The Livestock Industry in Arkansas and Cooperative Marketing Opportunities

By C. G. Randell and A. L. Owen

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The Farmer Cooperative Service conducts research studies and service activities of assistance to farmers in connection with cooperatives engaged in marketing farm products, purchasing farm supplies, and supplying business services. The work of the Service relates to problems of management, organization, policies, merchandising, product quality, costs, efficiency, financing, and membership.

The Service publishes the results of such studies, confers and advises with officials of farmer cooperatives; and works with educational agencies, cooperatives, and others in the dissemination of information relating to cooperative principles and practices.

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HIGHLIGHTS

There is color and romance in the livestock industry in Arkansas which dates back to the old Texas cattle drives that paralleled the western border of the State.

The cattle business is a virulent industry. It had to be to stay alive. During the years from the 1860's down to the early 1930's, the cattle industry had to contend with bands of marauding Indians and outlaws in the early days, and the Texas fever tick and low prices in the later years.

With the tick eradication program completed in 1932, increased importation of purebred stock, and improved prices, the beef cattle industry in Arkansas moved forward by leaps and bounds.

According to a survey made by the Arkansas Extension Service, the Arkansas Farm Bureau Federation, and the Farmer Cooperative Service, dairy cattle numbers declined steadily after 1953, while beef cattle numbers showed a gain of 140 percent in the period 1949-59. The growth of the beef cattle industry has paralleled the decline in acreage of cotton and rice. Much of the land that formerly grew these crops is now growing feed and pasture for livestock.

How important is the livestock industry in Arkansas and how does it compare with other agricultural industries? In 1958, cash receipts of cattle, hogs, and sheep totaled $95,586,000, or 16 percent of the total receipts from farm marketings. Cash receipts from cattle amounted to $80,374,000, or 13.4 percent of the total farm marketing receipts; hogs contributed $14,753,000, or 2-1/2 percent; sheep $459,000, or less than one-tenth of 1 percent of total cash receipts. While the hog and sheep industries are not as important as the cattle industry, sheep have possibilities of further growth. Hogs too, which declined in numbers during the last few years, could stage a comeback.

The poultry industry in Arkansas grew rapidly in the 10-year period 1949-59, and was ahead of livestock in cash returns with $99,581,000 in 1958. Soybeans came to the front with a $90 million business that year. Cotton lint led all other agricultural industries, with cash receipts of $160,447,000.

Quality improvement and feeding programs are presently under way in all species of stock; however, the demand for Good and Choice quality beef by Arkansas consumers has greatly exceeded the local supply.

Auction markets are the most important outlets for farmers' livestock. Terminal markets are also widely used. About one-fifth of the farmers surveyed sold livestock at the farm. In recent years the newly organized cooperative calf and pig sales have been important outlets for feeder calves and pigs.

At the time of the survey, credit, the life blood of the livestock industry, was being supplied by 14 Production Credit Associations, 61 county offices of the Farmers Home Administration, and a number of commercial banks. Even with this large number of credit sources, some farmers felt that commercial banks were more interested in financing crops than livestock and a lack of credit was holding back the livestock industry.

A number of factors have affected the livestock industry in Arkansas and to some extent have slowed down its growth. These include producers' lack of technical experience, diseases and parasites, financing, topography -- including rough and low lands -- lack of producer-owned marketing agencies, and competition from alternative farm enterprises.

Educational agencies have been important allies in helping to build the livestock industry in Arkansas. These include the Agricultural Extension Service and the University of Arkansas, vocational agriculture teachers, farm organizations, livestock associations, and other institutions.

While farmers in Arkansas have had only a limited experience in cooperative livestock marketing, farmer cooperatives have made important strides in other fields. Cooperatives with headquarters in the State handled a little more than $101 million worth of business in 1957-58.

An important and special feature of the study was a survey of producers in Arkansas. Schedules were received from 641 stockmen. Principal points brought out in the survey follow:

1. Information obtained represents a reliable sample of livestock marketing conditions and opinions of producers in all sections of Arkansas.

2. Stocker and feeder cattle and calves led in total number of animals marketed by these producers, followed by slaughter cattle and calves, slaughter hogs, feeder pigs, slaughter sheep and lambs, and feeder lambs.

3. Total weight of livestock marketed per farm was quite uniform in all parts of the State except in areas 6 and 9, both in the Delta section of eastern Arkansas, where marketings per farm were substantially larger.

4. Cattle marketings by Arkansas producers were most frequent in summer and early fall, hog marketings were fairly uniform throughout the year except for some concentrations in the summer and fall, and sheep and lamb marketings were concentrated in May, June, and July.

5. Livestock auctions were the markets most frequently used by Arkansas livestock producers, closely followed by sales at terminal markets and sales made directly at the producer's farm.

6. A large percentage of Arkansas farmers were accustomed to using more than one type of market in selling their livestock.

7. Price received and convenience were the most important considerations reported by producers in choosing a place to market their livestock.

8. Other livestock producers were the most important source of replacement animals purchased by Arkansas livestock producers. The second most important source of replacements was the local livestock auction.

9. The most important considerations reported by producers in choosing a place to buy replacement livestock were obtaining the quality and type of animals desired, and convenience.

10. Marketing services most frequently reported by producers as being unsatisfactory were sorting and grading, sales, and market information.

11. Producers' most frequent criticism of the marketing agencies operating in their area were low prices or lack of buyer competition, high marketing costs, and poor or unsanitary conditions at the markets.

12. The suggestions most frequently offered by livestock producers for improvements needed in marketing services in their area were to obtain additional buyer competition and improved sorting and grading. These suggestions corresponded quite closely to the services most frequently reported as being unsatisfactory.

13. Replies to questions about current marketing services and needed improvements indicated that Arkansas livestock producers were most concerned about prices received as influenced by buyer competition, improvements needed in sorting and grading, additional and more reliable market information, and improved and more sanitary marketing facilities.

14. The two most frequent suggestions by livestock producers for new marketing services needed in their area were development of special sales for stocker and feeder livestock, and development of cooperative livestock marketing agencies.

15. Although the number of replies to questions concerning the need for area or statewide marketing agencies were too few to be a reliable guide, a large percentage of those producers who did reply to these questions were in favor of developing both area and statewide marketing organizations.

16. Three-fourths of the producers who replied to the question on financing marketing cooperatives stated they would be willing to help finance a cooperative in their area.

17. Nine out of ten producers who replied to the question on marketing their livestock through a cooperative stated they would market all or part of it through such an organization if it were properly organized and managed.

18. Data obtained for individual areas indicated that a well-organized and properly managed cooperative livestock marketing association probably would have the support of producers owning from 80 to 90 percent of the livestock marketed in certain areas.

About three-fourths of the 488 producers replying stated they would provide financial help to a properly organized cooperative.

On the basis of this activity, we recommend the following steps:

1. Hold a series of county livestock meetings throughout the State, with special programs on State trends in livestock production and marketing, results of the livestock survey, operations and services of cooperatives in other areas, and possibilities of organizing a statewide livestock marketing association with affiliated locals.

2. Organize a statewide producers' livestock cooperative, if the reaction is favorable in these meetings, as a foundation step in establishing marketing machinery to serve on a year-round basis.

3. Conduct surveys in local areas where producers request market services and facilities. The surveys should cover all important items, as producer interest, volume of livestock, outlets, prospective competition, existing facilities that might be purchased or leased, location with respect to highways and railroads, adequate water supply, and other factors.

4. If the survey report is favorable to location of a marketing association in a given area, determine the type and size of such a facility, the equipment needed, and the cost.

THE LIVESTOCK INDUSTRY IN ARKANSAS AND COOPERATIVE MARKETING OPPORTUNITIES

By

C. G. Randell and A. L. Owen[1/]

A number of livestock leaders in Arkansas have believed for years that improvements in livestock marketing were needed in the State. This topic has been discussed at extension and farm organization meetings with emphasis given to possibilities and opportunities for developing producer owned and controlled organizations.

These meetings laid the groundwork for establishing feeder calf sales, beginning in 1951, and also feeder pig sales, beginning in 1956.

These cooperative activities were important because they gave stockmen and their leaders experience in marketing. Many feel, however, that these sales were just a beginning in cooperative effort and that greater benefits would accrue to farmers if they would develop marketing cooperatives that would function on a year-round basis and handle all classes and grades of livestock.

In 1957, Farmer Cooperative Service was requested to make a livestock survey of Arkansas in cooperation with the Arkansas Agricultural Extension Service, the Arkansas Farm Bureau Federation, the Arkansas Beef-Cattlemen's Council, and the National Livestock Producers Association.

Objectives of the study were:

1. To show the economic importance of the livestock industry in Arkansas so that both farmers and business interests would fully appreciate the present status of the industry and its opportunities for further growth.

1/ C. G. Randell is Chief, Livestock and Wool Branch, Marketing Division, Farmer Cooperative Service.

A. L. Owen is Extension Livestock Marketing Specialist, Arkansas Agricultural Extension Service.

Note: Credit is due Anna E. Wheeler and John T. Haas, Livestock and Wool Branch, Farmer Cooperative Service, for assistance in assembling and analyzing data and in preparing the manuscript for this report.

2. To determine trends in livestock production and production problems, marketing methods, marketing problems, and the factors affecting the livestock industry in Arkansas.

3. To show how and where producers were marketing their livestock, to find out their complaints as to marketing services and obtain suggestions for improving them, and to determine their interest in supplying volume and helping to finance a cooperative that might be established.

4. In the event producer interest was found in establishing a livestock cooperative, to outline the kind of cooperative needed and the steps to be taken in organizing a producer owned and controlled agency.

This report covers results of the study. It outlines the history and economic importance of livestock, discusses livestock marketing and factors affecting the industry, shows what educational agencies have a part in the industry, reports on the status of cooperatives in Arkansas and on results of a survey of 641 livestock producers, and finally makes some proposals for all those interested in the livestock industry in the State to consider.

PART I -- HISTORY AND PRESENT STATUS OF THE ARKANSAS LIVESTOCK INDUSTRY

EARLY HISTORY

Livestock has contributed to the income of Arkansas farm families over the years, but cattle have been a mainstay from the time of the first settlers.

Cattle

Arkansas had an early initiation into the cattle business. Before 1866, the cattle drives from Texas crossed the Fort Smith area on the western border and moved through the Ozark region to Sedalia, Mo. In fact, most of the early cattle drives paralleled the western border of the State.[2/] When the herds reached the wooded areas of northwest Arkansas, many became unmanageable and cattle escaped into the hills. Besides the woods, marauding Indians and outlaws were a further menace to the cattle movement. During the War Between the States cattle numbers were severely depleted. It is estimated that Arkansas lost more than half its cattle during the years 1860 to 1866.[3/]

2/ Osgood, Ernest Staples. The Day of the Cattleman. University of Chicago Press, 1929. (See pp. 30-31.)

3/ Dale, Edward Everett. The Range Cattle Industry. University of Oklahoma Press, 1930. (See p. 30.)

The early settlers of Arkansas from States east of the Mississippi River, particularly Tennessee and Kentucky, brought with them cattle largely of Shorthorn blood. These cattle were of strains of the Bates type milking Shorthorns and Polled Shorthorns, commonly referred to by the people as red and roan Durhams, with possibly some Red Polls.

Raised chiefly on small farms in the Ozark and upland areas, these original cattle spread until the State was practically covered with the "old red cow," until about 1912 and 1913. In addition to these Shorthorn types of cattle, a slightly different type was found in the southern part of the State. It was probably derived from mixed breeds of dairy cattle, some Shorthorn, and probably some older types originating from Spanish importations. These continued to be the dominant cattle of that area until the type was changed by the use of purebred beef-type bulls.

During the period immediately preceding the first World War, many purebred herds of Shorthorn, Angus, and Herefords were established, particularly in the northern part of the State. In the years 1915 to 1919, a record for introducing purebred beef sires was set and was not exceeded until 1936. These purebred sires did much to improve the quality of beef cattle throughout the northern part of the State.

These cattle were bought at a high price for that period, however, and many of them were disposed of because of lack of demand in the early 1920's. But some were kept to become foundation sources for other purebred herds. About the same time, Jersey cattle were imported into the State in rather large numbers. The mixing of Jerseys with the red cattle common to the State and some of the other beef breeds tended to lower the general quality of the cattle.

Again in 1929, the demand for purebred beef bulls increased, and this trend continued through the drought period of the 1930's, as farm programs in the rice and cotton belts encouraged larger herds and more standardized calf production.

In 1938-39, the number of purebred bulls placed in demonstrations through the influence of Agricultural Extension workers was about 1,000 head each year. This did not represent all the purebred bulls being brought in from outside the State or purchased from growers of purebred herds. The purebreds of this period were brought in at a much lower price than the purebreds of the pre-World-War-I period. Development of these herds has continued so that they now supply all purebred bulls needed in the State. But there was a period when most of the bulls put in service came from outside the State.

An interesting period in the development of cattle in Arkansas was that when the Texas fever tick was being eradicated. Shipments of purebred bulls to areas infested with the fever tick could not be made with any degree of safety. These bulls from outside had no immunity and soon died of tick fever. The State eradication program, consisting of dipping the cattle, got under way about 1914. At the end of 1915, approximately 400 vats were in daily use. These vats were built under the supervision of the U. S. Bureau of Animal Industry and with the cooperation of county agents and leading cattle producers in the area.

The presence of ticks in the southern part of the State delayed the introduction of purebred bulls into that region on through the mid-1920's; but by 1932, the eradication program was completed. As counties were freed from the ticks and the calves sired by purebred bulls began proving their worth, more emphasis was given to the utilization of land and grass for production of feeder and stocker cattle.

A cotton reduction program followed this period of tick eradication and development of cattle through the use of purebred bulls. More land was made available for grass and roughage, so that by the end of 1939 approximately 100,000 head of good type feeder calves sired by purebred bulls were produced in the State. Credit is due the 4-H calf clubs for their part in this improvement and for the added weight per calf through better care and feeding practices.

These calves marked the beginning of another market class of cattle which was not finding an outlet through the established market centers. Many such calves today are being marketed as heavy slaughter calves after having been fed grain during the suckling period, or are being marketed through feeder calf sales.

In the early days, before the breed improvement and tick eradication programs, marketings of slaughter cattle were primarily of older steers that had been fed 90 to 100 days on cottonseed meal and hulls. Frequently, these older steers were assembled in carload lots by growers or traders and sold to buyers or shipped to northern markets. They were often 3 to 5 years old and, because of their nondescript breeding, were known as "yellow hammers."

Hogs

Beginning in 1914, the 4-H pig clubs were being promoted by commercial interests. With the rise in hog prices, interest in purebred stock grew steadily through about 1918. This work can be credited with a marked improvement in the quality of the commercial hogs throughout the State.

Also, during the war years 1914 to 1918, along with tick eradication, the work of hog cholera control was given major consideration. Special government representatives, in addition to the State Agricultural Extension workers, assisted in programs to speed up production because of the additional food needed during the war period. While farmers were being urged to grow all the livestock their farms would maintain along with the needed production of other crops, danger from hog cholera kept hog raising under a severe handicap. Specialists from both State and Federal agencies trained county workers and individual farmers to vaccinate against cholera. Sanitation also was taught as essential in hog cholera control.

Following World War I, the heavy production of both hogs and cattle demanded that measures be taken to help farmers get these animals on the market, and numerous cooperative shipping movements were organized.

Sheep

Where much of the farm area consists of rugged terrain, one might assume that sheep growing would be indicated as a natural source of farm income. However, apparently Arkansas farmers did not pursue it as a major interest. Beginning in 1923, however, emphasis was placed on the importance of standardized early spring lambs. Demonstrations were given throughout the northern part of the State, from 1923 to 1927, in docking and castrating, making cooperative shipments, and in grading up purebred flocks. However, sheep growing is not even now a major source of farm income in the State. Small farm flocks still predominate in most areas.

ECONOMIC IMPORTANCE

Livestock is a major agricultural industry of Arkansas. In dollar income it is challenged only by the broiler industry and by the field crops--cotton, soybeans, and rice.

This position of the livestock industry in agriculture has been achieved during the last 10 years. During this period cash receipts from livestock and livestock products have forged ahead of the returns from the crops classed as food crops and feed crops. However, receipts from livestock continue to be exceeded by receipts from cotton.

The 1954 Census of Agriculture records that 73,173 farms in Arkansas reported sales of cattle, hogs, sheep, horses, or mules. A total of 63,908 farms reported sales of cattle or calves, 25,393 farms reported sales of hogs or pigs, and 1,193 farms reported sales of sheep or lambs.

The 1957 Directory of Arkansas Industries published by the Arkansas Industrial Development Commission stated that 1,128 employees of 52 firms were engaged in packing or processing meat for sale. In addition, personnel attached to the 69 livestock auctions and more than 600 dealers and order buyers were engaged in marketing livestock for farmers of the State.

A breakdown of livestock on farms by species shows that the growth in numbers of cattle and calves has been chiefly responsible for the rising position of the livestock industry in the State (table 1).

Table 1.--Livestock on Arkansas farms, January 1, 1949-59

Year	Cattle and calves	Cattle for milk	Other cattle	Hogs and pigs	Stock sheep and lambs
			1,000 head		
1949	1,057	649	408	880	42
1950	1,142	670	472	854	37
1951	1,233	679	534	811	39
1952	1,406	659	747	681	42
1953	1,561	664	897	558	46
1954	1,655	662	993	391	49
1955	1,556	605	951	426	55
1956	1,587	591	996	545	67
1957	1,603	586	1,017	561	67
1958	1,523	532	991	394	69
1959	1,493	515	978	406	64

Where does livestock stand in comparison with other agricultural industries in the State? The answer to this question may be found in table 2. Looking first at cattle, we note that in 1958 cash receipts from cattle and calves amounted to $80,374,000, or 13.5

percent of the State's total cash receipts from farm products marketed. This was in sharp contrast with the situation in 1949, 10 years earlier. That year cattle and calves brought in $38,941,000, or 7.1 percent of the State's total receipts from farm marketing.

Hogs, however, lost ground in economic importance. Numbers declined from 1949 to 1959.

Table 2.--Cash receipts from farm marketings in Arkansas, 1949 and 1958

Item	1949	1958 1/	1958 as a percentage of 1949
	$1,000		Percent
All commodities	2/$545,917	$595,771	109.1
Livestock, livestock products, and poultry	155,616	231,535	148.8
Cattle and calves	2/38,941	2/80,374	206.4
Hogs	2/30,905	2/14,753	47.7
Sheep and lambs	2/283	2/459	162.2
Dairy products	2/28,813	2/34,563	120.0
Broilers	2/30,787	2/70,399	228.7
Eggs	2/15,960	2/17,898	112.1
Turkeys	2/1,339	2/9,671	722.3
Other poultry, including farm chickens	7,342	1,613	22.0
Other livestock	1,246	1,805	144.9
Total crops	390,301	364,236	93.3
Cotton lint	280,385	160,447	57.2
Soybeans	11,588	90,009	776.7
Rice	31,462	57,006	181.2
Cottonseed	27,343	16,985	62.1
Oats	1,415	3,213	227.1
Wheat	311	3,426	1,101.6
Corn	4,538	3,222	71.0
Sorghum grain	62	2,466	3,977.4
Hay	3,768	2,181	57.9
Lespedeza seed	542	927	171.0
Vegetables	7,280	5,931	81.5
Fruits and nuts	11,426	10,923	95.6
Other crops	10,181	7,500	73.7

1/ Partial revision (not published)
2/ Published

In 1958, cash receipts from Arkansas hogs totaled $14.7 million, or 2.5 percent of total cash receipts. Ten years before they accounted for $30,905,000, or 5.7 percent of total cash receipts from farm marketings.

Sheep are a minor enterprise and negligible in economic importance. Cash receipts in 1958 amounted to only $459,000, or less than one-tenth of 1 percent. Sheep have possibilities for future growth, and hogs could stage a comeback in numbers with recent interest in feeder pigs and meat-type hogs.

Combining the cash receipts of cattle and calves, hogs, and sheep, we find that livestock in 1958 brought in $95.6 million or 16.0 percent of total receipts from farm marketings.

Where does Arkansas livestock stand in comparison with the dairy and poultry industries? In 1958, cash receipts from dairy products totaled $34.6 million, or 5.8 percent of total marketing receipts. Dairy products have not increased greatly in importance in the past 10 years, for in 1949 they brought in 5.3 percent of total cash receipts.

The poultry industry has actually gone ahead of the livestock industry during the past decade.

In 1949, cash income from poultry and eggs amounted to $55.4 million or 10.2 percent of the total. By 1959, cash income from poultry and egg products had advanced to $99.6 million, or 16.7 percent of total receipts. Cash income from poultry products thus exceeded cash receipts from livestock by nearly $4 million.

RECENT GROWTH

In the 10 years from 1949 to 1959, Arkansas cattle and calves increased in both number and value. The same was true of sheep and lambs. Hogs alone decreased in number and in sales value.

