


FORM 74-A70 (9-20-77)	U.S. DEPARTMENT OF COMMERCE BUREAU OF THE CENSUS	<p>NOTICE - 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>PRODUCER QUESTIONNAIRE ON CONTRACTS OR BINDING AGREEMENTS FOR FEEDER AND/OR STOCKER CATTLE</p>		<p>Complete this report and RETURN TO</p> <p>BUREAU OF THE CENSUS 1201 East Tenth Street Jeffersonville, Indiana 47132</p>				
<p>70</p>						
<p><i>(Please correct any error in name and address including ZIP code)</i></p>		<p>CENSUS USE ONLY</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 25%;">011</td> <td style="width: 25%;">012</td> <td style="width: 25%;">013</td> <td style="width: 25%;">014</td> </tr> </table>	011	012	013	014
011	012	013	014			
<p style="text-align: center;">FROM THE DIRECTOR BUREAU OF THE CENSUS</p> <p>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.</p> <p>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.</p> <p>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.</p> <p>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.</p> <p>Your cooperation in helping us to complete the survey economically and quickly is most appreciated.</p> <p>Sincerely,</p> <div style="text-align: center;">  MANUEL D. PLOTKIN </div> <p>Enclosure</p>						

Section I

1. In 1977 did you have any **CONTRACT** or **BINDING AGREEMENT** to produce or market any **FEEDER** and/or **STOCKER CATTLE** on this farm or ranch? 015

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 - Please complete this report form
2 No - Please complete sections X and XI and return this form to the Bureau of the Census

2. Explain the operation for producing the cattle sold under contract from your farm or ranch. 016

Mark (X) all that apply.

1 Produced as a part of the cow-calf operation on your farm
2 Produced as a part of the cow-calf operation on your farm and pastured as stockers on your farm
3 Purchased and pastured as stockers on your farm or ranch

NOTE: If you had feeder and/or stocker 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
	1	2	3	4	5
1. When was contract agreed upon or validated? Code 020	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	(NA)	(NA)
2. When was price of product or payment agreed upon? Code 021	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	(NA)
3. When was part cash payment received? Code 022	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. When is final cash payment received? Code 023	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	(NA)
5. When did contractor assume ownership of product? Code 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 feeder and/or stocker cattle.

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

	Code	A. Determined by?				B. Were items 1-12 specified in contract?	
		Mark (X) only ONE box for each item.					
		Contractor only	You, the producer	You and contractor jointly	A producer organization	Yes	No
		1	2	3	4	5	6
1. Number produced	031	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Breeding program	032	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Breed or type of calf to be raised	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 weight	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> </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		Yes		No		No charge		
		1	2	3	4	5	6	7	8	9
1. Breeding stock	051	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	5	6	<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	056	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	%	%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6. Technical assistance	058	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	%	%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7. 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"/>
8. Other - Specify <u> </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

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

Section VIII - OTHER CONTRACT CHARACTERISTICS		Yes	No	Don't know
		1	2	3
Mark (X) Yes, No, or Don't know for each item 1-12				
1. Was the contract or agreement in writing?	Code 101	<input type="checkbox"/>	<input type="checkbox"/>	(NA)
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?				
3. Did the contract or agreement specify a specific number of 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)
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)
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)
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)
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"/>
Section IX - TYPE OR ORGANIZATION OF FARM BUSINESS AND FARM INCOME				
1. What type of organization best describes your farm business? Mark (X) one	121	<input type="checkbox"/> Individual or family operation (sole proprietorship) <input type="checkbox"/> Partnership operation including family partnerships <input type="checkbox"/> Corporation, including family corporations <input type="checkbox"/> Other, such as cooperative, estate, or trust, etc.		
2. What was the primary business of the contractor? Mark (X) one	122	<input type="checkbox"/> Farmer or rancher <input type="checkbox"/> Packer or packer buyer <input type="checkbox"/> Cattle dealer <input type="checkbox"/> Other - Specify _____		
3. What is the expected number you will produce and value of your sales of feeder and/or stocker cattle for 1977?		Number produced	TOTAL VALUE received for 1977 production of cattle	
a. Total number and value of cattle produced under contracts	124		125	.00
b. Total number and value of cattle produced without a contract	127		126	.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	<input type="checkbox"/> \$500,000 or more <input type="checkbox"/> \$100,000 to \$499,999 <input type="checkbox"/> \$40,000 to \$99,999 <input type="checkbox"/> \$10,000 to \$39,999 <input type="checkbox"/> Less than \$10,000		
5. In your opinion what percentage of the feeder and/or stocker cattle produced in your area or neighborhood was sold or moved under contract during the years 1977, 1972, and 1967?		1977	1972	1967
	131	132	133	
	<input type="checkbox"/> None <input type="checkbox"/> Less than 25% <input type="checkbox"/> 25%-49% <input type="checkbox"/> 50%-74% <input type="checkbox"/> 75% or more <input type="checkbox"/> Don't know	<input type="checkbox"/> None <input type="checkbox"/> Less than 25% <input type="checkbox"/> 25%-49% <input type="checkbox"/> 50%-74% <input type="checkbox"/> 75% or more <input type="checkbox"/> Don't know	<input type="checkbox"/> None <input type="checkbox"/> Less than 25% <input type="checkbox"/> 25%-49% <input type="checkbox"/> 50%-74% <input type="checkbox"/> 75% or more <input type="checkbox"/> Don't know	
PLEASE SKIP TO SECTION XI				
Section X - TERMINATION OF CONTRACT OR AGREEMENT				
What situation best describes how you terminated your contract or agreement? Mark (X) one	141	<input type="checkbox"/> Individual decision by me <input type="checkbox"/> Group decision involving other producers or an organization <input type="checkbox"/> Joint decision between the contractor and me <input type="checkbox"/> Decision by the contractor		
Remarks - If necessary use a separate sheet of paper				
Section XI - PERSON COMPLETING THIS REPORT				
Name - Please print	Date - Mo./Day/1977	152 Telephone		
	151	Area code	Number	