

---

# 1977 MARKETING CHANNEL SURVEY

Channels Used for Marketing Farm Commodities  
in Selected States



Crop  
Reporting  
Board

Economics, Statistics, and  
Cooperatives Service

U.S. Department  
of Agriculture  
Washington, D.C.  
20250

SpCr-7  
March 1979

1977 MARKETING CHANNEL SURVEY

TABLE OF CONTENTS

|                                    | <u>PAGE</u> |
|------------------------------------|-------------|
| INTRODUCTION                       | 3           |
| DATA DESCRIPTION                   | 3           |
| LIMITATIONS OF DATA                | 4           |
| <u>COMMODITY TABLES</u>            |             |
| <u>FIELD CROPS</u>                 |             |
| WINTER WHEAT                       | 6           |
| SPRING WHEAT (EXCL. DURUM)         | 6           |
| DURUM WHEAT                        | 7           |
| OATS                               | 7           |
| CORN FOR GRAIN                     | 8           |
| SORGHUM GRAIN                      | 8           |
| FEED BARLEY                        | 9           |
| MALTING BARLEY                     | 9           |
| SOYBEANS                           | 10          |
| FLAXSEED                           | 10          |
| ALFALFA HAY                        | 11          |
| OTHER HAY                          | 12          |
| <u>LIVESTOCK AND PRODUCTS</u>      |             |
| COWS                               | 13          |
| STEERS AND HEIFERS                 | 14          |
| CALVES, 201-499 LBS.               | 15          |
| CALVES, 200 LBS. AND UNDER         | 16          |
| BARROWS AND GILTS                  | 17          |
| SOWS AND BOARS                     | 17          |
| FEEDER PIGS                        | 18          |
| STOCK SHEEP                        | 19          |
| LAMBS                              | 19          |
| EGGS                               | 20          |
| <u>VEGETABLES FOR FRESH MARKET</u> |             |
| ASPARAGUS                          | 21          |
| SNAP BEANS                         | 21          |
| CABBAGE                            | 21          |
| CANTALOUPS                         | 21          |
| CARROTS                            | 21          |
| SWEET CORN                         | 21          |
| CUCUMBERS                          | 22          |
| LETTUCE                            | 22          |
| ONIONS                             | 22          |
| GREEN PEPPERS                      | 22          |
| STRAWBERRIES                       | 22          |
| TOMATOES                           | 22          |
| WATERMELONS                        | 22          |
| <u>POTATOES AND SWEETPOTATOES</u>  |             |
| IRISH POTATOES                     | 23          |
| SWEETPOTATOES                      | 23          |
| <u>FRUIT FOR FRESH MARKET</u>      |             |
| APPLES                             | 24          |
| PEACHES                            | 24          |
| PEARS                              | 24          |

## 1977 MARKETING CHANNEL SURVEY

### INTRODUCTION

During 1977, farmers and ranchers sold the bulk of their feed grains (corn, oats, feed barley, and sorghum) to local elevators, ranging from 61 percent of the barley to 90 percent of the sorghum. Other important marketing channels were terminal elevators for corn, dealers for feed barley, and other producers for feed barley and oats.

This information and similar data for other agricultural commodities were obtained during a marketing channel survey conducted during February and March 1978 by field offices of the Economics, Statistics, and Cooperatives Service. The survey was designed to aid in the development of the agency's prices received program by determining the marketing channels used by producers to sell agricultural commodities and the proportion of sales through each of the channels. The survey was conducted in States which produced significant quantities of one or more of the commodities surveyed, although some items or States were excluded because marketing channels were already well-defined and documented.

Most of the winter wheat, 93 percent, was marketed to local or terminal elevators, but dealers and commercial feedlots accounted for 4 percent in some Western States. Nearly all spring wheat, excluding durum, went to local and terminal elevators while 62 percent of the durum wheat was sold to local elevators and 32 percent went to dealers. Sales of malting barley were nearly evenly split between local elevators in the upper Plains States and breweries in the West; the rest went to dealers in the Northwest.

Sales of soybeans and flaxseed were largely to local and terminal elevators, with soybean processors an important outlet in a few States.

About one-half of the alfalfa hay sold went to other farmers and ranchers, and dealers bought most of the remainder. Sales of other hay to farmers and ranchers accounted for three-fourths of total sales during 1977, and dealers bought most of the rest.

Auctions and commission firms accounted for over three-fourths of the cattle marketings, except for steer and heifer sales which were shared almost equally with packers and butchers.

Marketings of barrows and gilts tipped slightly toward packers and butchers while local auctions and commission firms captured almost two-thirds of the sow and boar market. One-half of the feeder pigs marketed were sold at auctions while sales directly to other farmers and ranchers accounted for about one-third of the marketings. The remaining sales were largely through dealers.

Almost one-half of the stock sheep were marketed through local auctions and commission firms while direct sales to other farmers and ranchers accounted for one-third of the animals sold. The remaining sales were primarily to packers and butchers. Lamb sales were divided almost equally between local auctions, commission firms, and packers and butchers.

Retail outlets, dealers, and packer-shippers dominated the egg market, accounting for 90 percent of the total eggs sold. Individually they represented 34 percent, 30 percent, and 26 percent of the sales, respectively.

### DATA DESCRIPTION

This report covers sales by farmers and ranchers during calendar year 1977, and should not be associated directly with other estimates of production or sales which are on crop year or other time periods. Commodities put under loan (Commodity Credit Corporation) are excluded from the totals. Because sales through the various channels were subject to factors peculiar to the year 1977, percents shown may not represent average or "normal" situations. The percent of sales by marketing channel for aggregated State totals are survey averages weighted by expanded survey sales by State.

Major marketing channels are shown for each commodity. Sales through minor channels are included under the heading "other" along with sales through marketing "pools" or cooperatives. Sales by landlords of crop or livestock (share-rent) items are included in the appropriate channel. Data for cows, heifers, and calves do not include animals sold for dairy herd replacement.

Estimates for fruits and vegetables are for fresh market sales only. Potato and sweetpotato estimates cover sales for all purposes. For fruits and vegetables, names of marketing channels have different meanings throughout the country. Designated channels were not always familiar to respondents, or meant something other than the intended definition, thus increasing the chances of improper reporting of data. Aggregated State totals are excluded from fruit and vegetable tables because some important producing States had adequate marketing channel information and were excluded from the survey.

The 1977 Marketing Channel Survey was designed as one part of an overall plan for improving the program of prices received by farmers. Determination of the marketing channels used by producers to sell agricultural commodities and the proportion of sales through each of the channels provides the background necessary to improve sampling methodology. The program will emphasize the gathering of data on actual transactions by producers, normally from the buyers of farm commodities.

#### LIMITATIONS OF DATA

The 1977 Marketing Channel Survey was a multiple frame survey to identify marketing channels utilized by farm and ranch operators to sell agricultural products. The sampling frames were an area frame of small land units supplemented with lists of operators who produced selected commodities not uniformly distributed in the State or region. Alaska and Hawaii were excluded.

The area frame gives all the land area in a State a chance of selection, providing a complete frame. However, the area frame is inefficient when collecting data on commodities not commonly produced. Therefore, lists of producers having a high probability of producing selected commodities were also sampled. The operators on these lists were stratified by size (acreage or number of animals) to increase sampling efficiency. List coverage for a commodity varied among States because some States maintained or were able to compile more complete and comprehensive lists of producers.