Cattle

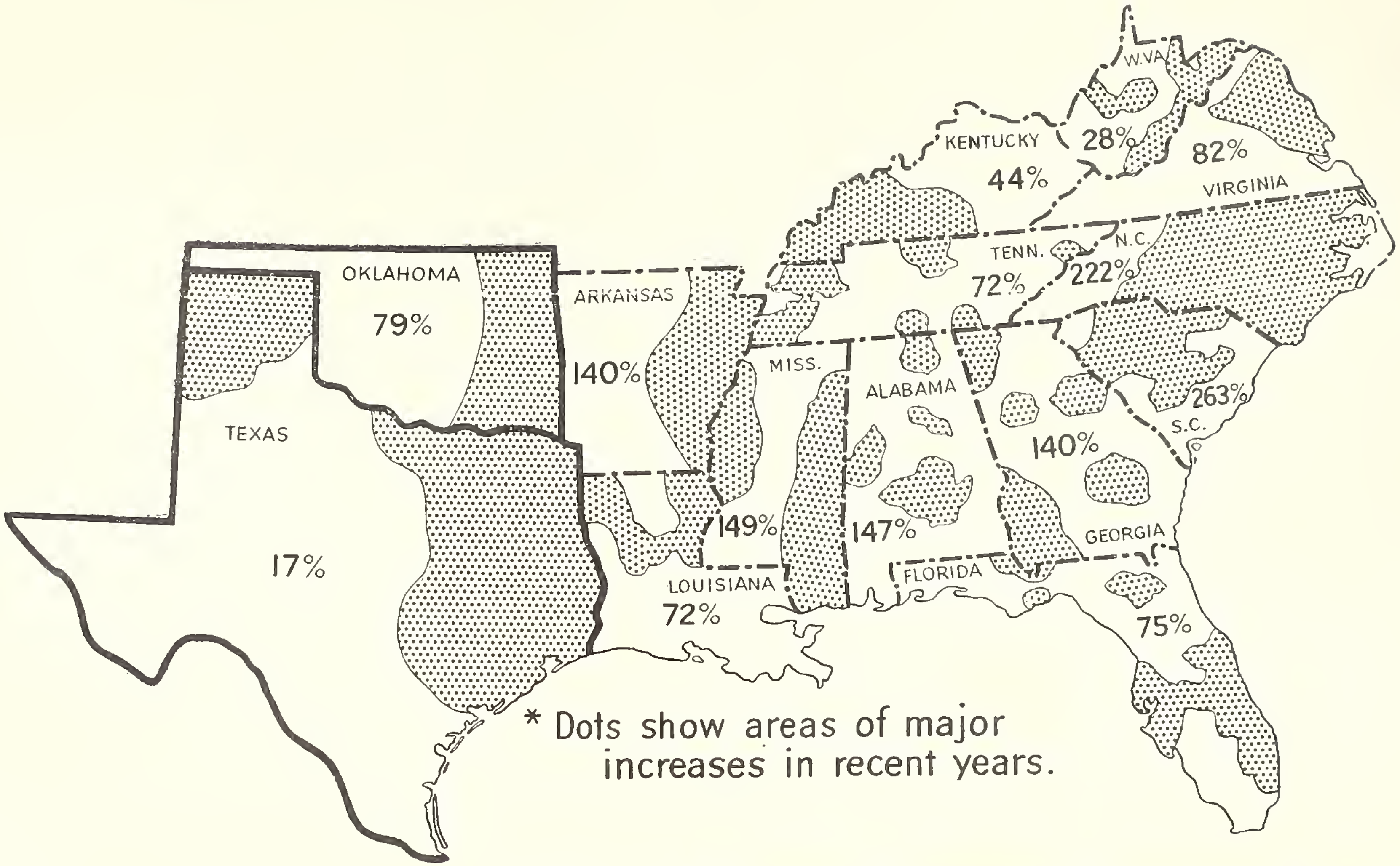
Arkansas cattle lead all other phases of the livestock industry in importance.

Number and Value

Cattle and calves on farms and ranches in Arkansas on January 1, 1959, totaled about 1.5 million and were valued at nearly $169 million. In 1949 - 10 years before - there were over 1 million

Figure 1

Beef Cattle Made Huge Gain in 10 Years, Jan. 1, 1949-Jan. 1, 1959



Source: U. S. Department of Agriculture; Agricultural Colleges head valued at $100 million. The peak in cattle numbers was reached in 1954 with nearly 1.7 million head with a farm value of $87.7 million (table 3).

The increase in numbers of cattle and calves from 1949 to 1959 was rather general in all counties of the State, but greatest in the heavy livestock producing areas. In the Ozark Mountain region, particularly in the roughest areas, increases in numbers were nominal because the country was already carrying close to capacity.

Table 3.--Cattle kept for milk and other cattle on Arkansas farms, January 1, 1949-59, and their value

Year	Kept for milk	Other cattle	All cattle	Value
		1,000 head		$1,000
1949	649	408	1,057	$100,204
1950	670	472	1,142	100,382
1951	679	554	1,233	143,028
1952	659	747	1,406	182,780
1953	664	897	1,561	131,124
1954	662	993	1,655	87,715
1955	605	951	1,556	79,356
1956	591	996	1,587	98,394
1957	579	1,024	1,603	97,783
1958	532	991	1,523	121,840
1959	515	978	1,493	168,709
Average, 10 years 1949-58	629	802	1,432	114,261

Dairy cattle accounted for a substantial part of the decline in numbers after 1954. In 1949, dairy cattle totaled 649,000. By 1959, numbers had dropped to 515,000 head, a decrease of 20 percent.

Beef cattle, on the other hand, showed a gradual increase in numbers, from 408,000 in 1949 to 978,000 in 1959 - a gain of 140 percent (tables 3 and 4). The high point in beef cattle production was reached in 1957 with 1,024,000 head. There was a slight decline in each of the 2 years, 1958 and 1959.

Growth of the cattle industry in Arkansas compared favorably with that of the Nation as a whole during the 10-year period, January 1, 1949-59. During this period, beef and dairy cattle combined increased from 1,057,000 to 1,493,000, or 41.3 percent. For the United States, cattle numbers increased in the 10-year period from 76.8 million to 96.8 million, or 27.3 percent.

Table 4.--Beef cattle on farms in the United States, in Arkansas, and in eight southern States, 1949 and 1959

Area	Beef cattle on farms 1949	Beef cattle on farms 1959	1959 as a percentage of 1949	Percentage of increase
	1,000 head		Percent	
United States	41,560	64,025	154	54
Arkansas	408	978	240	140
Eight southern States:				
Tennessee	497	853	172	72
North Carolina	142	457	322	222
South Carolina	104	378	363	263
Georgia	427	1,020	239	139
Florida	926	1,620	175	75
Alabama	484	1,197	247	147
Mississippi	637	1,588	249	149
Louisiana	772	1,329	172	72
Total, (eight States)	3,989	8,442	212	112

During this 10-year period, the United States total of cattle kept for milk declined from 35.3 million head to 32.8 million, or 5.5 percent. Beef cattle, on the other hand, increased from 41.6 million to 64 million or 54 percent.

During the period January 1, 1949 to 1959, total cattle numbers in eight southern States--including Tennessee, North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi, and Louisiana--increased from 8.3 million to 12.9 million, or 55 percent. For these States, beef cattle alone increased during this period from nearly 4 million to 8.4 million, or 112 percent (figure 1).

From these data it is apparent that there was a larger increase percentagewise in beef cattle numbers in Arkansas during the 10 years after January 1949 than in the Nation as a whole or in the eight southern States (table 4).

Location by Areas

For purposes of this analysis of the livestock industry in Arkansas, the State has been divided into nine areas (table 5 and figures 2 and 3). Dividing the State into these areas may be somewhat arbitrary, particularly when divisions are made on county lines. Then, too, they differ from those established by the Crop Reporting Service. But we believe that the areas chosen are fairly homogeneous as to livestock production and marketing patterns. To be specific, the Crop Reporting Service included 10 counties in the Northeast District, as follows:

Clay	Independence	Mississippi	White
Craighead	Jackson	Poinsett	
Greene	Lawrence	Randolph	

In this analysis only four of these counties--Clay, Greene, Lawrence, and Randolph have been included in area 3 as they represent a homogeneous marketing area.

The areas chosen for analysis of the cattle industry were also used for study of the swine and sheep industries and of the 641 producer schedules obtained in the survey (page 59). Figure 2 shows the principal producing areas and the total cattle population in 1958. Figure 3 shows cattle other than milk cows on Arkansas farms at the same date.

The greatest numbers of cattle are in the northwestern part of the State, the Arkansas Valley, and the southwestern part of the Coastal Plain. There are relatively few cattle in the rougher parts of the Ozark-Ouachita region, the central part of the Coastal Plain, and in most of the Delta, where the emphasis is on cotton.

Purebred cow and calf herd on the flat pasture area of eastern Arkansas.

High-quality cows and calves on pasture in the higher elevations of Arkansas.

High-quality calves entering their finishing period on feed.

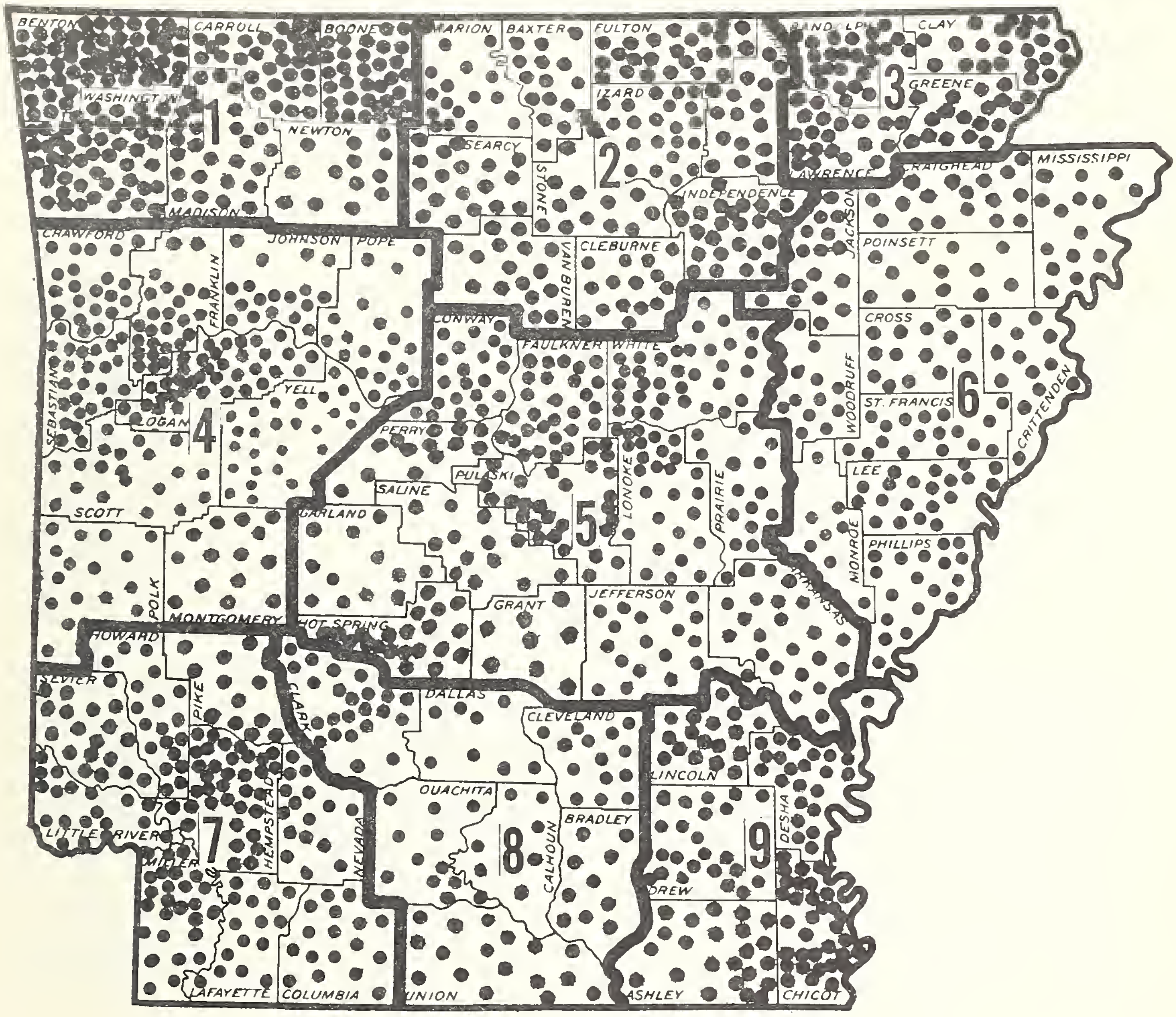
Table 5.--Arkansas cattle and calves, milk cows, and other cattle, by survey areas, on hand, 1950 and 1958

Survey area 1/	Cattle and calves		1958 as a percentage of 1950	Milk cows		1958 as a percentage of 1950	Other cattle		1958 as a percentage of 1950
	1950	1958		1950	1958		1950	1958	
	Number		Percent	Number		Percent	Number		Percent
1	186,652	209,600	112	69,868	88,000	126	116,784	121,600	104
2	142,403	178,800	126	50,900	50,900	100	91,484	127,900	140
3	64,418	83,500	130	20,950	16,900	81	43,468	66,600	153
4	187,133	221,800	119	58,215	54,500	94	128,918	167,300	130
5	203,312	259,400	128	71,494	59,700	84	131,818	199,700	151
6	105,867	161,000	152	33,771	20,700	61	72,096	140,300	195
7	129,510	183,100	141	30,724	22,700	74	98,786	160,400	162
8	67,686	90,900	134	22,203	15,700	71	45,483	75,200	165
9	66,046	118,900	180	17,452	13,900	80	48,594	105,000	216
State	1,153,027	2/1,507,000	131	378,795	343,000	91	774,232	1,164,000	150

1/ See maps (figures 2 and 3).
2/ Revised State total as of February 13, 1959, is 1,523,000; breakdown by counties not available.

Figure 2

All Cattle and Calves on Farms in Arkansas January 1, 1958, by Counties and Survey Areas



● — 1,000 Head

Production plans in the State can be grouped into four major classes: (1) Producing feeder calves, fat calves for slaughter, or baby beeves; (2) spring and summer grazing; (3) wintering feeder steers and heifers for sale in the spring; and (4) dry-lot feeding. These are listed in the order of importance.

Methods of Improvement

Improved Breeds.--Cattle improvement in Arkansas began many years ago when the Agricultural Extension Service began to encourage stockmen to import purebred bulls from breeders outside the State. This was continued until more and more purebred breeders were established in Arkansas and supplied a great share of the purebred stock.

Many of the purebred breeders are members of beef cattle breed associations for cattle now operating in Arkansas:

Name

Arkansas Hereford Breeders Association
Arkansas Polled Hereford Breeders Association
Arkansas Aberdeen-Angus Breeders Association
Arkansas Shorthorn Breeders Association
Arkansas Brahman Breeders Association
Arkansas Santa Gertrudis Breeders Association

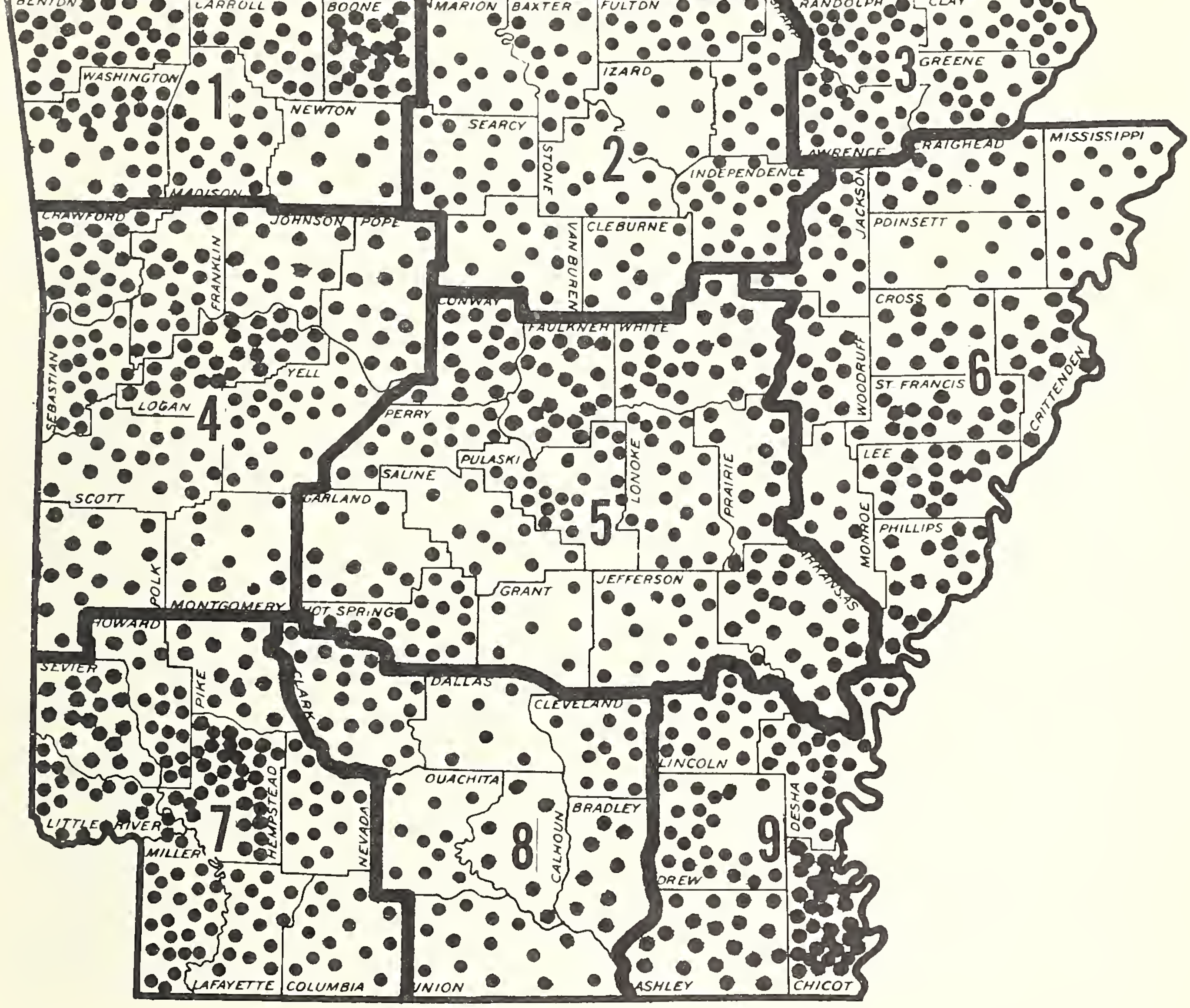
Farm Youth Groups.--Another factor responsible for cattle improvement has been the development of 4-H Clubs and Future Farmers of America chapters. In 1959, there were 1823 4-H Clubs in 78 counties with an enrollment of 75,029 boys and girls. Among these were 4,710 boys and girls enrolled in baby beef projects, 6,844 in swine projects, and 360 in sheep projects. There are 281 Future Farmers of America chapters in the State with a total membership of 12,852. Over half of these groups were engaged in cattle, swine, or sheep projects. Education and demonstration programs carried on by college and extension specialists and vocational agricultural schools and clubs all helped materially in the improvement program.

Feeder Calf Sales.--Development of the feeder calf sales in the State also helped materially in cattle improvement, as each one served as a demonstration to producers of the financial advantages of producing better quality feeder calves, as they brought increased margins in the sales ring.

Pasture Programs.--Pasture areas in Arkansas are not so well defined as in some other States, such as those in the Sandhills of Nebraska, the Osage country of Oklahoma, and the Flint Hills of Kansas with their

Figure 3

Cattle Other Than Milk Cows on Arkansas Farms, January 1, 1958, by Counties and Survey Areas



● — 1,000 Head

blue stem pastures. Nevertheless, there are certainly areas in the State where pastures predominate and scarcely any feeding is carried on. The Ozark hill section in northwest Arkansas, including 20 counties, is strictly a pasture area. The Ouachita forest area in western Arkansas is another pasture area, although grazing is limited there.

All-out increase in numbers of beef cattle is limited to some extent by lack of sufficient pasturage in some seasons, particularly during the relatively dry summer months. Although many pastures have been improved through fertilization and planting of improved grasses and legumes, many beef cattle producers still depend principally upon native grasses. Some of the shortage of summer pasture has been relieved by widespread establishment of permanent Bermuda sod. Grazing of winter grains, particularly winter oats, and use of crimson clover, white clover, fescue, and rye grass have helped to supplement native pastures during the late fall, winter, and early spring months.

Continuous experimental work is being done on use of improved legumes and grasses for pasture production. Some success has been experienced with irrigation of pastures for beef cattle. Large amounts of ensilage are being used to supplement the feed supply during the winter months.

Better Feeding.--Cattle feeding in Arkansas is confined chiefly to the eastern border and the northeast section of the State. In Crittenden, Mississippi, and Phillips Counties, one finds cattle feeders who are relatively new in the business but who account for a large proportion of the cattle fed. Also a number of feeders older in experience are located in area 3 in the northeast, embracing Randolph, Clay, Greene, and Lawrence Counties. A large commercial feedlot in Mississippi County finishes about 5,000 cattle a year.

