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Movement of Cattle and Calves Through Alabama Auction Markets

Agricultural Experiment Station
AUBURN UNIVERSITY
E. V. Smith
Director
Auburn
Alabama

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Movement of Cattle and Calves through Alabama Auction Markets*

J. R. MEADOWS, *Assistant in Agricultural Economics***
M. J. DANNER, *Professor of Agricultural Economics*

INTRODUCTION

GROWTH OF THE CATTLE industry in Alabama has been rapid, as evidenced by 1963 figures showing cattle marketings accounting for one-seventh of total cash farm marketings. At the end of World War II in 1945, total cattle population was slightly in excess of 1 million head. The State inventory of cattle for January 1, 1965, shows an increase of approximately 75 per cent and a total population of 1.8 million.[1] For the same period the national expansion of cattle production was 56 per cent, and areas outside the Southeast increased production 52 per cent.[2]

Demand for fed beef has increased rapidly since World War II, going from less than 30 per cent to more than 60 per cent of all beef consumed. This change in buying habits necessitated large increases in cattle feeding. During the last three decades there has been a fourfold increase in numbers of fed cattle marketed. On April 1, 1964, there were 8,265,000 cattle and calves on feed in 28 major feeding states. Although the Corn Belt is still

* This study was supported by funds provided by the Research and Marketing Act of 1946 and by State Research funds. Conducted as Alabama Research Project 587, it is a contributing study to the Southern Regional Livestock Marketing Research Project SM-23.

** Resigned.

[1] Statistical Reporting Service, *Livestock on Farms,* Annual Series, U.S. Department of Agriculture (Washington: U.S. Government Printing Office, January 1964) p. 12.

[2] Economic Research Service, *Farm Production Disposition and Income by States,* Annual Series, U.S. Department of Agriculture (Washington: U.S. Government Printing Office).

the leading producer of fed cattle, the West has shown a relatively greater increase in production. Feeding of cattle in Alabama has developed within the last few years, but is still of relatively minor importance. There were only about 23,000 cattle and calves on feed in the State on April 1, 1964.[3]

The growth of cattle feeding has brought about an increase in demand for feeder cattle and calves. Formerly the Corn Belt States obtained their supply of feeders from outside areas, particularly from the Western Plains States. With increased production of fed cattle in both these areas, the Corn Belt, as well as the Western States, have sought additional sources. The Southeast has been able to respond favorably to this need. Alabama, in particular, has responded by putting land taken out of row crop production into pasture for production of feeder type animals.

There is much speculation about the efficiency with which cattle move through market channels to consumers. For example, feeder cattle that are sold in Alabama are shipped to the West and Midwest, while at the same time finished cattle are shipped in from these areas. Information on movements of cattle and calves is important to the livestock industry. Matching marketing facilities and services with cattle marketings requires movement data. Such information helps cattle producers decide when and where to market, and it is valuable to individuals who purchase and market Alabama's livestock.

Additionally, there is interest in the competitive position of the South, not only in production of feeder cattle but in the possible production of fed cattle. Ability of the South to compete with other areas depends on area differences in demand for feeders, feed supplies, transportation rates on both cattle and feed, and available markets. Providing information on areas of demand, areas of supply, and seasonal movements of feeder cattle is a primary aim of this report. More specifically the study was planned:

(1) To estimate the present volume of cattle and calves marketed through auctions in Alabama;

(2) To estimate the seasonal variation in cattle movement;

(3) To determine actual movement patterns of all cattle, by class, sold through auctions within Alabama.

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[3] Statistical Reporting Service, *Cattle on Feed,* U.S. Department of Agriculture (Washington: U.S. Government Printing Office, April 1964) p. 4.

Because of their importance, emphasis has been given to feeder cattle and calves.

METHOD OF STUDY

The sampling procedure for the primary data used in this study was developed by members of the Southern Regional Livestock Marketing Research Committee.[4] A stratified random sample was taken from livestock auctions and buying stations in three areas of Alabama. Data were collected for six 1-week periods in February, April, June, August, October, and November of 1962, selected to be representative of seasonal periods within the year.

Auctions were divided into two strata according to volume of sales: (1) an upper stratum of "large" auctions that together handled at least 50 per cent of the annual volume in an area, and (2) a lower stratum of "small" auctions that handled the balance of the cattle and calves. Twelve large and six small auctions were sampled.

A uniform schedule was designed to collect data on class, grade, sex, origin, destination, and price, and other related data. A complete enumeration was made of all transactions on all lots of cattle and calves handled by the sample firms during the sample periods. In all cases, information was taken directly from sales invoices.

ALABAMA CATTLE AND CALF MOVEMENTS

The rapid development of cattle and calf production in Alabama has been directed toward feeder types, with less emphasis given to supplying the consumer market with cattle suitable for slaughter.

Generally, cattle production can be considered to include three major stages: (1) production of the feeder calf to approximately 450 pounds; (2) production of the feeder steer or heifer to approximately 650 pounds, principally on roughage feeds; and (3) production of the slaughter steer or heifer to approximately 1,000 pounds, principally on concentrate feeds. Traditionally, cattle production areas have tended to specialize within these stages. For example, the Southwestern States and the Mountain

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[4] The Southern Regional Livestock Marketing Research Committee is composed of agricultural economists from the Southern Land-Grant Universities and appropriate U.S. Department of Agriculture agencies.

States of the West have produced feeder cattle for shipment to Midwestern Corn Belt States for further finishing as slaughter animals. While feeder calf production predominates in Alabama, there appear to be real possibilities for considering other stages of cattle production.

CHARACTERISTICS OF ANIMALS MARKETED

Sex of Cattle Sold

The greatest percentage of cattle and calves sold through Alabama auctions in 1962 was steers. Steer and heifer sales accounted for over three-fourths of all animals marketed. Percentage of animals marketed, by sex, is shown below:

Sex	*Percentage of total*
Steers	47
Heifers	30
Cows	15
Bulls	6
Cow-calf pairs	2

Class of Cattle Sold

Most of the cattle and calves marketed through Alabama auctions in 1962 were nonslaughter animals. Only about one-third of the cattle were slaughter type animals, Table 1. Southern Alabama auctions sold a greater proportion of slaughter type animals, 42 per cent, then did other areas of Alabama. Slaughter cattle marketed through auctions, as a percentage of each area's total, were 39 and 28 per cent in northern and central Alabama, respectively.

Nonslaughter sales were dominated by feeder type animals, which accounted for 88 per cent of the total. Breeder types and cow-calf pairs made up 10 per cent and 2 per cent, respectively, of nonslaughter sales, Table 2. Feeder types, as referred to here, were predominantly steers and heifers weighing less than 500 pounds. A greater proportion of breeder type animals was sold

TABLE 1. CLASS OF CATTLE SOLD AT AUCTION MARKETS BY AREA, ALABAMA, 1962

Area of origin	Class	
	Slaughter	Nonslaughter
	Per cent	*Per cent*
Northern	39	61
Central	28	72
Southern	42	58
STATE	32	68

TABLE 2. PERCENTAGE DISTRIBUTION OF NONSLAUGHTER CATTLE SOLD AT AUCTION MARKETS BY AREA AND CLASS, ALABAMA, 1962

Area of origin	Class		
	Feeder	Breeder	Cow-calf pairs
	Per cent	*Per cent*	*Per cent*
Northern	82	16	2
Central	90	8	2
Southern	82	12	6
STATE	88	10	2

TABLE 3. PERCENTAGE DISTRIBUTION OF SLAUGHTER CATTLE SOLD AT AUCTION MARKETS BY AREA AND SEX, ALABAMA, 1962

Area of origin	Sex		Veal[1]
	Steers and heifers	Cows and bulls	
	Per cent	*Per cent*	*Per cent*
Northern	57	34	9
Central	54	44	2
Southern	78	22	0
STATE	60	37	3

[1] All classes of slaughter animals weighing 250 pounds or less.

in northern Alabama, and cow-calf pairs had greater sales in southern Alabama than in other areas of the State.

