling to best advantage on different markets, they would not, for the most part, be in a position to grade their animals and place different grades on different markets.

It was indicated at two discussion meetings held in the county that most farmers are not aware of the great variations in spread from time to time between prices paid for the same grades of livestock at different markets and different grades in different markets.

Forty-eight farmers responded to the question "How could present market information be improved?" Of these replies 22 indicated that the present grading system was a confusing element in market information. Ten said uniform grade standards at all markets would be an improvement. Twelve said they needed more detailed information - prices paid for each grade, the numbers sold at these prices, etc. Another 21 criticized the time market information was broadcast. Three farmers said they thought packers know the prices they would pay the following morning and quotations of these prices would enable them to move their livestock into the market for which the quotation was made. One reported there were too many market reports now and one said a local man might be hired to secure reports from all available markets each morning and local farmers could contact him by telephone for market information.

The value of present market news appears to be materially reduced because of variations in grade standards between markets and within the same market from time to time.

In an effort to determine what factors farmers considered most important in choosing the outlet used for livestock in 1938 and 1939, they were asked to indicate the factors which influenced their choice of market. The factors listed and the number of times each was checked are as follows:

More satisfactory grading.	101
Quoted highest price	108
Most convenient outlet	82
Prefer to sell direct to packer.	60
Prefer to sell on public market.	56
Prefer to market through cooperative shipping association.	112
Prefer to sell to local truckers	26
Prefer to sell at auction.	10
Other.	2

The price quoted, grading practices, and convenience are all important considerations in the choice of markets. So far as the type of selling agency preferred, the cooperative shipping association ranked first and was followed by direct to packer sales, selling on public market, selling to local buyers, and selling at auctions, in the order named.

Out of 274 replies, 72% thought they sold their livestock in 1938 and 1939 for the highest price obtainable in the various markets at the time of the sale; and 28% felt they could have increased returns if they had more adequate information on prices and grades in other markets at the time they sold.

A further indication of what farmers think of present livestock marketing methods is gained from suggested improvements offered by them. One hundred fifty-seven farmers suggested changes in the present "setup" which they think would improve livestock markets; 57 cited grading as a place where improvements could be made; 30 of these called attention to uniform grade standards as an improvement; 21 said there

are too many grades of hogs; 6 think buying on the basis of carcass weights and grades would be the most satisfactory method; 40 stated that elimination of direct to packer sales and moving all livestock through public markets would be an improvement. Thirty-four farmers suggested various methods of price pegging as a means of improving livestock markets while eight consider controlled production and five think increased consumption of meats holds promise. Eleven others consider such things as federal regulation of packers, farmer ownership of packing houses, changes in labor laws, and smaller spread between live weight and butcher shop prices offer possibilities for improving markets. This indicates that existing grading practices and radical fluctuations in prices are the two livestock marketing problems foremost in the minds of Faribault County farmers.

MARKET OUTLETS USED FOR DISPOSAL OF FARIBAULT COUNTY HOGS
FROM THE 1932 AND 1933 HOG CROPS AS COMPARED TO 1938 AND 1939 MARKETINGS

It will be well to consider the data for 1932 and 1933 in comparison with that for 1938 and 1939 to see what changes have taken place in the six-year interval as well as the absolute percentages of hogs marketed through the different outlets.

Table 1. Percentages of Hogs Marketed Through Various Channels by Faribault County Farmers⁽¹⁾

	<u>1932 and 1933</u>		<u>1938 and 1939</u>	
	<u>No. of Head Reported</u>	<u>Per Cent of Total</u>	<u>No. of Head Reported</u>	<u>Per Cent of Total</u>
Local buyers	147,055	68.2	13,026	32.7
Direct to packers	13,798	6.4	14,516	36.2
Cooperative shipping associations	41,653	19.3	9,852	24.6
Public markets	4,983	2.3	2,073	5.1
Local farmers	<u>8,177</u>	<u>3.8</u>	<u>525</u>	<u>1.4</u>
Total	215,666	100.0	40,012	100.0

The above data indicate that sales to local buyers, direct to packers, and through the local cooperative shipping associations are the three most important outlets used by Faribault County hog producers. Direct to packer sales by farmers increased from 6.3% in 1932 and 1933 to 36.2% of total hog sales in 1938 and 1939. This increase was made largely at the expense of local buyers who suffered a loss in percentage of hog crop handled from 68.2% in 1932 and 1933 to 32.7% of total hog sales in 1938 and 1939. Direct to packer sales as listed here include purchases made at local points by packer buyers (who buy in the packer's name) as well as direct shipments to packers by farmers. This indicates a definite shift in selling practices of farmers and in buying practices of interior packers, with more emphasis being placed on the direct sale of hogs to packer buyers. A tendency for a smaller proportion of the hogs to move through the hands of local independent buyers is apparent. Since the data for these two periods is from different sources, too much emphasis should not be placed on absolute percentage comparisons. Statements made by several local buyers substantiate the changes mentioned above. Direct to packer sales of hogs in 1938 and 1939 were distributed between markets as follows: 20.1% to packer buyers at Albert Lea, 13.2% at Austin, 1.6% at Mankato, and 1.3% at Mason City.

