FROM THE DIRECTOR
BUREAU OF THE CENSUS

We need your help in completing this report on contracts and agreements which are used for the production and marketing of selected agricultural products. In order to minimize the reporting burden on the Nation's farmers, this request is being mailed to only a sample of the farming operations which were included in the 1974 Census of Agriculture. Since your operation is among the sample selected to represent all contractual arrangements, your response is very important to the successful completion of the survey.

Specialized information is needed about the extent and use of production and marketing contracts in our Nation's agriculture. At present, little is known about the characteristics and types of arrangements and the effect they have on individual farming activities and marketing.

Please complete this report form for any contract or agreement you had in 1977. Most questions on the report can be answered readily by marking a "Yes" or "No," making an "X" in an appropriate box, or reporting estimates and percentages where actual figures are not readily available. We ask that you reply within 7 days; a preaddressed envelope is provided for your convenience.

The Contract Survey is part of the 1974 Census of Agriculture program which is required by title 13, United States Code, and is being taken in cooperation with the Economic Research Service of the U.S. Department of Agriculture which will use statistical totals in its work. Accordingly, under provisions of this title, your individual response is required by law and must be kept confidential, and will be seen only by sworn Census employees.

Your cooperation in helping us to complete the survey economically and quickly is most appreciated.

Sincerely,

MANUEL D. PLOTKIN

Enclosure
## Section I

1. In 1977 did you have any CONTRACT or BINDING AGREEMENT to produce or market any FEEDER and/or STOCKER CATTLE on this farm or ranch?

   Include only oral or written agreements made more than 30 days prior to delivery. Do not include FUTURES contracts traded through organized commodity exchanges.

2. Explain the operation for producing the cattle sold under contract from your farm or ranch.

   Mark (X) all that apply.

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### Section II - Timing of Contract Agreement

Mark (X) the box which best applies for questions 1 through 5 below.

<table>
<thead>
<tr>
<th>Code</th>
<th>Before Production Started</th>
<th>During Production Period</th>
<th>At Delivery or Within One Week</th>
<th>After the Product Was Marketed</th>
<th>Not Applicable</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>015*</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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### Section III - Terms of Contract

Listed below (items 1-12) are various items which are involved in production and marketing of feeder and/or stocker cattle.

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

<table>
<thead>
<tr>
<th>Code</th>
<th>Nutritional produced</th>
<th>Breeding program</th>
<th>Breed or type of calf to be raised</th>
<th>Amount of feed to be used</th>
<th>Analysis of feed to be used</th>
<th>Special type of equipment to be used</th>
<th>Frequency and/or extent of disease, pest, and/or parasite control</th>
<th>Type of disease, pest, and/or parasite control to use</th>
<th>Ending weight</th>
<th>Production practices other than disease, pest, and/or parasite control</th>
<th>Price terms</th>
<th>Other - Specify</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>016</td>
<td>021</td>
<td>022</td>
<td>034</td>
<td>035</td>
<td>036</td>
<td>037</td>
<td>038</td>
<td>039</td>
<td>040</td>
<td>041</td>
<td>042</td>
</tr>
</tbody>
</table>

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### Section IV - Who Furnishes the Production Items Listed Below?

Mark (X) the appropriate columns for questions A-D for each item.

<table>
<thead>
<tr>
<th>Code</th>
<th>Breeding stock</th>
<th>Feed</th>
<th>Chemicals for disease and pest control</th>
<th>Labor</th>
<th>Transportation</th>
<th>Technical assistance</th>
<th>Machinery and/or equipment</th>
<th>Other - Specify</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>061</td>
<td>062</td>
<td>063</td>
<td>064</td>
<td>065</td>
<td>066</td>
<td>067</td>
<td>068</td>
</tr>
</tbody>
</table>

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### Questions

- **Section I**: 1. Yes - Please complete this report form
  2. No - Please complete sections X and XI and return this form to the Bureau of the Census
- **Section II**: 1. Produced as a part of the cow-calf operation on your farm
  2. Produced as a part of the cow-calf operation on your farm and pastured as stockers on your farm
  3. Purchased and pastured as stocker cattle on your farm or ranch
- **Section III**: A. Determined by?
  - You, the producer
  - You and contractor jointly
  - Producer-Planned
  - No
- **Section IV**: E. Did the contractor provide any additional financial assistance (including cash advances) that was not related to the specific items listed above?
  - Yes - Specify kind
  - No