Three-fifths of the animals sold through auctions for slaughter were steers and heifers. Cows and bulls made up 37 per cent of slaughter sales, while animals weighing less than 250 pounds, and apparently sold as veal calves, accounted for 3 per cent.

Northern Alabama auction sales were composed of 57 per cent steers and heifers and central and southern Alabama auctions had 54 and 78 per cent, respectively. Central Alabama had a higher percentage of slaughter cows and bulls sold than the other two areas. One-third of the animals sold in northern Alabama for slaughter were cows and bulls, as compared with one-fifth in southern Alabama, Table 3.

Area of Sales

Over two-thirds of all cattle and calves marketed through auctions in 1962 were sold in central Alabama, Table 4, with the remainder divided between northern and southern Alabama. Central Alabama auctions accounted for three-fifths of the slaughter cattle and almost three-fourths of the nonslaughter cattle sold through Alabama auctions. Northern and southern Alabama

TABLE 4. PERCENTAGE DISTRIBUTION OF CATTLE AND CALVES SOLD AT AUCTION MARKETS BY AREA AND CLASS, ALABAMA, 1962

Area of origin	Class		All cattle
	Slaughter	Nonslaughter	
	Per cent	*Per cent*	*Per cent*
Northern	19	14	16
Central	59	72	68
Southern	22	14	16
STATE	100	100	100

auctions had the same percentage of nonslaughter sales, but southern Alabama accounted for 22 per cent of slaughter sales and northern Alabama 19 per cent.

Weight of Cattle Sold

Nine out of 10 cattle sold through Alabama auction markets in 1962 weighed 250 pounds or more. At least 4 out of 10 weighed 500 pounds and above. Animals weighing less than 250 pounds accounted for a small percentage of total sales, Table 5. Nonslaughter animals weighed less than slaughter animals. Three-fifths of the nonslaughter animals weighed between 250 and 499 pounds, whereas more than two-thirds of those sold for slaughter weighed 500 pounds or more.

Table 6 reveals that central Alabama auctions had a higher proportion of sales of nonslaughter animals weighing between 250 and 499 pounds than did any other area of the State. Almost two-thirds were in this weight group, and one-fourth weighed 500 pounds or more. Nonslaughter calves weighing less than 250 pounds accounted for only 9 per cent of the total in central Alabama.

Northern and southern Alabama auction sales were somewhat less dominated by marketings of nonslaughter animals weighing between 250 and 499 pounds. Such animals accounted for one-

TABLE 5. PERCENTAGE DISTRIBUTION OF CATTLE AND CALVES SOLD AT AUCTION MARKETS BY WEIGHT AND CLASS, ALABAMA, 1962

Weight group	Class		All cattle
	Slaughter	Nonslaughter	
	Per cent	*Per cent*	*Per cent*
500 pounds and above	69	28	41
250-499 pounds	28	61	50
Less than 250 pounds	3	9	7
Cow-calf pairs	0	2	2

TABLE 6. PERCENTAGE DISTRIBUTION OF NONSLAUGHTER CATTLE SOLD AT AUCTION MARKETS BY WEIGHT AND COW-CALF PAIRS, ALABAMA, 1962

Area of origin	Weight group			Cow-calf pairs
	500 pounds and above	250-499 pounds	Below 250 pounds	
	Per cent	*Per cent*	*Per cent*	*Per cent*
Northern	38	50	10	2
Central	24	65	9	2
Southern	37	49	8	6
STATE	28	61	9	2

TABLE 7. PERCENTAGE DISTRIBUTION OF SLAUGHTER CATTLE SOLD AT AUCTION MARKETS BY AREA AND WEIGHT GROUP, ALABAMA, 1962

Area of origin	Weight group		
	500 pounds and above	250-499 pounds	Below 250 pounds
	Per cent	*Per cent*	*Per cent*
Northern	56	35	9
Central	66	31	3
Southern	88	12	0
STATE	69	28	3

half the nonslaughter sales in northern Alabama and 49 per cent in southern Alabama. Both northern and southern areas had higher percentages of sales of nonslaughter animals weighing over 500 pounds than did central Alabama: 38 per cent of northern Alabama totals and 37 per cent in southern Alabama. Percentages of animals weighing less than 250 pounds were relatively small in both areas, with these sales accounting for 10 per cent in northern and 8 per cent in southern Alabama.

Slaughter sales at southern Alabama auctions consisted of a higher percentage of animals weighing 500 pounds or more, with 9 out of 10 slaughter animals sold being in this weight group, Table 7. Northern Alabama sales consisted of a lower percentage of animals weighing over 500 pounds than did any other area. This area had the highest percentage of sales in both the 250- through 499-pound and the below 250-pound weight groups. Calves weighing less than 250 pounds that were sold for slaughter were important only in northern Alabama.

Grade of Feeder Cattle Sold

Nonslaughter feeder animals were graded on the basis of price. Price-grade relationships as reported by the Federal-State Live-

TABLE 8. PERCENTAGE DISTRIBUTION OF FEEDER CATTLE SOLD AT AUCTION MARKETS BY WEIGHT GROUP AND GRADE, ALABAMA, 1962

Weight group	Grade	
	Good and above	Medium and below
	Per cent	*Per cent*
500 pounds and above	50	50
400-499 pounds	49	51
300-399 pounds	58	42
Below 300 pounds	62	38

stock Market News Service for the particular sale days were used to classify animals according to grade.

Feeder animals were graded as Good and above or Medium and below. Based on the price ranges used, 55 per cent graded Good and above and 45 per cent Medium and below. A further breakdown of feeder animals by weight groups showed that lighter animals had a higher percentage grading Good and above, Table 8.

Seasonality of Marketings

Heaviest cattle and calf marketings through auctions in Alabama in 1962 took place in the quarters from July through December and accounted for about two-thirds of sales. The July-September quarter had 22 per cent of the total, and the October-Decem-

TABLE 9. SEASONALITY OF SALES AT AUCTION MARKETS BY AREA AND CLASS, ALABAMA, 1962

Area of origin	Season of year			
	Jan.-Mar.	Apr.-June	July-Sept.	Oct.-Dec.
	Per cent	*Per cent*	*Per cent*	*Per cent*
Slaughter cattle				
Northern	13	20	38	29
Central	17	23	28	32
Southern	13	38	39	10
STATE	15	26	32	27
Nonslaughter cattle				
Northern	11	17	41	31
Central	14	17	32	37
Southern	20	19	32	29
STATE	14	17	34	35
All cattle				
Northern	8	25	27	40
Central	10	24	20	46
Southern	12	37	23	28
STATE	10	26	22	42

ber quarter accounted for 42 per cent. The January-March and the April-June quarters had 10 and 26 per cent, respectively. The seasonal pattern varied somewhat for the different areas and classes, Table 9. The quarter having largest volume of marketings of slaughter cattle was October-December in central Alabama, and July-September in northern and southern Alabama. The lowest volume of slaughter cattle marketings was in October-December in southern Alabama and in January-March in northern and central Alabama.

