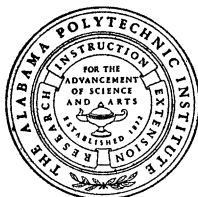


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How
ALABAMA FARMERS
BUY *and* SELL
LIVESTOCK



AGRICULTURAL EXPERIMENT STATION
of the ALABAMA POLYTECHNIC INSTITUTE

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How

ALABAMA FARMERS BUY *and* SELL LIVESTOCK*

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THE TOTAL SALES of livestock and livestock products, including those of dairy products, poultry and eggs, from Alabama farms have shown a remarkable increase since 1925. For the period 1926-30, livestock and livestock products accounted for an average of 16.4 per cent of the total cash farm income of Alabama farmers but increased to 32.8 per cent of the total for the period 1946-50.¹ The increase for meat animals alone was even greater proportionately from 6.4 per cent of total cash farm income for the earlier period to 18.3 per cent of that of the later period. Of the cash receipts derived from the sale of meat animals in 1950, cattle and calves accounted for 50.7 per cent, hogs 49.1 per cent, and sheep and lambs only 0.2 per cent of the total.

With the exception of sheep and lambs, production and marketings of livestock have also shown a sharp increase since 1925. The production of cattle and calves more than doubled between the two periods, 1926-30 and 1946-50, while production of hogs almost doubled.² Marketings of cattle from farms have almost trebled and marketings of hogs have more than trebled since the earlier periods (Figure 1). These increases are expressed in terms of live weight. Yet Alabama farmers do not market or, for that

* These studies are a part of a regional plan of livestock marketing research in which a number of Southern States, and the Bureau of Agricultural Economics, United States Department of Agriculture are cooperating. Each state is conducting its own research program; however, there is joint planning and coordination of research through a Regional Technical Committee representing each of the participating states and agencies. Participating states include Alabama, Arkansas, Louisiana, Mississippi, Georgia, South Carolina, North Carolina, Tennessee, Virginia, and West Virginia.

¹ "Cash Receipts from Farming, 1924-1944"; and "Farm Income Situation," June 1951, U.S.D.A., B.A.E., Washington, D. C.

² "Meat Animals—Farm Production and Income," 1924-44, 1945-46, 1946-47, 1947-48, 1948-49, 1949-50, U.S.D.A., B.A.E., Washington, D. C.

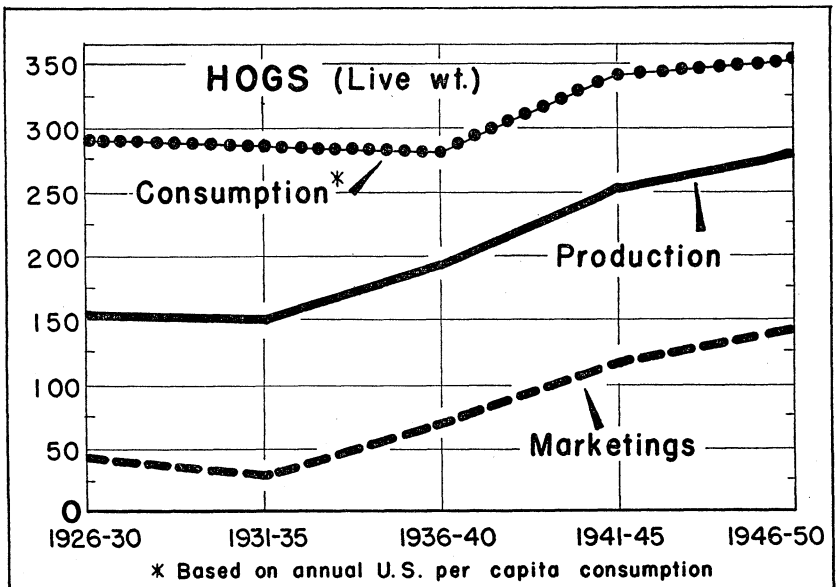
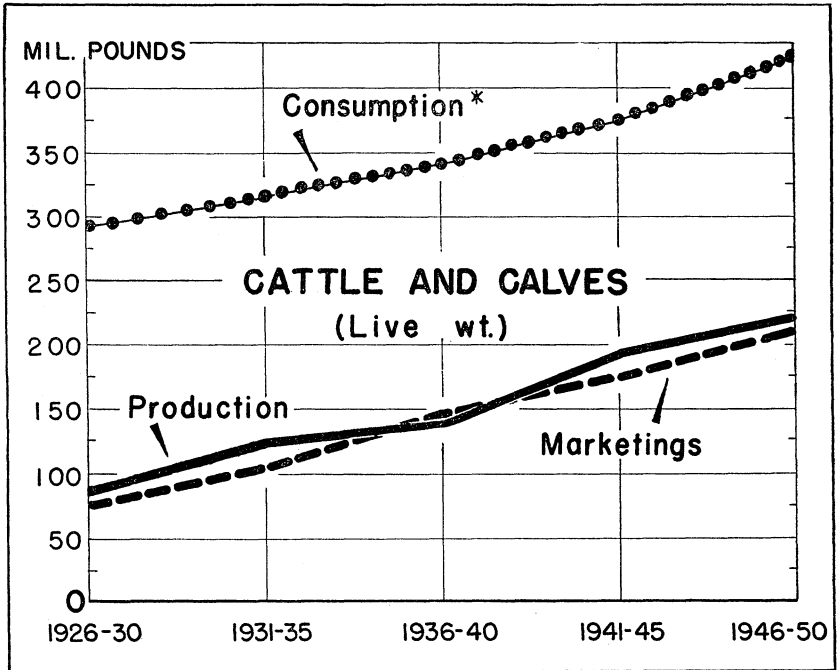


FIGURE 1. Production, marketing, and consumption of cattle and calves, and hogs, Alabama, 1926-30 to 1946-50.

matter, produce nearly enough meat animals to supply the State's needs, based on United States per capita consumption rates. However, producers are furnishing a larger proportion of meat requirements now than in the earlier period.

The increases in livestock production and marketings, as well as the greater income from meat animals, have been due to a number of factors. Among these have been the reduction in acreages devoted to cotton and corn with accompanying higher yields and the use of these acreages for the development of improved pastures and forage crops. More widespread improvement of permanent pastures, plus some expansion, and an accompanying increase in livestock production is likely to continue. With an increased emphasis on livestock production, the need for greater attention to marketing practices and marketing outlets has developed.

In recognition of this need, a study of livestock marketing practices and marketing outlets was made. This report concerns livestock selling and buying practices of farmers, including marketing outlets used. A fuller companion report on marketing outlets will complete the present phase.

These studies were conducted in order to provide background information for more basic research that is expected to follow. Additional research being planned concerns price-grade differentials paid for livestock as well as means of reducing marketing costs and increasing efficiency.

Specific objectives of this study were:

- (1) To determine the importance and characteristics of livestock sold and bought by farmers,
- (2) To determine the types and relative importance of marketing outlets used by farmers, and
- (3) To ascertain existing marketing practices of farmers and major problems that result therefrom.

To obtain data representative of the State as a whole, an area sampling plan, designed by the Department of Experimental Statistics, North Carolina State College, was followed.³

Results of the study have been tabulated on a type-of-farming area basis (Figure 2). Although area data should not be con-

³Data described were collected for the year 1950. The State was divided into 17 strata based on the value of livestock sold, excluding dairy and poultry products, with one county selected for sampling purposes within each stratum. A total of 163 segments was included in the sample plan. In addition, all major type-of-farming areas were represented in the sample.

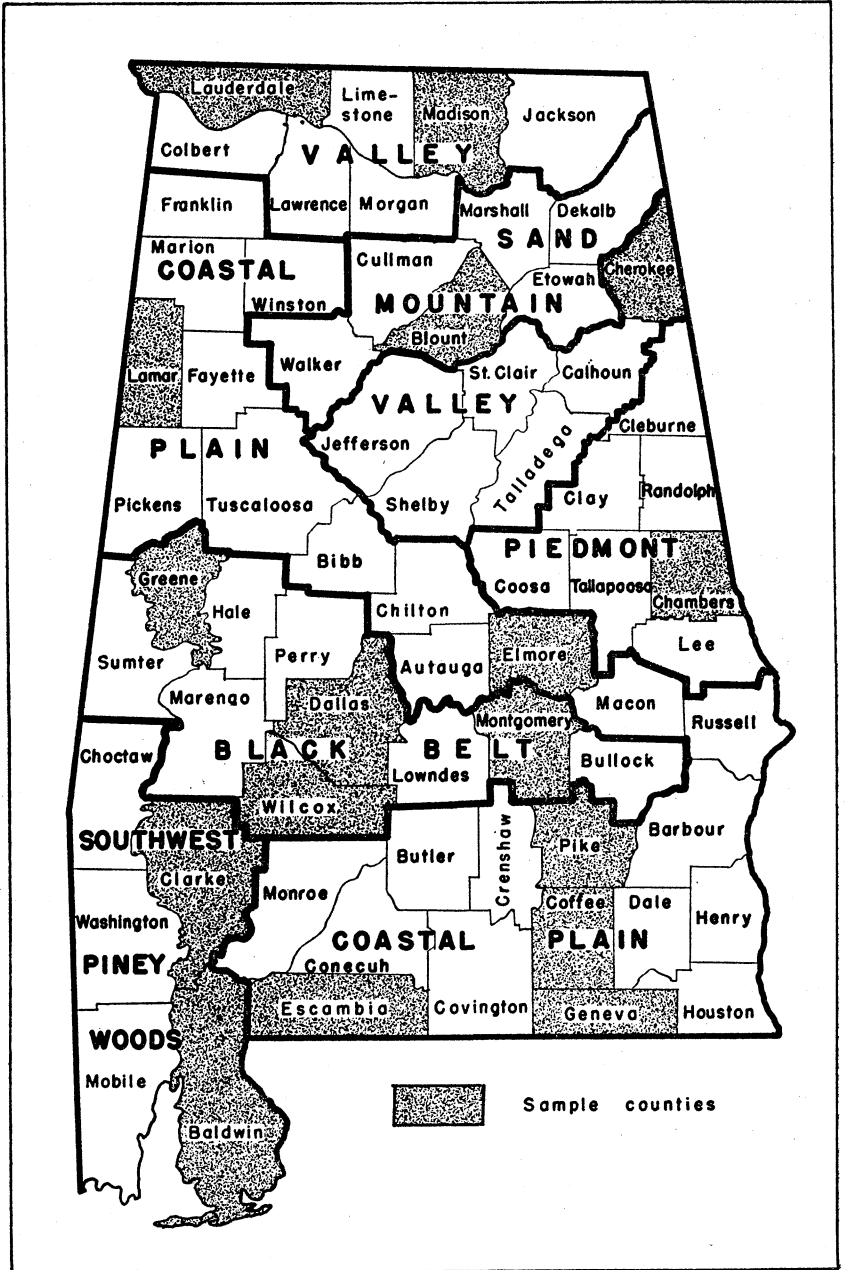


FIGURE 2. Farming areas of Alabama

sidered strictly typical of conditions within each area, they can be considered indicative of conditions on an area basis. An exception is sheep and lambs. Sales were reported for sheep only in Baldwin County and no purchases were reported in any area. As a result it was felt that an adequate sample of sheep and lambs was not obtained from the area sampled.⁴ For this reason, only brief attention is given to sheep and lambs in this report.

An attempt was made to contact and interview personally all farmers in each segment. In all, 606 farmers were interviewed from whom usable schedules were obtained. Of these farmers, 52 per cent sold livestock and 58 per cent either sold and/or bought livestock in 1950.

IMPORTANCE and CHARACTERISTICS of LIVESTOCK SOLD and BOUGHT

Classes and Ages of Livestock Sold

Slaughter animals were the most important class of livestock sold by Alabama farmers in 1950. Slaughter cattle and calves, excluding veal calves, made up 75 per cent of all cattle sold (Figure 3). Veal calves accounted for 9 per cent. Stocker and feeder cattle amounted to 10 per cent of the total and dairy and breeding animals constituted 6 per cent of all cattle sold. Of all hogs sold slaughter hogs comprised 69 per cent, feeder hogs 30 per cent, and breeding hogs only 1 per cent. It is apparent that the feeder market for hogs is relatively more important than for cattle.

Largest numbers of cattle sold were reported in the Black Belt Area in central Alabama. The next most important areas were the Coastal Plain and the Valley, while the least important area was the Piedmont (Appendix Table 1). Largest hog sales were reported in the Coastal Plain and Valley areas. Again the least important area was the Piedmont (Appendix Table 2).

The Valley and Piedmont areas reported relatively more veal

⁴ The U. S. Census for 1950 reports a total of 24,839 sheep and lambs in Alabama principally concentrated in portions of the Black Belt and Southwest Piney Woods areas and in Madison County of the Tennessee Valley Area. Sheep and lambs are not sold in important numbers in any area, although a number of sheep and lamb sales are held during the year in the Black Belt. The most important sheep and lamb market in this area is at Demopolis, Alabama.

calves sold; otherwise, there did not appear to be important differences between classes of cattle sold within the State. A larger proportion of the hogs sold were slaughter as compared to feeders in the Coastal Plain, Southwest Piney Woods, and Mountain areas.

For the State as a whole, 51 per cent of the cattle and calves sold in 1950 were in the age group of 6 months to 1 year (Figure 4). Seventeen per cent of the cattle and calves were under 6 months of age when sold and 19 per cent were over 2 years of age when marketed. The latter were predominantly dairy and breeding animals. Undoubtedly, a substantial portion of the older cattle sold was more or less forced sales, that is, culled for age or other undesirable characteristics. It appears, then, that the portion of "voluntary" sales, which are in the calf to short-yearling group, is comparatively high.

For hogs, 64 per cent were sold between the ages of 6 months to 1 year. Sixteen per cent of the hogs were under 3 months of age when sold and 11 per cent were between 3 and 5 months of age. Hogs up to 6 months of age were principally feeder hogs. Only 9 per cent of the hogs sold were over 1 year old.

