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June 1963

**CONTRACT FARMING  
AND VERTICAL INTEGRATION  
1953-1962**

**A list of selected references**

*Library  
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No. 64  
Revised*

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## PREFACE

This bibliography is a revision of U. S. Department of Agriculture Library List No. 64, issued in June 1958, and now out of print. Most of the items in the earlier list have been incorporated into this new one and later publications have been added to make this a complete revision. The references cited were published for the most part, between January 1953 and December 1962, although several earlier publications of particular interest and pertinence are included. Because of the widespread interest in contract farming and vertical integration, many news items and unsigned articles of purely timely interest are listed along with those of more permanent value. The publications cited indicate opinions, trends, the nature and extent of contracting and integration, and changes in the organizational structure of agriculture in the United States. Some of the citations include both horizontal and vertical integration. References to integration in foreign countries may be found in the subject index under the names of the countries. Most of the items listed are annotated and all are classified by subject. An author index and a subject index are provided.

The assistance of Ronald L. Mighell, Farm Production Economics Division, Economic Research Service, in determining the scope of the bibliography is gratefully acknowledged.

All references except those marked with an asterisk have been examined by the compiler.

Abbreviations for titles of publications cited may be found on pp. 583-614 of U. S. Dept. of Agriculture Miscellaneous Publication 765, List of Serials Currently Received in the Library of the U. S. Department of Agriculture, July 1, 1957. The abbreviation "Ref.", in an entry indicates that the item contains references to other literature.

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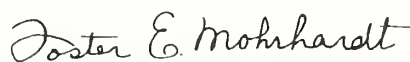
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Foster E. Mohrhardt  
Director

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- American Feed Manufacturers Association. Bibliography on contract agriculture. Chicago, May 1958. 22 p.
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# Contract Farming and Vertical Integration

1953-1962

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Compiled by

Nellie G. Larson  
Division of Reference  
Special Bibliographies Section

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English summary.

Analyzes the influence of contract selling on production, investments, and incomes of cooperative holdings, and points out the disadvantages of the contracting system.

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88. DAVIDOVIC, G. Vertical integration in U. S. A. Rev. Internatl. Coop. 53(5):113-118. 5 May 1960. 280.28 In8B

Cooperative activities in vertical integration and contract farming in dairying, marketing of fruits, vegetables, and grain, as compared with capitalist integration in many sectors of production.

+ 89. DAVIS, J. H., and GOLDBERG, R. A. A concept in agribusiness. Boston, Harvard U., Grad. Sch. Business Admin., 1957. 136 p. 281.12 D294

90. DAVIS, J. H., and HINSHAW, K. Farmer in a business suit. New York, Simon & Shuster, 1957. 241 p. 281.12 D294F  
The story of people engaged in agribusiness.

91. DAVIS, J. H. Farmers can cope with problems of market only through joint action. *Sunsweet Standard* 41(12):8-9. May 1958. 286.83 Su7

Summary of remarks at the annual workshop of the U. S. Farmer Cooperative Service.

Cooperatives and vertical integration are methods of mutual action to help solve the farmers' problems.

+ 92. DAVIS, J. H. From agriculture to agribusiness. *Harvard Business Rev.* 34(1):107-115. Jan./Feb. 1956. 280.8 H262

Three main alternatives given are: 1, Large corporate units; 2, farmer cooperatives; and 3, enlightened teamwork. Future farm problems will be recognized as being also business problems, and vice versa.

+ 93. DAVIS, J. H. Policy implications of vertical integration in United States agriculture. *J. Farm Econ.* 39(2):300-322. May 1957. 280.8 J822

Discussion by D. Kaldor and W. M. Capron.

States that there is need for a more vertically integrated food and fiber policy--one that has agribusiness orientation, places prime responsibility on private entrepreneurs, and is consistent with our national and international objectives.

94. DAVIS, J. H. Role of farmer cooperatives in an agribusiness era. (Highlights) *Coop. Digest* 19(5):12, 26. Nov. 1958. 280.28 C7896

Changes in farm market structures, such as integrated production of broilers, hogs, and cattle feeding, foretell future pressures being generated by technology.

95. DAVIS, J. H. Vertical integration of production and marketing functions in agriculture. IN U. S. Cong. Joint Econ. Comt. 85th Cong. 1st sess. Policy for commercial agriculture in relation to economic growth and stability; papers submitted by panelists appearing before the Subcommittee on Agricultural Policy, Nov. 22, 1957, p. 307-316. Washington, 1957. 281.12 Un325P

Discusses the following topics: Vertical integration, vertical arrangements, vertical structuring tied to horizontal integration, factors motivating and facilitating vertical structuring, effect on progress and stability, need for integrated policy, and need for integrated research.

96. DAVIS, J. H. Where do you belong in tomorrow's agriculture? *N. J. Farm & Garden* 28(11):16-20, 22-24, 26-28, 31-33. Nov. 1957. 6 G162

Edited version, in question and answer form, of an interview conducted before a New Jersey audience of farm leaders at Trenton, Sept. 18, 1957.

Integration and agribusiness are discussed.

97. DAWSON, G. R. Effect of vertical integration on supply control in agriculture. *West. Agr. Econ. Res. Council. Mktg. Res. Comt. Rpt.* 3:47-51. 1959. 280.39 W522

Lists six alternative types of integration which may serve to partially control supply. States that farmers must be the ones to put teeth into production and supply controls.

Text of a speech at the Committee's conference at Reno, Nev., Nov. 11-13, 1959.

98. DEAN, J. Competition, inside and out. *Harvard Business Rev.* 32(6):63-71. Nov./Dec. 1954. 280.8 H262

Contains a short section on vertical integration.

99. DEETJEN, H. Das Ziel: Marktkonforme Landwirtschaft [The purpose: market conforming agriculture]. *Agros [Hannover]* 2:84-85, 117. Feb. 1962. 18 Ag83

Includes horizontal and vertical integration.

100. DINCE, R. R. An economist looks at U. S. poultry/feed business' trends as treadmill for growers. *Feeds Illus.* 13(6):8-10. June 1962. 389.78 F326

Problems of integration were discussed before the American Feed Manufacturers Association convention at Chicago.

101. DOANE, D. H. How integration has worked in other businesses: broilers, cotton, hogs, etc. *Wash. State Col. Dept. Anim. Sci. Stockmen's Handb.* 1958:384-385. 49.9 W27

Beef producers can integrate by pulling together all segments of the industry into one cooperating team.

102. DOANE, D. H. Vertical farm diversification. *Norman, U. Okla. Press*, 1950. 183 p. 281.12 D652

103. DOANE AGRICULTURAL SERV. Review of contract farming. *Doane Agr. Digest (loose leaf)* 24(11-5/11-6):19-20. June 2, 1961. 252 D65

Brief discussion on the extent of contracting in poultry, eggs, turkeys, swine, beef, and fruit and vegetable crops.

104. DORNIK, O. Die vertikale Integration in der Landwirtschaft [Vertical integration in agriculture]. *Forderungsdienst* 10(6):181-185. June 1962. 19 F75

Discussion of principles and application to fruit, vegetables, poultry, and swine in Austria.

105. DUNBAR, J. O. Vertical integration. IN National Committee on Agricultural Policy. Increasing understanding of public problems and policies. 1958, p. 81-88. Ref. Chicago, Farm Foundation, 1958. 275.29 F22

Defines vertical integration, tells why it takes place, what factors limit the possibilities for profits from it, describes the consequences of vertical integration on the market system, and on income. Lists social and political implications.

106. ECONOMIC integration challenges probed; symposium. News Farmer Coop. 25(8): 7-12. Nov. 1958. 166.2 N47

Summaries of statements made by several speakers at the second general session of the 30th annual meeting of the American Institute of Cooperation, Aug. 24-27, 1958, at Pennsylvania State University.

+ 107. EDWARDS, C. D. Vertical integration and monopoly problem. J. Mktg. 17(4):404-410. Apr. 1953. 280.38 J82

Basic information, although not confined to agriculture.

Paper presented at the meeting of the American Marketing Association in Chicago, December 1952.

Basic information on relationships of integration to competition, prices, access to supplies and markets, and to public policy.

108. ELLIOT, R. S. The social implications of vertical integration. Canad. Agr. Econ. Soc. Rpt. Workshop 4:21-28. 1959. 27 C16

109. EMERY, J. L. The effects of integration on accounts receivable. Feedstuffs 32(48):54, 58-60, 95. Nov. 26, 1960. 286.81 F322

Discussion of credit demands, credit sources, financial risks, controls, and need for investment research as related to the feed industry.

110. ENGBERG, R. C. Credit implications of integration in agriculture: with discussion. J. Farm Econ. 40(5):1370-1382. Dec. 1958. 280.8 J822

Discussion by I. W. Duggan.

Examines the nature of financing arrangements and explores their implications.

111. ENGELBERG, F. VON. Chancen und Aufgaben der Veredelungswirtschaft [Chances and tasks of the processing industry]. Bauen auf dem Lande 13(1/2):1-2. Jan./Feb. 1962. 296.8 Ar1

On-farm processing and use of agricultural products in relation to the EEC and vertical integration.

112. ENGELMAN, G. Recent developments in livestock vertical integration. Agr. Situation [Washington] 43(2):8-10. Feb. 1959. 1 Ec7Ag  
In question and answer form.

113. EWASIUK, W. J. Effect of vertical integration on price determination and market structure. IN Montana State Col. Dept. Agr. Econ. & Rur. Sociol. Vertical Integration in Agr. Conf. Proc. p. 111-112. Bozeman, Mar. 1960. 281 M77

Pricing in the food retailing business is given as an illustration.

114. FARCY, H. DE. L'evolution des methodes de commercialisation; les progres de l'integration [The evolution of marketing methods; progress in integration]. Acad. d'Agr. de France. Compt. Rend. 45(16):773-787. Nov. 25, 1959. 14 P215Bc

Horizontal and vertical integration.

Includes discussion by Cramois, Noilham, Leroux, Leroy, and Baratte.

115. FARM integration--where, how, why! Coop. Consumer 25(9):5, 7, 10-12. May 15, 1958. 280.28 C7836

Integration is the featured subject of this issue and deals with eggs, livestock, swine, and meat packing by cooperatives.

116. FARMERS report on vertigration. Successful Farming 56(6):52-53, 84. June 1958. 6 Su12

Quotes nine farmers, giving their opinions on vertical integration, including advantages and disadvantages. Quoted are: R. C. Haigler, R. Walton, D. McCrary, N. N. Lindburg, D. Getting, F. C. Snow, D. Andrew, C. Allstott, and A. P. Crawford.

117. FARMERS vote No on integrated farming. Wallaces' Farmer 85(2):28. Jan. 16, 1960. 6 W15

Wallaces' Farmer Poll showed that Iowa farmers continue to distrust contract farming plans.

118. Farmers vote No on plans for contract (integrated) farming. Wallaces' Farmer 83(18):70. Sept. 20, 1958. 6 W15

Results of Wallaces' Farmer Poll.

119. FEDERAL RESERVE BANK OF ATLANTA. Economic integration spreads on district farms. Fed. Reserve Bank Atlanta. Bankers Farm B. 11(8):1-2. Aug. 1959. 284.28 B224

Review of contracts and integration in the egg, hog, cattle, and other industries, as related to financing in the Sixth Federal Reserve District.

120. FERGUSON, C. M. Vertical integration--what does it mean to Extension workers? Better Farming Methods 31(8):16-18. Aug. 1959. 58.8 B46

121. FIENUP, D. What does vertical integration mean for agriculture? Minn. Farm Business Notes 394:1-3. Apr. 28, 1958. 275.29 M663

Gives definition, reasons for development, and probable future trends.

122. FIENUP, D. F. Market forces that favor vertical integration. IN Montana State Col. Dept. Agr. Econ. & Rur. Sociol. Vertical Integration in Agr. Conf. Proc. p. 31-40. Bozeman, Mar. 1960. 281 M76

Discussion of the changing structure and organization of the entire food industry with bigness in food retailing and processing.

123. FISCHER, J. L. Changes in agricultural marketing. IN Montana State Col. Dept. Agr. Econ. & Rur. Sociol. Vertical Integration in Agr. Conf. Proc. p. 5-15. Bozeman, Mar. 1960. 281 M76

On trends in retailing, processing, and wholesaling of food, and especially the trend toward "automobile shopping" and specification buying, all made possible by vertical integration.

124. FISHER, A. Farming for consumption. Farmer's Club J. 5:70-82. 1962. 10 L84

Discussion of contract farming in Great Britain, with special reference to the chicken industry. The forms of contracts, and their advantages and disadvantages are considered.

Also summarized by S. Laverton, in Gt. Brit. Min. Agr. Fisheries and Food. Agr. 69(3):143-144. June 1962. 10 G79J

125. FLOREA, J. H. Revolution in agriculture. Better Farming Methods 29(4):58-65. Apr. 1957. 58.8 B46

Includes vertical integration.

126. FLOREA, J. H. Tomorrow's farmers--integrated or free. Amer. Soc. Farm Mgr. & Rur. Appraisers J. 22(1):24-32. Apr. 1958. 281.8 Am32

Explains the meaning and implications of contract farming and vertical integration, and points out advantages and disadvantages.

127. FOX, G. S. Cooperatives and vertical integration. West Agr. Econ. Res. Council. Mktg. Res. Comt. Rpt. 3:67-80. 1959. 280.39 W522

Includes discussion by N. R. Collins, and L. J. Moran and summary by H. G. Diesslin.

Explains what the Consumers Cooperative Association of Kansas City, Mo. and its member cooperative associations are doing in the field of vertical integration.

128. FOX G. S. Integration--how does it or will it affect farmer cooperative merchandising? Amer. Coop. 1957:472-475. 280.29 Am3A

Lists some objections to integration, and observations on integration arrangements in the Midwest.

129. FOYTIK, J. Shift to agribusiness curricula. West. Farm Econ. Assoc. Proc. 33:190-197. 1960. 280.9 W527P

Discussion by R. A. Christensen, p. 198-201.

130. FRIETEMA, H. J. Cooperatie en "contract-farming" [Cooperation and contract farming]. Co-operatie 24(280-281):54-57, 66-70. May-June 1962. 280.29 N216M

131. FUNK, C. W. Integration: how does it or will it affect farmer cooperative merchandising? Amer. Coop. 1957:463-464. 280.29 Am3A

132. GESSNER, A. L., and MATHER, J. W. Cooperatives integrate their feed operations. News Farmer Coop. 29(1):9, 15-16. Apr. 1962. 166.2 N47

A chart shows extent of integration in feed operations for milling, wholesaling, retailing, financing, and custom mixing by farmer cooperatives in 1959.

133. GESSNER, A. L. Integrated feed operations through farmer cooperatives, 1959. U. S. Farmer Coop. Serv. Gen. Rpt. 100, 50 p., charts, tables. Apr. 1962. A280.29 F22G

A study of the types and extent of integrated feed services. Covers manufacturing, wholesaling, retailing, custom grinding and mixing, warehousing delivery, and feed financing by 4,232 cooperatives in 1959.

134. GIBSON, W. L. Alternative systems of production and marketing of agricultural products. Va. Farm Econ. 159:2-12. Aug, 1959. 275.29 V813

Includes vertical integration and contract farming.

135. GIBSON, W. L. Some effects of vertical integration (contract farming) on the farmer. Va. Farm Econ. 155:16-24. Aug. 1958. 275.29 V813

Comments on the meaning of vertical integration, its alternative forms, how it reduces risks and uncertainty, how it affects the cost of production, and how it results in loss of managerial freedom.

136. GIFFORD, C. W. Where farmers, not buyers, set the price. Farm J. East. Ed. 82(3):36-37, 69. Mar. 1958. 6 F2212

Cooperative marketing and contract farming on the west coast.

137. GISH, N. R. Will contract farming help or hurt country banks? Bank News 58(25):59-60, 62, 64, 66, 68, 70, 72-74. May 15, 1958. 284.8 B224

Explains differences between contract farming and vertical integration, and lists advantages and disadvantages of the latter. Quotes varied opinions of Midwest bankers on this growing trend in agriculture, and its financial aspects.

138. GOETSCH, F. L. Will future farm production be under contract? Nation's Agr. 32(7):7-9, 21. July/Aug. 1957. 280.82 B89

Vertical integration.

139. GORDEUK, A. The production team--the breeder, the feedman, the processor. Poultry Processing & Mktg. 64(12):8, 16. Dec. 1958. 286.85 Eg3

Integration and the need for planning.

140. GORT, M. Diversification and integration in American industry. Princeton, Princeton U. Press, 1962. 238 p. (National Bureau of Economic Research. Gen. Ser. 7) 280.12 G68

Integration, p. 79-91. Includes food products industries.

141. GRAY, R. W. Vertical integration and market coordination. West. Agr. Econ. Res. Council. Mktg. Res. Comt. Rpt. 3:54-66. Nov. 1959. 280.39 W522

Discussion by J. S. Hillman and C. W. Jensen, p. 63-66.

Mr. Gray classifies integration into three big types: 1, Forward integration, from feed dealers; 2, Backward integration, from retailers; and 3, Forward contracting, from processors.

142. HADLEY, N. S. How your farm will change in the next 10 years. *Successful Farming* 58(1):46-47, 80-81, 84-85. Jan. 1960. 6 Su12

Predicts many changes, but in vertigration the writer feels that control and management of the production phase of farming is likely to remain in the hands of individual farm operators.

143. HAGAN, W. A. Vertical integration--do you fit into agribusiness? *Calif. Vet.* 13(6):15-16, 18, 20-21. July/Aug. 1960. 41.8 C12

How changing agriculture will affect veterinary services to farm animals, and how veterinarians will fit into contract service for a fixed basic fee, or become salaried employees of large units.

Also with title Do you fit into "Agribusiness"?; country practitioners face farm changes, in *Fort Dodge Biochem. Rev.* 30(2):18, 21, 23. 1960. 41.8 F772

144. HAMILTON, T. S. The Cornbelt--its progress, problems and challenges. *Agr. Ammonia News* 9(1):23-24, 26. Jan./Feb. 1959. 381 Ag82

Includes vertical integration.

145. HANCOCK, W. T. Impact of integration and contract farming. *Banking* 52(12):80, 82, 84. June 1960. 284.8 Am3

Cites advantages to farmers, consumers, processors, and bankers, who must be ready to extend credit.

146. HANSEN, T. V. Integration in agriculture and its impact on transportation. *Amer. Coop.* 1958:285-290. 280.29 Am3A

Discussion of bulk feed handling costs and the impact of bulk feeds on railroads, trucking, and waterways, in relation to the poultry industry.

147. HANSON, D. Across the editor's desk. *Successful Farming* 59(10):22. Oct. 1961. 6 Su12

Editorial on contract farming and vertical integration.

148. HARDIN, L. S. Today's changes--and tomorrow's farmers. *Better Farming Methods* 29(6):22, 24. June 1957. 58.8 B46

Contains discussion on vertical integration.

+ 149. HARDIN, L. S. Vertical integration in agriculture. *Natl. Agr. Credit Conf. Proc.* 1957:36-45. 1958. 284.29 N21

Defines integration, and gives several reasons for integration attempts.

150. HARRINGTON, A. H., and WAANANEN, M. V. Effects of vertical integration on market organization and structure. *West. Agr. Econ. Res. Council. Mktg. Res. Comt. Rpt.* 3:37-42. Nov. 1959. 280.39 W522

Text of a speech at the Committee's conference at Reno, Nev., Nov. 11-13, 1959.

151. HARSTON, C. R. Problems and opportunities of vertically integrating through farm cooperatives. *IN Montana State Col. Dept. Agr. Econ. & Rur. Sociol. Vertical Integration in Agr. Conf. Proc.* p. 67-75. Bozeman, Mar. 1960. 281 M76

Gives examples of integration through cooperatives, such as the Pendleton Grain Growers in Oregon, why farmers integrate, problems in contracting, and the reasons why problems arise.

152. HEDLUND, F. F. Selling to processors. *U. S. D. A. Ybk. Agr. Marketing 1954:* 31-34. 1 Ag84Y

Contracts with farmers are common in the broiler, vegetable processing, and sugar beet industries, and the marketing of farm products through processors has come to be big business.

153. HELFINSTINE, R. D. Vertical integration in agriculture. *S. Dak. Farm & Home Res.* 11(2):10-15. Feb. 1960. 100 So82S

Reviews the development of contract farming as applied in the broiler, sugar beet, dairy, and swine industries. Considers the advantages as well as the problems that may arise.

154. HENDRICKSON, B. Farmers face up to the challenge of vertical integration. *Co-op Grain Q.* 16(3):50-54. Dec. 1958. 280.28 C7898

Defines and describes the extent of integration, in relation to fruits and nuts, vegetables, sugar crops, cotton, tobacco, seeds, broilers, turkeys, eggs, cattle, sheep and lambs, and hogs.

155. HENNING, G. F. Needed research in agricultural integration. (Sum.) *No. East. Region Conf. Res. Agr. Coop. Proc.* 1957:30-33. 280.29 N817

States that more up-to-date information is needed on cooperative involvement, and on opportunities for cooperatives.

156. HERBISON, H. W. Vertical integration for agriculture. *Fargo, N. Dak. Agr. Col., Agr. Ext. Ser.*, Feb. 1958. 8 p. Not in *Natl. Agr. Libr.*

+ 157. HESS, C. W. The proposed revolution in agriculture (a report on contracting and vertical integration). *Town & Country Church* 132:1-4. Mar. 1958. 281.28 T66

158. HEWLETT, R. D. Agricultural co-operatives and integration (contract farming). *World Agr.* 9(3):24-27. July 1960. 6 W893

Adapted from a paper prepared for the International Federation of Agricultural Producers' Standing Committee on Agricultural Co-operation at its annual meeting.

159. HEWLETT, R. D. Contract farming; agricultural co-operatives and integration. *Natl. Farmers' Assoc. Ybk.* 1961:103, 105-106, 109-111, 113-114, 117-118. 280.39 N2122

Considers the advantages and disadvantages of contractual arrangements, and how farmer cooperatives will adjust themselves to vertical integration.



160. HILL, J. Integration through a cooperative. Wash. State Col. Dept. Anim. Sci. Stockmen's Handb. 1958:386-389. 49.9 W27

Describes the operations and practices of the Pendleton Grain Growers, in marketing, feed and seed, cattle feeding, swine production, and turkey business.

161. HILLMAN, J. S. Collins' changing role of price. J. Farm Econ. 42(2):385-388. May 1960. 280.8 J822

In vertical integration.

Reply by N. R. Collins, p. 388-389.

162. HINSHAW, K. The challenges in the vertical integration of agribusiness to information specialists. Amer. Coop. 1958:187-192. 280.29 Am3A

Defines vertical integration as "strategy" composed of strategy factors, which are: 1, Ideas; 2, Attitude; 3, Economic force; and 4, Conditioned environment.

163. \*HIRSCH, W. Z. Economics of integration in agricultural marketing. Berkeley, Calif., June 1949. 270 p. Film 149.

Thesis (Ph. D.) - University of California.

164. HOFFHAUS, C. E. Integrated poultry projects vs. the wage-hour law. Feedstuffs 31(1): 18, 20-21, 24, 81-82. Jan. 3, 1959. 286.81 F322

This address before the Indiana State Poultry Association, covered the wage-hour law exemptions as they apply to employees of the "contract poultry farmer" and others involved in integrated poultry programs.

165. HOFFMAN, A. C. Economies of size. Ybk. Agr. Mktg. 1954:228-233. 1 Ag84Y

Contains some statements on vertical integration and on whether the consumer is better or worse off where successive monopoly or integration characterizes the market structure.

166. HOPPER, W. C. Farming by contract. Foreign Trade 109(6):10-11. Mar. 15, 1958. 286.8 C162

167. \*HOPPER, W. D. Are production contracts enslaving Canadian agriculture? U. West. Ontario. School Business Admin. Business Q. 23(2):78-85. Summer 1958. 280.8 Q24

168. HOPPER, W. D. Contract farming--some implications. Canad. Poultry Rev. 82(8): 32-34, 36, 38, 40. Aug. 1958. 47.8 C16

Discusses the contract idea, who makes decisions in vertical integration, specialized management and its effects, and advantages and disadvantages of the system.

Also in Agr. Inst. Rev. 13(2):50-52. Mar./Apr. 1958. 7 Ag8

169. HOPPER, W. D. Production contracts and agriculture. Ontario Dept. Agr. Ext. Br. Annu. Conf. Rpt. 1958:30-40. 7 On82

Includes three sample contracts--one for producing broilers, one for producing hogs for a fixed return plus a share of the profit, and one for producing hogs with the dealer providing only production credit.

170. HOPPER, W. D. Vertical integration and its implications for policy. Canad. Agr. Econ. Soc. Rpt. Workshop 4:29-35. 1959. 27 C16

171. HOPPER, W. D. What's all this about contract farming? Ontario Soil & Crop Impr. Assoc. Addresses & Proc. 1959:33-38. 64.9 On83

Explains the use of contracts and how they apply in various parts of farm production and how far contracting has progressed in Ontario.

172. HOTTEST thing in poultry: started pullets. Farm J. East. Ed. 82(7):32-33, 92. July 1958. 6 F2212

Field editors from all over the country report on the spread of two separate and specialized lines of which one is where you do nothing but raise pullets to near laying age. The other is where one buys the pullets and spends full time producing eggs.

173. HUCKABEE, J. C. A wholesale feed man's view of the future. Grain & Feed Rev. 47(12):12, 72-73. Aug. 1958. 280.28 C78

Vertical integration in the feed business and how it affects the feed machinery manufacturers. Address at the annual meeting of the Grain Processing Machinery Manufacturers Association in Chicago in 1958.

174. HUFFMAN, G. H. Economic integration from the extension standpoint. Amer. Coop. 1958:712-714. 280.29 Am3A

Summary of a panel discussion.

175. HUFFMAN, R. E. The new structure of agricultural production. IN Montana State Col. Dept. Agr. Econ. & Rur. Sociol. Vertical Integration in Agr. Conf. Proc. p. 1-3. Bozeman, 1960. 281 M76

Poses the question of how well vertical integration can assist in solving the problems of farmers and ranchers in reducing the costs of production.

176. HUTTAR, J. C. What price security. Amer. Egg & Poultry Rev. 21(2):24, 82, 84-85. Feb. 1959. 47.8 Am38

Reviews the effects of technology, efficiency in production, contract farming, and vertical integration on poultry and egg production.

177. INSTITUTE OF AMERICAN POULTRY INDUSTRIES. Fact finding conference report, 1958. Poultry Processing & Mktg. 64(4):59. Apr. 1958. 286.85 Eg3

Contains brief abstracts of papers given at the 29th Conference held in Kansas City. Includes egg and poultry processing and marketing.

178. INTEGRATION makes "hired hands". That's the feeling of most farmers reporting to Grassroots Wire. Some say contract farming might make sense if controlled. Capper's Farmer 69(5):82-83. May 1958. 6 M693  
Sampling of opinion from the Midwest.

179. JAMISON, J. A. Coordination and vertical expansion in marketing cooperatives. J. Farm Econ. 42(3):555-566. Aug. 1960. 280.8 J822  
Discussion of coordination of member practices with market requirements, centralization versus decentralization, charges for services to members, increased capital requirements, increased time between harvest and sale, and remoteness of management.

180. JENSEN, C. The impact of vertical integration on farm management. IN Montana State Col. Dept. Agr. Econ. & Rur. Sociol. Vertical Integration in Agr. Conf. Proc. p. 103-105. Bozeman, Mar. 1960. 281 M76  
Discusses management in terms of decision-making and risk-bearing and how these functions are shared with someone else in becoming integrated.

181. JENSEN, S. P. Tilpasningsproblemer i landbruget [Adjustment problems in agriculture]. Dansk. Landbr. 79(40):108-111. Apr. 1960. 280.28 V91  
Includes discussion of vertical integration.

182. JOHNSON, C. A. Land O' Lakes feeder financing program. Amer. Coop. 1957:278-282. 280.29 Am3A  
Turkey, hog, and pullet feed financing and contract production by cooperatives.