The University of Arkansas has set up an experimental feeding station near Marianna, in Lee County, which will be a pilot operation for study of the possibilities of feeding cattle in that area and the relative advantages of native feeds. At present, facilities for feeding 160 head of cattle are available at this station.

This is a new project to determine how grain produced in eastern Arkansas can be used profitably in feeding cattle for slaughter. Cattle feeding could develop into an important industry to supplement the income of farmers in this area who are operating on high-priced land.

This fact must be considered, however. Local packers generally have been slow in buying finished cattle and have gone to markets and areas outside of Arkansas to supply their requirements. Recently, Arkansas packers have shown more interest in purchasing locally fed cattle.

Hogs

The hog industry in Arkansas lagged far behind the cattle industry during the 10 years under review. Whereas total cattle numbers doubled during this period, hogs lost more than half their volume.

Numbers and Value

In 1949, there were 880,000 hogs on Arkansas farms valued at $22.7 million. By January 1, 1959, numbers had decreased to 406,000 head valued at $9.9 million. During the period 1949 through 1958, cash receipts dropped from $30.9 million to about $14.8 million (table 6).

During this 10-year period, hog numbers declined 474,000 head, or 54 percent. In examining the hog population by areas, 1950 through 1958, we find a fairly uniform loss throughout the State (table 7). Losses ranged from 42.8 percent in area 5 to 55 percent in area 8.

Location by Areas

In 1958, hog numbers were fairly well concentrated in area 3 in the northeast corner of Arkansas and in the counties along the Mississippi River on the eastern border from Mississippi County to Phillips County in area 6 (figure 4).

Fluctuations in hog prices from year to year have been a factor in reducing numbers. Other important factors have been the decline in corn acreage and in the number of families living on farms.

Methods of Improvement

At present one swine breed association operates in Arkansas--the Arkansas Hampshire Swine Breeders Association. There is also a newly organized group called the Arkansas Swine Federation. Membership in this organization includes all segments of the swine industry--purebred breeders, commercial producers, feed companies, processors, and marketing agencies.

Better Breeding.--During the past few years more meat-type breeding stock has been imported into the State. This will be important in future hog improvement.

Other Means.--Growing interest in production of feeder pigs for market and assurances to farmers of a good market for their pigs through the feeder pig sales might be important in increasing hog production in the State.

With its small farms and limited grain production, Arkansas could be an important producer of feeder pigs for States to the north and the east.

Table 6.--Number of hogs on Arkansas farms and value, number marketed, and cash receipts, January 1, 1949 to 1959

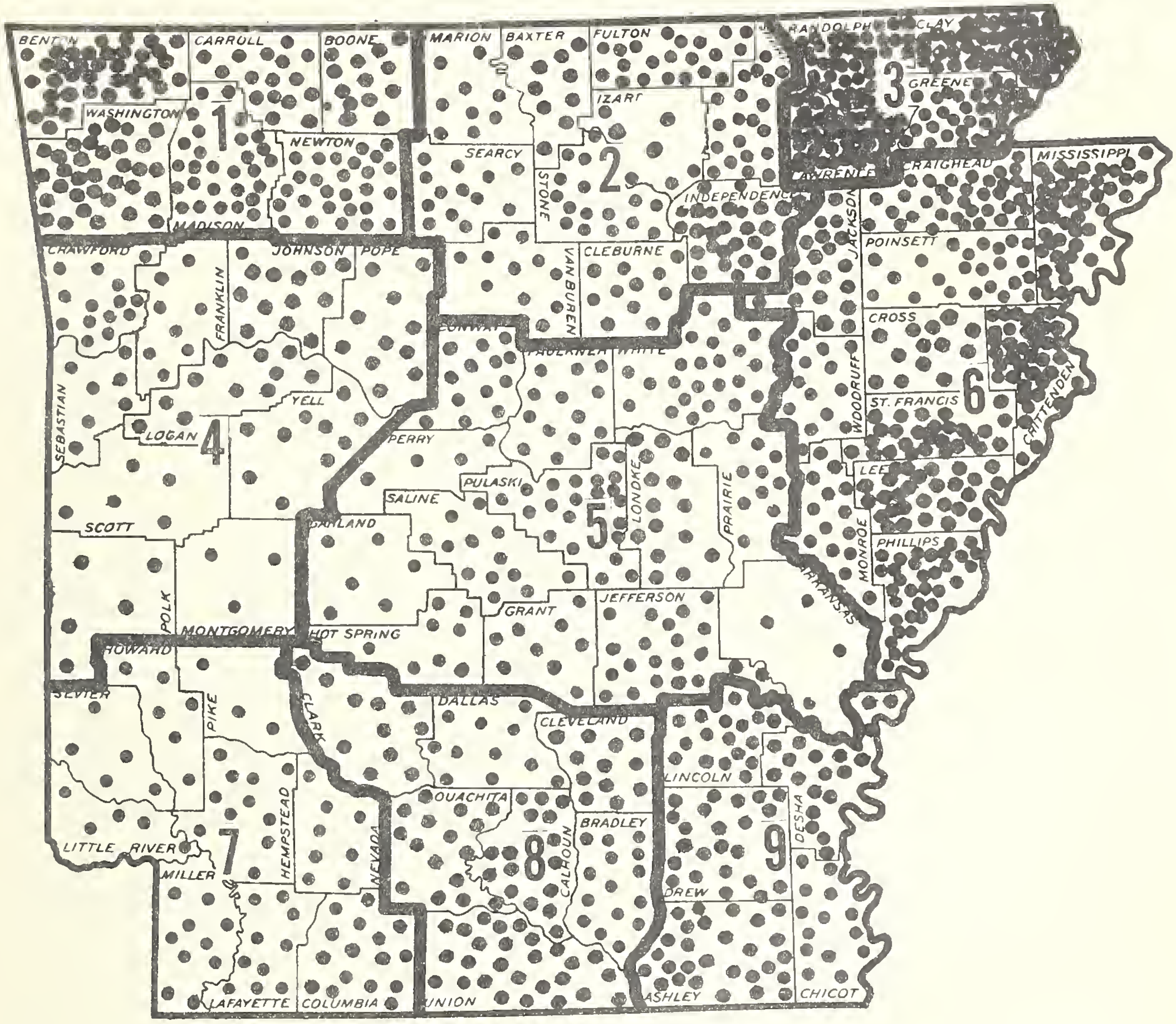
Year	Number on hand	Value	Number marketed 1/	Cash receipts 2/
	1,000 head	$1,000	1,000 head	$1,000
1949	880	$22,704	736	$30,905
1950	854	14,945	742	29,046
1951	811	18,410	688	31,071
1952	681	14,165	531	20,804
1953	558	9,151	399	18,442
1954	391	9,540	273	13,804
1955	426	8,818	340	12,287
1956	545	8,858	522	16,513
1957	518	8,858	495	18,842
1958	394	8,707	337	14,753
1959	406	9,947	-	-

1/ Excludes interfarm sales.

2/ Includes receipts from marketings and from sales of farm-slaughtered meat.

Figure 4

Hogs on Arkansas Farms January 1, 1958, by Counties and Survey Areas



● — 300 Head

Table 7.--Hogs and pigs on Arkansas farms, by survey areas, January 1, 1950 and 1958 1/

Area	1950	1958	Percent of loss
	Number		Percent
1	82,171	46,100	43.9
2	95,545	43,700	54.3
3	96,470	54,600	43.4
4	48,711	26,300	46.0
5	89,397	51,100	42.8
6	160,638	87,000	45.8
7	46,711	22,600	51.6
8	72,242	32,500	55.0
9	61,190	30,100	50.6
Total	753,075	394,000	47.7

Source: U. S. Census of Agriculture, 1950, and Agricultural Marketing Service, U. S. Dept. of Agr.

1/ Table 6, page 20, showed a revised State total for 1950; figures for counties in the nine survey areas were taken from the Census of Agriculture for 1950.

A 1958 study of the economics of feeder pig production by Adlai Arnold of the University of Arkansas showed wide variations in cost per pig weaned, ranging from less than $5 to more than $11. Also death losses averaged about 27 percent, which is high for the industry. There is opportunity for decreasing death losses and cost per pig weaned.

The relatively good prices obtained at the feeder pig sales by farmers during the past few years have encouraged increased production and more attention to production problems of hog producers.

Another factor is the increased development of pig parlors and the interest of feed dealers in setting up contract arrangements with producers to grow hogs.

There is a possibility that hog production will show a gradual increase over the years, although it may be several years before they will reach the 880,000 head on farms on January 1, 1949.

Sheep

Arkansas had, on January 1, 1959, 64,000 sheep and lambs (table 8). Ten years before, however, the number was but 42,000. So sheep gained in numbers 52.4 percent over the 10-year period. In fact, the 1957 and 1958 figures were even higher at 69,000 head.

Only 12 counties had more than 1,000 head in 1954. Two counties only, Benton and Washington, in area 1, had over 5,000 sheep that year - the last year for which county statistics are available.

Value of these flocks rose in the same period from a total of $500,000 to $864,000 on January 1, 1959. Lamb prices in fact were high enough so that the returns per head were often equal to the cost of year-old replacement ewes.

Since practically all such animals on hand January 1 are stock animals, the income from them during the year may have a different look. For instance, cash receipts from these flocks throughout the State in 1959 amounted to $459,000 or nearly half the total value of the flocks on January 1, 1958.

The competitive position of sheep in recent years has led many small farm operators to turn to sheep as a source of cash income. Spring lamb production has thus become a basic pattern - purchase of replacement ewes from the southwest in the spring and summer and sale of fat lambs in the late spring or following summer.

Table 8.--Number and value of sheep and lambs on Arkansas farms January 1, 1949-59

Year	Number	Value
	1,000 head	$1,000
1949	42	$500
1950	37	433
1951	39	682
1952	42	823
1953	46	552
1954	49	480
1955	55	632
1956	67	824
1957	69	787
1958	69	980
1959	64	864

MARKETING

During the 10-year period from 1949 through 1958, marketings of cattle and calves increased from 384,000 to 686,000, while numbers on farms were increasing from over 1 million head in 1949 to 1.5 million in 1958 (table 9).

Hog marketings decreased from 736,000 head in 1949 to 337,000 in 1958. Numbers on farms decreased during this period from 880,000 to 394,000 in 1958.

Sheep marketings increased from 23,000 in 1949 to 40,000 in 1958. During the same period numbers on farms increased from 42,000 to 69,000.

Table 9.--Number of head of livestock on farms in Arkansas January 1, and marketings during calendar years, 1949-58

Year	Cattle and calves		Hogs		Sheep and lambs	
	On hand	Marketed	On hand	Marketed	On hand	Marketed
			1,000 head			
1949	1,057	384	880	736	42	23
1950	1,142	387	854	742	37	17
1951	1,233	368	811	688	39	15
1952	1,406	443	681	531	42	16
1953	1,561	553	558	399	46	23
1954	1,655	767	391	273	49	23
1955	1,556	624	426	340	55	23
1956	1,587	654	545	522	67	35
1957	1,603	772	518	495	69	37
1958	1,523	686	394	337	69	40

Arkansas produces a sizable volume of livestock which is marketed outside the State. In 1958, there were 202,190 cattle and calves, 71,541 hogs and 10,793 sheep--a total of 284,524 head--marketed at six nearby stockyards outside of Arkansas (table 10).

Market Outlets

There are six principal outlets for farmers' livestock. These outlets include terminal markets, auctions, dealers, and order buyers, slaughterers and processors, and feeder calf and pig sales. The latter two outlets handle stocker and feeder calves and feeder pigs. Some feeder calves carry enough finish, however, to be purchased by slaughterers.

Market outlets for Arkansas livestock include 67 livestock auctions, 67 meat packing plants, 61 packer-buyers, 81 order buyers and some 553 other independent dealers and traders - commission yards in Arkansas and 6 terminal markets outside of Arkansas mentioned in the section on terminal markets. Stockyards posted in the State of Arkansas number 69.

Locations of these outlets obtained from a survey by county extension workers appear in figure 5.

Terminal Markets

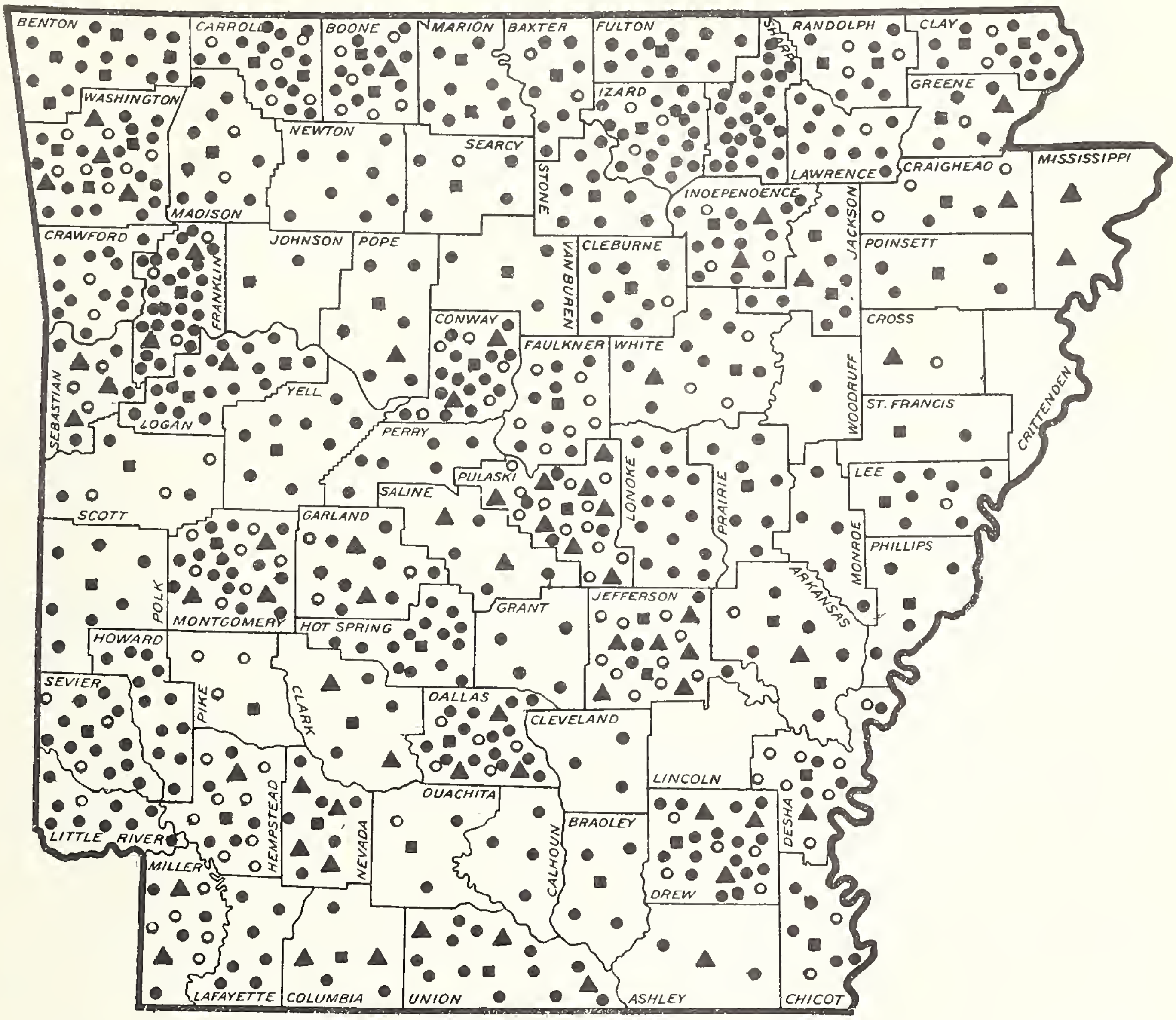
Terminal markets are important outlets for Arkansas livestock. Data on livestock receipts for 1958 were secured from six markets - Kansas City, Fort Smith, Fort Worth, National Stockyards, Ill., National Stockyards, Oklahoma, and Texarkana, Tex., which serves Arkansas producers.

Table 11 shows the volume of salable receipts and also the through and direct shipments for each species of stock handled in 1958.[4] That year these six markets handled 284,524 head of stock, or 26.7 percent of the total volume of stock marketed by Arkansas farmers. It was not possible to get the volume of livestock consigned to the two Memphis stockyards from Arkansas or the volume handled by commission yards within the State. These yards do not segregate the business handled from Arkansas from that of other States.

4/ Shipments are identified as "salable" "through" or "direct" according as they are received for sale; unloaded at a stockyards for feed, water and rest, and then reloaded for shipment to final destination; or purchased at other points for slaughter by a specified packer and shipped to a stockyards but not offered for sale.

Figure 5

Market Outlets for Livestock in Arkansas, by Counties, 1958



■ — Livestock Auctions
▲ — Packing Plants
○ — Packer and Order Buyers
● — Dealers and Traders

Table 10.--Marketings[1] of Arkansas livestock, in and out of the State, 1958

Kind of stock	Total marketed	Marketings at six out-of-State yards	Marketings estimated in Arkansas[2]
		Head	
Cattle and calves	686,000	202,190	483,810
Hogs	337,000	71,541	265,549
Sheep and lambs	37,000	10,793	26,207
Total	1,060,000	284,524	775,476

1/ Excludes interfarm sales.

2/ Volume of livestock consigned to two Memphis markets and other small scattered marketings outside the State would be deducted from this total.

Of the six markets supplying data, Fort Smith and Texarkana were practically even in number of head handled. Fort Smith led slightly, handling 92,730 head, and Texarkana was a close second with 92,206 head.

National Stockyards, Ill., was the next most important market, handling 43,908 head. These six markets handled more cattle than any other kind of stock, a total of 202,190. Hogs were second with 71,541, while volume of sheep totaled 10,793. Specified salable receipts of cattle amounted to 106,633 head, or 78.9 percent of the 135,141 head, reported as "salable."

The relative size of the markets serving Arkansas producers and other shippers appears in table 12. National Stockyards, Ill., led other markets in total volume with Kansas City second and Fort Worth third.

The 1950 survey, previously mentioned, found that of the 334 farmers surveyed, only 6 percent marketed their cattle through the large terminal markets. It is likely that a large percentage of the terminal receipts are livestock purchased from farmers by traders and order buyers and then shipped to the terminal markets.

Table 11.--Receipts of livestock from Arkansas at nearby terminal stockyards, 1958

Class 1/	Kansas City, Mo.	Ft. Smith Ark.	Ft. Worth Tex.	National Stockyards, Ill.	National Stockyards, Okla.	Texarkana Tex.	Total, six yards
				Head			
Cattle and calves							
Salable	4,085	82,882	-	17,312	2,354	-	106,633
Through	14,190	-	-	5,327	-	-	19,517
Direct	383	-	-	25	713	-	1,121
Total	18,658	82,882	1,114	22,664	3,067	73,805	202,190
Hogs							
Salable	267	-	-	18,486	309	-	19,062
Through	-	-	-	-	-	-	-
Direct	-	-	-	-	25,095	-	25,095
Total	267	9,152	101	18,486	25,404	18,131	71,541
Sheep							
Salable	4,949	-	-	2,758	1,739	-	9,446
Through	-	-	-	-	-	-	-
Direct	10	-	-	-	371	-	381
Total	4,959	696	-	2,758	2,110	270	10,793
Total all kinds							
Salable	9,301	82,882	-	38,556	4,402	-	135,141
Through	14,190	-	-	5,327	-	-	19,517
Direct	393	-	-	25	26,179	-	26,597
Total	23,884	92,730	1,215	43,908	30,581	92,206	1/ 284,524

1/ Only 181,255 head were identified as "Salable", "Through", or "Direct." These classifications are: "Salable", received for sale; "through", unloaded at a stockyards for feed, water and rest, and then reloaded for shipment to final destination; and "direct", purchased at other points for slaughter by a specified packer and shipped to a stockyards but not offered for sale.

Table 12.--Salable receipts at selected livestock markets, 1958

Market	Cattle	Calves	Hogs	Sheep	Total
			Head		
Kansas City, Mo.	911,776	67,310	695,735	369,271	2,044,092
Ft. Smith, Ark.	111,640	24,920	15,253	1,159	152,972
Ft. Worth, Tex.	343,869	110,496	100,340	636,505	1,191,210
National Stock-yards, Ill.	779,285	131,639	2,726,957	241,084	3,878,965
Oklahoma City, Okla.	468,002	52,282	138,066	102,035	760,385
Texarkana, Tex.	80,433	16,120	25,895	337	122,785

A survey conducted in 1957 covering 641 farmers showed that 251--or 23.4 percent--shipped their stock to terminal markets. The 641 producers covered by the survey marketed 22,640 feeder cattle, 18,700 slaughter cattle, 4,852 feeder pigs, 10,146 slaughter hogs, 1,689 feeder lambs, and 2,959 slaughter sheep and lambs in 1957.

In purchasing stockers and feeders, farmers preferred commission yards over auctions. About 16 percent secured their supplies at auction, while about 37 percent favored commission yards where larger volumes of stocker and feeder cattle were available. Convenience was given as the most important factor by farmers in choosing auction markets for both buying and selling cattle.