About 3700 segments from the Economic Area Frame were sampled for the 1977 Marketing Channel Survey. Approximately 8600 farm operators with headquarters located in the sample segments were interviewed to obtain data on channels used for marketing crops and livestock. Nearly 13,000 operators were selected from 59 producer lists. The use of producer lists to supplement the area frame made it necessary to remove duplication between the list and area frames, accomplished by cross checking of names between frames.

Confidence ranges for the survey estimates of the proportion of crops and livestock marketed through various channels in 1977 are provided in the following table. These are based on sampling variability as measured from the survey and mean that chances are about 2 out of 3 (one standard error) that the complete value would have fallen within these ranges if the same procedures had been used to survey all producers.

PERCENT SOLD BY MARKETING CHANNEL  
RANGE OF ESTIMATES FOR ONE STANDARD ERROR  
SELECTED MAJOR COMMODITIES

| COMMODITY            | PERCENT OF TOTAL SALES - PRINCIPAL CHANNELS |       |                    |       |          |       |                            |       |
|----------------------|---|-------|--------------------|-------|----------|-------|----------------------------|-------|
|                      | LOCAL ELEVATORS                             |       | TERMINAL ELEVATORS |       | DEALERS  |       | OTHER FARMERS AND RANCHERS |       |
|                      | ESTIMATE                                    | RANGE | ESTIMATE           | RANGE | ESTIMATE | RANGE | ESTIMATE                   | RANGE |
| <u>FIELD CROPS:</u>  |   |       |                    |       |          |       |                            |       |
| CORN FOR GRAIN       | 78  | 76-80 | 13                 | 10-16 |          |       |                            |       |
| OATS                 | 81  | 76-86 |                    |       |          |       | 13                         | 10-16 |
| SORGHUM GRAIN        | 90  | 86-94 |                    |       |          |       |                            |       |
| WINTER WHEAT         | 87  | 84-90 | 6                  | 5-7   |          |       |                            |       |
| SOYBEANS             | 80  | 76-84 | 14                 | 10-18 |          |       |                            |       |
| ALFALFA HAY          |   |       |                    |       | 42       | 33-51 | 47                         | 41-53 |
|                      |   |       |                    |       |          |       |                            |       |
|                      |   |       |                    |       |          |       |                            |       |
|                      |   |       |                    |       |          |       |                            |       |
|                      |   |       |                    |       |          |       |                            |       |
|                      |   |       |                    |       |          |       |                            |       |
|                      |   |       |                    |       |          |       |                            |       |
| <u>LIVESTOCK:</u>    |   |       |                    |       |          |       |                            |       |
| STEERS AND HEIFERS   | 42  | 40-44 | 47                 | 41-53 |          |       |                            |       |
| CALVES, 201-499 LBS. | 83  | 79-87 |                    |       | 13       | 11-15 |                            |       |
| BARROWS AND GILTS    | 42  | 37-48 | 56                 | 53-59 |          |       |                            |       |
|                      |   |       |                    |       |          |       |                            |       |
|                      |   |       |                    |       |          |       |                            |       |
|                      |   |       |                    |       |          |       |                            |       |
|                      |   |       |                    |       |          |       |                            |       |
|                      |   |       |                    |       |          |       |                            |       |
|                      |   |       |                    |       |          |       |                            |       |
|                      |   |       |                    |       |          |       |                            |       |
| <u>EGGS:</u>         | 34  | 26-42 | 30                 | 20-40 | 26       | 20-32 |                            |       |

WINTER WHEAT: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE     | LOCAL<br>ELEVATORS | TERMINAL<br>ELEVATORS | DEALERS | COMMERCIAL<br>FEEDLOTS <u>1/</u> | OTHER <u>2/</u> |
|-----------|--------------------|-----------------------|---------|----------------------------------|-----------------|
| PERCENT   |                    |                       |         |                                  |                 |
| ARIZ      | 97                 |                       | 2       | 1                                |                 |
| ARK       | 95                 |                       |         |                                  | 5               |
| CALIF     | 3                  | 25                    | 32      | 33                               | 7               |
| COLO      | 75                 | 16                    | 2       | 2                                | 5               |
| IDAHO     | 39                 | 47                    | 14      |                                  |                 |
| ILL       | 85                 | 14                    |         |                                  | 1               |
| IND       | 71                 | 16                    | 13      |                                  |                 |
| KANS      | 92                 | 2                     |         |                                  | 6               |
| KY        | 72                 | 27                    | 1       |                                  |                 |
| MICH      | 98                 | 2                     |         |                                  |                 |
| MINN      | 82                 | 9                     |         |                                  | 9               |
| MO        | 67                 | 15                    | 15      |                                  | 3               |
| MONT      | 96                 |                       | 1       |                                  | 3               |
| NEBR      | 87                 |                       |         | 4                                | 9               |
| N Y       | 92                 |                       | 8       |                                  |                 |
| OHIO      | 90                 | 8                     | 2       |                                  |                 |
| OKLA      | 100                |                       |         |                                  |                 |
| OREG      | 90                 | 6                     | 3       |                                  | 1               |
| S DAK     | 100                |                       |         |                                  |                 |
| TEX       | 93                 |                       |         | 4                                | 3               |
| WASH      | 100                |                       |         |                                  |                 |
| 21 STATES | 87                 | 6                     | 3       | 1                                | 3               |

SPRING WHEAT (EXCL. DURUM): PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE    | LOCAL<br>ELEVATORS | TERMINAL<br>ELEVATORS | DEALERS | COMMERCIAL<br>FEEDLOTS <u>1/</u> | OTHER <u>2/</u> |
|----------|--------------------|-----------------------|---------|----------------------------------|-----------------|
| PERCENT  |                    |                       |         |                                  |                 |
| IDAHO    | 82                 | 13                    | 3       | 2                                |                 |
| MINN     | 97                 |                       |         |                                  | 3               |
| MONT     | 98                 |                       | 1       |                                  | 1               |
| N DAK    | 99                 |                       |         |                                  | 1               |
| OREG     | 90                 | 3                     | 5       |                                  | 2               |
| S DAK    | 98                 |                       |         |                                  | 2               |
| WASH     | 89                 |                       | 11      |                                  |                 |
| 7 STATES | 97                 | 1                     | 1       |                                  | 1               |

SEE FOOTNOTES AT END OF TABLE.