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*Note: If you had feeder and/or stocker cattle contracts with more than one contractor in 1977, direct your responses to the contract that represents the LARGEST QUANTITY of your production.*
Section V - PAYMENT DETERMINATION

1. How was the payment you received from the contractor determined?
   - Open market price at time of delivery (X)
   - From open market price at time contract was entered into
   - Futures market price
   - From price negotiated by the contractor when he sells the product
   - By negotiation with contractor - not based on any quoted or market price
   - Value of production items and services furnished by you
   - Set by contractor without negotiation
   - Other - Specify

Section VI - ORIGIN OF CONTRACT

1. How long have you produced cattle under contract?
   - 1-5 years
   - 6-10 years
   - More than 10 years

2. How long have you produced cattle for your present contractor?
   - 1-5 years
   - 6-10 years
   - More than 10 years

3. Were there any other cattle contractors available with whom you might have negotiated?
   - Yes - Complete 3a and 3b
   - No - Skip to question 4
   - Don't know - Skip to question 4

   a. Do you know the key provisions of the contracts they offered?
      - Yes
      - No

   b. Did you negotiate or bargain with more than one contractor?
      - Yes
      - No

4. Would you have produced cattle without a contract?
   - Yes
   - No

Section VII - CONTRACT PROVISIONS FOR VARIATION IN NUMBER OR QUALITY OF FEEDER AND/or STOCKER CATTLE PRODUCED

Listed below are consequences that may have been faced when the NUMBER and/or QUALITY of stocker and/or feeder cattle produced was different from that specified in the contract.

A. If NUMBER of cattle produced had been LESS than called for by the contract -
   1. The contractor would have accepted the cattle delivered as fulfillment of the contract
   2. I would have purchased the deficit amount to fulfill the agreement
   3. I would have made a cash payment to fulfill the contract
   4. The contract would have been invalidated
   5. The contract included a "Natural disaster" or "Act of God" clause which would have eliminated or reduced the obligation to deliver or produce cattle because of factors beyond my control
   6. There was no provision to cover this situation
   7. Other - Specify

B. If NUMBER of cattle produced had been MORE than called for by the contract -
   1. No payment would have been received for the excess produced
   2. The excess would have been sold on the open market
   3. I would have received a reduced price or payment from the contractor for the excess produced
   4. The excess would have been offered to the contractor first; then sold on open market
   5. I would have received an incentive or premium payment from the contractor
   6. There was no provision to cover this situation
   7. Other - Specify

C. If the QUALITY of cattle produced had been LOWER than called for by the contract -
   1. The contractor would have accepted the cattle delivered as fulfillment of the contract
   2. I would have made a cash payment to fulfill the contract
   3. No payment would have been received for inferior cattle
   4. The contract would have been invalidated
   5. The contract included a "Natural disaster" or "Act of God" clause which would have eliminated or reduced the obligation to deliver or produce cattle because of factors beyond my control
   6. I would have received a price or payment from the contractor based on the quality actually delivered
   7. The cattle would have been sold on the open market
   8. The cattle would have been offered to the contractor first; then sold on open market
   9. There was no provision to cover this situation
   10. Other - Specify

D. If the QUALITY of cattle produced had been HIGHER than called for by the contract -
   1. No additional payment would have been received other than specified in the contract
   2. I would have received an incentive or premium payment from the contractor
   3. The cattle would have been sold on the open market
   4. The cattle would have been offered to the contractor first; then sold on the open market
   5. There was no provision to cover this situation
   6. Other - Specify
OTHER CONTRACT CHARACTERISTICS

TERMINATION OF CONTRACT

Remarks -

1. Do you

Section XI - PERSON COMPLETING THIS REPORT

Name - Please print

Date - Mo./Day/1977

Form 74-A70 3-26-77