Auctions

Livestock auctions in Arkansas got underway in 1935. That year 10 were established. By 1940, 51 were in operation, and this number increased to 67 by 1958. Twenty-four counties in the State had no auctions. One county, Benton, had five sales; Washington County had three sales; and Boone, Carroll, Clay, Jackson, Jefferson, Marion, N. Logan, and Randolph had two each. All 67 markets are posted under the Packers and Stockyards Act.

When there was more than one auction in a county, they were pretty well concentrated in the counties of heaviest cattle and hog production.

Tuesday and Saturday were the most popular sales days, with 15 each. Friday was second with 12. Monday was the least popular with eight. Three auctions had two sales each week. One had sales on Wednesday and Saturday, one on Wednesday and Friday, and the others on Tuesday and Friday.

No information was available on total volume of livestock handled by the auctions at the time of this study. However, a survey of auctions undertaken in 1955 showed that 35 auctions handled 372,700 head of cattle and calves, 186,300 hogs, and 10,200 sheep and lambs. The average volume for the 35 auctions was as follows: 10,649 cattle and calves, 5,323 hogs, 291 sheep and lambs.

This information was secured by mail, and it is likely that the auctions with heavier volume responded. So on the average this volume figure might be large if applied to the State as a whole.

How important are auctions as outlets for Arkansas livestock? A survey conducted by the University of Arkansas in 1950 showed that of 334 producers about 30 percent sold their cattle through auctions. The results of this survey were in line with the survey of 1957 wherein one-third of the producer replies indicated they consigned to auctions. Only local dealers were a slightly more important outlet with purchases of 31.7 percent. In the 1950 survey, when total sales were analyzed, it was found that 26 percent were made through auctions, with commission yards leading the rest. Perhaps these percentages are not too significant as only 2,676 cattle were involved in the survey.

Dealers and Order Buyers

A total of 552 traders and dealers were operating in Arkansas in 1958. A list of counties in which dealers were most numerous follows:

Sharp	25	Carroll	14
Franklin	24	Conway	14
Izard	17	Dallas	14
Logan	16	Hot Spring	14
Washington	17	Lonoke	14
Drew	16	Montgomery	14

In 1958, 21 counties had 10 or more dealers. Six of these counties had 14 dealers each, 2 counties had 16 each, 2 had 17 each, and the 2 highest counties in number of dealers were Franklin and Sharp with 24 and 25 respectively.

This concentration corresponds roughly to the heavy producing counties for cattle and calves with the exception of those areas where nearby packing plants offered a convenient direct market.

For example, in Mississippi County, where two packing plants are located, no independent dealers were found; and in Cross County, one packing plant and one packer-buyer were the only market outlets. Sometimes the distribution was not so logical. In Izard County, for example, which is not overly heavy in production of either cattle or hogs but has a livestock auction, 17 independent dealers, 1 packer-buyer, and 2 order buyers were operating.

Although 29 counties had at least one meat packing plant each, only 23 counties claimed packer-buyers' headquarters; but 38 counties claimed at least 1 packer or order buyer.

The number of packer or order buyers was smaller than that of dealers, though 19 counties listed both packer and order buyers.

Numbers of packer and order buyers combined ran from only 1 of either to 10 in Jefferson County and 12 in Pulaski. Nine counties had only 1 such buyer each, but 11 counties had 3 each and 13 counties had 5 or more. Another measure of the importance of the markets is the number of commission agencies, order buyers, dealers, and other agencies registered at the markets which supply the competition. Table 13 shows the agencies at the various markets as registered with the Packers and Stockyards Administration of the Agricultural Marketing Service. This table includes a number of the commission yards in Arkansas.

National Stockyards, Ill., led other markets with 255 total registration. Fort Worth, Tex., was second with 237 while Kansas City ranked third with 203.

Slaughter Plants

There were 67 slaughter and packing plants in Arkansas operating in 1958. These included two plants with Federal inspection; the remainder were wholesale and local slaughtering establishments.

The breakdown of these plants by size was not available for 1958; however, data is available for this breakdown for 1955. That year there were 2 plants with Federal inspection, 12 wholesale plants with annual volume over 2 million pounds of livestock, and 37 slaughtering establishments with volume ranging from 300,000 pounds to 2 million. The number of slaughtering plants increased from 51 in 1955 to 67 in 1958.

Pulaski County had the largest number of slaughtering establishments with a total of eight. Jefferson County ranked second with six. Two counties, Washington and Nevada, had four plants each. Five other counties--Dallas, Drew, Montgomery, Sebastian, and Union--had three plants each. The remaining plants were over the State with 47 counties having none.

Table 13.--Number of operators on selected markets, 1958

Market	Selling on commission	Buying on commission	Miscellaneous marketing agencies 1/	Dealers	Packer Buyers	Total
Texarkana, Tex.	5	3	2	11	11	32
Fort Smith, Ark.	6	14	2	8	11	41
Little Rock, Ark.	3	5	2	2	7	19
Jonesboro (moved to Nettleton, Ark.)	3	0	0	2	0	5
Ft. Worth, Tex.	29	29	22	108	49	237
Kansas City, Mo.	28	40	15	56	64	203
South Memphis, Tenn.	4	6	0	7	15	32
Memphis, Tenn. (Dixie National only)	3	4	3	6	15	31
National Stockyards, Ill.	32	54	19	69	81	255
Oklahoma City, Okla.	17	26	11	45	33	132

1/ Veterinarians, brand inspectors, clearing agencies, and so on.

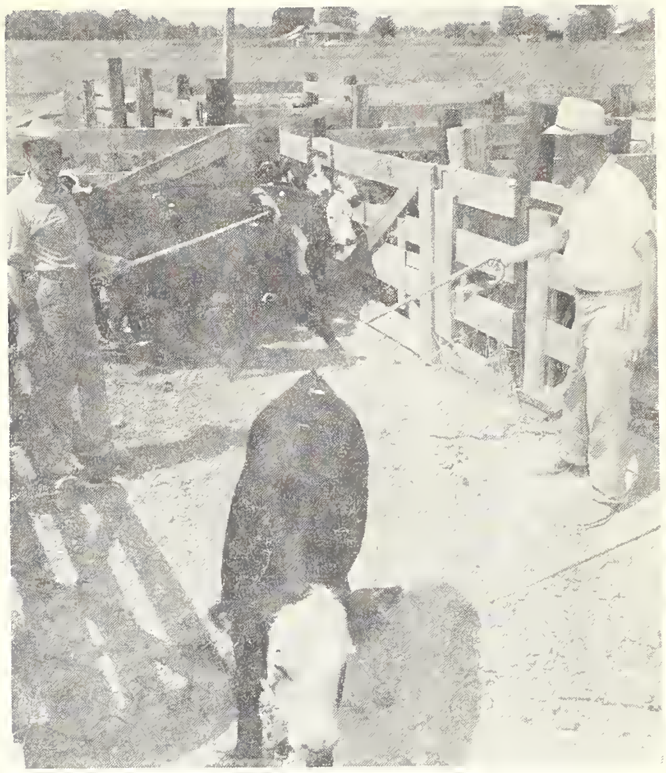
These 67 plants in Arkansas slaughtered 121,100 cattle, 24,100 calves, 231,700 hogs, and 800 sheep in 1958 (table 14). Slaughter of cattle increased from 56,100 head in 1949 to 121,100 in 1958. Calf slaughter was about steady during this period, ranging from 26,600 in 1949 to 24,100 in 1958. Hog slaughter increased from 205,300 to 231,700 during the 10-year period.

The 67 packing and slaughtering plants located in Arkansas are important outlets for Arkansas livestock. A survey of 60 slaughter and meat processing plants in Arkansas, made in 1950, showed that four-fifths of the total volume of stock slaughtered was purchased at markets in Arkansas. About two-thirds of the livestock was purchased through commission yards. Purchases from local dealers amounted to 1.6 percent. The remainder of the purchases were divided equally between farmers and auctions. This meant that about 16 percent of the stock was purchased direct from farmers and a similar volume from auctions.

Table 14.--Commercial slaughter of livestock in Arkansas by species, 1949-58

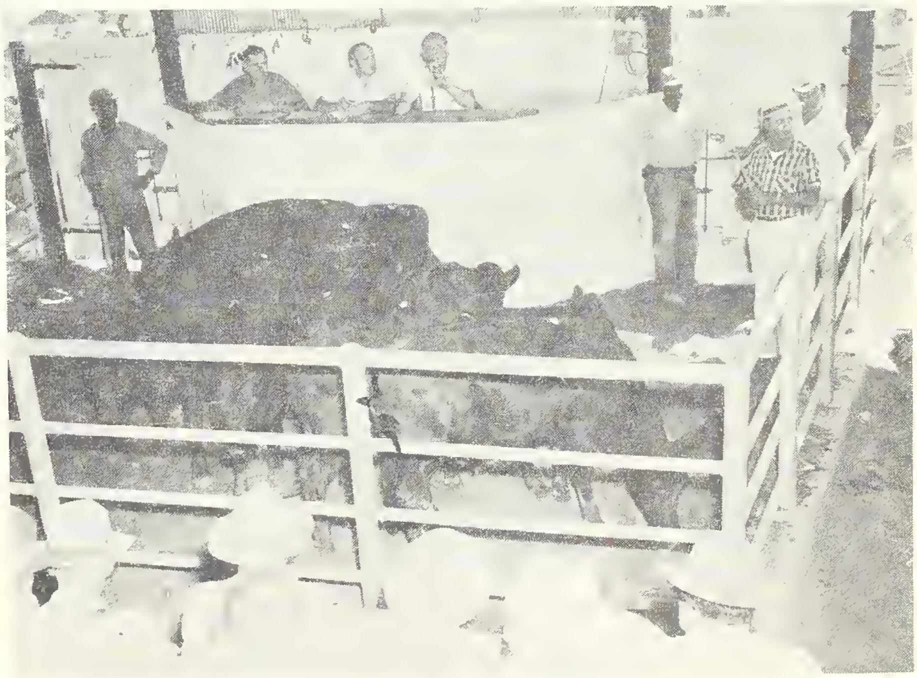
Year	Cattle	Calves	Cattle and calves	Hogs	Sheep
			1,000 head		
1949	56.1	26.6	82.7	205.3	0.3
1950	49.0	16.2	65.2	213.2	.1
1951	56.5	14.8	71.3	246.0	.2
1952	58.7	20.1	78.8	274.0	.1
1953	77.5	32.2	109.7	246.0	.1
1954	98.1	33.1	131.2	219.0	-
1955	111.3	30.1	141.4	245.0	.1
1956	109.7	31.0	140.7	252.0	.1
1957	118.4	28.2	146.6	226.0	.1
1958	121.1	24.1	145.2	231.7	.8
Average 1949-58	85.6	25.6	111.3	235.8	.2

The slaughterers attempted to purchase their livestock as close to the plants as possible. Over half the purchases came from commission yards or auctions in the city where the plant was located. About two-thirds of the livestock secured from farmers was purchased within 25 miles of the plant.



Sorting and grading farmers' calves in preparation for sale at local feeder calf market.

Feeder calves graded and penned, ready for sale.



Selling feeder calves at auction after grading and pooling.

Slaughter was somewhat seasonal with the heaviest volume in the fall and spring months. Most of the meat processed was sold within a radius of 50 miles of the plant.

Feeder Calf Sales

The most important recent development in the field of livestock marketing has been the increased interest of livestock producers in attempting to solve their own marketing problems through cooperative action. An example is the development of stocker and feeder sales.

The first cooperative feeder calf sale in Arkansas was held in 1951 when 400 head of feeder calves were graded and sold at auction in uniform groups. In 1952, a definite feeder calf sales program was undertaken. There were no local auction facilities in the area, so it was necessary to build a new sales pavilion. For this purpose the Lee County Livestock Producers Association donated 10 acres of ground and $15,000. Both were leased to the Eastern Arkansas Livestock Association for 99 years.

Under the program setup, a calf sale will be held each spring and each fall. In 1954, in addition to the two sales at Marianna, a sale was held at Texarkana.

Table 15 shows the number of such sales in Arkansas, by years, 1951 through the spring of 1959, and the number of head of cattle sold.

By 1956, the number of sales had grown to 16 and the number of feeder calves sold amounted to 10,550 head.

Gains made in cooperative feeder calf sales in 1956 and earlier years were consolidated in 1957. Eleven local marketing associations held 16 feeder calf sales where 10,497 head of stocker and feeder cattle - 7,281 steers and 3,216 heifers - were sold for a gross return of $924,409. Quality continued to improve and buyers from distant feeding areas showed more interest in Arkansas cattle. Two-thirds of the cattle sold at these sales were purchased by buyers from 12 other States. Average prices received by producers who sold through these sales showed a greater increase over 1956 than the average level of stocker and feeder prices did.

In many localities, these sales have been directly responsible for much of the improved breeding and management now common. They have proved effective in demonstrating the value of improved quality and have been responsible for attracting many new buyers to the State. In 1957, the cattle purchased went to pastures and feedlots in 13 different States.

Table 15.--Feeder calf sales held in Arkansas, 1951-59

Year	Number of sales	Number of head sold
1951	1	400
1952	2	1,349
1953	3	1,967
1954	3	2,315
1955	6	3,980
1956	16	10,550
1957	16	10,497
1958	16	10,573
1959	21	16,233

Many beef cattle producers have stated that their cattle have sold for as much as 3 or 4 cents more a pound at these sales than at other local markets. We believe a fair average of producer estimates would be 2 cents a pound. In 1957 alone, this would have amounted to $100,000 additional income.

In 1958 again, 16 sales were held; 10,573 head were sold of which 6,815 were steers and 3,758 heifers (appendix table 1). In 1959, 21 sales were held. At these, 16,233 head were sold including 10,801 steers and 5,432 heifers.

Cattle from the 1958 sales were shipped to destinations in 17 States, including Arkansas. Those from 19 of the 1959 sales went to destinations in 13 States. Destinations were unreported for two of the 1959 sales. Data for the 1958 sales show that 83 percent of the cattle sold went to out-of-State destinations. Sales reported for 1959 sent 64 percent out of the State (appendix table 3).

Prices received per head and per 100 pounds at the 1958 and 1959 sales are shown in appendix table 4. The number of consignors of cattle for sale at the 1958 and 1959 sales and the number of buyers who offered competition there are shown in appendix table 5.

Feeder Pig Sales

Feeder pigs have long been raised and sold in many sections of the State, particularly in northern Arkansas. In some of the hill areas, feeder pigs have been an important source of supplemental farm income. Recognizing that this enterprise held good possibilities, the Arkansas Agricultural Extension Service in 1956 assisted pig producers in two areas to organize and conduct cooperative feeder pig sales. These 2 associations held four sales in 1956, at which 3,081 feeder pigs were sorted into uniform lots and sold at auction (table 16). In 1957, 4 associations sold 3,308 pigs in 7 sales; in 1958, 4 sales were held in the spring and 3 in the fall. The number of pigs sold totaled 4,111. At 7 sales held in the spring and 5 sales in the fall of 1959, a total of 10,520 pigs were sold.

A summary of the number of head sold, weights, and prices received at the cooperative feeder pig sales in 1958 and 1959 appears in appendix table 6. States of destination for the pigs sold are shown in appendix table 7, and the number of buyers and consignors for these sales appear in appendix table 8.

Producers who have marketed feeder pigs through these sales have estimated that they have received at least 5 cents a pound above other local market prices. As a result of experience with this marketing program, numbers of producers are rapidly increasing feeder pig production, and it appears this may become a major source of farm income in certain localities.

Table 16.--Feeder pig sales in Arkansas, 1956-59

Year	Number of sales	Number of pigs sold
1956	4	3,081
1957	7	3,308
1958	7	4,111
1959	12	10,520

Lamb Pools

Although sheep raising is limited in Arkansas as compared with other livestock enterprises, spring lamb production is an important farm enterprise in certain northwest Arkansas counties. Annual marketings of sheep and lambs for the State from 1949 through 1958 are shown in table 17.

Table 17.--Marketings of sheep and lambs from Arkansas, 1949-58

Year	Marketings	Cash receipts
	1,000 head	$1,000
1949	23	283
1950	17	250
1951	15	272
1952	16	233
1953	23	274
1954	23	292
1955	23	285
1956	39	420
1957	37	414
1958	40	459

Many lambs in this area, however, have been sold to local dealers each year at unsatisfactory prices. For many years, the Agricultural Extension Service has been assisting producers in pooling transportation to get these lambs to markets where net returns will be greatest. In 1957, a group of sheep producers in this area became interested in cooperative selling of their lambs. With the assistance of the Agricultural Extension Service, producers in three counties held four lamb pools at Fayetteville in 1957, where 3,000 spring lambs were sold direct to packer buyers at very satisfactory prices. These pools were continued in 1958 and 1959. At these sales, slaughter lambs were sorted into U. S. Slaughter grades and were weighed after being sold.

Meat Consumption

Meat ranks as the number one item in the food budget and claimed 25 cents of the family's food dollar according to a survey made in 1955,[5/] while its nearest competitor, dairy products, took 17 cents.

People in the United States are accustomed to eat some 150 pounds of meat a year, on the average, or about 3 pounds a week. But the kinds of meat and the percentage of the food budget allowed for buying it are different from place to place and according to the tastes and habits of individuals as well as their income levels.

According to the survey made in 1955, farm people ate about as much meat per person as city people in all regions except the South. There people on farms ate considerably less meat than city people, on the average, and particularly less beef. In general almost all the lamb was eaten by city dwellers. City families also ate more veal and more variety meats, though only a little more of luncheon meats.

Farmers in the country as a whole obtained about half their meat from their own livestock. The proportion, however, was smaller in 1955 than in 1942, for meat consumption rates on farms increased greatly between those two survey years while farm slaughter did not. New refrigeration undoubtedly made possible the increase in farm meat consumption and also influenced a shift from pork to beef as the major product consumed.

According to Berry and Jackson,[6/] authors of Arkansas bulletin 564, consumption of beef in the South was approximately 74 percent of the U. S. average. On this basis Arkansas per capita consumption of beef in 1953 was approximately 63.7 pounds per person, or a total consumption of 121.6 million pounds of beef in the State in 1953. Since total production of beef in Arkansas in 1953 was 354 million pounds, of which some 123 million pounds was marketed, the production of cattle and calves for beef and veal in Arkansas was a little greater than was the total consumption of beef.

5/ Breimyer, Harold F. and Kause, Charlotte A. Consumption Patterns for Meat, AMS-249, 1958, Agricultural Marketing Service, U. S. Dept. of Agr.

6/ Berry, Calvin R. and Jackson, Hilliard. Characteristics of Beef Retailed in Arkansas. Ark. Agr. Expt. Sta. Bul. 564, 1956.

However, of the total fresh beef handled by all stores surveyed, almost half was obtained from packers located outside the State boundaries. The remainder was slaughtered in the State at small slaughter houses, on farms, or by large in-State packers.

According to the same survey, the fresh beef retailed in Arkansas stores was of the following qualities:

Grade	Percent
Prime	2.5
Choice	28.9
Good	23.7
Commercial	3.0
Utility	1.1
Ungraded	40.8
Total	100.0

Commercial slaughter of cattle in Arkansas increased 53 percent from 1953 to 1957 and the pound weight of such cattle was 56 percent higher for the same years. The 1958 figures again increased 2 percent for cattle numbers and 9 percent for pound weight, respectively.

FINANCING

An industry can move only as fast as credit is available. Too much credit is as dangerous as too little credit. With the high level of cattle prices, a large amount of credit is necessary to take care of even a medium-size livestock enterprise.

In discussing the financing of the livestock industry in Arkansas, some leaders in the State voiced the opinion that lack of dependable credit was limiting growth of the industry. They felt that the bulk of commercial banks' financing of agriculture was in loans on crops rather than on livestock. Statistics are not available on the amount of livestock loans granted by these banks.

In addition to financing of the industry by commercial banks, the production credit associations and the Farmers Home Administration play a most important role in livestock financing. The production credit associations are cooperative institutions with farmers owning all or a major part of the capital.

Production Credit Associations

Short-term and intermediate-term credit is available to livestock producers in Arkansas from 14 production credit associations located throughout the State (figure 6). Each of these cooperative lending organizations serves the members in its particular territory who apply for and have a sound basis for the type of credit the association offers. In 1958, these associations made 9,407 loans to Arkansas farmers for a total of $64,360,000.

Producers make application for loans at the office of the production credit association serving the area in which they live. Each borrower must own, or purchase, class B capital stock in his association equal to at least 5 percent of his loan.

Farmers Home Administration

A source of credit available to those Arkansas producers who cannot obtain financing elsewhere is provided by the 61 county offices of the Farmers Home Administration (figure 6). During the period from July 1, 1958, to June 30, 1959, the FHA loaned Arkansas farmers nearly $13.2 million. Operating loans made to 2,946 full-time and part-time farmers accounted for about $6.9 million of this amount. Initial operating loans of approximately $684,000 were made to full-time farmers for the purchase of productive livestock and an additional $934,000 was loaned to them for farm operating expenses.