DURUM WHEAT: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE    | LOCAL ELEVATORS | TERMINAL ELEVATORS | DEALERS | COMMERCIAL FEEDLOTS <u>1/</u> | OTHER <u>2/</u> |
|----------|-----------------|--------------------|---------|-------------------------------|-----------------|
| PERCENT  |                 |                    |         |                               |                 |
| ARIZ     | 6               |                    | 74      | 20                            |                 |
| MINN     | 100             |                    |         |                               |                 |
| MONT     | 98              |                    | 1       |                               | 1               |
| N DAK    | 100             |                    |         |                               |                 |
| S DAK    | 100             |                    |         |                               |                 |
| 5 STATES | 62              |                    | 32      | 6                             |                 |

OATS: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE     | LOCAL ELEVATORS | TERMINAL ELEVATORS | DEALERS | OTHER FAR-<br>MERS AND<br>RANCHERS | OTHER <u>2/</u> |
|-----------|-----------------|--------------------|---------|------------------------------------|-----------------|
| PERCENT   |                 |                    |         |                                    |                 |
| CALIF     | 100             |                    |         |                                    |                 |
| IDAHO     | 70              |                    |         | 30                                 |                 |
| ILL       | 44              |                    |         | 56                                 |                 |
| IND       | 95              |                    |         | 5                                  |                 |
| IOWA      | 67              | 16                 |         | 17                                 |                 |
| MICH      | 100             |                    |         |                                    |                 |
| MINN      | 93              |                    |         | 7                                  |                 |
| MONT      | 95              |                    |         | 5                                  |                 |
| NEBR      | 82              |                    |         | 18                                 |                 |
| N Y       | 57              |                    | 29      | 14                                 |                 |
| N C       | 97              |                    |         | 3                                  |                 |
| N DAK     | 85              |                    |         | 15                                 |                 |
| OHIO      | 100             |                    |         |                                    |                 |
| OKLA      | 57              |                    |         | 43                                 |                 |
| OREG      | 75              |                    |         | 21                                 | 4               |
| PA        | 57              |                    | 3       | 40                                 |                 |
| S DAK     | 90              |                    |         | 10                                 |                 |
| TEX       | 15              |                    | 49      | 35                                 | 1               |
| WIS       | 55              |                    | 4       | 39                                 | 2               |
| 19 STATES | 81              | 2                  | 4       | 13                                 |                 |

SEE FOOTNOTES AT END OF TABLE.

CORN FOR GRAIN: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE     | LOCAL<br>ELEVATORS | TERMINAL<br>ELEVATORS | OTHER FAR-<br>MERS AND<br>RANCHERS | DEALERS | COMMERCIAL<br>FEEDLOTS <u>1/</u> | OTHER <u>2/</u> |
|-----------|--------------------|-----------------------|------------------------------------|---------|----------------------------------|-----------------|
| PERCENT   |                    |                       |                                    |         |                                  |                 |
| ALA       | 90                 | 10                    |                                    |         |                                  |                 |
| COLO      | 55                 |                       | 34                                 | 4       | 4                                | 3               |
| GA        | 82                 |                       | 13                                 | 3       | 2                                |                 |
| ILL       | 82                 | 16                    |                                    | 2       |                                  |                 |
| IND       | 65                 | 25                    | 5                                  | 5       |                                  |                 |
| IOWA      | 83                 | 11                    | 4                                  | 2       |                                  |                 |
| KANS      | 75                 | 1                     | 1                                  | 1       | 22                               |                 |
| KY        | 62                 | 29                    | 2                                  | 3       |                                  | 4               |
| MD        | 84                 | 14                    |                                    | 2       |                                  |                 |
| MICH      | 70                 | 28                    | 1                                  | 1       |                                  |                 |
| MINN      | 89                 | 3                     | 7                                  | 1       |                                  |                 |
| MO        | 93                 | 3                     | 2                                  | 2       |                                  |                 |
| NEBR      | 81                 |                       | 16                                 |         | 3                                |                 |
| N Y       | 13                 |                       | 38                                 | 46      | 3                                |                 |
| N C       | 76                 | 19                    | 3                                  | 2       |                                  |                 |
| OHIO      | 82                 | 17                    | 1                                  |         |                                  |                 |
| PA        | 74                 | 8                     | 6                                  | 12      |                                  |                 |
| S C       | 99                 |                       | 1                                  |         |                                  |                 |
| S DAK     | 64                 | 2                     | 14                                 |         | 20                               |                 |
| TENN      | 83                 |                       | 6                                  | 11      |                                  |                 |
| TEX       | 93                 |                       |                                    | 1       | 6                                |                 |
| VA        | 75                 |                       | 16                                 | 9       |                                  |                 |
| WIS       | 69                 | 9                     | 12                                 | 6       |                                  | 4               |
| 23 STATES | 78                 | 13                    | 4                                  | 3       | 2                                |                 |

SORGHUM GRAIN: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE    | LOCAL<br>ELEVATORS | TERMINAL<br>ELEVATORS | OTHER FAR-<br>MERS AND<br>RANCHERS | DEALERS | COMMERCIAL<br>FEEDLOTS <u>1/</u> | OTHER <u>2/</u> |
|----------|--------------------|-----------------------|------------------------------------|---------|----------------------------------|-----------------|
| PERCENT  |                    |                       |                                    |         |                                  |                 |
| ARIZ     | 44                 |                       | 1                                  |         | 55                               |                 |
| CALIF    |                    |                       |                                    | 100     |                                  |                 |
| KANS     | 98                 |                       |                                    |         | 2                                |                 |
| MO       | 53                 |                       | 10                                 | 25      | 12                               |                 |
| NEBR     | 95                 |                       | 2                                  |         | 3                                |                 |
| N MEX    | 61                 |                       | 29                                 | 7       | 3                                |                 |
| OKLA     | 98                 |                       | 2                                  |         |                                  |                 |
| S DAK    | 98                 |                       | 2                                  |         |                                  |                 |
| TEX      | 87                 |                       | 6                                  | 3       | 4                                |                 |
| 9 STATES | 90                 |                       | 3                                  | 3       | 4                                |                 |

SEE FOOTNOTES AT END OF TABLE.

FEED BARLEY: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE     | LOCAL ELEVATORS | TERMINAL ELEVATORS | DEALERS | OTHER FARMERS AND RANCHERS | COMMERCIAL FEEDLOTS <u>1/</u> | OTHER <u>2/</u> |
|-----------|-----------------|--------------------|---------|----------------------------|-------------------------------|-----------------|
| PERCENT   |                 |                    |         |                            |                               |                 |
| ARIZ      | 55              |                    | 37      | 4                          | 4                             |                 |
| CALIF     | 56              |                    | 22      | 9                          |                               | 13              |
| COLO      | 28              |                    | 5       | 63                         | 4                             |                 |
| IDAHO     | 23              | 7                  | 33      | 34                         | 3                             |                 |
| MINN      | 98              | 1                  |         | 1                          |                               |                 |
| MONT      | 91              |                    | 5       | 4                          |                               |                 |
| N DAK     | 98              |                    |         | 2                          |                               |                 |
| OKLA      | 97              |                    |         | 2                          |                               | 1               |
| OREG      | 74              |                    | 1       | 5                          | 20                            |                 |
| PA        | 73              |                    | 9       | 18                         |                               |                 |
| S DAK     | 90              |                    |         | 7                          |                               | 3               |
| UTAH      | 80              |                    | 9       | 11                         |                               |                 |
| WASH      | 35              | 1                  | 33      | 7                          | 24                            |                 |
| WYO       | 9               |                    |         | 91                         |                               |                 |
| 14 STATES | 61              | 2                  | 17      | 15                         | 2                             | 3               |

MALTING BARLEY: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE     | LOCAL ELEVATORS | TERMINAL ELEVATORS | DEALERS | BREWERIES AND MALTING PLANTS | OTHER <u>2/</u> |
|-----------|-----------------|--------------------|---------|------------------------------|-----------------|
| PERCENT   |                 |                    |         |                              |                 |
| CALIF     |                 |                    |         | 100                          |                 |
| COLO      |                 |                    |         | 100                          |                 |
| IDAHO     | 19              |                    | 49      | 32                           |                 |
| MINN      | 100             |                    |         |                              |                 |
| MONT      | 38              |                    | 4       | 58                           |                 |
| N DAK     | 100             |                    |         |                              |                 |
| OREG      | 80              |                    | 20      |                              |                 |
| S DAK     | 97              | 3                  |         |                              |                 |
| WASH      |                 |                    | 31      | 69                           |                 |
| WYO       |                 |                    | 1       | 98                           | 1               |
| 10 STATES | 47              |                    | 10      | 43                           |                 |

SEE FOOTNOTES AT END OF TABLE.