Nonslaughter animals showed about the same seasonal trend. In central Alabama, the season of peak marketings of nonslaughter cattle was October-December, while lowest sales occurred in January-March. Peak marketings of nonslaughter cattle in northern and southern Alabama were in July-September, while the seasons of least marketings in northern and southern Alabama were January-March and April-June, respectively.

Destination of Nonslaughter Cattle and Calves Sold Through Alabama Auction Markets

Nonslaughter cattle and calves sold through Alabama auction markets were shipped to at least 22 states. These animals were 88 per cent feeder cattle and calves and 12 per cent breeder type animals. Many of these nonslaughter animals were shipped as far as California and New Mexico. Sixty-one per cent of the nonslaughter animals were shipped out of the State, with 36 per cent going outside the Southern Region. A percentage breakdown of shipments by area of destination is given below:

Destination	*Percentage*
Alabama	39
Western States	22
Border states	19
Midwestern States	14
Other Southern States	6

Movements of Feeder Cattle

Destinations of all feeder cattle are shown in Table 10. About half the feeders weighing over 500 pounds remained in Alabama, 31 per cent went to border states, and other Southern States, the Western States, and Midwestern States received 4 per cent, 5 per cent, and 13 per cent, respectively. Feeders in this weight group made up 28 per cent of the total nonslaughter marketings.

TABLE 10. DESTINATION OF FEEDER CLASSES OF CATTLE SOLD AT AUCTION MARKETS BY AREA AND WEIGHT GROUP, ALABAMA, 1962

Area of origin	Destination						
	Alabama			Border states	Other Southern States	West	Midwest
	Northern	Central	Southern				
	Pct.	*Pct.*	*Pct.*	*Pct.*	*Pct.*	*Pct.*	*Pct.*
All feeders							
Northern	46	6	0	25	0	1	22
Central	2	28	1	19	6	29	15
Southern	0	12	59	15	10	3	1
STATE		39		19	6	22	14
500 pounds and above							
Northern	46	4	0	29	0	2	19
Central	2	35	4	32	6	8	13
Southern	0	9	57	27	5	0	2
STATE		47		31	4	5	13
250-499 pounds							
Northern	42	6	0	25	0	1	26
Central	1	23	0	17	7	35	17
Southern	0	15	59	7	13	5	1
STATE		36		16	6	27	15
Below 250 pounds							
Northern	67	9	0	17	0	0	7
Central	6	44	2	11	1	30	6
Southern	0	5	63	26	4	2	0
STATE		58		14	1	22	5

That Alabama's feeder cattle industry is geared to producing calves weighing from 250 through 499 pounds is evidenced by data showing that these light animals make up three-fifths of all nonslaughter auction sales. Since almost two-thirds of these calves left Alabama, this weight group was shipped out of State in greatest numbers. Of the 250- to 499-pound feeders, 27 per cent went to Western States and 15 per cent were shipped to Midwestern States. Border states received 16 per cent and other Southern States 6 per cent.

Northern Alabama. More than three-fourths of the feeder cattle and calves sold through northern Alabama auctions remained in Alabama or were shipped to border states. The remainder went to the Midwest, with the exception of 1 per cent going to Western States.

Central Alabama. Almost 70 per cent of the feeders sold through central Alabama auctions were shipped out of State. Western States were the destination of almost 30 per cent of these outshipments, and 15 per cent went to the Midwest. Only a little over one-fourth of these feeders remained in central Alabama.

More of the feeders weighing over 500 pounds remained within the area than did animals lighter than 500 pounds. Outshipments of these heavier cattle were principally to border states, but some went to all other areas.

The largest volume of sales of feeder animals in central Alabama was calves weighing 250 through 499 pounds. Less than one-fourth of these feeders remained in the State, with almost one-fourth being shipped to border states and other Southern States. More than one-half of the outshipments of this weight group feeders were to Western and Midwestern States.

Just over half (52 per cent) of feeders weighing less than 250 pounds sold on central Alabama auctions remained in the State. Outshipments of these feeders amounted to 48 per cent, with most going to Western States.

Southern Alabama. Few feeders were shipped from southern Alabama auctions to Western and Midwestern States. Most of the outshipments from southern Alabama were to border states and other Southern States. Most of the outshipments were cattle and calves weighing over 500 pounds or less than 250 pounds.

Movements of Breeder Animals

Most of the above 500-pound cows and bulls sold as breeder animals and the cow-calf combinations remained in Alabama. Border states of Georgia, Tennessee, Mississippi, and Florida received 12 per cent of these kinds of cattle. Shipments to other states were not important, Table 11. Breeder animals accounted for 12 per cent of the total auction marketings of nonslaughter animals.

TABLE 11. DESTINATION OF BREEDER CATTLE SOLD AT AUCTION MARKETS BY AREA, ALABAMA, 1962

Area of origin	Destination						
	Alabama			Border states	Other Southern States	West	Midwest
	Northern	Central	Southern				
	Pct.	*Pct.*	*Pct.*	*Pct.*	*Pct.*	*Pct.*	*Pct.*
Northern	62	15	0	21	0	1	1
Central	3	74	3	11	2	3	4
Southern	0	4	89	4	3	0	0
STATE		82		12	2	2	2

Destination of Slaughter Type Cattle and Calves Marketed Through Alabama Auctions

Cattle and calves sold for slaughter at Alabama auction markets in 1962 went to at least 16 states, but almost three-fifths remained in Alabama. The areas of destination are given below:

Destination	*Percentage*
Alabama	59
Border states	36
Other Southern States	4
Western and Midwestern States	1
Total	100

Movements of Slaughter Steers and Heifers

Fifty-seven per cent of all slaughter steers and heifers remained in Alabama. Border states accounted for 36 per cent of the outshipments, and other Southern States 7 per cent, Table 12. A few slaughter steers and heifers were shipped into Western and Midwestern States, but these amounted to less than 1 per cent. More steers and heifers weighing more than 500 pounds remained in Alabama than of lighter weight groups, particularly those under 250 pounds. Of steers and heifers weighing less than 250 pounds, 68 per cent were shipped to border states. This indicates that there is little interest within Alabama in processing calves to be sold as veal.

Northern Alabama. Most slaughter steers and heifers sold through northern Alabama auctions were shipped to border states, with few going to other Southern States. This same trend in outshipments was followed regardless of the weight group involved. Nine out of 10 calves in the 250- to 499-pound weight group went to border states from northern Alabama.

Central Alabama. Slightly more than one-fourth of the slaughter steers and heifers sold through central Alabama auctions were shipped out of State. These outshipments were to border states and other Southern States. The highest percentage of outshipments was within the weight group of less than 250 pounds. Less than one-fourth of the slaughter steers and heifers weighing over 500 pounds were shipped out of State.

