APPENDIX A. General Explanation

1. Need for the Census

Until the 1940's, agriculture in America was largely self-reliant in regard to many production and harvesting practices now available from off-farm sources in the form of agricultural services. During the last three decades agricultural services have become an increasingly specialized industry. The technological and scientific changes in American agriculture have been directly related to the development of the agricultural service industry. A census of this industry is essential to provide facts necessary for:

a. A broader view of today's farm production.

b. A better understanding and interpretation of long-term agricultural changes and trends.

c. A more meaningful analysis of the interrelationships of agriculture and agricultural services.

Only a limited amount of data has previously been available on the agricultural service establishment industries. This census is the second census to compile more extensive data on the subject.

2. Mailing and Receipt of Forms

Mailing list—The starting point for the enumeration of the 1974 Census of Agricultural Services was a mailing list of all persons and organizations that could be identified from administrative records as associated with agricultural services in 1974. The list was assembled primarily from the records of other government agencies and from the census records of operations identified from surveys taken; a part of the 1969 Census of Agriculture. Specifically, the Internal Revenue Service supplied lists of those filing Form 1040, Schedule C, (businesses) Form 1065 (partnerships), and Form 1205 (small business corporations). From these lists, agricultural service establishments were identified. The Social Security Administration supplied a listing of employers of agricultural service employees filing Form 943 (Employer's Annual Tax Return for Agricultural Employees) or Form 941 (Employer's Quarterly Federal Tax Return). The pre-canvas conducted for the 1974 Census of Agriculture also identified agricultural service establishments. The final master list was constructed by merging and unduplicating the various source lists on the basis of Social Security or Employer identification numbers.

Collecting the data—The initial mailout of the 1974 agricultural services census was made during the last week of December 1974 and the first week of January 1975. The mail package consisted of a report form, a transmittal letter, and a return envelope. All persons and organizations on the mailing list were requested to return the completed report forms within 30 days of receipt. On January 14, 1975, a reminder card was mailed to all those on the mailing list to encourage a quick response. Subsequently, five mail followups were sent to those who had not responded. Additional report forms were sent with the March and June followup letters. Concurrent with and continuing after the nonrespondent followup stage, correspondence about incomplete or questionable reports was initiated. This operation continued into the office processing phase. Telephone calls were made to a few larger establishments to obtain necessary information. All telephone and letter correspondence was performed by Census Bureau employees, not by field enumerators. Examples of the transmittal and followup letters and the reminder card are shown in appendix B.

3. Processing

The reports for all establishments were initially reviewed by clerks, who coded those with satisfactory information and prepared them for magnetic tape data encoding, and referred questionable reports to professional employees of the Agriculture Division. Omissions, inconsistencies, and problems that could not be resolved by reference to other information on the report were resolved by contact (telephone or letter) with the respondent.

After all reports of establishments had been reviewed and coded, the information from those whose business was primarily agricultural services was encoded to magnetic tape and subjected to a thorough computer edit analysis. The computer program provided for the examination of all reports for consistency and completeness, made necessary imputations and changes, and recorded all actions on printouts for subsequent review. Gross inconsistencies were referred for professional review and editing. The corrected data were then tabulated by the computer and subjected to a final review prior to publication.

4. Coverage

Although a complete and fully accurate count of establishments primarily concerned with agricultural services was the aim of this census, various factors work to prevent such an ideal. Among these factors are the difficulty of obtaining a complete, unduplicated list of all agricultural service establishments, the absence from their establishments of some business operators during the data collection period, the difficulty of locating and identifying operators who have changed addresses, and the fact that some operators believe their establishments should not be included in the census.

The tables of this report do not include imputations for establishments not responding or not providing adequate information, except imputations for identifiable cotton gins, which are based on data obtained from secondary sources.
APPENDIX A Continued

Approximately 142,000 names were included on the mailing list. Of this number, about 61,000 establishments were found to be agricultural service establishments within the scope of the census. The remaining names were designated as either "out-of-scope", postmaster returns, or nonrespondents.

5. Definitions and Explanations

The following definitions and explanations relate primarily to those items in the tables that are considered to be inadequately described. Most of the definitions pertain to specific items on the report form, and some of the explanations supplement those presented on the report form.

Standard Industrial Classification (SIC)—The establishment and activity coding in the 1974 Census of Agricultural Services relates specifically to the structure of the Standard Industrial Classification as revised in the 1972 SIC manual, prepared by the Statistical Policy Division of the Office of Management and Budget. The SIC is a classification structure for the entire national economy. It was developed for use in classifying establishments by type of activity in which they are engaged to facilitate the collection, tabulation, and publication of data relating to establishments and to promote uniformity and comparability in the presentation of statistical data by government agencies, trade associations, research organizations, and others.

Agricultural service industry—The agricultural service industry is defined as the aggregate of activities included in SIC major group 07—agricultural services (see appendix C). These activities are categorized into 15 four-digit agricultural service industries which are in turn classified into 6 SIC three-digit agricultural service industry groups: Soil preparation services; crop services; veterinary services; animal services, except veterinary; farm labor and management services; and landscape and horticultural services. Activities within all the groups are defined as those to be performed for others on a fee or contract basis.

Census classification of agricultural service establishments—With some modification, the census classification of agricultural service establishments follows the Standard Industrial Classification of industries and industry groups within major group 07. The 6 SIC groups are the same in the census classification, but the 15 SIC industries have been modified to 25 census establishment types. The agricultural service activities that make up an establishment type are assigned five-digit census codes, which in most cases represent the addition of a fifth digit to the code of the establishment type.

For each response to the census, the activities which were the primary source of gross receipts for agricultural services determined the establishment type of that response. For example, if a response indicated gross receipts of $10,000, $4,000, and $7,000 for activities 07821, 07831, and 07832, the establishment type for that response would be 0783, since 07831 and 07832 together account for the greatest amount of gross receipts, and they make up establishment type 0783.

Agricultural service activities—Below are brief descriptions of the agricultural service activities covered by this census (corresponding to the 67 items listed in section 8 of report form 74-A40 reproduced in appendix B, and of the relationship of the activities to the operations of which they are frequently a part.

071 SOIL PREPARATION SERVICES

0711 Plowing or land breaking—This activity is performed for farmers, frequently by other farmers who have the necessary farm equipment and machinery. If performed as a small sideline to a farm operation, the custom work is covered as a secondary activity by the census of agriculture. However, if performed on a large scale in addition to farming, this service is covered separately as an agricultural service establishment.

0712 Harrowing or seed bed preparation—This service is similar to 07111. It includes such work as discing and tilling. Occasionally, harrowing and seed bed preparation are performed in addition to such services as bulldozing, land clearing, and land leveling. When such other services constitute the primary activity of an establishment, the establishment is covered by the census of construction and falls in SIC major group 16.

0713 Fertilizer and lime spreading before planting—Custom spreading of fertilizer and lime is frequently performed in conjunction with the retail sale of fertilizer, chemicals, and lime. When such sales are the primary activity of an establishment, the establishment is covered by the census of business and falls in SIC major group 51.

0714 Weed control before planting—This service involves weed control either by plowing land before planting or by using chemicals.

0719 Other soil preparation services—This activity involves establishments primarily engaged in performing such services as soil fumigation for nematode control and other specialized soil management practices.

072 CROP SERVICES

Planting, Cultivating, and Protection

0721 Planting with or without fertilizer—This service is provided for planting crops with or without fertilizer. If performed as a small sideline to a farm operation, the custom work is covered as a secondary activity by the census of agriculture. However, if performed on a large scale in addition to farming, this service is covered separately as an agricultural service establishment.

0722 Fertilizer spreading (only) after planting—Custom spreading of fertilizer is frequently performed in conjunction with the retail sale of fertilizer, chemicals, and lime. When such sales are the primary activity of an establishment, the establishment is covered by the census of business and falls in SIC major group 51.
APPENDIX A  Continued

07213 Aerial dusting and spraying for disease and insect control with or without fertilizer—This service is provided for controlling insects and diseases with or without fertilizer. Establishments which are primarily furnishing air transportation or operating airports are classified in SIC major group 45.