183. JOHNSON, C. A. Land O' Lakes finds feeder financing builds business. News Farmer Coop. 24(12):10-12. Mar. 1958. 166.2 N47  
Contracts for financing feeders of turkeys, hogs, and poultry with varying provisions.  
Also in Feedstuffs 30(17):64-67. Apr. 26, 1958 286.81 F322

184. JOHNSON, G. L. Are we headed for corporation farming or farming controlled on a contract basis by big business? Mich. State U. Ext. Div. Agr. Econ. Dept. A. Ec. 705, 12 p. 1958. 275.29 M581  
Presented at Farmer's Week, Michigan Agricultural Experiment Station, Jan. 1958.

185. JOHNSON, J. D. Agricultural engineering and vertigration. (Abs.) Assoc. South. Agr. Workers. Proc. 56:61. 1959. 4 C82  
Vertical integration and technological advances.

186. JOHNSON, J. D. Vertical integration in agriculture. Va. Farm Econ. 155:2-7. Aug. 1958. 275.29 V813  
Presents the concept of integration as centralized management control. Points out the structural characteristics of agriculture which favor integration, basic efficiencies sought by integration, and how the benefits will be distributed.

187. JOHNSON, M. How farm trends affect you. Feedstuffs 32(7):58, 60-61. Feb. 13, 1960. 286.81 F322  
Includes comments on contract feeding of poultry and beef cattle.

188. JOHNSON, M. What's happening in contract farming. Amer. Soc. Farm Mgr. & Rur. Appraisers J. 23(1):15-20. Apr. 1959. 281.8 Am32  
Includes discussion by T. Bubenzer. Mentions the development of contract farming in several types of farming, and the reasons for its growth.

189. JOHNSON, M. D. Two contrasting marketing systems are now working; which way integration? It is the last decision that is most difficult to make: where's the money coming from? Grain & Feed J. Consolidated 119(20): 53-55. Oct. 24, 1962. 298.8 G762

190. JOHNSON, P. C. They call it vertical integration. Prairie Farmer, Ind. Ed. 130(2):9, 54. Jan. 18, 1958. 6 P883C  
Effects, benefits, and drawbacks.

191. JONES, L. A., and MIGHELL, R. L. Vertical integration as a source of capital in farming. IN Symposium on capital and credit needs in a changing agriculture, ed. by E. L. Baum, H. G. Diesslin, and E. O. Heady, p. 147-162. Ames, Iowa State U. Press, 1961. 284.29 Sy6  
Includes discussion by J. W. Mather, p. 160-162.

Considers contractual arrangements and their impacts on farming, capital expansion--its uncertainties, and imperfections, the place of specialized lenders in contract farming, and contracts versus integration by ownership.

192. JORDAN, H. P. What we are doing in Indiana (about vertical integration). Amer. Coop. 1958:543-548. 280.29 Am3A

Vertical integration has developed slowly in Indiana, but has been making progress in various segments of agriculture. Writer believes that the cooperatives themselves should be the integrating agency.

193. KALIS, H. Warum marktwirtschaftliche Integration? [Why market economic integration?]. Raiffeisen-Rundschau 14(7):207-208. July 1962. 284.28 R132

194. KELLEY, W. T. Specification buying by the large-scale retailer: an aspect of vertical integration. J. Mktg. 18(3):255-265. Jan. 1954. 280.38 J82  
Contractual arrangements are discussed.

195. KENNERLY, A. B. Farmers favor shared risks. Bankers Mon. 75(9):52, 54. Sept. 15, 1958. Libr. Cong.  
Farmers of the Southwest like the assurance of a stable income that goes with contract farming, notwithstanding the restraints thereby imposed on their freedom of decision and action.

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215. KORZAN, G. E. The probable impact of market organization on Oregon growers. Corvallis, Oreg., State Col., Dept. Agr. Econ., 1958. 6 p. Not in Natl. Agr. Libr.

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224. LESPERANCE, R. Renouveau de l'integration verticale [Revival of vertical integration]. Agriculture [Montreal] 15(5):133. Sept./Oct. 1958. 7 Ag82

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236. MASSEY, D. T. Legal implications of vertical integration arrangements. *IN Montana State Col. Dept. Agr. Econ. & Rur. Sociol. Vertical Integration in Agr. Conf. Proc.* p. 91-102. Bozeman, Mar. 1960. 281 M76  
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247. MILLER, J. E., and MOORE, D. S. A concept of research for an integrated production-marketing system in agriculture. *Sowest. Social Sci. Assoc. Agr. Econ. Sect. Proc.* 1959:21-43. 281.9 So89

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248. MILLER, W. G. Farm tenure perspective of vertical integration. *J. Farm Econ.* 42(2): 307-316. May 1960. 280.8 J822

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250. MOORE, C. P. Summary of conference on vertical integration in agriculture. *IN* Montana State Col. Dept. Agr. Econ. & Rur. Sociol. Vertical Integration in Agr. Conf. Proc. p. 119-131. Bozeman, Mar. 1960. 281 M76

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Indicates that it has advantages only in a few types of farming such as broiler growing. Elsewhere change will be to larger farmer-owned operations.

255. MORTENSON, W. P. Possible future trends of vertical integration in agriculture. *J. Farm Econ.* 40(5):1860-1865. Dec. 1958. 280.8 J822

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256. MORUZZI, L. Profili della vendita di prodotti agricoli con prezzo a riferimento e contratti di integrazione verticale [Outline of sales of agricultural products on referred price contracts and vertical integration contracts]. Milano, Guiffre, 1962. 78 p. (Florence. Università degli studi. Istituto di diritto agrario internazionale e comparato). 281.176 M84

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257. MUELLER, W. F. The economics of vertical integration. *Amer. Coop.* 1958:715-725. 280.29 Am3A

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258. MUELLER, W. F. Role of mergers in the growth of agricultural cooperatives. *Calif. Agr. Expt. Sta. B.* 777, 65 p. Feb. 1961. 100 C12S

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259. MUELLER, W. F. The survival, growth and future of supply cooperatives. Madison, Wis. U., Col. Agr., Agr. Ext. Serv., 1957. 14 p. Not in *Natl. Agr. Libr.*

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261. \*MUELLER, W. F. Vertical integration possibilities for agricultural cooperatives. *IN* Bass, F. M., ed., *The Frontiers of marketing thought and science*, p. 204-215. Columbus, Modern Art Co., 1957. Not in *Natl. Agr. Libr.*

262. MULLER, G. Die Landwirtschaftliche Erzeugung in der vertikalen Integration [Agricultural production in vertical integration]. Germany. Bundesmin. f. Ernahr. Landwirt. u. Forsten. Ber. uber Landwirt. (n.s.) 39(3):413-433. Ref. Oct. 1961. 18 G31

English summary, p. 431.

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263. MULLIKEN, P. M. Trend to contract farming. Farm Equip. Retailing 25(3):94. Mar. 1958. 58.8 F2292

264. MURPHY, D. R. Integration or agribusiness. Wallaces' Farmer 82(13):29. July 6, 1957. 6 W15

Based on two books by J. H. Davis.

265. NELSON, A. P. Indiana feed firm does extensive contracting. Feedstuffs 34(20):26-27, 30-31. May 19, 1962. 286.81 F322

The Heinhold Elevator Co., Kouts, Ind., does contracting on a large scale. It includes hogs, broilers, layers, and cattle. Costs and prices are given.

266. NELSON, A. P. Indiana organization gets high feed tonnage from broiler, turkey contracts. Feedstuffs 33(15):18-20. Apr. 15, 1961. 286.81 F322

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267. NELSON, A. P. Integration. 1-2. Feedstuffs 31(1):68-69. Jan. 3; 31(2):22-24. Jan. 10, 1959. 286.81 F322

Pt. 1, Integration not yet widespread in mid-western and eastern sections; Pt. 2, How fast is integration spreading?

Report is based on an extensive field trip made by the author who interviewed many feed dealers and mill operators about their relationships with the poultry, swine, and livestock industry.

268. NELSON, A. P. Integration. I-III. Feedstuffs 31(43):70, 72-73. Oct. 24; 31(44):44-46. Oct. 31; 31(45):30, 32. Nov. 7, 1959. 286.81 F322

Contents: Pt. 1, East, Midwest farmers attracted by advantages of integration plans; Pt. 2, Market slumps cause revisions of many broiler, layer contracts; Pt. 3, Hog integration programs experience growing pains.

269. NELSON, A. P. Integration in the Midwest. 1-2. Feedstuffs 30(41):104-105. Oct. 11; 30(42):84-86. Oct. 18, 1958. 286.81 F322

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270. NELSON, P. E., and PAUL, A. B. Ownership changes by purchase and merger in selected food industries. U. S. D. A. Mktg. Res. Rpt. 369, 24 p. Oct. 1959. 1 Ag84Mr

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271. NESIUS, E. J. Orienting marketing extension programs to the needs of agricultural business. (Abs.) Assoc. South. Agr. Workers. Proc. 56:187-188. 1959. 4 C82

272. NOVOTNY, L., and LEJCEK, A. A teruleti tervezes es a gyartas kombinalasa a Csehszlovak Szocialista Koztarsasag elelmiszertiparanak tavlataban [Regional planning and production as combined in the food industries of the CSSR]. Elelmezesi Ipar 16(1):9-14. Ref. Jan. 1962. 290.9 M57

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273. NUSBAUM, W. D. Current and new financing methods in the feed industry; integration and its effect on the industry. Feedstuffs 33(18):32, 156, 158-159. May 6, 1961. 286.81 F322

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274. OHIO. STATE UNIVERSITY. DEPT. OF AGRICULTURAL ECONOMICS AND RURAL SOCIOLOGY. Vertical integration in Ohio; a leaders discussion guide. Ohio State U. Col. Agr. Dept. Agr. Econ. Mimeo. B. AE-290, 19 p. Mar. 1958. 281.9 Oh32

Includes discussion of contracts and their evaluation, and summaries of current developments in vertical integration in Ohio as related to livestock, beef and lambs, poultry, dairying, and fruits and vegetables.

275. OHIO. STATE UNIVERSITY. AGRICULTURAL EXTENSION SERV. Vertical integration; good or bad for Ohio farmers? Ohio. State U. Ext. Serv. Ext. B. 375, 16 p. May 1958. 275.29 Oh32

A discussion guide which includes current developments in Ohio in hogs, beef and lambs, poultry, dairy, and fruits and vegetables. Gives disadvantages, methods of evaluating contracts, and points to be considered in a contract.

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277. OSTGATHE, A. Voraussetzungen zur erfolgreichen Verwirklichung genossenschaftlicher Integrationsvorhaben [Requirements for the successful realization of cooperative integration programs]. Raiffeisen-Rundschau 14(16):168-169, 171. June 1962. 284.28 R132  
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278. OXENFELDT, A. R. Industrial pricing and market practices. New York, Prentice-Hall, 1951. 602 p. 284.3 OX2  
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279. PACE, S. I contratti agrari, saggio di una teoria generale [Agricultural contracts; attempt at a general theory]. Milan, Guiffre, 1952. 195 p. (Universita di Roma. Pubblicazioni dell'Istituto di Diritto Agrario 10) 280 P11

280. PAMPALONI, E. Aspetti contrattuali e aziendali dell'agricoltura sarda [Contractual and business aspects of Sardinian agriculture]. Sassari, Gallizzi, 1957. 726 p., tables. 281.176 P192A  
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281. \*PARKER, R. C. Vertical integration by grocery retailers: a market structure analysis. Madison, 1962. 296 p.  
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282. PEDERSEN, H. Social impact of vertical integration IN Montana State Col. Dept. Agr. Econ. & Rur. Sociol. Vertical Integration in Agr. Conf. Proc. p. 113-114. Bozeman, Mar. 1960. 281 M76

Contracts are said to have a disrupting influence on the community which loses a stable and independent entrepreneur and receives in exchange a temporary hired labor force, which departs when the operations have been performed.

283. PENN, R. J. Tenure innovations and tenure problems associated with vertical integration. J. Farm Econ. 40(5):1383-1392. Dec. 1958. 280.8 J822

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284. PHILLIPS, R. Agribusiness: its implications for agricultural economists. (Abs.) Assoc. South. Agr. Workers. Proc. 55:191-192. 1958. 4 C82

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285. PHILLIPS, R. Analysis of costs and benefits to feed manufacturers from financing and contract programs in the Midwest. Iowa Agr. Expt. Sta. Spec. Rpt. 30, 16 p. Oct. 1962. 100 Io9SP

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286. PHILLIPS, R. Costs of procuring, manufacturing, and distributing mixed feeds in the Midwest; case study of four types of organization. U. S. D. A. Mktg. Res. Rpt. 388, 76 p. Apr. 1960. 1 Ag84Mr

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287. PHILLIPS, R. Feed industry financing and contract programs in Iowa and surrounding states. Iowa. Agr. Expt. Sta. Spec. Rpt. 28, 19 p., charts, tables. 1961. 100 Io9Sp

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289. PHILLIPS, R. Will integration revolutionize Mid-western agriculture? Westernnews 19(8):12, 14, 16. May 1958. 389.78 W522

Comments on incentives for integration, efficiencies it can bring, and problems that come with it.

290. \*PITZER, R. L., and others. A sociological investigation of contract farming. Paper presented at the Rural Sociological Society meeting in Ithaca, New York, Aug. 27, 1959. Not in Natl. Agr. Libr.

291. POULTRYMEN told: If you don't organize markets, "Businessmen" will do it. Feedstuffs 30(15):10-11, 14. Apr. 12, 1958. 286.81 F322

Summary of talks at Farm and Home Week, Cornell University, Ithaca, with lengthy quotations from talk by E. F. Crouse. Other speakers were: J. H. Fletcher, and J. S. Tobey. Panelists who discussed contract farming were: J. H. Bruckner, G. W. Hedlund, W. D. Tyler, and W. Ranney.

\*Not examined



292. PRITCHARD, N. T. Vertical and horizontal integration definitions. *Amer. Egg & Poultry Rev.* 19(3):28. Mar. 1957. 47.8 Am38
293. PROCTOR, R. E. The farmers stake in integration farming. *Ga. Vet.* 11(5):21-23. Sept./Oct. 1959. 41.8 G29  
Explains the reasons for integration and how it will benefit farmers in the future.
294. PURDUE UNIVERSITY. A summary of the second Purdue Marketing Clinic. A short course in agricultural marketing problems of concern to management personnel. Lafayette, Ind., 1958. 28 p. 280.38 Su6  
Theme: Automation, integration, and regulation in agricultural marketing during the next decade.  
Summaries of the following talks are of interest: The problems ahead in agricultural marketing, by L. S. Hardin, p. 1-3; Integrated agriculture in 1968, by R. L. Kohls, p. 4-6; The automated market of 1968, by W. R. Green, p. 6-7; More regulation ahead for agricultural marketing, by E. L. Butz, p. 8-9; Integration and milk control programs, by N. Myrick, p. 12; Getting an integrated quality pork program started, by N. Smith, p. 18-20.
295. PURDUE UNIVERSITY. DEPT. OF AGRICULTURAL ECONOMICS. SPECIAL COMMITTEE ON INTEGRATION. Vertical integration in agriculture. *Purdue. U. Agr. Ext. Mimeo EC-154*, 14 p. Oct. 1957. 100 In2Ag  
Gives definition, advantages, disadvantages, extent, and consequences of integration.
296. QUENEMOEN, G. Contribution that education research and extension can make in meeting problems. In *Montana State Col. Dept. Agr. Econ. & Rur. Sociol. Vertical Integration in Agr. Conf. Proc.* p. 115-117. Bozeman, Mar. 1960. 281 M76  
Different types of education may be needed for farmers and ranchers under integrated farming.
297. RAIDL, H. Genossenschaften im grosseren Markt [Cooperatives in the larger market]. *Agr. Rundschau* 1:1-4. Feb. 1962. 280.8 Ag82  
Includes vertical integration.
298. RANDELL, C. G. The place of contracts or marketing agreements in livestock marketing. *Amer. Coop.* 1958:585-591. 280.29 Am3A  
Two types of contracts and one cooperative pattern are described.
299. RANNEY, W. A. Can integration square with cooperative philosophy? *Amer. Coop.* 1957:476-480. 280.29 Am3A  
Indicates the forms of contractual arrangements that have been accepted in the past and how some types have been modified by economic pressures.
300. RAY, O. Feed manufacturing industry--today and tomorrow. *Feedstuffs* 30(52):56-58. Dec. 27, 1958. 286.81 F322  
Includes consideration of the development of contract agriculture and its relationship to the feed industry.
301. RAY, O. Feeds for tomorrow. *Feeds Illus.* 11(3):27, 30, 35. Mar. 1960. 389.78 F326  
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303. ROESLER, E. H. Those for, anti-integration are heard at Minneapolis. *Feed Bag* 34(2):11-12. Feb. 1958. 389.78 F32  
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304. ROMPUY, M. V. VAN. Le Probleme de l'integration verticale dans l'agriculture europeenne, ses consequences economiques, son influence sur le caractere familial des exploitations agricoles et sur la cooperation [The problem of vertical integration in European agriculture, its economic consequences, its influence on the family character of farms, and on cooperation]. *Confed. Europeenne de l'Agr.* P. 18:124-134. 1961. 28 C763
305. ROSS, D. R. Feed financing and integration. *Feedstuffs* 30(22):20-21, 24. May 31, 1958. 286.81 F322  
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306. ROSS, J. End-product price reduction is basis of integration growth, feed men told. *Feedstuffs* 30(20):7, 154. May 17, 1958. 286.81 F322  
Digest of a talk by D. McNeal before the Northwest Feed Manufacturers, in Minneapolis, May 1958.
307. ROUNTREE, J. L. Poultry disease control in integrated operations. *U. S. Livestock Sanit. Assoc. Proc.* 64:154-156. 1960, pub. 1961. 49.9 Un3R  
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308. ROUSH, J. R., KRAUSZ, N. G. P., and GUITHER, H. The banker and agriculture: contract farming and Illinois agriculture. *Ill. Banker* 41(7):10. Jan. 1960. 284.8 G79
309. ROUSH, J. R. Integration: what it is and where it is leading us. *Urbana, Ill. U., Exten. Serv., Dept. Agr. Econ.*, 1958. 4 p. Not in Natl. Agr. Libr.  
Talk as part of panel discussion, at the 11th annual Illinois All-Industry Poultry Day, July 28, 1958, at Urbana.

310. ROUSH, J. R., and KRAUSZ, N. G. P. Some important points to look for in integration contracts. Ill. U. Agr. Ext. Serv. Farm Managt. Facts & Opinions to Help You 195, 2 p. Oct. 26, 1959. Not in Natl. Agr. Libr.

Gives legal advice and is addressed to farmers and leaders of Extension Services.

311. ROWE, H. B. Forward selling. U. S. D. A. Ybk. Agr. Marketing 1954:316-323. 1 Ag84Y Deals with many contractual arrangements.

312. ROY, E. P. Alternative way of coordinating production and marketing. J. Farm Econ. 40(5):1790-1800. Dec. 1958. 280.8 J822

Discussion by G. W. Sprague.

Presented at the American Farm Economics Association meeting, Winnipeg, Canada, Aug. 1958.

Types of integration discussed and illustrated are: quasi, proprietary, cooperative, complete (proprietary and cooperative).

313. ROY, E. P. Model grower contracts for: broiler chickens, breeder eggs, table eggs and hogs. La. Agr. Expt. Sta. DAE C. 263, 34 p. Ref. May 1960. 100 L935

Each of the sample contracts is followed by a discussion of its advantages, disadvantages, features, and recent trends.

314. ROY, E. P. Rural economists and their leadership relating to problems of economic integration. (Abs.) Assoc. South. Agr. Workers. Proc. 56:201. 1959. 4C82

315. ROY, P., BAKKEN, H. H., and MANUEL, M. L. How can research in colleges assist cooperatives with their problems in vertical integration? Natl. Conf. Res. & Teaching Agr. Coop. [Proc.] 1959:15-26. 280.29 N2192

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Includes discussion by M. J. Thomas.

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317. SAMUELS, J. K. Supermarket mergers --a challenge for the co-ops! Amer. Fruit Grower 76(9):14, 23. Sept. 1956. 80 G85

Consolidation in marketing and promotion of cooperatively produced goods is suggested.

318. SAVONA (PROVINCE) CAMERA DI COMMERCIO INDUSTRIA ED AGRICOLTURA. Raccolta degli usi e consuetudini agrari [Collection of agricultural customs and practices]. Approvata dalla Giunta camerale nella seduta del 27 Settembre 1955 con deliberazione n. 15-240. Savona, 1955. 11 p. 280.3 Sa92

319. SCOVILLE, O. J. Are farmers losing their rights to manage their farms because of contract farming? Washington, U. S. Agr. Res. Serv. Farm Econ. Res. Div., 1958. 7 p. A281.12 Sco9

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320. SCOVILLE, O. J. The economic and technological forces back of vertical integration. U. S. Agr. Mktg. Serv. AMS-315:222-225. July 1959. A280.39 M34Am

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321. SCOVILLE, O. J. The implications of contract farming for the farm economy. Washington, U. S. Agr. Res. Serv., 1958. 11 p. A281.8 Sco3

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323. SCOVILLE, O. J. Vertical integration and contract farming in U. S. A. agriculture. FATIS Rev. 6(1):6-10. 1959. 275.249 F26

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Gives an overall view of the status of integration as affected by ownership, cooperative action, or by contract.

324. SCOVILLE, O. J. What will vertical integration mean to farmers? News Farmer Coop. 24(7):10-12. Oct. 1957. 166.2 N47

Also in U. S. Farmer Coop. Serv. Reprint 150, p. 4-5, 12. Feb. 1958. Not in Natl. Agr. Libr.

General discussion of various types of contract production and marketing.

325. SCOVILLE, O. J. Where to in agriculture-business integration? Washington, U. S. Agr. Res. Serv., 1958. 9 p. A281.9 Sco3

Also summarized in Assoc. South. Agr. Workers. Proc. 55:22-23. Feb. 3, 1958. 4 C82

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328. SELBY, H. W. Farmers' cooperatives as competitors. *Harvard Business Rev.* 24(2): 215-227. Winter 1946. 280.8 H262

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329. SETTERSTROM, R. Engineering considerations of integrated activities of firms. *IN* Montana State Col. Dept. Agr. Econ. & Rur. Sociol. Vertical Integration in Agr. Conf. Proc. p. 77-85. Bozeman, Mar. 1960. 281 M76

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331. SHAW, S. T. Market forces which have led to vertical integration. *IN* Montana State Col. Dept. Agr. Econ. & Rur. Sociol. Vertical Integration in Agr. Conf. Proc. p. 23-30. Bozeman, Mar. 1960. 281 M76

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332. SHEPPARD, C. C., and BRAUN, D. Read this before they "sign you up". *Farm J. Cent.* Ed. 84(1):39, 65-66. Jan. 1960. 6 F2212C

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333. SHUMAN, C. B. Marketing under contract? *Nation's Agr.* 33(7):5. July/Aug. 1958. 280.82 B89  
Editorial.

334. SPENGLER, J. J. Vertical integration and antitrust policy. *J. Polit. Econ.* 58(4):347-352, illus. Aug. 1950. 280.8 J82

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335. STAHL, W. H., and FARRIS, P. L. Use of contracts in selling livestock feed by Indiana country elevators. *Ind. Agr. Expt. Sta. Res. Prog. Rpt.* 1, 15 p. Jan. 1962. 100 In2Res

Tables show extent of use of contracts, types of contracts, financing arrangements, and proportion of feed sold under integration contracts. Discusses why elevators use contracts, and implications of contracts to the farmer, to the feed company, and to agriculture. Future of contracting depends on costs and advantages involved.

336. STANTON, B. Co-op steps in agricultural integration. *News Farmer Coop.* 24(11):4-5, 13, 14. Feb. 1958. 166.2 N47

Summary of a joint seminar of representatives of the Agricultural Economic Program Division of the Federal Extension Service and of the Farmer Cooperative Service. Quotes statements from the following speakers: J. G. Knapp, S. F. Krause, J. J. Scanlan, H. J. Preston, D. H. McVey, J. W. Mather, and M. A. Abrahamsen. Also in *U. S. Farmer Coop. Serv. Reprint* 150, p. 2-3, 10. Not in *Natl. Agr. Libr.*

337. STEELE, H. The forward look in feed financing. *Feedstuffs* 29(19):14, 16. May 11, 1957. 286.81 F322

Talk at Midwest Feed Manufacturers Association meeting.

Credit for the poultry and cattle business.

338. STELMACHOWSKI, A. Kontraktacja produktow rolnych [Contracts dealing with agricultural products]. [Wyd. 1] Warszawa, Panstwowe Wydawn. Naukowe, 1960. 232 p. (Polska Akademia Nauk. Instytut Nauk Prawnych) 33.32 St3

+ 339. STELZER, R. E. Vertical integration in agriculture. *Natl. Assoc. Mktg. Off. Rpt.* 39:26-40. 1958. 280.39 N213P

Includes panel discussion.

Examines reasons for integration, advantages and disadvantages to the farmer, the farm supplier, the processor, wholesaler, retailer, and the consumer. Describes contract farming in various sectors of the agricultural industry.

340. STERN, J. K. Symposium on economic integration. *Amer. Coop.* 1958:687-688. 280.29 Am3A

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341. STICE, L. F. Limitations of cooperative integration. *Amer. Coop.* 1958:433-436. 280.29 Am3A

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342. STILES, J. W. Cooperative integration--possibilities, limitations and research needs; panel introductory statement. *Amer. Coop.* 1958: 424-426. 280.29 Am3A

343. STOKES, W. N. Feeder financing in today's changing agriculture. *Feedstuffs* 30(28): 32, 85-86. July 12, 1958. 286.81 F322

On the use of credit in relation to vertical integration

344. STRATTON, C. L. What has been happening in the feed business in the Northeast? *Hatchery & Feed* [33(11)]:42-45, 47-48. Nov. 1959. 47.8 H28

Story of the development of the formula feed business and how it is now searching for the ways it can best fit into the most recent developments of the industry. These are: Bulk feed handling, integration, financing, direct-to-farm selling, contract buying and feeding, and the new St. Lawrence Seaway.

345. STRAUBE, O. Feed financing today and tomorrow. *Feedstuffs* 30(15):82-85. Apr. 19, 1958. 286.81 F322

From a talk at Midwest Feed Manufacturers Association convention in Kansas City, 1958. Applied to contract farming.

346. STRECKER, O. Vertikale Integration in der britischen Geflügelwirtschaft [Vertical integration in the British poultry industry]. Germany. Bundesmin. f. Ernähr. Landwirt. u. Forsten. Ber. über Landwirt. (n.s.) 39(3):515-532. Ref. Oct. 1961. 18 G31

Discussion of poultry, broilers, eggs, and credit.

347. STREETER, C. P. The big decision. *Amer. Coop.* 1958:29-35. 280.29 Am3A

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348. STREETER, C. P. Contracts, integration and you. *Farm J. East. Ed.* 82(7):108. July 1958. 6 F2212

Editorial explanation with some forecast of what the future will bring.

349. STREETER, C. P. What colleges, and their extension economists can do about economic integration. *Amer. Coop.* 1958:689-692. 280.29 Am3A

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350. STREETER, C. P. Who is going to control farming? *Farm J. East. Ed.* 82(2):38-39, 80. Feb. 1958. 6 F2212

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351. STREETMAN, J. E. A feed manufacturer's views on trend to integration, production controls, research progress, and poultry industry outlook. *Feedstuffs* 29(48):62-66. Nov. 30, 1957. 286.81 F322

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352. SWEGLE, W. E. What's all the hula-baloo about vertical integration? *Successful Farming* 56(2):47, 76-77. Feb. 1958. 6 Su12

What it is, how it works, where it is going, why it is coming, and what it means to farmers.

353. SYKES, G. Agribusiness. *Turkeys* 8(2):21-24. Mar./Apr. 1960. 47.38 T847

On the extent of integration in the poultry industries of England and the United States. Explains the need for integration as illustrated by self-service stores, and the effects on farming in the future.