Southern Alabama. No slaughter steers and heifers from southern Alabama auctions were shipped outside the Southern region. By far the highest percentage of these outshipments went to

TABLE 12. DESTINATION OF SLAUGHTER STEERS AND HEIFERS SOLD AT AUCTION MARKETS BY AREA AND WEIGHT GROUP, ALABAMA, 1962

Area of origin	Destination						
	Alabama			Border states	Other Southern States	West	Midwest
	Northern	Central	Southern				
	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
All steers and heifers							
Northern	8	3	0	84	5	0	0
Central	0	61	12	18	9	0	0
Southern	0	13	48	33	6	0	0
STATE		57		36	7	0	0
500 pounds and above							
Northern	18	8	0	73	1	0	0
Central	0	61	14	21	4	0	0
Southern	0	13	51	33	3	0	0
STATE		63		34	3	0	0
250-499 pounds							
Northern	2	1	0	91	6	0	0
Central	0	61	13	14	12	0	0
Southern	0	13	34	33	20	0	0
STATE		54		35	11	0	0
Below 250 pounds							
Northern	3	2	0	88	7	0	0
Central	0	53	1	42	3	1	0
Southern	0	14	7	64	15	0	0
STATE		26		68	5	1	0

border states. There was little variation in movement patterns within weight groups.

Movements of Slaughter Cows and Bulls

Slaughter cows and bulls are used primarily for sausage type and other processed meats. These animals were not shipped great distances, and 62 per cent remained in Alabama. Border states received slightly more than 37 per cent, while less than 1 per cent was shipped to other Southern States, Table 13. Cows and bulls weighing 250 through 499 pounds were shipped greater distances; however, only 6 per cent of these animals went to states other than border states.

All areas had about the same pattern of outshipments of slaughter cows and bulls, with the exception of northern Alabama. Relatively few slaughter cows and bulls that were sold there stayed in the area.

TABLE 13. DESTINATION OF SLAUGHTER COWS AND BULLS SOLD AT AUCTION MARKETS BY AREA AND WEIGHT GROUP, ALABAMA, 1962

Area of origin	Destination						
	Alabama			Border states	Other Southern States	West	Midwest
	Northern	Central	Southern				
	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
All cows and bulls							
Northern	21	6	0	73	0	0	0
Central	0	68	4	28	0	0	0
Southern	0	29	33	36	2	0	0
STATE		62		37	1	0	0
500 pounds and above							
Northern	22	6	0	72	0	0	0
Central	0	68	3	29	0	0	0
Southern	0	31	32	37	0	0	0
STATE		63		37	0	0	0
250-499 pounds							
Northern	7	0	0	91	3	0	0
Central	0	66	13	13	8	0	0
Southern	0	1	48	45	6	0	0
STATE		54		40	6	0	0

INTRASTATE MOVEMENTS OF CATTLE AND CALVES

Slightly more than one-half of the cattle and calf marketings in Alabama were involved in interstate movement, as related in the previous section. This movement was dominated by nonslaughter cattle. The discussion that follows is concerned with intrastate shipments between northern, central, and southern Alabama.

Nonslaughter Cattle

Northern Alabama. Almost half of the nonslaughter cattle sold through northern Alabama auctions remained in the area, Table 14. None were shipped to southern Alabama, and only 7 per cent went to central Alabama. There was little variation from this movement pattern for the different classes and sexes, except that a slightly higher percentage of slaughter cows and bulls were sent to central Alabama, Appendix Tables 1, 2, and 3.

Central Alabama. Central Alabama shipped greater numbers of cattle and calves to other areas in the State than did any other region, but the percentage of total movement was less. Shipments were made to both northern and southern Alabama. About

TABLE 14. NUMBER AND PERCENTAGE OF NONSLAUGHTER CATTLE AND CALVES SOLD AT AUCTION MARKETS BY DESTINATION AND SEASON, ALABAMA, 1962

Area of origin and season of year	Total head[1]	Destination						
		Alabama			Border states	Other Southern States	West	Midwest
		Northern	Central	Southern				
	No.	*Pct.*	*Pct.*	*Pct.*	*Pct.*	*Pct.*	*Pct.*	*Pct.*
Northern Alabama								
Jan.-Mar.	9,191	57.3	0.8	0	24.5	0	0.7	16.7
Apr.-June	14,280	38.6	15.8	0	28.9	0.8	0.9	15.0
July-Sept.	34,385	51.4	0.3	0	31.2	0	0	17.1
Oct.-Dec.	25,454	51.8	8.2	0	16.9	0	2.1	21.0
TOTAL	83,310	49.0	7.2	0	24.3	0.2	1.1	18.2
Central Alabama								
Jan.-Mar.	55,874	0	43.1	3.0	15.4	6.8	21.5	10.2
Apr.-June	69,296	0.2	39.6	3.1	16.8	8.9	18.5	12.9
July-Sept.	131,105	5.1	15.3	0.6	24.6	4.2	34.8	15.4
Oct.-Dec.	151,229	1.4	33.7	0.8	16.8	3.5	28.6	15.2
TOTAL	407,504	1.7	32.0	1.4	18.3	5.2	27.0	14.3
Southern Alabama								
Jan.-Mar.	16,549	0	0	77.9	3.5	14.1	3.9	0.6
Apr.-June	15,672	0	11.5	68.4	9.2	7.6	1.7	1.6
July-Sept.	26,026	0	34.9	32.2	28.4	4.5	0	0
Oct.-Dec.	23,368	0	1.0	73.8	9.6	10.2	4.4	1.0
TOTAL	81,615	0	10.9	64.0	12.7	8.9	2.6	0.9
STATE	572,429	8.2	25.6	9.9	18.3	5.0	20.0	13.0

[1] Represents expanded seasonal, area, and state totals of the survey data collected.

one-third of the total annual nonslaughter marketings remained in the area.

Few intrastate shipments of steers and heifers were made because of heavy out-of-State movements. Twenty-seven per cent of steers and heifers sold remained in the area, Appendix Table 1. Three-fourths of the nonslaughter cows sold remained in the area, and intrastate shipments went only to southern Alabama. Only 2 out of 10 nonslaughter bulls remained in the area, with more intrastate shipments going to northern Alabama. Virtually all of the cow-calf pairs sold through central Alabama auctions remained in the area, Appendix Table 4.

Southern Alabama. Southern Alabama had a greater proportion of nonslaughter cattle remaining in the area, nearly two-thirds, than did any other region of the State. Intrastate shipments from southern Alabama were to central Alabama only.

Almost 13 per cent of the nonslaughter steers and heifers sold on southern Alabama auctions were shipped to central Alabama, and 57 per cent remained in the area. Practically all of the nonslaughter cows and three-fourths of nonslaughter bulls sold through southern Alabama auction markets remained in the area. Central Alabama received 11 per cent of the shipments of nonslaughter bulls. Almost 96 per cent of the cow-calf pairs remained in the area, Appendix Table 4.

Slaughter Cattle

Northern Alabama. Intrastate shipments of slaughter cattle from northern Alabama were light, with 4 per cent going to central Alabama and none to southern Alabama, Table 15. Only 12 per cent of the slaughter cattle sold through northern Alabama auctions remained in the area.