SOYBEANS: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE     | LOCAL<br>ELEVATORS | TERMINAL<br>ELEVATORS | DEALERS | PROCESSORS | OTHER <u>2/</u> |
|-----------|--------------------|-----------------------|---------|------------|-----------------|
| PERCENT   |                    |                       |         |            |                 |
| ALA       | 90                 | 7                     | 7       | 2          |                 |
| ARK       | 48                 |                       | 2       | 48         | 2               |
| GA        | 88                 |                       |         | 12         |                 |
| ILL       | 89                 | 10                    | 1       |            |                 |
| IND       | 66                 | 25                    | 9       |            |                 |
| IOWA      | 94                 | 3                     | 3       |            |                 |
| KANS      | 76                 | 1                     |         | 23         |                 |
| KY        | 95                 | 1                     | 1       | 3          |                 |
| LA        | 92                 | 6                     |         |            | 2               |
| MICH      | 93                 | 7                     |         |            |                 |
| MINN      | 87                 | 12                    | 1       |            |                 |
| MISS      | 66                 | 34                    |         |            |                 |
| MO        | 72                 | 26                    | 1       | 1          |                 |
| NEBR      | 89                 | 3                     |         | 8          |                 |
| N C       | 55                 | 19                    | 26      |            |                 |
| OHIO      | 88                 | 11                    | 1       |            |                 |
| S C       | 87                 |                       | 1       | 11         | 1               |
| S DAK     | 100                |                       |         |            |                 |
| TENN      | 61                 | 22                    | 1       | 16         |                 |
| 19 STATES | 80                 | 14                    | 3       | 3          |                 |

FLAXSEED: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE    | LOCAL<br>ELEVATORS | TERMINAL<br>ELEVATORS | PROCESSORS | OTHER <u>2/</u> |
|----------|--------------------|-----------------------|------------|-----------------|
| PERCENT  |                    |                       |            |                 |
| MINN     | 99                 |                       |            | 1               |
| N DAK    | 100                |                       |            |                 |
| S DAK    | 100                |                       |            |                 |
| 3 STATES | 100                |                       |            |                 |

SEE FOOTNOTES AT END OF TABLE.

ALFALFA HAY (BALED): PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE     | AUCTIONS | DEALERS | COMMERCIAL<br>FEEDLOTS <u>1/</u> | OTHER<br>FARMERS<br>AND<br>RANCHERS | OTHER <u>3/</u> |
|-----------|----------|---------|----------------------------------|-------------------------------------|-----------------|
| PERCENT   |          |         |                                  |                                     |                 |
| ARIZ      |          | 6       | 5                                | 81                                  | 8               |
| CALIF     |          | 70      |                                  | 30                                  |                 |
| COLO      |          | 1       |                                  | 93                                  | 6               |
| IDAHO     |          | 9       | 50                               | 41                                  |                 |
| ILL       |          | 32      |                                  | 68                                  |                 |
| IND       |          |         |                                  | 100                                 |                 |
| IOWA      |          | 1       |                                  | 99                                  |                 |
| KANS      |          | 41      | 37                               | 22                                  |                 |
| MICH      | 12       |         |                                  | 88                                  |                 |
| MINN      | 7        |         |                                  | 93                                  |                 |
| MO        |          |         | 76                               | 24                                  |                 |
| MONT      |          | 9       | 9                                | 82                                  |                 |
| NEBR      |          | 2       |                                  | 98                                  |                 |
| NEV       |          | 40      | 21                               | 20                                  | 19              |
| N MEX     |          | 36      | 39                               | 25                                  |                 |
| N Y       | 1        | 97      |                                  | 2                                   |                 |
| N DAK     |          | 31      |                                  | 69                                  |                 |
| OHIO      |          | 7       |                                  | 88                                  | 5               |
| OKLA      |          | 30      |                                  | 70                                  |                 |
| OREG      |          | 25      |                                  | 75                                  |                 |
| PA        | 10       | 23      |                                  | 67                                  |                 |
| S DAK     |          | 10      |                                  | 90                                  |                 |
| TEX       |          | 97      | 2                                | 1                                   |                 |
| UTAH      |          | 7       |                                  | 93                                  |                 |
| WASH      |          | 44      | 2                                | 51                                  | 3               |
| WIS       |          | 16      |                                  | 84                                  |                 |
| WYO       |          | 40      |                                  | 60                                  |                 |
| 27 STATES | 1        | 42      | 9                                | 47                                  | 1               |

SEE FOOTNOTES AT END OF TABLE.

OTHER HAY (EXCLUDING ALFALFA): PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE     | AUCTIONS | DEALERS | COMMERCIAL<br>FEEDLOTS <u>1/</u> | OTHER<br>FARMERS<br>AND<br>RANCHERS | OTHER <u>3/</u> |
|-----------|----------|---------|----------------------------------|-------------------------------------|-----------------|
| PERCENT   |          |         |                                  |                                     |                 |
| ARIZ      |          |         |                                  | 100                                 |                 |
| ARK       |          |         |                                  | 100                                 |                 |
| CALIF     |          | 25      |                                  | 75                                  |                 |
| COLO      |          |         |                                  | 77                                  | 23              |
| GA        |          |         |                                  | 100                                 |                 |
| IDAHO     |          | 8       |                                  | 92                                  |                 |
| ILL       |          |         |                                  | 100                                 |                 |
| IND       |          | 13      |                                  | 87                                  |                 |
| IOWA      |          |         |                                  | 100                                 |                 |
| KANS      |          | 8       |                                  | 91                                  | 1               |
| KY        |          |         |                                  | 100                                 |                 |
| MICH      |          |         |                                  | 100                                 |                 |
| MINN      | 10       |         |                                  | 90                                  |                 |
| MO        |          |         |                                  | 100                                 |                 |
| MONT      |          | 5       |                                  | 95                                  |                 |
| NEBR      |          | 85      |                                  | 15                                  |                 |
| NEV       |          |         |                                  | 100                                 |                 |
| N MEX     |          |         | 90                               | 8                                   | 2               |
| N Y       |          | 36      |                                  | 64                                  |                 |
| N DAK     |          | 20      |                                  | 80                                  |                 |
| OHIO      |          | 7       |                                  | 93                                  |                 |
| OKLA      |          | 12      |                                  | 88                                  |                 |
| OREG      |          | 20      |                                  | 80                                  |                 |
| PA        | 3        | 12      |                                  | 85                                  |                 |
| TEX       |          | 52      | 1                                | 47                                  |                 |
| WASH      |          | 57      |                                  | 43                                  |                 |
| WIS       |          | 13      |                                  | 84                                  | 3               |
| WYO       |          | 40      |                                  | 60                                  |                 |
| 28 STATES |          | 23      | 1                                | 75                                  | 1               |

SEE FOOTNOTES AT END OF TABLE.

