



FORM <b>74-A74</b> (9-20-77)	U.S. DEPARTMENT OF COMMERCE BUREAU OF THE CENSUS	<b>NOTICE</b> - Response to this inquiry is required by law (title 13, U.S. Code). By the same law <b>YOUR REPORT TO THE CENSUS BUREAU IS CONFIDENTIAL.</b> It may be seen only by sworn Census employees and may be used only for statistical purposes. Your report <b>CANNOT</b> be used for purposes of taxation, investigation, or regulation. The law also provides that copies retained in your files are immune from legal process.	
<b>PRODUCER QUESTIONNAIRE ON CONTRACTS OR BINDING AGREEMENTS FOR BROILER GROWERS</b>		Complete this report and <b>RETURN TO</b>  <b>BUREAU OF THE CENSUS</b> 1201 East Tenth Street Jeffersonville, Indiana 47132	
74		<b>CENSUS USE ONLY</b>	
<i>(Please correct any error in name and address including ZIP code)</i>		011	012
		013	014
<p style="text-align: center;"><b>FROM THE DIRECTOR BUREAU OF THE CENSUS</b></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> <p style="text-align: center;"> MANUEL D. PLOTKIN</p> <p>Enclosure</p>			

<p><b>Section I - In 1977, did you have any CONTRACT or BINDING AGREEMENT to produce or market any BROILERS on this farm or ranch?</b></p> <p>Include only oral or written agreements made more than 30 days prior to delivery. Do not include Futures contracts traded through organized commodity exchanges.</p>		<p style="text-align: right;">015</p> <p>1 <input type="checkbox"/> Yes - Please complete this report form. See NOTE above section II before beginning.</p> <p>2 <input type="checkbox"/> No - Please complete sections X and XI and return form to Bureau of the Census</p>								
<p><b>NOTE: If you had broiler contracts with more than one contractor in 1977, direct your responses to the contract that represents the LARGEST QUANTITY of your production.</b></p>										
<p><b>Section II - TIMING OF CONTRACT AGREEMENT</b></p> <p>Mark (X) the box which best applies for questions 1 through 5 below.</p>		<p>Mark (X) only ONE box for each question</p>								
		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)				
<p><b>Section III - TERMS OF CONTRACT</b></p> <p>Listed below (items 1-12) are various items which are involved in production and marketing of broilers.</p> <p>Mark (X) the appropriate columns for questions A and B.</p>		<p><b>A. Determined by?</b></p> <p>Mark (X) only ONE box for each item</p>				<p><b>B. Were items 1-12 specified in contract?</b></p>				
		Contractor only	You, the producer	You and contractor jointly	A producer organization	Yes	No			
	Code	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. Placement dates . . . . .	032	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
3. Breed of broilers to be produced . . . . .	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 feeds 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 controls . . . . .	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 controls 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 controls . . . . .	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 . . . . .	043	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
<p><b>Section IV - Who FURNISHES the PRODUCTION ITEMS listed below?</b></p> <p>Mark (X) the appropriate columns for questions A-D for each item.</p>		<p><b>A. Does item apply?</b></p>		<p><b>B. Does contract specify who furnishes item?</b></p>		<p><b>C. What percent of item is furnished by -</b></p>		<p><b>D. How did you pay for items furnished by the contractor?</b></p>		
		Yes	No	Yes	No	You	Contractor	No charge	Open account	Cash on delivery
	Code	1	2	3	4	5	6	7	8	9
1. Chicks . . . . .	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 parasite control . . . . .	053	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ %	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Production labor . . . . .	054	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ %	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. Catching labor . . . . .	055	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ %	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6. 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"/>
7. 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"/>
8. Technical assistance . . . . .	058	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ %	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9. 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"/>
10. Housing . . . . .	060	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ %	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
11. Other, such as fuel, electricity, etc. Specify . . . . .	061	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ %	_____ %	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<p><b>E. Did the contractor provide any additional financial assistance (including cash advances) that was not related to the specific inputs listed above?</b></p>		<p style="text-align: right;">062</p> <p>1 <input type="checkbox"/> Yes - Specify kind _____</p> <p>2 <input type="checkbox"/> No</p>								