Shipments of slaughter steers and heifers amounted to only 3 per cent, all to central Alabama, Appendix Table 5. Slightly less than one-tenth of the slaughter steers and heifers, approxi-

TABLE 15. NUMBER AND PERCENTAGE OF SLAUGHTER CATTLE AND CALVES SOLD AT AUCTION MARKETS BY DESTINATION AND SEASON, ALABAMA, 1962

Area of origin and season of year	Total head[1]	Destination						
		Alabama			Border states	Other Southern States	West	Midwest
		Northern	Central	Southern				
	No.	*Pct.*	*Pct.*	*Pct.*	*Pct.*	*Pct.*	*Pct.*	*Pct.*
Northern Alabama								
Jan.-Mar.	6,838	33.9	0.4	0	57.2	7.2	0	1.3
Apr.-June	10,400	11.6	7.2	0	74.3	6.9	0	0
July-Sept.	20,845	5.8	5.5	0	88.7	0	0	0
Oct.-Dec.	15,152	12.2	1.8	0	84.9	1.1	0	0
TOTAL	52,735	12.3	4.1	0	80.6	2.9	0	0.1
Central Alabama								
Jan.-Mar.	25,545	0	59.4	14.8	18.3	0.4	1.0	6.1
Apr.-June	35,529	0	59.0	8.8	21.0	11.2	0	0
July-Sept.	43,043	0	78.1	3.0	17.4	1.5	0	0
Oct.-Dec.	49,940	0	61.8	9.4	27.3	1.5	0	0
TOTAL	154,057	0	63.7	8.6	22.7	4.2	0.1	0.7
Southern Alabama								
Jan.-Mar.	7,891	0	7.2	66.9	25.9	0	0	0
Apr.-June	22,444	0	4.1	58.2	29.2	8.5	0	0
July-Sept.	23,010	0	42.7	13.0	44.3	0	0	0
Oct.-Dec.	6,104	0	19.5	42.7	37.2	0.6	0	0
TOTAL	59,449	0	16.6	45.0	34.0	4.4	0	0
STATE	266,241	2.4	42.0	14.9	36.3	4.0	0	0.4

[1] Represents expanded seasonal, area, and state totals of the survey data collected.

mately one-fifth of the slaughter cows, and one-fourth of the slaughter bulls remained in the area, Appendix Tables 6 and 7. All intrastate shipments of slaughter bulls were to central Alabama.

Central Alabama. No shipments of slaughter animals were made to northern Alabama, but southern Alabama received 9 per cent of the total annual slaughter marketings. Over three-fifths of the slaughter animals sold on central Alabama auctions remained in the area.

Southern Alabama received 13 per cent of the intrastate shipments of slaughter steers and heifers, and 60 per cent of these animals remained in the central Alabama area. Relatively small proportions of slaughter cows or slaughter bulls were shipped from central Alabama.

Southern Alabama. Almost 17 per cent of slaughter animals sold through southern Alabama auctions were shipped to central Alabama. Less than one-half remained in the area.

Almost one-half of the slaughter steers and heifers remained in the area, while only 13 per cent were shipped to central Alabama. On the other hand, more slaughter cows were shipped to central Alabama than remained in the southern Alabama area. One-half the slaughter bulls remained in the area, and central Alabama received 12 per cent.

PRICE RELATIONSHIPS FOR FEEDER CATTLE

Prices play an important role in the success achieved in producing cattle on Alabama farms. The individual farmer can do little to change the general level of cattle prices, but he can adjust and revise his management and production practices with regard to time of sale and purchase. It is therefore important that producers have some knowledge of cattle prices, particularly in connection with seasonal, weight, and quality relationships.

There is a rather wide seasonal variation in the price of certain weights and grades of beef cattle, caused by supply and demand adjustments. Therefore, the time a producer buys and sells cattle, as well as the weight at which he buys or sells, may have an important effect on the price paid or received for cattle. The producer can exercise some control on price by selection of weight and type of cattle and by timing of purchases and sales. This section is devoted to weight-price relationships of feeder cattle sold on Alabama auctions in 1962.

Weight and Grade[5]

Lightweight feeder animals grading Good and above sold for higher prices than did heavier feeders, Table 16. This was true for all six periods and all weight groups studied. However, there was considerable variation in price spreads during the six seasonal periods. Feeder animals grading Good and above and weighing less than 300 pounds sold for $2.34 per hundredweight more during February than those of equal grades weighing over 500 pounds. The price spread between these weight groups was $5.08 per hundredweight during April, but narrowed to $1.56 in August. It is apparent that while April was a favorable time for selling feeder cattle, it was an unfavorable time for purchasing feeders.

The price pattern for animals grading Medium and below was somewhat different. During the week of February 4-10, animals weighing less than 300 pounds sold for $1.58 more per hundredweight than those heavier than 500 pounds. For most periods there was a price spread in favor of the lighter weight animals, but August prices favored animals weighing over 500 pounds. This price spread was $0.77 per hundredweight. In October, there were practically no price differences between weight groups.

Table 16. Prices Paid for Feeder Cattle Sold at Auction Markets for Selected Weeks by Weight Groups and Grade, Alabama, 1962

Week	Prices per hundredweight, by weight group				All weight groups
	Above 500 pounds	400-500 pounds	300-399 pounds	Less than 300 pounds	
Good and above					
Feb. 4-10	$22.92	$24.81	$24.96	$25.26	$24.01
Apr. 15-21	23.83	26.43	27.35	28.91	25.99
June 10-16	23.82	25.95	26.28	27.01	25.28
Aug. 19-25	23.68	23.89	24.62	25.24	24.20
Oct. 7-13	23.35	24.16	24.29	25.33	24.17
Nov. 25-Dec. 1	24.53	25.56	25.93	26.26	25.59
Medium and below					
Feb. 4-10	$18.39	$20.25	$20.54	$19.97	$19.58
Apr. 15-21	19.72	21.90	22.17	21.76	21.25
June 10-16	19.08	20.35	20.56	20.02	20.04
Aug. 19-25	18.85	19.11	18.61	18.08	18.83
Oct. 7-13	18.37	18.57	18.51	18.38	18.46
Nov. 25-Dec. 1	18.80	20.61	20.85	20.58	20.11

[5] Grade was determined from grade-price relationships as reported by the Federal-State Livestock Market News Service for the particular sales dates observed.

Price compensation was made for selling animals of light weight, but the producer realized more dollars from animals of better grade and quality. The feeder industry in Alabama may be further advanced by concentrating on factors of grade and quality.

SEASONAL VARIATIONS

There was more seasonal variation in price at lighter weights. Feeder animals grading Good and above had a range in price of $1.98 per hundredweight. The week of lowest price for this type feeder in 1962 was February 4-10, when the average price was $24.01 per hundredweight. Highest prices, $25.99 per hundredweight, were recorded for the week of April 15-21.

Feeder animals grading Medium and below suffered severe discounts in price during 1962. October 7-13 was the week of lowest prices, $18.46 per hundredweight, and the week of April 15-21 had highest prices, $21.25 per hundredweight.

The range in price for feeder animals was wider for those grading Medium and below than for Good and above grades. The range for animals grading Medium and below was $2.79 per hundredweight, as compared with $1.98 for those grading Good and above. This indicates also that producers should be more conscious of quality.

A previous study at Auburn University indicated that prices for cattle weighing over 500 pounds were highest during the spring quarter and lowest during the fall quarter.[6] The same situation was apparent for animals weighing less than 500 pounds. Prices do, however, start upward in December.

MARKET COMPARISONS

Comparing prices paid at different auction markets is one measure of efficiency. This information would be of use to buyers and sellers of Alabama's feeder cattle.

Prices Between Large and Small Alabama Auctions

Price comparisons were made between large auctions, annual volume of sales over 25,000 head of cattle, and small auctions,

[6] Morris White and B. R. McManus, *Seasonal Variations in Prices of Selected Farm Commodities* (Bulletin 350. Auburn University Agricultural Experiment Station, November 1963) pp. 10, 14.