Excerpts in *Turkey World* 36(3):13, 47. Mar. 1961. 47.38 T84

354. SYKES, G. Agricultural integration--agri-vation--vertical integration--agribusiness. *Inst. Corn & Agr. Merchants. J.* 9(3):137-141. Autumn 1961. 10 In7

As applied in the livestock and poultry industries in England.

355. SYLVESTER, G. Integration in poultry industry. *New Eng. Agr. Council. Proc.* 1957:46-48. 281.9 N442

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356. TEXAS. AGRICULTURAL and MECHANICAL COLLEGE. EXTENSION SERV. Vertical integration in Texas agriculture. *Tex. Agr. Col. Ext. L.* 418, 424, 432, 436-437, 441-443, 458, 463, 474, 477, 485, 487-488, 499. 16 nos. 1958-1960. 275.29 T313

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357. THOMAS, M. J. Chain store grocer's views on integration. *Feedstuffs* 30(20):75, 77, 80. May 17, 1958. 286.81 F322

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358. THOMPSON, L. N. We have our own integrated plan. *News Farmer Coop.* 24(9):10-12. Dec. 1957. 166.2 N47

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Also in U. S. Farmer Cooperative Serv. Reprint 150, p. 6-8. Not in *Natl. Agr. Libr.*

359. THOMPSON, S. H. Will integration stick? *Wallaces' Farmer* 83(9):36. May 3, 1958. 6 W15

360. THOMSEN, F. L. Agricultural marketing. New York, McGraw-Hill, 1951. 483 p. 280.3 T38  
Technological evolution and integration in food processing and distribution, p. 124-150.  
Vertical integration, p. 407-410.
361. THOMSON, G. H. Changes sharpen producers' progress. *News Farmer Coop.* 25(5): 12-14. Aug. 1958. 166.2 N47  
The producers Livestock Association of Columbus, Ohio, has brought about centralized selling, daily market broadcasts, a farmers credit association, and improved sales projects for hogs and cattle.  
Also in U. S. Farmer Cooperative Serv. Reprint 150, C, p. 2-3, 22. Not in Natl. Agr. Libr.
362. THUROCZY, N. M., and PHILLIPS, R. Feed manufacturers' and dealers' gains and losses from contract farming programs in the Midwest. U. S. D. A. Econ. Res. Serv. ERS-107:30-37. Feb. 1963. A281.9 Ag83E  
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Report of research conducted by Iowa State University under contract with the U. S. Department of Agriculture.
363. TIMM, T. R. Increasing expansion of vertical integration is forecast. *Natl. Agr. Credit Conf. Proc.* 7:42-45. Nov. 17, 1958. 284.29 N21  
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364. TINLEY, J. M. Cooperative integration--limitations and research needs. *Amer. Coop.* 1958:430-432. 280.29 Am3A
365. TRADARDI, F. Integrazione verticale e produzione su contratto in agricoltura [Vertical integration and contract production in agriculture]. *Agricoltura* 8(4):6-9. Apr. 1959. 16 Ag8226  
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366. TRELOGAN, H. C. The changing agricultural market. IN Montana State Col. Dept. Agr. Econ. & Rur. Sociol. Vertical Integration in Agr. Conf. Proc. p. 17-22. Bozeman, Mar. 1960. 281 M76  
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Includes comments on economic integration in agricultural marketing.
- + 368. TRIFON, R. The economics of cooperative ventures--further comments. *J. Farm Econ.* 43(2):215-235. May 1961. 280.8 J822  
Gives attention to the analogy of cooperation with vertical integration, to the concept of an economic equilibrium in a cooperative association, and to the controversy over the matter of entrepreneurship.
- + 369. TRIFON, R. Economics of vertical integration and contracting with some reference to agriculture. *Canad. Agr. Econ. Soc. Rpt. Workshop* 4:3-12. 1959. 27 C16
- + 370. TRIFON, R. Guides for speculation about the vertical integration of agriculture with allied industries. *J. Farm Econ* 41(4):734-746. Ref. Nov. 1959. 280.8 J822  
Considers the significance of vertical integration in economics and relates it to contracting. The circumstances under which companies may benefit from either vertical integration or contracting are discussed.  
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371. TRILLHAAS, J. Alte und neue Erfahrungen aus der landwirtschaftlichen Vertragsproduktion [Old and new experiences in agricultural contract production]. *Raiffeisen-Rundschau* 14(1):4-6. Jan. 1962. 284.28 R132
372. TUNKS, F. E. More conservative financing indicated for '62; integration to replace some conventional credit. *Feedstuffs* 33(52):6, 84. Dec. 30, 1961. 286.81 F322  
Forecast, including role of integration, mainly in the poultry industry.
373. TURNBULL, R. Some practical pointers to use in considering ag contracts. *Feed Bag* 35(3):70, 79, 82-83. 1959. 389.78 F32  
Includes statements regarding the possible and likely inroads of organized labor into contract farming.
374. TURNER, A. V. Veteran feed manufacturer speaks out on integration. *West. Feed & Seed* 12(5):28, 88. May 1957. 389.78 W52  
Deals mainly with financing.
375. U. S. CONGRESS. HOUSE. SELECT COMMITTEE ON SMALL BUSINESS. SUBCOMMITTEE NO. 5. Small business problems in food distribution. Distribution problems affecting small business. Report . . . pursuant to H. Res. 51, 86th Cong., 2nd sess. H. Rpt. 2234. Washington, 1960. 225 p. Ref. 280.3 Un325S  
Some discussion of vertical integration is included, such as: Vertical integration in food distribution, p. 37-49; Changes in the market structure of grocery retailing, 1940-1958, p. 123-157.

376. U. S. CONGRESS. SENATE. COMMITTEE ON AGRICULTURE AND FORESTRY. SUBCOMMITTEE ON AGRICULTURAL PRODUCTION, MARKETING, AND STABILIZATION OF PRICES. National poultry stabilization act. Hearings, 86th Cong., 2nd sess on S. 2516, Feb. 25, 26, 1960. Washington, 1960. 177 p. 280.347 Un34Na

Contains scattered references to vertical integration, such as California State Board of Agriculture resolution on Integration in Agriculture, p. 152-153.

377. U. S. DEPT. OF AGRICULTURE. Contract farming and vertical integration in agriculture. U. S. D. A. Agr. Inform. B. 198, 21 p., illus., maps. July 1958. 1 Ag84Ab

Prepared under the direction of a committee representing Agricultural Marketing Service, Agricultural Research Service, and Farmer Cooperative Service. O. J. Scoville, Agricultural Research Service, chairman.

Discusses the meaning and extent of integration as applied to the production of fruits and nuts, vegetables, sugar crops, dry beans and peas, cotton, tobacco, special crops, major grains and oilseeds, crops grown for seed, forest products, dairy products, poultry and eggs, beef cattle, sheep and lambs, and hogs.

Abstract by V. Cory in *Gt. Brit. Min. Agr. Fisheries and Food Agr.* 67(5):242-246. Aug. 1960. 10 G79J

Abstract in *Feedstuffs* 30(36):48, 52, 54, 67-68. Sept. 6, 1958. 286.81 F322

378. U. S. FEDERAL EXTENSION SERV. Contract farming and vertical integration in agriculture. A report of extension and research activities in the land-grant colleges. Washington, June 1958. 19 p. (AEP-105) A281.12 F312C

Supersedes mimeograph release AEP-30, Mar. 1958.

Lists in alphabetical order by states, the types of activity, research, general interest, and publications issued in each state.

379. U. S. FEDERAL EXTENSION SERV. Implications of vertical integration for farm production processes. Washington, 1959. 14 p. (AEP-61. 4-59) A281.12 F31

This statement is essentially the same as the the discussion given by B. F. Lanpher, Jan. 27, 1959, at Farm and Home Week, University of Kentucky.

380. U. S. FEDERAL EXTENSION SERV. Vertical integration in agriculture. Washington, 1957. 4 p. Ref. (AEP-164. 9-57) A281.12 F312V

In outline form. Presented by O. J. Scoville and R. L. Mighell, to a joint seminar of the Federal Extension Service and the Farmer Cooperative Service.

381. UPCHURCH, M. L. New decisions farmers must make in contract farming. Washington, U. S. Agr. Res. Serv. Farm Econ. Res. Div., 1958. 6 p. A281.12 Up1

Talk prepared for a joint seminar of staff members of the Federal Extension Service and the Farmer Cooperative Service, Washington, Oct. 23, 1958.

382. VAILE, R. S., GREETHER, E. T., and COX, R. Marketing in the American economy. New York, Ronald Press, 1952. 737 p. 280.3 V19M

Ch. 9, Integrated distributors of consumer goods.

383. VATTER, E. L. Integration in Iowa agriculture. *IN* Kohn, C. F., ed. Urban responses to agricultural change, p. 27-42. Iowa City, Iowa State University, 1961. Libr. Cong.

Deals with the forces that make for integration, its possible forms in the Iowa economy, the economic, social, and political implications of integration.

384. VERTICAL integration. Farm Forum Guide 20(2):1-12. Nov. 5, 1962. 281.8 F2272

Issued in Toronto for use in the provinces of Canada. Shows the many kinds of vertical integration, that contracts may be a boon or a disaster to farmers, and that integration of some sort is here to stay.

385. \*VERTICAL integration in agricultural marketing; panel discussion at joint annual meeting of American Marketing Association and American Farm Economic Association, Philadelphia, Dec. 29, 1957. [unpublished] Not in Natl. Agr. Libr.

Contents: Bases and bounds for integration of firms and functions, by M. A. Adelman; Procurement of supplies for retailing, by P. A. Baumgart; Farm cooperative activities, by W. F. Mueller; and Relevant management decisions, by C. A. Slater.

386. VERTICAL integration; trend to integrated farming will affect chemical industry from research to marketing. *Agr. & Food Chem.* 6(4): 263. Apr. 1958. 381 J8223

387. WESTERN AGRICULTURAL ECONOMICS RESEARCH COUNCIL. MARKETING RESEARCH COMMITTEE. Vertical integration in agriculture; report no. 3; proceedings, Reno, Nevada, November 11-13, 1959. n.p., 1960? 84 p. 280.39 W522

Farm Management Research Committee, cooperating.

388. WESTERN Feed & Seed reviews an agricultural economists forum: integration. *West. Feed & Seed* 12(5):29, 88. May 1957. 389.78 W52 Poultry industry.

Statements from panel members at Davis Poultry Institute, University of California, Apr. 1957.

389. WHITLOW, S. How about vertigration? *Farmer-Stockman*, Tex. Ed. 71(5):20-21. May 1958. 6 F22127

Survey of extent of contract farming in the United States.

390. WILLIAMS, H. M. Integration through cooperation. Amer. Egg & Poultry Rev. 19(9):92, 94-96. Sept. 1957. 47.8 Am38

Explains the planning function, tasks of management, and the marketing functions. Suggests the creation of an executive committee, consisting of a member of the hatchery, a grower, a processor, and a feed representative.

391. WILLS, W. J. Challenge of vertical integration financing. Banking 51(10):76, 78. Apr. 1959. 284.8 Am3

Effect on local credit agencies of widespread adoption of vertical integration, would be increased demand for longer-term credit.

392. WILSON, N. A., SADD, C. W., and THOMAS, M. J. Producer and food retailer views on integration of production and marketing in agriculture. Feedstuffs 30(20):74-75, 77, 80, 86, 88, 90. May 17, 1958. 286.81 F322

Contents: How does integration affect the farmer? by N. A. Wilson; Impact of integration on product marketing, by C. W. Sadd; Chain store grocer's views on integration, by M. J. Thomas.

393. WOOD, G. B. Country bankers face challenge of agribusiness. Highlights from the A. B. A.'s National Agricultural Credit Conference. Banking 50(7):82-84, 123. Jan. 1958. Not in Natl. Agr. Libr.

394. WOOD G. B. Integration . . . and the feed industry. Feedstuffs 30(52):18. Dec. 27, 1958. 286.81 F322

Relations of production to finding a stable market outlet is discussed.

395. WOOD, G. B. "Spec" buying tomorrow. (Extr.) Grain & Feed J. Consolidated 115(11):37. June 11, 1958. 298.9 G762

States that integrated farming is here now and that future farmers must produce to specifications. From a talk before the American Feed Manufacturers Association.

396. WOOD, G. B. What will farmers sell in 1965? Natl. Agr. Credit Conf. Proc. 1957:58-66. 1958. 284.29 N21

Production according to specification, and contract farming, as illustrated by case histories in several phases of production and marketing.

397. WOOD, G. B. What's so bad about vertical integration? Farm Mangt. 7(12):16-17. Dec. 1958. 281.8 F2225

Defends integrated farming and contracting as a logical, sound, economically realistic way of boosting profits and taking expensive gamble out of farming.

398. YAW, W. H. Engineering, management and marketing combined for successful farming. Agr. Engin. 39(11):708-711. Nov. 1958. 58.8 Ag83

A paper presented at the Winter meeting of the American Society of Agricultural Engineers, Chicago, Ill., Dec. 1957.

States that all agriculture should frankly recognize the trend toward refined coordination of production, marketing and farm supply operations.

399. ZACHARIAS, O. E. The challenge of economic integration; introductory statement. Amer. Coop. 1958:27-28. 280.29 Am3A

#### BEEF CATTLE and SHEEP

400. ASHBURN, C. Contract feeding arrangements. Feedlot 4(8):10-11, 50. Aug. 1962. 43.8 F32

Describes four main types of contracts for cattle and lamb feeding and the principal provisions of agreement.

401. ASHBURN, C. Livestock contract feeding arrangements. Nebr. U. Col. Agr. Ext. Serv. EC 59-813, 14 p. 1960? 275.29 N272Ex

Four main types of contracts are considered, with specific examples of costs and returns. Principal provisions of agreements used in contract feeding beef cattle and lambs are listed with comments. Samples of each of the four types of contracts are included.

402. BRAUN, D. Contract beef feeding: a hedge for '54? Farm J. 77(12):37, 129. Dec. 1953. 6 F2212

403. CARPENTER, G. A. Fundamentals of buying and selling livestock by advance contract. Calif. Cattleman, Mar. 1958:5-6. 43.8 C12

Contains a sample copy of a typical cattle purchase contract.

404. COPPERSMITH, R. L. Producing your stock on a contract basis. West. Livestock J. 40(9):137-138, 141-142. Jan. 1962. 6 F2278

Specific points to look for in contracts are discussed.

405. COX, C. B. Vertical integration of livestock production and marketing functions--how far and who will do it. U. S. Agr. Mktg. Serv. AMS-315:225-229. July 1959. A280.39 M34Am

Possible integrators are the feed dealer, retailer, processor or packer, market agency, and farmer.

406. DAVIS, L. W. Orderly marketing as affected by vertical integration. Wash. State Col. Dept. Anim. Sci. Stockmen's Handb. 1958:390-391. 49.9 W27

Custom feedlots have gained popularity. The businessman has entered the field of farming and cattle raising through vertical integration and contract farming.

407. DE MUNN, M. Beef report U S A; will vertical integration dominate the cattle business? Feeds Illus. 11(5):15-17. May 1960.

389.78 F326

The writer states that vertical integration will not dominate the beef business, and gives his reasons. He analyzes the impact of supermarkets on the cattle industry, and predicts several feedlot developments, including contract specifications.

408. DOANE AGRICULTURAL SERV. Contract veterinary services. Doane Agr. Digest (loose leaf) 23(21-7/21-8):551-552. Nov. 2, 1960. 252 D65

Discusses feedlot agreements, advantages, choice of veterinarian, and fees.

409. DOANE AGRICULTURAL SERV. Contracts for feeding cattle. Doane Agr. Digest (loose leaf) 22(19-7/19-8):214.5-214.6. Oct. 2, 1959. 252 D65

Topics dealt with are contract conditions, arrangements, wintering, full feeding, guaranteed margin, and gain-in-weight contracts, sharing arrangements, feed cost plus yardage, incentive contracts, and analyzing contracts.

410. ENGELMAN, G. Integration in the livestock industry. Washington, Agr. Mktg. Serv., 1958. 7 p. A280.3409 En3

Paper presented to the Southwestern Social Science Association, Dallas, Tex., Apr. 4, 1958.

411. ENGELMAN, G. Vertical integration in livestock. Agr. Mktg. 4(1):8-9. Jan. 1959. A280.38 Ag8

Excerpts in Amer. Cattle Prod. 40(9):29. Feb. 1959. 49 P94

In the cattle industry there are large commercial feedlots or "beef factories" with contracts which vary in the extent of their coverage. There are custom arrangements with packers or chain-stores.

412. ENSMINGER, M. E. Contract feeding and fattening cattle--a big and growing business. Feed Age 5(8):43-45, 69. Aug. 1955. 389.78 F327

Five types of contracts are explained.

413. ENSMINGER, M. E. The stockman's guide. Sheep Breeder & Sheepman 77(11):9-10, 12. Nov. 1957. 45.8 Am31

Five types of contracts for cattle and sheep feeding are explained.

414. FEEDER contracting at record high. Farm J. Cent. Ed. 82(6):56A. June 1958. 6 F2212C

415. FOWLER, S. H. Marketing of livestock and meat. Danville, Ill. Interstate, 1957. 622 p. Ref. 280.340 F82

Selling feeder livestock by contract, p. 337-339, includes a table showing proportion of cattle contracted by class and State, Western Region, 1948-1949.

416. FOWLER, W. Y. Integration and the changing livestock scene. N. Mex. Stockman 24(7):28-29. July 1959. 49 N462

Gives a picture and analysis of package deals and contractual arrangements. Describes benefits of contract farming, problems that may arise, and what the livestock producer can do to adjust to these changes.

417. FOWLER, W. Y. Vertical integration in the livestock industry. Corvallis, Oreg. State Col., Agr. Ext. Serv., 1958. 7 p. Not in Natl. Agr. Libr.

Presented at the Columbia County Livestock Nutrition School, St. Helens, Oreg., Feb. 13, 1958.

418. GRAY, J. A. Changing agriculture and the sheep and wool industry. Sheep & Goat Raiser 39(2):38, 40-41. Nov. 1958. 45.8 Sh3

Contract farming and vertical integration as applied in beef cattle production. Benefits and drawbacks of contract farming are listed.

419. GRAYBILL, A. W. Contract farming in the production of beef. Va. Farm Econ. 155:7-10. Aug. 1958. 275.29 V813

Gives reasons for contracting which has increased greatly in the Western States, comments on size and rate of turnover in feedlot operations and on market outlets.

420. HAAS, J. T. Co-op steps in livestock integration. News Farmer Coop. 28(5):12-14. Aug. 1961. 166.2 N47

Tells of several cooperative ventures in integration with cattle feedlots, feeder pigs and hogs, meatpacking, and the supplying of credit.

421. HANSEN, C. How far will vertical integration go in the cow business? Rec. Stockman, Annu. Ed. 69(52):39, 188-189. Dec. 25, 1958. 49 D43

New techniques in production of competing products, broilers and pork, will give cattlegrowers tough competition.

422. HARTLEY, J. H. Corporate cattle feeding. Doane's Business Mag. for Amer. Agr. 2(2):18-22. Feb. 1962. 281.8 D652

Describes the operations of the Copiah Milling and Livestock Company of Hazelhurst, Miss., and the Jamestown Sales Company of Jamestown, N. Dak. as typical of the new corporation feedlots.

423. HOPKIN, J. A. Cattle feeding in California; a study of feed-lot finishing. San Francisco, Bank of America, Economics Dept., Feb. 1957. 47 p. 389.7 B222

Indicates extent of custom feeding.

424. HOUSE, B. Why integration isn't for the cattleman. Amer. Hereford J. 49(5):180-181, 764-765. July 1, 1958. 43.8 Am32

Points out hazards for the producer inherent in an integrated program.

425. HULBERT, H. H. Are pastures greener with livestock contracting? News Farmer Coop. 19(3):8-10. June 1952. 166.2 N47

Producer-dealer contracting of cattle and sheep by which western cooperatives contract livestock on the range for either immediate or future delivery.

426. INTEGRATION will not monopolize cattle industry, speaker says. Feedstuffs 30(13):54. Mar. 20, 1958. 286.81 F322



Report of a panel discussion on The big shift: its effect on western agriculture, at National Farm and Ranch Congress in Denver. C. Hansen, K. Hood, G. F. Geissler, and J. S. Shepherd, were the speakers.

427. JACKSON, H. C. Cattle integration in the West. Amer. Coop. 1958:600-602. 280.29 Am3A

On the integration of livestock marketing functions in California. Describes the Alpha Beta Stores, a chain of 51 supermarkets which slaughter, process, and sell meats and meat products as an example of integration. Also gives the experience of J. E. O'Neill of Fresno as an illustration of both horizontal and vertical integration, from large-scale farming to marketing.

428. KEAST, J. D. Contract law and the feeder. Feedlot 3(6):26-28. June 1961. 43.8 F32

Discusses elements of a contract, written or oral, breach of contract, feedlot contracts in producing beef cattle and sheep. Points out that the feeder should be cautious about contract stipulations relating to prices, time of selling, purchasing equipment and feeds.

Also in Nowest. Livestock Dir. 1961:102, 105-106, 108-110. 286.85 W523

429. KOCH, C. R. Cattle without cash. Farm Q. 8(4):32-35, 123-126. Winter 1954. 6 F22995

Includes a sample cattle feeding contract, and eight points of precautions for contract feeders.

430. KOCH, C. R. Ding-dong daddies from Dumas. Solve local problems with local talent. Farm Q. 16(2):68-71, 115-116. Summer 1961. 6 F22995

Success story of the Moore County Feeders in Texas, and how they organized and financed their operations, how they leased a feedlot to an operator for 10 years for a rental of one percent per month of the original investment. They also organized the Dumas Co-op, built a big grain elevator, built a 4-story hotel, and provided loans and financing for new homes.

431. KOCH, C. R. Super-sized feed lot. Farm Q. 12(1):60-63, 136-142. Spring 1957. 6 F22995

Large-scale custom cattle feeding by the Tovrea Land and Cattle Company near Phoenix. The Tovreas are primarily in the feed business. Charge for feeding includes all yardage and service charges.

432. LOOK what's happening to cattle feeding! Farm J. 78(10):38-39, 221-222. Oct. 1955. 6 F2212

Custom feedlots in California and Southwest.

433. MAROUSEK, G. E., and DIRKS, H. J. Economic and organizational aspects of cooperative feedlots. S. Dak. Agr. Expt. Sta. B. 494, 24 p. 1961. 100 So82

Studies alternative ways of organization and operating policies.

Includes discussion of pooling arrangements, schedule of charges, contracts, credit, custom feeding, and estimated returns from alternative feeding systems.

434. MILLER, E., and PRATER, T. E. Vertical integration. Cattleman 46(5):86-88. Oct. 1959. 49 C29

Discusses the present situation in the beef cattle industry, nature and extent of integration, current management practices, future and opportunities for Texas cattlemen, problems, alternatives, and cautions.

435. MONTGOMERY, G. A. Is West a threat to Corn Belt beef feeders. Capper's Farmer 68(4):52, 120-121. Apr. 1957. 6 M693  
Commercial feeding in California and Arizona.

436. NEELY, W. V., and BARMETTLER, E. R. A guide to livestock contracts. Nev. Agr. Col. Ext. Serv. C. 121, 12 p. July 1961. 275.29 N41C

Partial contents: Points to consider in contract making; considerations for livestock feeding contracts (ownership, payments, management, compensation, labor); alternative payment plans; example-livestock feeding contract.

437. PINGREY, H. B. Marketing Western range sheep and lambs. N. Mex. Agr. Expt. Sta. B. 434, 61 p., illus. Apr. 1959. 100 N465

In six Western States, nearly 36 percent of the sheep and lambs marketed in the year 1955, were sold under contract for future country delivery. Studied types of buyers, prices, transportation, time of marketing, and methods of delivery.

438. RANDELL, C. G. Contract feeding and pasturing of lambs and cattle. U. S. Farm Credit Admin. B. 15, 113 p. Apr. 1937. 166.2 N47

Discusses development and growth of contract feeding, results obtained from these operations, attitudes of growers and feeders toward contract feeding, and opportunities for improvement in methods and practices.

Appendices contain principal provisions of agreements used in contract feeding, analysis of 70 contracts, and some contract forms.

439. RANDELL, C. G. Vertical integration of livestock. Natl. Livestock Prod. 36(5): 10, 22. Mar. 1958. 280.38 N21  
Cooperatives are recommended.

440. RUTHERFORD, J. Integration of irrigation and dryland farming in the southern Murray Basin. 1. Need for reappraising the concept. N. S. Wales. Dept. Agr. Rev. Mktg. & Agr. Econ. 26(4):227-283, maps. Dec. 1958. 286.8 N47M

A map of New South Wales shows areas and districts devoted to breeding Merino sheep and beef cattle on uplands with some dairying in valleys, and the areas for growing cereals and breeding sheep on the plains. Describes On-Farm and Off-Farm integration.

441. SCOTT, F. S., and ABEL, H. Cattle finishing, a fast growing industry in the Western States. Agr. Situation 39(6):5-6. June 1955.

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Also, with title West's feeding industry grows fast, in Amer. Cattle Prod. 27(2):9-10. July 1955. 49 P94

442. SCOTT, F. S. Cattle finishing in Nevada. Nev. Agr. Expt. Sta. B. 193, 24 p. 1957. 100 N41S

Based on records in 1951-1954. Shows degree of ownership of feed-lot cattle by packers and by farmers and ranchers. Custom feeding agreements are explained p. 15-16.

443. SCOTT, F. S. Marketing aspects of Western cattle finishing operations. Nev. Agr. Expt. Sta. B. 190, 68 p. Dec. 1955. 100 N41S

Contracting of feeder cattle, p. 55-58, includes a sample livestock contract used by an Arizona feeder for contracting cattle in advance of delivery.

Ownership of cattle feedlots, p. 45-52, shows the percentage ownership by packers, farmers and ranchers, and sugar beet companies, and percentage of cattle custom fed.

444. SIMARD, J. The Bainville feedyard operations as an example of a vertical arrangement in Montana State Col. Dept. Agr. Econ. & Rur. Sociol. Vertical Integration in Agr. Conf. Proc. p. 49-52. Bozeman, Mar. 1960. 281 M76

Cattle feeding by a group which chose to incorporate under Montana law as a farm cooperative. Lists points to consider about purposes and operations of the plan.

445. SOMMERAU, T. Die vertragliche Viehaufzucht [Contract cattle raising]. Grune. Schweiz. Landwirt. Zeit. 89(49):1442-1444. Dec. 8, 1961. 17 Sch9

In Switzerland.

446. STEVENS, I. M. Marketing range cattle. Wyo. Agr. Expt. Sta. B. 331, 12 p. Aug. 1954. 100 W99

Includes brief statements about contract selling.

447. STEVENS, I. M. and others. Marketing western feeder cattle. Wyo. Agr. Expt. Sta. B. 317, 92 p. June 1952. 100 W99

R. T. Burdick, H. G. Mason, and H. P. Gazaway, joint authors.

Sales by contract, p. 58-60.

448. STRATTON, R. B. Vertical integration and its credit needs. Amer. Cattle Prod. 40(1):8, 10. June 1958. 49 P94

How agricultural changes have increased complexity of credit needs and how bankers meet these needs.

449. SUMMA, H. Zur vertikalen Integration in der Fleischwirtschaft [Vertical integration in the meat industry]. Schlacht- u. Viehhof-Ztg. 62(2): 52-54. Feb. 1962. 286.85 D48

French summary.

450. TAYLOR, M. H. Livestock purchase and sale contracts. Utah State Agr. Col., Ext. Serv., Ext. B. 211, 6 p. 1950. 275.29 Ut1E

Lists 21 items which could be specified in every livestock purchasing contract. Contains samples of purchase contracts for cattle and for lambs.

451. TUCKER, G. N. Feeding of cattle in California. U. S. Agr. Mktg. Serv. Livestock & Meat Situation LMS-73:13-18. Aug. 25, 1954. 1.941 S8L752

Custom feeding on the increase.