COWS: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE     | LOCAL AUCTIONS<br>AND<br>COMMISSION FIRMS | PACKERS<br>AND<br>BUTCHERS | OTHER<br>FARMERS<br>AND<br>RANCHERS | OTHER <u>4/</u> |
|-----------|---|----------------------------|-------------------------------------|-----------------|
| PERCENT   |   |                            |                                     |                 |
| ALA       | 93  | 4                          | 3                                   |                 |
| ARIZ      | 75  | 9                          | 13                                  | 3               |
| ARK       | 86  | 2                          | 12                                  |                 |
| CALIF     | 86  | 11                         | 2                                   | 1               |
| COLO      | 76  | 15                         | 9                                   |                 |
| FLA       | 59  | 31                         | 10                                  |                 |
| GA        | 93  | 2                          | 5                                   |                 |
| IDAHO     | 58  | 39                         | 2                                   | 1               |
| ILL       | 83  | 15                         | 1                                   | 1               |
| IND       | 89  | 3                          | 3                                   | 5               |
| IOWA      | 71  | 25                         | 3                                   | 1               |
| KANS      | 55  | 42                         | 3                                   |                 |
| KY        | 87  | 5                          | 8                                   |                 |
| LA        | 78  | 2                          | 20                                  |                 |
| MICH      | 89  |                            | 11                                  |                 |
| MINN      | 70  | 18                         | 10                                  | 2               |
| MISS      | 90  | 3                          | 7                                   |                 |
| MO        | 60  | 24                         | 16                                  |                 |
| MONT      | 88  | 3                          | 9                                   |                 |
| NEBR      | 83  | 12                         | 5                                   |                 |
| NEV       | 59  | 38                         | 3                                   |                 |
| N MEX     | 62  | 33                         | 2                                   | 3               |
| N Y       | 73  | 25                         | 2                                   |                 |
| N C       | 65  | 14                         | 19                                  | 2               |
| N DAK     | 76  | 11                         | 13                                  |                 |
| OHIO      | 77  | 3                          | 20                                  |                 |
| OKLA      | 72  | 1                          | 27                                  |                 |
| OREG      | 74  | 14                         | 8                                   | 4               |
| PA        | 79  | 5                          | 15                                  | 1               |
| S C       | 91  | 4                          | 5                                   |                 |
| S DAK     | 96  | 3                          | 1                                   |                 |
| TENN      | 82  | 1                          | 15                                  | 2               |
| TEX       | 84  | 7                          | 8                                   | 1               |
| UTAH      | 75  | 14                         | 10                                  | 1               |
| VA        | 79  | 9                          | 12                                  |                 |
| WASH      | 82  | 11                         | 6                                   | 1               |
| WIS       | 59  | 35                         | 1                                   | 5               |
| WYO       | 83  | 11                         | 3                                   | 3               |
| 38 STATES | 77  | 14                         | 8                                   | 1               |

SEE FOOTNOTES AT END OF TABLE.

STEERS AND HEIFERS: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE     | LOCAL AUCTIONS:<br>AND COM-<br>MISSION FIRMS | PACKERS<br>AND<br>BUTCHERS | OTHER<br>FARMERS<br>AND<br>RANCHERS | COMMERCIAL<br>FEEDLOTS <u>1/</u> | OTHER <u>4/</u> |
|-----------|--|----------------------------|-------------------------------------|----------------------------------|-----------------|
|           | PERCENT                                      |                            |                                     |                                  |                 |
| ALA       | 63   | 21                         | 2                                   | 11                               | 3               |
| ARIZ      | 42   | 52                         | 2                                   | 4                                |                 |
| ARK       | 84   | 3                          | 9                                   | 3                                | 1               |
| CALIF     | 44   | 52                         | 1                                   | 2                                | 1               |
| COLO      | 29   | 68                         | 2                                   | 1                                |                 |
| FLA       | 43   | 32                         | 15                                  | 10                               |                 |
| GA        | 82   | 12                         | 1                                   | 5                                |                 |
| IDAHO     | 35   | 55                         | 1                                   | 8                                | 1               |
| ILL       | 87   | 12                         | 1                                   |                                  |                 |
| IND       | 85   | 10                         | 2                                   |                                  | 3               |
| IOWA      | 31   | 65                         | 2                                   |                                  | 2               |
| KANS      | 29   | 65                         | 1                                   | 5                                |                 |
| KY        | 83   | 6                          | 8                                   | 3                                |                 |
| LA        | 66   | 11                         | 13                                  | 10                               |                 |
| MICH      | 53   | 34                         | 13                                  |                                  |                 |
| MINN      | 44   | 49                         | 6                                   | 1                                |                 |
| MISS      | 73   | 7                          | 15                                  | 4                                | 1               |
| MO        | 68   | 5                          | 5                                   | 22                               |                 |
| MONT      | 49   | 14                         | 15                                  | 22                               |                 |
| NEBR      | 30   | 58                         | 1                                   | 11                               |                 |
| NEV       | 59   | 16                         | 7                                   | 18                               |                 |
| N MEX     | 13   | 71                         | 1                                   | 15                               |                 |
| N Y       | 34   | 38                         | 18                                  |                                  | 10              |
| N C       | 66   | 15                         | 15                                  |                                  | 4               |
| N DAK     | 84   | 4                          |                                     | 12                               |                 |
| OHIO      | 45   | 49                         | 3                                   |                                  | 3               |
| OKLA      | 20   | 69                         | 5                                   | 6                                |                 |
| OREG      | 31   | 34                         | 5                                   | 26                               | 4               |
| PA        | 72   | 17                         | 7                                   |                                  | 4               |
| S C       | 87   | 12                         | 1                                   |                                  |                 |
| S DAK     | 73   | 25                         | 2                                   |                                  |                 |
| TENN      | 87   | 3                          | 6                                   |                                  | 4               |
| TEX       | 25   | 68                         | 2                                   | 5                                |                 |
| UTAH      | 60   | 17                         | 7                                   | 13                               | 3               |
| VA        | 76   | 12                         | 10                                  | 1                                | 1               |
| WASH      | 21   | 25                         | 11                                  | 41                               | 2               |
| WIS       | 40   | 50                         | 8                                   |                                  | 2               |
| WYO       | 83   | 10                         | 3                                   | 3                                | 1               |
| 38 STATES | 42   | 47                         | 3                                   | 7                                | 1               |

SEE FOOTNOTES AT END OF TABLE.