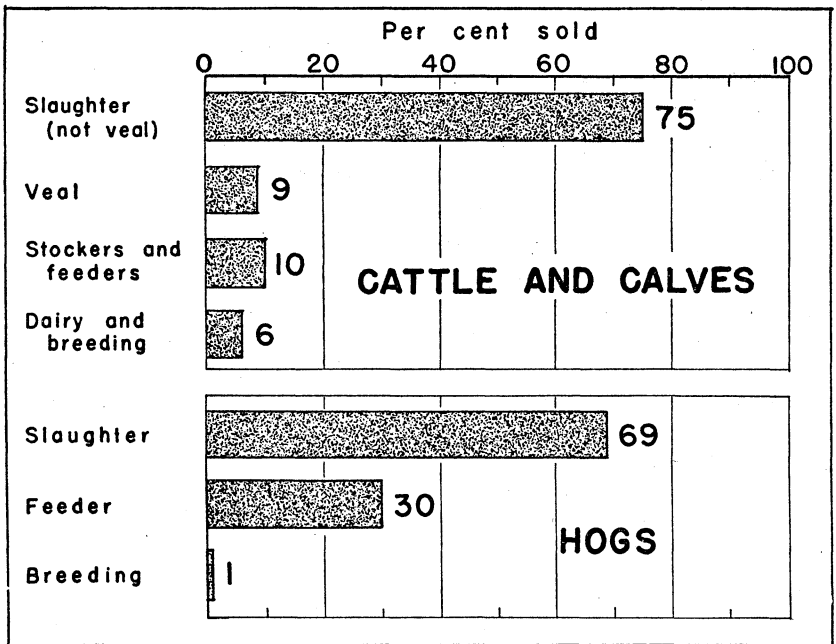


FIGURE 3. Distribution by classes of livestock sold by Alabama farmers, 1950.

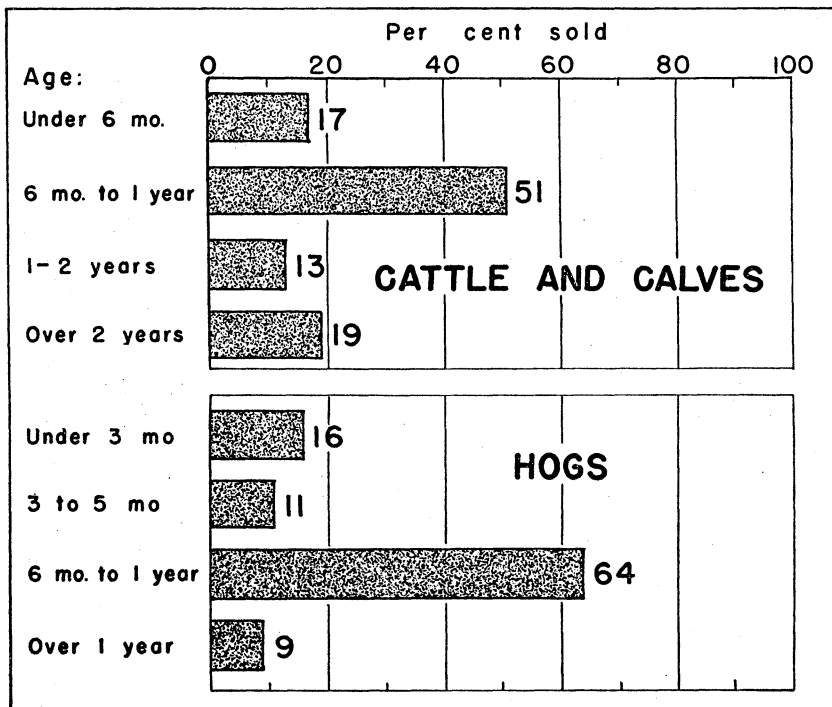


FIGURE 4. Distribution by age groups of livestock sold by Alabama Farmers, 1950.

Farmers in the Coastal Plain, Southwest Piney Woods, and Mountain areas reported selling most of their cattle at ages in excess of 1 year. The same areas sold hogs also at an older age as compared to other areas (Appendix Table 3).

Classes of Livestock Bought

Most of the livestock bought by Alabama farmers was made up of stockers and feeders. In 1950, stockers and feeders comprised 69 per cent of all cattle bought, and feeders were 90 per cent of all hogs bought. Dairy and breeding animals accounted for 28 per cent of all cattle purchases, while only 7 per cent of all hogs bought were breeding animals (Figure 5). The areas where purchases were greatest coincide with areas of heaviest sales. For the State in 1950, purchases of cattle and calves were 74 per cent of sales and purchases of hogs were 37 per cent of sales.

The purchase of animals for dairy and breeding purposes was

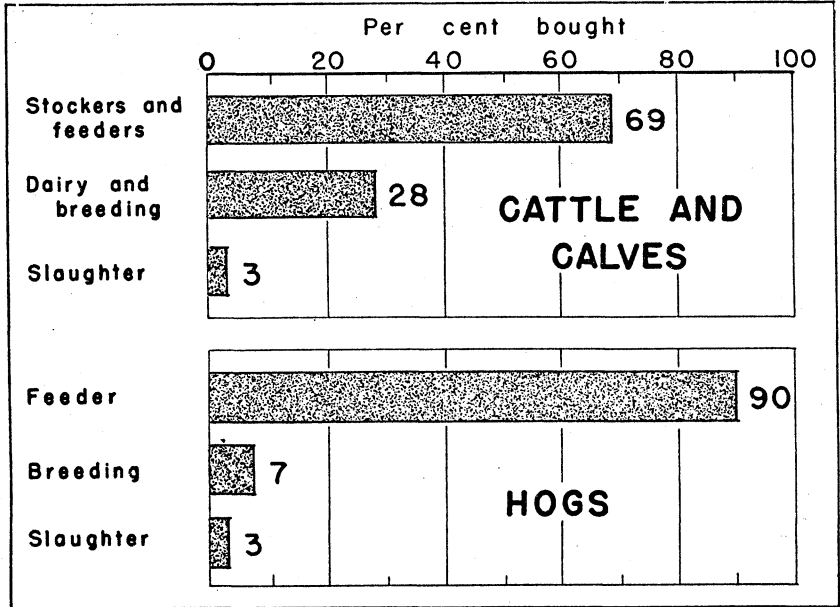


FIGURE 5. Distribution by classes of livestock bought by Alabama farmers, 1950.

least important in the Black Belt and Coastal Plain as compared to other areas (Appendix Table 4). Hogs purchased for breeding purposes were not reported in important numbers in any particular area.

Relationship of Purchases to Sales

The number of farmers who sold cattle and hogs in 1950 was more than twice the number who bought cattle and hogs. The amount of cattle bought by these farmers was about three-fourths of the amount sold, but the amount of hogs bought was only a little more than a third of the amount sold (Table 1).

TABLE 1. NUMBER OF FARMS BUYING AND SELLING LIVESTOCK, NUMBER OF LIVESTOCK BOUGHT AND SOLD, AND RATIOS OF PURCHASES TO SALES, ALABAMA, 1950

Species	Farms reporting			Livestock bought and sold		
	Selling	Buying	Ratio of farms buying to farms selling	Sold	Bought	Ratio of livestock bought to livestock sold
	Number	Number	Per cent	Number	Number	Per cent
Cattle and calves	233	104	2.2 to 1	1,391	1,034	1.3 to 1
Hogs	195	100	2.0 to 1	3,160	1,177	2.8 to 1

Perhaps more important findings were that in 1950 there were five times as many stocker and feeder cattle bought as were sold, and that there were three times as many dairy and breeding cattle bought as were sold (Appendix Table 5). This indicates a sizeable herd build-up in 1950. This situation did not exist for feeder or breeding hogs in the State as a whole; however, farmers in the Coastal Plain and the Southwest Piney Woods bought more feeder hogs than the number of feeders sold in the two areas.

The Black Belt, Valley, and Mountain areas had ratios of feeder and breeder cattle purchases to sales that were importantly different from the State average. Stocker and feeder purchases were much greater than sales in the Black Belt Area, and dairy and breeding purchases were much greater than sales in the Black Belt as well as the Valley and Mountain areas.

Seasonality of Livestock Marketings

The largest numbers of cattle and calves were sold by Alabama farmers in the last half of the year, with a noticeable increase in October, November, and December (Appendix Table 6). During 1950, 38 per cent of all cattle were sold in this 3-month period, which corresponds very closely with the national to-market movement of grass cattle. The 6-month period, July through December, accounted for 69 per cent of the sales. A seasonal increase occurred in May, which was due perhaps to farmers' response to more favorable prices. In addition, there appeared to be larger numbers of cattle between the ages of 1 and 2 years sold during May. A large proportion of the cattle in excess of 2 years of age was sold in December. Otherwise, seasonal variations by age groups were about the same as for all cattle.

Since most of the cattle sold were reported to be slaughter cattle, seasonal variations for this class were about the same as for all cattle (Figure 6). Neither was there seasonal variation among stocker and feeder cattle in 1950 as ordinarily would be expected. Only 26 per cent of the cattle of this class were sold in the first half of the year but over half the movement was reported in the 3 months of August, October, and December. The high peak movement of feeders in August was probably due to large numbers of calves off grass. A larger proportion of breeding cattle as compared to stockers and feeders was sold in May. Otherwise there were no important seasonal differences in the two classes.

During 1950, farmers reported selling 60 per cent of their hogs

in the last 6 months of the year (Appendix Table 6). In the last 4 months alone, September through December, 45 per cent of all hogs were sold. In the 3-month period, March through May, 25 per cent of all hogs were sold. During this period, the sale of feeder pigs was extremely important. For example, over half of the pigs under 3 months of age were sold during this time. The

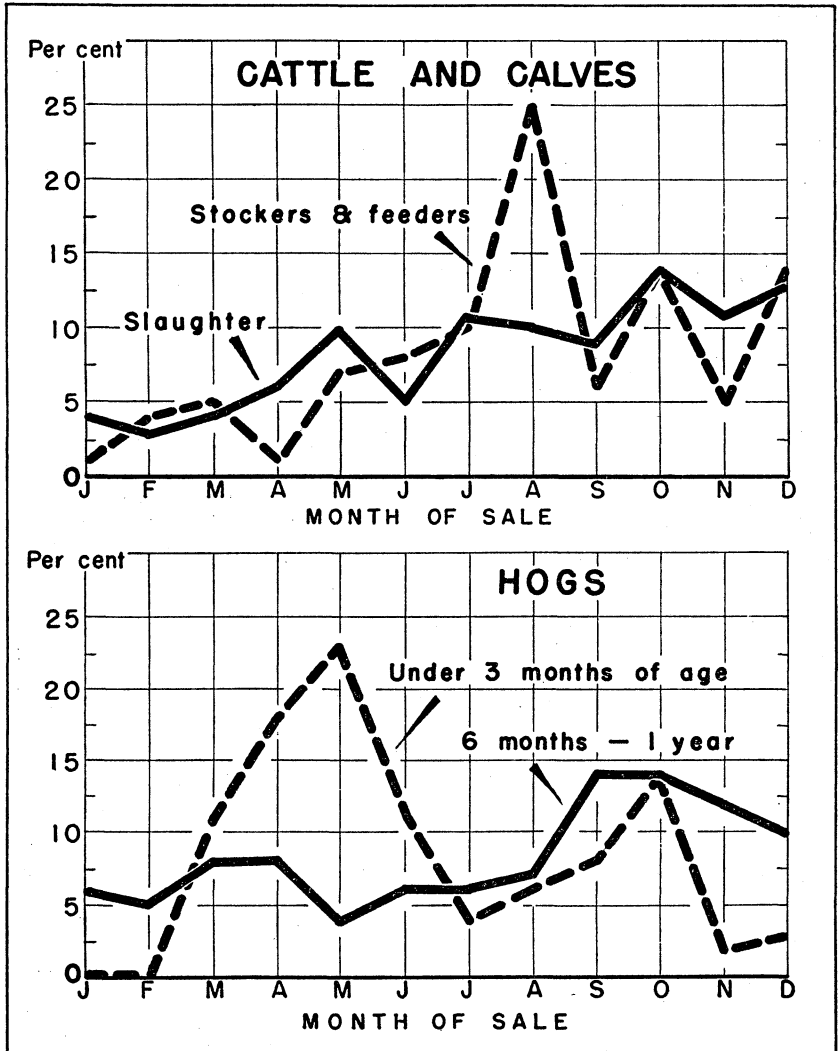


FIGURE 6. Distribution by selected classes and ages of livestock sold each month by Alabama farmers, 1950.

sale of feeder hogs was also important in September and October. There did not appear to be a heavy seasonal sale of older hogs in the spring. Over half of the hogs 6 months of age and older, which were slaughter hogs for the most part, were sold in the fall and winter months, September through December (Figure 6).

The peak of the to-market movement of slaughter hogs preceded the national fall peak by about a month. There was only a very slight peak in the spring hog movement. On the other hand, there were in 1950 two distinct peaks in the sale of feeder pigs. This indicates that efficient hog producers in Alabama may find it advantageous to feed out two pig crops for the market within the year.

MARKETS USED *by* FARMERS

Markets Used When Selling Livestock

Auctions were by far the most important outlet used by Alabama farmers for the sale of their livestock. In 1950, 76 per cent of the cattle and calves, and 57 per cent of the hogs were reported by farmers to have been sold through auctions. Farmers as a group were the next most important single outlet, with 6 per cent of the cattle and calves and 17 per cent of the hogs being sold from farm to farm. Other outlets in terms of their importance are shown in Figure 7. Country buyers and local dealers bought 11 per cent of the cattle and 18 per cent of the hogs sold by farmers. Proportionately, more cattle than hogs were sold through terminal public markets, while more hogs than cattle were sold direct to packers.