452. UVACEK, E. Integration of cattle feeding in Texas. Tex. Agr. Expt. Sta. Tex. Feed Serv. Rpt. 25:7-8. Sept. 1962. 389.78 T31

453. VERTICAL integration. Amer. Cattle Prod. 39(7):11. Dec. 1957. 49 P94

## BROILERS

454. ABBOTT, J. C. Fryer marketing in the East San Francisco Bay area, California. Giannini Found. Agr. Econ. Mimeog. Rpt. 146, 86 p. Mar. 1953. 281.9 G34M

Integration, p. 74-80.

455. BAKER, R. L. Vertical integration and poultry cooperatives. Amer. Coop. 1962: 247-252. 280.29 Am3A

Broilers in the South, and eggs in the North Central States may become a huge integrated complex. How to obtain the same economies under less integration is explored.

456. BAUGHMAN, E. Is the vertical operation becoming a necessity? Inst. Amer. Poultry Indus. Fact Finding Conf. Proc. 27(14): 8 p. 1956. 47.9 In7

Talk at the 27th conference, Kansas City, Mo., 1956.

Also with title Vertical operation needed today, in Flour & Feed 37(5):8-10, 12. May 1956. 298.8 F66

457. BAUM, E. L., WALKUP, H. G., and WEEKS, E. E. Credit for Washington fryer producers. Wash. Agr. Expt. Sta. B. 561, 12 p. May 1955. 100 W27E

Most commonly used legal agreements are conditional sales contract and the chattel mortgage. A third type is also explained.

458. BAUM, E. L., and MORTENSON, W. P. An evaluation of integration in the poultry meat industry. J. Farm Econ. 33(4, pt. 2):1034-1042. Nov. 1951. 280.8 J822

459. BAY, O. They can't integrate me out of poultry. Package deals don't tempt or scare these farmers, who say "We'll 'integrate' ourselves." Farm J. East. Ed. 81(7):68, 70. July 1957. 6 F2212

460. BEBOUT, H. Financing the production and marketing of Texas broilers. *Tex. Agr. Expt. Sta. B. 849*, 8 p. Feb. 1957. 100 T31S

Plans described include the open account, guaranteed no loss, flat fee, labor contract, and feed conversion plans.

Summary in *Broiler World* 5(6):10. June 1957. 47.8 B783

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461. BECKLER, R. I. A summary of selected recent studies on broiler financing and contracting. *U. S. Agr. Mktg. Serv. AMS-183*, 16 p. Ref. June 1957. A280.39 M34Am

Also with title, *Broiler financing and contracting*, in *Feed Age* 7(8):34-40. Ref. Aug. 1957. 389.78 F327

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462. BENTON, R. A. The Illinois broiler industry. *Ill. U. Agr. Ext. Ill. Farm Econ.* 223: 1586-1589. June 1955. 275.28 IL5

Survey of the industry. Indicates that feed dealers finances 48.8 percent of the growers.

463. \*BENTON, R. A. The Illinois broiler industry. Urbana, Ill., 1955. 197 p. Not in *Natl. Agr. Libr.*

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464. BERG, G. L. Broiler integration is my job. *County Agent Vo-Ag Teacher* 14(3):15-17. Mar. 1958. 275.28 N213

465. BERGLUND, R. Integration continues as major force in feed industry; widespread participation noted. *Feedstuffs* 33(52):7, 84. Dec. 30, 1961. 286.81 F322

As exemplified in the poultry and hatchery industry.

466. BERGLUND, R. Washington feed and poultry firm sees complete integration and top farm management as essentials. *Feedstuffs* 33(18): 86-88, 100 May 6, 1961. 286.81 F322

Quotes and comments on statements by Henry Fors, president of Fors Feed Mills, of Tacoma and Puyallup. They produce fryers through their own and contract operations.

467. BEVINS, M. I., and HALLECK, R. D. Broiler financing in Indiana. Lafayette, Ind., 1954. 2 v. Ref. 284.2 B46 Photocopy.

Thesis (M. S.) - Purdue University. Pt. 1. An analysis of the relationship of financing methods to some aspects of broiler production and marketing, by M. I. Bevins; Pt. 2. An analysis of credit institutions, by R. D. Halleck.

468. BICKERS, J. Big integrator who went bankrupt. *Farm J. Cent. Ed.* 84(3):105, 109. Mar. 1960. 6 F2212C

The story of L. A. Chemell, and the centralization of too much economic power in one place in the broiler business.

469. BIRTH, K. Is integration enough? *Broiler Growing* 10(4):30-31. Apr. 1959. 47.8 B782

States that contracts must be of mutual benefit to all parties concerned. The degree of integration necessary is that which will result in each phase of the industry operating as near to maximum capacity as possible.

470. BLAIR, J. Contract grower continues to play major role in Texas, Arkansas. *Feedstuffs* 32(46):54, 57. Nov. 12, 1960. 286.81 F322

Various types of contracts used in the gigantic business of growing broilers.

471. BLAIR, J. F. Feed man is key figure in contract feeding of broilers. *Feedstuffs* 31(37):52-53. Sept. 12, 1959. 286.81 F322

Describes the need for getting good feed efficiency, and comments on mill building, feed plans, and bulk stations.

472. BLAIR, J. F. Integrated broiler production entered by Mississippi co-ops. *Feedstuffs* 34(46):54, 56. Nov. 7, 1962. 286.81 F322

The Mississippi Federated Cooperatives have built up feed mills, processing plants, hatcheries, feeder farms, and their products are handled by cooperative stores.

473. BLUESTONE, H. Broiler statistics and related data; Maryland-Delaware-Delmarva, 1934-1957. College Park, Md., 1958. 56 p., maps tables. 281.347 B62

Issued cooperatively by the Agricultural Extension Services of the Universities of Maryland and Delaware and the Agricultural Marketing Service, of the U. S. Department of Agriculture.

474. BOCKELMANN, H. VON. Geflügelwirtschaft in USA - als Beispiel für vertikale Integration [The poultry industry in the USA--as an example of vertical integration]. *DLZ--Deut. Landtech. Z.* 12(11):491-493. Nov. 1961. 58.8 T677

475. BOM, F. Problemen rond de integratie in de mestpluimveejouderij [Problems of integration in meat poultry raising]. *Natl. Coop. Aanden Verkoopver. v. de Landb. Cent. Bur. Meded.* 46(2):27-30. Feb. 1962. 12 N287

476. BOWES, C. G. Think retail; challenge to the poultry industry. *Poultry Processing & Mktg.* 64(5):16-20. May 1958. 286.85 Eg3

Indicates that contract selling may become as important as contract growing.

477. BRIDGES, S. Let's call a halt to integration programs in the broiler industry. *Cong. Rec.* 103(A-4):A2760-A2762. Apr. 8, 1957. L8.2

478. BROILER financing is different. *Nation's Agr.* 30(6):16-18. June 1955. 280.82 B89

Describes contract plans, and makes recommendations.

479. BROOKS, D. W. Meeting the challenge of vertical integration. Amer. Coop. 1957:465-467. 280.29 Am3A

Among cooperative producers in the broiler industry.

480. BROWN, J. C. Caponette program turns idle barns into money makers. Amer. Poultry J. East. Ed. 88(3):14, 36. Mar. 1957. 47.8 Am32

The operations of the DeWitt Poultry Enterprises in western Michigan are described. They are built on the vertical integration principal.

481. BROWN, R. H. New poultry trends in the South. 1-2. Feedstuffs 32(41):66, 68. Oct. 8; 32(42):80, 82. Oct. 15, 1960. 286.81 F322

Pt. 1, Broiler production shifting from contracts to salaries; Pt. 2, South shows great interest in expanding egg production.

Some feed and poultrymen were hiring full-time employees to operate leased or owned broiler farms instead of handling production on a contract basis. Several broiler producers and hatcheries converted to egg production. Some marketing was done through a farmer cooperative.

482. BUCK, J., and KRUEGER, R. J. Virginia offers a new contract based on production efficiency. East. Breeder & Broiler Grower 19(1):34, 36-37. Jan./Feb. 1956. 47.8 N45

Also in Poultry Digest 15(169):129-133. Mar. 1956. 47.8 N219

483. BUCK, J. T. Contract farming in the production of broilers. Va. Farm Econ. 155:13-15. Aug. 1958. 275.29 V813

Describes four types of contracts: 1, Share; 2, Flat fee; 3, Labor or salary; and 4, Production efficiency contracts. Feed suppliers have been instrumental in the organization and operation on the assembly-line basis.

484. BUCK, J. T. An evaluation of broiler financing methods in Virginia. Va. Agr. Expt. Sta. B. 470, 39 p. Oct. 1954. 100 V81S

Methods and effects of dealer financing are explored. Advantages and disadvantages of various plans are explained.

485. BUCK, J. T. A model production efficiency broiler contract. Feedstuffs 28(15):67-68. Apr. 14, 1956. 286.81 F322

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655. SCANLAN, J. J. Rapid changes make poultry co-ops scramble. *News Farmer Coop.* 23(10):11, 30-31. Jan. 1957. 166.2 N47

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656. SCOGGINS, H. B. Agent's role in vertical integration. *Ext. Serv. Rev.* 29(10):196. Oct. 1958. 1 Ex892Ex

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657. SCROGGS, C. L. What is the future for cooperative broiler marketing? *Amer. Coop.* 1962:256-264. 280.29 Am3A

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658. SEAGRAVES, J. A., and BISHOP, C. E. Impacts of vertical integration on output price and industry structure. *J. Farm Econ.* 40(5):1814-1827. Dec. 1958. 280.8 J822

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660. SHIFLET, W. C. Who'll stop the slaughter of producers? *Broiler Indus.* 24(4):16-17. Apr. 1961. 47.8 N45

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663. SICER, J.W. What's all this talk about integration? *Hoard's Dairyman* 102(8):446-447. Apr. 25, 1957. 44.8 H65

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664. SKELTON, S. Vertical integration impact on poultry marketing system. (Abs.) *Assoc. South. Agr. Workers. Proc.* 55:193-194. 1958. 4 C82

665. SMALCELJ, I. Mogucnosti plasmana mlade tovljene piletine na domacem i stranom trzistu i ekspertizni prikaz industrijske vertikalno integrirane proizvodnje piletine (brojlera) [Possibilities of placing young fattened chicken on the Yugoslav and foreign market and scientific survey of industrial vertically integrated production of broilers]. *Veterinaria* 10(2):189-209. Ref. 1961. 41.8 V6494

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667. \*SPRING, J. Broiler industry management. Baton Rouge, June 1959. Not in Natl. Agr. Libr.

Thesis (M. S.) - Louisiana State University.

668. SPRING, J., and ROY, P. Broiler industry management; strength and weakness of business management in integrated broiler enterprises. *Feedstuffs* 31(44):54, 56-57. Oct. 31, 1959. 286.81 F322

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669. STRATTON, C. L. Broiler growers' operation bootstrap. *Broiler Prod. Ed. Amer. Poultry J.* 91(4):6, 28. Apr. 1960. 47.8 B785

A feed company and dressing plant combination dropped its contract and left its fulltime growers in a desperate situation. Twenty ex-contract growers in Massachusetts and New Hampshire got together and organized the Independent Broiler Growers' Association to keep their poultry houses full and to gain a better income. Details of financing and operation are explained.

670. STRATTON, C. L. Independence by cooperation. *East. Breeder & Broiler Grower* 19(1):27, 30, 32. Jan./Feb. 1957. 47.8 N45

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671. STRATTON, C. L. Integration brings unrest to the Shenandoah Valley. *East. Breeder & Broiler Grower* 20(3):44, 46. May/June 1957. 47.8 N45

Nine contract operators present their views.

672. STRATTON, C. L. Practical ways an integrator cuts costs. *Broiler Prod.* 93(1):8-9, 15. Jan. 1962. 47.8 B785

Experiences of a highly successful firm which is fully integrated. It manufactures its own feed insulates with fiberglass, and used other economical practices.

673. STRAUBE, O. Feed financing today and tomorrow. *Feedstuffs* 30(16):82-85. Apr. 19, 1958. 286.81 F322

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Credit sales as related to contract broiler growing.

674. STREETT, Mrs. R. We like contract broiler growing. *Broiler Growing* 9(5):22. May 1958. 47.8 B782

Benefits listed, from Otsego County, N. Y.

675. SUMMERS, J. D. Read carefully all of your broiler contract. *Canad. Poultry Rev.* 81(8): 26, 28-30. Aug. 1957. 47.8 C16

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Also with title, What to look for in a broiler contract, in *Poultry Digest* 16(187):534-535. Sept. 1957. 47.8 N219

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678. SYKES, J. D. Broiler financing. *Feedstuffs* 26(19):38-39, 42. May 8, 1954. 286.81 F322

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679. SYKES, J. D. Credit and financing problems. *Broiler World* 11(5):18-20. May 1954. 47.8 B783

Delivered at the first National Broiler Convention in Cincinnati, Ohio, Mar. 25-26, 1954.

680. SYKES, J. D. Team of grower, feed dealer and local banker best for financing broiler industry. *Canad. Milling & Feed* 35(5):37-40. May 1954. 298.8 C162

681. SYKES, J. D. What's the best financing arrangement? System which involves producer, feed dealer and local banker proving soundest for broiler business. *Broiler World* 1(3):10-11. Dec. 1953. 47.8 B783

682. TABER, P. H. Developments in Del-Mar-Va and New England poultry circles. *Amer. Egg & Poultry Rev.* 18(6):6-7, 52-55. June 1956. 47.8 Am38

Indicates gradual integration in processing and marketing operations.

683. TED HARTUNG tells poultry people vertical integration is needed. *West. Colo. Rptr.* 8(37):1, 16. May 16, 1958. 6 W5222

Extracts from talk to Mesa County Poultry Producers Poultry School, May 12, 1958.

684. THIS contract gives the grower the profit. *East. Breeder & Broiler Grower* 20(3): 24, 26. May/June 1957. 47.8 N45

Gives details of the new plan for United Cooperative Farmers, Inc. of Fitchburg, Mass., an integrated feed mill, processing plant, and broiler growing program.

Also in *Poultry Digest* 16(186):454-456. Aug. 1957. 47.8 N219

685. THOMPSON, R. From coop to crate; Mississippi poultry unit is completely integrated. *Feedstuffs* 32(44):10-11. Oct. 29, 1960. 286.81 F322

Describes the operations and costs of Forrest Farms and their poultry processing plant and hatchery at Hattiesburg, Miss. Gives details of contracts for growing broilers and breeder hens.

686 TILSON, C. W. Our answer to vertical integration in broiler marketing. *Amer. Coop.* 1958:469-470. 280.29 Am3A

Story of operations in the Central Carolina Farmers Exchange, Durham, N. C.

687. TRANT, G. I., and NURSE, J. H. Ontario broiler contracts. *Canad. Poultry Rev.* 85(9):21-22, 24. Sept. 1961. 47.8 C16

Extent and types of contracts, types of payment schemes, prices, and profits are reported as based on a sample of 193 broiler growers in Ontario.

Also in *Canad. Grain J.* 17(9):20. Sept. 1961. 59.8 C16

688. U. S. CONGRESS. HOUSE. SELECT COMMITTEE ON SMALL BUSINESS, SUB-COMMITTEE NO. 6. Problems in the poultry industry. Hearings. 85th Cong., 1st sess. on H. Res. 56, May 9, 10, 13, 14, 15, and 16, 1957. 3 v. Washington, 1957. 281.347 Un32

Testimony of several witnesses refers to vertical integration in the poultry industry, such as that by O. E. Zacharias of the Southern States cooperative, in v. 2, p. 128-130. Includes two reports on broiler production prepared by the American Farm Bureau Federation namely: Should we change our ideas about poultry financing? by K. Hood, and Integration in the poultry industry, v. 2, p. 139-147. These contain information on contracts, credit, extent of integration, its effects on producers, on management, and on marketing.

689. U. S. CONGRESS. HOUSE. SELECT COMMITTEE ON SMALL BUSINESS, SUB-COMMITTEE NO. 6. Problems in the poultry industry. Report pursuant to H. Res. 56. 85th Cong., 2nd sess. House Rpt. 2717, 11 p. Jan. 1959. 280.247 Un3

Discussion of contract production of broilers, with recommendations.

690. VANTRESS, C. Processor-dealer contracts next. *Broiler Indus* 20(6):16, 22. Nov./Dec. 1957. 47.8 N45

Condensed from an address at the Virginia State Poultry Federation convention, Roanoke, Oct. 16, 1957.

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691. VERTICAL integration. *Broiler World* 4(6):8-10. June 1956. 47.8 B783

Comments by six leaders in the broiler industry. C. D. Vantress, G. A. Spencer, L. A. Wilhelm, G. E. Coleman, O. J. Hubbard, and M. Summers, joint authors.

692. Number not used.

693. VERTICAL integration as viewed by broiler industry leaders. *East. Breeder & Grower* 19(4):8, 10, 13, 52-53. Aug./Sept. 1956. 47.8 N45

B. Lewis, C. E. McCauley, M. Durbin, J. E. Callaway, O. Esham, C. Vantress, B. Murray, G. Ellis, F. Gaddis, T. Raymond, O. Hubbard, R. C. Holder, F. B. Herman, A. W. Libby, joint authors.

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F. L. Reed, C. K. Laurent, R. Warren, H. M. Warren, A. Gannon, and F. D. Reed.

694. VICKER, R. Raising chickens becomes big business. *Reader's Digest* 71(426):112-114. Oct. 1957. 110 R22

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Deals with contract growing.

695. VICKERS, G. S. Likely effects of further integration on the number of breeders. *Hatchery & Feed* 34(2):14, 16-18. Feb. 1960. 47.8 H28

There has been a decrease in the number of both breeders of broiler stock and egg production stock.

696. WASHINGTON COLLEGE, Chestertown, Md. Vertical integration in the broiler industry on the Delmarva Peninsula and its effect on small business. Prepared under the Small Business Administration management research grant program, by George Soule, director of research, project director, Martha V. Tabor economic consultant, and Mary M. Kirkwood, research assistant. [n.p.] 1960. 92 p. Ref. (Small Business Management Research Reports) 281.347 W272

Contents: I, Historical introduction; II, Vertical integration; III, Horizontal integration; IV, Advantages and disadvantages of vertical integration; V, The broiler exchange and prices of live broilers, feed and chicks; VI, Summary and advantages and disadvantages of vertical integration; VII, The effect of integration on small business; VIII, Situation of the Delmarva broiler industry; IX, Possibilities of the future; X, Possible changes for small business; XI, Recommendations; Summary.

Appendices: A, Research procedure; B, Tabulations of replies to questionnaires; C, Bibliography.

697. WE LOST broilers: what's next--eggs, hogs, dairy? *Farm J. East.* Ed. 83(7):33, 92. July 1959. 6 F2212

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698. WEAVER, B. Vertical diversification pays. Poultry Digest 14(165):660-661. Nov. 1955. 47.8 N219

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699. WHAT kinds of deals are contract growers getting? Broiler Growing 9(2):16-17, 36-37. Feb. 1958. 47.8 B782

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700. WHY BLAME the vertical operator? East. Breeder & Broiler Grower 20(3):12, 15. May/June 1957. 47.8 N45

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701. WILLIAMS, H. H. Is the four-billion-dollar poultry industry turning adolescent? Amer. Egg & Poultry Rev. 17(6):44-45. June 1955. 47.8 Am38

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702. WILLIAMS, H. M. Integration through cooperation. Amer. Egg & Poultry Rev. 19(9):92, 94-96. Sept. 1957. 47.8 Am38

703. WINTER, A. R., and FUNK, E. M. Poultry, science and practice. Ed. 5 New York, Lippincott, 1960. 549 p. 47 W732

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704. WITHERS, C. C. Business guides to success with broilers. Broiler Indus. 21(9):21-24, 26-28. Sept. 1958. 47.8 N45

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705. WOLFE, T. K. In broiler contracting incentive spurs efficiency. Va. Poultryman 10(10):37, 125-127. Oct. 1956. 47.8 V812

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706. ZICH, J. Meeting the challenge of "V. I." Poultry Processing & Mktg. 63(4):18. Apr. 1957. 286.85 Eg3

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## DAIRY

707. ARNOLD, F. Cow pools. (Abs.) J. Dairy Sci. 42(5):944. May 1959. 44.8 J822

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708. BICKERS, J. Long-distance calf contracts. Farm J. East. Ed. 84(7):44. July 1960. 6 F2212

The Florida dairyman pays to truck the calves to and from Tennessee, and he pays 20 cents for each pound of gain they've put on when they come back as springers. If a heifer dies, the Florida dairyman stands the loss.

709. BOGER, G. A. The challenge of economic integration. Amer. Coop. 1958:36-38. 280.29 Am3A

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710. BORCHERDING, J. R. We started a family type cow pool. Successful Farming 60(5):48-49, 55. May 1962. 6 Su12

The merits and partnership experiences with a small family-type cow pool operated by the three Schmidt brothers at Kaukauna, Wis., are described.

711. BROWN, L. H. Are cow pools the answer? Co. Agent & Vo-Ag Teacher 15(9):22-23, 35, 38. Sept. 1959. 275.28 N213

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712. CANNON, G. Contract milking. Co-op milking barns rescue small dairymen by cutting costs and giving them markets. Farm Q. 13(2):30-33, 76, 78. Summer, 1958. 6 F22995

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713. CHAMBLISS, R. L. Economic impact of new dairy developments. Va. Farm Econ. 159:12-16. Aug. 1959. 275.29 V813

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714. DAVIDSON, D. R. Do cow pools forecast mass-marketing of milk? News Farmer Coop. 26(9):8, 15-16. Dec. 1959. 166.2 N47

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715. DOANE AGRICULTURAL SERV. Dairy cow pools. Doane Agr. Digest (loose leaf) 22(12-9/12-10):246.5-246.6 June 16, 1959. 252 D65

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716. DOMIKE, A. L. The cow-sitter; would his cow pool help dairymen here? R. I. Agr. 5(4):4-5. Summer 1959. 100 R342

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717. EDWARDS, C. Cow pooling. Okla. Cur. Farm. Econ. 32(2):49-54. June 1959. 100 Ok4

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718. EVERLY, J., and BORCHERDING, J. R. Low-cost dairy specialization. Successful Farming 60:100-107. Mar. 1962. 6 Su12

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719. GESSNER, A. L., and KRAUSE, S. F. Dairy cooperatives report on integrated activities. News Farmer Coop. 26(6):12-15, illus. Sept. 1959. 166.2 N47



720. GESSNER, A. L. Integrated dairy operations through farmer cooperatives. U. S. Farmer Coop. Serv. Gen. Rpt. 69, 39 p., maps. Nov. 1959. A280.29 F22G

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721. HASSELBACH, W. VON. Vertikale und horizontale Integration in der Vermarktung von Milch und Milchprodukten [Vertical and horizontal integration in the marketing of milk and dairy products]. *Molk.-Ztg.* 16(17):512-515. Apr. 27, 1962. 44.8 M735

722. HOARD'S Dairyman round table: we raise heifers on contract. *Hoard's Dairyman* 105(22):1143, 1157, 1159. Nov. 25, 1960. 44.8 H65

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723. JOHNSON, C. A. Land O'Lakes finds feeder financing builds business. *News Farmer Coop.* 24(12):10-12. Mar. 1958. 166.2 N47

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724. KING, R. F. Kansas views contract dairying. *Kans. Bd. Agr. Rpt.* 42:33-34. 1958/59. 2 K13R

Brief consideration of contract dairy farming, showing advantages and disadvantages. Includes small photograph of a cow pool.

725. KLAUS, E. H. Milk contracts--the "if" in the San Joaquin Valley dairymen's future. *West. Dairy J.* 15(5):21-22. Mar. 1959. 44.8 W524

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726. KNAPP, J. G. Strength through integration. *Coop. Digest* 18(12): i. e. 19(1):8. July 1958. 280.28 C7896

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727. LEWIS, D. The status, the potential, the impact of cow pools. *Amer. Milk Rev. & Milk Plant Mon.* 21(9):53-54, 56, 58, 115. Sept. 1959. 44.8 Am38

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728. MUELLER, W. F. Dairy cooperatives in a world of bigness. *Madison, Wis. U., Col. Agr., Agr. Ext. Serv.*, 1957. 9 p. Not in Natl. Agr. Libr.

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729. MUELLER, W. F. Horizontal integration--dairymen's hope for greater bargaining power. *Hoard's Dairyman* 104(15):789, 796-797. Aug. 10, 1959. 44.8 H65

Cooperative-sponsored self-help program involving supply control is likely to be better, according to integration.

730. MUELLER, W. F. Progress in integrating dairy cooperatives. *Amer. Coop.* 1958: 524-530. 280.29 Am3A

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731. MYRICK, N. Integration and milk control programs. (Sum.) *IN* *Purdue Marketing Clinic.* A summary of the second clinic, p. 12. Lafayette, Ind., Purdue U., 1958. 280.38 Su6

732. NELSON, A. P. First "contract" cow pool uses five tons of mixed feed daily. *Feed-stuffs* 31(27):26-27, 32. July 4, 1959. 286.81 F322

About the Fashion Farm Cow Pool, at Meservey, Iowa, owned by C. Morris. It was organized late in 1958.

733. NICHOLS, B. Practical partnership; calves by contract. *Jersey J.* 7(18):19. Sept. 20, 1960. 43.8 J486

Based on experience of dairymen Donald and Edwin Davis who live near Caldwell, Tex.

Taken partly from material in *Farm & Ranch Mangt.* Apr. 1960. Not in Natl. Agr. Libr.

734. NIELSEN, V. H. Contract milking. *Milk Indus. Found. Conv. Proc.* 52(milk supplies sect.):40-47. 1959. 44.9 In8

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735. NIELSEN, V. H. Cow pools are no panacea. *Milk Prod. J.* 51(7):18, 23. July 1960. 286.85 B98Bu

Difficulties in contract obligations, wide range of earning power of different cows, conversion to bulk tanks, and over-supplies with decline in prices, are some of the problems encountered.

736. NOVOTNY, L., and LEJCEK, A. Možnosti kombinace vyrob v potravinarskem prumyslu [Possibilities of combining enterprises and separate branches of production within the food industry]. *Veda a Vyzkum v Prumyslu Potravinarskem* 8, 147 p. Ref. 1960. 389.9 B83 English summary.

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737. OHIO court rules handlers can persuade producers to end contracts with a cooperative. *Amer. Milk Rev.* 20(5):78-82. May 1958. 44.8 Am38

The Akron Milk Producers, a marketing cooperative, brought suit against the Lawson Milk Company of Akron, Ohio. The decision and its implications are discussed.

738. \*REPLACE heifers by contract? *Successful Farming* 59:78B. May 1961. 6 Su12

739. SEIM, D., and BAY, O. Why the cow pools failed. *Farm J. Cent. Ed.* 86(10):47-48. Oct. 1962. 6 F2212C

Story of the failure of Fashion Farms in Meservey, Iowa and the Neosho Valley Cow Pool at Erie, Kans.

740. SMITH, R. S. Buying a farm on contract. *Hoard's Dairyman* 105(19):977, 1010. Oct. 10, 1960. 44.8 H65

Gives advantages and disadvantages of the use of land contracts or long-term installment contracts in the dairy business.

741. STITTS, T. G. Integration in the dairy business. *New Eng. Agr. Council. Proc.* 1957:49-52. 281.9 N442

States that complete integration does not seem likely in New England in the immediate future, but that important changes are under way.

742. STRAIN, J. R. Cow pools, a step toward integration? *Iowa Farm Sci.* 14(4):355-356. Oct. 1959. 275.28 I094

Cow pools are examples of horizontal combination rather than vertical integration, although operators integrate through contractual arrangements.

Also in *Feedstuffs* 32(7):54-55. Feb. 13, 1960. 286.81 F322

743. STRAIN, J. R. Progress report on cow pool development. *J. Dairy Sci.* 44(2):369-375. Feb. 1961. 44.8 J822

Operations and costs and returns on four cow pools in the Midwest are discussed. Fashion Farm Cow Pool, Meservey, Iowa, Modern Dairy Farm, Fort Madison, Iowa, White Dairy Pool, Waukon, Iowa, Cooperative Cow Pool, Erie, Kans. Tables show detailed costs and returns.