Another very interesting change is the increased proportion handled by shipping associations in 1938 and 1939 over 1932 and 1933. The percentage of hogs handled by cooperative shipping associations increased from 19.4% to 24.6% during this interval.

(1) Data for 1932 and 1933 includes 2,052 farms, for 1938 and 1939 data on 350 farms was available - see pages 2 and 3 for details.

This increase has come with obvious changes in practices followed by cooperative shipping associations. While most shipping associations have until recently been forwarding agencies for small lots of livestock, several are now buying livestock for cash at the time it is delivered by the farmers.

Although shipments to public markets have increased slightly during the period in question, farmers' shipments to Chicago showed a decline from .93% to .5%. The actual decline is probably more pronounced than the figures indicate since some shipping associations which formerly shipped to Chicago are trucking a larger proportion of the livestock now handled and much of this goes direct to packers. The figures presented here do not show how important this change is. Shipments to the South St. Paul public market increased from 1.37% to 4.6% during the six years intervening between 1932 and 1933, and 1938 and 1939. Thus a relatively small proportion of the hogs marketed by Faribault County farmers moves directly to public markets.

In personal interviews with farmers, the statement is very frequently made that local buyers received 10¢ per cwt. more for the same grade of livestock delivered to interior packing plants than farmers. Local buyers have frequently made the same statement to farmers and used it as an argument for handling the farmers' hogs. Whether or not such a practice is actually followed by interior packers is not definitely known, but is very generally accepted by farmers who feel that this is an unfair discrimination against livestock delivered by them. Several local dealers have stated that it is becoming increasingly difficult to secure preferential treatment from the packers. Information as to whether or not such a practice is followed and, if so the reasons for it, would prove helpful.

Local independent livestock dealers and cooperative shipping associations in Faribault County handled over 87% of the hogs sold by farmers. Market outlets used by these agencies are indicated in Table 2.

Table 2. Percentages of Hogs Handled by Local Dealers and Shipping Associations Sold on Various Markets, Faribault County, 1938 and 1939.

	Direct to Packers					Public Markets			Local Farmers	
	Albert Lea	Austin	Mason City	Man- kato	Other	South St. Paul	Chicago	Total		
	per cent									
HOGS										
Local dealers	66.61	26.25	---	---	3.44	96.30	1.55	0.81	2.36	1.34
Shipping assns.	29.73	40.13	2.56	20.84	4.44	97.70	2.27	---	2.27	0.03

Thus the independent local livestock dealers sold 96.30% of the hogs they handled direct to packers and 2.36% on public markets. The cooperative shipping associations sold direct to packers 97.70% of the slaughter hogs handled by them and 2.27% on public markets. Bringing together the sales of hogs by farmers with those sold by the local independent dealers and cooperative shipping associations, we find that 91.73% of all hogs sold by Faribault County farmers reached packers without going through a public market, 6.42% were sold through public markets, and 1.85% were sold to farmers (Table 3).

It is of interest to note here that farmers sold 5.1% of their hogs on public markets while local dealers and shipping associations both disposed of less than 2.5% of the hogs they handled through this outlet. Are such farmers receiving a higher net return for their hogs, or are they unable to keep in touch with other outlets as well as the shipping associations and local dealers?

Table 3. Percentages of Hogs Sold by Faribault County Farmers which Reached Specified Outlets, 1938 and 1939

	Direct to Packers						Public Markets			Local Farmers
	Albert Lea		Mason City		Mankato	Other	Total	South St. Paul	Chicago	Total
Hogs	49.19	31.66	1.93	6.73	2.22	91.73	5.66	0.76	6.42	1.85

MARKET CHANNELS USED FOR CATTLE AND SHEEP IN 1938 AND 1939

Data on sales of cattle and sheep are not available for 1932 and 1933 so a comparison of market outlets used at that time cannot be made with outlets used in 1938 and 1939. From the 350 questionnaires giving data on sales of livestock in 1938 and 1939, 252 farmers reported sales of cattle and 62 reported sales of sheep.