07214 On-ground dusting and spraying for disease and insect control—This service has the same objective as 07213. The two are different only in method of application.

07215 Weed control after planting—This service involves mainly chemical weed control in crops after planting. Establishments engaged in disease and insect control are also frequently engaged in weed control. When sales of chemicals are the primary activity of an establishment, the establishment is classified in SIC major group 51.

07216 Citrus grove cultivation or maintenance—This service is provided to commercial citrus growers and includes such operations as cultivating, harvesting, application of fertilizers, spraying for disease and insect control, and other specialized operations without management services. Establishments engaged in performing such operations with management services are classified in the appropriate specific industry within group 076.

07217 Cultivation, mechanical and flame, other than citrus grove—This service is performed to improve the physical and chemical composition of the soil for efficient production.

07218 Pruning of orchards or vineyards—This service is provided to commercial orchards or vineyards and involves the removal of surplus or undesirable growth. It can be performed mechanically or by hand using pruning equipment.

07219 Other crop services—This activity includes bracing orchard trees and vines, hosing around them, pollinating them, surgery on them, and thinning their fruits either mechanically or with chemicals. It also includes all other crop services not elsewhere classified.

Harvesting, Primarily by Machine

07221 Corn for all purposes—This service involves the mechanical harvesting of corn for grain, silage, and greenchop.

07222 Wheat or other small grains (combining)—This service includes the combining of crops, such as wheat, oats, barley, and rye. Hauling such crops to market is sometimes a part of a combining service operation. Establishments involved primarily in hauling are covered by the census of transportation and fall in SIC major group 42.

07223 Cotton—This activity involves the mechanical harvesting of cotton.

07224 Fruits or berries—This activity involves the mechanical harvesting of fruits or berries. When fruit harvesting is performed by hand and the labor is supplied by a labor contractor or crew leader, the service falls in activity 07611.

07225 Vegetables—This activity involves the mechanical harvesting of such vegetables as string beans, tomatoes, and others suitable to mechanical harvesting. Establishments engaged primarily in vegetable production are classified in SIC major group 01.

07226 Soybeans, other beans, peas, or peanuts—This service includes the harvesting of crops, such as dry beans, soybeans, dry peas, and peanuts. Hauling of these crops to market is sometimes a part of harvesting service operations, but those establishments engaged primarily in hauling are covered by the census of transportation and fall in SIC major group 42.

07227 Hay (mowing, raking, baling, or chopping)—This activity includes hay service other than drying (see code 07232). Establishments primarily engaged in this service frequently perform other types of agricultural services as well and are sometimes engaged in hay farming, hay hauling, or buying and selling hay. Those primarily engaged in hay farming are covered by the census of agriculture; in marketing hay, by the census of business.

07228 Tobacco—This service involves the harvesting of tobacco by machine. Establishments primarily engaged in tobacco production are classified in SIC major group 01, and those in warehousing and storage, in SIC major group 42.

07229 Other harvesting services—This activity includes mechanically harvesting sugarcane and sugar beets, chopping, silo filling, etc.

Preparation for Market

07231 Corn shelling or drying—This activity includes the separation of corn seed from the cob or ear and the artificial drying of corn (removal of excess moisture) in preparation for market or further manufacture.

07232 Crop drying other than corn—This service includes the drying (dehydrating) of crops other than corn. Establishments primarily engaged in crop processing for their own account and manufacturing crop products such as from grain or tobacco are covered by the census of manufactures and fall in SIC major groups 20 and 21.

07233 Grain grinding, milling, and mixing—This service includes custom feed grinding, milling, and mixing, and flour milling. It is sometimes provided by mobile feed grinding and mixing units. Frequently, it is performed by establishments primarily engaged in selling feed and grain or in manufacturing prepared feed. Such establishments are covered by the census of business and fall in SIC major group 51 or by the census of manufactures and fall in SIC major group 20.

07234 Bean or grain cleaning—This service includes the cleaning of crops such as beans and grains. Establishments primarily engaged in cleaning and warehousing are covered by the census of warehousing and fall in SIC major group 42.

07235 Cotton seed delinting—This specialized activity involves the separation of cotton seed from linters, a fibrous coat of thick convoluted hairs sometimes used for mattress stuffing or fertilizer. Operations involved in cotton delinting are frequently primarily involved in the sale of cotton byproducts. Such establishments
APPENDIX A Continued

are usually covered by the census of business.

07236 Packaging fresh or farm-dried fruits or vegetables—This service includes the packaging of such fruits or vegetables as oranges, apples, grapefruits, corn, peas, and carrots. Establishments primarily engaged in these services frequently perform other types of agricultural services as well, and are also sometimes engaged in fresh market or wholesale or pretransportation packaging operations, or shipping or warehousing.

07237 Sorting, grading, or packing of fruits or berries—This activity may include other operations performed on contract which are preparatory to packing and shipping. Establishments primarily engaged in wholesale or pretransportation packing operations, or exclusively in shipping or warehousing, are covered by either the census of business and fall in SIC major group 51, or the census of transportation and fall in SIC major group 42 or 47.

07238 Sorting, grading, or packing of vegetables—This activity includes the same operations as 07237, but for vegetables rather than fruits or berries.

07239 Other market preparation service—This activity includes alfalfa cubing, flax decorticating and retting, fruit precooking, hay cubing, moss ginning, potato curing, tobacco grading, tree nut hulling and shelling, and vegetable precooking. It also includes all other services not elsewhere classified.

Cotton Ginning

07241 Cotton ginning—This activity includes cotton ginning not combined with warehousing. It involves the mechanical separation of cotton fibers from seeds and waste material. Operations performing cotton ginning frequently also sell, at the same location, cotton seed, cotton oil, and other cotton byproducts. Establishments primarily engaged in such sales activities are usually covered by the census of business and fall in SIC major group 51 or 52.

07242 Cotton pickery—This activity includes salvaging cotton lint from bales damaged by fire or rain and samples and loose cotton pulled from bales. It is a low grade cotton used in making mattresses, blankets, upholstery, pillows, etc.

07249 Other cotton ginning—This activity includes cotton ginning activities not elsewhere classified.

074 VETERINARY SERVICES

Cattle, Hogs, Sheep, Goats, and Poultry

07411 Professional services—This activity involves establishments of licensed practitioners primarily engaged in the practice of veterinary medicine, dentistry, or surgery. It may be performed in an office or at the physical location of the animals.

07412 Hospital care—This activity is closely related to 07411. It is required when a particular animal disease needs special treatment and constant observation or when surgery is performed.

07413 Artificial insemination—This service involves most types of domestic animals and is generally performed on a fee basis.

07419 Other veterinary services—This activity includes castrating, dehorning, innoculating, or vaccinating livestock.

Dogs, Cats, Horses, Bees, Fish, Rabbits, Other Fur-Bearing Animals, Birds (Except Poultry), and Other Pets

07421 Professional services—This activity involves establishments of licensed practitioners primarily engaged in the practice of veterinary medicine, dentistry, or surgery.

07422 Hospital care—This activity is closely related to 07421. It is required when a particular animal disease needs special treatment and constant observation or when surgery is performed.

07423 Artificial insemination—This service involves most types of domestic animals and is generally performed on a fee basis.

07429 Other veterinary services—This activity includes castrating, innoculating, or vaccinating small animals.

075 ANIMAL SERVICES, EXCEPT VETERINARY

Cattle, Hogs, Sheep, Goats, and Poultry

07511 Artificial insemination and breeding, except by veterinarians—This activity involves most types of domestic animals and is generally performed on a fee basis, the fee including the cost of semen. It is provided by farmers and cooperatives as well as by private concerns. If performed by a farmer as a sideline to his farm operation, it is covered by the census of agriculture. However, if performed as a separate establishment in addition to farming, it is covered as an agricultural service in this census. Profit-oriented cooperatives whose primary activities are animal breeding and artificial insemination are covered by this census, but membership organizations performing these services are classified in SIC major group 86.