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744. STRAIN, J. R. A report on cow pools in Iowa. *Ind. State Dairy Assoc. Annu. Rpt.* 70:12-21. 1959, pub. 1960. 44.9 In22

Speech at the Indiana State Dairy Association's annual meeting, Dec. 7, 1959.

On why cow pools have developed, possible implications, and how the pools have performed in their first year. Worksheets for farmers were developed by Iowa State University, Extension Service, to help farmers compare income possibilities. Based on experience at the Meservey cow pool.

745. TUNKS, F. Here's what's being said about cow pools. *Feedstuffs* 31(33):18-20. Aug. 15, 1959. 286.81 F322

Quotes and discusses several comments of which some are favorable and some unfavorable. States that their future will have effects on the feed industry.

746. TUNKS, F. Panel thinks cow pools won't attract industry financing as broilers have. *Feedstuffs* 31(25):1, 104-105. June 20, 1959. 286.81 F322

Report of a discussion on cow pools at the University of Minnesota. Members of the panel were D. Hirsch, O. Hallberg, E. F. Koller, and E. Fuller.

747. VRIEND, J. I. M. Een verzorgings-bedrijf voor melkkoeien [An enterprise for dairy cattle care]. *CMC Melk* 15(12):186-187. Oct. 10, 1959. 44.8 C11

About cow pools in the United States.

748. WARD, E. H. Changes in the dairy industry related to vertical integration. IN *Montana State Col. Dept. Agr. Econ. & Rur. Sociol. Vertical Integration in Agr. Conf. Proc.* p. 41-48. Bozeman, Mar. 1960. 281 M76

Emphasis on cooperatives in the dairy industry, on technological developments, and on the kind and degree of competition.

749. WEBB, L. Raising heifers on contract. *Hoard's Dairyman* 105(3):126. Feb. 10, 1960. 44.8 H65

How one man in Michigan solved his problem of enlarging his herd without more land and capital. Some of the contract provisions are explained.

750. WEEKS, S. B., and others. Sample contracts for raising dairy herd replacements. *N. H. U. Ext. Serv. Ext. C.* 342, rev., 21 p. June 1962. 275.29 N45C

G. E. Frick, C. H. Boynton, and S. W. Colby, joint authors.

Economic Research Service, U. S. Dept. of Agriculture, cooperating.

The contracts and notes concerning them are offered as a guide for farmers, but are not intended as a substitute for competent legal advice.

751. WILKINS, G. L. Dairy cow pools--the new look. *Doane's Business Mag. Amer. Agr.* 2(5):4-6, 8. May 1962. 281.8 D652

Describes the management, use of records, size of operation, tax benefits, costs and returns, and programs offered to investors. Based chiefly on the experiences of Modern Dairy Farms near Montrose, Iowa. The new approach is termed a "Cowtel"--a place where dairy cows can be boarded by their owners.

## EGGS

752. ARKANSAS economists see need to adjust to egg integration. *Feedstuffs* 33(17):29. Apr. 29, 1961. 286.81 F322

Comments by H. Jackson and W. J. Windham, University of Arkansas economists in the *Arkansas Poultry News* on the need for totally integrated production, processing, and distribution of quality eggs.

753. ARKANSAS feed firm offers egg program. *Feedstuffs* 30(13):62. Mar. 29, 1958. 286.81 F322

Contract plan offered by Fuller Feed & Supply Co., Little Rock, Ark.

754. BAKER, R. L. Contract and contract farming in the egg business. *Canad. Poultry Rev.* 83(8):55-56, 58; (9):15, 18, 20. Aug.-Sept. 1959. 47.8 C16

Deals with contract marketing, quality control, contract production, and owner-integrated programs.

755. BAKER, R. L. Contract egg production. *Poultry Processing & Mktg.* 65(4):49. Apr. 1959. 286.85 Eg3

Abstract of a talk at the 30th annual Fact Finding Conference of the Institute of American Poultry Industries, Kansas City, Feb. 1959.

756. BAKER, R. L. Contracts and contract farming in the egg business. *Feedstuffs* 31(14):46, 50-51. Apr. 4, 1959. 286.81 F322

Discussion of contract marketing and quality control, owner-integrated operations, and appraisals and impacts of egg programs.

757. BAKER, R. L. Here's what's happening in contract egg production. *Poultry Tribune* 65(6):16, 43-44. June 1959. 47.8 P8642

Tells about different types of incentive plans being offered, and what things should be considered before signing a contract.

758. BAKER, R. L. Integrating egg production and marketing. *U. S. D. A. Mktg. Res. Rpt.* 332, 46 p. June 1959. 1 Ag84Mr

Report of a pilot study based on interviews with operators of coordinated programs in most of the important egg producing sections of the country.

Partial contents: Classification of programs; description of contract egg marketing and quality-control programs; description of contract production programs; description of owner-integrated operations; problems and plans for changes; appraisal of egg programs.

Summarized in *Agr. Mktg.* 4(8):4-5. Aug. 1959. A280.38 Ag8

759. Egg breakers are trying integration, too. *Farm J. East. Ed.* 82(10):71. Oct. 1958. 6 F2212

760. BAY, O. Egg business in a package. *Farm J. Cent. Ed.* 80(11):36-37, 143. Nov. 1956. 6 F2212C

761. BERGDOLL, J. Serviceman's role in an integrated egg operation. *Amer. Poultry J. East. Ed.* 89(11):12, 22. Nov. 1958. 47.8 Am32  
Mentions many duties, including the problem of keeping at all times a harmonious relationship between the grower and the business owner.

762. BERGLUND, R. Pillsbury to act as "catalytic agent" in organizing quality egg programs in area basis. *Feedstuffs* 30(18):66, 68. May 3, 1958. 286.81 F322

763. BIRTH, K., and HUGHES, F. Contract production of market eggs. *Poultry Comment* 14(2):1-2. Spring 1957. 47.8 D92

764. BIRTH, K., and HUGHES, F. Industry financing of egg production. University Park, Pa. State U., Ext. Serv., 1958. 11 p. Not in *Natl. Agr. Libr.*  
Egg contracts.

765. BLAIR, J. Alabama firm conducts egg program. *Feedstuffs* 31(50):70-71. Dec. 12, 1959. 286.81 F322

The Cosby-Hodges Milling Company of Attalla, Ala., contracts for eggs and feed, and also has a swine program.

766. BLAIR, J. Georgia feed firm splits profits with growers on 100,000 layers. *Feedstuffs* 31(44):18. Oct. 31, 1959. 286.81 F322

The Polk County Farm Supply at Cedartown in northwestern Georgia has contracts signed for one laying period only, usually 12 to 14 months after the pullets come into production. They are then picked up by company trucks and sold. After cost accounting, the grower is given half the profit.

767. BALIR, J. Integration proves profitable for Arkansas feed company. *Feedstuffs* 31(8):74, 76, 79. Feb. 21, 1959. 286.81 F322

The story of the Adkins-Phelps Feed Co. of North Little Rock, Ark., and how it secured quality eggs for local markets through contract producers.

768. BLAIR, J. Three feed dealers cooperate in sponsoring contract programs. *Feedstuffs* 31(41):68-69. Oct. 10, 1959. 286.81 F322

Three feed dealers in Arkansas jointly did a successful business in contracting for eggs. They supplied farmers with pullets, feed, medication, and field supervision.

769. BLAIR, J. F. Arkansas dealer succeeds with semi-integrated poultry program. *Feedstuffs* 31(30):14, 16. July 25, 1959. 286.81 F322

By promoting a laying hen project of 40,000 birds, the Ross Maddox Feed Company of Hot Springs, Ark. doubled its volume. Profits came from sale of feed, poultry supplies and medication, and the sale of eggs.

770. BLAIR, J. F. Contracting: the southern situation. Egg Prod. East. Ed. Amer. Poultry J. 90(10):10-11. Oct. 1959. 47.8 Am32

Contract feeding of laying hens, in Alabama, Mississippi, Georgia, and Arkansas.

771. BLAIR, J. F. Integration of egg production growing in Arkansas. Feedstuffs 31(14):18-19. Apr. 4, 1959. 286.81 F322

Feed men outline points to consider in setting up and operating programs.

772. BOWES, C. G. What is happening in the egg industry? How does retailer fit? Poultry Processing & Mktg. 63(11):8, 28, 30. Nov. 1957. 286.85 Eg3

Includes some discussion of the advantages and disadvantages of selling on contract to retailers.

773. BRAGG, J. H. Vertical integration. Everybody's Poultry Mag. 62(1):12, 28. Jan. 1957. 47.8 F213P

Differences between the egg and poultry meat business are given as reasons for lack of integration in the egg business.

Also with title, Table egg integration will come hard, in Poultry Digest 16(181):140-142. Mar. 1957. 47.8 N219

774. CARBAUGH, H. We finance the egg producer--and he likes it! N. J. Farm & Gard. 27(12):74, 76-77. Dec. 1956. 6 G162

Egg production on contract by Tennessee Egg Co., one of the first in nation to try it. Copy of a contract is included, as are details of the bonus plan.

Also in Poultry Digest 16(179):7-9. Jan. 1957. 47.9 N219

775. CLAYTON, P. C. Many factors must be used in evaluating hatching egg contracts. Ohio Agr. Expt. Sta. Farm & Home Res. 46(5):70-71. Sept./Oct. 1961. 100 Oh3S

Comments on basis for prices, bonus provisions, price arrangements, and guarantees.

776. CONTRACTING comes to table egg production. New England singled-out as area for future development. Cackle & Crow 35(3):8-9. Aug. 1956. 47.8 C11

Description and criticism of Kansas cage plan. Also in Poultry Digest 15(176):581-583. Oct. 1956. 47.8 N219

777. COOPER, R. B. Meeting the challenge of vertical integration in egg marketing. Amer. Coop. 1957:243-246. 280.29 Am3A

Gives examples of contract operations in the central part of the United States.

778. DANKENBRING, R. More egg buyers offer contracts. Farm J. Cent. Ed. 83(4):77. Apr. 1959. 6 F2212C

Brief notes on the increasing spread of integration in the poultry industry.

779. DANKENBRING, R. More mergers ahead for East's egg co-ops? Farm J. East. Ed. 84(4):41. Apr. 1960. 6 F2212

Reports on a move to unify the scattered efforts of 27 individual cooperatives into six hard-selling ones in the Northeast.

780. DAVIS, C. W. What about egg contracts? Poultry Tribune 63(6):14-15. June 1957. 47.8 P8642

Based on five years of contract egg production by the Farmer's Federation Cooperative, Asheville, N. C.

781. DAVIS, D. Contract vs. independent egg production. Poultry Tribune East. Ed. 66(5):19, 36, 38. May 1960. 47.8 P8642

A study in northeastern Alabama revealed what farmers like and don't like about contracts, and why they accept contracts. The study also compares returns from contract and independent production.

782. DAVIS, G. T. Examples and opportunities for vertical integration in the poultry industry. IN Montana State Col. Dept. Agr. Econ. & Rur. Sociol. Vertical Integration in Agr. Conf. Proc. p. 59-62. Bozeman, Mar. 1960. 281 M76

On the marketing system in Montana, the small size of the poultry industry, and the need for fewer and larger farms in order to become an important part of the egg industry of the country.

783. DRIGGERS, J. C. I operate on contract. Egg Prod. East. Ed. Amer. Poultry J. 89(11):10-11, 16. Nov. 1958. 47.8 Am32

Experiences in contract egg production in Georgia and Tennessee.

784. DUNHAM, C. New England egg producer says that to meet the challenge--we must integrate. Poultry Tribune East. Ed. 66(8):12-13, 48. Aug. 1960. 47.8 P8642

Overproduction and undermarketing have been pinpointed as the causes of present poultry ills. All segments of the industry share the responsibility for these problems, not just the producers.

785. EARLE, W. Integration: good or bad? East. Feed Merchant 8(8):50, 52, 54. Aug. 1957. 389.78 Ea7

In the egg business.

786. EASTERN egg co-ops make bold changes. Farm J. East. Ed. 82(10):12, 14. Oct. 1958. 6 F2212

Cooperative mergers in New England, Pennsylvania, and New Jersey to bargain more effectively with large outlets, such as supermarket firms and hotel and restaurant chains.

787. EILER, C. M. Integrate or be swallowed up. Egg Prod. East. Ed. Amer. Poultry J. 92(6):7, 24. June 1961. 47.8 Am32

Egg producers can be independent, but must be very proficient and be fairly large operators.

788. FLOREA, J. H. Who will produce tomorrow's eggs? Poultry Tribune 64(5):14-15. May 1958. 47.8 P4782

Consumer demand for good uniform quality is pushing toward more integration and contract farming.

Also in Poultry Processing & Mktg. 64(8):10, 27-28. Aug. 1958. 286.85 Eg3

789. FORS, H. What it takes to compete in fryer and egg production. Feedstuffs 33(18):86, 100, 102-103. May 6, 1961. 286.81 F322

States that complete integration from the producer to the retailer in the hatchery and fryer business is necessary.

790. FRANCE, G. Are feed companies taking over the egg business? Egg Prod. East. Ed. Amer. Poultry J. 90(8):12-13. Aug. 1959. 47.8 Am32

Interviews give the answers and reasons why.

791. FRANKLIN, R. Quality egg program may bring . . . better eggs, lower marketing costs, increased demand. Wallaces' Farmer 83(13):14. July 5, 1958. 6 W15

Shows how integrated quality egg programs, combined with state egg laws, are bringing changes in egg production and marketing.

792. GATES, G. L. Chick leasing plan also due for expansion. Feedstuffs 30(13):10. Mar. 29, 1958. 286.81 F322

Gives details of pullet leasing program operated by Foxbilt.

793. GATES, G. L., and BERGLUND, R. Putting the egg business in a package; cage laying program coordinated by General Mills includes financing, specified housing, equipment, pullets, feed and a guaranteed price for the eggs. Feedstuffs 29(4):54-56. Jan. 26, 1957. 286.81 F322

794. GAYVERT, R. A. A challenge--broilers to contract egg farming. Egg Prod. East. Ed. Amer. Poultry J. 90(3):15, 28. Mar. 1959. 47.8 Am32

Gives details of egg contracts and lists nine possible effects and side results of continued growth in egg contracts.

795. GIFFORD, C. W., ed. Will they take your egg market? Farm J. East. Ed. 82(8):26-27, 48. Aug. 1958. 6 F2212

The South and Midwest have become integrated, and developed quality egg programs and new egg cooperatives.

796. GREIG, D. N. Vertical integration for eggs. Agr. Merchant 40(1):61-63. Jan. 1960. 10 Ag89

Paper presented at the National Poultry Show held at Olympia, England.

Considers the relationships to the British Egg Marketing Board.

797. HALL, J. We see no grower advantage in contract egg production. Amer. Agr. 154(6):204. Mar. 16, 1957. 6 Am3

Also with title, Egg contracting offers the grower no advantages, in Poultry Digest 16(183): 291-293. May 1957. 47.8 N219

798. HANSING, F. D. Contract egg production and use of credit by selected egg producers in Mississippi. Miss. Agr. Expt. Sta. B. 644, 16 p. Apr. 1962. 100 M69

U. S. Department of Agriculture, cooperating. Describes contracts, their size, types, provisions, and modification, as well as financing obtained by egg producers from selected lenders.

799. HENDRICKSON, R. M. Egg business in a package. Feedstuffs 29(16):18, 20, 22, 24-25, 28. Apr. 20, 1957. 286.81 F322

Contract production. Talk at recent Purdue Egg Day, Purdue University.

800. HERE'S why Christensen egg program works. Poultry Processing & Mktg. 65(9):12-13, 36, 38. Sept. 1959. 286.85 Eg3

The eggs are produced on farms as part of the general farm operation. The feed company promotes this egg production under contract.

801. HESTER, O. C. Changing technology in egg marketing. U. S. Agr. Mktg. Serv. Mktg. & Transportation Situation MTS-129, 25-27. Apr. 1958. 1.941 M8M34

Production and marketing implications discussed.

802. HOGUE, R. L. Chain store style egg buying. Egg Prod. Midwest. Ed. Amer. Poultry J. 89(9):18-19. Sept. 1958. 47.8 Am321

How an Indiana community is meeting and supplying chainstore buying requirements.

803. HURST, W. Interview with William Hurst. Answers to questions about the "Kansas cage program". Poultry Tribune 63(4):18-19, 42-43, 46. Apr. 1957. 47.8 P8642

"Package deal" sponsored by Hurst Foods is explained in question and answer form.

Also in Poultry Digest 16(184):321-326. June 1957. 47.8 N219

804. HUTTAR, J. "Farm out" the pullet rearing job. Poultry Tribune 64(4):13, 36. Apr. 1958. 47.8 P8642

Advantages and problems in the trend toward specialization in the form of pullet raising are presented. An outline shows points to be included in any agreement or contract.

805. IRWIN, M. R. Modern business techniques applied to U. S. hatcheries, through the franchise pattern. Hatchery & Feed, Jan. 1960: 37-38, 40. 47.8 H28

Franchising under exclusive written agreements with the breeder, has been most extensive in the egg-layer field. Lists nine contributions of the industry to meet the challenge of competition.

806. JASPER, A. W. Agri-business and the changing egg industry. Pacific Dairy & Poultry Assoc. Ybk. 1961:17, 58, 60-62, 64, 69. 286.85 P112C

807. JASPER, A. W. Contract egg production and marketing. Nation's Agr. 36(10):16-17, 23. Nov. 1961. 280.82 B89

Includes pullet growing contracts, and the future of contracts.

808. JASPER, A. W. Contracts for table egg production. Agr. Banker 3(9):12-14. Sept. 1961. 284.8 B22

Gives in tabular form the conditions of a producer contract used in the Southeast. States that both producer contracts and market contracts will continue to exist in the future.

809. JASPER, A. W. Is disintegration in the cards for poultrymen? Egg Prod., East. Ed. Amer. Poultry J. 92(3):11. Mar. 1961. 47.8 Am32

Reversal of vertical integration.

Points out how California tomato growers are no longer completely controlled by processors, and hence there is room for speculation regarding future developments in the poultry industry.

810. JASPER, A. W. Vertical integration in the egg industry. Feedstuffs 29(20):42-45, 49-50. May 18, 1957. 286.81 F322

From a talk at Farm and Home Week, Cornell University, Mar. 21, 1957.

811. JONES, H. B. Expansion of contract egg operations in Georgia. Ga. Agr. Expt. Sta. Mimeo. Ser. (n.s) 87, 7 p. Jan. 1960. 100 G293M

U. S. Department of Agriculture, cooperating. Describes growth and characteristics of egg marketing firms in Georgia.

812. JONES, H. B. How southern eggs go to market. Poultry Processing & Mktg. 68(1):24, 26, 28. Jan. 1962. 286.85 Eg3

A diagram shows the market structure or egg marketing system in Georgia. Integrated contractors handled about 23 percent of the market in 1961.

813. JONES, L. G. The hatching egg situation--independent or contract production? Egg Prod. East. Ed. Amer. Poultry J. 91(1):8-9. Jan. 1960. 47.8 Am32

On the economics, profits, and risks of contract production of hatching eggs.

Also in Broiler Prod. Ed. Amer. Poultry J. 91(2):10, 27. Feb. 1960. 47.8 B785

814. KARPOFF, E. Some factors affecting the location of production for eggs and poultry. Washington, U. S. Agr. Mktg. Serv., 1957. 8 p. A281.347 K14

Address at the annual meeting of the Poultry Science Association, Columbia, Mo., Aug. 9, 1957.

815. KAYLOR, E. B. Our answer to integration in egg marketing. Amer. Coop. 1958:482-486. 280.29 Am3A

The Rockingham Cooperative Farm Bureau, Harrisonburg, Va., has developed egg marketing agreements, commercial layer agreements, and erected new improved facilities.

816. KLEIN, G. T. No high egg prices in sight, yet profits are possible. Co-op. Farmer [Fitchburg] 9(4):12-13. May/June 1958. 280.28 C7868

Includes integration in the poultry and egg industry in New England.

817. KLEIN, G. T. Poultry co-ops are integrating. Poultry Digest 15(173):388-389. July 1956. 47.8 N219

818. KLEIN, G. T. Poultrymen doubtful of ultimate success of Kansas plan. Co-op. Farmer (Fitchburg] 13(4):10-11. Apr. 1957. 280.28 C7868

Package deal for egg production.

819. KOCH, A. R. Contract plans are not a cure-all for low prices. N. J. Agr. 42(5):25-27. Sept./Oct. 1960. 275.28 N46

Vertical integration in the egg industry is compared with performance of independent operations.

820. LANG, F. Merger of New England cooperatives. Amer. Egg & Poultry Rev. 21(2): 68, 70, 74, 76-78. Feb. 1959. 47.8 Am38

The proposed merger would bring 8 of the 10 New England egg marketing cooperatives into the organization of the Eastern States Farmers Exchange, West Springfield, Mass. Eastern States is a supply cooperative, handles no egg or poultry marketing functions.

821. LATEST poultry plan--rent pullets. Farm J. East. Ed. 82(3):12. Mar. 1958. 6 F2212

Plan of Foxbilt Feed Company, Des Moines, Iowa. Terms of the arrangement are given.

822. LAURENT, C. K. The effect of integration on the egg industry. Feedstuffs 29(29):22, 82-83. July 20, 1957. 286.81 F322

From a talk at the Ontario Poultry Conference, Guelph, Ontario.

Synopsis in Canad. Poultry Rev. 81(9):47-52. Sept. 1957. 47.8 C16

823. LAURENT, C. K. Integration and the independent commercial egg producer. Amer. Poultry J. East. Ed. 88(2):13. Feb. 1957. 47.8 Am32

Integration in the egg business has fewer advantages than in the broiler business, but changes are coming.

824. LINDSEY, C. G. Contract production of market eggs. (Highlights.) Poultry Tribune 62(12):18-19. Dec. 1956. 47.8 P8642

Advantages, disadvantages, and guiding principles for contracting.

825. LIPETZ, S. We're too self-reliant for one-boss integration. N. J. Farm & Gard. 28(10):42, 44-45, 57. Oct. 1957. 6 G162

Views on contract farming in the egg business.

826. MCDOWELL, K. Integration in California. Egg Prod. East. Ed. Amer. Poultry J. 92(9):23. Sept. 1961. 47.8 Am32

Summarizes the situation in California, and says there is less integration in the egg industry than among those producing chicken and turkey meat.

827. MCNIECE, D. Contract egg farming in Georgia. Feedstuffs 31(30):38. July 25, 1959. 286.81 F322

Several types of contracts are in use. Most of the contracting is being carried on by feed companies and dealers.

828. MCNIECE, D. Contract egg farming in Georgia undergoes considerable change. Feedstuffs 32(19):116, 118, 120. May 7, 1960. 286.81 F322

Lists problems involved in contract egg programs and indicates that penalties, bonuses, and incentives are needed, even though they do not always work too well. The provisions of one contract are given in detail.

829. \*MCNIECE, D. E. Economic integration in the production of table eggs with applications to the southeastern United States. Baton Rouge, La., 1962. 98 p.

(Thesis (Ph. D.) - Louisiana State University Abstract in Diss. Abs. 23(3):767. 1962.

241.8 M58

Also issued in four parts in Feedstuffs 34(35): 52, 54. Sept. 1; 34(36):44-46. Sept. 8; 34(37):26, 30-31. Sept. 15; 34(38):26. Sept. 22, 1962. 286.81 F322

Pt. 1, Economic framework in relation to table egg production; Pt. 2, A model contract; Pt. 3, A suggested payment plan for table egg producers; Pt. 4, Present status and expected developments.

830. MANESS, J. C., and ROY, E. P. Economic integration in the hatchery industry. La. Agr. Expt. Sta. DAE C. 301, 46 p., maps. Feb. 1962 100 L935

Discusses general types of contracts, hatchery franchise operations; breeder pullet contracts, and breeder layer contracts. The appendices contain samples of the contracts for hatching eggs, broilers, and table eggs.

831. MANNING, T. W. Cooperative integration in marketing South Dakota eggs. S. Dak. Farm & Home Res. 10(3):24-27. May 1959. 100 So82S

Advantages of federated cooperative marketing are considered, as is the integration of production and marketing. Lists eight advantages of a fully integrated production-marketing system.

832. MARCH, E. B. "Package Deal" brings premium egg prices. Poultry Digest 14(156):111-112. Feb. 1955. 47.8 N219

Maurie Laskin Enterprises markets output of south Florida cage farms.

\*Not examined

833. MARTIN, D. A new wrinkle in integration. Egg Prod. East. Ed. Amer. Poultry J. 91(3):24. Mar. 1960. 47.8 Am32

How the Eureka Egg Company of Dardanelle, Ark., has put mass egg production on a paying basis with a unique cooperative and semi-integrated program.

834. MILLER, B. R., and WHITE, M. Contract vs. independent egg production and marketing. Ala. Agr. Expt. Sta. C. 135, 20 p. Oct. 1959. 100 AL1S

An evaluation of table-egg contract agreements used in Alabama's Sand Mountain area. Studied the characteristics of contractors, contractees, and independents and compared various contract provisions.

Brief preliminary report appeared with title Income opportunities from contract egg production, in Highlights Agr. Res. [Ala. Sta.] 6(2):12. Summer 1959. 100 AL1H

835. MORE changes ahead for hatching egg business Broiler Growing 9(2):24-25. Feb. 1958. 47.8 B782

Report of a panel discussion on What's happening in the hatching egg business at winter meeting of New Hampshire Poultry Growers Association on Dec. 5, 1957.

Pricing systems for hatching eggs are related to integration in the industry.

836. NELSON, A. P. Chick-to-market quality control gains in Midwest egg production; feed company operations noted. Feedstuffs 34(30): 56-57. July 28, 1962. 286.81 F322

Gives statistics and operations of certain companies.

837. NELSON, A. P. Egg production, marketing trends in Midwest observed. Feedstuffs 34(17):26-27, 51. Apr. 28, 1962. 286.81 F322

Contract production and marketing has spread.

838. NELSON, A. P. Hatchery's quality egg programs maintains producer independence. Feedstuffs 31(13):66, 72. Aug. 15, 1959. 286.81 F322

Experience of the Allstate Hatchery, Willmar, Minn., in planning, financing, providing services, selling equipment to farmers, and marketing eggs.

839. NELSON, A. P. Interviews indicate Pennsylvanians shun egg integration. Feedstuffs 34(41):46-47, 52. Oct. 13, 1962. 286.81 F322

Evidence based on visits with 25 feed dealers and several cooperative egg grading plants, shows that most Pennsylvania egg producers are independent and fairly prosperous. Where egg contracting does exist, it takes on various forms.

840. NEW EGG deal pays 3 to 10 cents above market. A rash of new contracts like this could turn the Midwest's backyard flocks into big commercial poultry setups. Farm J. East. Ed. 81(2):68. Feb. 1957. 6 F2212

Also in Poultry Digest 16(181):150-151. Mar. 1957. 47.8 N219

841. PALMER, E. E. Cooperative egg marketing through Land O'Lakes. Amer. Coop. 1961:309-314. 280.29 Am3A

Production and marketing under contract.

842. PARIS, C. W. Contracting with producers. Amer. Coop. 1959:92-96. 280.29 Am3A

In the egg and broiler industries, as undertaken by the Cotton Producers Association, Atlanta, Ga.

843. PLOCH, L. A. There is a plus side to contract farming. Better Farmer Methods 38(11):10, 31. Nov. 1961. 58.8 B46

The advantages of contract farming are emphasized with illustrations of operations in the egg business in Maine.

844. POPICK, B. New Jersey's commercial poultrymen meet the challenge of shrinking margins. Egg Prod. East. Ed. Amer. Poultry J. 92(1):14, 27. Jan. 1961. 47.8 Am32

Cooperatives met with other groups in the State to attempt to formulate and adopt a unified egg sales and merchandising network under the direction of one centralized sales office.

845. PRICE guarantee for eggs folds. Farm J. Cent. Ed. 82(4):12. Apr. 1958. 6 F2212C

846. PRICE guarantee removed from GMI, Hurst egg program. Feedstuffs 30(12):1, 99. Mar. 22, 1958. 286.81 F322

Describes change in contract and indicates extent of spread of the system.