TABLE 17. PRICES PAID FOR CATTLE AND CALVES SOLD AT AUCTION MARKETS OF DIFFERENT VOLUMES FOR SELECTED WEEKS BY GRADE, ALABAMA, 1962

Week	Prices per hundredweight, by volume of auction[1]	
	Large	Small
Good and above		
Feb. 4-10	$24.04	$23.60
Apr. 15-21	26.04	25.50
June 10-16	25.40	24.08
Aug. 19-25	24.24	23.73
Oct. 7-13	24.17	24.12
Nov. 25-Dec. 1	25.62	25.11
Medium and below		
Feb. 4-10	$19.68	$19.13
Apr. 15-21	21.41	20.33
June 10-16	20.17	19.10
Aug. 19-25	18.95	18.22
Oct. 7-13	18.67	17.45
Nov. 25-Dec. 1	20.23	19.35

[1] Large auctions were those with over 25,000 head of cattle and calves sold during the 1-year period; small auctions had a volume of less than 25,000 head during the 1-year period.

those selling less than 25,000 head per year, Table 17. A better job of pricing feeder cattle and calves was accomplished at large auctions than at those having small sales volume. In all cases, regardless of grade, prices were higher at large than at small auctions.

Prices paid at small auctions for feeder animals grading Good and above were nearest prices paid at large auctions during the week of October 7-13. The greatest difference was recorded during the week of April 15-21, amounting to $1.32 per hundredweight. The situation was somewhat different for feeder animals grading Medium and below, with February 4-10 being the period of least difference. This difference was $0.55 per hundredweight. The greatest difference, $1.22 per hundredweight, occurred during the week of October 7-13.

These data revealed that large auctions did a better job of pricing, but the advantage was less for feeder animals grading Good and above than for those grading Medium and below. Producers could use this information in making decisions relative to their marketing practices.

Alabama Auctions Compared with the Kansas City Terminal Livestock Market

A comparison of prices paid at markets in Alabama would be more meaningful if compared to prices paid at a large national market. The Kansas City market, one of the largest feeder cattle markets, was chosen for this comparison. Comparisons made were for feeder animals grading Good and above and Medium and below.

Animals grading Good and above and weighing above 500 pounds sold for less on the Alabama auction than at the Kansas City market, Table 18. This was true for all six periods, with the greatest difference occurring the week of October 7-13. Alabama auction prices were higher the first three periods than the Kansas City market for animals grading Good and above and weighing 300 to 500 pounds. During the latter three periods, prices paid on the Kansas City market for animals in this grade and weight group were higher than for comparable animals on Alabama auctions.

Animals grading Medium and below, in all cases, sold for higher prices at the Kansas City market than at Alabama auctions. Severe discounts were received in all weight groups. Prices paid during the week of October 7-13 were the lowest for animals weighing 300 to 500 pounds. Discounts during the week of November 25-December 1 were greatest for animals weighing 500 pounds and above.

TABLE 18. DIFFERENCES IN FEEDER CATTLE PRICES AT ALABAMA MARKETS AND THE KANSAS CITY MARKET FOR SELECTED WEEKS BY GRADE AND WEIGHT, 1962[1]

Week	Price differences by grade, per hundredweight			
	Good and above		Medium and below	
	Above 500 pounds	300-500 pounds	Above 500 pounds	300-500 pounds
Feb. 4-10	$-0.83	$+0.35	$-5.36	$-4.15
Apr. 15-21	-0.92	+1.24	-5.03	-3.74
June 10-16	-0.76	+0.72	-5.50	-4.93
Aug. 19-25	-1.07	-2.09	-5.90	-7.43
Oct. 7-13	-2.00	-3.02	-6.98	-8.71
Nov. 25-Dec. 1	-1.87	-1.86	-7.60	-6.92

[1] The plus sign indicates that prices paid at Alabama auctions exceeded prices paid at the Kansas City market, and the minus sign indicates that Alabama prices were less than at the Kansas City market.

SUMMARY AND CONCLUSIONS

Growth of the cattle industry in Alabama has been rapid. The feeding out of cattle in Alabama has developed in recent years and is increasing, but the State's cattle industry is yet predominantly one of producing feeder animals for sale.

Currently more cattle are marketed in Alabama than are slaughtered. These animals, for the most part, are feeders shipped out of State.

Steers and heifers dominated auction sales in Alabama in 1962, accounting for over three-fourths of total sales. Sixty-eight per cent of the cattle and calves sold through Alabama auctions were nonslaughter type, with central Alabama selling the largest percentage. Most of these nonslaughter animals were feeder types (88 per cent), with only 10 per cent being breeder types.

Over two-thirds of all cattle marketed through auctions in 1962 were sold in central Alabama. Northern and southern Alabama auctions each accounted for about one-sixth of sales.

Slightly over three-fifths of the nonslaughter animals sold weighed between 250 and 499 pounds, while 28 per cent weighed 500 pounds and above. Sixty-nine per cent of the slaughter cattle sold were animals weighing 500 pounds and above. Sales in all areas of Alabama were dominated by cattle weighing between 250 and 499 pounds, but the percentage of sales in this weight group was highest in central Alabama.

Highest volumes of marketings occurred during the quarters from July through December, with these quarters totaling about two-thirds of sales. The July-September quarter had 22 per cent of the total, and the October-December quarter 42 per cent. The January-March and the April-June quarters accounted for 10 and 26 per cent, respectively.

More lightweight feeder animals graded Good and above than did heavier feeders. Fifty-five per cent of all feeders graded Good and above.

Alabama shipped nonslaughter cattle and calves to at least 22 states. More shipments of nonslaughter cattle were made to Western States, 22 per cent of the total, than to border states, 19 per cent. Midwestern States received 14 per cent of the out-of-State shipments and other Southern States 6 per cent. Sixty-one per cent of the nonslaughter animals were shipped out of State, but the figure for central Alabama was almost 70 per cent.

For the most part, slaughter cattle remained in the State. Of the 41 per cent shipped out of State, 36 per cent went to border states and 4 and 1 per cent to other Southern States and Western and Midwestern States, respectively.

Intrastate movement was dominated by shipments from central Alabama to the other areas. No cattle or calves were shipped from northern to southern Alabama or from southern to northern Alabama.

Prices paid producers for cattle and calves were higher on auctions with large volumes than on auctions with small volumes. Prices on large auctions, however, were lower for comparable cattle than at the Kansas City terminal market, one of the nation's largest feeder cattle markets. Severe penalties were apparent for animals of lower grades. Lightweight animals graded higher and were priced higher than were heavier animals.

It is evident from results of this study that improvement of quality of cattle and calves offers excellent opportunity for increasing returns to Alabama livestock producers.

The immediate need may be more of changing production practices than of changing marketing practices. Weight and finish of cattle to be sold are critical considerations. It is apparent, for example, that calves being produced and sold are not ready for the commercial feedlot nor are they ready for slaughter.

Consideration should also be given to time of sale. There is wide seasonal price variation and, when possible, producers may vary time of sale or purchase to take advantage of the price variation. Heavy fall receipts depress prices, while light spring receipts advance prices.

Results from this study indicate that producers should study prices paid by auctions within their area. Producers who sell at small, local auctions may be limiting their income by not seeking markets with the best price structure.

Most feeder cattle and calves sold through Alabama auction markets were shipped out of State. This indicates that Alabama producers have a comparative advantage in the production of feeder animals. Hence, this advantage could be used by feedlot operators in Alabama to lower final costs of the feed-out operation, provided there is an adequate supply of feeder animals. Whether an overall comparative advantage can be achieved depends additionally on supplies of feed. Currently, Alabama is importing much of its concentrate feeds.