In addition to operating loans, the Farmers Home Administration makes emergency and real estate loans to eligible farmers. To obtain a loan, the farmer applies at his county FHA office. The eligibility of the applicant is determined by a county committee of three members, two of whom must be farmers. A farm-and-home plan is developed by the farmer-borrower and the county supervisor to insure sound operation of the farm.

The county supervisor provides management assistance tailored to the needs of the applicant and his farm. When the borrower reaches a position where he can obtain credit from other sources, he is no longer eligible to borrow from FHA and is required to refinance his FHA loan with another credit agency.

OTHER FACTORS AFFECTING LIVESTOCK INDUSTRY

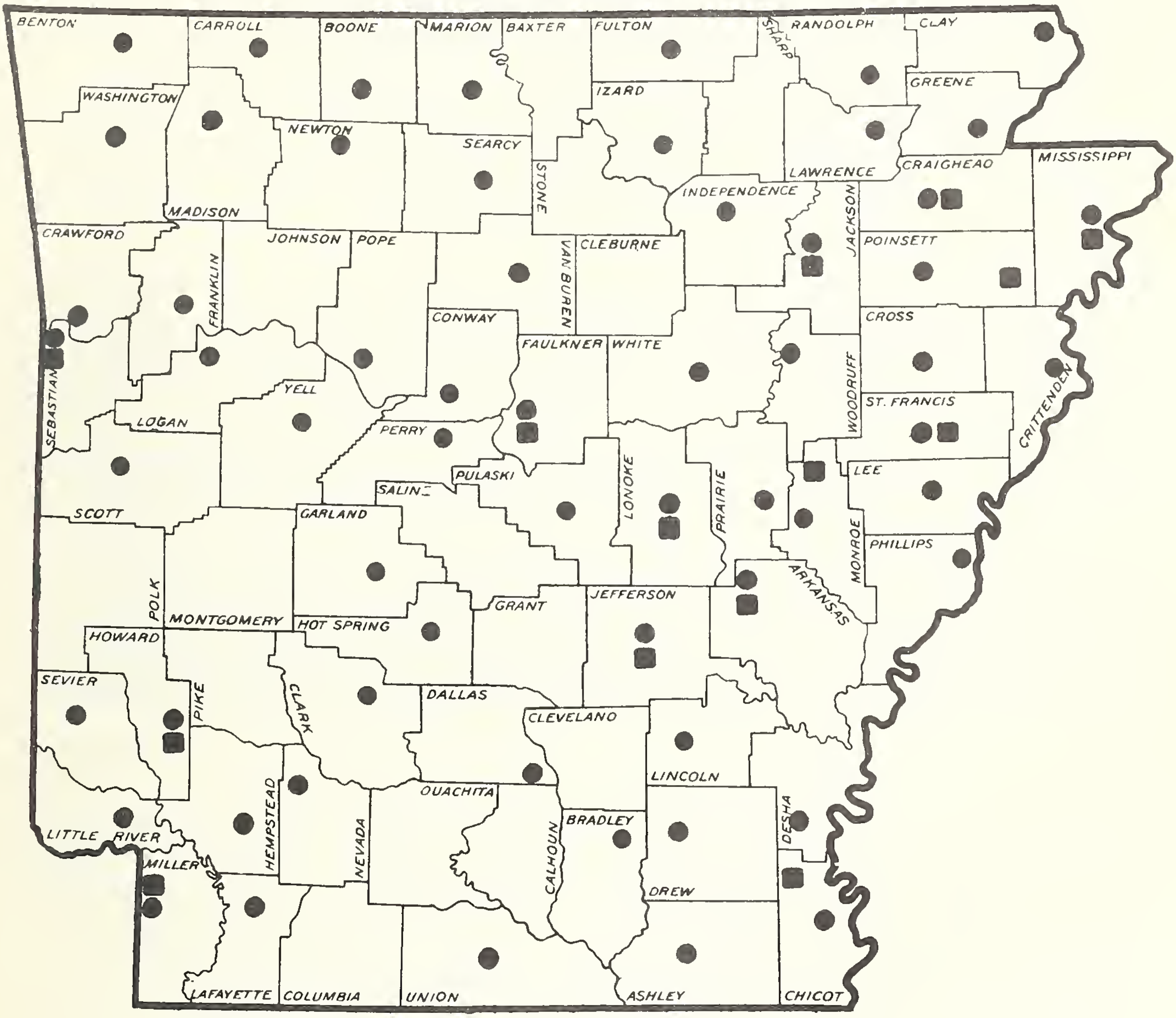
In addition to the phases already mentioned, other important considerations have affected the livestock industry in Arkansas.

Producers' Lack of Technical Experience

In the opinion of a number of large producers and specialists in livestock production and marketing, lack of experience in producing, handling, and marketing livestock has been an important cause of failure to produce more livestock. It applies to both operators and their hired help.

Figure 6

Location of Production Credit Associations and County Offices of the Farmers Home Administration in Arkansas, 1959



■ – 14 PCA's

● – 61 County Offfices of FHA

This lack of experience is also evident from the small number of cattle fed in the State. The same is true in hog production.

Diseases and Parasites

Diseases and parasites are both serious problems to the livestock interests in Arkansas. Stock raisers have long been accustomed to losses from parasites such as ticks, lice, and worms and have come to depend on treatments with a series of modern chemical combinations under the advice of experts. However, these are not enough to fully eradicate such problems. Ticks, lice, screw worms, horn flies, horse flies, and mosquitos are a constant source of trouble, and there is evidence that some of the new chemical compounds are becoming less effective against these enemies.

Cattle

In cattle, the various species of intestinal worms are most prevalent. Warbles are found in the hill areas but are seldom seen in the Delta. Some liver fluke is found in the neighborhood of Texarkana.

Reports of the Arkansas State Board of Health for 1958 show the most serious cattle diseases reported by areas for that year (table 18).

Anthrax, which affects mostly cattle and mules, is confined almost entirely to the Delta area in eastern Arkansas. In a few counties a campaign of vaccination is carried on each year. Bang's disease, which has caused rather general losses for many years, is thought to be receding due to the county testing programs and calfhood vaccination.

Swine

Among cattle and swine, leptospirosis is causing serious loss, especially in the northeastern part of the State. General outbreaks of cholera are seldom heard of now. Rhinitis and erysipelas are of minor importance, but may become more important as growers tend toward production in confined quarters. Reports of most serious occurrences of swine disease to the Arkansas State Board of Health are summarized for 1958 in table 19.

Round worms still cause serious losses among swine, and stomach worms probably cause most damage among sheep. A few outbreaks of scabies have occurred when sheep were not dipped.

Topography

Low lands--particularly in eastern Arkansas, where cattle may bog down--and lack of adequate fences are other retarding factors that

Table 18--Most serious morbidity of Arkansas cattle from diseases and parasites during 1958

Disease	Area 1	Area 2	Area 3	Area 4	Area 5	Number of herds affected
Anaplasmosis	1/ x	x	x	x	x	1,610
Brucellosis	x	x	x	x	x	1,543
Parasitism, gastro-intestinal	x	x	x	x	x	1,393
Leptospirosis	x	x	x	x	x	258
Foot rot	x	x	2/-	x	-	203
Ringworm	x	x	x	x	x	178
Actinomycosis	x	x	x	x	x	177
Blackleg	x	x	x	x	x	146
Mastitis, infectious	x	x	-	x	-	98
Malignant edema	x	x	x	x	x	64
Pneumonia	x	x	-	x	x	62
Rabies, clinical	x	x	-	-	x	18
Anthrax	-	-	x	x	x	81

Source: Arkansas State Board of Health. Arkansas Animal Morbidity Report, 1958.

1/ The symbol "x" indicates that this was a serious cause of morbidity of cattle in the indicated area in 1958.

2/ The dash (-) indicates that this cause of morbidity was not reported from the indicated area in 1958.

Table 19.--Most serious occurrences of swine diseases and parasites in Arkansas, 1958

Disease	Area 1	Area 2	Area 3	Area 4	Area 5	Number of herds affected
Erysipelas	x	x	x	x	x	210
Kidney worms	-	-	-	x	-	200
Pneumonia	x	x	-	x	-	152
Cholera	x	x	x	x	x	123
Tuberculosis, avian	-	-	-	x	-	105
Anthrax	-	-	x	-	x	28

Source: Arkansas State Board of Health. Arkansas Animal Morbidity Report, 1958.

hold back the livestock industry in Arkansas. Then too, the large areas of rough land in western Arkansas, which are unsuitable for improved grasses and feed crops, cut down livestock numbers.

Lack of Producer-Owned Marketing Agencies

Lack of good market outlets and producer-owned marketing agencies and facilities affects the livestock industry in Arkansas.

An Arkansas survey shows that one-third of the farmers sell the largest proportion of their cattle to local dealers.7/ In the same survey, it was found that two-thirds of the small farmers sell by the head, which means a large proportion go to dealers.

A specific example of the worthwhile service of cooperatives is their merit hog-selling program wherein farmers are paid a margin or price differential of 50 cents or more for producing meat-type hogs.

7/ Jackson, Hilliard and Lafferty, D. G. Cattle Sales and Purchases by Arkansas Farmers, Univ. of Ark., Fayetteville. Bul. 516, p. 29.

Competition from Other Farm Enterprises

In appraising the livestock industry, it is necessary to know what happened to grain and feed crop production in the 10 years under review.

Land utilized for cotton and rice is not available to grow pasture or feed for livestock. However, when plantings of cotton and rice are reduced, those acres are available for livestock pastures and crop production.

Cotton

Cotton acreage harvested in Arkansas declined from 2,580,000 in 1949 to 1,020,000 in 1958, or a loss of 60 percent (table 20). Reduction in acreage harvested was continuous each year after 1953; that is from 2,070,000 acres harvested in 1953 to 1,020,000 acres in 1958 - a reduction of about 51 percent.

Production on the other hand was better maintained. During the 5 years from 1953 to 1958, production declined from 1,548,000 bales of lint to 920,000 bales, or about 41 percent. During the years from 1949 through 1958, production declined from 1,632,000 bales to 920,000 - a loss of 44 percent.

As a rule, a decline in acreage does not result in a corresponding loss in actual production. In fact, fewer acres given more care might even increase production to some extent. But it is evident from statistics on other crops that growers have looked in several directions for cash crops as substitutes for cotton. This largely accounts for the increased interest in cattle in the Delta area.

Rice

Rice acreage in Arkansas rose from 412,000 acres harvested in 1949 to a peak of 672,000 in 1954 and then declined steadily to 336,000 in 1958 (table 21). The percentage of reduction from 1949 to 1958 was 18 percent; from the peak of 1954 to 1958 it was 50 percent.

Production of rice, however, was a different story. While acreage harvested declined 18 percent after 1949, production rose from 8,858,000 one-hundred-pound bags in 1949 to 16,800,000 bags at the peak in 1954 and dropped from this peak to 10,292,000 in 1957 and then rose again to 10,920,000 bags in 1958.

Percentagewise production rose 23 percent in the 10 years from 1949 to 1958, but declined 35 percent from the peak in 1954. Thus in the

Table 20.--Cotton acreage harvested and production of cotton in Arkansas, 1949-58

Year	Acreage harvested	Yield per acre harvested	Production
	1,000 acres	Pounds	1,000 bales (500-lbs.)
1949	2,580	303	1,632
1950	1,670	313	1,090
1951	2,045	292	1,249
1952	1,940	337	1,366
1953	2,070	358	1,548
1954	1,700	380	1,351
1955	1,460	545	1,663
1956	1,365	500	1,426
1957	1,130	416	981
1958	1,020	-	920

Table 21.--Rice acreage harvested and production of rice in Arkansas, 1949-58

Year	Acreage harvested	Production
	1,000 acres	1,000 bags (100-lbs.)
1949	412	8,858
1950	346	7,785
1951	457	9,140
1952	466	9,553
1953	494	11,362
1954	672	16,800
1955	434	13,562
1956	380	11,590
1957	332	10,292
1958	336	10,920

overall picture during the past 10 years acreage harvested declined 18 percent while production increased 23 percent.

Corn

The peak in corn production in Arkansas was in 1950 when 32,242,000 bushels were produced (table 22).

The decline of acreage of corn harvested was steady after 1950. In only 2 years, 1954 and 1956, was there a slight increase. Over the 10-year period, 1949 to 1958, acreage harvested dropped from 1,134,000 to 459,000, or 60 percent.

Production of corn also dropped during this period--though not always in line with the acreage trends--from 24,948,000 bushels in 1949 to 14,688,000 in 1958, or a drop of 41 percent. Insect damage to corn is one factor making for lower production. For the more recent story on corn, acreage harvested dropped from 516,000 in 1957 to 459,000 in 1958, but production increased from 13,932,000 to 14,688,000 during the same period. Corn is said to be one of the crops now being looked to as an alternative for cotton acreage.

Table 22.--Corn acreage harvested and production of corn in Arkansas, 1949-58

Year	Acreage harvested	Production
	1,000 acres	1,000 bushels
1949	1,134	24,948
1950	1,372	32,242
1951	988	23,218
1952	929	13,935
1953	715	11,798
1954	729	8,019
1955	663	19,558
1956	670	18,090
1957	516	13,932
1958	459	14,688

Oats

Oats is a dual-purpose crop and fits in with the livestock program in the State, as this crop supplies both pasture and grain for livestock. This crop has not been able, however, to compete effectively the past few years with soybeans and sorghum.

Acreage of oats increased from 192,000 in 1949 to 460,000 in 1955. Since then there has been a steady drop in acres harvested. In 1958, acreage was down to 239,000--almost back to the 1949 figure (table 23).

Table 23.--Oat acreage harvested and production of oats in Arkansas, 1949-58

Year	Acreage harvested	Production
	1,000 acres	1,000 bushels
1949	192	4,704
1950	165	4,620
1951	112	2,800
1952	118	3,835
1953	212	7,632
1954	354	15,222
1955	460	16,560
1956	442	18,564
1957	398	11,542
1958	239	6,692

Production likewise showed a varying pattern, increasing from 4,704,000 bushels in 1949 to 18,564,000 in 1956. For the next 2 years production dropped, reaching 6,692,000 bushels in 1958.

Wheat

Wheat is another cash crop becoming increasingly important in Arkansas agriculture. Acreage rose from a bare 24,000 in 1949 to 117,000 in 1958. The previous year, 1957, acreage totaled 163,000 (table 24).

During the 10-year period production increased from 348,000 bushels to 2,340,000 in 1958.

Wheat serves both as a pasture crop for livestock for fall and winter grazing and as a cash crop.

Sorghum

Arkansas, like several other States in the Southwest and the Western Plains country, stepped up its production of grain sorghums materially during the 10 years under study. Acreage increased from 14,000 in 1949 to 106,000 in 1958. During the same period, production increased from 241,000 bushels to 3,286,000 (table 25).

Table 24.--Wheat acreage harvested and production of wheat in Arkansas, 1949-58

Year	Acreage harvested	Production
	1,000 acres	1,000 bushels
1949	24	348
1950	18	252
1951	23	356
1952	38	684
1953	86	1,634
1954	63	1,701
1955	77	1,502
1956	96	2,736
1957	163	3,260
1958	117	2,340

Table 25.--Sorghum acreage harvested and production of sorghum in Arkansas, 1949-58

Year	Acreage harvested	Production
	1,000 acres	1,000 bushels
1949	14	241
1950	29	493
1951	15	315
1952	10	170
1953	24	360
1954	18	270
1955	68	1,564
1956	79	1,738
1957	158	4,187
1958	106	3,286

The ability of sorghums to withstand drouth and their high feeding value in relation to corn and other grains is responsible for this increase. It is another cash crop for Arkansas farmers and offers an outlet for acres idled by reduction of allotments of other crops.

Soybeans

Soybeans have long been grown for both beans and forage in many States. In Arkansas, however, they are grown mostly for beans to be sold as an important source of ready cash.

The spectacular increase in acreage harvested from 300,000 in 1949 to 2,026,000 acres in 1958--with a prospect for another 4 percent increase in 1959--is largely the result of the sharp reduction in cotton acreage in that State during the 10-year period. However, some acreage may be turned back to cotton as a result of certain changes in the cotton program (table 26).

Production of soybeans also increased dramatically from 6,300,000 in 1949 to 49,637,000 bushels in 1958. The percentage of increase in acreage harvested over these years was 575 percent. Production rose at the same time 688 percent over the 1949 figure.

Table 26.--Soybean acreage harvested for beans and production of soybeans in Arkansas, 1949-58

Year	Harvested for beans	Production
	1,000 acres	1,000 bushels
1949	300	6,300
1950	581	12,492
1951	607	12,140
1952	886	14,176
1953	771	8,481
1954	958	11,017
1955	1,217	21,906
1956	1,509	27,162
1957	1,383	32,500
1958	2,026	49,637

We hope that the foregoing section will give a clearer picture of the competition livestock experiences from those crops which are competitive for acreage that might otherwise be devoted to pasture and feed crops. In addition, the increase or decrease in acreage and production of feed crops for livestock affects the local supply of feed for farm animals.

AGENCIES WORKING WITH LIVESTOCK

Livestock producers and their organizations have many educational agencies aiding them in their production and marketing programs. One of the most able and interested of their allies is the Agricultural Extension Service.

The Agricultural Extension Service

The Arkansas Agricultural Extension Service has a staff of 56 supervisors and specialists. This staff includes one full-time livestock marketing specialist and two animal husbandmen. A majority of the other specialists do some work with livestock producers.

In addition to these specialists, Arkansas has 78 county agricultural agents. Of this number about one-third, in counties with large numbers of livestock, devote a considerable part of their time to livestock.

The University of Arkansas, at Fayetteville, has a staff of research workers in both the Department of Animal Industry and the Department of Agricultural Economics who are making valuable contributions in livestock production and marketing fields. Experimental work in livestock is going on, not only at the main Experiment Station, at Fayetteville, but also at branch stations located at Batesville and Marianna.

Pasture work is being done at the main Experiment Station and at branch and substations at Batesville, Marianna, Hope, and Keiser. Experimental results are made available to producers through study days held at these stations and through the Arkansas Agricultural Extension Service.

Teachers of Vocational Agriculture

Another important group making a contribution to the educational phase of the livestock industry are the vocational agriculture teachers and their supervisors. There are 340 of these teachers operating largely in rural communities. In addition, 14 supervisors and teacher training specialists work with these agricultural teachers.

Farm Organizations

Three farm organizations in the State worked with livestock producers including the Arkansas Farm Bureau, the Arkansas Farmers Union and the Arkansas Grange. In 1959 membership in the Farm Bureau totaled 57,289. There are approximately 12,000 members of the Arkansas Farmers Union. Membership in the Arkansas Grange was 476. The Farm Bureau, together with the Agricultural Extension Service, requested this study of the livestock industry in the State.

FARMER COOPERATIVES IN ARKANSAS

Cooperative organizations are an important part of the agricultural industry in Arkansas. During the 1957-58 fiscal year, cooperatives operating in Arkansas, both those with headquarters in and out of the State, served some 82,670[8/] farmer members. During this period, an estimated 62[9/] cooperatives were marketing farm products, 79 were handling farm supplies; and 68 were providing their patrons with various related services, such as rice drying, storing, and trucking.

The 132 cooperatives operating in the State, including 14 with headquarters out of the State, did a gross volume of business of almost $115 million and a net volume, after adjusting for duplication arising from intercooperative business, of slightly more than $95 million. This gross volume of about $115 million included $66 million worth of farm products marketed, more than $42 million worth of farm supplies purchased by patrons, and over $6 million for services.

The 118 cooperatives with headquarters in the State did a gross business of more than $101 million with their 52,395 members in 1957-58.