**Section V – PAYMENT DETERMINATION** 071

How was the payment you received from the contractor determined?  
Mark (X) one box

1  Open market price at time of delivery  
2  From open market price at time contract was entered into  
3  From Futures market price  
4  From price negotiated by the contractor when he sells the product  
5  By negotiation with contractor – not based on any quoted or market price  
6  Value of production items and services furnished by you  
7  Set by contractor without negotiation  
a  Other – Specify \_\_\_\_\_

**Section VI – ORIGIN OF CONTRACT**

1. How long have you grown broilers under contract? 081  
1  1–5 years  
2  6–10 years  
3  More than 10 years

2. How long have you grown broilers for your present contractor? 082  
1  1–5 years  
2  6–10 years  
3  More than 10 years

3. Were there any other broiler contractors available with whom you might have negotiated? 083  
1  Yes – Complete 3a and 3b  
2  No – Skip to question 4  
3  Don't know – Skip to question 4

a. Do you know the key provisions of the contracts they offered? 084  
1  Yes  
2  No

b. Did you negotiate or bargain with more than one contractor? 085  
1  Yes  
2  No

4. Would you have grown broilers without a contract? 086  
1  Yes  
2  No

**Section VII – CONTRACT PROVISIONS FOR VARIATION IN NUMBER OF BROILERS PRODUCED AND PERFORMANCE STANDARDS**

Listed below are consequences that may have been faced when the NUMBER and/or PERFORMANCE STANDARDS of broilers produced was different from that specified in the contract. Mark (X) those that apply

**A. If the death rate, number condemned, or other death losses had been in excess of standard or more than called for in the contract –** 091

1. The contractor would have accepted the broilers delivered as fulfillment of the contract ..... 1   
2. The contract would have been invalidated. .... 2   
3. The contract included a "Natural disaster" or "Act of God" clause which would have eliminated or reduced the obligation to deliver or produce broilers because of factors beyond my control ..... 3   
4. There was no provision to cover this situation. .... 4   
5. Other – Specify \_\_\_\_\_ 5

**B. If the efficiency, performance, and/or feed conversion had been LOWER than standard or lower than called for in the contract –** 094

1. The contractor would have accepted the broilers delivered as fulfillment of the contract ..... 1   
2. No payment would have been received for inferior broilers ..... 2   
3. The contract would have been invalidated. .... 3   
4. The contract included a "Natural disaster" or "Act of God" clause which would have eliminated or reduced the obligation to deliver or produce broilers because of factors beyond my control ..... 4   
5. I would have received a price or payment from the contractor based on the quality actually delivered ..... 5   
6. There was no provision to cover this situation ..... 6   
7. Other – Specify \_\_\_\_\_ 7

**C. If the efficiency, performance, and/or feed conversion had been HIGHER than standard or higher than called for in the contract –** 096

1. No additional payment would have been received other than specified in the contract ..... 1   
2. I would have received an incentive or premium payment from the contractor ..... 2   
3. There was no provision to cover this situation. .... 3   
4. Other – Specify \_\_\_\_\_ 4