07512 Dairy herd improvement associations (milk testing for butterfat)—This activity generally involves the testing of cow's milk for butterfat content and the recording of test results. It is usually performed by farm cooperatives or individuals commissioned or contracted by such cooperatives. Nonprofit membership organizations primarily performing this service are classified in SIC major group 86.

07513 Pedigree record services—This activity involves establishments primarily engaged in keeping records of an animal's ancestry.

07514 Slaughtering for individuals—This activity involves establishments primarily engaged in the slaughtering of cattle, hogs, sheep, lambs, and calves on a fee basis. Establishments engaged in slaughtering for their own account are classified in SIC major group 20.

07515 Sheep dipping and shearing—Sheep dipping involves cleaning of sheep by immersion in a disinfectant solution.
APPENDIX A Continued

Shearing is the removal of wool from the sheep.
07516 Livestock vaccinating, except by veterinarians—This service involves vaccination of livestock to prevent the outbreak of costly diseases.
07517 Poultry services - poultry catching or cleaning coops—This includes such activities as cleaning poultry coops and catching chickens, turkeys, or other poultry. Establishments primarily engaged in raising poultry or producing eggs for sale or hatching are classified in SIC major group 02.
07519 Other animal service—This activity involves establishments engaged in performing such services as dehorning, castrating, and spraying, and sexing chicks.

Dogs, Cats, Horses, Bees, Fish, Rabbits, Other Fur-Bearing Animals, Birds (Except Poultry), and Other Pets
07521 Artificial insemination and breeding, except by veterinarians—This activity is the same as that performed by code 07511.
07522 Boarding, showing, or training of horses, including race horses—This service may include the feeding, cleaning, clipping, shearing, and training of horses including race horses. Establishments primarily engaged in racing horses or in the operation of race tracks or racing stables are classified in SIC major group 79.
07523 Boarding, showing, training, or grooming of dogs and cats—This service includes the boarding of animals other than horses and the bathing, cleaning, clipping, grooming, and shearing of dogs and cats. Commercial kennels primarily engaged in raising dogs and cats for sale are classified in SIC major group 02. Establishments primarily engaged in retail pet sales are covered by the census of business and fall in SIC major group 59. Animal training usually involves training on a fee basis, and the trainers frequently also handle and show pets at shows. Many such trainers also operate their own kennels. Livestock showing and handling is similarly performed for others at livestock shows.
07524 Pedigree record services—This service is performed by establishments primarily engaged in keeping records of an animal's ancestry.
07529 Other small-animal service—This service includes cleaning animal quarters, spraying stables, inoculating, vaccinating, and castrating small animals, other animal specialty services, and honey straining on the farm.
076 FARM LABOR AND MANAGEMENT SERVICES

Farm Labor Contractors and Crew Leaders
07611 Farm labor contractors—This service is performed by establishments engaged in supplying labor for agricultural production or harvesting. Establishments who perform such services sometimes transport the workers as part of their contract and may also provide other minor trucking services for the farmer. However, supplying labor is usually their primary activity.
07612 Crew leaders—This service involves the supervision of migratory farm labor.

Farm Management Services
07621 Citrus grove—This service is performed by establishments primarily engaged in complete management and maintenance of commercial citrus groves. The service includes cultivation, harvesting, spraying, and other specialized services.
07622 Orchard or vineyard—This service is the same as that provided by 07621.
07629 Other farm management services—This service is provided most often to absentee farm owners, farm estates, or farm trusts, and generally involves the complete operation of a farm or ranch. It is occasionally provided in connection with other services such as accounting, tax preparation, and marketing. If such other service is the primary activity of an establishment, the establishment is classified under SIC major group 73 or 89.

078 LANDSCAPE AND HORTICULTURE SERVICES

Landscape Counseling and Planning
07811 Landscape architects—This includes professional services such as landscape architecture. It does not include exclusively physical work on lawns, gardens, trees, shrubs, etc. That work is covered by activities 07821, 07822, 07831, and 07832. Landscape architects primarily engaged in city planning are classified in SIC major group 73.
07812 Landscape counseling or planning—This activity includes professional services such as garden and landscape planning and horticultural advice or counseling. It does not include exclusively physical work on lawns, gardens, trees, shrubs, etc. That work is covered by activities 07821, 07822, 07831, and 07832.

Lawn and Garden Services
07821 Lawn or garden services including planting, mowing, spraying, fertilizing, etc.—This activity includes general lawn and garden maintenance, bermuda spraying service, and planting, mowing, spraying, and fertilizing lawns and gardens. Landscape contractors primarily engaged in grading and excavating activities are covered by the census of construction and fall in SIC major group 17. The growing of plants is frequently combined with a lawn and garden service operation. Operations growing plants primarily for sale, such as greenhouses, are covered by the census of agriculture and fall in SIC major group 02. Those primarily buying and selling plants, such as garden centers, are covered by the census of business.
07822 Cemetery upkeep or mowing highway center strips and edges, independent—This activity includes general lawn service for maintenance of cemeteries and golf courses, and mowing of highway center strips and edges. It also
APPENDIX A Continued

includes horticultural or landscaping services not elsewhere classified. Cemetery associations and cemetery management services are classified in SIC major group 66.

Ornamental Shrub and Tree Services

07831 Shrub and tree services, including planting, fertilizing, spraying, trimming, and surgery, except for public utility lines—This activity includes arborist services and the planting, spraying, pruning, bracing, trimming, and surgery of shrubs and trees. It is often combined with nursery operations. If the operation is primarily engaged in growing shrubs and trees for sale, it is covered by the census of agriculture and falls in SIC major group 01. If it is primarily engaged in buying and selling trees and shrubs, it is covered by the census of business.

07832 Tree trimming for public utility lines, independent—This service involves keeping public utility lines clear by trimming the trees near them. The service is performed by independent operators.

Reporting unit, in the tables, a reporting unit is an establishment entering a response to a particular item of the questionnaire. Each establishment is tabulated under only one "establishment type," but may be counted more than once as a "reporting unit."

Dollar volume of business (section 3 of report form). This item includes only receipts from customers, excise taxes and sales taxes, total charges for services or for the use of facilities, and merchandise sold whether or not payment was received in 1974. It does not include commissions from vending machine operations, real estate rental, interest, sale of real estate, and other nonoperating income.

Payroll (section 4 of report form). This item includes gross earnings paid in the calendar year to employees prior to such deductions as employee's Social Security contributions, withholding taxes, group insurance premiums, union dues, and savings bonds. It includes all wages, salaries, commissions, dismissal pay, paid bonuses, vacation and sick pay, and the cash equivalent of compensation paid-in-kind. For a corporation, it includes salaries of officers; for an unincorporated concern, it excludes payments to proprietors or partners.

Supplemental labor costs (section 5 of report form). This item includes both legal and voluntary labor expenditures not included in the 1974 payrolls. Legally required labor expenditures include employers' payments for all programs required under Federal and State legislation, such as Federal Old Age Survivors' Insurance, unemployment compensation, workmen's compensation, and State temporary disability compensation. Voluntary labor expenditures include costs of programs not specifically required by Federal or State legislation such as employers' payments for insurance premiums on hospital and medical plans, life insurance premiums, and premiums on supplementary accident and sickness insurance. Payments for insurance programs are net payments (gross payments less any offsetting dividends, refunds, or other reductions in premiums). Voluntary labor expenditures also include payments or allocations for all pension plans, welfare plans, stock purchase plans in which the employer's payment is not subject to withholding tax, and deferred profit sharing plans.

Type of organization (section 6 of report form). The four types of organization are individual proprietorship, partnership, corporation, and other (to be described). Husband-and-wife operations are considered to be individual proprietorships. Included in "other" are nonincorporated profit-oriented co-operatives and trade associations, trusts, estates, government-operated service establishments, and institutions. Incorporated co-operatives are included in statistics for corporations.

