

<p>FORM 74-A71 (9-20-77)</p> <p>U.S. DEPARTMENT OF COMMERCE BUREAU OF THE CENSUS</p> <p><b>PRODUCER QUESTIONNAIRE ON CONTRACTS OR BINDING AGREEMENTS FOR FATTENED CATTLE</b></p>	<p><b>NOTICE</b> - Response to this inquiry is required by law (title 13, U.S. Code). By the same law YOUR REPORT TO THE CENSUS BUREAU IS CONFIDENTIAL. It may be seen only by sworn Census employees and may be used only for statistical purposes. Your report CANNOT be used for purposes of taxation, investigation, or regulation. The law also provides that copies retained in your files are immune from legal process.</p>				
<p style="text-align: center;">71</p>	<p style="text-align: center;">Complete this report and RETURN TO</p> <p style="text-align: center;">▼</p> <p style="text-align: center;"><b>BUREAU OF THE CENSUS</b> 1201 East Tenth Street Jeffersonville, Indiana 47132</p>				
<p>(Please correct any error in name and address including ZIP code)</p>	<p style="text-align: center;"><b>CENSUS USE ONLY</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 25%; text-align: center;">011</td> <td style="width: 25%; text-align: center;">012</td> <td style="width: 25%; text-align: center;">013</td> <td style="width: 25%; text-align: center;">014</td> </tr> </table>	011	012	013	014
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**FROM THE DIRECTOR  
BUREAU OF THE CENSUS**

We need your help in completing this report on contracts and agreements which are used for the production and marketing of selected agricultural products. In order to minimize the reporting burden on the Nation's farmers, this request is being mailed to only a sample of the farming operations which were included in the 1974 Census of Agriculture. Since your operation is among the sample selected to represent all contractual arrangements, your response is very important to the successful completion of the survey.

Specialized information is needed about the extent and use of production and marketing contracts in our Nation's agriculture. At present, little is known about the characteristics and types of arrangements and the effect they have on individual farming activities and marketing.

Please complete this report form for any contract or agreement you had in 1977. Most questions on the report can be answered readily by marking a "Yes" or "No," making an "X" in an appropriate box, or reporting estimates and percentages where actual figures are not readily available. We ask that you reply within 7 days; a preaddressed envelope is provided for your convenience.

The Contract Survey is part of the 1974 Census of Agriculture program which is required by title 13, United States Code, and is being taken in cooperation with the Economic Research Service of the U.S. Department of Agriculture which will use statistical totals in its work. Accordingly, under provisions of this title, your individual response is required by law and must be kept confidential, and will be seen only by sworn Census employees.

Your cooperation in helping us to complete the survey economically and quickly is most appreciated.

Sincerely,

  
MANUEL D. PLOTKIN

Enclosure

**Section I** 015

1. In 1977 did you have any **CONTRACT** or **BINDING AGREEMENT** to produce or market any **FATTENED CATTLE** on this farm or ranch?

Include only oral or written agreements made more than 30 days prior to delivery. Do not include Futures contracts traded through organized commodity exchanges.

1  Yes - Answer item 2  
 2  No - Please complete sections X and XI and return this form to the Bureau of the Census

2. Mark (X) the box that most closely describes your fattened cattle operation. 016

1  Commercial feedlot - Please complete section XI only  
 2  Farmer/rancher } Please complete this report form. See NOTE above section II before continuing.  
 3  Other - Specify X

**NOTE: If you had fattened cattle contracts with more than one contractor in 1977, direct your responses to the contract that represents the LARGEST QUANTITY of your production.**

**Section II - TIMING OF CONTRACT AGREEMENT**

Mark (X) the box which best applies for questions 1 through 5 below.

Mark (X) only ONE box for each question

	Before production started	During production period	At delivery or within one week	After the product was marketed	Not applicable
Code	1	2	3	4	5
1. When was contract agreed upon or validated? . . . . . 020	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	(NA)	(NA)
2. When was price of product or payment agreed upon? . . . 021	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	(NA)
3. When was part cash payment received? . . . . . 022	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. When is final cash payment received? . . . . . 023	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	(NA)
5. When did contractor assume ownership of product? . . . 024	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	(NA)

**Section III - TERMS OF CONTRACT**

Listed below (items 1-12) are various items which are involved in production and marketing of fattened cattle.