Auctions were more important outlets for slaughter cattle than for stockers and feeders and breeding animals. Dairy and breeding animals were, for the most part, sold to other farmers, country buyers, and local dealers. These same outlets were relatively more important for stockers and feeders than for slaughter cattle. However, auctions were still more commonly used for either class (Appendix Table 7).

Slaughter hogs were sold predominantly through auctions while feeder and breeding hogs were sold most commonly to other farmers. Auctions and country buyers were also important outlets for feeder hogs (Appendix Table 8).

Relatively fewer cattle and calves were sold through auctions

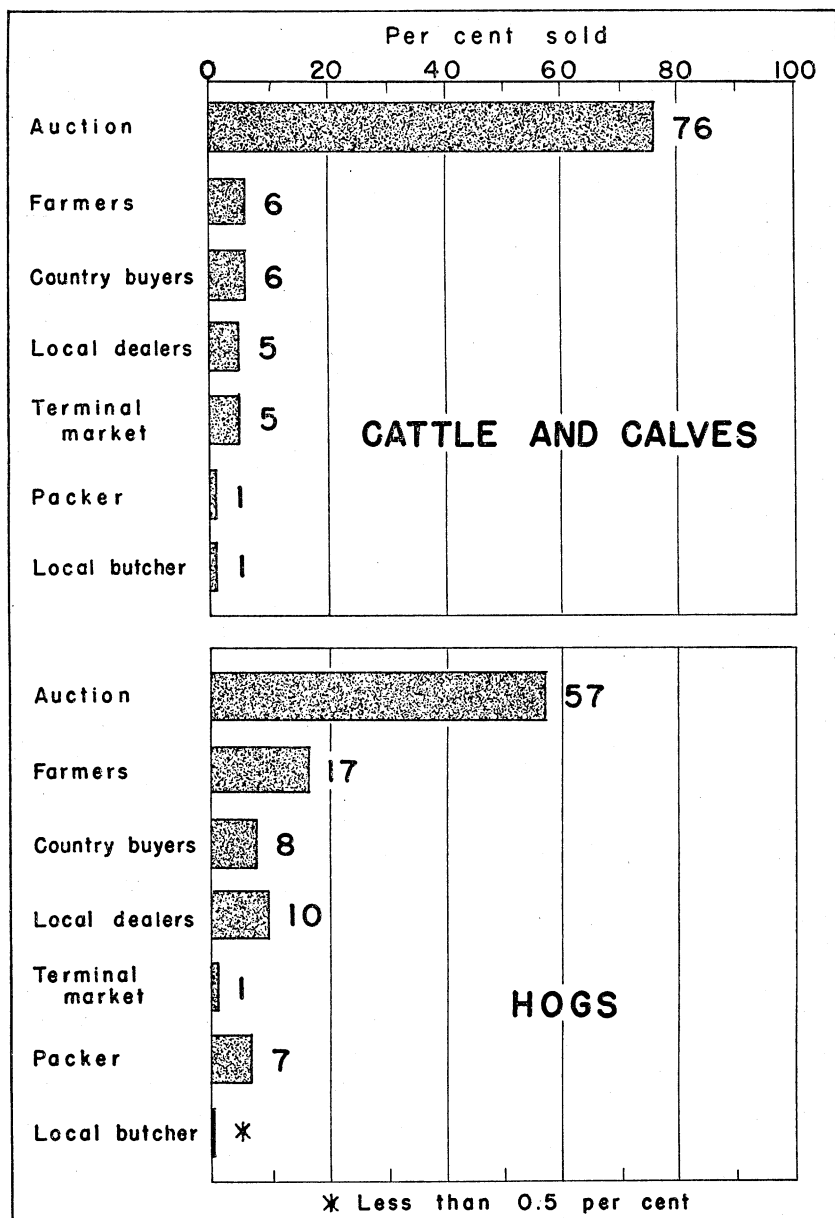


FIGURE 7. Distribution of livestock sold through various types of markets by Alabama farmers, 1950.

in the Coastal Plain and Piedmont areas than in other areas (Appendix Table 7). For example, 86 per cent of the cattle sold in the Piedmont were to country buyers and local dealers. Proportionately fewer hogs were sold through auctions in the more important production areas of the Coastal Plain and Valley than for other areas. Nevertheless, auctions were still the most important outlet. In the Piedmont, as was true of cattle, country buyers and local dealers were used almost altogether as sales outlets for hogs (Appendix Table 8). In the less important hog-producing areas of the Black Belt and Piney Woods, feeder hogs as well as slaughter hogs were sold most commonly through auctions.

Apparently, auctions gave satisfactory service to cattle producers in 1950. However, it would seem that country buyers bought a fairly large percentage of the hogs.

Markets Used When Buying Livestock

The market outlets used by farmers in selling livestock were, for the most part, those used by farmers when buying livestock. However, their relative importance was somewhat changed. Auctions were the most important source for both cattle and hogs but other farmers were much more important as a source for buying livestock than as an outlet in selling livestock. In 1950, Alabama farmers reported buying 69 per cent of their cattle and calves through auctions, 14 per cent from other farmers, 10 per cent through terminal public markets, and 7 per cent from local dealers and country buyers (Figure 8). For hogs, 58 per cent were bought through auctions, 36 per cent from other farmers, and 6 per cent from local dealers and country buyers.

A large proportion of the stocker and feeder cattle was bought through auctions, but sources other than auctions were more important for breeding cattle (Appendix Table 9). For example, only 6 per cent of the stocker and feeder cattle were bought from other farmers, while 32 per cent of the breeding cattle were obtained from farmers. Local dealers and country buyers were also important sources of breeding cattle. The terminal public market in Montgomery was an important source of stocker and feeder cattle purchased in the Black Belt area of central Alabama. Other area differences were not noticeable, except that breeding cattle were commonly bought through auctions in the Black Belt and Mountain areas.

Since relatively small numbers of hogs were bought for pur-

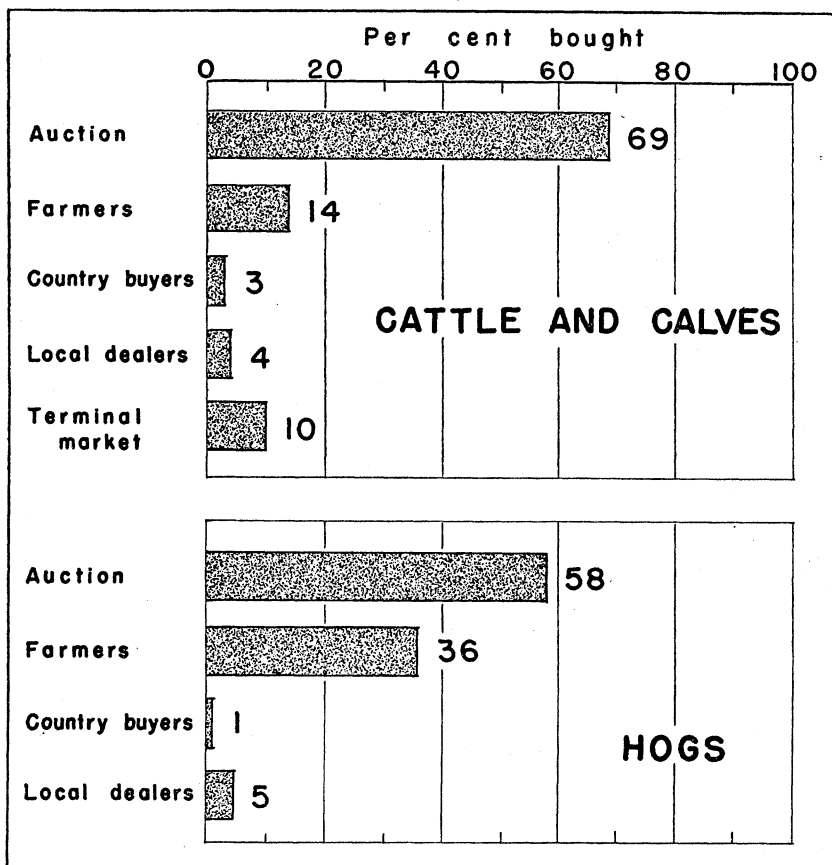


FIGURE 8. Distribution of livestock bought from various types of markets by Alabama farmers, 1950.

poses other than feeding, purchase patterns for feeder hogs were about the same as for all hogs. Area differences did not appear to be important in 1950 (Appendix Table 10).

Movement of Livestock to Market

Manner of Movement. Almost all of the livestock sold by Alabama farmers was moved to market by truck, either in farmers' trucks, hired trucks, or buyers' trucks. In 1950, 72 per cent of the cattle and 52 per cent of the hogs were moved in farmers' trucks. Of the remainder, most were moved in buyers' trucks (Table 2). Stocker and feeder animals, both cattle and hogs,

TABLE 2. DISTRIBUTION OF LIVESTOCK SOLD BY SPECIES AND CLASSES FROM FARMS THAT WERE TRANSPORTED BY SPECIFIED METHODS, ALABAMA, 1950

Class	Method of transportation		
	Farmer's truck	Hired truck	Buyer's truck
	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>
CATTLE AND CALVES			
Slaughter	78	13	9
Stockers and feeders	33	41	26
Other classes	27	14	59
ALL CATTLE	72	13	15
Hogs			
Slaughter	64	22	14
Feeder	23	13	64
Other classes	63	6	31
ALL HOGS	52	19	29

were not commonly moved in the farmers' trucks, however, probably because of the different outlets used when these animals were sold. For example, feeder hogs were commonly moved by country buyers, including other farmers, in their trucks.

Distance of Movement. Most of the livestock sold by Alabama farmers moved to market outlets no more than 15 miles away. For all outlets, 72 per cent of the cattle and 76 per cent of the hogs were moved no more than 15 miles. An additional 19 per cent of cattle and 15 per cent of hogs were moved no more than 30 miles. Only 2 per cent of the cattle and 4 per cent of the hogs were moved distances in excess of 45 miles (Table 3).

TABLE 3. DISTRIBUTION OF LIVESTOCK SOLD BY ALABAMA FARMERS ACCORDING TO DISTANCES FROM PRINCIPAL OUTLETS USED, 1950

Outlet	Under 16 miles	16-30 miles	31-45 miles	Over 45 miles
	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>
CATTLE AND CALVES				
Auction	75	17	7	1
Packer	9	--	--	91
Dealer	53	36	6	5
Farmers	100	--	--	--
ALL OUTLETS	72	19	7	2
Hogs				
Auction	74	20	6	--
Packer	46	8	10	36
Dealer	90	5	4	1
Farmers	81	--	--	19
ALL OUTLETS	76	15	5	4

Only cattle sold to dealers or country buyers and hogs sold direct to packers differed importantly from the over-all pattern. Distances moved in these instances were somewhat greater. The same was true of cattle sold direct to packers but only a few head of cattle were sold this way.

Reasons for Choice of Markets

Farmers were asked to give reasons for their choice of outlets or sources when selling or buying livestock. These are reported in Appendix Tables 11 and 12.

Choice When Selling Livestock. The reasons for the choice of different outlets did not vary greatly. The most important reasons for choosing any outlet were convenience of the market and the feeling that a better price would be obtained. These reasons were most important for both cattle and hogs. An important reason for selling to dealers or country buyers was that livestock was picked up at the farm. Only available market was the reason frequently given for choosing auctions.

Choice When Buying Livestock. There was somewhat more variation in the reasons for choice of outlets when buying livestock. However, the three most important for both cattle and hogs were (1) "had what I wanted," (2) "better selection," and (3) "convenience." In addition, an important reason for buying both cattle and hogs from other farmers was because of favorable prices. Hogs were purchased also from farmer-breeders because of the desire for purebred animals.

MARKETING PRACTICES of FARMERS

Selling Methods and Practices

Proportion of Farms Selling. Based on the sample of Alabama farmers interviewed, about 4 out of 10 farmers sold cattle, including calves, and 3 out of 10 sold hogs during 1950. Only 3 per cent of the farmers reported veal calves sold (Table 4).

Area differences did not vary differently from the State average, except in the Piedmont, where half of the farmers sold cattle. A higher-than-average percentage of Coastal Plain farmers sold hogs, and a noticeably lower-than-average percentage of farmers

TABLE 4. DISTRIBUTION OF FARMS SELLING LIVESTOCK BY SPECIES, AVERAGE NUMBER OF HEAD SOLD PER FARM SELLING, NUMBER OF TIMES SALES WERE MADE, AND NUMBER OF HEAD PER SALE, ALABAMA 1950

Species	Farms selling	Head sold per farm	Sales per farm	Head per sale
	<i>Per cent</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>
All cattle	38	6.0	1.8	3.3
Veal calves	3	5.7	¹	¹
Hogs	32	16.2	2.3	6.9

¹ Not ascertained.

in the Black Belt and Piedmont areas sold hogs (Appendix Table 13).

Of tenant-operated farms, about 2.5 out of 10 sold cattle and calves as well as hogs, while for farm owner-operators almost 5 out of 10 sold cattle and calves and slightly more than 3 out of 10 sold hogs. The proportion of farm owner-operators selling cattle was greater in the Black Belt and Piedmont than in other areas. On the other hand, the proportion of owners selling hogs in these areas was smaller than for other areas (Appendix Table 13). In addition, in the Piedmont and Mountain areas, a smaller percentage of owners than tenants sold hogs.

Livestock Sold *per Farm*. Farmers who marketed livestock in 1950, sold on the average 6 head of cattle, including calves, and 16 hogs. The Black Belt was the only area reporting cattle sales importantly in excess of the average, with 16 head of cattle being sold per farm. This area was characterized by the existence of large owner-operated farm units. In the Piedmont, at the other extreme, farmers sold about three head of cattle per farm. The Valley and Piney Woods areas reported sale of hogs per farm greater than the average, while the Black Belt and the Piedmont areas reported sales per farm considerably less than average (Appendix Table 14).