Gross receipts for agricultural services performed (section 8 of report form)—The data on gross receipts cover total receipts from customers for agricultural services performed during 1974 and excise and sales taxes. They do not include amounts collected on outstanding debts from previous years. Also, the data do not include receipts from product sales or any activities other than agricultural services, nonoperating income such as commissions from vending machine operations, real estate rental and sale, and interest.

Gross receipts from products provided in connection with agricultural services performed during 1974 (section 11 of report form)—The products provided in connection with the agricultural services performed include fertilizer, lime, insecticides, pesticides, herbicides, bagging and tying, drugs, semen, seeds, and ornamental shrubs or trees planted.

Gross receipts from other operations performed during 1974 (section 12 of report form)—These data include receipts from any other business activities, such as farming, nonagricultural operations, and sales of merchandise, not used in connection with agricultural service activities.

During the processing of the reports, problems arose regarding the gross receipts reported in section 8. In some cases, respondents were unable to provide the breakdown of gross receipts for agricultural services and the cost of materials provided in connection with the services performed. In other cases, the same data were provided in section 8 as in section 11. When the figures were large, telephone calls were made to resolve the problems; when the figures were small, the duplication was deleted from section 11.

If the gross receipts entry was for a combination of two or more agricultural services, estimating techniques were generally used to break the figure down into its components. If gross receipts were reported for a miscellaneous agricultural service activity specified by the respondent, that activity was carefully reviewed to determine its proper scope and classification.

The gross receipts for services performed were divided into six three-digit agricultural service industry groups and
APPENDIX A Continued

67 agricultural service activities. Responses which included gross receipts for relatively large numbers of agricultural service activities in more than one of the industry groups generally were found to have been prepared by farmers who had misunderstood the intent of section 8 and had reported farm production expenses instead.

Location of agricultural services performed during 1974 (section 9 of report form)—County data presented in the tables of this report were primarily based on responses to the item "principal county" in section 9. For this census, "principal county" is defined as the county from which all or a major part of the gross receipts for agricultural services was received. In other words, it is the location of the particular agricultural services which contributed the most to the total gross receipts for all agricultural services performed by an establishment. This distinction was considered appropriate because of the occasional difference between the actual location of the activities and the mailing address or headquarters of the establishment. When the principal county was not reported, the county and State of the mailing address were used, unless the address appeared unlikely to be the principal location, in which case, telephone calls were made to determine the correct location.

Data for the independent cities in Virginia and the independent cities of Baltimore, Maryland, and St. Louis, Missouri, are included in the statistics for selected adjacent counties. The District of Columbia is treated as a separate area.

Labor and payroll for agricultural services performed during 1974 (section 10 of report form)—Active agricultural service establishments were expected to report data for either unpaid workers, paid employees, or both. Sole proprietors and partners of establishments were instructed to report themselves as unpaid. Likewise, most corporations were expected to report data for paid employees. In a few cases, individuals were major stockholders of small corporations and were involved in corporate operations but were not on the payroll. Unpaid worker entries were accepted for these operations.

Labor and payroll statistics cover management, office workers, and other employees associated with agricultural service operations. All reports of paid employees required corresponding reports for annual payroll (and vice versa). For relatively small operations, appropriate estimates were provided for missing data of this type; for the larger cases, respondents were requested to supply additional information. Annual payroll figures include only cash payments to employees before deductions for Social Security, taxes, insurance dues, etc.

The four pay periods listed for the "seasonal variation" item were specifically chosen to represent agricultural service labor during the four seasons, and to conform to the labor reporting criteria used by other census reports. Several respondents neglected or were unable to provide a breakdown of their seasonal labor uses and peak month of employment. Since reliable parameters were not available for imputing this type of missing data, reports with no seasonal variation entries were excluded from the statistical totals.

The payrolls of farm labor contractors and crew leaders ranged from 70 to 90 percent of gross receipts for agricultural services.

Nonagricultural service activities performed during 1974 (section 12 of report form)—Data on nonagricultural service activities were collected because the census definition of an agricultural service establishment was based on the relationship between gross receipts for agricultural services and those for nonagricultural services. Nonagricultural service activities are activities such as farming, other business activities, and sales of merchandise not used in connection with agricultural services activities. Various types of product sales, such as seed, plant and fertilizer sales, were the most frequent nonagricultural service activities reported by agricultural service establishments. All entries were reviewed to determine their proper scope. Excluded from gross receipts was income from such sources as investments, rental of real estate, personal salary, wages, or commission from outside employment.

Capital expenditures for the establishment during 1974 (section 13 of report form)—Capital expenditures refer to all costs chargeable to the property accounts for which depreciation or amortization accounts are ordinarily maintained. They include major alterations for capitalized repairs and improvements.

Three types of information were requested on the capital expenditures of the establishment: (1) the cost of all improvements and new structures which were in progress but had not been completed at the end of 1974, expenditures made by any company for structures which upon completion were or are to be sold and leased back to the establishment; (2) expenditures for new machinery and equipment such as forklifts, conveyors, tractors, mechanical planters, harvesters, sprayers, dusters, fruit packing equipment, and automobiles, if used primarily in performing services; and (3) used plant and equipment acquired from others if they were to be transferred from another establishment of any company to this establishment. Capital expenditures exclude the cost of land and mineral rights and the cost of maintenance and repairs charged as current operation expense.

Changes in gross value of depreciable assets of the establishment during 1974 (section 14 of report form)—The changes in gross value of depreciable assets of the establishment are those for which depreciation or amortization accounts are ordinarily maintained. Gross value represents the acquisition cost to the company of such depreciable assets at the beginning of 1974. It includes depreciable assets and all amortizable fixed assets and all improvements and new construction in progress during 1974 but not completed at the end of 1974. It also includes the value of depreciable assets owned by the establishment and leased or rented to
APPENDIX A Continued

other companies and that owned by the company or any of its subsidiaries but leased to the establishment. Excluded was the value of depreciable assets at other locations of any company for which the establishment maintains records.

Expenditures for electricity, gasoline, petroleum and other fuels purchased during 1974 (section 15 of report form)—Establishment operators were requested to report fuel storage capacity and expenditures for fuels and electricity during 1974 for their establishment. However, no data are published, because a relatively large number of respondents, especially the smaller establishments, neglected or were unable to provide this information.

6. Data Withheld From Publication

In keeping with the provisions of Title 13, United States Code, data that disclose the operations of an individual establishment are not published. However, the existence of a number of establishments of a particular type and their distribution by county or the United States is not considered a disclosure; these data appear in instances where other data, such as gross receipts, employment, and payroll are withheld. The data withheld to avoid disclosure is represented in the tables by (D).

Figures for unpublished data are included in the broader totals comprising them provided that the unpublished data cannot be derived from the published totals. If such derivations are possible, a sufficient number of additional components are suppressed to insure the confidentiality of individual records. These suppressions are generally performed on the data corresponding to the fewest number of establishments and reporting units. The suppressions are also identified by (D).
### APPENDIX B. Report Form and Relevant Correspondence

**1974 CENSUS OF AGRICULTURE**

**Agricultural Services**

**EMPLOYER IDENTIFICATION**

**SUPPLEMENTAL**

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<tr>
<th>E. I. number</th>
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<tbody>
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<td>PAYROLL</td>
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**KIND included in APPENDIX B. Report Form and Relevant Correspondence**

**ADMINISTRATION**

In correspondence pertaining to this report, please refer to this Census File Number:

<table>
<thead>
<tr>
<th>1974 CENSUS OF AGRICULTURE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agricultural Services</td>
</tr>
</tbody>
</table>

**Important - Please read**

- Please answer the questions on the form and return it within 30 days of receipt.
- This report should cover the calendar year 1974. If book figures are not available, carefully prepared estimates are acceptable.
- If you correspond with us regarding your report, please use the Census File Number shown in the address box.
- E.I. numbers are NOT REQUIRED, however, we have provided space if you wish to enter them.

