

FORM <b>74-A76</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 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.				
<b>PRODUCER QUESTIONNAIRE ON CONTRACTS OR BINDING AGREEMENTS FOR TOMATOES</b>						
76		Complete this report and RETURN TO ▼ <b>BUREAU OF THE CENSUS</b> 1201 East Tenth Street Jeffersonville, Indiana 47132				
		<b>CENSUS USE ONLY</b>				
		<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			
(Please correct any error in name and address including ZIP code)						

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 - In 1977, did you have any CONTRACT or BINDING AGREEMENT to produce or market any TOMATOES on this farm or ranch?**

Include only oral or written agreements made more than 30 days prior to delivery.

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1  Yes - Please complete this report form. See NOTE above section II before beginning.

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

**NOTE: If you had tomato 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 1-13) are various items which are involved in production and marketing of tomatoes.

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

**A. Determined by?**  
Mark (X) only ONE box for each item.

	Contractor only	You, the producer	You and contractor jointly	A producer organization	B. Were items 1-13 specified in contract?	
	1	2	3	4	Yes	No
Code					5	6
1. Quantity of production and/or acreage planted . . . . . 031	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Planting periods . . . . . 032	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Types or varieties of tomatoes to be planted . . . . . 033	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Amounts of fertilizer to be used . . . . . 034	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. Analysis or types of fertilizer to be used . . . . . 035	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6. Special types 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. When to harvest . . . . . 039	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10. Irrigation schedules and/or other cultivation practices . . . . . 040	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
11. Rate of delivery . . . . . 041	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
12. Price terms . . . . . 042	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
13. Other - Specify . . . . . 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

	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
Code	1	2	3	4	5	6	7	8	9
1. Seeds or plants . . . . . 051	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	____%	____%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Fertilizer . . . . . 052	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	____%	____%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Chemicals (pesticides, etc.) . . . . . 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. Harvesting . . . . . 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 processing plant . . . . . 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. Other - Such as fuel, insurance, etc. Specify . . . . . 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><b>Section V – PAYMENT DETERMINATION</b></p> <p>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</p> <p>2 <input type="checkbox"/> From open market price at time contract was entered into</p> <p>3 <input type="checkbox"/> From price negotiated by the contractor when he sells the product</p> <p>4 <input type="checkbox"/> By negotiation with contractor – not based on any quoted or market price</p> <p>5 <input type="checkbox"/> Value of production items and services furnished by you</p> <p>6 <input type="checkbox"/> Set by contractor without negotiation</p> <p>7 <input type="checkbox"/> Other – <i>Specify</i> _____</p>
<p><b>Section VI – ORIGIN OF CONTRACT</b></p> <p>1. How long have you grown tomatoes under contract?</p>	<p>081</p> <p>1 <input type="checkbox"/> 1–5 years</p> <p>2 <input type="checkbox"/> 6–10 years</p> <p>3 <input type="checkbox"/> More than 10 years</p>
<p>2. How long have you grown tomatoes for your present contractor?</p>	<p>082</p> <p>1 <input type="checkbox"/> 1–5 years</p> <p>2 <input type="checkbox"/> 6–10 years</p> <p>3 <input type="checkbox"/> More than 10 years</p>
<p>3. Were there any other tomato contractors available with whom you might have negotiated?</p>	<p>083</p> <p>1 <input type="checkbox"/> Yes – <i>Complete 3a and 3b</i></p> <p>2 <input type="checkbox"/> No – <i>Skip to question 4</i></p> <p>3 <input type="checkbox"/> Don't know – <i>Skip to question 4</i></p>
<p>a. Do you know the key provisions of the contracts they offered?</p>	<p>084</p> <p>1 <input type="checkbox"/> Yes</p> <p>2 <input type="checkbox"/> No</p>
<p>b. Did you negotiate or bargain with more than one contractor?</p>	<p>085</p> <p>1 <input type="checkbox"/> Yes</p> <p>2 <input type="checkbox"/> No</p>
<p>4. Would you have grown tomatoes without a contract?</p>	<p>086</p> <p>1 <input type="checkbox"/> Yes</p> <p>2 <input type="checkbox"/> No</p>
<p><b>Section VII – CONTRACT PROVISIONS FOR VARIATION IN AMOUNT OR QUALITY OF TOMATOES PRODUCED</b></p>	
<p>Listed below are consequences that may have been faced when the AMOUNT and/or QUALITY of tomatoes produced was different from that specified in the contract.</p>	
<p><b>A. If AMOUNT of tomatoes produced had been LESS than called for by the contract –</b></p>	<p style="text-align: right;">Mark (X) those that apply</p> <p>091</p>
<p>1. The contractor would have accepted the tomatoes delivered as fulfillment of the contract</p>	<p>1 <input type="checkbox"/></p>
<p>2. I would have purchased the deficit amount to fulfill the agreement</p>	<p>2 <input type="checkbox"/></p>
<p>3. I would have made a cash payment to fulfill the contract</p>	<p>3 <input type="checkbox"/></p>
<p>4. The contract would have been invalidated</p>	<p>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 tomatoes because of weather or other factors beyond my control</p>	<p>5 <input type="checkbox"/></p>
<p>6. There was no provision to cover this situation</p>	<p>6 <input type="checkbox"/></p>
<p>7. Other – <i>Specify</i> _____</p>	<p>7 <input type="checkbox"/></p>
<p><b>B. If AMOUNT of tomatoes produced had been MORE than called for by the contract –</b></p>	<p>092</p>
<p>1. No payment would have been received for the excess produced</p>	<p>1 <input type="checkbox"/></p>
<p>2. The excess would have been sold on the open market</p>	<p>2 <input type="checkbox"/></p>
<p>3. I would have received a reduced price or payment from the contractor for the excess produced</p>	<p>3 <input type="checkbox"/></p>
<p>4. The excess would have been offered to the contractor first, then sold on open market</p>	<p>4 <input type="checkbox"/></p>
<p>5. The excess tomatoes would have been destroyed</p>	<p>5 <input type="checkbox"/></p>
<p>6. I would have received an incentive or premium payment from the contractor</p>	<p>6 <input type="checkbox"/></p>
<p>7. There was no provision to cover this situation</p>	<p>7 <input type="checkbox"/></p>
<p>8. Other – <i>Specify</i> _____</p>	<p>8 <input type="checkbox"/></p>
<p><b>C. If the QUALITY of tomatoes produced had been LOWER than called for by the contract –</b></p>	<p>094</p>
<p>1. The contractor would have accepted the tomatoes delivered as fulfillment of the contract</p>	<p>1 <input type="checkbox"/></p>
<p>2. I would have made a cash payment to fulfill the contract</p>	<p>2 <input type="checkbox"/></p>
<p>3. No payment would have been received for inferior tomatoes</p>	<p>3 <input type="checkbox"/></p>
<p>4. The contract would have been invalidated</p>	<p>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 tomatoes because of weather or other factors beyond my control</p>	<p>5 <input type="checkbox"/></p>
<p>6. I would have received a price or payment from the contractor based on the quality actually delivered</p>	<p>6 <input type="checkbox"/></p>
<p>7. The tomatoes would have been sold on the open market</p>	<p>7 <input type="checkbox"/></p>
<p>8. The tomatoes would have been destroyed</p>	<p>8 <input type="checkbox"/></p>
<p>9. The tomatoes would have been offered to the contractor first, then sold on the open market</p>	<p>9 <input type="checkbox"/></p>
<p>10. There was no provision to cover this situation</p>	<p>10 <input type="checkbox"/></p>
<p>11. Other – <i>Specify</i> _____</p>	<p>11 <input type="checkbox"/></p>
<p><b>D. If the QUALITY of tomatoes produced had been HIGHER than called for by the contract –</b></p>	<p>096</p>
<p>1. No additional payment would have been received other than specified in the contract</p>	<p>1 <input type="checkbox"/></p>
<p>2. I would have received an incentive or premium payment from the contractor</p>	<p>2 <input type="checkbox"/></p>
<p>3. The tomatoes would have been sold on the open market</p>	<p>3 <input type="checkbox"/></p>
<p>4. The tomatoes would have been offered to the contractor first, then sold on the open market</p>	<p>4 <input type="checkbox"/></p>
<p>5. There was no provision to cover this situation</p>	<p>5 <input type="checkbox"/></p>
<p>6. Other – <i>Specify</i> _____</p>	<p>6 <input type="checkbox"/></p>

