

Table 52. Contract Provisions for Variation in Quantity and Quality for Tomatoes for Processing

(Based on 280 contracts reported)

	Farms		Farms
Lesser quantity:		Lower quality:	
Contractor would have accepted tomatoes delivered.....	189	Contractor would have accepted tomatoes delivered.....	43
Producer would have purchased deficit amount to fulfill contract.....	1	Producer would have made cash payment to fulfill contract.....	-
Producer would have made cash payment to fulfill contract.....	2	No payment would have been received for inferior tomatoes.....	99
Contract would have been invalidated.....	2	Contract would have been invalidated.....	2
Contract included a natural disaster clause.....	86	Contract included a natural disaster clause.....	35
No provision to cover lesser quantity.....	49	Producer would have received payment based on quality actually delivered.....	102
Other.....	7	Tomatoes would have been sold on open market.....	8
		Tomatoes would have been destroyed.....	33
Greater quantity:		Tomatoes would have been offered to contractor; then sold on open market.....	16
No payment would have been received for excess produced.....	1	No provision to cover lower quality.....	26
Excess would have been sold on open market.....	28	Other.....	9
Producer would have received a reduced payment for excess.....	3		
Excess would have been offered to contractor; then sold on open market.....	87	Higher quality:	
Excess tomatoes would have been destroyed.....	36	No additional payment would have been received.....	208
Producer would have received an incentive or premium payment.....	3	Producer would have received an incentive or premium payment.....	7
No provision to cover greater quantity.....	78	Tomatoes would have been sold on open market.....	3
Other.....	-	Tomatoes would have been offered to the contractor; then sold on open market.....	8
		No provision to cover higher quality.....	48
		Other.....	11

Table 53. Other Contract Characteristics for Tomatoes for Processing

(Based on 280 contracts reported)

	Total	Acres of tomatoes produced under contract in 1977					
		1 to 49 acres	50 to 99 acres	100 to 249 acres	250 to 499 acres	500 to 749 acres	750 acres and over
Other contractors were available for negotiation.....	157	67	28	33	14	8	7
Producer had knowledge of key provisions of other contracts.....	115	37	24	29	12	8	5
Negotiations were undertaken with more than one contractor.....	49	7	6	16	7	7	6
Contract was specified in writing.....	260	107	46	52	29	14	12
Contract covered more than one production period.....	5	4	-	-	-	-	1
Contract specified a specific amount of tomatoes.....	165	54	29	35	25	11	11
Product was pooled with others prior to final payment determination.....	42	18	7	7	5	2	3
Product was under a State or Federal market order.....	54	12	9	16	10	4	3
Contractor was a cooperative.....	55	21	5	13	8	6	2
Producer was a member of this cooperative.....	42	12	5	9	8	6	2
Contract was associated with a joint venture between two or more cooperatives or a cooperative and another firm.....	11	6	-	4	-	1	-
Producer's operation was a part of this joint venture.....	6	3	-	2	-	1	-
A bargaining association was involved in negotiating the contract.....	113	20	15	33	23	13	9
Producer was a member of this bargaining association.....	77	14	10	24	17	8	4
Contractor provided supply, demand and/or price outlook information.....	55	27	7	10	5	6	-
Producer considered this as main source of market information..	32	15	4	6	2	5	-
Producer was generally satisfied with production terms of contract.....	188	79	33	38	20	10	8
Producer was generally satisfied with marketing terms of contract.....	169	56	30	37	24	11	11
Producer plans to continue utilization of contracts.....	205	71	38	44	30	12	10
Tomatoes would have been produced without a contract.....	19	12	1	3	3	-	-
Total reporting size of operation.....	275	113	51	53	30	15	13

Table 54. Extent of Contract Usage for Tomatoes for Processing

(Based on 280 contracts reported. Producer's opinion of tomatoes for processing produced under contract)

	1977				1972				1967			
	Farms	Region I	Region II	Region III	Farms	Region I	Region II	Region III	Farms	Region I	Region II	Region III
Total reporting.....	241	62	86	93	219	58	80	81	195	54	77	64
Percent of tomatoes in area contracted:												
None.....	-	-	-	-	1	-	-	1	2	-	1	1
Under 25 percent.....	5	1	2	2	4	-	3	1	4	-	2	2
25 to 49 percent.....	5	1	4	-	3	-	2	1	3	-	3	-
50 to 74 percent.....	12	7	4	1	18	8	6	4	20	11	6	3
75 percent and over..	219	53	76	90	193	50	69	74	166	43	65	58