Please complete this form and RETURN TO:

**BUREAU OF THE CENSUS**

1201 East Tenth Street
Jeffersonville, Indiana 47130

---

**Section 1 - EMPLOYER IDENTIFICATION NUMBER**

a. Is the Employer Identification (E.I.) Number printed in the upper right of the address box the SAME as that used for this establishment on year 1974? Employer Quarterly Federal Tax Return, Treasury Form 5417?

<table>
<thead>
<tr>
<th>YES</th>
<th>NO</th>
</tr>
</thead>
<tbody>
<tr>
<td>YES</td>
<td>ENTER CURRENT E.I. NUMBER</td>
</tr>
</tbody>
</table>

b. Did this establishment also use any other Employer Identification (E.I.) Number during 1974?

<table>
<thead>
<tr>
<th>YES</th>
<th>NO</th>
</tr>
</thead>
<tbody>
<tr>
<td>YES</td>
<td>ENTER E.I. NUMBER OR NUMBERS</td>
</tr>
</tbody>
</table>

**Section 2 - PERIOD OPERATED IN 1974**

a. Was the establishment in business at the end of 1974?

<table>
<thead>
<tr>
<th>YES</th>
<th>NO</th>
</tr>
</thead>
<tbody>
<tr>
<td>YES</td>
<td>ENTER NUMBER OF MONTHS</td>
</tr>
</tbody>
</table>

b. How many months during 1974 did you own this establishment?

<table>
<thead>
<tr>
<th>YES</th>
<th>NO</th>
</tr>
</thead>
<tbody>
<tr>
<td>YES</td>
<td>ENTER NUMBER OF MONTHS</td>
</tr>
</tbody>
</table>

**Section 3 - DOLLAR VOLUME OF BUSINESS**

- Include only receipts from customers, excise taxes and sales taxes, total charges for services or for the use of facilities and merchandise sold whether or not payment was received in 1974.
- DO NOT INCLUDE rentals from lending machine operations, real estate rental, Internet, sale of real estate, and other non-operating income.

**Section 4 - PAYROLL**

- Report the gross earnings paid in calendar year to your employees prior to such deductions as insurance, labor cost, Social Security contributions, withholding taxes, group insurance premiums, union dues, and savings bonds. Include in gross earnings all wages, salaries, commissions, dividend pay, paid benefits, vacation, and sick pay, and the cash equivalent of compensation paid-in-kind. If a corporation, include salaries of officers, if an unincorporated concern, include payments to proprietors or partners.

**Section 5 - SUPPLEMENTAL LABOR COSTS NOT INCLUDED IN PAYROLL DURING 1974**

a. Legally Required Labor Expenditures During 1974 - Report payments for all programs required under Federal and State regulation such as: Federal Old-Age Survivors Insurance, unemployment compensation, workers' compensation, and State temporary disability payments. Include employer payments only.

b. Voluntary Labor Expenditures During 1974 - Report the cost of all programs not specifically required by Federal or State legislation. For purposes defined jointly by employer and employee contributions, include only the employer payroll. Include employer payments for: insurance premiums on hospital and medical plans; life insurance, disability insurance, and unemployment; medical plans; employee payroll; relief plans; and medical plans. Also include payments or allotments for all pension plans regardless of method of administration, supplemental unemployment compensation plans, welfare plans, stock purchase plans in which the employer's payment is subject to withholding tax, and deferred profit sharing plans.

**Section 6 - TYPE OF ORGANIZATION**

a. Mark (X) the box which describes the individual or establishment listed in the address box.

<table>
<thead>
<tr>
<th>001</th>
<th>Individual</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>Partnership</td>
</tr>
<tr>
<td>3</td>
<td>Corporation</td>
</tr>
<tr>
<td>4</td>
<td>Other - Describe</td>
</tr>
</tbody>
</table>

b. Is this company owned or controlled by another company?

<table>
<thead>
<tr>
<th>YES</th>
<th>NO</th>
</tr>
</thead>
<tbody>
<tr>
<td>YES</td>
<td>ENTER COMPANY NAME AND ADDRESS (STATE, CITY, ZIP)</td>
</tr>
</tbody>
</table>

C. Does this company own or control any other company or companies?

<table>
<thead>
<tr>
<th>YES</th>
<th>NO</th>
</tr>
</thead>
<tbody>
<tr>
<td>YES</td>
<td>ENTER E.I. NUMBER</td>
</tr>
</tbody>
</table>

**Section 7 - KIND OF BUSINESS**

Mark (X) the ONE box which best describes the PRINCIPAL type of service covered by this report.

<table>
<thead>
<tr>
<th>001</th>
<th>Farm preparation services (planting, fertilizing, or weed control prior to planting, etc.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>002</td>
<td>Crop services (planting, cultivating, disease, weed control, harvesting, crop rotation, preparation of crops for market, etc.)</td>
</tr>
<tr>
<td>003</td>
<td>Veterinary services by licensed practitioners</td>
</tr>
<tr>
<td>004</td>
<td>Animal services, except veterinary (artificial insemination, boarding, showing, training, or grooming of animals, etc.)</td>
</tr>
<tr>
<td>005</td>
<td>Farm labor and management services (labor contractors, crew leaders, managers, citrus caretakers, etc.)</td>
</tr>
<tr>
<td>006</td>
<td>Landscape and horticultural services (planning, planting, or caring of lawns, gardens, shrubs, trees, etc.)</td>
</tr>
</tbody>
</table>

---

**Please continue on page 2**
## APPENDIX B

### Section B — Gross Receipts for Services Performed

Report value of receipts for all services performed during 1974 in a through f below. Report value of receipts from the sale of any materials or products used in connection with the services performed in Section 11. Report all other sales in Section 12.

#### a. Soil Preparation Services — if none, skip to b.

<table>
<thead>
<tr>
<th>Service Description</th>
<th>Number of Acres</th>
<th>Dollars</th>
<th>Cents</th>
</tr>
</thead>
<tbody>
<tr>
<td>0711 Plowing or land breaking</td>
<td>111</td>
<td>1</td>
<td>0</td>
</tr>
<tr>
<td>0712 Harrowing or seed bed preparation</td>
<td>112</td>
<td>1</td>
<td>0</td>
</tr>
<tr>
<td>0713 Fertilizer and lime spreading before planting</td>
<td>113</td>
<td>1</td>
<td>0</td>
</tr>
<tr>
<td>0714 Weed control before planting</td>
<td>114</td>
<td>1</td>
<td>0</td>
</tr>
<tr>
<td>0719 Other — Specify</td>
<td>119</td>
<td>1</td>
<td>0</td>
</tr>
</tbody>
</table>

#### b. Crop Services — if none, skip to c.

1. **Planting, Cultivating, and Protection**

   Report value of receipts for chemicals, fertilizer, or lime applied in Section 11.

   - 07211 Planting with or without fertilizer
   - 07212 Fertilizer spreading (only) after planting
   - 07213 Aerial dusting and spraying for disease and insect control with or without fertilizer
   - 07214 On-ground dusting and spraying for disease and insect control with or without fertilizer
   - 07215 Weed control after planting
   - 07216 Citrus grove cultivation or maintenance
   - 07217 Cultivation, mechanical and hand, other than citrus grove
   - 07218 Pruning of orchards or vineyards
   - 07219 Other — Specify

2. **Harvesting, Primarily by Machine**

   Report value of receipts for chemicals, fertilizer, or lime applied in Section 11.