Table 4. Percentages of Cattle and Sheep Marketed Through Different Channels, by Faribault County Farmers, 1938 and 1939.

	Cattle		Sheep	
	Number	Per Cent of Total	Number	Per Cent of Total
Local buyers	1,687	20.9	657	11.7
Direct to packers	2,841	35.2	4,100	73.1
Cooperative shipping association	665	8.3	526	9.4
Terminal markets	2,537	31.4	246	4.5
Local farmers	<u>326</u>	<u>4.2</u>	<u>74</u>	<u>1.3</u>
	8,056	100.0	5,603	100.0

These figures indicate that direct to packer sales were the most important single outlet used for both cattle and sheep by Faribault County farmers in 1938 and 1939, over one-third of the cattle and nearly three-fourths of the sheep being sold direct to packers. The figure for sheep is influenced somewhat by the activities of a large feeder who sold all his lambs direct to interior packers. This sales constituted a considerable portion of the relatively small total number of sheep sold. Eliminating the figure for this one large feeder, however, there still were 62.5% of the sheep sold direct to packers.

The terminal markets, South St. Paul and Chicago, were the next most important outlet for cattle taking 31.4% of the total, while it was the fourth in importance for sheep taking 4.5% of all sheep. Local buyers were second in importance as an outlet for sheep taking 11.7% and ranked third as an outlet for cattle taking 20.9% of all cattle. Cooperative shipping associations handled 8.3% of the cattle and 9.4% of the sheep, while local farmers were an outlet for 4.2% of the cattle and 1.3% of the sheep sold by farmers.

The cattle sold direct to packers by Faribault County farmers in 1938 and 1939 were distributed to individual markets as follows: 19.60% to packer buyers at Albert Lea, 14.20% at Austin, and 1.40% at Mankato. For sheep the corresponding figures were 64.90% to Albert Lea, 7.50% to Austin, and 0.70% to Mankato.

Local independent livestock dealers and cooperative shipping associations handled over 29% of the cattle and 21% of the sheep. Markets used by these agencies appear in Table 5.

Table 5. Percentages of Cattle and Sheep Handled by Local Dealers and Shipping Associations, Sold on Various Markets, Faribault County, 1938 and 1939

	Direct to Packers				Public Markets			Local Farmers
	Albert	Austin	Mankato	Total	South	Chicago	Total	
	Lea				St. Paul			
				per cent				
CATTLE								
Ind. dealers	14.96	27.78	1.63	44.37	27.49	11.22	38.71	16.92
Ship. assns.	29.29	31.82	8.70	69.81	30.18	---	30.18	---
SHEEP								
Ind. dealers	85.32	11.42	2.38	99.12	---	---	---	0.88
Ship. assns.	23.76	41.22	---	64.98	35.02	---	35.02	---

This indicates that local independent dealers moved 44.37% of the cattle they handled direct to packers as compared with 69.81% for cooperative shipping associations. Local dealers sold 99.12% of the sheep purchased from farmers direct to packers while the shipping associations sold 64.98% in the same way. It is of interest to note that local dealers sold back to farmers nearly 17% of the cattle bought from farmers while shipping associations reported no sales to farmers. This means one of two things. Either shipping associations received only animals which were ready for slaughter or they moved cattle to market which could have been sold to local feeders and breeders. Observations at stockyards indicate large numbers of animals are moved some distance to markets and then moved back to farms for further feeding before being slaughtered. In an area such as Faribault County where there is a local demand for feeders, this may be a wasteful procedure which is costly to livestock producers.

Bringing together figures on sales by farmers with sales by local dealers and shipping associations, it is possible to get a picture of the proportion of cattle and sheep from the county that arrived at different markets.

Table 6. Percentages of Cattle and Sheep Sold by Faribault County Farmers which Reached Specified Outlets, 1938 and 1939.

	Direct to Packers				Public Markets			Local Farmers
	Albert	Austin	Mankato	Total	South	Chicago	Total	
	Lea				St. Paul			
CATTLE	25.16	22.65	2.46	50.27	34.24	7.75	41.99	7.74
SHEEP	77.11	12.72	0.98	90.81	7.09	0.70	7.79	1.40

In summary, direct to packer sales are the most important single outlet into which Faribault County livestock moves - either directly from sales by individual farmers or indirectly through the hands of a local livestock marketing agency. With 91.73% of the hogs, 50.27% of the cattle, and 90.8% of the sheep reaching packers through direct to packer sales by farmers and local marketing agencies, a question relative to the bargaining strength of individual farmers as well as local farmers' shipping associations as operated at present, may be raised. Are farmers in a position where they can bargain with the packer buyer for the highest possible price? If not, should they be? If so, how can they place themselves in a more favorable selling position? Would a local livestock selling agency which assembled livestock,

gathered market information from all available outlets, graded the livestock according to market demands, and sold each grade to the highest bidder he of worthwhile service to farmers?