Frequency of Sale. The number of times farmers sold livestock during 1950 is also reported in Table 4. On the average, farmers sold cattle about twice during the year and hogs a little more than twice. For cattle, farmers in the Black Belt, Piedmont, and Mountain areas reported somewhat more frequent sales than the average; for hogs, the Valley Area was slightly more than the average (Appendix Table 14). The areas of least importance, in terms of number of times hogs were sold in 1950, were the Black Belt, Piedmont, and Mountain areas.

Size of Lots Sold. The average number of livestock sold per lot by farmers was slightly better than three head of cattle and calves, and seven hogs. Variations by areas followed fairly closely the number of livestock sold per farm.

Importance of Various Sizes of Lots Sold. The percentage of farmers that sold livestock in lots of various sizes and the percentage of livestock marketed in each size group are shown in Figure 9 and reported by areas and market classes in Appendix Tables 15 and 16.

These data show that 39 per cent of the farmers sold cattle in lots of one animal. These sales, however, accounted for only 7 per cent of the cattle sold. Almost two-thirds of the farmers in Alabama sold cattle in lots of one and two head, but these sales made up only 15 per cent of all cattle sold. Only 8 per cent of the farmers sold cattle in lots of over 10 animals, these sales comprising nearly three-fifths of all cattle sold.

Of slaughter cattle, about 20 per cent of the farmers accounted for approximately 80 per cent of the sales. Almost the same situation prevailed for veal calves.

About half of the farmers sold almost a fifth of the stocker and feeder cattle in lots of one animal. Over a third of the farmers sold more than a third of the stockers and feeders in lots from two to five animals. The remaining 44 per cent of this class was sold by 12 per cent of the farmers in lots of over five animals. As would be expected, a large proportion of the breeding cattle were sold in lots of one and two animals.

In contrast with cattle, only 14 per cent of the farmers reported selling hogs in lots of one or two. In addition, these farmers sold only 1 per cent of all hogs sold. Roughly, one fifth of the farmers sold hogs in lots of three to five inclusive, comprising only 5 per cent of all hogs sold. One-fourth of the farmers sold in lots of 6 to 10 but sold only 13 per cent of the hogs. About four-fifths of all hogs were sold in lots of over 10 and by about two-fifths of the farmers.

The sale of slaughter and feeder hogs followed this pattern rather closely. For example, 83 per cent of the slaughter hogs and 72 per cent of the feeder hogs, were sold in lots of over 10 and by 46 per cent and 31 per cent of the farmers, respectively. While the sale of breeding hogs was not important, generally they were sold in smaller lots.

The Black Belt Area showed a higher-than-average percentage of farms selling cattle in larger lots. This was also true, but to a lesser extent, of the Piney Woods and the Piedmont areas. The Piedmont also showed a higher-than-average percentage of farms selling hogs in larger lots. On the other hand, 40 per cent of the farmers in the Mountain Area sold hogs in lots of one.

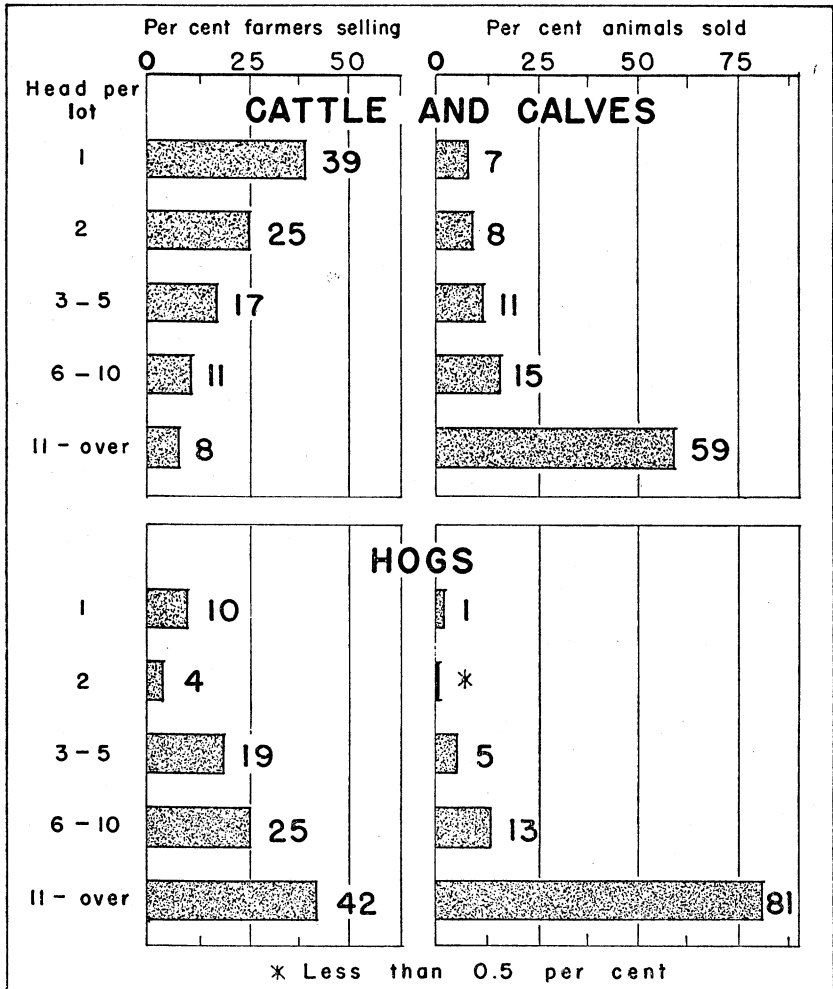


FIGURE 9. Distribution of farmers selling livestock, and distribution of livestock sold by Alabama farmers in various size lots, 1950.

Weights of Livestock Sold. The average weight of cattle and calves sold by farmers in 1950 was 446 pounds, and for hogs 155 pounds. The weight of cattle sold for breeding purposes was 578 pounds, being somewhat higher than the average. However, other classes of cattle were about the same as the average (Figure 10). The average weight of hogs sold under 3 months of age was 55 pounds; from 3 to 5 months of age, 79 pounds; from 6 months to 1 year of age, 185 pounds; and over 1 year of age, 204 pounds. Hogs under 5 months of age were largely sold for feeder purposes, while hogs 6 months or older were predominantly sold for slaughter.

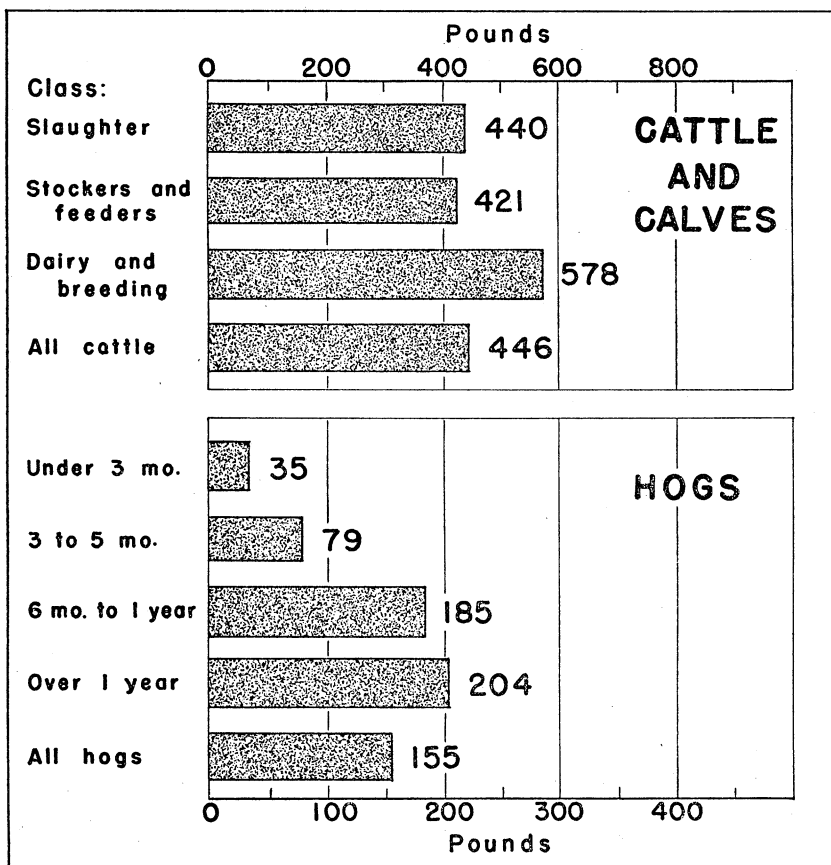


FIGURE 10. Average weights of cattle and hogs by market class or age group sold by Alabama farmers, 1950.

Variations in weights of livestock sold by age and market class as well as by areas are presented in Appendix Tables 17 and 18. Of slaughter cattle sold heavier-than-average weights were reported in the Mountain Area, while lighter-than-average weights were reported in both the Valley and Piedmont areas. However, the Valley Area reported heavier-than-average weights of stocker and feeder cattle sold. Weights of stocker and feeder cattle sold in both the Black Belt and Piedmont areas were considerably less than average. These were the more important variations in cattle weights reported.

Of slaughter hogs sold in the 6 months to 1-year-age group, heavier-than-average weights were reported in the Valley Area. Weights of slaughter hogs in this area averaged 198 pounds as compared to the State average of 185 pounds. Lighter-than-average weights were reported in both the Mountain and Black Belt areas. These variations were also characteristic of hogs sold under 3 months of age.

Basis of Selling. Livestock was sold in Alabama on both a head and weight basis, though selling on the basis of weight was considerably more common. For the year 1950, Alabama farmers reported selling about a fifth of their cattle and calves, and a third of their hogs on a head basis (Figure 11). Slaughter animals, both cattle and hogs, were less commonly sold on a head basis than were stocker, feeder, and breeding animals. Only about one-tenth of the slaughter cattle and one-seventh of the slaughter hogs were sold by the head. On the other hand, almost one-half of the stocker and feeder cattle and almost three-quarters of the feeder hogs were sold by the head. Dairy and breeding cattle were most commonly sold by the head.

Relatively small amounts of cattle were sold on a head basis in the Black Belt in 1950, and for the most part these were stockers and feeders (Appendix Table 19). The Piedmont was the only area in which slaughter cattle were predominantly sold by the head. However, stocker and feeder cattle were commonly sold on a head basis in the Valley, Piney Woods, and Mountain areas. With the exception of the Black Belt, dairy and breeding animals were reported sold altogether on a head basis.

For the most part, feeder hogs were sold on a head basis in all areas and to a greater extent in the Mountain and Valley areas. The only area above the State average for slaughter hogs sold on a head basis was the Valley Area.

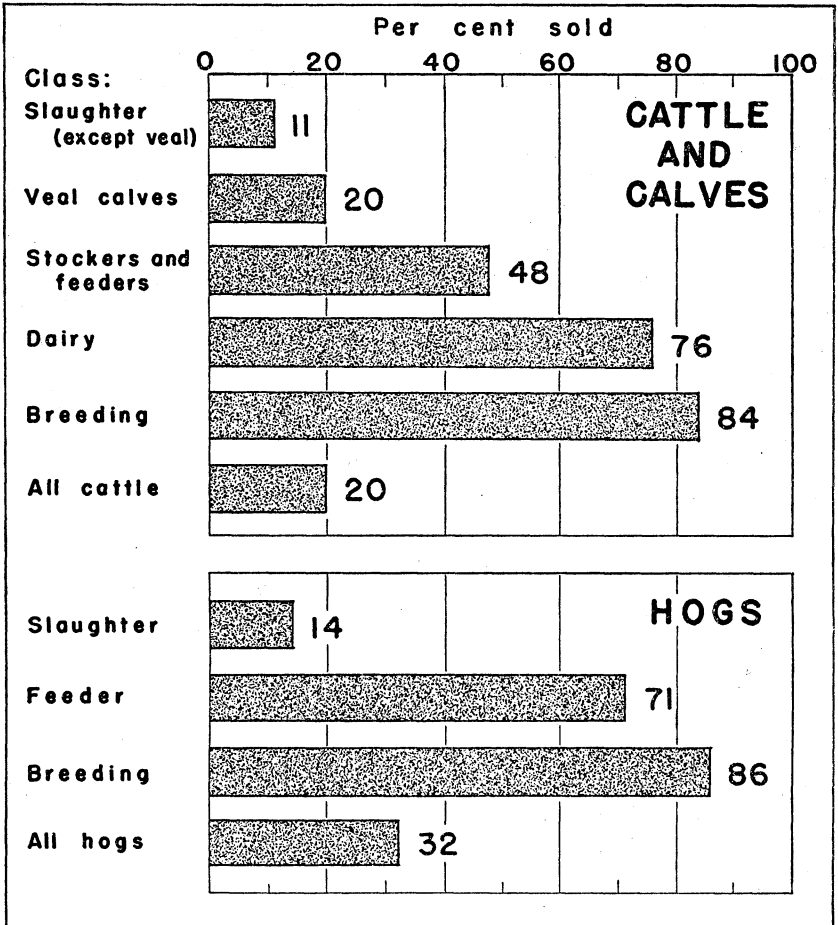


FIGURE 11. Distribution of livestock sold by Alabama farmers on a head basis by market classes, 1950.

The reason for much of the livestock being sold on a head basis is due to lack of weighing facilities. On the other hand, many farmers regarded themselves as capable as the buyers in judging animals. The limited number of animals sold per farm and the infrequency of sales, in many cases, would seem to make such judgment questionable.

Place of Sale. Fifteen per cent of the cattle and calves and 29 per cent of the hogs were reported sold at the farm in 1950

(Figure 12). Selling at the farm and selling by the head were closely associated factors, since it seems probable that most livestock sold at the farm would be by the head. More stocker and feeder cattle and feeder hogs were sold at the farm than were slaughter animals. Almost a third of the stocker and feeder cattle were sold at the farm, while 9 per cent of the slaughter cattle were sold in this manner. About two-thirds of the feeder hogs, but only 13 per cent of the slaughter hogs were sold at the farm. Dairy cattle and breeding animals, and breeding hogs, were largely sold at the farm. This was to be expected since these classes, along with feeder animals, were rather commonly sold to other farmers.