   - 07221 Corn for all purposes
   - 07222 Wheat or other small grains (combining)
   - 07223 Cotton
   - 07224 Fruits or berries
   - 07225 Vegetables
   - 07226 Soybeans, other beans, peas, or peanuts
   - 07227 Hay (cutting, raking, baling, or chopping)
   - 07228 Tobacco
   - 07229 Other — Specify

3. **Preparation for Market**


   - 07231 Corn shelling or drying
   - 07232 Crop drying other than corn
   - 07233 Grain grading, milling, and mixing
   - 07234 Bean or grain cleaning
   - 07235 Cotton needling
   - 07236 Packaging of live-dried fruits or vegetables
   - 07237 Sorting, grading, or packing of fruits or berries
   - 07238 Sorting, grading, or packing of vegetables
   - 07239 Other — Specify

4. **Cotton Ginning**


   - 07241 Cotton ginning
   - 07242 Cotton picking
   - 07243 Other — Specify

#### c. Veterinary Services — if none, skip to d.

1. **Veterinary Services for Cattle, Hogs, Sheep, Goats, and Poultry**

   Report value of receipts for drugs and medicines prescribed and sold in Section 11.

   - 07411 Professional services
   - 07412 Hospital care
   - 07413 Artificial insemination
   - 07419 Other — Specify

2. **Veterinary Services for Dogs, Cats, Horses, Bees, Fish, Rabbits, Other Fur-Bearing Animals, Birds (Except Poultry) and Other Pets**

   Report value of receipts for drugs and medicines prescribed and sold in Section 11.

   - 07421 Professional services
   - 07422 Hospital care
   - 07423 Artificial insemination
   - 07429 Other — Specify

#### d. Animal Services, Except Veterinary — if none, skip to e.

1. **Animal Services for Cattle, Hogs, Sheep, Goats, and Poultry**

   Report value of receipts for services performed in Section 11.

   - 07511 Artificial insemination and breeding, except by veterinarians
   - 07512 Dairy herd improvement associations (milk testing for butterfat)
   - 07513 Pedigree record services
   - 07514 Slaughtering for individuals
   - 07515 Sheep dipping and shearing
   - 07516 Livestock vaccinating, except by veterinarians
   - 07517 Facility services, on-farm catching or cleaning corps
   - 07519 Other — Specify
### APPENDIX B Continued

#### Section 5 – Location of Services Performed During 1974

List below all counties in which you or your establishment performed the activities reported in Section 5 above. The county is the one from which the major part of the receipts from those activities were received. You may report receipts either in dollar figures (Column C) or as a percent of the total (Column D). Continue in Remarks on page 3 if necessary.

<table>
<thead>
<tr>
<th>County name</th>
<th>State</th>
<th>Gross receipts for services</th>
<th>CENSUS USE ONLY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>dollars</td>
<td>cents</td>
</tr>
<tr>
<td>Principal county</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other counties</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Section 6 – Labor and Payroll for Services Performed During 1974

If you reported any activities in Section 5, complete this section. Report yourself as unpaid if you are the sole proprietor or a partner of this establishment. If it is a corporation and you are on the payroll, report yourself as a paid employee.

<table>
<thead>
<tr>
<th>Number of unpaid workers (including unpaid family members) working</th>
<th>Number of paid employees (including paid family members) working</th>
<th>Gross payroll (before deductions (cash payments only)</th>
</tr>
</thead>
<tbody>
<tr>
<td>150 days or more</td>
<td>Less than 150 days</td>
<td>150 days or more</td>
</tr>
</tbody>
</table>

#### Section 7 – Seasonal Variation – For all of the workers included above (paid and unpaid), report the number working during the pay period which includes the 15th day of each month shown.

**Month** | **June** | **September** | **December**
---|---|---|---
150 days or more | | | |
Less than 150 days | | | |
Paid | | | |
Unpaid | | | |

#### Section 8 – Gross Receipts from Projects Provided in Connection with Services Performed During 1974

Report amount earned in Section 12.

<table>
<thead>
<tr>
<th>Service</th>
<th>Dollars</th>
<th>Cents</th>
</tr>
</thead>
<tbody>
<tr>
<td>A. Fertilizer or lime spread</td>
<td></td>
<td></td>
</tr>
<tr>
<td>B. Insecticides, pesticides, or herbicides applied</td>
<td></td>
<td></td>
</tr>
<tr>
<td>C. Spraying and fumigating for insect pests</td>
<td></td>
<td></td>
</tr>
<tr>
<td>D. Insect and disease control</td>
<td></td>
<td></td>
</tr>
<tr>
<td>E. Weed control</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Section 9 – Total Gross Receipts (Sum of dollars entered in a through D)

|$ |
Section 12 - OTHER OPERATIONS PERFORMED DURING 1974

List all operations, other than those reported in Section 8, performed during 1974 by the individual or establishment identified in the address box. Include any business activities, farming, non-agricultural operations, sales of merchandise, etc. NOT in connection with services performed in Section 8. Report the number of paid employees and the gross receipts from such other operations.

<table>
<thead>
<tr>
<th>Description of other operations</th>
<th>Number of paid employees working</th>
<th>Gross receipts for 1974</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>150 days or more</td>
<td>Less than 150 days</td>
</tr>
<tr>
<td></td>
<td>601</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td>602</td>
<td>7</td>
</tr>
<tr>
<td></td>
<td>603</td>
<td>2</td>
</tr>
</tbody>
</table>

NOTE: If no other operations were performed, check (X) this box and go to Section 13.

Section 13 - CAPITAL EXPENDITURES FOR THIS ESTABLISHMENT DURING 1974

Excluding land and mineral rights:

- Report all capital expenditures actually made during 1974 for this establishment, including major additions, capitalized repairs, and improvements. “Capital expenditures” refer to all costs that are chargeable to property accounts for which depreciation or amortization accounts are ordinarily maintained.
- Include the cost of all improvements and new construction at this establishment which were in progress but had not been completed at the end of 1974. (For example, cost for animal hospital, packing sheds, cotton gins, warehouses, etc., and improvements to establishment sites such as front, storage facilities, etc.) Include expenditures made by your company or any of its subsidiaries for structures which, upon completion, were or are to be sold and leased back to this establishment.
- Include expenditures for new machinery and equipment such as forklifts, conveyors, tractors, mechanical planters, harvesters, sprayers, dusters (including airplane dusters), fruit packing equipment, automobiles, etc., primarily used in performing services.
- Include transfers of used plant and equipment to your establishment from other establishments of your company.
- Include the cost of land and mineral rights. Exclude the cost of maintenance and repairs charged to property accounts for which this establishment.

Section 14 - CHANGES IN GROSS VALUE OF DEPRECIABLE ASSETS OF THIS ESTABLISHMENT DURING 1974

- Report the changes in gross value of depreciable assets of this establishment for which depreciation is charged. Include all assets (building, structures, machinery, equipment, etc.) and all amortizable fixed assets. Include all improvements and new construction (in progress) during 1974 but not yet completed at the end of 1974. Also include the value of depreciable assets owned by this establishment but leased or rented to other companies. Include the value of depreciable assets owned by your company or any of its subsidiaries but “leased” to this establishment.
- Exclude the value of depreciable assets at other locations of your company (or any of its subsidiaries) for which this establishment maintains records.

Section 15 - EXPENDITURES FOR ELECTRICITY, GASOLINE, PETROLEUM, AND OTHER FUELS PURCHASED DURING 1974

- Gasoline
- Diesel fuel
- L.P. gas, butane, propane (1.5 lbs. = 1 gallon)
- Motor oil, grease, piped gas, kerosene, and fuel oil
- Electricity purchased

Section 16 - SIGNATURE (Please check your answers, then sign below.)

Signature ____________________________

Remarks - Attach a separate sheet if needed.
Dear Friend:

It's time for the 1974 Census of establishments performing Agricultural Services, and we need your help.

In this census we include establishments performing:

- Soil Preparation and Crop Services
- Veterinary and Animal Services
- Farm Labor and Management Services
- Landscape and Horticultural Services

This is a most important census. Many changes have occurred since 1969 when the last census was taken. It is important to you that these changes be measured and understood by others performing agricultural services as well as by those who serve you and them.

Your answers are needed and are COMPLETELY CONFIDENTIAL, as spelled out in the Notice on the front of the report form.

Please fill out your report and send it back right away in the envelope provided. We'll appreciate it very much.