**Section VIII - OTHER CONTRACT CHARACTERISTICS**

Mark (X) Yes, No, or Don't know for each item 1-12

	Code	Yes	No	Don't know
1. Was the contract or agreement in writing? .....	101	<input type="checkbox"/>	<input type="checkbox"/>	<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 amount of tomatoes? .....	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

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1 Individual or family operation (sole proprietorship)  
 2 Partnership operation including family partnerships  
 3 Corporation, including family corporations  
 4 Other, such as cooperative, estate, or trust, etc.

2. What was the primary business of the contractor?  
Mark (X) one

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1 Processor  
 2 Other - Specify \_\_\_\_\_

3. What was the acreage, production, and value of your sales of tomatoes for 1977?

	Acreage planted	Tons harvested	TOTAL MARKET VALUE OF 1977 production of tomatoes
a. Total amount of tomatoes grown under contracts . . .	123	124	125
			\$ .00
b. Total amount of tomatoes grown without contracts . <input type="checkbox"/> None	126	127	128
			\$ .00

4. What is the expected total gross value of all agricultural products sold from your farm in 1977?  
Mark (X) only one

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1 \$500,000 or more  
 2 \$100,000 to \$499,999  
 3 \$40,000 to \$99,999  
 4 \$10,000 to \$39,999  
 5 Less than \$10,000

5. In your opinion, what percentage of the tomatoes grown in your area or neighborhood was sold or produced under contract during the years 1977, 1972, and 1967?

	1977	1972	1967
1 <input type="checkbox"/> None	131	132	133
2 <input type="checkbox"/> Less than 25%			
3 <input type="checkbox"/> 25%-49%			
4 <input type="checkbox"/> 50%-74%			
5 <input type="checkbox"/> 75% or more			
6 <input type="checkbox"/> Don't know			

(PLEASE SKIP TO SECTION XI)

**Section X - TERMINATION OF CONTRACT OR AGREEMENT**

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What situation best describes how you terminated your contract or agreement?  
Mark (X) one

1 Individual decision by me  
 2 Group decision involving other producers or an organization  
 3 Joint decision between the contractor and me  
 4 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 \_\_\_\_\_

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152 Telephone \_\_\_\_\_

Area code \_\_\_\_\_ Number \_\_\_\_\_