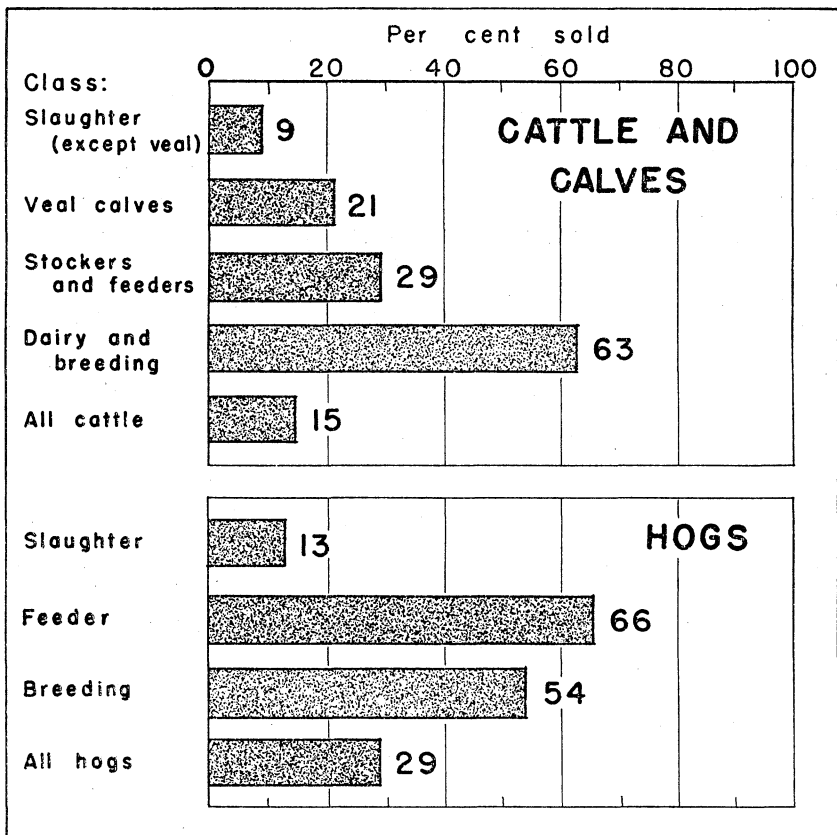


FIGURE 12. Distribution of livestock sold at the farm by Alabama farmers by market classes, 1950.

The association of selling at the farm and selling on a head basis did not vary within the State. In the Piedmont, where cattle were commonly sold by the head, most of the cattle were reported sold at the farm in 1950. On the other hand, very few cattle were sold at the farm in the Black Belt. As reported earlier for this area, very few animals were sold by the head. Other area variations can be seen in Appendix Table 20. Slaughter hogs were not sold in important numbers at the farm in any area, but just the reverse was true of feeder hogs. With the exception of the Black Belt and the Piney Woods areas, feeder hogs were largely sold at the farm.

Relationship of Livestock Sales to Various Factors

Type of Market Used. The data in Table 5 show the extent to which farmers used various types of markets when selling livestock in different amounts. In selling cattle in amounts of one or two animals, there was a tendency to rely heavily on such outlets as the country buyer, local dealer, and other farmers. However, as larger numbers of cattle were sold, more use was made of the auction. For example, 95 per cent of the cattle sold by farmers in lots exceeding 10 animals were sold through auctions.

The relationship of number per lot of hogs sold to type of market used was somewhat different. Undoubtedly, this was due to the fact that feeder animals made up a larger percentage of all hogs sold than of all cattle sold. However, it appears that as larger numbers of hogs were sold, there was greater use of auctions. Of hogs marketed in lots of one to five, 46 per cent were sold through auctions; while, of hogs sold in lots exceeding 23 animals, 60 per cent were sold through auctions. As was true of cattle, farmers and country buyers were depended upon quite heavily when hogs were sold in smaller lots. However, along with local dealers, these agencies appeared to handle greater numbers of hogs sold in larger lots than they did in the case of cattle.

Sellers of small lots of cattle and hogs apparently are more susceptible to trader manipulation than sellers of larger lots, since they depended less on the competitive auction markets. On the other hand, the expense and trouble of moving small lots to market may justify sales at the farm. Other relationships to livestock sales may be noted in Table 6.

TABLE 5. RELATIONSHIP BETWEEN NUMBER OF LIVESTOCK SOLD BY SPECIES BY ALABAMA FARMERS AND TYPE OF MARKET USED, 1950

Species & no. sold	Farms rpt'g.	Head sold	Where sold						
			Auction	Farm-ers	Country buyers	Local dealer	Term-inal	Pack-ers	Local butcher
	No.	No.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
CATTLE AND CALVES									
1	92	92	28	29	29	13	1	0	0
2	57	114	41	19	19	13	5	1	2
3-5	39	152	61	13	20	5	0	1	0
6-10	25	209	54	4	3	21	4	9	5
Above 10	20	824	95	0	0	0	5	0	0
ALL CATTLE	233	1,391	76	6	6	5	5	1	1
Hogs									
1-4	58	145	46	33	13	2	2	3	1
5-11	57	451	45	19	10	20	0	5	1
12-23	44	708	54	14	12	10	2	8	0
Above 23	36	1,856	60	18	6	9	0	7	0
ALL HOGS	195	3,160	57	17	8	10	1	7	1

¹ Less than 0.5 per cent.

Livestock Bought. The relationship of the number of livestock bought to the number sold was also direct and in increasing proportion. This was true for both cattle and hogs. As the average size of lots of cattle sold increased from 1.0 to 41.2 animals, the average size of purchase increased from 0.1 to 32.9 animals. Similarly, as the average size of lots of hogs sold increased from 2.5 to 73.4 animals, the average size of purchase increased from 0.7 to 38.8 animals.

Other Livestock Sold. Farmers who marketed livestock in Alabama during 1950, for the most part, sold both cattle and hogs in increasing amounts of both. Those farmers who sold 1 head of cattle averaged selling 3.2 head of hogs, those selling from 3 to 6 head of cattle averaged selling 14.8 head of hogs, and those selling cattle in excess of 10 animals averaged selling 26.9 head of hogs. The relationship was as direct when the number of hogs sold per farm was used as the dependent variable. For example, those farmers who sold hogs in amounts of 1 to 5 head averaged selling 1.1 head of cattle, and those farmers who reported selling hogs in excess of 40 animals sold on the average 11.9 head of cattle (Table 6).

This close relationship between sales of different species of livestock may be associated with size of business. That is, in all

TABLE 6. RELATIONSHIP BETWEEN NUMBER OF HEAD OF LIVESTOCK SOLD BY ALABAMA FARMERS, AND RELATED FACTORS INCLUDING METHODS OF SELLING, 1950

Head sold		Cattle				
Range	Average	Farms rpt'g.	Cattle bought	Hogs sold	Cattle sold on head basis	Cattle sold at farm
No.	No.	Number	Number	Number	Per cent	Per cent
1	1	92	0.1	3.2	73	68
2	2	57	0.3	5.8	63	53
3-5	3.9	39	2.9	14.8	45	34
6-10	8.4	25	3.5	18.4	22	19
Above 10	41.2	20	32.9	26.9	3	0

Head sold		Hogs				
Range	Average	Farms rpt'g.	Hogs bought	Cattle sold	Hogs sold on head basis	Hogs sold at farm
		Number	Number	Number	Per cent	Per cent
1-4	2.5	58	0.7	1.1	57	48
5-11	7.9	57	1.4	1.6	39	41
12-23	16.1	44	3.4	2.4	25	26
24-40	29.7	18	5.6	7.9	21	20
Above 40	73.4	18	38.8	11.9	35	28

probability the greatest amounts of both cattle and hogs were sold by large farms, with the reverse being true on small farms.

Basis of Sale and Place of Sale. Farmers who sold livestock in small lots, particularly cattle, generally sold them on a head basis and at the farm, while larger lots were sold largely by weight and at the market. Of cattle sold in lots of one, 73 per cent were sold by the head and 68 per cent were sold at the farm. However, as size of lots increased, these percentages decreased sharply. Farmers who sold cattle in lots exceeding 10 animals reported selling only 3 per cent by the head and none at the farm. Of hogs sold in lots up to five animals, 57 per cent were sold by the head and 48 per cent at the farm. While the decrease was not as sharp as for cattle, the amount sold by the head and at the farm showed a large decrease as size of lots sold increased (Table 6).

Buying Methods and Practices

Proportion of Farms Buying. Based on the sample, approximately 1 out of 6 Alabama farmers bought both cattle and hogs in 1950 (Table 7). Noticeable area differences from the average were the Coastal Plain, where only 8 per cent of the farmers bought cattle, and the Mountain Area where 31 per cent bought cattle. Areas that showed differences in the proportion of farmers

TABLE 7. DISTRIBUTION OF FARMS BUYING LIVESTOCK, AVERAGE NUMBER OF HEAD BOUGHT PER FARM BUYING, NUMBER OF TIMES PURCHASES WERE MADE, AND NUMBER OF HEAD PER PURCHASE, BY SPECIES, ALABAMA, 1950

Species	Farms buying	Head bought per farm	Purchases per farm	Head per purchase
	<i>Per cent</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>
Cattle and calves	17	9.9	3.1	3.2
Hogs	17	11.8	2.2	5.3

who bought hogs were the Black Belt, Piedmont, and Mountain, all of which were considerably below the average (Appendix Table 21).

About 1 out of 5 farm owners bought cattle as compared to 1 out of 12 tenant operators. However, tenure did not appear to be a factor in proportion of farmers buying hogs. About 1 out of 5 owners bought hogs and about 1 out of 6 tenants bought hogs.

Livestock Bought per Farm. Farmers who bought livestock in 1950 averaged buying about 10 head of cattle and 12 head of hogs. There was considerable variation between areas, with cattle and hog purchases ranging from 3.9 and 1.3 head, respectively, in the Piedmont, to 31.0 and 33.5 head, respectively, in the Black Belt.

Frequency of Purchase and Size of Lots Purchased. On the average, farmers bought cattle three times and hogs about twice during 1950 (Table 7). For cattle, the Black Belt, Mountain, and Piney Woods areas were above the average; for hogs, the Black Belt, Mountain, and Coastal Plain were above the average (Appendix Table 22).

The average number of livestock bought per lot by farmers was slightly more than three head of cattle and five head of hogs. Area variations were not greatly different from the average numbers purchased per farm.

Basis of Purchase. Livestock were bought, for the most part, on a weight rather than on a head basis by Alabama farmers in 1950, although there was considerable variation among classes. Thirty per cent of all cattle and 45 per cent of all hogs were bought on a head basis (Figure 13). Dairy and breeding cattle and breeding hogs were most commonly bought by the head. Of stocker and feeder cattle, only 13 per cent were bought by the head, but 42 per cent of the feeder pigs and hogs were bought on a head basis.

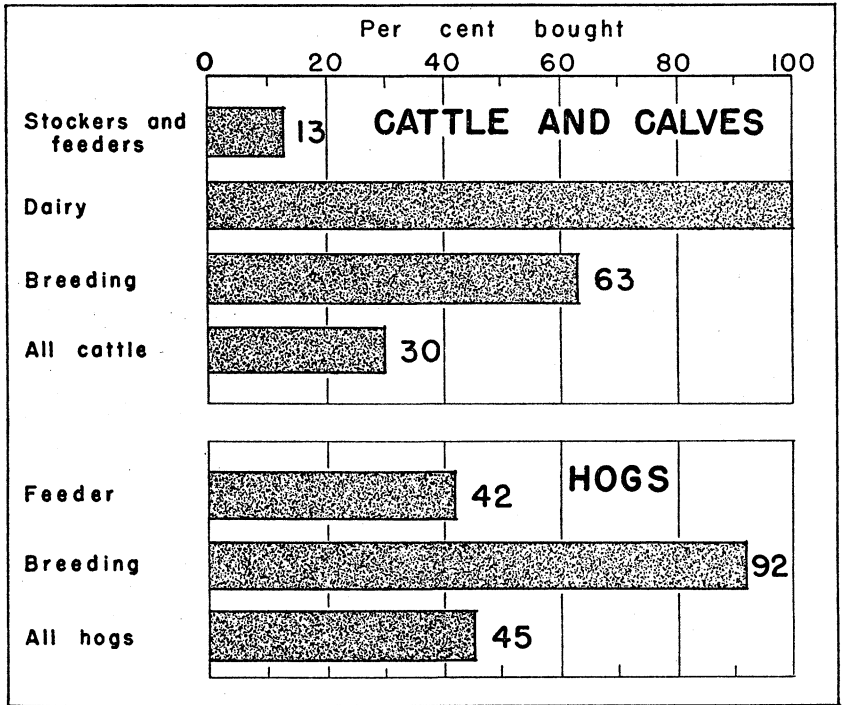


FIGURE 13. Distribution of livestock bought by Alabama farmers on a head basis by market classes, 1950.

It was reported earlier that about one-half of the stocker and feeder cattle and three-fourths of the feeder hogs were sold on a head basis. Although there may have been different outlets used for buying and selling, evidently farmers would rather buy this class of livestock on a weight basis in preference to selling it on a weight basis.

Area variations did not appear important, except for stocker and feeder animals. Only a small number of stocker and feeder cattle were bought by the head in the Black Belt and Coastal Plain, but in the Valley and Piedmont areas almost half of these animals were bought by the head (Appendix Table 23). Farmers in the Piedmont, Mountain, and Valley areas bought feeder hogs principally by the head, while farmers in the Coastal Plain, Black Belt, and Piney Woods bought feeder hogs principally by weight.