847. RASKOPF, B. D. Production and marketing of hatching eggs in Tennessee. Tenn. Agr. Expt. Sta. B. 259, 30 p. 1957. 100 T25S

848. REED, F. D. Contract egg production; is it a threat to the independent producer? Egg Prod. Midwest Ed. Amer. Poultry J. 89(10):13. Oct. 1958. 47.8 Am321

Concludes that the independent operator who works and thinks to capacity can meet the competition of contract farming.

849. RHOADES, L. D. How to evaluate market egg contracts. Poultry Tribune East. ed. 66(4):22, 28, 30. Apr. 1960. 47.8 P8642

Discusses several types of contracts. Contains figures showing the costs and receipts under an independent system, and under contract.

850. RIGGS, I. S. Will eggs follow broilers? Riggs says No. Here's why. Broiler Indus. 23(6):20. June 1960. 47.8 N45

Includes contracting for commercial egg production.

851. ROGERS, G. B. How far will vertical integration go? Poultry Tribune East. Ed. 68(5):12, 36, 38. May 1962. 47.8 P8642

Summary of a talk given at the Ohio Broiler and Market Egg School held in Columbus, Ohio.

The number of large egg producers who candle and carton and service retail warehouses and stores will expand substantially.

Also in Poultry Digest 21(245):385-388. July 1962. 47.8 N219

852. ROY, E. P. Economic integration in marketing table eggs. La. Agr. Expt. Sta. DAE Litho C. 225, 65 p., charts. July 1958. 100 L935

A study of management, marketing, and returns under systems of non-integration, quasi-integration, and complete integration both cooperative and proprietary.

853. ROY, E. P. Economic integration in producing and marketing hatching eggs. La. Rur. Econ. 19(3):4, 8. Aug. 1957. 281.8 L93

853a. ROY, E. P. Marketing table eggs in a growing southern market. L. Rur. Econ. 29(2):4-6. May 1958. 281.8 L93

Includes some discussion of contracts, agreements, and complete integration, both horizontal and vertical.

854. ROY, P. We need a model egg contract. Poultry Tribune East. Ed. 66(2):28-29, 54, 56. Feb. 1960. 47.8 P8642

"This model egg contract has the best contract provisions gleaned from egg contracts used in the South. A competent lawyer has checked the contract."

855. ROY, P. Which way will egg contracting go? Poultry Tribune 65(11):14-15, 51, 54. Nov. 1959. 47.8 P8642

In the South 35 percent of the eggs are produced under a written or oral contract. Explains the types of contracts and what they offer, and forecasts more contracting will develop. Discusses economic aspects and costs and returns.

856. ROY, P. Will integration increase in table eggs? Egg Prod., East. Ed. Amer. Poultry J. 93(1):7, 19. Jan. 1962. 47.8 Am32

On costs for non-integrated, partially integrated, and fully integrated table-egg producers in the Southeast.

857. SCANLAN, J. J. Does a started pullet program fit into a cooperative hatchery program? Amer. Coop. 1958:497-501. 280.29 Am3A

The raising of started pullets by cooperative hatcheries offers them an opportunity to be of service, partly because they have advantages over their competitors.

858. SHEARER, J. W. Symposium on economic integration. Amer. Coop. 1958:705-708. 280.29 Am3A

Explains some plans for starting a pullet growing program and egg marketing scheme by Eastern States Farmers' Exchange, West Springfield, Mass.

859. SHEPHARD, E. E. Poultry contracts, good or bad? Egg Prod. East. Ed. Amer. Poultry J. 92(1):30. Jan. 1961. 47.8 Am32

A checklist in question form, about provisions in egg contracts.



860. SHRADER, H. L. Egg-ra-business in Iowa. Amer. Egg & Poultry Rev. 23(2):36, 38, 40, 42, 44. Feb. 1961. 47.8 Am38

The growing, processing, marketing, and merchandising of eggs in Iowa has not mushroomed as rapidly as in some areas, but there are cooperatives in the contract business, as well as large chainstores.

861. SICER, J. W. Check list for contracts. Hoard's Dairyman 104(23):1210-1211. Dec. 10, 1959. 44.8 H65

A list of questions to be asked before signing any contract in the egg or pullet production business to avoid misunderstanding and oversights.

862. SICER, J. W. Producing eggs on contract. Hoard's Dairyman 104(6):330-331. Mar. 25, 1959. 44.8 H65

While contracts may appear attractive, you could be better off by borrowing money and producing on your own.

863. SICER, J. W. What's ahead for poultry? Hoard's Dairyman 105(4):216. Feb. 25, 1960. 44.8 H65

The outlook for the egg business seems promising.

864. SICER, J. W. What's all this talk about integration? Hoard's Dairyman 102(8):446-447. Apr. 25, 1957. 44.8 H65

Began with broilers, and is being promoted for market egg production in Kansas by large feed companies. Gives some details of operation.

865. SIKKEMA, P. J. Producers benefit from strict marketing contract. Poultry Tribune East. Ed. 66(7):20, 28. July 1960. 47.8 P8642

A Michigan marketing organization uses a tight contract to assure a steady volume of eggs. The producer deposits 10 cents per bird when he joins the cooperative. If he violates the agreement by selling eggs elsewhere or in any other way, the deposit is forfeited.

866. SIMISON, F. M. 'A good incentive makes a good contract' says dealer, feeding 80,000 layers, million broilers. Feedstuffs 32 (47):28-29. Nov. 19, 1960. 286.81 F322

Describes the feeding programs of Cauble's Hatchery, Pekin, Ind. with egg contracts. Incentives are based on feed conversion into broiler weight or eggs.

867. SIMS, J. C. Contractual arrangements in Mississippi's commercial table egg industry. Miss. Agr. Expt. Sta. AEc. M. R. 33, 20 p. June 1961. 100 M69Mr

Studied the extent of contract egg production in Mississippi, types of contracts and their provisions, and the production and marketing practices of contract operations.

868. SIMS, J. C. Third of Mississippi eggs now produced by contract. Miss. Farm Res. 23 (10):7-8. Oct. 1960. M69Mi

Discussion of contractual arrangements and their effects in increasing egg production in Mississippi.

869. SPIVEY, E. G. Symposium on economic integration. Amer. Coop. 1958:702-705. 280.29 Am3A

Explains the organization of a commercial egg production and marketing program with the assistance of the Extension Service in Mississippi.

870. THOMPSON, L. N. We have our own integrated plan. News Farmer Coop. 24(9):10-14. Dec. 1957. 166.2 N47

Poultry Producers of Central California receive feed, supplies, financing and egg production help, and an assured market.

Also in U. S. Farmer Coop. Serv. Reprint 150, p. 6-8. Feb. 1958.

871. TINLEY, J. M., and ERDMAN, H. E. Operating problems of a cooperative poultry and feed association. Calif. Agr. Expt. Sta. B. 759, 62 p. Dec. 1957. 100 C12S

Includes credit policies and egg marketing agreements of the Poultry Producers of Central California.

872. TREND toward more contract egg production. Pacific Poultry man 64(5):21. May 1958. 47.8 P112

873. URNER, F. E. N. J. dealers and producer coop effect new marketing plan. Amer. Egg & Poultry Rev. 19(7):24-25. July 1957. 47.8 Am38

United Egg Producers Cooperative Association signed contracts with five commercial egg distributors.

874. VANDERVORT, J. I'd never raise another pullet. Amer. Poultry J. East. Ed. 89(4): 11, 28, 39. Apr. 1958. 47.8 Am32

Contract provisions for producing pullets or eggs.

875. WALKER, H. W. Contracting commercial table eggs. Va. Farm Econ. 155:10-13. Aug. 1958. 275.29 V813

Contains an extensive and detailed outline of points to consider and to include when entering into contractual arrangements for rearing pullets, producing and marketing eggs.

876. WE SET up our own egg deal. Farm J. East. Ed. 81(11):24-25, 106. Nov. 1957. 6 F2212

Farm Bureau Quality Egg Association in Mitchell County, Iowa, signed contract to produce and handle eggs for top quality.

877. WESTERN FEED and SEED. Re-views an agricultural economists forum: integration. West. Feed & Seed 12(5):29, 88. May 1957. 389.78 W52

Summary of remarks and opinions of six experts at the Davis Poultry Institute, University of California, held at Davis, Calif. in April 1957. Dealt mainly with integration in the egg and poultry business.

878. WILHELM, L. A. Is there a specification egg contract in your future? *Feedstuffs* 33 (8):18-19, 22. Feb. 25, 1961. 286.81 F322

Lists the necessary considerations in egg contracting. Includes six tables which show various production costs.

Abstract of a talk presented at the Fact Finding Conference, Kansas City, Feb. 1-12, 1961.

Abstract in *Egg Prod. Amer. Poultry J. East*. Ed. 92(4):10. 25. Apr. 1961. 47.8 Am32

879. WILL there be integration in egg production? *New Eng. Farm Finance News* 12(5):3-4. May 1957. 284.28 N44

Also with title, *Integration--will it take over the egg industry?*, in *Poultry Digest* 16(185):402-405. July 1957. 47.8 N219

880. ZICH, G. E. The egg co-ops answer to vertical integration. *Poultry Tribune* 63(4):56, 58. Apr. 1957. 47.8 P8642

Marketing cooperatives have several advantages.

#### FRUIT and VEGETABLES

881. ADAMS, M., and STUART, J. R. Should the processor grow his own crops? *Canning Trade* 76(33):7, 21. Mar. 8, 1954. 286.83 T67

Advantages and disadvantages.

882. ANDREWS, R. A. The Midwest sweet corn industry. *Minn. Agr. Expt. Sta. B.* 450, 14 p. June 1959. 100 M66

Agricultural Experiment Stations of Alaska, Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, Wisconsin, and the U. S. Department of Agriculture, cooperating.

This is also North Central Regional Publication 100.

States that the processors' key role in sweet corn for processing is that of integrating two markets, the raw product market and the finished product market, bringing both into harmony.

883. ANDREWS, R. A. A study of the sweet corn industry in the Midwest farm economy. *Minn. Agr. Expt. Sta. Tech. B.* 232, 117 p. June 1959. 100 M66

Agricultural Experiment Stations of Alaska, Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, Wisconsin, and the U. S. Department of Agriculture, cooperating.

This is also North Central Regional Publication 95.

The processor in the Midwest sweet corn industry, p. 28-45, includes discussion of the structural characteristics of the processor-grower market.

884. \*BEAL, G. M. Contractual relations between growers and processors of cash crops in the United States. Madison, 1942.

Thesis(Ph. D.) - University of Wisconsin

885. BENCK, C. H. Better canner-grower relationships. *Veg. Growers Assoc. Amer. Annu. Rpt.* 1956:77-78. 81 V52

Contract growing.

886. BLACK, W. E., and FROKER, R. K. Grower-canner pea contracts in Wisconsin. *Wis. Agr. Expt. Sta. B.* 475, 39 p. Oct. 1947. 100 W75

887. BLACKBURN, W. Cost plus contracts affect sales power. *N. Y. State Hort. Soc. Proc.* 104:68-70. 1959. 81 N484

Contracts between applegrowers and processors are considered a definite step in integration.

888. BLESSINGER, D. Grower-processor profit combination. *Farm Mangt.* 6(6):20-22. June 1957. 281.8 F2225

In the pea industry of Oregon and Washington, grower-packer conferences establish price and market.

889. BOARD, P. W. Tomatoes for processing. *Austral. Food Mfr. & Distrib.* 28(6):16, 18. Jan. 5, 1959. 389.8 Au7

Most of the tomatoes processed in Australia are grown under contract, but there is widespread dissatisfaction with the workings of the contract system. The contracts do not protect the growers against price fluctuations, or insure disposal of the entire crop.

890. BUNJE, R. B. The challenge of economic integration. *Amer. Coop.* 1958:39-43. 280.29 Am3A

Explains how a group of fruit and vegetable growers in California are meeting the challenge.

891. CANADA. BUR. OF STATISTICS.

Contracted acreages of canning crops, 1961. Ottawa, 1961. 2 p. 253 St23Fv

Vegetables.

892. CAREW, J., BRAY, J., and PATTERSON, H. Vegetable marketing organizations. I-III. *Mkt. Growers J.* 85(11):12-14; 85(12):12-13, 22; 86(1):14-15. Nov.-Dec. 1956, Jan. 1957. 6 M34

Discusses corporate and cooperative group marketing in the Midwest, with examples in which member-growers sign contracts or sales agreements to pool their sales of produce to take advantage of large-volume chainstore purchasing.

893. CARNCROSS, J. W. Economic factors in processing-tomato production. *N. J. Agr. Expt. Sta. Dept. Agr. Econ. AE* 117, 14 p. June 1950. 281.9 R39

States that of 89 growers, 77 sold their crop on contract, p. 11.

894. CAROTHERS, H. Contracts as an element of canner-grower relations. *Natl. Canners Assoc. Inform. Let.* 1526:115-118. Feb. 28, 1955. 389.9 N214In

895. CHAMBERS, A. W. Utah leads the way on canner-grower relationship. Veg. Growers Assoc. Amer. Annu. Rpt. 1953:56-63. 81 V52

Suggests principles of a uniform processing crop grower's contract. Quotes certain clauses from the 1953 pea growers contract which recognize the growers association and correct discriminatory practices which are in all other canning crop contracts in Utah.

896. COLLINS, N. R., MUELLER, W. F., and BIRCH, E. M. Grower-processor integration; a study of vertical integration between growers and processors of tomatoes in California. Calif. Agr. Expt. Sta. B. 768, 77 p., maps. Oct. 1959. 100 C12S

Explains the nature and extent, and degree of integration, discusses the benefits conferred on both parties and cautions that integration is not a panacea for all agricultural problems.

897. COLLINS, N. R. Integration of grower-processor activities in the California canning tomato industry. Berkeley, U. Calif., Col. Agr., 1957. 10 p. 280.391 C69

Presented at the third annual University of California Tomato Day, Feb. 20, 1957, at Davis, Calif.

898. CONFERENCE ON FRUIT AND VEGETABLE BARGAINING COOPERATIVES, CHICAGO, 1957. Proceedings. Washington, U. S. Farmer Coop. Serv., 1957. 68 p. A280.39 C76

Partial contents: Legal problems in organizing and operating bargaining cooperatives - Organizational and contractual aspects under State law, by G. D. Marcus, p. 33-38.

899. CONNOLLY, C. Collective bargaining --a marketing tool to help growers. Mich. State Hort. Soc. Annu. Rpt. 86:22-27. 1956. 81 M58

How Cannery Growers, Maumee, Ohio, were organized to improve contract provisions and increase prices for tomato growers.

900. COREY, M. L. Bargaining power through integration. Amer. Coop. 1958:561-567. 280.29 Am3A

Fruit and vegetable producers, with special reference to citrus producers in Florida and California. Suggests mergers of competing cooperative groups, in all their operations, to improve marketing strength, lower unit costs, produce higher quality grades and packs, and improve advertising and merchandising programs.

901. COUNTRYMAN, J. E. How can we interest more farmers in growing our canning crops. Natl. Canners Assoc. Inform. Let. 1426:96-97. Feb. 28, 1953. 389.9 N214In

Paragraph on contracts stresses use of plain English in them.

902. CRAVENS, M. E., and MARLOWE, L. D. A check list of provisions for sweet corn-grower processor contracts based on an analysis of 70 grower-canner contracts. Ohio Agr. Expt. Sta. Res. B. 800, 23 p. Nov. 1957. 100 Oh3S

Evaluation of provisions of 70 contracts from Wisconsin, Minnesota, Iowa, Illinois, Indiana, and Ohio.

903. CROSBY, E. A. Canner-grower relations. Veg. Growers. Assoc. Amer. Annu. Rpt. 49:120-129. 1957. 81 V52

Interdependence and good relationships are necessary in contract farming and vertical integration. Indicates how the canning industry can be helpful to the growers.

904. CROUSE, E. F. The challenge of change. Seed World 82(10):8, 10, 38, 39. May 16, 1958. 61.8 Se52

Contract farming and vertical integration and how they developed in the citrus industry and how the seed business is changing.

905. DALRYMPLE, D. M. Vertical integration, what does it mean to the fruit grower? Amer. Fruit Grower 78(6):9, 36. June 1958. 80 G85

Cooperative effort by growers is helping to solve some of today's distribution problems.

906. DICKINSON, T. A. How to do business with processors. Farm Managt. 4(5):34-35. May 1955. 281.8 F225

Contract provisions are discussed.

907. DOMINICK, B. A. The fruit and vegetable processing industry in New York State. N. Y. State Col. Agr. (Cornell U.) Dept. Agr. Econ. A. E. 714, 25 p. Nov. 1949. 281.9 C81

Method of buying, p. 5-6, indicates the extent of contract buying for grapes, apples, and seven vegetables.

908. ELLER, R. Z. Capturing a nation's imagination . . . 50 years of Sunkist advertising. News Farmer Coop. 25(2):10-12. May 1958. 166.2 N47

About the Sunkist Growers and their promotion program for citrus fruits.

Also in U. S. Farmer Coop. Serv. Reprint 150, B, p. 6-7, 12. Not in Natl. Agr. Libr.

909. FRANCIS, F. J. At Guelph, Ontario, discussions of grower-processor relations and better agricultural production mark the sixth annual fieldmen's conference. Food Canada 14(2): 18, 20. Feb. 1954. 389.8 F7323

Summarizes several papers, in which there is mention of contract growing.

910. GARDNER, K. F., and MCKAY, A. W. The California Fruit Growers exchange system. U. S. Farm Credit Admin. C. C-135, 124 p. May 1950. 166.2 C49

Study of a federated cooperative. It is an integrated operation from growing to marketing.

911. GAY, M. C. Marketing fruits and vegetables cooperatively. U. S. Farm Credit Admin. C. C-110, 78 p. Aug. 1938. 166.2 C49

Contract sales, p. 20, explains two types.

Pooling, p. 38-41.

Marketing, p. 53-54.

A sample Marketing Agreement, p. 57-60.

912. GILCHRISTE, F. C., and LANE, C. B. Contracting for crops for processing. West. Canner & Packer 48(6):145-150. May 25, 1956. 286.83 W522

Western Canner and Packer's Processing Technology Handbook Series 5.

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913. GRAF, T. F. Cash crops cooperative; factors affecting its future. Wis. U. Col. Agr. Dept. Agr. Econ. Ag. Econ. 20, 18 p. Sept. 1956. 281.9 W75

Briefly shows extent of crops under contract to cash crop cooperatives. Makes recommendations for grower-canner contracts.

914. GROWERS sign for Minute Maid co-op. Quick Frozen Foods 20(1):109. Aug. 1957. 389.8 Q4

914a. HAMILTON, H. G. Integration in the Florida citrus industry. (Abs.) Assoc. South Agr. Workers. Proc. 55:196. 1958. 4 C82

Production services, packing, storing, and marketing.

915. HAMILTON, H. G. Integration of marketing and production services by Florida citrus associations. J. Farm Econ. 29(2):495-505. May 1947. 280.8 J822

916. HARDY, B. How you can sell to chain stores. Farm J. East. Ed. 83(7):36, 99. July 1959. 6 F2212C

About three groups of cooperatives which produce fruits and vegetables of the kind and quantity wanted by chainstores in New York, Connecticut, and New Jersey.

917. HENSLEY, H. C. Marketing policies of the California Prune and Apricot Growers Association. U. S. Farm Credit Admin. C. C-132, 54 p. Feb. 1948. 166.2 C4923

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918. HINDMARSH, R. G. Letter to potato growers. East. States Coop. 30(2):10. Feb. 1954. 280.28 Ea7

Member seed potato production contracts.

919. HINDMARSH, R. G. You can contract now for 1954 seed potatoes. East. States Coop. 29(2):16-17. Feb. 1953. 280.28 Ea7

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920. HOOFNAGLE, W. S., and SAMUELS, J. K. Acquiring citrus fruit for concentrating by processors in Florida. U. S. Farm Credit Admin. Misc. Rpt. 173, 15 p. May 1953. 166.3 M68

Three advance contract methods of payment by processor to grower are explained on p. 7.

921. HOOFNAGLE, W. S., and SAMUELS, J. K. Selling oranges for processing. Methods of payment to Florida growers. Agr. Situation [Washington] 27(12):12-13. Dec. 1953. 1 Ec7Ag

922. HOOS, S., and HELMBERGER, P. G. Grower cooperative bargaining associations part of increasing economic integration. Calif. Agr. Expt. Sta. Calif. Agr. 14(2):2-3. Feb. 1960. 100 C12Cag

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923. HOW, R. B., and BURNS, P. Grower-processor snap bean contracts, New York, 1959. N. Y. State Col. Agr. (Cornell U.) Dept. Agr. Econ. A. E. Ext. 93, 24 p. June 1960. 281.9 C81Ae

Types of contracts, provisions covered, and legal aspects are discussed.

924. HOW PEACH growers bargain for better prices. Farm Mangt. 5:24, 26. Jan. 1956. 281.8 F2225

California Canning Peach Association contracts for sale of grower's fruit.

925. HUELSEN, W. A. Growers contracts for sweet corn. Ill. Agr. Expt. Sta. C. 472, 16 p. May 1937. 100 IL6S

Types of contracts, p. 10-16.

926. HULSE, F. E. Coordinated selling; Florida fresh citrus shippers take another look. News Farmer Coop. 28(12):9, 16. Mar. 1962. 166.2 N47

About the formation and operation of the Florida Citrus Mutual, a grower organization chartered as a marketing cooperative.

927. JANSEN, F. J. C. B. Wat verlangt de verwerkende? [What does the processing industry demand?]. Groenten en Fruit 17(21): 713-714. Nov. 30, 1961. 80 G89

Contract culture of fruits and vegetables in the Netherlands.

928. KENNERLY, A. B. They grow vegetables under contract. Amer. Veg. Grower 7(2): 15, 42, 44. Feb. 1959. 80 C733

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929. KLINE, R. G., and CRAVENS, M. E. Grower-processor agreements in the sweet corn for processing industry in the North Central States. Ohio Agr. Expt. Sta. Res. B:806, 47 p. June 1958. 100Oh3S

Agricultural Experiment Stations of Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, Wisconsin; U. S. Department of Agriculture, cooperating.

This also North Central Regional Publication 85.

Describes processing plants, grower operations, price structure, factors affecting yields and returns to growers, services provided by processors, responsibility for decisions on production practices, and grower and processor satisfaction with agreements and contracts.

930. KNAPP, J. G. Can vertical integration work for you? Amer. Fruit Grower 81(3):14, 46. Mar. 1961. 80 G85

Growers face two major alternatives. They may become passive partners in the mass distribution system, or they may join with other growers to retain control over major decisions in marketing. Growers have turned to the bargaining type of cooperative.

931. KROSS, J. I. Grower-canner contracts for limas--kraut--carrots. Wis. Agr. Expt. Sta. B. 513, 16 p. June 1953. 100 W75

Discusses various contract provisions with suggestions for improving them.

932. KROSS, J. I. Grower-canner contracts in Wisconsin (corn, bean, and beet). Wis. Agr. Expt. Sta. B. 482, 24 p. Jan. 1949. 100 W75

Gives contract provisions, with recommendations for improving them.

933. LAMBERT, R. E. Impact of vertical integration on marketing fruits and vegetables. (Abs.) Assoc. South. Agr. Workers. Proc. 55: 194-195. 1958. 4 C82

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934. MCDANIEL, E. W. Delaware's competitive position in the production of tomatoes for processing. Del. Agr. Expt. Sta. B. 313, 34 p. June 1955. 100 D37S

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935. MCMILLAN, W. M. Fruit and vegetable bargaining cooperatives. Natl. Potato Council News 4(9):6, 14. Mar. 1957. 75.8 N21

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936. MITCHELL, M. H. Financial and material services as inducements to growers. Natl. Canners Assoc. Inform Let. 1526:112-113. Feb. 28, 1955. 389.9 N214In

Prices, seeds, fertilizers, equipment, and services for contract growers.

937. MONAHAN, W. J. Harvest of perpetual crisis. Amer. Fruit Grower 81(4):12, 46. Apr. 1961. 80 G85

Conflict between peach growers and processors in California.

938. MONAHAN, W. J. Inside story on grower-owned Cal-Can. Amer. Fruit Grower 80(1):18, 50-51. Jan. 1960. 80 G85

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939. MOORE, E. Potato grower's contract--purchase agreement. Idaho Grower Shippers Assoc. Annu. Conv. 32:149-150, 170, 172. 1960. 81 Id13

Gives outlines of contracts, showing the general base prices, fluctuations as to grade and size requirements, conditions for deducting tare, provisions for hauling and inspection, plus various payment plans.

940. MORRISON, E. M., and DAVIS, L. H. Can farmers make money growing contract crops. Utah Farm & Home Sci. 15(1):14, 22. Mar. 1954. 100 Ut1F

Chiefly costs and returns in growing peas, tomatoes, and sugar beets, 1945-54.

941. MUELLER, W. F., and TINLEY, J. M. California cooperatives--their marketing contracts. News Farmer Coop. 24(2):7, 10-12. May 1957. 166.2 N47

Fruit and vegetable marketing contracts usually cover delivery requirements, quality control, crop inspection and size, and marketing requirements.

942. MUELLER, W. F., and GAROIAN, L. Changes in the market structure of grocery retailing. Madison, U. Wis. Press, 1961. 215 p. 280.3 M91

Partial contents: Vertical integration in grocery distribution, p. 68-104; Vertical integration by affiliated independents, p. 105-114.

943. MUELLER, W. F., and COLLINS, N. R. Grower-processor integration in fruit and vegetable marketing. J. Farm Econ. 39(5): 1471-1486. Dec. 1957. 280.8 J822

Discussion by M. M. Snodgrass. Describes conditions that encourage integration, technological and market conditions, integration through ownership, and some implications of grower-processor integration.

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944. MUELLER, W. F. Marketing Midwest sweet corn. Wis. Agr. Expt. Sta. B. 530, 16 p. Apr. 1958. 100 W75

This is also North Central Regional Publication 86.

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945. MUELLER, W. F., and TINLEY, J. M. Membership marketing contracts of agricultural cooperatives in California. Calif. Agr. Expt. Sta. B. 760, 64 p. Ref. Mar. 1958. 100 C12S

Contents: 1, What makes a good cooperative marketing contract?; 2, Introduction; 3, Origin and meaning of the marketing contract; 4, Legal nature of the contract; 5, California experience; 6, Important integration provisions; 7, How much integration is desirable?; 8, Use of contracts by supply associations. Appendix B contains an example of purchase and sale type of cooperative marketing contract. Appendix C contains example of an agency type of cooperative marketing contract.

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Farmer cooperatives in California usually require contracts with members to effectively integrate marketing operations.

947. MUNSTER, E. VON Anbauvertrage im Feldgemusebau [Grower contracts in vegetable production]. Mitt. der Deut. Landwirt.-Gesell. 76(41):1271-1273. Oct. 12, 1961. 18 N39

948. MURPHY, W. B. Contract farming; a means of reducing farm hazards. Camden, N. J., Campbell Soup Co., 1962. 17 p. 281.12 M95

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949. OSBORNE, C. Z. Grand Island Citrus-Co-op; a story of successful vertical integration. News Farmer Coop. 26(11):4, 17. Feb. 1960. 166.2 N47

Story of a large citrus cooperative in Umatilla, Fla.

950. PITKIN, E. L. Half century of progress. News Farmer Coop. 25(7):12-13. Oct. 1958. 166.2 N47

The story of 50 years of vertical integration by a fruit and vegetable cooperative, the Eugene Fruit Growers Association in Oregon.

Also in U. S. Farmer Cooperative Serv. Reprint 150, C, p. 12-13. Not in Natl. Agr. Libr.

951. PRESTON, H. J. California canners and growers--a case study in vertical integration. News Farmer Coop. 26(2):9, 16. May 1959. 166.2 N47

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Also in U. S. Farmer Cooperative Serv. Reprint 150, C, p. 6, 23. Not in Natl. Agr. Libr.