CALVES, 201-499 LBS: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE     | LOCAL AUCTIONS<br>AND<br>COMMISSION FIRMS | PACKERS<br>AND<br>BUTCHERS | OTHER<br>FARMERS<br>AND<br>RANCHERS | OTHER <u>4/</u> |
|-----------|---|----------------------------|-------------------------------------|-----------------|
| PERCENT   |   |                            |                                     |                 |
| ALA       | 94  | 2                          | 2                                   | 2               |
| ARIZ      | 93  | 4                          | 3                                   |                 |
| ARK       | 96  |                            | 3                                   | 1               |
| CALIF     | 94  | 1                          | 4                                   | 1               |
| COLO      | 70  |                            | 29                                  | 1               |
| FLA       | 93  | 2                          | 5                                   |                 |
| GA        | 98  |                            | 2                                   |                 |
| IDAHO     | 89  |                            | 9                                   | 2               |
| ILL       | 70  |                            | 30                                  |                 |
| IND       | 93  |                            | 7                                   |                 |
| IOWA      | 85  |                            | 15                                  |                 |
| KANS      | 80  |                            | 20                                  |                 |
| KY        | 89  | 4                          | 7                                   |                 |
| LA        | 85  |                            | 15                                  |                 |
| MICH      | 69  |                            | 31                                  |                 |
| MINN      | 96  | 2                          | 2                                   |                 |
| MISS      | 96  |                            | 4                                   |                 |
| MO        | 77  |                            | 23                                  |                 |
| MONT      | 45  | 4                          | 51                                  |                 |
| NEBR      | 83  | 4                          | 13                                  |                 |
| NEV       | 37  | 29                         | 34                                  |                 |
| N MEX     | 81  |                            | 19                                  |                 |
| N Y       | 94  | 6                          |                                     |                 |
| N C       | 88  |                            | 12                                  |                 |
| N DAK     | 74  |                            | 26                                  |                 |
| OHIO      | 65  | 1                          | 31                                  | 3               |
| OKLA      | 79  | 1                          | 17                                  | 3               |
| OREG      | 81  | 11                         | 5                                   | 3               |
| PA        | 65  | 28                         | 1                                   | 6               |
| S C       | 95  | 5                          |                                     |                 |
| S DAK     | 90  |                            | 10                                  |                 |
| TENN      | 94  |                            | 5                                   | 1               |
| TEX       | 96  |                            | 4                                   |                 |
| UTAH      | 63  | 12                         | 25                                  |                 |
| VA        | 92  | 1                          | 7                                   |                 |
| WASH      | 96  |                            | 1                                   | 3               |
| WIS       | 45  | 51                         | 4                                   |                 |
| WYO       | 91  |                            | 7                                   | 2               |
| 38 STATES | 83  | 3                          | 13                                  | 1               |

SEE FOOTNOTES AT END OF TABLE.

CALVES, 200 LBS AND UNDER: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE     | LOCAL AUCTIONS<br>AND<br>COMMISSION FIRMS | PACKERS<br>AND<br>BUTCHERS | OTHER<br>FARMERS<br>AND<br>RANCHERS | OTHER <u>4/</u> |
|-----------|---|----------------------------|-------------------------------------|-----------------|
| PERCENT   |   |                            |                                     |                 |
| ALA       | 41  |                            | 59                                  |                 |
| ARIZ      | 54  | 22                         | 17                                  | 7               |
| ARK       | 83  | 8                          | 9                                   |                 |
| CALIF     | 86  |                            | 14                                  |                 |
| COLO      | 25  |                            | 75                                  |                 |
| FLA       | 61  | 33                         | 6                                   |                 |
| GA        | 50  | 2                          | 48                                  |                 |
| IDAHO     | 84  |                            | 16                                  |                 |
| ILL       | 70  |                            | 30                                  |                 |
| IND       | 72  |                            | 28                                  |                 |
| IOWA      | 59  | 18                         | 23                                  |                 |
| KANS      | 35  |                            | 65                                  |                 |
| KY        | 83  |                            | 17                                  |                 |
| LA        | 78  | 2                          | 20                                  |                 |
| MICH      | 70  |                            | 30                                  |                 |
| MINN      | 88  | 5                          | 7                                   |                 |
| MISS      | 83  |                            | 17                                  |                 |
| MO        | 79  |                            | 21                                  |                 |
| MONT      | 95  |                            | 5                                   |                 |
| NEBR      | 57  |                            | 43                                  |                 |
| NEV       | 10  |                            | 90                                  |                 |
| N MEX     | 57  |                            | 43                                  |                 |
| N Y       | 92  | 5                          | 1                                   | 2               |
| N C       | 91  |                            | 9                                   |                 |
| N DAK     | 33  |                            | 67                                  |                 |
| OHIO      | 78  |                            | 22                                  |                 |
| OKLA      | 53  | 10                         | 37                                  |                 |
| OREG      | 67  |                            | 33                                  |                 |
| PA        | 96  |                            | 3                                   | 1               |
| S C       | 45  | 21                         | 34                                  |                 |
| S DAK     | 86  |                            | 14                                  |                 |
| TENN      | 82  |                            | 18                                  |                 |
| TEX       | 74  |                            | 26                                  |                 |
| UTAH      | 30  |                            | 64                                  | 6               |
| VA        | 70  | 4                          | 26                                  |                 |
| WASH      | 42  | 30                         | 22                                  | 6               |
| WIS       | 75  | 11                         | 5                                   | 9               |
| WYO       | 98  |                            | 2                                   |                 |
| 38 STATES | 76  | 4                          | 18                                  | 2               |

SEE FOOTNOTES AT END OF TABLE.

BARROWS AND GILTS: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE     | LOCAL AUCTIONS<br>AND<br>COMMISSION FIRMS | PACKERS<br>AND<br>BUTCHERS | OTHER<br>FARMERS<br>AND<br>RANCHERS | OTHER 4/ |
|-----------|---|----------------------------|-------------------------------------|----------|
| PERCENT   |   |                            |                                     |          |
| ALA       | 61  | 38                         |                                     | 1        |
| GA        | 70  | 29                         | 1                                   |          |
| ILL       | 68  | 31                         | 1                                   |          |
| IND       | 37  | 63                         |                                     |          |
| IOWA      | 26  | 70                         |                                     | 4        |
| KANS      | 28  | 72                         |                                     |          |
| KY        | 59  | 36                         |                                     | 5        |
| MICH      | 35  | 22                         | 1                                   | 42       |
| MINN      | 37  | 62                         | 1                                   |          |
| MISS      | 49  | 50                         | 1                                   |          |
| MO        | 75  | 25                         |                                     |          |
| NEBR      | 44  | 56                         |                                     |          |
| N C       | 22  | 77                         | 1                                   |          |
| OHIO      | 38  | 59                         | 1                                   | 2        |
| OKLA      | 24  | 76                         |                                     |          |
| PA        | 67  | 33                         |                                     |          |
| S C       | 56  | 44                         |                                     |          |
| S DAK     | 30  | 68                         |                                     | 2        |
| TENN      | 42  | 57                         | 1                                   |          |
| TEX       | 40  | 59                         | 1                                   |          |
| VA        | 44  | 55                         | 1                                   |          |
| WIS       | 15  | 85                         |                                     |          |
| 22 STATES | 42  | 56                         |                                     | 2        |