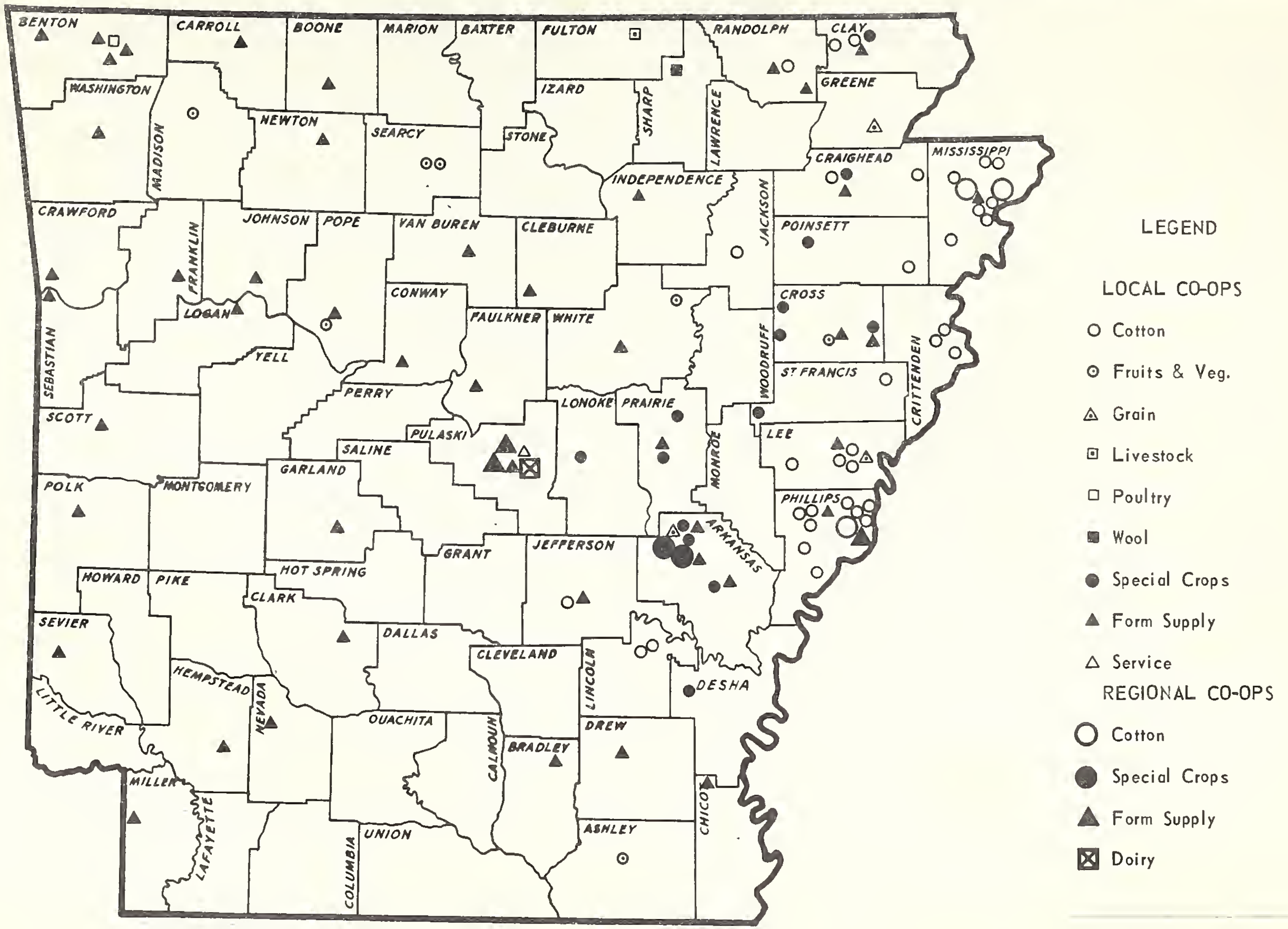
Almost two-fifths of the State's cooperative members are affiliated with associations whose headquarters are located in some other State. In 1957-58, 12 percent of the gross volume of business done cooperatively was with these "out-of-State" associations.

8/ More than 52,000 of these farmer members were affiliated with cooperatives whose headquarters were in the State, as shown in table 27.

9/ Did not include 13 rice drying cooperatives that are classified as marketing associations.

Figure 7

LOCAL AND REGIONAL CO-OPS IN ARKANSAS, 1959



U.S. DEPARTMENT OF AGRICULTURE

FARMER COOPERATIVE SERVICE

In analyzing the business volume of cooperatives with headquarters in Arkansas, the following types stand out as the most important:

Type of cooperative	Gross volume of business
Cotton	15,373,203
Farm supply	32,224,191
Special crops	40,076,158

These associations accounted for 88 percent of the total business volume of all Arkansas cooperatives. It is to be expected, of course, that cotton and special-crop associations (which include rice) would have large business volumes, since they handle the two most important crops produced in the State. Likewise, it is logical for farm-supply cooperatives to have large volumes because of the need of every producer for farm supplies.

The data in table 27 indicate that little progress has been made in developing cooperative livestock marketing associations in Arkansas. At the time this study was made, there was only one livestock marketing cooperative with headquarters in the State and it served only 135 member-producers in 1957-58. About 200 of the State's livestock producers were members of an "out-of-State" association.

In many States livestock cooperatives serve farmers effectively. During the fiscal year 1957-58, a Nationwide total of 593 cooperatives, of all types, including the livestock trucking cooperatives, handled livestock and livestock products with a gross value of more than $1.4 billion. After adjustment for some overlapping functions of regional and local associations, the net value of this livestock was estimated as nearly $1.3 billion. The 490 cooperatives whose business was predominantly livestock marketing or trucking handled livestock and livestock products with a net value of nearly $1.28 billion. This represented over 98 percent of the total net sales of such products by all cooperatives.

While farmers have had limited experience in cooperative livestock marketing, the success of the feeder calf and feeder pig sales can point the way to development of a program for the State and for cooperative livestock associations that will operate on a year-round basis.

Table 27.--Estimated number, membership, and gross volume of business of local and regional cooperatives with headquarters in Arkansas, by type of cooperative, 1957-58 fiscal year

Type of cooperative	Number of associations	Number of members	Gross volume of business			
			Marketing	Farm supply	Service	Total
Cotton	1/ 38	3,640	$13,366,528	$527,852	$1,478,823	$15,373,203
Fruit and vegetables	6	965	1,146,764	-	2,500	1,149,264
Grain	2	2,130	1,005,622	179,961	9,261	1,194,841
Rice	2/ 16	6,705	35,344,417	167,322	4,564,419	40,076,158
Other	3/ 5	1,775	10,952,329	20,000	89,064	11,061,393
Total marketing	67	15,215	61,815,660	895,135	6,144,067	68,854,859
Farm supply	4/ 49	37,110	828,628	31,342,570	52,993	32,224,191
Service	2	70	-	1,500	4,909	6,409
Total	118	52,395	62,644,288	32,239,205	6,201,969	101,085,459

1/ Includes 3 regional associations.
2/ Includes 2 regional associations.
3/ Includes 1 regional association. "Other" includes 1 dairy, 1 livestock, 1 poultry, 1 wool and 1 miscellaneous.

Figure 8

Areas Used in Summarizing Livestock Marketing Schedules and Numbers of Schedules Returned, by Counties

Figures indicate number of completed schedules received from each county. Total - 641.

PART II - SURVEY OF 641 LIVESTOCK PRODUCERS

To arrive at some specific recommendations for improving the efficiency of livestock marketing in the State, a survey of Arkansas livestock producers was made in the spring of 1958. The survey was based on a schedule prepared by the Arkansas Agricultural Extension Service and the Farmer Cooperative Service in cooperation with the Arkansas Farm Bureau Federation. (See appendix, page 87.)

The schedules were distributed to producers through County Farm Bureau presidents and County Agricultural Extension Agents. A total of 641 schedules were filled out and returned to the Arkansas Agricultural Extension Service for analysis. One or more schedules were received from each of the 75 counties, and 10 or more schedules were obtained from each of 35 counties. The largest number received from any one county was 17 (figure 8). Although there was a great variation in the number of schedules obtained between individual counties, on a geographic or trade area basis the distribution was quite uniform. We believe that information obtained from these schedules represents a good sample of conditions and opinions of livestock producers in each area.

Since these schedules were distributed by presidents of County Farm Bureaus and County Extension Agents, we think it is probable that the information was obtained from livestock producers who were somewhat above average both as to size of operations and awareness of marketing conditions and problems.

In 1957, these 641 livestock producers sold livestock amounting to about 5 percent of the total Arkansas marketings of cattle and calves, about 3 percent of total hog marketings, and about 14 percent of total sheep and lamb marketings.

AREAS COVERED

To analyze this information, the State was divided into nine areas as shown in figure 8. The reasons for this division were outlined on page 12 . Factors taken into consideration in deciding upon boundaries of these areas included such items as types of livestock and crop production, topography, transportation, present livestock markets, and natural trade areas.

Table 28 shows the number of completed questionnaires received and summarized for each of the nine areas and rank of the areas according to land contained. It is evident that the number of schedules used for each area was closely related to the total size of the area. Data for these nine areas, therefore, should give a reasonably accurate picture of the situation for the State.

Table 28.--Number of schedules returned by areas

Area number	Schedules returned		Rank according to size of area
	Number	Rank according to number returned	
1	57	6	7
2	83	5	4
3	27	9	9
4	98	2	3
5	96	3	1
6	103	1	2
7	91	4	5
8	50	7	6
9	36	8	8
State total	641	-	-

MARKETINGS

As shown in the schedules, producers were asked how many head of the various kinds of livestock raised on their farms were sold during 1957. Table 29 summarizes the replies of these 641 producers. In total number of animals, feeder cattle were the leading class of livestock marketed, followed closely by slaughter cattle and calves. Slaughter hogs were next in importance, followed in order by feeder pigs, slaughter sheep and lambs, and feeder lambs. Cattle sold as stockers and feeders outnumbered those sold as slaughter animals in all except areas 3, 6, and 9, which are in the Delta on the eastern side of the State. Hogs made up a substantial part of total weight of livestock sold in areas 3, 2, 6 and 8 but made up less than 10 percent of total weight of livestock marketed for all producers reporting. In area 3, hogs made up over one-fourth of the total weight of all livestock marketed.

Marketings of sheep and lambs made up less than 2 percent of the live weight of total livestock sales reported. Sales of sheep and lambs made up a significant percentage of total livestock sales in only one section of the State, area 1. A substantial volume of lamb sales were also reported for areas 2, 4, and 9 but were relatively unimportant as compared with sales of cattle and hogs.

Table 29.--Livestock sold in 1957 by 641 producers

Area number	Stocker and feeder cattle	Slaughter cattle and calves	Feeder pigs	Slaughter hogs	Feeder lambs	Slaughter sheep and lambs	Total[1/] live weight	Average weight per farm reporting
	Number of head						1,000 pounds	1,000 pounds
1	1,488	714	415	539	535	560	1,442	25
2	2,167	1,084	1,297	1,654	524	350	2,296	28
3	496	613	421	1,148	9	9	935	35
4	2,699	2,336	786	1,557	383	607	3,379	34
5	3,534	2,506	416	1,240	122	74	3,768	39
6	4,751	5,713	786	2,133	76	153	6,767	66
7	4,085	2,278	207	386	0	0	3,679	40
8	952	776	299	886	0	0	1,209	24
9	2,468	2,680	225	603	40	1,206	3,290	91
State total	22,640	18,700	4,852	10,146	1,689	2,959	26,765	42

1/ Total of all classes sold using estimated live weights as follows: Feeder cattle 500 pounds; slaughter cattle and calves, 678 pounds; feeder pigs, 45 pounds; slaughter hogs, 218 pounds; feeder lambs, 60 pounds; and slaughter sheep and lambs, 80 pounds.

Total weight of all livestock sold per farm reporting was quite uniform in all but two areas of the State. In 7 of the 9 areas, this figure varied from 24,000 to 40,000 pounds per farm reporting. However, in areas 6 and 9, both made up of large farming units, total sales per farm amounted to 66,000 pounds and 91,000 pounds respectively.

According to results of this survey, livestock sales by Arkansas farmers are not evenly distributed throughout the year, but are concentrated at certain seasons. Cattle marketings are heaviest during the summer and early fall, and lightest during the winter months. Hog marketings are heaviest during the summer and lightest during the winter. However, they were as heavy in November as in July. Sheep and lamb sales are concentrated during the months of May, June, and July and are very light during the remainder of the year.

Table 30 shows seasonal distribution of livestock marketings as reported by producers. This table shows, by months, a percentage of the total observations reported. No attempt was made to arrive at actual numbers marketed each month, reports from large and small producers being given equal weight. Table 30, therefore, is not meant as an actual measurement of volume of livestock marketings, but simply monthly marketings by individual farmers as a percentage of the total. The distribution of sales shown in table 30 for cattle and sheep and lambs is similar to results found in other Arkansas studies. Some studies, however, have shown the greatest concentration of hog marketing in the winter months, while table 30 indicates most frequent hog sales during the summer months.

Table 30.--Seasonal distribution of livestock marketings by Arkansas producers: as a percentage of totals by months

Month	Cattle	Hogs	Sheep and lambs
		Percent	
January	3.3	5.6	1.8
February	4.5	5.6	1.8
March	7.0	9.5	3.6
April	6.8	8.2	7.3
May	6.8	7.2	16.4
June	10.0	12.5	29.1
July	7.3	10.2	12.7
August	10.1	5.9	1.8
September	17.2	8.9	9.1
October	16.3	9.9	5.5
November	7.7	10.2	7.3
December	3.0	6.3	3.6
Total	100.0	100.0	100.0

MARKETS USED AND REASONS FOR CHOOSING THEM

Livestock auctions are the markets most frequently used by Arkansas livestock producers, closely followed by sales at terminal markets, and sales made directly at the producer's farm. Sales at packing plants and through cooperative feeder calf sales each made up about one-tenth of the total. Ninety-nine percent of total sales were accounted for by these five types of markets as shown in table 31.

Table 31.--Types of markets used by Arkansas livestock producers

Area number	Terminal market	Sold at farm	Auction market	Packing plant	Feeder calf sales	Feeder pig sales	Other	Total 1/
	Number of replies							
1	12	28	40	3	16	0	5	104
2	16	34	66	10	19	1	1	147
3	10	12	4	9	12	3	1	51
4	51	32	40	27	7	2	2	161
5	35	32	66	24	9	0	0	166
6	65	24	30	29	24	0	1	173
7	54	26	45	11	9	0	0	145
8	5	19	35	9	0	0	1	69
9	3	14	34	4	0	0	0	55
State total	251	221	360	126	96	6	11	1,071
Percent of total	23.4	20.6	33.6	11.8	9.0	.6	1.0	100.0

1/ Totals do not correspond with total replies received since many producers indicated they use more than one market.

Terminal markets were the most frequently used by livestock producers in areas 4, 6, and 7, which are served by the terminals at Fort Smith, Memphis, and Texarkana. In area 5, serviced by the Little Rock terminal, terminal sales were reported only about half as frequently as sales at auctions.

Livestock auctions were the markets most frequently used by producers in areas 1, 2, 5, 8, and 9. In area 3, sales at producers' farms, through cooperative feeder calf sales, and at terminal markets were reported with about equal frequency. Very few producers in area 3 reported sales through local auction markets.

Many Arkansas producers are accustomed to using more than one type of market in selling their livestock. As shown in table 32, slightly less than one-half of the producers reporting indicated that they used only one type of market. Over one-third reported that they used two types of markets, and over one-tenth reported using three types of markets. This tendency to use more than one type of market is most pronounced in areas 1, 2, 3, and 5 and least pronounced in area 8, where two-thirds of the replies indicated that only one type of market was used.

Table 32.--Number of different types of markets used by Arkansas livestock producers

Area number	Only one type of market	Two types of markets	Three types of markets	Four or more types of markets	Total replies
	Number of producers reporting				
1	23	24	8	1	56
2	34	37	10	2	83
3	9	13	5	0	27
4	54	31	10	3	98
5	40	45	8	3	96
6	49	36	13	3	101
7	50	29	11	1	91
8	33	13	3	0	49
9	20	13	3	0	36
State total	312	241	71	13	637
Percent of total	49.0	37.8	11.2	2.0	100.0

Price received and convenience are the most important considerations of Arkansas producers in selecting a market for their livestock. These two factors accounted for over two-thirds of the total reasons given for choice of a market as shown in table 33. Fifteen different types of reasons for marketing at these points were tabulated, and 41 percent of the reasons given were associated with obtaining the best price. In addition, 7.6 percent of the reasons given were associated with obtaining more buyer competition, which would also be related to price. Convenience was the reason given for selection of a market in 29.6 percent of the replies. All other reasons, including marketing expense, market regulations, only market available, ability to refuse bids, and loyalty to a particular market, accounted for only about one-fifth of the total reasons given.

Convenience was the major consideration in areas 1 and 2, while price was the most frequent reason listed in all other areas. Both area 1 and area 2 include large proportions of mountainous terrain where transportation can be a serious problem.

Table 33.--Arkansas producers' reasons for marketing livestock at the points they selected

Area number	Received best price	Most convenient	More buyer competition	Less marketing expense	Only market available	Other reasons	Total 1/
			Number of replies				
1	13	20	2	4	4	10	53
2	28	34	2	7	7	10	88
3	18	7	2	4	0	0	31
4	46	32	9	7	8	6	108
5	37	34	6	6	7	9	99
6	54	25	10	9	4	10	112
7	52	25	18	8	4	15	122
8	23	16	2	1	3	3	48
9	15	13	2	0	4	2	36
State total	286	206	53	46	41	65	697
Percent of total	41.0	29.6	7.6	6.6	5.9	9.3	100.0

1/ Totals do not correspond with total replies received since some did not answer the question and others listed more than one reason.

REPLACEMENT SOURCES

Other farmers were the most important source of replacement animals purchased by Arkansas livestock producers. This was true in all nine areas of the State, and exactly one-half of the producers indicated their replacement purchases were direct from other farmers. The second most important source in all areas was local livestock auctions. Purchases from country dealers, terminal markets, country order buyers, and livestock cooperatives made up only about one-fifth of the total as shown in table 34.

Producers' reasons for buying replacement animals from these sources are shown in table 35. Obtaining exactly the type of livestock they desired, obtaining animals free from disease, and convenience were the reasons most commonly listed. These three considerations accounted for 69.5 percent of the total, while all other reasons totaled only 30.5 percent. Convenience appeared most important in areas 1 and 2 and freedom from disease in area 7. Type of livestock desired was most important in areas 4, 5, and 6. A large variety of reasons for purchases at points selected were given in areas 3, 8, and 9.

Table 34.--Sources used by Arkansas producers to obtain replacement livestock

Area number	Direct from other farmers	Livestock auction	Country dealers	Terminal markets	Country order buyers	Cooperatives	Total 1/
				Number of replies			
1	31	17	4	0	2	0	54
2	47	25	10	0	1	2	85
3	8	6	2	0	0	2	18
4	47	24	6	9	14	1	101
5	44	32	7	6	2	1	92
6	41	31	4	13	3	5	97
7	45	21	12	6	0	0	84
8	25	11	7	1	1	0	45
9	16	13	2	1	0	0	32
State total	304	180	54	36	23	11	608
Percent of total	50.0	29.6	8.9	5.9	3.8	1.8	100.0

1/ Includes only replacement animals purchased from others. A total of 226 replies indicated that they raised their own replacements. Some producers listed more than one source.

DISSATISFACTION WITH SERVICES

Table 36 shows a list of 10 livestock marketing services and the number of producers who considered these present services unsatisfactory. Sorting and grading was the service most commonly checked by producers as being unsatisfactory, closely followed by sales, market information, and finding buyers. Finding buyers is, of course, closely linked to satisfaction with sales. Only 31 producers indicated dissatisfaction with attitude of market personnel and transportation services. Only 47 producers expressed doubt concerning weights. Only 52 producers indicated dissatisfaction with purchases, as compared with 123 indicating unsatisfactory sales.

Table 35.--Arkansas producers' reasons for buying replacement livestock at the points reported

Area number	Type of livestock desired	Freedom from disease	Most convenient	Reliability of seller	Only source available	Other	Total 1/
	Number of replies						
1	4	4	10	4	1	2	25
2	9	10	12	4	4	4	43
3	3	0	3	1	2	2	11
4	15	14	8	8	4	6	55
5	17	14	16	8	4	6	65
6	16	4	4	5	1	10	40
7	10	18	6	7	2	5	48
8	6	6	5	3	1	5	26
9	7	4	5	0	2	0	18
State total	87	74	69	40	21	40	331
Percent of total	26.3	22.4	20.8	12.1	6.3	12.1	100.0

1/ Totals do not equal total schedules received since some did not answer this question and others listed more than one reason.

Table 37 shows, by areas, the total number of livestock marketing services checked by producers as either satisfactory or unsatisfactory. Of the total number of services checked, 77 percent were considered as satisfactory and only 23 percent as unsatisfactory. Least dissatisfaction with present livestock marketing services was found in areas 3 and 7. Most dissatisfaction was indicated in areas 2 and 5.

Livestock producers were asked the following questions as part of the questionnaire: "What are your criticisms, if any, of the various types of marketing agencies operating in your area?" A total of 327 replies were received in answer to this question. As shown in table 38, the most frequent cricicism was low prices or lack of buyer competition, followed by high marketing costs, poor or unsanitary facilities, and trader operations. Such things as incorrect weights, lack of correct sorting and grading, dishonesty, and favoritism in selling were mentioned less frequently. Eighteen percent of the items mentioned as criticisms did not fall into any of the first eight categories, but included such things as not recognizing differences in quality and incorrect market quotations. Low prices or lack of buyer competition was the most frequent criticism in seven of the nine areas.

Table 36.--Present livestock marketing services listed by Arkansas producers as unsatisfactory

Kind of service	Number of producers who indicated unsatisfactory service
Sorting and grading	126
Sales	123
Market information	111
Finding buyers	98
Feedlot appraisals	72
Feeding and holding	59
Purchases	52
Weighing	47
Transportation	31
Attitude of personnel	31

SUGGESTED IMPROVEMENTS

Producers' suggestions for improvements needed in marketing services, as shown in table 39, correspond very closely with the unsatisfactory services listed in table 36 and criticisms of present marketing agencies shown in table 38. The most frequent suggestion for improved marketing service was additional buyer competition. Almost one-third of the suggestions received dealt with improved buyer competition. Low prices and lack of buyer competition were the most frequent criticisms as shown in table 38, and livestock sales was one of the important services listed as being unsatisfactory in table 36. Suggestions for improved sorting and grading were next in frequency, followed by suggestions for more market information and improved sanitation and disease control.