952. PUTNAM, J. S. Better marketing for processing-vegetable growers. Mkt. Growers J. 83(12):22-23, 34-35. Dec. 1954. 6 M34

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953. PUTNAM, L. A. Organized selling to meet large scale buying. N. Y. State Hort. Soc. Proc. 102:115-117. 1957. 81 N484  
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954. PUTNAM, L. A. What we have done about integration. Amer. Coop. 1958:579-581. 280.29 Am3A

Marketing by the Lake Ontario Fruit Growers Cooperative, Lockport, N. Y.

955. ROBINSON, J. K. Let's quit this waiting game! . . . Inter-area grower co-operation for effective bargaining relationships with processors. Amer. Fruit Grower 80(3):34-35. Mar. 1960. 80 G85

Excerpts from a talk before the New York State Horticultural Society.

956. ROY, P. Economic integration and the southern vegetable canner. South. Food Processor 20(1):8-10. Jan. 26, 1959. 389.8 So82  
Horizontal and vertical integration.

957. SAMUELS, J. K. Merchandising fruits and vegetables core of co-ops success. News Farmer Coop. 19(10):10-11. Jan. 1953. 166.2 N47

Over 170,000 growers were members of 872 fruit and vegetable marketing cooperatives in 1951. They marketed over one billion dollars worth of products and handled supplies valued at 35 million dollars for their members.

958. SAMUELS, J. K. Supermarket mergers--a challenge for the co-ops! Amer. Fruit Grower 76(9):14, 23. Sept. 1956. 80 G85

Present selling and distribution methods need to be improved, and local associations must get together for effective merchandising. About two thirds of the 800 fruit and vegetable cooperatives still were unaffiliated local shipping and processing organizations.

959. SHAY, F. M. Cooperatives offer farmers best means of accomplishing integration. Sunsweet Standard 42(6):7, 10. Nov. 1958. 286.83 Su7

Summary of a conference held in Berkeley, Calif. to discuss effects of integration on the dried fruit producers, processors, and marketers of Sunsweet Growers.

960. SNAP bean co-op, upstate N. Y. Mkt. Growers J. 86(9):18-19. Sept. 1957. 6 M34

Cayuga Producers Cooperative at King Ferry N. Y. has 150 members. Most beans are grown under a general pool.

961. SPUD contracting may harm prices. Farm J. East. Ed. 83(6):12, 14. June 1959. 6 F2212

Farmers in Maine contracted for fertilizers, and for credit in growing potatoes.

962. STEMPFLE, W. S. A small but successful growers' co-op. Mkt. Growers J. 86(8): 617. Aug. 1957. 6 M34

New York Canning Crop Growers Cooperative secures good contracts between growers and processors for corn, peas, and tomatoes.

963. STEMPFLE, W. S. What's the answer to canner boycotts? *Amer. Veg. Grower* 8(4):36, 38. Apr. 1960. 80 C733

Abstract of a talk given at the 41st annual convention American Farm Bureau Federation.

The answer to boycotts is a business partnership between grower groups and processors. How to attain that partnership is discussed.

964. STINSON, T. E. Contracted to rot! Are grower-processor contracts fair? In some cases they obviously are not. Example: tomatoes. *Farm Managt.* 7(11):18-20. Nov. 1958. 281.8 F2225

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965. STOKELY, A. J. The relation of grower and canner in marketing fruits and vegetables. *Tenn. State Hort. Soc. Proc.* 46:47-48. 1951. 81 T25

Contract crops.

966. SWANN, J. D. Swann urges teamwork for better grower-processor relationships. *Mkt. Grower J.* 84(4):5. Apr. 1955. 6 M34

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967. SWOPE, D. A., and TODD, F. R. Quality differentiation practices of vegetable processors: procurement, packing, selling. *Md. Agr. Expt. Sta. Misc. P.* 460, 17 p. May 1962. 100 M36M

Study was limited to snap beans, sweet corn, lima beans, peas, and tomatoes. Included were inquiries concerning methods of procurement and cultural controls exercised by processors through provisions specified in contracts with growers. Contracts were usually written, although several were verbal.

968. TAYLOR, P. R. Some suggestions as to contracts for processing vegetables. *Veg. Growers Assoc. Amer. Annu. Rpt.* 1948:69-77. 81 V52

Numerous features of contracts could be made more satisfactory if growers were allowed to join in drafting them.

969. TERNUS, G. Cannery & T. G. A. men compete for growers' signature in California. *Mkt. Growers J.* 84(1):7. Jan. 1955. 6 M34

Tomato Growers Association of California drive to form growers into a tight bargaining unit for contracts.

970. THOMASON, H. Florida co-ops are impressive in action. *Citrus Leaves* 36(10):12, 25, 27. Oct. 1956. 80 C492

Entire operation from blossom to packing plan is integrated.

971. TYSON, D. C. Processor contracts--pro and con. *Va. Fruit* 43(6):18, 20. June 1955. 81 V81B

Provisions, advantages, and drawbacks.

972. VERHULST, M. P. Reviewing our contracts. *Natl. Cannery Assoc. Inform. Let.* 1219:50-52. Jan. 26, 1949. 389.9 N214In

Discusses provisions and legal aspects of canner-grower contracts in the vegetable industry.

Comment on grower contracts, by H. T. Austern, p. 52

973. WATORSKI, J. Warunki kontraktacji warzyw gruntowych w latach 1950-1957. Na przykladzie wojewodztwa Szczecinskiego i krakowskiego [Conditions of contracting of field vegetables in the years 1950-1957 (based on the example of the Szczecin Province)]. *Stettin. Wyzsza Szkola Roln. Zeszyty Nauk.* 3:65-90. 1960. 20.5 St4

English summary.

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974. WILLIAMS, T. T. Contract vegetable marketing by non-white farm owners, Washington Parish, Louisiana, 1959. *La. Rur. Econ.* 23(3): 5-9. Aug. 1961. 281.8 L93

Study based on data from 122 growers and 3 processors. Objective was to determine extent to which growers and processors coordinate their vegetable production and marketing activities within a grower-processor contract, with particular emphasis on okra.

975. WRZOSEK, R. F. Canner-grower contracts in Wisconsin. *Wis. Law Rev.* 1948(3): 413-428. May 1948. *Libr. Cong.*

Summarized by M. P. Verhulst in *National Cannery Assoc. Inform. Let.* 1219, Jan. 26, 1949, p. 51-52. 389.9 N214In

Discusses legal aspects, such as validity, specific performance, and subsequent impossibility of performance, as well as property of the canner in the crop before delivery, administrative regulation of the canner's solvency, miscellaneous problems of contract construction, and factors to be considered in the drafting of canner-grower contracts.

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976. ALL SIGNS point to contract hog farming. *Better Farming Methods* 30(4):26. Apr. 1958. 58.8 B46

News of contract plans offered by various companies.

977. ANDERSON, A. L. Are hogmen headed for contract farming? *Better Farming Methods* 30(3):28, 30. Mar. 1958. 58.8 B46

978. ATKINSON, J. H., and COLEMAN, J. P. Contract fattening of hogs. *Agr. Banker* 2(10):14-15, 19. Oct. 1960. 284.8 B22

Discusses the four major types of hog finishing contracts in use in Indiana.

979. ATKINSON, J. H., and COLEMAN, J. P. Four types of hog finishing contracts in Indiana. *Feedstuffs* 32(5):82, 84. Jan. 30, 1960. 286.81 F322

The four types discussed are: Financing-limited management; profit share; unit guarantee; and feeding contracts.

980. ATKINSON, J. H. Midwest pig feeding contracts not too plentiful; industry does not readily lend itself to hog integration. *Feed & Farm Supplier* 35(3):20, 22, 24-25. Mar. 1961. 47.8 H28

Four types of contracts considered were: 1, Financing limited management; 2, profit share; 3, unit guarantee; and 4, feeding.

981. \*BARNES, T. Co-operative development of the Irish pig industry. *Irish Agr. & Creamery Rev. (n.s.)* 18(336):7, 9. Dec. 1961. 44.8 C866

Includes integration.

982. BARRON, L. Contract farming. *Breeder's Gaz.* 123(3):19, 31. Mar. 1958. 49 B74

The Arkansas City, Kans., chapter of the Future Farmers of America has borrowed money to test out swine raising on a contract basis.

983. BARRON, L. Hog farmers watch testing of contract farming. *Breeder's Gaz.* 123(3):19, 31. Mar. 1958. 49 B74

The Arkansas City, Kansas FFA Chapter has borrowed 25,000 dollars to try out contract farming. Parties to the plan are the producer, the packer, and the feed company.

984. BAY, O. New pig-raising deal. *Farm J. South.* Ed. 81(9):12. Sept. 1957. 6 F2212S

About the pig contracts offered by Staley Milling Co., and by Maurer-Neuer Co., in Kansas.

985. BAY, O. Now they're leasing hog breeding herds. *Farm J. East.* Ed. 82(4):68F. Apr. 1958. 6 F2212

986. BERGLUND, R. Nebraska company offers swine package covering all phases of operations. *Feedstuffs* 31(42):26, 28-29. Oct. 17, 1959. 286.81 F322

Describes contract operations of the O. A. Cooper Company, at Humboldt, Nebr. It has operating units in Nebraska, Iowa, Kansas, and South Dakota.

987. BLAICH, O. P. Integration in theory with an application to hogs. *J. Farm Econ.* 42(5):1280-1296. Dec. 1960. 280.8 J822

Includes discussion by F. H. Maier.

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988. BLAICH, O. P. Suppliers are affected by integration trends in hog farming. (*Digest*) *Feed & Farm Supplier* 35(7):18-21. July 1961. 47.8 H28

New technology in production methods leads to cost-price squeezes and integrated setups, with capital needs a strong influence factor for feed manufacturers.

989. BLAIR, J. F. Firm hikes tonnage, profits with integrated hog plan. *Feedstuffs* 34(36):18, 20. Sept. 8, 1962. 286.81 F322

Describes operations of Worley Mills in Clovis and Portales, N. Mex., and their integrated swine project.

990. BLAIR, J. F. Southern feed mill owner feeds hogs on semi-integrated basis. *Feedstuffs* 31(48):18, 20-21. Nov. 28, 1959. 286.81 F322

Experiences of J. B. McInnis, Meridian, Miss., with swine and poultry contracts.

991. BRAUN, D. Eye opener: how 100,000 farmers get higher prices for hogs. *Farm J. East.* Ed. 82(5):39, 79-81. May 1958. 6 F2212

How the Producers Livestock Association in Ohio operates as a huge farmer-run marketing cooperative, sells over a third of Ohio's hogs, and is doing its own integrating.

992. BRAUN, D., and HARDY, B. New way to pay for feed. *Farm J. East.* Ed. 82(7):34. July 1958. 6 F2212

Hog contracts are changing in the Corn Belt, and are based on the efficiency of the feed.

993. BROILER system for pigs? *Wallaces' Farmer* 83(4):60-61. Feb. 15, 1958. 6 W15

994. COLEMAN, J. P., and ATKINSON, J. H. Finishing hogs on contract in Indiana. *Purdue U. Dept. Agr. Ext., Econ. & Mktg. Inform. for Ind. Farmers.* Dec. 31, 1959, p. 1-2, 4. 275.29 In2Em

Also in *Breeder's Gaz.* 125(5):16-17. May 1960. 49 B74

Describes four major types of contracts. Includes estimated costs and returns.

995. COLLINS, B. Midwest farmer can compete against integration, "bigness". *Feedstuffs* 32(2):50-53. Jan. 9, 1960. 286.81 F322

An Iowa hog farmer explains his views that integration is not essential for success as a swine producer.

996. CONTRACT hog growing, an evil or a blessing? *Wallaces' Farmer* 83(6):82-83. Mar. 15, 1958. 6 W15

Report of talks at Swine Feeders Day at Iowa State College.

997. CONTRACT your vet's services. *Wallaces' Farmer* 85(24):14. Dec. 17, 1960. 6 W15

Two veterinarians in Henry County, Iowa have offered a complete disease control contract plan to hog producers, and include management suggestions. Costs are given.

998. COOPERSMITH, R. L., and BROADBENT, E. E. Integration. *Amer. Hampshire Herdsman* 33(7):76, 78, 80, 82. July 1958. 46.8 Am33



Contents: Possibilities and problems, by R. L. Coppersmith; With a fully integrated livestock industry--what would likely happen? (Excerpts), by E. E. Broadbent.

999. COX, C. B., and LUBY, P. J. Better marketing could speed-up shift to leaner pork. *Purdue U. Agr. Ext. Econ. & Mktg. Inform. Ind. Farmers*, p. 2-4, Mar. 29, 1957. 275.29 In2Em  
Integration and contracting are suggested as possible developments to hasten shift to leaner pork.

1000. COX, C. B. Vertical integration of swine production and marketing. *Purdue U. Dept. Agr. Ext. Econ. & Mktg. Inform. for Ind. Farmers*, Mar. 31, 1959, p. 1-2, 5. 275.29 In2Em

Points out that the packer is a more likely contender for the role of the integrator than the feed dealer, and forecasts that the industry will not be integrated more than 10 to 15 percent in the next ten years.

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1001. DEVORE, P. These little pig skins get barley to market. *News Farmer Coop.* 26(3): 5, 17-18. June 1959. 166.2 N47

The Edwall (Wash.) Livestock Cooperative set up a pool quota for each member to furnish barley to the cooperative which developed a hog program for converting barley into pork.

Also in U. S. Farmer Cooperative Serv. Reprint 150, C, p. 15, 18. Not in *Natl. Agr. Libr.*

1002. DIONNE, P. P., and PERREAULT, R. Quelques aspects de l'integration de la production porcine [Some aspects of integration in the production of swine]. *Agriculture [Montreal]* 15(6):178-180, 185. Nov./Dec. 1958. 7 Ag82

Presented at the *Congres de la Cooperation a Quebec*, Oct. 28, 1958.

1003. DROGEMEIER, K. H. Schweinemastvertrage oder Schweinelieferungs- und -abnahmevertrage? [Swine feeding contracts or swine delivery and selling contracts?]. *Mitt. der Deut. Landwirt. -Gesell.* 77(1):12, 14, 16. Jan. 4, 1962. 18 N39

1004. DUBOV, I., and ANDRILENAS, P. A. Agreements for producing and marketing Tennessee hogs and feeder pigs. *Tenn. Agr. Expt. Sta. B.* 335, 14 p. Nov. 1961. 100 T25S

Vertical integration operations and agreements are described. Their general provisions, and those on production items, and on marketing are explained. The most frequent source of managerial advice was the feed dealer.

1005. DUBOV, I. Arrangement standards probably needed with heavy swine production by contract. *Tenn. Farm. & Home Sci. Prog. Rpt.* 40:10-11. Oct./Dec. 1961. 100 T25F

Report on status of vertical integration in ten case studies, with emphasis on the marketing aspects of the arrangement between the contracting parties in Tennessee.

Also in *Feedstuffs* 34(7):78. Feb. 17, 1962. 286.81 F322

1006. ENGELMAN, G. A marketing specialist inspects the current state of vertical integration in livestock. *Nowest. Livestock Dir.* 1959:115, 118. 286.85 W523

Sow-and-pig contracts and feeder pig-contracts are considered as is integration in the large commercial feedlots for beef cattle feeding.

1007. ENGELMAN, G. Status of integration. *Mod. Vet. Pract.* 40(6):36-37. Mar. 15, 1959. 41.8 N812

In the swine industry there are sow-and-pig contracts, or feeder-pig contracts.

1008. FRAZIER, T. L., PADGETT, J. H., and THOMPSON, J. C. An economic appraisal of hog marketing contracts in Georgia. *Ga. Agr. Expt. Sta. Mimeo. Ser. (n.s.)* 141, 24 p., map. May 1962. 100 G293M

The sow-boar lease became the dominant type of contract, replacing the feeder-pig type. Discusses current patterns of integration and terms of the different types of contracts.

1009. FRAZIER, T. L., PADGETT, J. H., and THOMPSON, J. C. Some effects of vertical integration on hog marketing practices in Georgia. *Ga. Agr. Expt. Sta. Mimeo. Ser. (n.s.)* 100, 29 p. May 1960. 100 G293M

Case studies were made of five integrating firms to obtain information on marketing contracts in use. These contracts were: Profit sharing; profit sharing plus guarantee; three way combination; sow and boar lease; experimental; and guarantee. The framework, location, extent, patterns, and probable effects of vertical integration on the hog industry were surveyed.

1010. GATES, G. Foxbilt swine lease program gives feed volume big boost. *Feedstuffs* 30(13):10-11, 14, 67. Mar. 20, 1958. 286.81 F322

Producers in eight states participated in the feeding program, called a form of integration, without any marketing arrangements. Incross meat-type stock was provided to participating farmers.

1011. GIESLER, F. J. What is contract feeding? *Hoard's Dairyman* 103(24):1242. Dec. 25, 1958. 44.8 H65

Lists some of the less desirable features of contract farming in the swine business.

1012. HEADY, E. O. Contract farming "take over" not likely. *Iowa Farm Sci.* 15(2): 551-552. Aug. 1960. 275.29 Io94

Considers the growth of specialized hog production or specialized contract arrangements in Iowa. Sees little evidence of genuine advantages in these.

1013. HEADY, E. O., GIBBONS, J. R., and IRWIN, G. Specialization and pork production methods in relation to over-all farm resource use and integration. *Iowa Agr. Expt. Sta. Res. B.* 496:211-236. Oct. 1961. 100 Io9

Examines the relative advantages of various hog systems, including methods under contract farming, on 160 and 240 acre farms in two soil areas. Intensive multiple farrowing systems were compared with conventional systems.

1014. HOG CONTRACTS: how near your door? Farm J. Cent. Ed. 82(2):35, 132. Feb. 1958. 6 F2212C

1015. IS THE hog business headed for a shakeup? Farm J. Cent. Ed. 81(4):30-31, 186, 190. Apr. 1957. 6 F2212C

Contracting in Alabama, Tennessee, and Texas.

1016. KOCH, C. R. Collective hog marketing in Ontario. Farm Q. 15(4):94-95, 152-156. Winter 1960/61. 6 F22995

All Ontario hog producers must sell through the Ontario Hog Producers Co-operative. Describes conflicts between farmers, the cooperative, the packers, truckers, drovers, and the Provincial government.

1017. KOLMER, L., and LOFTSGARD, L. D. Vertical integration; how would it affect your farm? Iowa Farm Sci. 13(10):215-217. Apr. 1959. 275.28 Io94

Contract hog farming brings new resources in the form of capital or credit, and with it some problems in management and organization.

1018. LIMITED integration in hogs. Farm Q. 15(2):100-103. Summer 1960. 6 F22995

Discussion by W. C. Haase in Farm Q. 15(3):12. Autumn 1960. 6 F22995

Producers Marketing Association agreements, which are not referred to as contracts, are of two kinds, one for the feeder pig producers, and the other for a hog feeding and marketing agreement for the feeders. Includes cost and profit figures.

1019. MABERRY, M. Opportunities for vertical integration in hog production. IN Montana State Col. Dept. Agr. Econ. & Rur. Sociol. Vertical Integration in Agr. Conf. Proc. p. 63-66. Bozeman, Mar. 1960. 281 M76

Experiences of a Montana farmer in hog production using barley instead of corn for feed, and what he learned by experience.

1020. MAGEE, A. C. Integrated and special programs for swine production. Feedstuffs 30(48):26-27. Nov. 29, 1958. 286.81 F322

A summary of recent developments in contract hog production and special swine programs offered by feed manufacturers.

1021. MONTGOMERY, G. A. Integration! Will it steal your hog business? Capper's Farmer 69(5):66-68, 70. May 1958. 6 M693

1022. MOORE, T. Operations of integrated hog enterprise in Iowa outlined. Feedstuffs 33(16):18-20. Apr. 22, 1961. 286.81 F322

Operations of a totally integrated hog ranch, the K-R Iowa Hog Producers at Red Oak, Iowa, are described. Includes a feedmill, slaughterhouse, packing plant, veterinarians, herdsman, and drivers.

1023. NOFZIGER, J. C. Some changes in swine-feeding programs. Wash. State Col. Dept. Anim. Sci. Stockmen's Handb. 1958:153. 49.9 W27

Contracts for garbage as feed are no longer economical. In the Northwest there are barley, wheat, and cull peas that could be fed to hogs, on a business like basis.

1024. PANEL covers contract swine growing at Illinois meeting. Feedstuffs 30(14):1, 8, 85. Apr. 12, 1958. 286.81 F322

Speakers at Illinois Swine Growers Day were: E. F. Crouser, J. L. Krider, B. M. A. Smith, and G. Brauer.

1025. PANEL lists faults, values of integration. Poultryman, at Iowa Swine Day, concedes loss of efficiency on some levels. Natl. Hog Farmer 3(3):1-2. Mar. 1958. 56.8 N213

Report of meeting in Des Moines with quotes from panel members H. W. Pike, J. Hinshaw, R. Van Poucke, M. Johnson, and D. Catron.

1026. PLAXICO, J. S. Economic aspects of intensive hog production systems in Oklahoma. Okla. Agr. Expt. Sta. B. B-560, 27 p., charts. Aug. 1960. 100 Ok4

Brief discussion on contract pricing between pig producers and pig feeders, p. 25.

1027. RANDELL, C. G. Impact of vertical integration on livestock. (Abs.) Assoc. South. Workers. Proc. 55:196-198. 1958. 4 C82

Cooperative associations are moving into the field of integration. Briefly describes a project in Indiana with integration in the swine industry.

1028. ROY, P. Summary of pork contracts. Feedstuffs 31(13):56-57. Aug. 15, 1959. 286.81 F322

Analyzes economic integration in the swine industry and discusses breeder stock contracts, feeder pig contracts, and finishing hog contracts.

1029. RUTTER, J. Cow pool operator expands hog lease plan. Feedstuffs 32(49):1, 101. Dec. 3, 1960. 286.81 F322

The Fashion Farm Cow Pool in Meservey, Iowa, has a swine leasing programs and a growing feed business.

1030. SAUNDERS, S. C. Teaming up for tend-r-leen. News Farmer Coop. 27(9):9, 22. Dec. 1960. 166.2 N47

Vertical integration in the swine industry, as illustrated by the teaming up of the Producers Marketing Association and the Indiana Farm Bureau Cooperative Association, both with headquarters in Indianapolis.

1031. SEIM, D. New life for hog lease deals. Farm J. East. Ed. 84(11):50. Nov. 1960. 6 F2212  
Reports on the spread of gilt-leasing plans in Iowa. Gives some details of contract provisions.

1032. SHARON, J. E. Nutrena introduces housing, management system for meat-type hog production. Feedstuffs 30(16):6. Apr. 19, 1958. 286.81 F322

Prefabricated "Pigloos" and system developed for farmers who want to avoid contract hog production.

## LIVESTOCK

1033. SMITH, B. A. A meat packer's view of vertical integration in swine production. *Feedstuffs* 30(23):76, 78-79. June 7, 1958. 286.81 F322  
From a talk at Illinois Swine Growers Day at the University of Illinois.

1034. SMITH, B. W. Swine-leasing plan business stimulator for busy Georgian. *Feed Bag* 36(8):71-72. Aug. 1960. 389.78 F32  
Success story about R. L. Strange and his Moultri Farm Center through which he merchandises swine feeds, and leases a number of sows and boars, and also operates mobile feed plants in Georgia.

1035. SOUTH'S "new hogs" worry Corn Belt. *Farm J. South.* Ed. 82(2):35, 132. Feb. 1958. 6 F2212S  
Contract raising of hogs.

1036. STOCKTON, J. R. Contract feeding plan for hogs. *Farmer's Mag.* 55(5):13, 23, 27, 28. May 1958. 7 C165  
In Canada. "His figures show that he doesn't need a contract to make money--even at the old support price."

1037. THOMSON, H. B. Cooperation between the owner and the veterinarian. *Wash. State Col. Dept. Anim. Sci. Stockmen's Handb.* 10:375-379. 1959? 49.9 W27  
Includes observations on integration as related to animal disease in the swine industry.

1038. WILL hogs soon be a good bet for Eastern farmers? *Farm J. East.* Ed. 81(4):34, 190. Apr. 1957. 6 F2212  
Feed dealers offer package plans.

1039. WILSON, N. A. How does integration affect the farmer? *Natl. Inst. Anim. Agr. Proc.* 8:82-90. 1958. 49.9 N219  
Includes discussion by G. D. Scarseth.  
Contract farming as practiced in the swine industry.  
Also in *Feedstuffs* 30(20):74, 86, 88, 90. May 17, 1958. 286.81 F322

1040. WRIGHT, P. A. The latest word on hog contracts. *Ontario Farm Business*, Nov. 1960: 3-4. 281.8 On82  
Summary of a study by J. P. Hrabovsky working under direction of staff members of the Department of Agricultural Economics, Ontario Agricultural College, which provides an authoritative summary of contracting experiences, with particular reference to hogs.

1041. BREIMYER, H. G. How vertical agricultural business integration will affect the livestock industry. *Washington, U. S. Agr. Mktg. Serv. Agr. Econ. Div.*, 1959. 6 p. A281.34 B74  
Remarks at the Southern Farm Forum, New Orleans, La., Jan. 22, 1959.

1042. CARPENTER, G. A. Vertical integration and the livestock industry. *Calif. Cattleman*, Aug. 1958:3-4, 14-15. 43.8 C12  
Reviews the factors encouraging integration, and the basic changes in marketing which influence integration.

1043. CHAPPELL, W. G. Closer look at vertical integration [in the livestock industry]. (Excerpts) *Livestock Breeder J.* 2(3):10, 14, 106-107. Mar. 1959. 49 L758  
Based on a talk made before the Tennessee Livestock Association, Feb. 11, in Nashville.  
Deals with types of contracts, profits, change in retail selling, integrated feedlots, and the broiler industry.  
This is Part 1 of a two-story presentation.

1044. \*COLEMAN, J. P. An analysis of contract production of livestock in Indiana. *Lafayette, Ind.*, Jan. 1960. Not in *Natl. Agr. Libr.* (Thesis (M.S.) - Purdue University.

1045. CONNOR, F. E. Preventive veterinary medicine on a contract basis. *Ill. Vet.* 3(1): 14-16. Winter 1960. 41.8 IL62  
Presented at the 40th annual Illinois Conference and Extension Short Course for Veterinarians held Oct. 15-16, 1959, at the University of Illinois, Urbana, Ill.  
On the extent and operation of the system.

1046. COPPERSMITH, R. L. Integrated livestock production. *Amer. Vet. Med. Assoc. J.* 136(3):95-97. Feb. 1, 1960. 41.8 Am3  
Based on talks at a veterinary short course, Oct. 15-16, 1959, at Urbana, Ill.  
Discussion of what integration can do, and what it cannot do. Without disease control, the livestock industry cannot make a profit, even with high prices.  
Also in condensed form in *Ill. Vet.* 3(1):33-34. Winter 1960. 41.8 IL62

1047. CUMMINS, W. R. Livestock integration developments in the Midwest. *Amer. Coop.* 1958:598-599. 280.29 Am3A  
In the broiler and swine industry, and among cooperatives.

1048. DAVIS, L. H. Contract production for farm feeding enterprises. *Utah Agr. Expt. Sta. Farm & Home Sci.* 22(2):38-39, 52-53. June 1961. 100 Ut1F  
In the broiler and livestock enterprises.

1049. DEGRAFF, H. Summary of conference. Natl. Inst. Anim. Agr. Proc. 8:111-118. 1958. 49.9 N219

Conference on vertical integration held at Purdue University, Lafayette, Ind., Apr. 20-22, 1958.

1050. ENSMINGER, M. E. Integration in the livestock industry. (Sum.) Nowest.Vet. 3(1):10-11. Winter 1959. 41.8 N814

Summary of an address given before the Washington State Veterinary Medical Association annual meeting at Richland.

How integration will affect veterinarians as to contracts, services given, and fees.

1051. EVANS, M. B. Marketing contracts-- a new approach having great promise. Amer. Coop. 1959:418-425. 280.29 Am3A

In livestock marketing cooperatives, especially in Iowa and Illinois.

1052. GOETSCH, F. L. Vertical integration. (Abs.) Vet. Med. 55(1):81-82. Jan. 1960. 41.8 M69  
On the changes required of veterinarians under contract farming.