Sincerely,

[Signature]

VINCENT P. BARABBA
Director
Bureau of the Census

Enclosures
January 14, 1975

THANK YOU . . . . We sincerely thank those of you who have already completed and returned the 1974 Census report form covering your Agricultural Service establishment.

If you haven't sent it back yet —

PLEASE . . . . . help us to provide the statistics that are needed by filling your census report form and mailing it to us right away. The earlier we get reports from everyone, the sooner the results will be available.

WE KNOW . . . . that some of you may not be able to complete and return the census form until your records for the year have been summarized. If you are in this group, please let us have your report as soon as you can. Your report to the Bureau of the Census is CONFIDENTIAL and cannot be seen or used by any other government agency.

VINCENT P. BARABBA
Director
Bureau of the Census

If you write to us, please enclose this card (or copy the Census File Number shown on the address label).
Dear Friend:

Have you mailed the completed 1974 Census report form covering your Agricultural Services establishment? If so, we thank you very much.

As of today we haven't received your report — maybe it will cross in the mail with this reminder. We are very anxious to have it.

Let me explain why it is so vital that this census be complete and accurate. We know you have lots of problems these days — rising costs, fluctuating prices, shortages, etc. — and only a census can provide, county by county for the U.S., the information about agricultural services that is so greatly needed.

Needed by whom? You may not know anyone who makes direct use of census information, but it is used intensively by many people and organizations who serve you.

Who are they? Among others, private industry, farmer organizations, Congress, government agencies, agricultural experiment stations and colleges, publications, suppliers, and other businesses on whom you depend for the information, services, materials, and equipment you use.

So, your answers are important and, of course, COMPLETELY CONFIDENTIAL. Please, if your report isn't in the mail, fill it out and send it back right away. Thank you very much.

Sincerely,

J. THOMAS BREEN
Chief, Agriculture Division
Bureau of the Census

If you should write us about your report, please enclose this letter or be sure to include in your letter the Census File Number which appears on the address label.
Dear Friend:

Here is a SECOND COPY of the report form for the 1974 Census of establishments performing Agricultural Services.

If you have filled out and recently mailed back the copy you received earlier, we thank you. (We haven't received it as of today — perhaps it will cross in the mail.)

If you haven't returned your completed report, please fill out this copy and mail it to us right away.

To make this important census complete and accurate we must have your response.

Your answers will be COMPLETELY CONFIDENTIAL. They will be used only to produce county and State totals.

Please mail your report back to us just as soon as you can. We'll appreciate it very much.

Sincerely,

J. THOMAS BREEN
Chief, Agriculture Division
Bureau of the Census

Enclosures
Dear Friend:

We've written you several times about the report for the 1974 Census of establishments performing Agricultural Services. As I said in an earlier letter, to make this a complete census, we must have your filled-out report.

Let me assure you again; the same law (Title 13, United States Code) which requires your response, insures that your report will be held in STRICT CONFIDENCE. It cannot be used, or even seen, by anyone but sworn Census employees.

Your report, along with those of your neighbors, will be used only to provide totals for your county and State, and for the United States.

Please send your completed report to us within 10 days so we can get on with the big job of producing as quickly as possible the information that is needed from this Census. We'll appreciate it, and those who need and use the figures will appreciate it even more.

Sincerely,

J. Thomas Breen
Chief, Agriculture Division
Bureau of the Census

If you should write us about your report, please enclose this letter or be sure to include in your letter the Census File Number which appears on the address label.
Dear Friend:

We have not received your report form for the 1974 Census of establishments performing Agricultural Services. I must now ask you to complete the form and mail it back to us within the next fifteen days.

You are one of the few who has not sent in the completed form. We must hear from you.

Remember, your report is required by law and will be used only to produce needed totals. Please read the Notice on the front of the report form.

Maybe you've misplaced the report forms sent you earlier. If so, here is another copy. Please fill it out and return it.

Thanks for your help in making this census what it must be - complete!

Sincerely,

J. THOMAS BREEN
Chief, Agriculture Division
Bureau of the Census

Enclosures
Dear Friend:

Our records show that you have not yet complied with your legal obligation to file your report for the 1974 Census covering establishments performing Agricultural Services. This is the fifth follow-up letter that we have sent requesting your assistance.

The report is required by law and there are penalties for failure to report. Pertinent sections of the law are reproduced on the other side of this letter.

As stated in the instructions accompanying the form you received, estimates are acceptable if exact figures are not readily available.

Almost all establishments have responded. We will very much appreciate having your answers mailed back to us within five days so the census can be completed and the needed information published at an early date.

Sincerely,

VINCENT P. BARABBA
Director
Bureau of the Census

If you should write us about your report, please enclose this letter or be sure to include in your letter the Census File Number which appears on the address label.
EXCERPTS FROM TITLE 13, UNITED STATES CODE

Chapter 5 – Censuses

Subchapter II – Population, Housing, Agriculture, Irrigation, Drainage, and Unemployment

§ 142. Agriculture, irrigation, and drainage.

(a) The Secretary shall, beginning in the month of October 1959, and in the same month of every fifth year thereafter, take a census of agriculture, provided that the censuses directed to be taken in October 1959 and each tenth year thereafter, may, when and where deemed advisable by the Secretary, be taken instead in conjunction with the censuses provided in section 141 of this title.

(b) The Secretary shall, in conjunction with the census of agriculture directed to be taken in October 1959 and each tenth year thereafter, take a census of irrigation and drainage.

Chapter 7 – Offenses and Penalties

§ 221. Refusal or neglect to answer questions, false answers.

(a) Whoever, being over eighteen years of age, refuses or willfully neglects, when requested by the Secretary, or by any other authorized officer or employee of the Department of Commerce or bureau or agency thereof acting under the instructions of the Secretary or authorized officer, to answer to the best of his knowledge, any of the questions on any schedule submitted to him in connection with any census or survey provided for by subchapters I, II, IV, and V of chapter 5 of this title, applying to himself or to the family to which he belongs or is related, or to the farm or farms of which he or his family is the occupant, shall be fined not more than $100 or imprisoned not more than sixty days or both.

(b) Whoever, when answering questions described in subsection (a) of this section, and under the conditions or circumstances described in such subsection, willfully gives any answer that is false, shall be fined not more than $500 or imprisoned not more than one year, or both.

§ 224. Failure to answer questions affecting companies, businesses, religious bodies, and other organizations: false answers

Whoever, being the owner, official, agent, person in charge, or assistant to the person in charge, of any company, business, institution, establishment, religious body, or organization of any nature whatsoever, neglects or refuses, when requested by the Secretary or other authorized officer or employee of the Department of Commerce or bureau or agency thereof, whether such request be made by registered mail, by certified mail, by telegraph, by visiting representative, or by one or more of these methods, to answer completely and correctly to the best of his knowledge all questions relating to his company, business, institution, establishment, his official custody, contained on any census or other schedule prepared and submitted to him under the authority of this title, shall be fined not more than $500 or imprisoned not more than sixty days, or both; and if he willfully gives a false answer to any such question, he shall be fined not more than $10,000 or imprisoned not more than one year, or both.
AGRICULTURE, FORESTRY, AND FISHING

Major Group 07.—AGRICULTURAL SERVICES

The Major Group as a Whole

This major group includes establishments primarily engaged in performing soil preparation services, crop services, veterinary services, other animal services, farm labor and management services, and landscape and horticultural services, for others on a fee or contract basis. However, feedlots and poultry hatcheries operated on a fee or contract basis are included in Major Group 02.

Group Industry No. No.

SOIL PREPARATION SERVICES

071 Soil Preparation Services

Establishments primarily engaged in land breaking, plowing, application of fertilizer, seed bed preparation, and other operations for improving the soil.

- Chemical treatment of soil
- Fertilizer application
- Lime spreading
- Plowing
- Seed bed preparation
- Weed control, before planting

CROP SERVICES

072 Crop Planting, Cultivating, and Protection

Establishments primarily engaged in performing a variety of crop planting, cultivating, and protection operations. Establishments primarily engaged in complete citrus grove maintenance are classified in Industry 0722, and those providing a combination of services from soil preparation through harvest are classified in Industry 0729.