CHANNELS THROUGH WHICH FARIBAULT COUNTY FARMERS
PURCHASED FEEDER LIVESTOCK IN 1938 AND 1939

It is of interest also to note the agencies through which farmers secure feeder livestock. The questionnaire sent to farmers in Faribault County asked that they list purchases of feeder cattle, sheep and pigs by agencies through which they were secured.

Table 7. Purchases of Feeder Cattle, Pigs, and Sheep by Sources,
350 Faribault County Farmers, 1938 and 1939.

	Cattle		Pigs		Sheep	
	No. Head Reported	Per Cent of Total	No. Head Reported	Per Cent of Total	No. Head Reported	Per Cent of Total
Local dealers	1,724	35.5	1,007	56.4	2,757	47.6
Farmers	524	10.7	351	19.6	---	---
Terminal Comm. Co.	1,099	22.5	122	6.8	1,285	22.3
Range producer	783	16.0	---	---	1,745	30.1
Auction	<u>744</u>	<u>15.3</u>	<u>305</u>	<u>17.2</u>	<u>10</u>	<u>---</u>
Total	4,874	100.00	1,785	100.00	5,797	100.00

Local livestock dealers are the most important single agency through which Faribault County farmers purchase feeder livestock. Approximately one-third of the feeder cattle and one-half of the feeder pigs and feeder sheep were purchased from local dealers. Local dealers reported buying 3.24% of the feeder cattle they handled from terminal commission companies. Combined with the purchases of feeder cattle from this source by farmers, it is indicated that 23.72% of all purchased feeder cattle came from public markets while 76.28% moved direct. Local dealers reported no purchases of pigs or sheep from public markets. Farmers purchased 6.8% of their feeder pigs from public markets and 93.2% direct; 22.3% of the feeder sheep were purchased on public markets and 77.7% direct.

In summary, direct to packer sales accounted for 91.73% of the hogs, 50.27% of the cattle and 90.81% of the sheep. Direct purchases of feeder livestock (feeders not sold on a public market) accounted for 93.2% of the feeder pigs, 76.28% of the feeder cattle, and 77.7% of the feeder sheep. A question of considerable importance to livestock breeders and feeders naturally arises from such facts. Are present methods of handling these direct sales and purchases of livestock serving the farmers adequately? If not, can Faribault County farmers develop a buying and selling agency which will serve their interests to better advantage?

SUMMARY

1. Farmers in Faribault County have a wide variety of livestock markets and livestock marketing agencies at their disposal.
2. The majority of farmers are dissatisfied and very much confused with present grading practices and believe uniform grade standards in all markets would be an improvement.
3. The radio is the most important source of market information at the present time although about 20% of the farmers depend mostly on local buyers and shippers for information. About 40% of the farmers indicate it is difficult to get information from all available outlets on the morning they wish to sell.

4. Approximately 60% of the farmers feel they can effectively grade hogs in terms of present market quotations while only 30% can grade cattle and 35% can grade sheep.
5. One-fourth of the farmers felt they could have placed their livestock on a market paying more net money on the date of sale if they had more adequate information on prices and grading practices.
6. The proportion of hogs farmers sold to local independent buyers decreased from 68.2% in 1932 and 1933 to 32.7% in 1938 and 1939 while the proportion sold direct to packers increased from 6% to 36% during the same period. The proportion sold to local independent buyers and packer buyers combined declined from 74.5% to 68.9%.
7. The seven active cooperative shipping associations in the county handled 24.6% of the hogs sold in 1938 and 1939 compared to 19.4% handled by 10 active associations in 1932 and 1933.
8. Over 90% of the hogs and sheep and 50% of the cattle sold by Faribault County farmers in 1938 and 1939 reached packers without going through public markets.
9. In 1938 and 1939 Faribault County farmers purchased 56% of their feeder pigs, 47% of the feeder sheep and 36% of the feeder cattle from local livestock dealers. Of all purchased feeders 23.72% of the cattle, 22.3% of the sheep, and 6.8% of the pigs moved through public markets while 76.28% of the cattle, 77.7% of the sheep, and 93.2% of the pigs were purchased direct (not through public markets).

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