SUMMARY *and* CONCLUSIONS

The increased importance of livestock production and income in Alabama has emphasized the need for greater attention to buying and selling practices of farmers and marketing outlets used by farmers. The present study on marketing practices of farmers is the first in a series of livestock marketing problems.

Data were obtained for the year 1950 on the basis of an area sampling plan designed at North Carolina State College. In all, 606 farmers were interviewed of whom 52 per cent sold livestock in 1950.

Slaughter animals, both cattle and hogs, were by far the most important class of livestock sold. Feeder animals made up a larger proportion of hogs sold, however, than of cattle. If, as it appears, livestock production is principally for slaughter, Alabama farmers may gain by keeping this objective in mind in their feeding and grazing as well as their buying and selling programs. Nationally, marketings of feeder hogs are of relatively little importance as compared to slaughter hogs or as compared to marketings of feeder cattle. In Alabama, however, 30 per cent of the hogs sold were feeders in 1950.

Most of the cattle and calves sold were under 1 year of age and most hogs sold were between the ages of 6 months and 1 year. This indicates that in 1950 cattle growers put greatest emphasis on calf production for sale. It probably reflects, also, cattle production based principally on a grass economy.

Most of the livestock bought, both cattle and hogs, were stockers and feeders. Purchases of breeding animals, however, were relatively more important for cattle than for hogs.

More farmers sold cattle than hogs, but the number of hogs sold was more than twice the number of cattle sold. About the same number of farmers bought cattle and hogs and the number of animals bought was not greatly different. The number of farmers who sold livestock in 1950 was much greater than the number who bought, and the amount of livestock sold was greater than the amount bought. However, for stocker, feeder, and breeding cattle, there was a much greater amount bought than sold, indicating a sizeable cattle herd build-up in 1950.

Largest seasonal increases in cattle marketings occurred in October, November, and December. The same period was also most important for hogs, with a minor seasonal increase in March, April, and May. The peak in cattle sales corresponded very closely with the national to-market movement of grass cattle, but the peak in hog sales preceded the national fall peak by about a month. Thus, Alabama farmers have an opportunity to press an advantage in selling at possibly better prices than would result after the heavier national movement begins. In 1950, there were two distinct peaks in the sale of feeder hogs, which indicates that efficient hog producers may gain by feeding out two pig crops for the market.

Auctions were, by far, the most important single outlet used by Alabama farmers in the sale of their livestock, both in terms of the amount of livestock sold and the number of farmers using them. However, dairy and breeding cattle and feeder and breeding hogs were most commonly sold to other farmers or country buyers. Auctions, in general, gave satisfactory service to livestock producers in 1950, although a greater proportion of the cattle was sold through auctions than of hogs. It would appear that traders bought a fairly large percentage of the hogs. The market outlets used by farmers in selling livestock were, for the most part, those used by farmers when livestock was bought, although their relative importance was somewhat changed. Stocker and feeder cattle of the desired quantity, age, weight, and quality were evidently found principally at auctions and terminal markets, since small amounts were bought from farmers and traders. Feeder pigs, however, were generally obtained from other farmers.

Almost all of the livestock sold by Alabama farmers was moved to market by truck, usually in the farmers' trucks, and no more than 15 miles away in most cases. It is not surprising, then, that the most important reason given for choosing a marketing outlet, either for selling or buying, was convenience of the market. Of course, it would seem that the choice of any marketing outlet should not be made for the sake of convenience alone. Perhaps selling outlets are "too convenient" for the farmer. Many times the existence of a large number of small market outlets, particularly auctions, has had the effect of dividing buying competition too thinly, resulting in prices being lower than they might have been otherwise.

About 4 out of 10 farmers sold cattle, including calves, and 3 out of 10 sold hogs during 1950. Those selling, sold on the average, 6 head of cattle and calves and 16 hogs. They sold livestock about twice during the year. Of the farmers selling cattle, 39 per cent sold in lots of one animal, but the number accounted for only 7 per cent of the cattle sold. Only 8 per cent of the farmers sold cattle in lots of over 10 animals. These sales, however, comprised nearly three-fifths of all cattle sold. In contrast with cattle, only 14 per cent of the farmers reported selling hogs in lots of one or two, which accounted for only 1 per cent of all hogs sold. On the other hand, about two-fifths of the farmers sold about four-fifths of all hogs, marketing in lots of over 10 animals. In all, almost two-thirds of those farmers selling cattle and roughly one-third of those selling hogs in 1950 sold in relatively small lots. This situation illustrates rather well a serious problem in marketing livestock, particularly cattle.

The average weight of cattle and calves sold by farmers in 1950 was 446 pounds and for hogs, 155 pounds. Hogs from 6 months to 1 year of age averaged 185 pounds in weight. Other than dairy or breeding cattle, there was little variation in the average weights of cattle sold, which further indicates that production was not geared to feeding beyond the calf or short yearling stage.

Most livestock, both cattle and hogs, were sold on a weight basis and at the market. Stocker, feeder, and breeding livestock, however, were commonly sold by the head and at the farm. Probably, much of the livestock sold on a head basis is due to a lack of scales. Many farmers, however, willingly sell on a head basis, since they believe themselves to be as capable of judging animals as buyers. The infrequency of sales and the small number sold per farm as contrasted to the every-day operations of livestock buyers would seem to contradict this.

Generally, when small amounts of livestock were sold, that is, one or two head of cattle or up to four head of hogs, particularly feeder pigs, they were sold by the head and at the farm. In addition, outlets for these small lots were quite likely to be country buyers, local dealers, and other farmers. On the other hand, auctions were relied on heavily when relatively larger lots of livestock were sold. In many cases sellers of small lots of livestock must rely on country buyers or other traders. Often there is little to be gained in moving these animals to a competitive

market when the quality of the animals, and the trouble and expense of moving them are considered.

Largest amounts of livestock were bought by those farmers who sold in largest amounts. In addition, those farmers who sold livestock in 1950, sold both cattle and hogs in largest amounts of both. Here, the size of the farming operation appears to be an influencing factor.

Approximately 1 out of 6 Alabama farmers bought both cattle and hogs in 1950. Farmers who bought livestock averaged buying about 10 head of cattle and 12 head of hogs. On the average, purchases of cattle were made three times and purchases of hogs about twice during the year. Livestock were bought principally on a weight basis. However, purchases of hogs on a head basis were relatively greater than for cattle because large amounts of feeder pigs were bought by the head. A larger proportion of farmers sold stocker and feeder livestock, including feeder hogs, on a head basis than bought these classes on a head basis. Nevertheless, it would appear to be just as important, regardless of the outlet or source used, to sell as well as buy stocker and feeder or slaughter animals on a weight basis. When animals are sold or bought by weight, buyers and sellers are on a comparable basis. If, however, the transaction is on a head basis, the weight determination may be in favor of the buyer. Obviously, it is not always possible nor practicable to sell by weight.

APPENDIX

APPENDIX TABLE 1. PERCENTAGES OF CATTLE AND CALVES SOLD ACCORDING TO MARKET CLASSES BY ALABAMA FARMERS, BY AREAS, 1950

Area	Slaughter (not veal)	Veal calves	Stockers and feeders	Dairy and breeding	Total
	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>
Valley	41	31	22	6	23
Coastal Plain	77	1	11	11	26
Black Belt	94	0	3	3	34
Piney Woods	73	0	18	9	6
Piedmont	46	38	12	4	4
Mountain	92	0	3	5	7
STATE	75	9	10	6	100

APPENDIX TABLE 2. PERCENTAGES OF HOGS SOLD ACCORDING TO MARKET CLASSES BY ALABAMA FARMERS, BY AREAS, 1950

Area	Slaughter	Feeder	Breeding	Total
	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>
Valley	52	46	2	34
Coastal Plain	83	17	-	45
Black Belt	33	61	6	4
Piney Woods	82	18	0	11
Piedmont	0	98	2	2
Mountain	83	17	0	4
STATE	69	30	1	100

APPENDIX TABLE 3. PERCENTAGE DISTRIBUTION BY AGE GROUPS OF LIVESTOCK SOLD BY ALABAMA FARMERS, BY AREAS AND SPECIES, 1950

Area	Under 6 months	6 months to 1 year	1-2 years	Over 2 years
	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>
CATTLE AND CALVES				
Valley	47	39	6	8
Coastal Plain	9	38	33	20
Black Belt	6	83	3	8
Piney Woods	12	24	16	48
Piedmont	40	20	12	28
Mountain	3	15	14	68
STATE	17	51	13	19
Area	Under 3 months	3-5 months	6 months to 1 year	Over 1 year
	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>
SLAUGHTER AND FEEDER HOGS				
Valley	30	20	47	3
Coastal Plain	7	5	72	16
Black Belt	30	17	48	5
Piney Woods	0	1	92	7
Piedmont	29	71	0	0
Mountain	17	0	83	0
STATE	16	11	64	9

APPENDIX TABLE 4. PERCENTAGES OF LIVESTOCK BOUGHT BY ALABAMA FARMERS ACCORDING TO CLASSES AND SPECIES, BY AREAS, 1950

Area	Slaughter	Stockers and feeders	Dairy and breeding	All cattle
	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>
CATTLE AND CALVES				
Valley	3	58	39	21
Coastal Plain	1	79	20	25
Black Belt	0	81	19	33
Piney Woods	16	46	38	6
Piedmont	0	56	44	3
Mountain	8	55	37	12
STATE	3	69	28	100
Area	Slaughter	Feeders	Breeding	All hogs
	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>
Hogs				
Valley	3	86	11	21
Coastal Plain	3	91	6	61
Black Belt	0	97	3	6
Piney Woods	0	95	5	11
Piedmont	0	75	25	-
Mountain	0	100	0	1
STATE	3	90	7	100

APPENDIX TABLE 5. RELATIVE NUMBERS OF LIVESTOCK SOLD AND BOUGHT BY ALABAMA FARMERS INTERVIEWED ACCORDING TO MARKET CLASSES, BY AREAS, 1950

Area	Stockers and feeders			Dairy and breeding			All cattle		
	Sold	Bgt.	Bgt./ sold	Sold	Bgt.	Bgt./ sold	Sold	Bgt.	Bgt./ sold
	No.	No.	Pct.	No.	No.	Pct.	No.	No.	Pct.
CATTLE AND CALVES									
Valley	70	126	180	19	86	453	315	218	69
Coastal Plain	38	207	545	41	53	129	360	262	73
Black Belt	12	275	2,292	12	66	550	473	341	72
Piney Woods	16	29	181	8	24	300	89	63	71
Piedmont	6	15	250	2	12	600	50	27	54
Mountain	3	67	2,233	5	46	920	104	123	118
STATE	145	719	496	87	287	330	1,391	1,034	74
Area	Feeder hogs			Breeding			All hogs		
	Sold	Bgt.	Bgt./ sold	Sold	Bgt.	Bgt./ sold	Sold	Bgt.	Bgt./ sold
	No.	No.	Pct.	No.	No.	Pct.	No.	No.	Pct.
HOGS									
Valley	498	214	43	20	28	140	1,072	249	23
Coastal Plain	239	645	270	6	43	717	1,412	712	50
Black Belt	87	65	75	8	2	25	142	67	47
Piney Woods	65	127	195	0	6	--	361	133	37
Piedmont	45	3	7	1	1	100	46	4	9
Mountain	22	12	55	0	0	0	127	12	9
STATE	956	1,066	112	35	80	229	3,160	1,177	37

APPENDIX TABLE 6. PERCENTAGES OF LIVESTOCK SOLD BY ALABAMA FARMERS BY MONTHS ACCORDING TO AGE GROUPS, MARKET CLASSES, AND SPECIES, 1950

Age and class	Month of sale											
	Jan. Pct.	Feb. Pct.	Mar. Pct.	Apr. Pct.	May Pct.	June Pct.	July Pct.	Aug. Pct.	Sept. Pct.	Oct. Pct.	Nov. Pct.	Dec. Pct.
CATTLE AND CALVES												
All cattle	4	4	4	5	9	5	11	11	9	14	10	14
Under 6 mo.	4	5	4	7	9	6	10	15	10	12	6	12
6 mo.-1 year	4	5	5	4	5	6	11	13	9	19	13	6
1-2 years	1	0	5	8	29	1	10	5	12	7	12	10
Over 2 years	4	1	1	4	8	3	10	7	7	8	7	40
Slaughter	4	3	4	6	10	5	11	10	9	14	11	13
Stockers and feeders	1	4	5	1	7	8	10	25	6	14	5	14
Breeding	3	6	1	2	13	0	10	6	16	14	10	19
Hogs												
All hogs	5	4	8	10	7	6	8	7	13	13	10	9
Under 3 mo.	0	0	11	18	23	11	4	6	8	14	2	3
3-5 months	9	0	3	12	9	2	25	13	9	2	8	8
6 mo.-1 year	6	5	8	8	4	6	6	7	14	14	12	10
Over 1 year	4	7	7	1	5	2	3	4	22	19	13	13

APPENDIX TABLE 7. PERCENTAGES OF CATTLE AND CALVES SOLD BY ALABAMA FARMERS ACCORDING TO MARKET CLASSES THROUGH SPECIFIED MARKET OUTLETS, BY AREAS, 1950

Area	Head sold ¹	Where sold						
		Auctions	Farm-ers	Country buyers	Local dealers	Term ¹ market	Packer	Local butcher
	No.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
SLAUGHTER CATTLE (NOT VEAL)								
Valley	128	67	9	8	10		6	--
Coastal Plain	278	61	3	5	6	19	5	1
Black Belt	449	98	--	--	--	2	--	--
Piney Woods	65	92	2	6	--	--	--	--
Piedmont	23	--	4	39	57	--	--	--
Mountain	96	81	6	2	--	--	--	11
STATE	1,039	80	3	4	4	6	2	1
VEAL CALVES								
Valley	98	94	1	3	2	--	--	--
Coastal Plain	3	100	--	--	--	--	--	--
Piedmont	19	--	--	53	47	--	--	--
STATE	120	79	1	11	9	--	--	--
STOCKERS AND FEEDERS								
Valley	70	63	11	17	9	--	--	--
Coastal Plain	38	55	10	16	8	11	--	--
Black Belt	12	75	17	--	8	--	--	--
Piney Woods	16	94	6	--	--	--	--	--
Piedmont	6	100	--	--	--	--	--	--
Mountain	3	--	--	100	--	--	--	--
STATE	145	66	10	14	7	3	--	--
DAIRY AND BREEDING								
Valley	19	37	42	21	--	--	--	--
Coastal Plain	41	12	61	7	20	--	--	--
Black Belt	12	92	8	--	--	--	--	--
Piney Woods	8	100	--	--	--	--	--	--
Piedmont	2	--	--	100	--	--	--	--
Mountain	5	--	40	40	20	--	--	--
STATE	87	36	40	14	10	--	--	--
ALL CATTLE AND CALVES								
Valley	315	73	9	9	7	--	2	--
Coastal Plain	360	55	10	6	8	16	4	1
Black Belt	473	98	1	--	--	1	--	--
Piney Woods	89	93	2	5	--	--	--	--
Piedmont	50	12	2	42	44	--	--	--
Mountain	104	75	7	8	1	--	--	9
STATE	1,391	76	6	6	5	5	1	1

¹ Number of animals for sample only.