Mark (X) the appropriate columns for questions A and B

Code	A. Determined by? Mark (X) only ONE box for each item.				B. Were items 1-12 specified in contract?	
	Contractor only	You, the producer	You and contractor jointly	A producer organization	Yes	No
1. Number produced . . . . . 031	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Date placed on feed . . . . . 032	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Breed or type to be fed . . . . . 033	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Amount of feed to be used . . . . . 034	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. Analysis of feed to be used . . . . . 035	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6. Special type of equipment to be used . . . . . 036	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7. Frequency and/or extent of disease, pest, and/or parasite control. . . . . 037	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8. Type of disease, pest, and/or parasite control to use . . 038	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9. Ending of feeding . . . . . 039	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10. Production practices other than disease, pest, and/or parasite control . . . . . 040	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
11. Price terms . . . . . 042	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
12. Other - Specify <u>X</u> . . . . . 043	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Section IV - WHO FURNISHES the PRODUCTION ITEMS listed below?**

Mark (X) the appropriate columns for questions A-D for each item

Code	A. Does item apply?		B. Does contract specify who furnishes item?		C. What percent of item is furnished by --		D. How did you pay for items furnished by the contractor?		
	Yes	No	Yes	No	You	Contractor	No charge	Open account	Cash on delivery
1. Feeder cattle . . . . . 051	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ %	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Feed . . . . . 052	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ %	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Chemicals for disease and pest control . . . . . 053	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ %	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Labor . . . . . 054	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ %	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. Transportation to market . . . . . 056	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ %	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6. Processing and/or packing . . . . . 057	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ %	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7. Technical assistance . . . . . 058	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ %	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8. Machinery and/or equipment . . . . . 059	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ %	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9. Other - Specify <u>X</u> . . . . . 061	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ %	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

E. Did the contractor provide any additional financial assistance (including cash advances) that was not related to the specific inputs listed above? 062