Section VIII - OTHER CONTRACT CHARACTERISTICS		Yes	No	Don't know
Mark (X) Yes, No, or Don't know for each item 1-12		1	2	3
	Code			
1. Was the contract or agreement in writing? .....	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? .....				
103 _____		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Did the contract or agreement specify a specific number of broilers? .....	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		121																						
1. What type of organization best describes your farm business? Mark (X) one		<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"/> Feed company <input type="checkbox"/> Processor <input type="checkbox"/> Other - Specify _____																						
3. What is the expected number sold and value of your sales of broilers for 1977?		<table border="1"> <thead> <tr> <th>Number produced</th> <th colspan="2">TOTAL value received for 1977 production of broilers</th> </tr> </thead> <tbody> <tr> <td>a. Total number and value of broilers grown under contract .....</td> <td>124</td> <td>125</td> <td></td> </tr> <tr> <td></td> <td></td> <td>\$</td> <td>.00</td> </tr> <tr> <td>b. Total number and value of broilers grown without a contract .....</td> <td>127</td> <td>128</td> <td></td> </tr> <tr> <td></td> <td></td> <td>\$</td> <td>.00</td> </tr> </tbody> </table>		Number produced	TOTAL value received for 1977 production of broilers		a. Total number and value of broilers grown under contract .....	124	125				\$	.00	b. Total number and value of broilers grown without a contract .....	127	128				\$	.00		
Number produced	TOTAL value received for 1977 production of broilers																							
a. Total number and value of broilers grown under contract .....	124	125																						
		\$	.00																					
b. Total number and value of broilers grown without a contract .....	127	128																						
		\$	.00																					
4. What is the expected total gross value of all agricultural products sold from your farm during 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 broilers grown in your area or neighborhood was sold or produced under contract during the years 1977, 1972, and 1967?		<table border="1"> <thead> <tr> <th>1977</th> <th>1972</th> <th>1967</th> </tr> </thead> <tbody> <tr> <td>131 <input type="checkbox"/> None</td> <td>132 <input type="checkbox"/> None</td> <td>133 <input type="checkbox"/> None</td> </tr> <tr> <td><input type="checkbox"/> Less than 25%</td> <td><input type="checkbox"/> Less than 25%</td> <td><input type="checkbox"/> Less than 25%</td> </tr> <tr> <td><input type="checkbox"/> 25%-49%</td> <td><input type="checkbox"/> 25%-49%</td> <td><input type="checkbox"/> 25%-49%</td> </tr> <tr> <td><input type="checkbox"/> 50%-74%</td> <td><input type="checkbox"/> 50%-74%</td> <td><input type="checkbox"/> 50%-74%</td> </tr> <tr> <td><input type="checkbox"/> 75% or more</td> <td><input type="checkbox"/> 75% or more</td> <td><input type="checkbox"/> 75% or more</td> </tr> <tr> <td><input type="checkbox"/> Don't know</td> <td><input type="checkbox"/> Don't know</td> <td><input type="checkbox"/> Don't know</td> </tr> </tbody> </table>		1977	1972	1967	131 <input type="checkbox"/> None	132 <input type="checkbox"/> None	133 <input type="checkbox"/> None	<input type="checkbox"/> Less than 25%	<input type="checkbox"/> Less than 25%	<input type="checkbox"/> Less than 25%	<input type="checkbox"/> 25%-49%	<input type="checkbox"/> 25%-49%	<input type="checkbox"/> 25%-49%	<input type="checkbox"/> 50%-74%	<input type="checkbox"/> 50%-74%	<input type="checkbox"/> 50%-74%	<input type="checkbox"/> 75% or more	<input type="checkbox"/> 75% or more	<input type="checkbox"/> 75% or more	<input type="checkbox"/> Don't know	<input type="checkbox"/> Don't know	<input type="checkbox"/> Don't know
1977	1972	1967																						
131 <input type="checkbox"/> None	132 <input type="checkbox"/> None	133 <input type="checkbox"/> None																						
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<input type="checkbox"/> 75% or more	<input type="checkbox"/> 75% or more	<input type="checkbox"/> 75% or more																						
<input type="checkbox"/> Don't know	<input type="checkbox"/> Don't know	<input type="checkbox"/> Don't know																						

PLEASE SKIP TO SECTION XI

Section X - TERMINATION OF CONTRACT OR AGREEMENT		141
What situation best describes how you terminated your contract or agreement? Mark (X) one		<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	Telephone	
	151	Area code	Number