- Aerial dusting and spraying
- Bracing of orchard trees and vines
- Citrus grove cultivation
- Cultivation, mechanical and flame
- Cultivation of sprouts, twigs, etc.
- Dettasseling of corn
- Disease control for crops, with/without fertilizing
- Dusting crops, with/without fertilizing
- Entomological service
- Hoeing
- Insect control for crops, with/without fertilizing
- Planting, with/without fertilizing
- Pollinating
- Pruning of orchard trees and vines
- Seeding crops, with/without fertilizing
- Seeding of sprouts, twigs, etc.
- Spraying crops, with/without fertilizing
- Surgery on orchard trees and vines
- Thinning of crops, mechanical and chemical
- Weed control, after planting

0722 Crop Harvesting, Primarily by Machine

Establishments primarily engaged in mechanical harvesting, picking, and combining of crops, and related activities, using machinery provided by the service firm. Farm labor contractors providing personnel for manual harvesting are classified in Industry 0721.

- Berries, machine harvesting of
- Chopping and silo filling
- Combing
- Cotton, machine harvesting of
- Fruits and vegetables, machine harvesting of
- Grain, machine harvesting of
- Hay mowing, raking, baling, and chopping
- Peanuts, machine harvesting of
- Sugarcane, machine harvesting of
- Threshing service
- Tree nuts, machine harvesting of

0723 Crop Preparation Services for Market, Except Cotton Ginning

Establishments primarily engaged in performing a variety of operations on crops subsequent to their harvest, with the intent of preparing them for market or further manufacture. Establishments primarily engaged in stemming and redrying of tobacco are classified in Industry 2141.
APPENDIX C  Continued

26  STANDARD INDUSTRIAL CLASSIFICATION

Group  Industry  CROP SERVICES—Continued
No.  No.
072  0723 Crop Preparation Services for Market, Except Cotton Ginning—Continued

- Alfalfa cubing
- Bean cleaning
- Corn shelling
- Cotton seed delinting
- Drying of corn, rice, hay, fruits, and vegetables
- Flax decorticating and retting
- Fruit presettling, not in connection with transportation
- Grain cleaning
- Grain grinding, custom
- Grist mills, custom
- Hay baling
- Hay cubing
- Milling of flour, feed, and grain: custom
- Moos ginning
- Packaging fresh or farm-dried fruits and vegetables
- Potato curing
- Sorting, grading, and packing of fruits and vegetables
- Sweet potato curing
- Tobacco grading
- Tree nut hulling and shelling
- Vegetable precooling and shelling
- with transportation

0724 Cotton Ginning
- Establishments primarily engaged in ginning cotton.
  Cotton ginning

0729 General Crop Services
- Establishments primarily engaged in providing a combination of services from soil preparation through harvest, except farm labor and management services which are classified in Group 076.

Crop services, general

074  VETERINARY SERVICES

0741 Veterinary Services for Livestock, Except Animal Specialties
- Establishments of licensed practitioners primarily engaged in the practice of veterinary medicine, dentistry, or surgery, for cattle, hogs, sheep, goats, and poultry. Establishments of licensed practitioners primarily engaged in treating all other animals are classified in Industry 0742.

  Animal hospitals for livestock, except animal specialties
  Veterinarians for livestock, except animal specialties

Veterinary services for livestock, except animal specialties

0742 Veterinary Services for Animal Specialties
- Establishments of licensed practitioners primarily engaged in the practice of veterinary medicine, dentistry, or surgery, for animal specialties. Animal specialties include horses, bees, fish, fur-bearing animals, rabbits, dogs, cats, and other pets and birds except poultry. Establishments of licensed practitioners primarily engaged in veterinary medicine for cattle, hogs, sheep, goats, and poultry are classified in Industry 0741.

  Animal hospitals for pets and other animal specialties
  Veterinarians for pets and other animal specialties

Veterinary services for pets and other animal specialties

075  ANIMAL SERVICES, EXCEPT VETERINARY

0751 Livestock Services, Except Services for Animal Specialties
- Establishments primarily engaged in performing services, except veterinary, for cattle, hogs, sheep, goats, and poultry. Dairy herd improvement associations are also included in this industry. Establishments primarily engaged in the fattening of cattle are classified in Industry 0211. Establishments engaged in incidental feeding of livestock as a part of holding them in stockyards for periods of less than 30 days (generally in the course of transportation) are classified in Industry 4759. Establishments primarily engaged in performing services, except veterinary for animals, except cattle, hogs, sheep, goats, and poultry are classified in Industry 0752.
AGRICULTURE, FORESTRY, AND FISHING

Group Industry No. No.

075 ANIMAL SERVICES, EXCEPT VETERINARY—Continued

0751 Livestock Services, Except Services for Animal Specialties—Continued

- Artificial insemination
- Breeding of livestock, except animal specialties
- Catching poultry, with no hauling
- Cattle spraying
- Cleaning poultry coops
- Dairy herd improvement associations
- Livestock breeding services, except for animal specialties
- Milk testing, for butterfat, etc.
- Pedigree record services, for cattle, hogs, sheep, goats, and poultry
- Sheep dipping and shearing
- Showing of cattle, hogs, sheep, goats, and poultry
- Slaughtering, custom, for individuals
- Vaccinating livestock except animal specialties, except by veterinarians

0752 Animal Specialty Services

Establishments primarily engaged in performing services, except veterinary, for pets, equines, and other animal specialties. Establishments primarily engaged in performing services other than veterinary for cattle, hogs, sheep, goats, and poultry are classified in Industry 0751.

- Boarding kennels
- Boarding or training horses (including race horses)
- Breeding of animals other than cattle, hogs, sheep, goats, and poultry
- Dog grooming
- Honey straining (on the farm)
- Pedigree record services for pets and other animal specialties
- Showing of pets and other animal specialties
- Training of pets and other animal specialties
- Vaccinating pets and other animal specialties, except by veterinarians

076 FARM LABOR AND MANAGEMENT SERVICES

0761 Farm Labor Contractors and Crew Leaders

Establishments primarily engaged in supplying labor for agricultural production or harvesting. Establishments primarily engaged in machine harvesting are classified in Industry 0722.

- Crew leaders, farm labor: contract
- Farm labor contractors

0762 Farm Management Services

Establishments primarily engaged in providing farm management services, including management or complete maintenance of citrus groves, orchards, and vineyards. Such activities may include cultivating, harvesting, or other specialized activities, but establishments primarily engaged in performing such operations without management services are classified in the appropriate specific industry within Group 072.

- Citrus grove management and maintenance, with or without crop services
- Farm management services
- Orchard management and maintenance, with or without crop services
- Vineyard management and maintenance, with or without crop services

078 LANDSCAPE AND HORTICULTURAL SERVICES

0781 Landscape Counseling and Planning

Establishments primarily engaged in performing landscape planning, architectural, and counseling services.

- Garden planning
- Horticultural advisory or counseling services
- Landscape architects
- Landscape counseling
- Landscape planning

0782 Lawn and Garden Services

Establishments primarily engaged in performing a variety of lawn and garden services.

- Bermuda spraying services
- Cemetery upkeep, independent
- Garden maintenance
- Garden planting
- Lawn care
- Lawn fertilizing services
- Lawn mowing services
- Lawn spraying services
- Lawn spraying services
- Mowing highway center strips and edges
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<td>LANDSCAPE AND HORTICULTURAL SERVICES—Continued</td>
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Establishments primarily engaged in performing a variety of ornamental shrub and tree services. Establishments primarily engaged in forestry services are classified in Major Group 08.

- Arborist services
  - Ornamental bush planting, pruning, bracing, spraying, and surgery
- Ornamental tree planting, pruning, bracing, spraying, and surgery
- Tree trimming for public utility lines
- Utility line tree trimming services