1  Yes - Specify kind \_\_\_\_\_  
 2  No

<b>Section V - PAYMENT DETERMINATION</b>	
1. How was the payment you received from the contractor determined? Mark (X) one box	071 <input type="checkbox"/> 1 Open market price at time of delivery <input type="checkbox"/> 2 From open market price at time contract was entered into <input type="checkbox"/> 3 From Futures market price <input type="checkbox"/> 4 From price negotiated by the contractor when he sells the products <input type="checkbox"/> 5 By negotiation with contractor - not based on any quoted or market price <input type="checkbox"/> 6 Value of production items and services furnished by you <input type="checkbox"/> 7 Set by contractor without negotiation <input type="checkbox"/> 8 Other - Specify _____
2. What was the price you received based upon?	072 <input type="checkbox"/> 1 Live weight basis <input type="checkbox"/> 2 Carcass weight basis
<b>Section VI - ORIGIN OF CONTRACT</b>	
1. How long have you grown fattened cattle under contract?	081 <input type="checkbox"/> 1 1-5 years <input type="checkbox"/> 2 6-10 years <input type="checkbox"/> 3 More than 10 years
2. How long have you grown fattened cattle for your present contractor?	082 <input type="checkbox"/> 1 1-5 years <input type="checkbox"/> 2 6-10 years <input type="checkbox"/> 3 More than 10 years
3. Were there any other cattle contractors available with whom you might have negotiated?	083 <input type="checkbox"/> 1 Yes - Complete 3a and 3b <input type="checkbox"/> 2 No - Skip to question 4 <input type="checkbox"/> 3 Don't know - Skip to question 4
a. Do you know the key provisions of the contracts they offered?	084 <input type="checkbox"/> 1 Yes <input type="checkbox"/> 2 No
b. Did you negotiate or bargain with more than one contractor?	085 <input type="checkbox"/> 1 Yes <input type="checkbox"/> 2 No
4. Would you have grown fattened cattle without a contract?	086 <input type="checkbox"/> 1 Yes <input type="checkbox"/> 2 No
<b>Section VII - CONTRACT PROVISIONS FOR VARIATION IN NUMBER OR QUALITY OF FATTENED CATTLE PRODUCED</b>	
Listed below are consequences that may have been faced when the NUMBER and/or QUALITY of fattened cattle produced was different from that specified in the contract.	
Mark (X) those that apply	
<b>A. If NUMBER of cattle produced had been LESS than called for by the contract -</b>	
1. The contractor would have accepted the cattle delivered as fulfillment of the contract	091 <input type="checkbox"/> 1
2. I would have purchased the deficit amount to fulfill the agreement	<input type="checkbox"/> 2
3. I would have made a cash payment to fulfill the contract	<input type="checkbox"/> 3
4. The contract would have been invalidated	<input type="checkbox"/> 4
5. The contract included a "Natural disaster" or "Act of God" clause which would have eliminated or reduced the obligation to deliver or produce cattle because of factors beyond my control	<input type="checkbox"/> 5
6. There was no provision to cover this situation	<input type="checkbox"/> 6
7. Other - Specify _____	<input type="checkbox"/> 7
<b>B. If NUMBER of cattle produced had been MORE than called for by the contract -</b>	
1. No payment would have been received for the excess produced	092 <input type="checkbox"/> 1
2. The excess would have been sold on the open market	<input type="checkbox"/> 2
3. I would have received a reduced price or payment from the contractor for the excess produced	<input type="checkbox"/> 3
4. The excess would have been offered to the contractor first; then sold on open market	<input type="checkbox"/> 4
5. I would have received an incentive or premium payment from the contractor	<input type="checkbox"/> 6
6. There was no provision to cover this situation	<input type="checkbox"/> 7
7. Other - Specify _____	<input type="checkbox"/> 8
<b>C. If the QUALITY of cattle produced had been LOWER than called for by the contract -</b>	
1. No additional payment would have been received other than specified in the contract	094 <input type="checkbox"/> 1
2. I would have made a cash payment to fulfill the contract	<input type="checkbox"/> 2
3. No payment would have been received for inferior cattle	<input type="checkbox"/> 3
4. The contract would have been invalidated	<input type="checkbox"/> 4
5. The contract included a "Natural disaster" or "Act of God" clause which would have eliminated or reduced the obligation to deliver or produce cattle because of factors beyond my control	<input type="checkbox"/> 5
6. I would have received a price or payment from the contractor based on the quality actually delivered	<input type="checkbox"/> 6
7. The cattle would have been sold on the open market	<input type="checkbox"/> 7
8. The cattle would have been offered to the contractor first; then sold on the open market	<input type="checkbox"/> 9
9. There was no provision to cover this situation	095 <input type="checkbox"/> 10
10. Other - Specify _____	<input type="checkbox"/> 11
<b>D. If the QUALITY of cattle produced had been HIGHER than called for by the contract -</b>	
1. No additional payment would have been received other than specified in the contract	096 <input type="checkbox"/> 1
2. I would have received an incentive or premium payment from the contractor	<input type="checkbox"/> 2
3. The cattle would have been sold on the open market	<input type="checkbox"/> 3
4. The cattle would have been offered to the contractor first; then sold on the open market	<input type="checkbox"/> 4
5. There was no provision to cover this situation	<input type="checkbox"/> 5
6. Other - Specify _____	<input type="checkbox"/> 6