Table 37.--Total number of livestock marketing services checked by Arkansas producers as satisfactory or unsatisfactory

Area number	Satisfactory: Number of replies	Unsatisfactory: Number of replies	Unsatisfactory: Percent of total called unsatisfactory
	Number of services checked[1]		
1	182	51	22
2	289	117	29
3	126	28	18
4	436	136	24
5	318	134	30
6	459	114	20
7	405	62	13
8	171	61	26
9	174	47	21
State total	2,560	750	23

1/ A total of 10 different kinds of services were listed on the questionnaire. It would have been possible for a total of 6,410 to have been checked, either as satisfactory or unsatisfactory.

It becomes apparent from a study of replies to these questions about marketing services, that Arkansas producers were most concerned about prices received as influenced by buyer competition, improvements needed in sorting and grading their livestock, additional information on market conditions, and improved and more sanitary marketing facilities.

Table 40 gives Arkansas producers' suggestions for new livestock marketing services needed in their area. Almost one-third of the suggestions for new services dealt with special sales for feeder livestock, and one-fifth of the total dealt with development of cooperative markets in their area. Feeder calf and feeder pig sales have received a great amount of publicity in Arkansas during the past few years, which may account for the large proportion of replies suggesting special feeder sales as new services needed in their area.

Table 38.--Arkansas producers' criticisms of livestock marketing agencies operating in their areas

Area number	Lack of buyer competition	Low prices	High marketing costs	Poor or unsanitary facilities	Trader operations	Incorrect weights	Lack of correct sorting and grading	Other 1/	Total 2/
					Number of replies				
1	4	1	3	4	3	3	1	7	26
2	9	0	9	7	3	2	5	9	44
3	2	1	0	5	4	0	0	5	17
4	20	2	3	2	7	8	3	14	59
5	10	7	9	6	7	1	3	13	56
6	7	3	6	5	2	1	3	10	37
7	13	0	5	2	6	4	2	15	47
8	6	1	1	5	1	2	2	7	25
9	5	1	4	1	0	0	0	5	16
State total	76	16	40	37	33	21	19	85	327
Percent of total	23.3	4.9	12.2	11.3	10.1	6.4	5.8	26.0	100.0

1/ Includes such things as not recognizing quality in prices and incorrect market quotations.

2/ Totals will not equal total number of replies received since a large number of producers did not reply to this question.

Table 39.--Producers' suggestions for improvements in Arkansas livestock marketing services

Area number	More buyer competition	Improved sorting and grading	More marketing advice and more reliable market reports	Improved sanitation and disease control	Improved weighing	Better handling of livestock	Other 1/	Total 2/
	Number of replies							
1	10	1	0	4	2	2	1	20
2	13	5	7	12	0	3	4	44
3	5	4	0	2	1	0	1	13
4	18	10	8	3	4	2	10	55
5	19	12	6	7	4	3	10	61
6	10	6	10	3	3	1	3	36
7	13	9	2	0	3	4	4	35
8	4	6	1	3	3	2	5	24
9	2	2	2	1	0	1	5	13
State total	94	55	36	35	20	18	43	301
Percent of total	31.2	18.3	12.0	11.6	6.6	6.0	14.3	100.0

1/ Includes such suggestions as more honest management, brand inspection, and lower marketing costs.

2/ Total will not equal total number of replies received since a large number of producers did not reply to this question.

Table 40.--Arkansas producers' suggestions as to new livestock marketing services needed

Area number	Special sales for feeder livestock	Cooperative marketing	Marketing advice and better market reports	Grading	Market closer to farm	Improved facilities and disease control	Market for fed cattle	Other 1/	Total 2/
				Number of replies					
1	6	6	1	0	0	0	0	3	16
2	5	4	2	1	0	4	1	6	23
3	1	4	1	0	0	1	4	0	11
4	19	7	3	4	1	1	1	6	42
5	7	12	2	2	8	3	1	5	40
6	7	8	3	2	1	1	1	5	28
7	16	3	4	3	3	1	2	2	34
8	6	1	0	1	0	2	0	2	12
9	2	1	1	3	3	1	0	2	13
State total	69	46	17	16	16	14	10	31	219
Percent of total	31.5	21.0	7.8	7.3	7.3	6.4	4.6	14.1	100.0

1/ Includes such suggestions as inspection of scales, moving livestock direct from range to feedlots, and obtaining more buyer competition.

2/ Totals do not equal total number of replies since a large number of producers did not reply to this question.

Other new marketing services suggested by several producers were better market reports, grading, additional markets closer to their farm, improved facilities and disease control, and markets specializing in sales of fed cattle.

OPINION ON OVERHEAD GROUPS

In the survey a question was asked as to whether area or regional marketing organizations and a statewide marketing agency were needed to improve the livestock marketing structure in Arkansas.

Replies to this question are summarized in tables 41 and 42. Eighty producers answered the part of the question relating to area or regional marketing organizations. Seventy-four producers said such organizations would be helpful, and six said they were not needed. Most interest in development of regional livestock marketing organizations was apparent in areas 3, 5, 6, and 8. Most opposition to this suggestion was evidenced in area 9. The total number of replies received to this question was, of course, too small to provide definite information concerning this point.

Table 41.--Arkansas producers' opinions of need for area or regional livestock marketing organizations

Area number	Needed	Not needed	Total replies 1/
		Number of replies	
1	1	0	1
2	8	0	8
3	6	0	6
4	9	1	10
5	15	0	15
6	12	0	12
7	7	1	8
8	13	1	14
9	3	3	6
State total	74	6	80
Percent of total	92.5	7.5	100.0

1/ Only 80 replies to this question out of a total of 641 schedules returned.

Table 42.--Arkansas producers' opinions of need for statewide livestock marketing agency

Area number	Needed	Not needed	Total replies1/
		Number of replies	
1	1	1	2
2	8	0	8
3	5	0	5
4	8	3	11
5	7	0	7
6	6	2	8
7	5	2	7
8	6	1	7
9	1	3	4
State total	47	12	59
Percent of total	79.7	20.3	100.0

1/ Only 59 replies to this question out of a total of 641 schedules returned.

Only 59 producers answered the question as to whether development of a statewide marketing agency would be advisable. Again, the number of replies was too small to provide definite information. About four-fifths of the number who replied thought such a development was advisable, and about one-fifth thought a statewide livestock marketing agency was not needed.

INTEREST IN LOCAL COOPERATIVES

A total of 248 producers indicated they would be willing to help finance a cooperative livestock marketing association organized in their area, 119 said they would be willing to help if it were properly organized and operated, and 121 said they would not be willing to help finance such an association. Out of a total of 488 producers who replied to this question, three-fourths indicated they would be willing to help finance a properly organized cooperative livestock marketing association in their area, and one-fourth said they would not help finance such an undertaking. Table 43 gives a summary of replies to this question. Areas 3, 5, and 8 showed greatest interest in helping finance such an organization. Least percentage of interest was shown in areas 7 and 9.

Table 43.--Arkansas producers' willingness to help finance a cooperative livestock marketing association in their area

Area number	Definite yes	Conditional yes1/	No	Question not answered	Total
			Number of replies		
1	19	10	7	21	57
2	26	18	11	28	83
3	12	4	3	8	27
4	35	21	23	19	98
5	51	11	10	24	96
6	38	18	17	30	103
7	27	20	27	17	91
8	25	11	9	5	50
9	15	6	14	1	36
State total	248	119	121	153	641
Percent of total	38.7	18.6	18.9	23.8	100.0

1/ Indicated willingness to help finance such an association, provided it was properly organized and operated.

Interest of producers in marketing livestock through a cooperative livestock marketing association in their area was greater than that shown for helping finance such an organization. Table 44 gives this information. Out of a total of 506 producers who answered this question, 457--or 90 percent--indicated they would market all or part of their livestock through such an organization if it were properly organized and operated. Greatest interest was shown by producers in areas 3, 4, 5, and 8. Least interest was shown in areas 6, 7, and 9.

In the questionnaire, producers were asked to list all livestock which they had sold during the previous year, 1957. In order to determine the relative volume of livestock sold by those who said they would market through a cooperative and those who said they would not or failed to answer the question, sales of livestock by these producers were combined on an animal-unit basis and percentages calculated as shown in table 45.

Table 44.--Arkansas producers' willingness to market through a cooperative livestock marketing agency, if one should be organized in their area

Area number	Definite yes	Conditional yes 1/	Part of total production 2/	No	Question not answered	Total
			Number of replies			
1	28	11	0	3	15	57
2	37	22	1	1	22	83
3	17	4	0	1	5	27
4	52	22	3	9	12	98
5	57	17	1	4	17	96
6	45	19	2	8	29	103
7	34	19	3	13	22	91
8	27	12	1	3	7	50
9	13	9	1	7	6	36
State total	310	135	12	49	135	641
Percent of total	48.4	21.1	1.9	7.6	21.0	100.0

1/ Indicated they would market their livestock through such an agency if it were properly organized and operated or if prices were equal to those of other available markets.

2/ These producers stated they would market part of their livestock through such an agency and part through other markets.

The percentage of total livestock sold by those producers who were not interested in marketing through a cooperative was slightly larger than the percentage of total replies shown in table 44. This indicates that producers who answered this question in the negative produced slightly more livestock, on the average, than producers who said they would market through a cooperative. The percentage of total livestock sold by those producers who failed to answer this question--20.6--was slightly lower than the percentage shown in table 44--21.0--indicating they are slightly below average in the number of livestock sold. Figures for individual areas indicate that a well-organized and properly operated livestock marketing cooperative might have the support of producers owning between 80 and

90 percent of the total livestock marketed in some areas such as 3, 4, 5, and 8. In other areas, particularly area 9, such an undertaking might lack support and perhaps even encounter active opposition from a large number of livestock producers.

Table 45.--Animal units of livestock sold in 1957 by 641 Arkansas producers[1/]: Percentage of total classified according to whether owners would sell through a cooperative marketing association

Area number	Would market[2/] through cooperatives	Would not market through cooperative	Question unanswered	Total
		Percent		
1	76.9	8.3	14.8	100.0
2	76.1	1.5	22.4	100.0
3	86.5	.7	12.8	100.0
4	85.0	4.0	11.0	100.0
5	80.5	2.8	16.7	100.0
6	58.2	5.4	36.4	100.0
7	68.9	15.3	15.8	100.0
8	90.9	2.4	6.7	100.0
9	50.1	33.7	16.2	100.0
State total	70.2	9.2	20.6	100.0

1/ All classes of livestock sold converted to a live-weight basis using actual or estimated weights as follows: Feeder cattle, 500 pounds; feeder pigs, 45 pounds; feeder lambs, 60 pounds; slaughter cattle and calves, 678 pounds; slaughter hogs, 218 pounds; and slaughter lambs, 80 pounds.

2/ Includes those producers who answered "yes", those who said they would market part of their livestock through such a cooperative, and those who gave a conditional answer such as "Yes, if it is properly managed."

The actual numbers of the various classes of livestock sold by producers who filled out the questionnaire are shown in tables 46 to 51, inclusive. Hog producers indicated more interest in developing cooperative markets than cattle producers. Feeder cattle producers showed more interest than producers of slaughter cattle. Sheep and lamb marketings are of minor importance in most areas. Yet in all but one area, producers indicated they would market most of their lambs through such an organization.

Table 46.--Number of slaughter cattle sold in 1957 by 641 Arkansas producers, classified according to whether owners would sell through a cooperative marketing association

Area number	Would market[1] through cooperatives	Would not market through cooperatives	Question unanswered	Total
		Number of head		
1	528	41	145	714
2	738	0	346	1,084
3	541	0	72	613
4	1,955	87	294	2,336
5	2,052	125	329	2,506
6	2,647	325	2,741	5,713
7	1,517	388	373	2,278
8	715	32	29	776
9	1,353	820	507	2,680
State total	12,046	1,818	4,836	18,700
Percent of total	64.4	9.7	25.9	100.0

1/ Includes those producers who answered "yes," those who said they would market part of their livestock through such a cooperative, and those who gave a conditional answer such as "Yes, if it is properly managed."

KIND OF ORGANIZATION NEEDED

If producers decide to set up their own organization, what kind is needed in Arkansas? What type is most likely to succeed?

Several types of livestock cooperatives have been successful over the years--terminal cooperatives, auctions, direct-to-packer sales organizations, and multiple-service organizations. Each type will be briefly described here.

A terminal cooperative is usually located on a public livestock market. It operates on a commission basis. Usually a number of other marketing agencies operate on the same market, along with order buyers and dealers, all of them registered with the Packers and Stockyards Administration of the U. S. Department of Agriculture. These terminal cooperative agencies usually perform a field service where weights and values of livestock are appraised for farmers. They also purchase stocker and feeder animals for stockmen to feed or pasture and perform sales service at the market. These terminal cooperative agencies are the oldest type of large-scale cooperative marketing agency. Many were started during the period 1920-30.

Many of these terminal agencies have performed important services, both in the country and on the market. Through specialized and trained salesmen for the different species of stock, they have demonstrated bargaining ability and have been important in maintaining price levels at the terminal markets on as high a basis as possible. Some have been quite successful in building a large volume of business with good earnings.

Table 47.--Number of feeder cattle sold in 1957 by 641 Arkansas producers, classified according to whether owners would sell through a cooperative marketing association

Area Number	Would market[1/] through cooperatives	Would not market through cooperatives	Question unanswered	Total
		Number of head		
1	1,107	180	201	1,488
2	1,677	70	420	2,167
3	390	12	94	496
4	2,225	148	326	2,699
5	2,728	38	768	3,534
6	3,630	213	908	4,751
7	2,862	596	627	4,085
8	852	8	92	952
9	1,175	910	383	2,468
State total	16,646	2,175	3,819	22,640
Percent of total	73.5	9.6	16.9	100.0

1/ Includes those producers who answered "yes", those who said they would market part of their livestock through such a cooperative, and those who gave a conditional answer such as "Yes, if it is properly managed."

Table 48.--Number of slaughter hogs sold in 1957 by 641 Arkansas producers, classified according to whether owners would sell through a cooperative marketing association

Area number	Would market 1/ through cooperatives	Would not market through cooperatives	Question unanswered	Total
	Number of head			
1	493	0	46	539
2	1,357	0	297	1,654
3	1,035	0	113	1,148
4	1,525	5	27	1,557
5	1,153	0	87	1,240
6	1,327	152	654	2,133
7	323	0	63	386
8	826	8	52	886
9	603	0	0	603
State total	8,642	165	1,339	10,146
Percent of total	85.2	1.6	13.2	100.0

1/ Includes those producers who answered "yes", those who said they would market part of their livestock through such a cooperative, and those who gave a conditional answer such as, "Yes, if it is properly managed."

Due to decentralized marketing and the reluctance of farmers to drive through city traffic to deliver their stock at the stockyards, some terminal markets have lost business. Industrialization around these markets has also reduced livestock numbers in the market area and total volume on the market.

The auction system of marketing has been the most popular and the fastest growing in recent years. Auctions now handle more cattle than any other type of agency in the country. A few auctions operate on terminal markets, but practically all operate at country points. Auctions now sell livestock for their consignors usually on a commission basis, but a few sell on a head basis.

Practically every State in the Union has cooperative auctions. In recent years cooperatives and other types of auctions have built some excellent, efficient facilities.

Table 49.--Number of feeder pigs sold in 1957 by 641 Arkansas producers, classified according to whether owners would sell through a cooperative marketing association

Area number	Would market[1/] through cooperatives	Would not market through cooperatives	Question unanswered	Total
		Number of head		
1	375	0	40	415
2	1,165	0	132	1,297
3	421	0	0	421
4	774	10	2	786
5	378	0	38	416
6	500	76	210	786
7	156	30	21	207
8	184	37	78	299
9	220	0	5	225
State total	4,173	153	526	4,852
Percent of total	86.0	3.2	10.8	100.0

1/ Includes those producers who answered "Yes," those who said they would market part of their livestock through such a cooperative, and those who gave a conditional answer such as "Yes, if it is properly managed."

Direct-to-packer sales organizations operated by cooperatives handle mostly hogs, although a few handle some calves and cattle. These operate mostly in the Corn Belt, in the heavy hog-producing territory. These cooperative agencies usually have a number of concentration yards, which they own or have a working relationship with and which supply this hog volume. They purchase these hogs from producers through the concentration points and sell them direct to packers who make the highest bid.

A multiple service cooperative is one that operates two or more types of services. It may operate on a terminal market, may serve farmers through auctions and concentration points and operate a direct-to-packer sales agency. These agencies have been quite successful in building volume and in making net earnings. They have been successful because they have offered farmers and stockmen a wide variety of services well performed.

Table 50.--Number of slaughter sheep and lambs sold in 1957 by 641 Arkansas producers, classified according to whether owners would sell through a cooperative marketing association

Area Number	Would market1/ through cooperatives	Would not market through cooperatives	Question unanswered	Total
	Number of head			
1	520	10	30	560
2	350	0	0	350
3	9	0	0	9
4	564	25	18	607
5	44	0	30	74
6	153	0	0	153
7	0	0	0	0
8	0	0	0	0
9	6	1,200	0	1,206
State total	1,646	1,235	78	2,959
Percent of total	55.6	41.7	2.7	100.0

1/ Includes those producers who answered "yes", those who said they would market part of their livestock through such a cooperative, and those who gave a conditional answer such as, "Yes, if it is properly managed."

In Arkansas it would appear that the type of cooperative organization which could give farmers the maximum service would be a statewide marketing organization that would own and operate local market and auction facilities.

Farmers in a given locality who wanted local marketing service would buy stock in the statewide association. The money raised locally from the sale of stock would be used to build and equip the local auction facility. In the event there was a good local facility available, it might be purchased or leased on a long-term basis.

There are two alternatives to the above-mentioned system, but both have distinct disadvantages. One alternative is for a local group to finance and build an auction facility or purchase or lease a facility to operate. These would be independent units with no relationship or coordination with other auctions. This type of cooperative is not large enough to offer a complement of services which best serve stockmen.

Table 51.--Number of feeder lambs sold in 1957 by 641 Arkansas producers, classified according to whether owners would sell through a cooperative marketing association

Area number	Would market1/ through cooperatives	Would not market through cooperatives	Question unanswered	Total
		Number of head		
1	515	20	0	535
2	524	0	0	524
3	9	0	0	9
4	347	0	36	383
5	122	0	0	122
6	76	0	0	76
7	0	0	0	0
8	0	0	0	0
9	40	0	0	40
State total	1,633	20	36	1,689
Percent of total	96.7	1.2	2.1	100.0

1/ Includes those producers who answered "yes", those who said they would market part of their livestock through such a cooperative, and those who gave a conditional answer such as "Yes, if it is properly managed."

Another alternative is to set up auctions that would be owned by producers at local points but would contract with a State organization to operate them. This type of cooperative setup has the disadvantage of two separate boards of directors--the local and the State boards. Whenever a new policy is established or changes are made in the local facility, these must be cleared with both boards of directors. Under this type of setup the problem usually arises as to who will pay for the additional facilities. Sometimes there are costly delays in obtaining needed improvements.

It is important to note that every livestock cooperative now organized on this basis has taken steps to reorganize so that the State organization will own and operate the local facilities.

Recommendations

In implementing a marketing program, the logical question is what procedure should be followed? We are suggesting a number of steps to take. These follow:

1. Set up county livestock meetings throughout the State. Certainly one of the first steps in developing the marketing program would be to hold a series of countywide livestock meetings which would cover all the principal livestock counties in the State. A suggested program for these meetings might include these points:

   a. Present a bird's eye picture of the livestock industry in Arkansas to producers. Include the major changes and trends of livestock production and marketing during the past 10 years.

   b. A similar presentation should be made covering crop production, feed grains, and pasture for livestock.

   c. Outline status of cooperatives in Arkansas, including the feeder calf and pig sales and lamb pools.

   d. Present principal results of the survey of 641 producers.

   e. Discuss recommendations as outlined in this report.

   f. Explain operations and services of livestock cooperatives in other areas.

   g. Discuss possibilities of organizing a State livestock marketing association with affiliated local cooperatives.

2. Organize statewide livestock cooperative if producers in meetings react favorably.

In making this recommendation, we recognize that only a small percent of the producers replying to the question in the schedule, "What improvements, if any, are needed in the marketing structure in your State such as a statewide marketing agency?" indicated interest in this type of marketing agency.

Without a doubt the limited response which producers gave to the question of establishing a State marketing association was due to their lack of familiarity with the services to producers performed by such organizations operating in other areas. They had seen and experienced only the results of their own effort in organizing feeder calf sales, feeder pig sales, and lamb pools. They had only limited knowledge of the operations of a marketing cooperative operating throughout the year on a daily or a weekly basis. However, cooperative self-help efforts, such as feeder sales and pools, are important foundation steps in establishing marketing machinery which would function on a year-round basis.

3. Conduct surveys in local areas where producers request market services and facilities.

Before organizational work is attempted in any area of the State, a group of producers should make a specific request for the marketing survey.