APPENDIX TABLE 8. PERCENTAGES OF HOGS SOLD BY ALABAMA FARMERS ACCORDING TO MARKET CLASSES THROUGH SPECIFIED MARKET OUTLETS, BY AREAS, 1950

Area	Head sold ¹	Where sold						
		Auctions	Farmers	Country buyers	Local dealers	Term ¹ market	Packer	Local butcher
	No.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
SLAUGHTER								
Valley	554	67	10	6	1	--	16	--
Coastal Plain	1,167	64	1	4	19	1	11	²
Black Belt	47	94	6	--	--	--	--	--
Piney Woods	296	92	1	--	--	2	5	--
Piedmont	0	--	--	--	--	--	--	--
Mountain	105	77	2	19	--	--	2	--
STATE	2,169	69	4	4	11	1	11	²
FEEDER								
Valley	498	13	67	14	6	--	--	--
Coastal Plain	239	33	35	23	9	--	--	--
Black Belt	87	66	11	16	7	--	--	--
Piney Woods	65	94	6	--	--	--	--	--
Piedmont	45	--	--	38	62	--	--	--
Mountain	22	--	18	82	--	--	--	--
STATE	956	27	46	18	9	--	--	--
BREEDING								
Valley	20	20	75	--	5	--	--	--
Coastal Plain	6	17	83	--	--	--	--	--
Black Belt	8	100	--	--	--	--	--	--
Piedmont	1	--	--	--	100	--	--	--
STATE	35	37	57	--	6	--	--	--
ALL HOGS								
Valley	1,072	41	38	9	4	--	8	--
Coastal Plain	1,412	58	7	7	17	1	10	²
Black Belt	142	77	9	10	4	--	--	--
Piney Woods	361	92	2	--	--	2	4	--
Piedmont	46	--	--	37	63	--	--	--
Mountain	127	64	4	30	--	--	2	--
STATE	3,160	57	17	8	10	1	7	²

¹ Number of animals for sample only.

² Less than 0.5 per cent.

APPENDIX TABLE 9. PERCENTAGES OF CATTLE AND CALVES BOUGHT BY ALABAMA FARMERS ACCORDING TO MARKET CLASSES THROUGH SPECIFIED MARKET OUTLETS, BY AREAS, 1950

Area	Head bought ¹	Where bought				
		Auction	Farmers	Country buyers	Local dealers	Terminal market
		No.	Pct.	Pct.	Pct.	Pct.
SLAUGHTER						
Valley	6	83	--	--	17	--
Coastal Plain	2	--	100	--	--	--
Piney Woods	10	--	100	--	--	--
Mountain	10	100	--	--	--	--
STATE	28	54	43	--	3	--
STOCKERS AND FEEDERS						
Valley	126	79	9	1	9	2
Coastal Plain	207	95	5	--	--	--
Black Belt	275	62	2	--	--	36
Piney Woods	29	79	21	--	--	--
Piedmont	15	60	27	--	13	--
Mountain	67	99	1	--	--	--
STATE	719	78	6	--	2	14
BREEDING						
Valley	86	31	48	5	16	--
Coastal Plain	53	19	32	36	13	--
Black Belt	66	80	20	--	--	--
Piney Woods	24	38	62	--	--	--
Piedmont	12	17	25	8	50	--
Mountain	46	83	6	9	2	--
STATE	287	48	32	10	10	--
ALL CATTLE AND CALVES						
Valley	218	61	24	2	12	1
Coastal Plain	262	79	11	7	3	--
Black Belt	341	65	6	--	--	29
Piney Woods	63	51	49	--	--	--
Piedmont	27	41	25	4	30	--
Mountain	123	93	3	3	1	--
STATE	1,034	69	14	3	4	10

¹ Number of animals for sample only.

APPENDIX TABLE 10. PERCENTAGES OF HOGS BOUGHT BY ALABAMA FARMERS ACCORDING TO MARKET CLASSES THROUGH SPECIFIED MARKET OUTLETS, BY AREAS, 1950

Area	Head bought ¹	Where bought			
		Auction	Farmers	Country buyers	Local dealers
		<i>No.</i>	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>
SLAUGHTER					
Valley	7	--	100	--	--
Coastal Plain	24	83	--	--	17
STATE	31	65	22	--	13
FEDERS					
Valley	214	36	54	3	7
Coastal Plain	645	64	31	--	5
Black Belt	65	88	12	--	--
Piney Woods	127	80	20	--	--
Piedmont	3	--	100	--	--
Mountain	12	--	100	--	--
STATE	1,066	61	34	1	4
BREEDING					
Valley	28	7	82	--	11
Coastal Plain	43	28	56	--	16
Black Belt	2	100	--	--	--
Piney Woods	6	--	66	17	17
Piedmont	1	--	100	--	--
Mountain	--	--	--	--	--
STATE	80	20	65	1	14
ALL HOGS					
Valley	249	32	58	3	7
Coastal Plain	712	63	31	--	6
Black Belt	67	88	12	--	--
Piney Woods	133	77	21	1	1
Piedmont	4	--	100	--	--
Mountain	12	--	100	--	--
STATE	1,177	58	36	1	5

¹ Number of animals for sample only.

APPENDIX TABLE 11. REASONS GIVEN BY ALABAMA FARMERS FOR SELLING LIVE-STOCK AT VARIOUS TYPES OF MARKETS, BY SPECIES, 1950

Reason	Auction Dealer		Farmer	Term- inal	Packer	Local butcher	All outlets
	No.	No.	No.	No.	No.	No.	No.
CATTLE AND CALVES							
Convenience	41	35	10	2	2	--	90
Better price	49	21	13	3	2	--	88
No reason	10	11	17	1	1	--	40
Pickup service	--	26	2	--	1	--	29
Confidence in market	9	5	1	--	--	--	15
Only market	12	--	--	--	--	--	12
More buyers	4	--	--	--	--	--	4
Obligations	2	--	--	--	--	--	2
Custom	--	--	--	2	--	--	2
No selling charges	--	--	--	--	1	--	1
Miscellaneous	--	1	2	1	--	1	5
ALL REPLIES	127	99	45	9	7	1	288
HOGS							
Convenience	35	13	9	--	5	1	63
Better Price	43	11	14	1	6	1	76
No reason	8	3	4	1	1	2	19
Pickup service	--	11	3	--	1	--	15
Confidence in market	3	1	--	--	1	--	5
Only market	8	1	--	--	--	--	9
More buyers	3	--	--	--	--	--	3
Obligations	1	1	1	--	--	--	3
Custom	--	--	--	--	1	--	1
No selling charges	--	--	--	--	2	--	2
ALL REPLIES	101	41	31	2	17	4	196

APPENDIX TABLE 12. REASONS GIVEN BY ALABAMA FARMERS FOR BUYING LIVESTOCK AT VARIOUS TYPES OF MARKETS, BY SPECIES, 1950

Reason	Auction	Dealer	Farmer	All outlets
	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>
CATTLE AND CALVES				
Had what I wanted	12	7	12	31
Better selection	13	3	13	29
Convenience	7	3	9	19
No reason	2	6	6	14
Prices favorable	--	2	8	10
Only market	4	1	1	6
Freedom from disease	--	1	4	5
Needed to buy	1	1	3	5
Purebred	1	--	3	4
Delivery service	--	1	1	2
Confidence in market	1	1	--	2
ALL REPLIES	41	26	60	127
Hogs				
Had what I wanted	3	7	11	21
Better selection	6	1	7	14
Convenience	8	2	12	22
No reason	1	1	1	3
Prices favorable	1	1	6	8
Only market	5	--	1	6
Freedom from disease	--	1	2	3
Needed to buy	--	--	3	3
Purebred	--	1	8	9
ALL REPLIES	24	14	51	89

APPENDIX TABLE 13. NUMBER AND PERCENTAGE OF FARMS SELLING LIVESTOCK, BY TENURE OF OPERATOR, AREAS AND SPECIES, ALABAMA, 1950

Area	Farms in sample			Farms selling livestock								
	Owner	Tenant	Total	Owner			Tenant			All farms		
				All cattle	Veal calves	Hogs	All cattle	Veal calves	Hogs	All cattle	Veal calves	Hogs
No.	No.	No.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
Valley	120	65	185	43	11	31	20	5	23	35	9	28
Coastal Plain	136	86	222	46	1	44	28	0	37	39	1	41
Black Belt	35	38	73	60	0	26	24	0	18	41	0	22
Piney Woods	48	7	55	38	0	38	14	0	14	35	0	35
Piedmont	19	13	32	53	11	16	46	8	23	50	9	19
Mountain	30	9	39	40	0	23	44	0	33	41	0	26
STATE	388	218	606	45	4	35	26	2	28	38	3	32

APPENDIX TABLE 14. AVERAGE NUMBER OF HEAD SOLD PER FARM SELLING LIVESTOCK, NUMBER OF TIMES SALES WERE MADE, AND NUMBER OF HEAD PER SALE, BY SPECIES AND AREAS, ALABAMA, 1950

Area	Av. head sold per farm			Av. sales per farm		Av. head per sale per farm	
	All cattle	Calves	Hogs	All cattle	Hogs	All cattle	Hogs
	No.	No.	No.	No.	No.	No.	No.
Valley	4.8	6.1	20.6	1.8	2.7	2.6	7.7
Coastal Plain	4.1	1.5	15.3	1.4	2.4	2.9	6.4
Black Belt	15.8	0	8.9	2.4	1.7	6.7	5.3
Piney Woods	4.7	0	19.0	1.7	2.2	2.7	8.8
Piedmont	3.1	6.3	7.7	2.3	1.8	1.4	4.2
Mountain	6.5	0	12.7	2.3	1.4	2.9	9.1
STATE	6.0	5.7	16.2	1.8	2.3	3.3	6.9

APPENDIX TABLE 15. PERCENTAGES OF ALABAMA FARMERS SELLING AND PERCENTAGES OF CATTLE SOLD FROM FARMS MARKETING SPECIFIED NUMBERS PER FARM, BY AREAS AND MARKET CLASSES, 1950

Area	Farms selling and animals sold by—									
	Lots of 1		Lots of 2		Lots of 3-5		Lots of 6-10		Lots over 10	
	Farms	Animals	Farms	Animals	Farms	Animals	Farms	Animals	Farms	Animals
	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
SLAUGHTER CATTLE (OTHER THAN VEAL)										
Valley	46	9	12	5	19	14	15	30	8	42
Coastal Plain	28	6	32	13	23	17	12	20	5	44
Black Belt	44	2	17	2	4	1	0	0	35	95
Piney Woods	20	5	27	12	27	23	20	43	6	17
Piedmont	36	22	64	78	0	0	0	0	0	0
Mountain	30	3	20	4	20	8	10	11	20	74
STATE	34	5	28	7	17	9	10	13	11	66
VEAL CALVES										
Valley	38	6	25	8	19	12	12	12	6	62
Coastal Plain	50	33	50	67	0	0	0	0	0	0
Piedmont	0	0	0	0	33	21	67	79	0	0
STATE	33	6	24	8	19	13	19	23	5	50
STOCKERS AND FEEDERS										
Valley	50	16	23	14	18	19	0	0	9	51
Coastal Plain	56	24	12	11	19	34	13	31	0	0
Black Belt	57	33	29	33	14	34	0	0	0	0
Piney Woods	33	6	0	0	33	31	34	63	0	0
Piedmont	0	0	0	0	0	0	100	100	0	0
Mountain	50	33	50	67	0	0	0	0	0	0
STATE	51	18	20	14	17	24	8	19	4	25
DAIRY AND BREEDING										
Valley	58	37	25	32	17	31	0	0	0	0
Coastal Plain	73	46	8	10	19	44	0	0	0	0
Black Belt	67	17	0	0	0	0	33	83	0	0
Piney Woods	0	0	0	0	0	0	100	100	0	0
Piedmont	100	100	0	0	0	0	0	0	0	0
Mountain	75	60	25	40	0	0	0	0	0	0
STATE	69	38	12	14	15	27	4	21	0	0
ALL CATTLE										
Valley	41	8	20	8	22	16	9	15	8	53
Coastal Plain	41	10	27	13	17	17	10	21	5	39
Black Belt	43	3	23	3	7	2	0	0	27	92
Piney Woods	21	4	21	9	27	23	26	52	5	12
Piedmont	31	10	38	24	6	6	25	60	0	0
Mountain	44	7	25	8	12	8	6	9	13	68
STATE	39	7	25	8	17	11	11	15	8	59