SOWS AND BOARS: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE     | LOCAL AUCTIONS<br>AND<br>COMMISSION FIRMS | PACKERS<br>AND<br>BUTCHERS | OTHER<br>FARMERS<br>AND<br>RANCHERS | OTHER 4/ |
|-----------|---|----------------------------|-------------------------------------|----------|
| PERCENT   |   |                            |                                     |          |
| ALA       | 56  | 42                         | 2                                   |          |
| GA        | 86  | 10                         | 4                                   |          |
| ILL       | 79  | 20                         | 1                                   |          |
| IND       | 69  | 30                         | 1                                   |          |
| IOWA      | 46  | 53                         |                                     | 1        |
| KANS      | 63  | 37                         |                                     |          |
| KY        | 64  | 30                         | 6                                   |          |
| MICH      | 56  | 43                         | 1                                   |          |
| MINN      | 73  | 24                         | 3                                   |          |
| MISS      | 51  | 44                         | 5                                   |          |
| MO        | 84  | 14                         | 1                                   | 1        |
| NEBR      | 82  | 16                         | 2                                   |          |
| N C       | 52  | 48                         |                                     |          |
| OHIO      | 75  | 18                         | 7                                   |          |
| OKLA      | 69  | 30                         | 1                                   |          |
| PA        | 61  | 29                         | 6                                   | 4        |
| S C       | 89  | 11                         |                                     |          |
| S DAK     | 66  | 31                         | 3                                   |          |
| TENN      | 53  | 44                         | 3                                   |          |
| TEX       | 49  | 47                         | 4                                   |          |
| VA        | 65  | 30                         | 5                                   |          |
| WIS       | 51  | 49                         |                                     |          |
| 22 STATES | 64  | 34                         | 2                                   |          |

SEE FOOTNOTES AT END OF TABLE.

FEEDER PIGS: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE     | LOCAL AUCTIONS | DEALERS | OTHER FARMERS AND RANCHERS | OTHER <sup>4/</sup> |
|-----------|----------------|---------|----------------------------|---------------------|
| PERCENT   |                |         |                            |                     |
| ALA       | 64             | 27      | 7                          | 2                   |
| GA        | 72             | 3       | 25                         |                     |
| ILL       | 22             | 12      | 66                         |                     |
| IND       | 44             | 32      | 21                         | 3                   |
| IOWA      | 39             | 3       | 57                         | 1                   |
| KANS      | 45             | 2       | 52                         | 1                   |
| KY        | 87             | 12      | 1                          |                     |
| MICH      | 61             | 25      | 14                         |                     |
| MINN      | 33             | 51      | 16                         |                     |
| MISS      | 58             | 8       | 34                         |                     |
| MO        | 94             |         | 6                          |                     |
| NEBR      | 24             | 6       | 69                         | 1                   |
| N C       | 85             | 6       | 9                          |                     |
| OHIO      | 25             | 4       | 69                         | 2                   |
| OKLA      | 85             | 11      | 1                          | 3                   |
| PA        | 54             |         | 46                         |                     |
| S C       | 40             |         | 60                         |                     |
| S DAK     | 50             | 7       | 41                         | 2                   |
| TENN      | 36             | 39      | 23                         | 2                   |
| TEX       | 29             | 9       | 60                         | 2                   |
| VA        | 69             | 11      | 20                         |                     |
| WIS       | 39             | 53      | 8                          |                     |
| 22 STATES | 50             | 15      | 34                         | 1                   |

SEE FOOTNOTES AT END OF TABLE.

STOCK SHEEP: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE     | LOCAL AUCTIONS<br>AND<br>COMMISSION FIRMS | PACKERS<br>AND<br>BUTCHERS | OTHER<br>FARMERS AND<br>RANCHERS | OTHER <u>4/</u> |
|-----------|---|----------------------------|----------------------------------|-----------------|
|           | PERCENT                                   |                            |                                  |                 |
| ARIZ      | 15  | 30                         | 54                               | 1               |
| CALIF     | 49  | 41                         | 10                               |                 |
| COLO      | 15  | 32                         | 48                               | 5               |
| IDAHO     | 40  | 6                          | 54                               |                 |
| ILL       | 71  | 5                          | 24                               |                 |
| IND       | 67  | 5                          | 28                               |                 |
| IOWA      | 67  | 3                          | 30                               |                 |
| KANS      | 22  | 18                         | 52                               | 8               |
| MICH      | 80  |                            | 20                               |                 |
| MINN      | 51  | 9                          | 40                               |                 |
| MO        | 59  | 1                          | 31                               | 9               |
| MONT      | 57  | 8                          | 35                               |                 |
| NEBR      | 25  | 15                         | 60                               |                 |
| NEV       | 64  | 12                         | 24                               |                 |
| N MEX     | 31  | 24                         | 44                               | 1               |
| N DAK     | 78  | 6                          | 8                                | 8               |
| OHIO      | 71  | 1                          | 28                               |                 |
| OREG      | 42  | 27                         | 31                               |                 |
| S DAK     | 73  | 7                          | 20                               |                 |
| TEX       | 70  | 12                         | 18                               |                 |
| UTAH      | 45  | 4                          | 45                               | 6               |
| WYO       | 51  | 5                          | 40                               | 4               |
| 22 STATES | 47  | 16                         | 35                               | 2               |

LAMBS: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE     | LOCAL AUCTIONS<br>AND<br>COMMISSION FIRMS | PACKERS<br>AND<br>BUTCHERS | OTHER<br>FARMERS AND<br>RANCHERS | COMMERCIAL<br>FEEDLOTS <u>1/</u> | OTHER <u>4/</u> |
|-----------|---|----------------------------|----------------------------------|----------------------------------|-----------------|
|           | PERCENT                                   |                            |                                  |                                  |                 |
| ARIZ      | 31  | 69                         |                                  |                                  |                 |
| CALIF     | 4   | 85                         | 6                                |                                  | 5               |
| COLO      | 24  | 68                         | 3                                | 5                                |                 |
| IDAHO     | 60  | 24                         | 1                                | 15                               |                 |
| ILL       | 44  | 54                         | 2                                |                                  |                 |
| IND       | 80  | 6                          | 13                               |                                  | 1               |
| IOWA      | 37  | 52                         | 6                                |                                  | 5               |
| KANS      | 48  | 39                         | 7                                |                                  | 6               |
| MICH      | 97  |                            | 3                                |                                  |                 |
| MINN      | 90  | 6                          | 4                                |                                  |                 |
| MO        | 77  | 4                          | 15                               | 4                                |                 |
| MONT      | 38  | 7                          | 25                               | 30                               |                 |
| NEBR      | 51  | 44                         | 5                                |                                  |                 |
| NEV       | 73  | 4                          | 7                                | 16                               |                 |
| N MEX     | 20  | 30                         | 28                               | 22                               |                 |
| N DAK     | 90  | 3                          | 3                                | 2                                | 2               |
| OHIO      | 87  | 1                          | 7                                |                                  | 5               |
| OREG      | 35  | 41                         | 21                               | 3                                |                 |
| S DAK     | 90  | 8                          | 2                                |                                  |                 |
| TEX       | 68  | 11                         | 9                                | 12                               |                 |
| UTAH      | 52  | 26                         | 1                                | 12                               | 9               |
| WYO       | 39  | 20                         | 5                                | 35                               | 1               |
| 22 STATES | 44  | 40                         | 6                                | 8                                | 2               |

SEE FOOTNOTES AT END OF TABLE.