In conducting the study to determine if a marketing agency and facility should be located in the section, attention should be given to the following factors:

a. Widespread interest of a large number of representative producers who would be interested in marketing their livestock through a cooperative and financing such an agency.

b. Sufficient volume of livestock in the area to support a cooperative.

c. Outlets for livestock including the number and size of slaughtering plants and the number of established buyers within a radius of 50 miles.

d. Number of other successful cooperatives in the area.

e. Competition likely to be experienced from other agencies.

f. Efficient existing facilities which might be purchased or leased.

g. Possible locations for a market facility, giving consideration to highways, railroads, proximity to cities, soil, and topography.

h. Adequate water supply.

i. Adjacent pasture for conditioning stock or handling stockers and feeders.

These items are self explanatory. Only a few comments are necessary. 10/ As a rule, to run an efficient auction takes a volume of about 25,000 animal units a year. 11/ Auctions should not be located closer to each other than 25 miles. Actually, 50 miles apart is a better distance.

4. If the survey report is favorable to location of a marketing association in a given area, determine the type, size, materials, and equipment needed and the cost of such a facility.

Cooperative auction facilities have been built recently at a cost ranging from $40,000 to $250,000. In most areas a $40,000 to $75,000 facility would handle the volume. Every possible labor saving device, such as hydraulic gates, power cleaning equipment, relatively small sale rings, and limited seating area are important. Some auctions have provided from 500 to 600 seats. Two hundred should be a maximum. Some rings will accommodate two carloads of cattle. One that will take care of one-half a carload is usually ample.

10/ It is likely that the auction method of marketing will be favored by producers in Arkansas.

11/ Animal units as here used equal 1 head of cattle, 2 calves, 4 hogs, or 5 sheep.

APPENDIX

Schedule Used in the Livestock Marketing Survey

1. How many head of feeder stock raised on your own farm did you sell in 1957?

   Cattle__________ Feeder pigs__________ Feeder lambs________

2. How many head of slaughter stock did you market last year?

   Cattle__________ Hogs__________ Sheep__________

3. In what months do you usually market your

   Cattle__________ Hogs__________ Sheep__________

4. Where do you sell your livestock? (Please check)

   Terminal market__________
   Your farm__________
   Livestock auction__________
   Packer buying points__________
   Packing plant__________
   Feeder calf sales__________
   Feeder pig sales__________
   Cooperative in__________ (Name of city)
   Other__________ (Please indicate)

5. Why do you market at the points you have selected?__________

6. Where do you usually obtain your replacement livestock? (Please check)

   Terminal market__________
   Livestock auction__________
   Country dealers__________
   Direct from range__________
   Other farmers__________
   Country order buyers__________
   Producers' cooperatives__________
   Other__________ (Please indicate)

7. Why do you prefer these points?__________

8. Have the services of livestock marketing agencies been satisfactory with respect to:

Sales	Yes___No___	Sorting, grading	Yes__No___
Purchases	Yes___No___	Weighing	Yes__No___
Market information	Yes___No___	Feeding and holding	Yes__No___
Feedlot appraisals	Yes___No___	Finding buyers	Yes__No___
Transportation	Yes___No___	Attitude of personnel	Yes__No___

Other____

Comment on those not satisfactory______________________

____

9. What are your criticisms, if any, of the various types of marketing agencies operating in your area?______________________

____

10. List your suggestions for improvements needed in marketing services____

____

11. What new marketing services, if any, are needed?______________

____

____

12. What improvements, if any, are needed in the marketing structure in your State, such as -

   a. Area or regional marketing organizations__________________

   ____

   b. Statewide marketing agency______________________________

   ____

13. Would you be willing to buy stock in or otherwise help to finance a cooperative livestock marketing association organized in your area?____

14. Would you market your livestock through such an association?___

____

____
Name

____
Address

____
County

Appendix table 1.--Summary of Arkansas cooperative feeder calf sales, 1958 and 1959

Place and date of sale		Number of head sold: Steers	Heifers	Total	Average weight per head: Steers	Heifers	Total
1958		Number			Pounds		
Corning	4-7-58	175	95	270	405	435	416
Weldon	4-8-58	330	363	693	403	422	413
Imboden	4-9-58	148	91	239	440	362	410
Marianna	4-10-58	459	311	770	421	428	423
Texarkana	9-2-58	635	341	976	435	416	428
Dardanelle	9-4-58	185	62	247	451	419	443
Morrilton	9-5-58	374	153	527	459	434	452
Marianna	9-11-58	940	412	1,352	444	423	438
Weldon	9-16-58	1,011	680	1,691	434	378	412
Batesville	9-17-58	281	68	349	460	384	446
Imboden	9-18-58	409	224	633	434	400	422
Corning	9-19-58	490	169	659	470	398	451
Fayetteville	9-26-58	361	150	511	539	454	514
Hope	10-9-58	326	187	513	417	404	412
Marianna	11-6-58	423	293	716	382	356	371
Imboden	11-7-58	268	159	427	379	373	377
Total or average,		6,815	3,758	10,573	437	403	425
1959							
Weldon	4-7-59	669	352	1,021	439	404	427
Corning	4-8-59	279	117	396	439	404	429
Marianna	4-9-59	736	421	1,157	472	396	444
Imboden	4-10-59	244	161	405	436	385	416
Morrilton	4-15-59	208	161	369	459	445	453
Fayetteville	4-16-59	198	91	289	479	404	455
Dardanelle	9-3-59	192	54	246	464	415	453
Morrilton	9-4-59	443	226	669	458	456	457
Texarkana	9-8-59	705	368	1,073	442	425	436
Marianna	9-10-59	1,334	477	1,811	364	403	374
Hope	9-11-59	204	155	359	450	398	428
Weldon	9-15-59	896	455	1,351	449	397	431
Batesville	9-16-59	639	300	939	471	431	458
Imboden	9-17-59	537	304	841	452	400	433
Corning	9-18-59	381	180	561	486	432	469
Van Buren	9-30-59	428	163	591	434	368	417
Fayetteville	10-1-59	549	216	765	484	445	473
Harrison	10-2-59	314	204	518	400	393	398
Weldon	11-3-59	632	297	929	427	379	412
Imboden	11-4-59	357	274	631	353	350	352
Marianna	11-5-59	856	456	1,312	456	428	446
Total or average,		10,801	5,432	16,233	438	407	428

Appendix table 2.--States receiving Arkansas cattle sold at co-operative feeder calf sales, 1958 and 1959

State of destination	Number of head sold: Steers	Heifers	Total	Percentage sold to indicated States
		Number		Percent
1958				
Arkansas	1,138	526	1,664	17.3
Missouri	1,268	390	1,658	17.3
Kansas	882	317	1,199	12.5
Iowa	759	388	1,147	12.0
Illinois	580	383	963	10.0
Texas	479	465	944	9.8
Oklahoma	371	132	503	5.2
Indiana	162	269	431	4.5
Louisiana	75	269	344	3.6
Colorado	63	135	198	2.1
Tennessee	175	12	187	2.0
California	84	0	84	.9
Arizona	47	33	80	.8
Mississippi	31	36	67	.7
New Mexico	0	62	62	.6
Ohio	44	0	44	.5
Michigan	22	0	22	.2
Total - 17 States	6,180	3,417	9,597	100.0
1959 1/				
Arkansas	2,492	2,292	4,784	36.5
Missouri	2,017	759	2,776	21.2
Iowa	1,215	398	1,613	12.3
Texas	1,005	260	1,265	9.7
Illinois	881	354	1,235	9.4
Oklahoma	431	237	668	5.1
Nebraska	214	10	224	1.7
Mississippi	98	50	148	1.1
Michigan	124	0	124	1.0
Colorado	0	97	97	.7
Indiana	44	26	70	.5
Tennessee	62	0	62	.5
Louisiana	28	16	44	.3
Total - 13 States	8,611	4,499	13,110	100.0

1/ Destinations of cattle from two sales not reported.

Appendix table 3.--Destinations of cattle sold at Arkansas cooperative feeder calf sales, 1958 and 1959

Place and date of sale		Number of head sold to destinations: In Arkansas	Number of head sold to destinations: Out-of-State	Percentage sold to out-of-State buyers
		Number		Percent
1958				
Corning	4-7-58	32	238	88
Weldon	4-8-58	51	642	93
Imboden	4-9-58	42	197	82
Marianna	4-10-58	24	746	97
Texarkana	9-2-58 1/	-	-	-
Dardanelle	9-4-58	95	152	62
Morrilton	9-5-58	60	467	89
Marianna	9-11-58	177	1,175	87
Weldon	9-16-58	265	1,426	84
Batesville	9-17-58	77	272	78
Imboden	9-18-58	67	566	89
Corning	9-19-58	366	293	44
Fayetteville	9-26-58	252	259	41
Hope	10-9-58	48	465	91
Marianna	11-6-58	19	697	97
Imboden	11-7-58	89	338	79
Total		1,664	7,933	83
1959				
Weldon	4-7-59	332	689	67
Corning	4-8-59	68	328	83
Marianna	4-9-59	517	640	55
Imboden	4-10-59	219	186	46
Morrilton	4-15-59	120	249	67
Fayetteville	4-16-59	124	165	57
Dardanelle	9-3-59	140	106	43
Morrilton	9-4-59	66	603	90
Texarkana	9-8-59	208	865	81
Marianna	9-10-59 1/	-	-	-
Hope	9-11-59	-	359	100
Weldon	9-15-59	591	760	56
Batesville	9-16-59	334	605	64
Imboden	9-17-59	366	475	56
Corning	9-18-59	115	446	80
Van Buren	9-30-59	189	402	68
Fayetteville	10-1-59	538	227	30
Harrison	10-2-59	246	272	53
Weldon	11-3-59	485	444	48
Imboden	11-4-59	126	505	80
Marianna	11-5-59 1/	-	-	-
Total		4,784	8,326	64

1/ Data not supplied.

Appendix table 4.--Prices received for feeder calves at Arkansas sales, spring and fall, 1958, and spring, 1959

Place and date of sale		Average price per 100 pounds: Steers	Heifers	Total	High price: Steers	Heifers	Low price: Steers	Heifers	Average price per head: Steers	Heifers	Total
1958											
Corning	4-7-58	$28.88	$24.57	$27.29	$33.25	$28.50	$18.00	$16.75	$116.95	$107.00	$113.45
Weldon	4-8-58	1/30.83	1/27.23	1/28.90	37.75	34.00	24.75	20.75	124.24	114.88	119.34
Imboden	4-9-58	29.98	26.61	28.85	34.25	31.00	20.00	18.00	131.84	96.35	118.33
Marianna	4-10-58	29.89	27.42	28.88	35.25	32.25	17.00	14.25	125.74	117.24	122.31
Texarkana	9-2-58	31.17	27.85	30.04	35.30	28.90	25.25	26.00	135.49	115.71	128.58
Dardanelle	9-4-58	28.21	25.64	27.60	31.75	27.50	21.50	20.00	127.28	107.34	122.27
Morrilton	9-5-58	27.42	24.60	26.63	34.00	29.50	18.00	16.50	125.93	106.67	120.34
Marianna	9-11-58	28.68	24.54	27.46	33.10	29.30	16.25	14.00	127.35	103.69	120.14
Weldon	9-16-58	1/29.60	1/27.05	1/28.66	34.75	31.00	22.00	20.50	128.59	102.13	117.95
Batesville	9-17-58	29.55	26.26	29.00	35.10	30.00	16.90	16.10	136.05	100.87	129.19
Imboden	9-18-58	30.11	27.90	29.37	35.25	32.00	17.00	13.25	130.60	111.57	123.87
Corning	9-19-58	27.04	24.86	26.54	37.25	31.00	17.50	17.00	126.94	99.00	119.78
Fayetteville	9-26-58	27.82	26.59	27.50	35.25	31.25	21.75	18.50	149.83	120.77	141.30
Hope	10-9-58	30.48	26.92	29.20	33.00	28.90	24.90	24.00	127.08	108.70	120.38
Marianna	11-6-58	31.98	27.35	30.16	37.00	35.50	20.25	20.25	122.17	97.45	112.05
Imboden	11-7-58	30.68	25.70	28.84	37.00	30.00	19.00	19.25	116.29	95.93	108.71
Average 16 sales, 1958		29.52	26.32	28.43	34.95	30.66	20.00	18.44	128.27	106.58	121.12
1959											
Weldon	4-7-59	2/$34.55	2/$30.77	2/$33.32	$44.75	$41.50	$24.25	$23.25	$151.83	$124.18	$142.29
Corning	4-8-59	33.94	29.20	32.62	43.75	36.00	22.75	23.00	149.14	117.87	139.90
Marianna	4-9-59	32.64	31.37	32.22	46.00	43.00	19.25	20.50	153.95	124.27	143.15
Imboden	4-10-59	35.81	32.21	34.48	49.50	40.00	20.00	24.50	156.16	124.13	143.43
Morrilton	4-15-59	29.55	28.02	28.89	38.25	32.75	24.00	23.75	135.59	124.57	130.77
Fayetteville	4-16-59	32.75	30.55	32.13	38.50	37.50	25.25	23.25	156.76	123.49	146.28

Appendix table 4.--Prices received for feeder calves at Arkansas sales, 1958 and 1959 - continued

Place and date of sale		Average price per 100 pounds: Steers	Heifers	Total	High price: Steers	Heifers	Low price: Steers	Heifers	Average price per head: Steers	Heifers	Total
1959 (Con.)											
Dardanelle	9-3-59	$27.43	$24.97	$26.93	$32.00	$18.25	$30.00	$20.25	$127.31	$103.53	$122.09
Morrilton	9-4-59	25.82	23.95	25.19	33.75	19.00	32.00	17.00	118.28	109.16	115.20
Texarkana	9-8-59	30.39	27.10	29.29	33.50	25.20	31.30	25.10	134.18	115.11	127.64
Marianna	9-10-59	34.81	26.26	32.38	41.00	22.75	30.50	20.00	126.65	105.96	121.20
Hope	9-11-59	27.75	25.35	26.78	39.00	25.00	29.10	24.00	124.92	100.96	114.57
Weldon	9-15-59	2/29.71	2/26.46	2/28.70	37.25	22.25	31.50	20.00	133.27	105.15	123.80
Batesville	9-16-59	27.18	24.58	26.40	37.00	15.75	29.10	19.00	128.10	105.90	121.01
Imboden	9-17-59	29.09	27.62	28.60	32.50	18.00	30.25	15.00	131.38	110.56	123.86
Corning	9-18-59	25.63	23.05	24.87	32.00	17.00	28.75	17.25	124.64	99.50	116.58
Van Buren	9-30-59	2/25.36	2/24.12	2/25.06	32.50	21.10	28.40	22.40	110.30	88.82	104.38
Fayetteville	10-1-59	25.31	23.01	24.70	33.00	16.00	28.60	14.10	122.52	102.50	116.87
Harrison	10-2-59	2/25.95	2/22.87	2/24.75	31.75	13.40	28.60	11.00	103.88	89.92	98.38
Weldon	11-3-59	2/25.33	2/23.08	2/24.67	34.75	17.00	27.25	15.00	108.25	87.47	101.60
Imboden	11-4-59	26.41	26.42	26.42	34.00	17.25	27.50	16.75	93.28	92.54	92.96
Marianna	11-5-59	21.69	19.73	21.03	32.25	12.75	25.75	11.00	98.95	84.47	93.92
Average 21 sales 1959		28.98	26.03	28.04	41.00	25.20	25.75	11.00	127.07	106.01	120.03

1/ Cattle were shrunk from 2 to 3 percent, amounting to about 75 cents per 100 pounds.
2/ Cattle were shrunk an average of about 2 percent.

Appendix table 5.--Number of buyers and consignors of cattle for sale at Arkansas cooperative feeder calf sales, 1958 and 1959

Place and date of sale		Buyers	Consignors
		Number	
1958			
Corning	4-7-58	12	34
Weldon	4-8-58	10	28
Imboden	4-9-58	12	25
Marianna	4-10-58	9	25
Texarkana	9-2-58	12	20
Dardanelle	9-4-58	13	28
Morrilton	9-5-58	19	54
Marianna	9-11-58	14	48
Weldon	9-16-58	30	59
Batesville	9-17-58	15	33
Imboden	9-18-58	18	77
Corning	9-19-58	37	76
Fayetteville	9-26-58	20	63
Hope	10-9-58	10	24
Marianna	11-6-58	11	26
Imboden	11-7-58	22	68
Average,		16	43
1959			
Weldon	4-7-59	18	39
Corning	4-8-59	9	47
Marianna	4-9-59	18	33
Imboden	4-10-59	15	58
Morrilton	4-15-59	11	36
Fayetteville	4-16-59	10	38
Dardanelle	9-3-59	8	35
Morrilton	9-4-59	27	59
Texarkana	9-8-59	16	23
Marianna	9-10-59	37	67
Hope	9-11-59	6	27
Weldon	9-15-59	20	56
Batesville	9-16-59	15	75
Imboden	9-17-59	18	79
Corning	9-18-59	19	78
Van Buren	9-30-59	18	51
Fayetteville	10-1-59	17	80
Harrison	10-2-59	18	36
Weldon	11-3-59	15	30
Imboden	11-4-59	19	63
Marianna	11-5-59	22	47
Average,		17	50

Appendix table 6.--Summary of Arkansas cooperative feeder pig sales, 1958 and 1959

Place and date of sale		Number of head	Average weight	Average price: Per head	Average price: Per 100 pounds	High: Per 100 pounds	Low: Per 100 pounds
1958			Pounds	Dollars			
Corning	4-21-58	592	49	17.51	35.63	56.00	20.00
Imboden	4-22-58	622	42	17.56	41.57	60.00	24.50
Dardanelle	4-30-58	538	49	19.48	39.74	46.50	27.25
Fayetteville	5-1-58	448	45	16.83	37.47	60.00	20.50
Imboden	10-16-58	676	43	16.08	37.00	45.50	21.25
Corning	10-17-58	454	43	14.73	34.24	47.00	23.75
Dardanelle	10-30-58	781	51	15.62	30.65	53.00	21.00
Total or average		4,111	46	16.80	36.24	60.00	20.00
1959							
Fayetteville	4-9-59	745	42	12.21	28.82	40.00	11.00
Imboden	4-27-59	1,376	43	12.65	29.34	40.00	19.00
Corning	4-28-59	1,385	50	12.71	25.28	32.75	10.25
Batesville	4-29-59	384	41	11.90	29.28	41.00	19.25
Dardanelle	4-30-59	1,700	44	11.54	26.08	31.50	17.00
Marshall	5-1-59	336	52	11.98	22.82	33.00	-
Fayetteville	5-6-59	411	41	10.19	25.08	33.00	16.50
Corning	10-19-59	542	57	7.64	13.33	16.50	10.75
Imboden	10-20-59	1,204	45	8.46	18.80	23.75	10.00
Warren	10-27-59	410	60	7.60	12.67	16.50	10.50
Dardanelle	10-28-59	1,590	46	6.46	13.95	18.25	4.50
Marshall	10-30-59	437	49	6.35	12.88	15.50	10.50
Total or average		10,520	47	10.17	21.80	41.00	4.50

Appendix table 7.--Destinations of pigs sold at Arkansas feeder pig sales, 1958 and 1959

Destination	Number of head	Percentage of total
	Number	Percent
Spring 1958		
Arkansas	556	25
New Jersey	1,019	46
Wisconsin	299	14
Tennessee	204	9
Missouri	122	6
Total	2,200	100
Fall 1958		
Arkansas	1,713	41.6
New Jersey	1,364	33.2
Indiana	378	9.2
Wisconsin	299	7.3
Tennessee	204	5.0
Missouri	153	3.7
Total	4,111	100.0
Spring 1959		
Arkansas	2,276	35.9
New Jersey	1,624	25.6
Missouri	993	15.6
Indiana	755	11.9
Wisconsin	590	9.3
Iowa	51	1.0
Oklahoma	48	0.7
Total	6,337	100.0
Fall 1959		
Arkansas	2,180	52.1
Missouri	1,762	42.1
Indiana	241	5.8
Total	4,183	100.0

Appendix table 8.--Number of buyers and consignors of pigs sold at Arkansas feeder pig sales, 1958 and 1959

Place and date of sale		Buyers	Consignors
		Number	
1958			
Corning	4-21-58	7	27
Imboden	4-22-58	5	33
Dardanelle	4-30-58	10	12
Fayetteville	5- 1-58	10	19
Imboden	10-16-58	7	22
Corning	10-17-58	9	25
Dardanelle	10-30-58	14	29
Total 1958		62	167
Average		9	24
1959			
Fayetteville	4-9-59	15	26
Imboden	4-27-59	14	57
Corning	4-28-59	13	51
Batesville	4-29-59	10	13
Dardanelle	4-30-59	13	56
Marshall	5-1-59	5	20
Fayetteville	5-6-59	5	22
Corning	10-19-59	8	18
Imboden	10-20-59	9	47
Warren	10-27-59	10	16
Dardanelle	10-28-59	20	56
Marshall	10-30-59	8	19
Total 1959		130	401
Average		11	33