Many of the feeder animals sold at Alabama auction markets could be fed to heavier weights with an economical pasture program. Lightweight feeder animals selling for lowest prices in the fall could be fed to heavier weights. The possibility exists not only for weight gains, but also for improved prices.

WHAT IS AHEAD?

Major changes and adjustments will undoubtedly continue in the marketing and production of beef cattle. Contractual and direct buying arrangements are likely to increase in importance. Direct buying, one of the most important changes in trends of marketing cattle in recent years, refers to transactions between seller and processor without involving an intervening dealer. Direct buying has increased principally because of competition between local or interior packers and national packers.

Direct buying by the livestock processor may occur at the processing plant or by the processor's representative at the farm or feedlot. In any case, it is a bargaining transaction between a single seller and a single buyer. Knowledge of the market by the seller would be an absolute necessity if bargaining is to be mutually effective.

Another form of coordination in the cattle industry has been the use of contracts between farm owners and operators and nonfarm firms. In this case, part or all of the functions associated with the production and marketing of cattle are, by contract, brought under unified control or management. This type of coordination or contractual arrangement may enable individual producers to reduce production and marketing risks. Producers and processors may be able to reduce uncertainty of the quality and quantity of cattle going on the market by coordinating managerial decisions. Coordination of some of the management decisions in production and marketing may speed the adoption of desirable practices and new technology. These contractual arrangements are attempts at ensuring stability of supply.

In some types of production systems market pricing has disappeared. The widest departure from market pricing has been the feeding out of cattle by packers and retailers. Feeders raise objections to packer feeding on the grounds that they are already in a weak bargaining position when they must negotiate directly with packers. When packers have fat cattle on hand in their own feedlots the bargaining position of feeders is made even weaker.

The trend to large commercial type feedlot operations is one not only to achieve volume advantages, but also to achieve bargaining power. Superior marketing skills of large commercial feedlot owners and operators provide advantages over owners and operators of small farm type feedlot operations. Commercial type feedlot operations may have more "staying power," because they possess more financial resources and have greater knowledge of managerial strategy. Operators of commercial type feedlots may possess bargaining power on both the buying and selling side, which operators of a small farm type feedlot do not have.

Future expansion of the cattle industry in Alabama may depend upon feeding operations. These operations, whether organized to provide fed cattle for slaughter or feeders for a farm or commercial feedlot, could increase profits. A decline in transportation rates for grain shipped into the State might enhance advantages for the production of fed cattle. Slaughter facilities are not likely to be a limiting factor, and there is adequate demand for finished beef.

The market serves as a guide for production and supply of the future. The trend is toward more emphasis on quality. Commercialized operators appear to be more cognizant of this emphasis on quality and standardization. Beef cannot be produced to exact specification as easily as can an industrial commodity, but beef producers can use the marketing tools of sorting and grading. These should serve as guides to marketing, and ultimately guide the production of both feeder and slaughter cattle.

APPENDIX TABLE 1. DESTINATION OF ALL NONSLAUGHTER STEERS AND HEIFERS SOLD THROUGH AUCTION MARKETS BY AREA AND SEASON, ALABAMA, 1962

Area of origin and season of year	Destination						
	Alabama			Border states	Other Southern States	West	Midwest
	Northern	Central	Southern				
	Per cent	*Per cent*	*Per cent*	*Per cent*	*Per cent*	*Per cent*	*Per cent*
Northern Alabama							
Jan.-Mar.	53.3	1.0	0	25.1	0	0	19.9
Apr.-June	37.6	12.3	0	29.2	1.0	1.1	18.8
July-Sept.	47.1	0	0	33.4	0	0	19.5
Oct.-Dec.	49.1	6.6	0	16.2	0.1	2.3	25.8
TOTAL	46.2	5.5	0	24.9	0.3	1.2	21.9
Central Alabama							
Jan.-Mar.	0	37.8	2.3	17.2	7.5	23.4	11.8
Apr.-June	0.1	33.4	3.5	17.9	9.7	20.8	14.6
July-Sept.	5.1	11.6	0.4	25.9	4.4	37.3	15.3
Oct.-Dec.	1.4	29.6	0.4	16.7	3.8	31.4	16.7
TOTAL	1.7	27.4	1.3	19.0	5.5	29.6	15.5
Southern Alabama							
Jan.-Mar.	0	0	78.4	4.8	12.7	4.4	0.5
Apr.-June	0	11.2	64.3	11.1	9.2	2.1	2.1
July-Sept.	0	40.1	20.4	34.2	5.3	0	0
Oct.-Dec.	0	1.2	66.3	12.8	12.3	6.0	1.4
TOTAL	0	12.6	57.1	15.9	9.9	3.4	1.1
STATE	7.6	22.6	8.0	19.4	5.3	22.5	14.6

APPENDIX TABLE 2. DESTINATION OF ALL NONSLAUGHTER COWS SOLD THROUGH AUCTION MARKETS BY AREA AND SEASON, ALABAMA, 1962

Area of origin and season of year	Destination						
	Alabama			Border states	Other Southern States	West	Midwest
	Northern	Central	Southern				
	Per cent	*Per cent*	*Per cent*	*Per cent*	*Per cent*	*Per cent*	*Per cent*
Northern Alabama							
Jan.-Mar.	76.3	0	0	23.7	0	0	0
Apr.-June	41.3	41.6	0	17.1	0	0	0
July-Sept.	80.7	0	0	19.3	0	0	0
Oct.-Dec.	62.8	13.5	0	22.9	0	0.5	0.3
TOTAL	62.5	16.2	0	20.9	0	0.2	0.2
Central Alabama							
Jan.-Mar.	0	75.8	13.5	5.4	0	5.3	0
Apr.-June	0	82.8	0	11.3	2.9	1.9	1.1
July-Sept.	0	68.2	0	13.8	2.7	9.5	5.8
Oct.-Dec.	0	73.6	4.8	18.0	0.6	2.2	0.8
TOTAL	0	75.7	3.8	14.2	1.4	3.4	1.5
Southern Alabama							
Jan.-Mar.	0	0	70.6	0	29.4	0	0
Apr.-June	0	9.1	84.6	2.5	3.8	0	0
July-Sept.	0	0	95.4	1.8	2.8	0	0
Oct.-Dec.	0	0	94.3	4.8	0.9	0	0
TOTAL	0	3.2	87.9	2.9	6.0	0	0
STATE	15.8	48.8	16.5	14.1	1.8	2.1	0.9

APPENDIX TABLE 3. DESTINATION OF ALL NONSLAUGHTER BULLS SOLD THROUGH AUCTION MARKETS BY AREA AND SEASON, ALABAMA, 1962

Area of origin and season of year	Destination: Alabama, Northern	Alabama, Central	Alabama, Southern	Border states	Other Southern States	West	Midwest
	Per cent	*Per cent*	*Per cent*	*Per cent*	*Per cent*	*Per cent*	*Per cent*
Northern Alabama							
Jan.-Mar.	37.5	0	0	37.5	0	12.5	12.5
Apr.-June	36.5	8.3	0	52.4	0	0	2.8
July-Sept.	48.3	10.3	0	24.1	0	0	17.3
Oct.-Dec.	56.4	18.6	0	11.3	0	8.9	4.8
TOTAL	46.2	12.1	0	31.3	0	3.3	7.1
Central Alabama							
Jan.-Mar.	0	51.4	0	4.9	9.2	31.0	3.5
Apr.-June	1.9	55.5	0.8	13.2	6.8	12.7	9.1
July-Sept.	7.9	23.8	0	17.8	3.5	24.9	22.1
Oct.-Dec.	3.6	42.0	1.6	20.6	2.6	19.1	10.5
TOTAL	4.4	39.6	0.9	17.4	4.1	20.1	13.5
Southern Alabama							
Jan.-Mar.	0	0	78.3	0	17.4	0	4.3
Apr.-June	0	21.7	67.6	4.9	3.7	1.7	0.4
July-Sept.	0	54.2	34.4	10.4	1.0	0	0
Oct.-Dec.	0	0.8	84.9	2.1	10.4	1.8	0
TOTAL	0	11.2	75.6	3.5	8.0	1.5	0.2
STATE	7.0	30.4	18.6	15.3	4.7	14.2	9.8