Section VIII - OTHER CONTRACT CHARACTERISTICS		Yes	No	Don't know
Mark (X) Yes, No, or Don't know for each item 1-12				
1. Was the contract or agreement in writing? .....	Code 101	1 <input type="checkbox"/>	2 <input type="checkbox"/>	3 (NA) <input type="checkbox"/>
2a. Did the contract or agreement cover more than one season or production period? .....	102	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. If Yes in 2a, how many seasons or periods were covered? .....		103 _____		
3. Did the contract or agreement specify a specific number of fattened cattle? .....	104	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Was your product pooled with that of other producers before a final price or payment was determined? ..	105	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. Was the product under a State or Federal market order? .....	106	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6a. Was the contractor a cooperative? .....	107	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. If Yes in item 6a, were you a member of the cooperative? .....	108	<input type="checkbox"/>	<input type="checkbox"/>	(NA) <input type="checkbox"/>
7a. Was the contract or agreement associated with a joint venture between two or more cooperatives or a cooperative and another firm? .....	109	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. If Yes in 7a, was your operation a part of this joint venture? .....	110	<input type="checkbox"/>	<input type="checkbox"/>	(NA) <input type="checkbox"/>
8a. Was a bargaining association involved in negotiating or implementing the contract? .....	111	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. If Yes in 8a, were you a member of this bargaining association? .....	112	<input type="checkbox"/>	<input type="checkbox"/>	(NA) <input type="checkbox"/>
9a. Did the contractor assist you with supply, demand, and/or price outlook information? .....	113	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. If Yes in 9a, was this your main source of market information? .....	114	<input type="checkbox"/>	<input type="checkbox"/>	(NA) <input type="checkbox"/>
10. Were you generally satisfied with the production terms of your contract or agreement? .....	115	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
11. Were you generally satisfied with the marketing or price terms of your contract or agreement? .....	116	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
12. Do you plan to continue and/or expand the use of contracts or agreements in the production or marketing of your farm products? .....	117	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Section IX - TYPE OR ORGANIZATION OF FARM BUSINESS AND FARM INCOME</b>				
1. What type of organization best describes your farm business? Mark (X) one	121	1 <input type="checkbox"/> Individual or family operation (sole proprietorship) 2 <input type="checkbox"/> Partnership operation including family partnerships 3 <input type="checkbox"/> Corporation, including family corporations 4 <input type="checkbox"/> Other, such as cooperative, estate, or trust, etc.		
2. What was the primary business of the contractor? Mark (X) one	122	1 <input type="checkbox"/> Packer or packer buyer 2 <input type="checkbox"/> Livestock dealer 3 <input type="checkbox"/> Other - Specify _____		
3. What is the expected number you will produce and value of your sales of fattened cattle in 1977?	Number produced		TOTAL VALUE received for 1977 production of cattle	
a. Total number and value of fattened cattle produced under contracts .....	124		125 \$	.00
b. Total number and value of fattened cattle produced without a contract .....	127	None <input type="checkbox"/>	128 \$	.00
4. What do you estimate the total gross value to be of all agricultural products sold from your farm or ranch in 1977? Mark (X) one	129	1 <input type="checkbox"/> \$500,000 or more 2 <input type="checkbox"/> \$100,000 to \$499,999 3 <input type="checkbox"/> \$40,000 to \$99,999 4 <input type="checkbox"/> \$10,000 to \$39,999 5 <input type="checkbox"/> Less than \$10,000		
5. In your opinion what percentage of the fattened cattle <sup>1</sup> grown in your area was sold or moved under contract during the years 1977, 1972, and 1967?	131	1977	1972	1967
		1 <input type="checkbox"/> None	1 <input type="checkbox"/> None	1 <input type="checkbox"/> None
		2 <input type="checkbox"/> Less than 25%	2 <input type="checkbox"/> Less than 25%	2 <input type="checkbox"/> Less than 25%
		3 <input type="checkbox"/> 25%-49%	3 <input type="checkbox"/> 25%-49%	3 <input type="checkbox"/> 25%-49%
		4 <input type="checkbox"/> 50%-74%	4 <input type="checkbox"/> 50%-74%	4 <input type="checkbox"/> 50%-74%
		5 <input type="checkbox"/> 75% or more	5 <input type="checkbox"/> 75% or more	5 <input type="checkbox"/> 75% or more
		6 <input type="checkbox"/> Don't know	6 <input type="checkbox"/> Don't know	6 <input type="checkbox"/> Don't know
<b>SKIP TO SECTION XI</b>				
<b>Section X - TERMINATION OF CONTRACT OR AGREEMENT</b>				
What situation best describes how you terminated your contract or agreement? Mark (X) one	141	1 <input type="checkbox"/> Individual decision by me 2 <input type="checkbox"/> Group decision involving other producers or an organization 3 <input type="checkbox"/> Joint decision between the contractor and me 4 <input type="checkbox"/> Decision by the contractor		
Remarks - If necessary use a separate sheet of paper				
<b>Section XI - PERSON COMPLETING THIS REPORT</b>				
Name - Please print	Date - Mo./Day/1977	152 Telephone		
	151	Area code	Number	