APPENDIX TABLE 16. PERCENTAGES OF ALABAMA FARMERS SELLING AND PERCENTAGES OF HOGS SOLD FROM FARMS MARKETING SPECIFIED NUMBERS PER FARM, BY AREAS AND MARKET CLASSES, 1950

Area	Farms selling and animals sold by—									
	Lots of 1		Lots of 2		Lots of 3-5		Lots of 6-10		Lots over 10	
	Farms	Animals	Farms	Animals	Farms	Animals	Farms	Animals	Farms	Animals
	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
SLAUGHTER HOGS										
Valley	10	1	0	0	6	2	19	9	65	88
Coastal Plain	8	—	6	1	20	5	24	13	42	81
Black Belt	11	2	22	8	45	30	11	15	11	45
Piney Woods	7	—	0	0	13	3	20	7	60	90
Piedmont	0	0	0	0	0	0	0	0	0	0
Mountain	38	3	0	0	25	8	12	5	25	84
STATE	10	1	5	1	18	4	21	11	46	83
FEEDER HOGS										
Valley	4	—	4	—	21	4	29	13	42	83
Coastal Plain	14	2	3	1	31	14	21	18	31	65
Black Belt	0	0	9	3	46	17	27	25	18	55
Piney Woods	0	0	0	0	25	6	25	12	50	82
Piedmont	0	0	0	0	17	7	83	93	0	0
Mountain	33	5	0	0	33	18	0	0	34	77
STATE	8	1	4	1	29	8	28	18	31	72
BREEDING HOGS										
Valley	14	5	57	40	14	15	16	40	0	0
Coastal Plain	75	67	25	33	0	0	0	0	0	0
Black Belt	0	0	0	0	0	0	100	100	0	0
Piedmont	100	100	0	0	0	0	0	0	0	0
STATE	43	17	36	29	7	8	14	46	0	0
ALL HOGS										
Valley	8	—	2	—	13	3	25	11	52	86
Coastal Plain	11	1	4	1	20	5	23	12	42	81
Black Belt	6	1	19	4	38	13	25	25	12	57
Piney Woods	5	—	0	0	16	4	21	8	58	88
Piedmont	0	0	0	0	17	7	83	93	0	0
Mountain	40	3	0	0	30	9	10	5	20	83
STATE	10	1	4	—	19	5	25	13	42	81

APPENDIX TABLE 17. AVERAGE WEIGHTS OF CATTLE SOLD ACCORDING TO AGE AND MARKET CLASSES BY ALABAMA FARMERS, BY AREAS, 1950

Area	Age groups														
	Under 6 months			6 months to 1 year			1 to 2 years			Over 2 years			Total		
	Farms rpt'g.	Ani- mals	Av. wt.	Farms rpt'g.	Ani- mals	Av. wt.	Farms rpt'g.	Ani- mals	Av. wt.	Farms rpt'g.	Ani- mals	Av. wt.	Farms rpt'g.	Ani- mals	Av. wt.
No.	No.	Lb.	No.	No.	Lb.	No.	No.	Lb.	No.	No.	Lb.	No.	No.	Lb.	
SLAUGHTER															
Valley	24	130	224	11	76	363	4	13	857	6	7	786	45	226	325
Coastal Plain	11	21	328	25	124	355	16	99	598	25	37	649	77	281	477
Black Belt	2	21	301	15	389	427	7	8	462	7	31	759	31	449	445
Piney Woods	2	6	352	8	16	424	4	8	400	8	35	554	22	65	485
Piedmont	4	20	229	3	4	264	6	6	350	10	12	659	23	42	372
Mountain	2	3	267	3	13	304	3	13	592	4	67	641	12	96	577
STATE	45	201	248	65	622	401	40	147	592	60	189	652	210	1159	440
STOCKERS AND FEEDERS															
Valley	6	14	155	10	47	541	0	0	0	8	9	715	24	70	486
Coastal Plain	6	7	176	4	8	313	5	15	459	5	8	444	20	38	373
Black Belt	3	5	282	3	5	245	1	1	525	1	1	600	8	12	313
Piney Woods	1	5	250	0	0	0	2	5	340	2	6	550	5	16	391
Piedmont	0	0	0	1	6	250	0	0	0	0	0	0	1	6	250
Mountain	0	0	0	2	3	433	0	0	0	0	0	0	2	3	433
STATE	16	31	196	20	69	463	8	21	434	16	24	579	60	145	421

(Continued)

APPENDIX TABLE 17 (Continued). AVERAGE WEIGHTS OF CATTLE SOLD ACCORDING TO AGE AND MARKET CLASSES BY ALABAMA FARMERS, BY AREAS, 1950

Area	Age groups														
	Under 6 months			6 months to 1 year			1 to 2 years			Over 2 years			Total		
	Farms rpt'g.	Anim- als	Av. wt.	Farms rpt'g.	Anim- als	Av. wt.	Farms rpt'g.	Anim- als	Av. wt.	Farms rpt'g.	Anim- als	Av. wt.	Farms rpt'g.	Anim- als	Av. wt.
No.	No.	Lb.	No.	No.	Lb.	No.	No.	Lb.	No.	No.	Lb.	No.	No.	Lb.	
BREEDING															
Valley	2	3	117	0	0	0	3	5	370	9	11	779	14	19	567
Coastal Plain	3	4	138	3	6	358	2	3	450	21	28	651	29	41	543
Black Belt	1	1	228	1	1	420	1	6	610	3	4	781	6	12	619
Piney Woods	0	0	0	1	5	430	1	1	710	1	2	980	3	8	602
Piedmont	0	0	0	0	0	0	0	0	0	2	2	725	2	2	725
Mountain	0	0	0	0	0	0	1	1	500	4	4	762	5	5	710
STATE	6	8	141	5	12	393	8	16	504	40	51	713	59	87	578
ALL CLASSES															
Valley	32	147	215	21	123	431	7	18	722	23	27	760	83	315	375
Coastal Plain	20	32	271	32	138	353	23	117	577	51	73	627	126	360	474
Black Belt	6	27	295	19	395	425	9	15	526	11	36	757	45	473	446
Piney Woods	3	11	305	9	21	426	7	14	401	11	43	573	30	89	478
Piedmont	4	20	229	4	10	256	6	6	350	12	14	668	26	50	371
Mountain	2	3	267	5	16	328	4	14	585	8	71	648	19	104	579
STATE	67	240	237	90	703	407	56	184	567	116	264	657	329	1,391	446

APPENDIX TABLE 18. AVERAGE WEIGHTS OF HOGS SOLD ACCORDING TO AGE, MARKET CLASSES BY ALABAMA FARMERS, BY AREAS, 1950

Area	Age groups														
	Under 3 months			3-5 months			6 months-1 year			Over 1 year			Total		
	Farms	Ani- mals	Av. wt.	Farms	Ani- mals	Av. wt.	Farms	Ani- mals	Av. wt.	Farms	Ani- mals	Av. wt.	Farms	Ani- mals	Av. wt.
No.	No.	Lb.	No.	No.	Lb.	No.	No.	Lb.	No.	No.	Lb.	No.	No.	Lb.	
SLAUGHTER AND FEEDER															
Valley	15	319	60	11	211	72	31	491	198	5	31	235	62	1,052	132
Coastal Plain	11	94	46	12	68	102	67	1,016	183	29	228	194	119	1,406	172
Black Belt	2	40	50	7	23	84	8	64	153	3	7	206	20	134	113
Piney Woods	0	0	0	1	2	225	17	334	183	3	25	203	21	361	184
Piedmont	2	13	50	4	32	62	0	0	0	0	0	0	6	45	59
Mountain	2	21	38	0	0	0	9	106	165	0	0	0	11	127	144
STATE	32	487	55	35	336	79	132	2,011	185	40	291	200	239	3,125	155
BREEDING¹															
Valley	--	--	--	--	--	--	2	11	105	5	9	306	7	20	195
Coastal Plain	--	--	--	--	--	--	3	3	145	2	3	287	5	6	216
Black Belt	--	--	--	--	--	--	1	7	130	1	1	266	2	8	147
Piney Woods	--	--	--	--	--	--	0	0	0	0	0	0	0	0	0
Piedmont	--	--	--	--	--	--	0	0	0	1	1	200	1	1	200
Mountain	--	--	--	--	--	--	0	0	0	0	0	0	0	0	0
STATE	--	--	--	--	--	--	6	21	119	9	14	292	15	35	188
ALL HOGS															
Valley	15	319	60	11	211	72	33	502	196	10	40	251	69	1,072	133
Coastal Plain	11	94	46	12	68	102	70	1,019	183	31	231	195	124	1,412	172
Black Belt	2	40	50	7	23	84	9	71	151	4	8	214	22	142	115
Piney Woods	0	0	0	1	2	225	17	334	183	3	25	203	21	361	184
Piedmont	2	13	50	4	32	62	0	0	0	1	1	200	7	46	62
Mountain	2	21	38	0	0	0	9	106	165	0	0	0	11	127	144
STATE	32	487	55	35	336	79	138	2,032	185	49	305	204	254	3,160	155

¹ Ages of breeding animals began at 6 months.

APPENDIX TABLE 19. PERCENTAGES OF LIVESTOCK SOLD BY THE HEAD BY FARMERS ACCORDING TO MARKET CLASSES AND SPECIES, BY AREAS, ALABAMA, 1950

Area	Slaughter (other than veal)	Veal calves	Stockers and feeders	Dairy animals	Breeding	All cattle
	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>
CATTLE AND CALVES						
Valley	22	17	56	100	100	33
Coastal Plain	17	33	37	100	100	28
Black Belt	1	--	25	0	27	2
Piney Woods	14	--	69	0	--	22
Piedmont	70	32	0	--	100	48
Mountain	8	--	100	100	100	15
STATE	11	20	48	76	84	20
Area	Slaughter	Feeder	Breeding	All hogs		
	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>		
Hogs						
Valley	21	91	80	55		
Coastal Plain	14	57	83	22		
Black Belt	6	36	100	33		
Piney Woods	1	6	--	2		
Piedmont	--	56	100	57		
Mountain	9	95	--	24		
STATE	14	71	86	32		

APPENDIX TABLE 20. PERCENTAGES OF LIVESTOCK SOLD AT THE FARM ACCORDING TO MARKET CLASSES AND SPECIES, BY AREAS, ALABAMA, 1950

Area	Slaughter (except veal)	Veal calves	Stockers and feeders	Dairy and breeding	All cattle
	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>
CATTLE AND CALVES					
Valley	18	6	36	63	21
Coastal Plain	12	0	29	85	22
Black Belt	0	--	17	8	1
Piney Woods	8	--	6	0	7
Piedmont	96	100	0	100	86
Mountain	8	--	100	100	15
STATE	9	21	29	63	15
Area	Slaughter	Feeder	Breeding	All hogs	
	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>	
Hogs					
Valley	16	78	75	46	
Coastal Plain	14	59	50	22	
Black Belt	0	38	0	23	
Piney Woods	1	6	--	2	
Piedmont	--	100	100	100	
Mountain	21	100	--	35	
STATE	13	66	54	29	

APPENDIX TABLE 21. PERCENTAGE OF FARMS BUYING LIVESTOCK BY TENURE OF OPERATOR, BY AREAS AND SPECIES, ALABAMA, 1950

Area	Percentage of farms buying livestock					
	Owner		Tenant		All farmers	
	Cattle and calves	Hogs	Cattle and calves	Hogs	Cattle and calves	Hogs
	<i>Pct.</i>	<i>Pct.</i>	<i>Pct.</i>	<i>Pct.</i>	<i>Pct.</i>	<i>Pct.</i>
Valley	25	24	12	15	21	21
Coastal Plain	16	20	7	20	8	20
Black Belt	29	3	3	3	15	3
Piney Woods	17	21	0	14	15	20
Piedmont	26	0	15	23	22	9
Mountain	37	3	1	0	31	3
STATE	22	18	8	15	17	17

APPENDIX TABLE 22. AVERAGE NUMBER OF HEAD OF LIVESTOCK BOUGHT PER FARM, NUMBER OF TIMES PURCHASES WERE MADE, AND NUMBER OF HEAD PER PURCHASE, BY SPECIES AND AREAS, ALABAMA, 1950

Area	Average head bought per farm		Average number of purchases per farm		Average head per purchase per farm	
	Cattle and calves	Hogs	Cattle and calves	Hogs	Cattle and calves	Hogs
	<i>No.</i>	<i>No.</i>	<i>No.</i>	<i>No.</i>	<i>No.</i>	<i>No.</i>
Valley	5.7	6.4	2.0	1.6	2.9	4.1
Coastal Plain	9.4	16.2	2.6	3.0	3.5	5.5
Black Belt	31.0	33.5	6.9	5.5	4.5	6.1
Piney Woods	7.9	12.1	3.6	1.4	2.2	8.9
Piedmont	3.9	1.3	2.4	1.0	1.6	1.3
Mountain	10.3	12.0	4.0	3.0	2.6	4.0
STATE	9.9	11.8	3.1	2.2	3.2	5.3

APPENDIX TABLE 23. PERCENTAGES OF LIVESTOCK BOUGHT BY THE HEAD BY ALABAMA FARMERS ACCORDING TO MARKET CLASSES AND SPECIES, BY AREAS, 1950

Area	Stockers and feeders	Dairy	Breeding	Slaughter	All cattle
	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>
CATTLE AND CALVES					
Valley	48	100	100	0	67
Coastal Plain	6	100	43	100	18
Black Belt	3	100	32	--	16
Piney Woods	21	100	60	100	51
Piedmont	40	--	100	--	67
Mountain	1	100	17	0	10
STATE	13	100	63	43	30
Area	Feeder	Breeding	Slaughter	All hogs	
	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>	<i>Per cent</i>
HOGS					
Valley	83	89	71		84
Coastal Plain	34	100	17		37
Black Belt	12	0	--		12
Piney Woods	20	100	--		23
Piedmont	100	0	--		75
Mountain	100	--	--		100
STATE	42	92	29		45