APPENDIX TABLE 4. DESTINATION OF ALL NONSLAUGHTER COW-CALF PAIRS SOLD THROUGH AUCTION MARKETS BY AREA AND SEASON, ALABAMA, 1962

Area of origin and season of year	Destination: Alabama, Northern	Alabama, Central	Alabama, Southern	Border states	Other Southern States	West	Midwest
	Per cent	*Per cent*	*Per cent*	*Per cent*	*Per cent*	*Per cent*	*Per cent*
Northern Alabama							
Jan.-Mar.	100.0	0	0	0	0	0	0
Apr.-June	87.5	0	0	12.5	0	0	0
July-Sept.	95.4	0	0	4.6	0	0	0
Oct.-Dec.	67.1	9.6	0	6.9	0	0	16.4
TOTAL	81.7	4.4	0	6.3	0	0	7.6
Central Alabama							
Jan.-Mar.	0	96.6	0	2.7	0	0.7	0
Apr.-June	0	93.2	0	0.5	3.8	2.1	0.4
July-Sept.	0	65.8	20.7	11.7	1.8	0	0
Oct.-Dec.	0	99.3	0	0	0	0.4	0.3
TOTAL	0	92.1	3.0	2.3	1.4	0.9	0.3
Southern Alabama							
Jan.-Mar.	0	0	100.0	0	0	0	0
Apr.-June	0	0	96.2	3.8	0	0	0
July-Sept.	0	0	96.8	3.2	0	0	0
Oct.-Dec.	0	0	94.6	3.7	1.7	0	0
TOTAL	0	0	95.8	3.5	0.7	0	0
STATE	8.8	48.8	36.8	3.2	1.0	0.5	0.9

APPENDIX TABLE 5. DESTINATION OF ALL SLAUGHTER STEERS AND HEIFERS SOLD THROUGH AUCTION MARKETS BY AREA AND SEASON, ALABAMA, 1962

Area of origin and season of year	Destination						
	Alabama			Border states	Other Southern States	West	Midwest
	Northern	Central	Southern				
	Per cent	*Per cent*	*Per cent*	*Per cent*	*Per cent*	*Per cent*	*Per cent*
Northern Alabama							
Jan.-Mar.	32.8	0.3	0	53.9	11.0	0	2.0
Apr.-June	5.8	8.5	0	76.2	9.5	0	0
July-Sept.	4.1	3.4	0	92.5	0	0	0
Oct.-Dec.	6.0	0.3	0	92.1	1.6	0	0
TOTAL	7.8	3.4	0	84.3	4.3	0	0.2
Central Alabama							
Jan.-Mar.	0	46.3	23.9	17.7	0.7	1.7	9.7
Apr.-June	0	58.0	8.4	14.4	19.2	0	0
July-Sept.	0	77.7	4.9	15.1	2.3	0	0
Oct.-Dec.	0	58.1	16.1	22.9	2.8	0.1	0
TOTAL	0	60.6	12.5	18.2	7.4	0.2	1.1
Southern Alabama							
Jan.-Mar.	0	0	75.1	24.9	0	0	0
Apr.-June	0	3.5	59.4	27.8	9.3	0	0
July-Sept.	0	35.7	15.2	49.1	0	0	0
Oct.-Dec.	0	21.2	48.1	30.7	0	0	0
TOTAL	0	13.1	48.4	33.2	5.3	0	0
STATE	1.6	36.1	19.7	35.7	6.2	0.1	0.6

APPENDIX TABLE 6. DESTINATION OF ALL SLAUGHTER COWS SOLD THROUGH AUCTION MARKETS BY AREA AND SEASON, ALABAMA, 1962

Area of origin and season of year	Destination						
	Alabama			Border states	Other Southern States	West	Midwest
	Northern	Central	Southern				
	Per cent	*Per cent*	*Per cent*	*Per cent*	*Per cent*	*Per cent*	*Per cent*
Northern Alabama							
Jan.-Mar.	29.0	0.7	0	70.3	0	0	0
Apr.-June	25.3	2.7	0	72.0	0	0	0
July-Sept.	6.7	8.6	0	84.7	0	0	0
Oct.-Dec.	22.6	6.3	0	71.1	0	0	0
TOTAL	19.5	5.6	0	74.9	0	0	0
Central Alabama							
Jan.-Mar.	0	79.2	0.3	20.5	0	0	0
Apr.-June	0	61.1	10.5	28.4	0	0	0
July-Sept.	0	79.0	0	21.0	0	0	0
Oct.-Dec.	0	67.4	0	32.6	0	0	0
TOTAL	0	68.6	3.0	28.4	0	0	0
Southern Alabama							
Jan.-Mar.	0	29.1	45.9	25.0	0	0	0
Apr.-June	0	9.8	44.9	44.7	0.6	0	0
July-Sept.	0	70.5	1.9	27.6	0	0	0
Oct.-Dec.	0	17 7	34.3	46.2	1.8	0	0
TOTAL	0	32.7	29.0	37.6	0.7	0	0
STATE	3.0	54.5	5.8	36.6	0.1	0	0

APPENDIX TABLE 7. DESTINATION OF ALL SLAUGHTER BULLS SOLD THROUGH AUCTION MARKETS BY AREA AND SEASON, ALABAMA, 1962

Area of origin and season of year	Destination: Alabama, Northern	Alabama, Central	Alabama, Southern	Border states	Other Southern States	West	Midwest
	Per cent	*Per cent*	*Per cent*	*Per cent*	*Per cent*	*Per cent*	*Per cent*
Northern Alabama							
Jan.-Mar.	76.9	0	0	23.1	0	0	0
Apr.-June	25.7	7.1	0	65.0	2.2	0	0
July-Sept.	12.0	9.1	0	78.9	0	0	0
Oct.-Dec.	28.2	0.5	0	70.9	0.4	0	0
TOTAL	24.0	5.1	0	70.2	0.7	0	0
Central Alabama							
Jan.-Mar.	0	78.1	5.7	11.4	0	0	4.8
Apr.-June	0	56.7	4.1	35.2	4.0	0	0
July-Sept.	0	76.9	0	21.6	1.5	0	0
Oct.-Dec.	0	53.7	19.4	26.6	0.3	0	0
TOTAL	0	61.4	8.5	27.7	2.0	0	0.4
Southern Alabama							
Jan.-Mar.	0	2.4	59.5	38.1	0	0	0
Apr.-June	0	0	71.9	11.0	17.1	0	0
July-Sept.	0	29.3	29.3	41.4	0	0	0
Oct.-Dec.	0	14.9	43.3	41.8	0	0	0
TOTAL	0	12.4	50.7	31.6	5.3	0	0
STATE	7.2	37.9	11.7	41.0	2.0	0	0.2