1053. GOETSCH, F. L. Vertical integration in livestock production. Amer. Vet. Med. Assoc. J. 134(12):542-544. June 15, 1959. 41.8 Am3

Review of developments in contract farming in the production of poultry, eggs, swine, cattle, and in the operation of cow pools.

1054. HERRICK, J. B. Disease control and integrated livestock production. U. S. Livestock Sanit. Assoc. Proc. 63:166-168. 1959. 49.9 Un3R

Lists nine points for veterinarians associated with contract livestock production to study closely, both from point of view of a businessman and a disease-control specialist.

1055. HOW THE integration of the livestock industry could improve practice. Mod. Vet. Pract. 39(8):22-25. June 1, 1958. 41.8 N812

Integration is expected to bring a shift in veterinary practice to the preparation, planning, and management of health programs on the herd level.

1056. HUGHES, C. E. How meat processors view the chances for more vertical integration in livestock. Nowest. Livestock Dir. 1959:119-121. 286.85 W523

Indicates that only 2 or 3 percent of hogs and beef cattle were produced through integrated operations in 1959, and that company-operated feedlots were uneconomical. Specification buying by retailers tended to force the packer into the feeding business.

1057. JONES, H. L. Let's take a look at integration farming. Ga. Vet. 11(1):15-16. Jan./Feb. 1959. 41.8 G29

In livestock farming.

1058. JONES, H. L. The veterinarian's role in integration farming. Ga. Vet. 11(4):27-31. July/Aug. 1959. 41.8 G29

His will be a supervisory type of practice, according to this forecast, in the integrated livestock industry.

1059. JORDAN, F. W. The veterinarian looks at contract farming. Kans. Vet. 16(1):22-23, 26. Jan./Feb. 1960. 41.9 K133B

Includes the mutual problems of the feed industry and the veterinarian.

1060. KOCH, A. R., and SCHNEKENBURGER, C. The New Jersey slaughter livestock industry; problems, integration, market organization. Rutgers U. Dept. Agr. Econ. A. E. 274, 29 p., map. Dec. 1961. 281.9 R93

Various solutions to the net-income problem based on the concept of integration were evaluated. Evidence of vertical integration within the New Jersey slaughter livestock industry was not found.

1061. KOTTMAN, R. W. Working together. Guernsey Breeders' J. [Peterborough] 105(10): 1013, 1029. May 23, 1960. 43.8 G93

Agribusiness and agricultural education in Ohio. Excerpt from an address made to the Central Ohio Breeding Association.

1062. MCNUTT, S. H. Vertical integration in animal agriculture; editorial. Amer. Vet. Assoc. J. 135(3):185-186. Aug. 1, 1959. 41.8 Am3

Disease control in the broiler, turkey, and swine industries has made vertical integration possible.

1063. MEAT PACKERS COUNCIL OF CANADA. Integration in the livestock and meat industry. Meat Packers Council Canada. Let. Canad. Livestock Prod. 5:2-3. Sept./Oct. 1958. 286.85 In2

Considers the basic factors behind integration and the prospects for increased integration in the future.

1064. MIGHELL, R. L., and SCOVILLE, O. J. Economic effects of progress in animal feeding. Agr. Econ. Res. 8(4):119-127. Oct. 1956. 1 Ec7Agr

Short section relates to integration.

1065. MILLER, J. E. Factors affecting vertical integration in the Texas livestock industry. West. Farm Econ. Assoc. Proc. 31:113-116. 1958. 280.9 W527P

On the nature and extent of integration in hog, cattle, and lamb industry, and on factors that affect decisions of producers, suppliers, processors and distributors.

1066. NATIONAL INSTITUTE OF ANIMAL AGRICULTURE. Proceedings of the 8th conference. n.p., 1958. 120 p. 49.9 N219

Conference was held at Purdue University, Lafayette, Ind., Apr. 20-21, 1958.

The entire program dealt with vertical integration. Papers of interest are listed elsewhere under each author in this bibliography.

A summary report of the papers was issued by the American Feed Manufacturers Association in May 1958, with title Impact of integration, 24 p. Not in Natl. Agr. Libr.

1067. O'CONNOR, J. J. Vertical integration --a real threat to Midwest livestock production Nebr. Cattleman 15(5):26, 28. Jan. 1959. 43.8 N27

Speech at regional meeting of the Nebraska Stock Growers Association at Scottsbluff, Nebr., Dec. 4, 1958.

Loss of independent thinking and decision making is envisioned unless industry resists trends.

1068. PRODUCERS presents a picture of its integrated activities. News Farmer Coop. 26(6):17.

A chart of voluntary integration activities by Producers Livestock Association, Columbus, Ohio.

1069. PULLING, F. B. The role of the veterinarian in vertical integration. Calif. Vet. 14(4): 14-15, 22. Mar./Apr. 1961. 41.8 C12

Discusses professional ethics, college training, equitable fees, disease prevention on a contract basis, and the need for veterinarians to unite and be more vocal in their needs.

1070. QUIN, A. H. How a changing agriculture will affect general veterinary practice. Iowa Vet. 31(2):16-20. Mar./Apr. 1960. 41.8 Io9

Changes in livestock industry and contract agreements will affect veterinary education, recruitment and public relations.

1071. RADER, W. A. Integration. M. S. U. Vet. 20(3):137-138. Spring 1960. 41.8 M582

Deals with veterinary fees and contracts in large farm operations in integrated livestock industry.

1072. ROY, P., and FOWLER, S. Economic integration in the meat industry. 1-2. Feedstuffs 31(19):18-20, 24-25. May 9; 31(20):30-32, 63-64, 66, charts. May 16, 1959. 286.81 F322

Pt. 1 deals with broilers and hogs. Pt. 2 deals with beef cattle and lambs.

1073. TYRRELL, W. P. Vertical integration. 2. Livestock Breeder J. 2(4):12-13. Apr. 1959. 49 L758

Tells how some of the contracts in the Tennessee area originated and how they are working out, in the raising of swine and beef cattle.

Part 1 of this series is listed under W. G. Chapell.

1074. U. S. LIVESTOCK SANITARY ASSOCIATION. COMMITTEE ON DISEASE CONTROL IN LIVESTOCK INTEGRATION. Report. U. S. Livestock Sanit. Assoc. Proc. 63:169-170. 1959. 49.9 Un3R

A. L. Sundberg, chairman.

Based on replies to a questionnaire. Found that a vast majority of the States do not have regulations governing integrated operations in livestock nor do they anticipate promulgating such regulations until the need arises.

1075. VAN HOUWELING, C. D. Impact of vertical integration. Amer. Vet. Med. Assoc. J. 134(12):541. June 15, 1959. 41.8 Am3

Veterinarian's relationship with the livestock owner.

Summary of a speech at the 1959 meeting of the Ohio State Veterinary Medical Association at Columbus.

1076. WIETING, C. M. Ohio farmers take a look at vertical integration. News Farmer Coop. 25(9):15. Dec. 1958. 166.2 N47

Forty nine livestock farmers made a 1400 mile tour by chartered bus to study first hand the growing trend towards vertical integration and contract farming.

1077. WILSON, J. G. Integration in animal agriculture. (Extr.) Grain & Feed J. Consolidated 115(11):37, 40. June 11, 1958. 298.8 G762

Nine general conclusions of the integration discussions of the National Institute of Animal Agriculture held at Purdue University.

## TURKEYS

1078. ABBOTT, J. C. Economic implications of recent technical developments in the processing of turkeys. Giannini Found. Agr. Econ. Mimeo. Rpt. 172, 99 p. Oct. 1954. 281.9 G34M

Closer interrelationship between merchandising advantage and cost economy. Grower-processors benefit from greater volume.

1079. BEERNINK, H. J. Here's an integrated co-op. Turkey World 36(4):12-14. Apr. 1961. 47.38 T84

Interview with general manager of Western Farmers Association, about turkey contracts.

1080. BLACKHAM, R. S. Meeting the challenge of vertical integration in turkey production. Amer. Coop. 1957:247-252. 280.29 Am3A  
In cooperative associations.

1081. CARBAUGH, H. C. Growers under contract plan concentrate on production. Turkey World 32(4):52, 54. Apr. 1957. 47.38 T84

Includes copy of contract between turkey growers and Tennessee Egg Co.

Also with title, We finance the turkey grower, in Poultry Digest 16(184):348-349. June 1957. 47.8 N219

1082. DAVIS, D. What about franchising, does it affect your business? Poultry Processing & Mktg. 65(5):16, 24. May 1959. 286.85 Eg3  
Vertical integration in turkey production and marketing.

1083. DOES turkey integration increase profits? Pacific Poultryman Pacific Ed. of Poultry Tribune 66(9):38. Sept. 1960. 47.8 P112

Report of a panel discussion at the Western Poultry Congress, Santa Barbara, Calif., June 21-23, 1960. Panel members were A. Jalonen, G. A. Ensminger, M. D. Butler, W. Seiler, and F. W. Vickrey. L. Dowler served a moderator.

1084. ENSMINGER, C. A., JALONEN, A., and BUTLER, M. D. Integration--does it mean more profits? Turkey World 35(8):14, 28, 34. Aug. 1960. 47.38 T84

Expresses view of a feed manufacturer, a turkey grower, and a hatcheryman.

1085. FERGUSON, R. A turkey breeder should franchise. Turkey Prod. Ed. Amer. Poultry J. 90(8):16, 18. Aug. 1959. 47.8 T84

Tells why they chose to distribute their breeding stock through a system of franchised hatcheries.

1086. FERNLEY, G. R. Hows and whys of California turkey integration outlined. Feedstuffs 33(27):6, 92. July 8, 1961. 286.81 F322

Talk presented during the Western Poultry Congress at Sacramento, Calif., June 20-22, 1961.

Gives examples of integration, types of growing contracts, contract hatching-egg production, and marketing.

1087. FERNLEY, G. Integration in California. Turkey World 36(8):20-21, 34. Aug. 1961. 47.38 T84

Explains advantages of contract growing, and discusses several types of contracts in the turkey industry.

1088. HOUGH, J. W. What feed companies think of contracts. Turkey World 35(6):8-9, 43. June 1960. 47.38 T84

Based on a sampling from a questionnaire mailed to feed companies known to be manufacturing considerable turkey feed.

1089. JACKSON, H. Organization of Arkansas' turkey industry. Feedstuffs 34(14): 50, 55. Apr. 7, 1962. 286.81 F322

Extent of vertical integration and contract growing.

1090. JONES, T. L. Turkey handling and marketing by a local cooperative. Amer. Coop. 1956:539-544. 280.29 Am3A

Parts of the processing agreements of the grower contracts in Illinois are quoted.

1091. KOHLS, R. L. Integration in the turkey industry; how far will it go? Turkey Prod. 89(9):18, 26. Sept. 1958. 47.8 T84

Lists three potential problems that integration will bring.

1092. MCCAMMON, F. D. The feasibility of vertical integration in Mid-Western cooperatives in serving turkey producers. Amer. Coop. 1961: 602-605. 280.29 Am3A

Proposes that integration is the only way for turkey producers to stay in business on a profitable and sound basis.

1093. MCCONNELL, E. S. Why we do not franchise. Turkey Prod. Ed. Amer. Poultry J. 90(9):9, 20, 21. Sept. 1959. 47.8 T84

States why they do not use restrictive franchise contracts. The time and money used for selling, servicing, and policing outlets would be better spent on breeding.

1094. MCDOWELL, K. Present day California integration. Turkey Prod. Ed. Amer. Poultry J. 92(10):3. Oct. 1961. 47.8 T84

1095. MOORE, W. D. Cooperative turkey contracting program. Amer. Coop. 1958:490-493. 280.29 Am3A

The Southern States Cooperative, Richmond, Va., has marketed under contract for more than 10 years. States that cooperatives must help their member producers to be more efficient.

1096. MORRIS, L. Independent, successful and integrated. Turkey Prod. Ed. Amer. Poultry J. 92(2):6-19. June 1961. 47.8 T84

Experiences in Utah.

1097. MORTENSON, W. P. Processing and marketing turkeys in the North Central States. Wis. Agr. Expt. Sta. B. 543, 24 p. Feb. 1960. 100 W75

Analyzes the important economic aspects of assembling, processing, and marketing turkeys in eleven North Central States. Forecasts the increase of integration and closer tie-up between flockowners, feed suppliers, and processors.

1098. PALM, W. B. The truth about contracts. Feedstuffs 33(18):42-43, 46, 48. May 6, 1961. 286.81 F322

From a talk at the annual Nebraska Turkey Federation convention, Grand Island, Neb.

Considers the following topics in turkey production: Loan contracts, specification agreement, contract feeding, risks and rewards, agri-business, new consumption patterns, and future for independent producers.

1099. PRESENT turkey trend will bring controls or coordinated production. Feedstuffs 33(16):6, 98. Apr. 22, 1961. 286.81 F322

Report of a panel discussion at a turkey clinic held by Yieldmor Feeds at Piqua, Ohio. It was felt that there was overproduction and that prices were too low.

1100. RICHEY, H. H. Co-op makes turkey capital of Ellsworth, Iowa. News Farmer Coop. 25(3):12-14. June 1958. 166.2 N47

The Central Cooperative Turkey Producers is a processing cooperative located at Ellsworth, Iowa.

Also in U. S. Farmer Cooperative Serv. Reprint 150, B, p. 4-5, 12. Not in Natl. Agr. Libr.

1101. ROBINSON, C. M. What is Norbest? Turkey World 36(3):8-9, 62-64. Mar. 1961. 47.38 T84

Story of the world's largest turkey marketing cooperative association, which was formed in 1930 and now owned and directed by eleven turkey producer cooperatives in six States.

1102. SEGER, J. F. Don't let integration worry you. Turkey World 33(3):15, 60-61. Mar. 1958. 47.38 T84

Horizontal integration is more predominant than vertical integration in the turkey industry, but the writer indicates that integration will increase rapidly in next few years. Points out the advantages as well as the disadvantages.

1103. SPADE, T. S. Contract turkey raising; how does it work? Turkey Prod. Ed. Amer. Poultry J. 92(6):15, 21. June 1961. 47.8 T84  
Experiences in New Hampshire.

1104. SPRAGUE, G. W. Integration in turkey marketing at Land O'Lakes. Amer. Coop. 1958: 475-478. 280.29 Am3A  
Contract and credit arrangements in Minnesota.

1105. STRATTON, C. L. New program boosts North Carolina turkey growers' economy. Turkey Prod. Ed. Amer. Poultry J. 91(9):15-20. Sept. 1960. 47.8 T84

The feed manufacturer, a national processor, local dealer, mixer-dealers, and the turkey grower are joined in an enterprise.

1106. TABER, P. H. Browning turkey farms --an outstanding operation. Kentucky's leading turkey growers and marketers doing complete job from breeding to marketing. Amer. Egg & Poultry Rev. 18(10):28-30. Oct. 1956. 47.8 Am38

1107. THURNBECK, C. N. The future of turkey marketing cooperatives in the West North Central States. Amer. Coop. 1961:606-613. 280.29 Am3A

States that turkey processing is still very seasonal. Because of this, contract growing may need the addition of feed and hatchery programs for more efficient year-round use of plant and personnel.

1108. THURNBECK, C. N. My impressions of the turkey industry U. S. A. Turkey Prod. Ed. Amer. Poultry J. 92(1):7, 19. Jan. 1961. 47.8 T84

Trend toward integration will continue, but probably not a wholesale transition of the turkey industry into integrated production programs as has happened with growing broilers.

1109. TUNKS, F. E. More contracting seen for turkey industry. Feedstuffs 33(1):1, 89. Jan. 7, 1961. 286.81 F322

Gives highlights of a talk by C. N. Thurnbeck at the National Turkey Federation convention in Chicago, Ill., Jan. 4-6, 1961. He forecast that feed companies will be forced into more contract growing operations to maintain feed volume and will assume more detailed management operations in their contract growing operations.

1110. WILSON, V. O., and others. Industry report on broiler and turkey marketing. Okla. Agr. Ext. Serv. C. 648, 8 p. 275.29 Ok41C

R. Ferguson, L. Lieberman, L. Bowman, and J. F. Lea, joint authors.

Contains results of a conference in which producers, processors, retailers, and consumers viewed and discussed their problems together.

## OTHER COMMODITIES

1111. COTTRELL, R. H., ed. Beet-sugar economics. Caldwell, Idaho, Caxton Printers, 1952. 231 p. 286.366 C82  
Beet-purchase contract, p. 230-241.

1112. CRAWFORD, D. E. Aromatic tobacco. Production practices and requirements. S. C. Agr. Expt. Sta. B. 445, 35 p. Jan. 1957. 100 So8  
Indicates contract production, p. 5-6.

1113. DESERT Pollination Service. Amer. Bee J. 101(8):316. Aug. 1961. 424.8 Am3  
A company has been incorporated with principal offices in Phoenix to furnish bees under contract for pollination.

1114. GILCREAST, R. M. Sugar beet production in Red River Valley. N. Dak. Agr. Expt. Sta. B. 363, 48 p. Dec. 1950. 100 N813  
Contractual provisions between growers and processors as well as contracts between growers and workers are discussed, p. 15, 21, 44.

1115. HALL, S. Integrated logging; silviculturally desirable--financially dangerous. Noeast. Logger 9(1):29. July 1960. 99.81 N812  
Applies particularly to the company-hired woods managers whose prime responsibility is to supply the mill with raw material at an acceptable cost.

1116. HAWTHORNE, L. R., and POLLARD, L. H. Vegetable and flower seed production. New York, Blakiston, 1954. 626 p. 91.5 H31  
Contracts, p. 9-10, 595-598.

1117. HOOD, R. Liberalizing the members' contracts. Coop. Mktg. J. 1(11):287-292. Oct. 1927. 280.28 C7824

Six changes in cotton growers' marketing contracts developed by the Staple Cotton Cooperative Association and the Tennessee Cotton Growers Association.

1118. HOOKER, L. W. The sawmill in an integrated operation. Forest Prod. J. 10(3):168-169. Mar. 1960. 99.9 F7662J

The sawmill is only one of a number of elements essential to an integrated forest operation, but the conventional mill does not meet requirements of flexibility, economy, and versatility. New machines, new techniques, and new thinking are needed.

1119. HOWARD, M. C. Interfirm relations in oil products markets. J. Mktg. 20(4):356-366. Apr. 1956. 280.38 J82

Similar in many ways to relations in agriculture.

1120. JACKSON, D. Economics of sugar-beet marketing. U. S. D. A. Econ. Res. Serv. ERS-49, 36 p. Mar. 1962. A281.9 Ag83E

Discusses bargaining strength of growers and processors, price and non-price provisions of sugar-beet agreements. Gives samples of the eastern and western types of beet production and delivery contracts in the appendix.

1121. JACKSON, D., DELOACH, D. B., and KINZHUBER, R. J. Marketing sugar beets. U. S. Agr. Mktg. Serv. AMS-137, 32 p. Nov. 1956. A280.39 M34Am

Discusses basis of grower-processor contracts, and details of alternative provisions in pricing.

1122. JAPAN FAO ASSOCIATION. Agriculture at the crossroads. What are Japanese farmers thinking of tomorrow? Tokyo, 1961. 82 p. 34.3 J278A

Contract farming, p. 15-19. Mainly applied to production of rice.

1123. KIGER, H. C. Good merchandising marks Diamond walnut sales. News Farmer Coop. 19(6):8-10. Sept. 1952. 166.2 N47

Story of 11,000 farmers who together have made California Walnut Growers Cooperative Association rate tops in processing, packing, branding research, and selling methods.

1124. KIGER, H. C. Walnut co-op serves growers well. News Farmer Coop. 19(8):3, 4, 13. Nov. 1952. 166.2 N47

Story of 40 years of the California Walnut Growers Association, whose members produce and market their product.

1125. KINNUNEN, E. Improved utilization efficiency through integrated wood industries. Finn. Paper & Timber 10(10):126-128. 1960. 302.8 F49

Three main types mentioned are those originating from a sawmill, from a ground-wood mill or pulpmill, and from a birch-using mill. One important form of integration is the country-wide cooperation between sawmilling and the chemical pulp industry. Another is the exchange of spruce and pine between companies.

1126. KROMER, G. W. Safflower expanding rapidly as an oilseed crop. Soybean Digest 23(1):14-16. Nov. 1962. 60.38 So9

It is grown under contract in California.

1127. LANE, D. E. The place of the sawmill . . . integration in the Pacific Northwest. Forest Prod. J. 10(3):162-164. Mar. 1960. 99.9 F7662J

The purpose of integration is entirely economic, and it should be carefully geared to the market. The sawmill is the key to workable integration. Investment is less than that required for plywood, pulp, and hardboard plants, and logs can be converted in any manner dictated by the market.

1128. LEIBOLD, H. Die Rechtsnatur der Zuckerruben-Anbau- und -Lieferverträge [The legal nature of sugar beet production and marketing agreements]. Recht der Landwirt. 10(10):253-254. Oct. 1958. 30.58 R24

1129. LOFTSGARD, L. D., and MILLER, W. G. Contracts and allotments in sugar beet production. N. Dak. Agr. Expt. Sta. Tech. B. 434, 40 p. July 1961. 100 N813

Analyzed grower-processor contracts and acreage allotments in the Red River Valley, the farm tenure implications involved, farmers' financial condition and credit facilities, farmland values and leasing conditions, and farming decisions under contracts.

1130. MARION, E. Grade A & B pollinating colonies in Oregon. Mod. Beekeeping 35(11):390-392, illus. Nov. 1951. 424.8 B397

Does not speak of written contracts to cover the 25,000 colonies of bees brought in for pollination, but that the farmers were not pleased with the costs they paid and asked the State to step in as an arbitrator.

1131. MOORE, J. R. Economic implications of share contracts for sugar beets. J. Farm Econ. 44(2):388-397. May 1962. 280.8 J822

The basic sugar beet contract has four main provisions, which are listed and discussed. The economic advantages and disadvantages of return-sharing contracts are compared with forward-pricing contracts for both growers and processors.

1132. MUIR, J. Safflower; a new crop for surplus wheat land, safflower is building a national market; it is now grown under contract. Farm Q. 15(1):88-89, 168-170, 172. Spring 1960. 6 F22995

Story of its introduction and growth in California and Nebraska.

1133. MYRICK, D. C., and HOFFMAN, R. E. Sugar beet production in Montana. Mont. Agr. Expt. Sta. B. 525, 96 p. Nov. 1956. 100 M76

Contract provisions between growers, processor, and labor are discussed in appendices, p. 82-93.

1134. NANCE, T. H. Pollination contracts. Amer. Bee J. 92(8):328-329. Aug. 1952. 424.8 Am3

Includes a sample contract for beekeepers with cloverseed producers.

1135. O'DELL, W. R. The advantages of contract seed growing. Seed World 88(5):20-21. Mar. 10, 1961. 61.8 Se52

Lists six advantages and states that they far outweigh the disadvantages.

1136. PAINE, K. E. Co-op service supplies superior crop seed. News Farmer Coop. 25(4):10-12. July 1958. 166.2 N47



Eastern States Farmers Exchange has a seed service for its members for seeds of potatoes, field crops, and vegetables.

Also in U. S. Farmer Cooperative Service Reprint 150, B, p. 8-9. Not in Natl. Agr. Libr.

1137. REICHEL, J. Financing problems associated with vertical integration. IN Montana State Col. Dept. Agr. Econ. & Rur. Sociol. Vertical Integration in Agr. Conf. Proc. p. 87-89. Bozeman, Mar. 1960. 281 M76

Speaks of mustard seed and sugar beets being produced on a contract basis in Montana, and also sheep production and cattle feeding, and how they are financed.

1138. ROWSE, A. S. The bees are buzzing! Fruit Grower 105(2729):450. Apr. 15, 1948. 80 F941

About renting bees to growers for pollinating in orchards in England.

1139. SCHUDEL, H. L. Vegetable seed production in Oregon. Oreg. Agr. Expt. Sta. B. 512, 79 p. Apr. 1952. 100 Or3

Nearly all seed is contracted, p. 9-10, summarizes the basic provisions of contracts between growers and commercial seed firms.

1140. SHELTON, N. T. Lumber mill integration from woods to car door. Forest Prod. J. 10(6):301-303. June 1960. 99.9 F7662J

The case history of a forest products center in California and how it is managing the timberlands for sustained yield, using all the wood on the land and all parts of the tree, and producing products of highest possible value.

1141. STANDARD pollination agreements endorsed by Nebraska Honey Producers Association. Mod. Beekeeping 32(8):660. Aug. 1948. 424.8 B387

Gives a sample contract.

1142. STANLEY, F. E. Marketing sugarcane in Louisiana. Washington, U. S. Prod. & Mktg. Admin., Sugar Br., 1949. 1 v. (various paging) 1.956 Su3M34

Discusses cane purchase contracts, p. 24-30, 40-43.

Appendix contains a copy of a 1936 Louisiana sugarcane contract, p. 1-6.

1143. U. S. DEPT. OF AGRICULTURE. Seeds; the yearbook of agriculture. Washington, 1961. 591 p. 1 Ag84Y

Contains statements on contract growing of the following seeds: Cotton, p. 190; sugarbeet, p. 205; field crops, p. 376-377; vegetables and flowers, p. 493, 534.

1144. WELCH, R. K. Opportunities and problems associated with vertical arrangements in the wheat industry. IN Montana State Col. Dept. Agr. Econ. & Rur. Sociol. Vertical Integration in Agr. Conf. Proc. p. 53-58. Bozeman, Mar. 1960. 281 M76

Indicates where vertical integration exists and in what forms in the wheat industry in Montana, and lists six reasons why contract wheat farming will not work. Integration through cooperatives appears to be the most applicable.

1145. WELLS, C. M. Impact of vertical integration on cotton marketing. (Abs.) Assoc. South. Agr. Workers. Proc. 55:198. 1958. 4 C82

The degree of vertical integration that exists in production and marketing of some commodities has not developed in the cotton industry.

1146. WHITCOMB, M. Pollinization at Greenfield Village. Amer. Bee J. 99(9):374-375. Sept. 1959. 424.8 Am3

Gives text of a bill proposed for passage in Minnesota. It provides for contracting of bees as pollinators of white clover in pastures.

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Cooperative	953	954		334	426			ers; Layers; Pullets	
Lambs SEE Sheep and lambs			Morris C			732	Poultry meat	449	545
Land O'Lakes	182	183	Mustard seed			1137		475	773
	723	841					Poultry Producers of Central Cali-		
	769	770					ifornia	358	870
Layers	830	866	National Bur of Economic Re-			140	Prices	19	20
	SEE ALSO Pullets		search					136	161
Leasing	220	517	National Committee on Agri-			105		278	306
	644	792	cultural Policy					567	602
	832	985	National Grape Cooperative			933		651	658
	1029	1031	Association					845	846
Legal aspects	86	164	Nebraska Honey Producers			1141		SEE ALSO Economic	
	197	236	Association					analysis	
	332	428	New York Canning Crop			962	Problems	246	289
	593	594	Growers		952			475	531
	898	923	Norbest			1101		688	689
	972	975	Nuts	154	356	377		735	758
Legislation	376	791						1091	1144
	1146		Oil products			1119	Processing		
Livestock	112	115	Oilseeds			377	broilers		607
	255	267	Okra			974	turkeys	1097	1100
	276	298	O'Neill J E			427	Processors		
	366	405	Onions			928	grower relations	881	883
	411	417	Ontario Hog Producers Co-			1016		884	885
	998	1027	operative			1016		888	894
	1042—	1077	Opinions	1	22	116		897	902
	SEE ALSO Beef cattle;			117	118	178		906	909
	Dairy; Hogs; Sheep			357	359	374		929	937
	and lambs			392	397	459		943	944
Loeffler L		608		477	511	556		955	956
				590	610	611		965—	967
				613	614	653		974	975
Marketing	76	78		660	671	688		1133	
	114	141		691	693	758	Producers Livestock Association		
	200	206		781	784	790		361	991
	209	211		825	839	862	Producers Marketing Association		
	277	316		877	995	1021			1030
	367	382		1033	1079	1084	Pullets	69	172
	392	394		1107	1110			204	220
	446	476						723	768
									874