EGGS: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE     | HATCH-<br>ERIES 5/ | RETAIL<br>OUTLETS | DIRECT<br>TO<br>CONSUMERS | DEALERS | PACKERS-<br>SHIPPERS | BROKERS | BREAKERS | OTHER 4/ |
|-----------|--------------------|-------------------|---------------------------|---------|----------------------|---------|----------|----------|
| PERCENT   |                    |                   |                           |         |                      |         |          |          |
| ALA       | :                  | 55                | 2                         | 6       | 21                   | 10      | 6        |          |
| ARK       | : 1                | 18                | 1                         | 48      | 23                   |         | 9        |          |
| CALIF     | : 1                | 21                | 1                         | 67      | 5                    | 3       | 2        |          |
| CONN      | :                  | 44                | 2                         | 27      | 25                   |         | 2        |          |
| FLA       | : 6                | 26                | 4                         | 9       | 46                   |         | 2        | 7        |
| GA        | : 15               | 21                | 2                         | 11      | 45                   | 4       | 2        |          |
| ILL       | : 8                | 25                | 3                         | 12      | 42                   |         | 5        | 5        |
| IND       | :                  | 57                | 1                         | 6       | 35                   |         | 1        |          |
| IOWA      | : 1                | 20                | 3                         | 15      | 55                   | 1       | 5        |          |
| KANS      | : 1                | 12                | 8                         | 1       | 76                   | 1       | 1        |          |
| KY        | :                  | 38                | 5                         | 4       | 53                   |         |          |          |
| LA        | :                  | 72                | 5                         | 7       | 15                   |         | 1        |          |
| ME        | :                  | 52                | 4                         | 37      | 5                    |         | 2        |          |
| MASS      | :                  | 70                | 1                         | 23      | 3                    |         | 3        |          |
| MICH      | :                  | 27                | 2                         | 11      | 54                   |         | 6        |          |
| MINN      | :                  | 10                | 6                         | 13      | 70                   |         |          |          |
| MISS      | : 1                | 66                | 1                         | 3       | 15                   | 8       | 5        | 1        |
| MO        | : 1                | 55                |                           | 4       | 36                   |         | 4        |          |
| NEBR      | :                  | 53                | 16                        | 13      | 10                   |         | 8        |          |
| N J       | : 2                | 5                 | 10                        | 40      | 35                   |         | 5        | 3        |
| N Y       | :                  | 22                | 14                        | 50      | 8                    | 1       | 5        |          |
| N C       | : 16               | 20                | 2                         | 12      | 43                   |         | 7        |          |
| OHIO      | : 1                | 17                | 6                         |         | 72                   |         | 1        | 3        |
| OREG      | :                  | 24                | 4                         | 60      | 5                    | 2       | 5        |          |
| PA        | :                  | 79                | 1                         | 12      | 7                    | 1       |          |          |
| S C       | : 2                | 72                | 1                         | 7       | 14                   |         | 4        |          |
| S DAK     | :                  | 28                | 5                         | 16      | 51                   |         |          |          |
| TENN      | :                  | 48                | 9                         | 28      | 14                   |         | 1        |          |
| TEX       | :                  | 9                 | 3                         | 32      | 55                   | 1       |          |          |
| VA        | : 3                | 50                | 6                         | 4       | 36                   |         | 1        |          |
| WASH      | :                  | 6                 | 2                         | 84      | 1                    |         | 7        |          |
| WIS       | : 1                | 13                | 10                        | 10      | 60                   |         | 5        | 1        |
| 32 STATES | : 3                | 34                | 2                         | 30      | 26                   | 2       | 3        |          |

SEE FOOTNOTES AT END OF TABLE.

VEGETABLES FOR FRESH MARKET: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE        | DIRECT TO CONSUMERS |                 | RETAIL<br>OUTLETS | PACKER/<br>SHIPPERS | TERMINAL<br>MARKETS | OTHER <u>7/</u> |
|--------------|---------------------|-----------------|-------------------|---------------------|---------------------|-----------------|
|              | PICK YOUR OWN       | OTHER <u>6/</u> |                   |                     |                     |                 |
| PERCENT      |                     |                 |                   |                     |                     |                 |
| : ASPARAGUS  |                     |                 |                   |                     |                     |                 |
| MICH         | 1                   | 40              | 26                | 1                   | 32                  |                 |
| WASH         |                     | 3               | 15                | 76                  |                     | 6               |
| : SNAP BEANS |                     |                 |                   |                     |                     |                 |
| GA           |                     | 26              | 19                | 54                  | 1                   |                 |
| MD           | 6                   | 1               | 3                 | 17                  | 73                  |                 |
| MICH         | 1                   | 3               | 10                | 83                  | 3                   |                 |
| N J          | 5                   | 5               | 40                |                     | 15                  | 35              |
| N Y          | 4                   | 18              | 30                | 7                   | 41                  |                 |
| N C          | 1                   | 5               | 90                | 4                   |                     |                 |
| S C          |                     | 3               | 38                | 59                  |                     |                 |
| TENN         | 9                   | 7               | 84                |                     |                     |                 |
| VA           | 1                   | 1               | 55                | 42                  | 1                   |                 |
| : CABBAGE    |                     |                 |                   |                     |                     |                 |
| COLO         |                     | 5               | 61                | 33                  |                     | 1               |
| GA           |                     |                 | 43                | 57                  |                     |                 |
| IND          | 1                   | 44              | 34                | 3                   | 18                  |                 |
| MICH         | 1                   | 2               | 28                | 17                  | 52                  |                 |
| N J          | 5                   | 5               | 45                |                     | 20                  | 25              |
| N Y          |                     | 1               | 27                | 52                  | 20                  |                 |
| N C          |                     | 1               | 23                | 73                  | 1                   | 2               |
| OHIO         |                     | 10              | 81                |                     | 9                   |                 |
| PA           |                     | 1               | 45                | 3                   | 51                  |                 |
| VA           |                     | 1               | 30                | 55                  | 14                  |                 |
| WIS          |                     | 6               | 24                | 40                  | 30                  |                 |
| : CANTALOUPS |                     |                 |                   |                     |                     |                 |
| GA           |                     | 25              | 1                 | 60                  | 14                  |                 |
| IND          | 1                   | 21              | 23                | 35                  | 17                  | 3               |
| TEX          |                     | 12              | 14                | 58                  | 16                  |                 |
| : CARROTS    |                     |                 |                   |                     |                     |                 |
| MICH         |                     |                 | 61                | 30                  | 9                   |                 |
| N Y          |                     | 11              | 64                | 11                  | 14                  |                 |
| WASH         | 1                   | 15              | 45                | 20                  | 19                  |                 |
| : SWEET CORN |                     |                 |                   |                     |                     |                 |
| ALA          | 11                  | 13              | 76                |                     |                     |                 |
| CONN         |                     | 15              | 67                | 3                   | 15                  |                 |
| ILL          |                     | 54              | 46                |                     |                     |                 |
| MASS         |                     | 46              | 44                |                     | 7                   | 3               |
| MICH         |                     | 70              | 30                |                     |                     |                 |
| N J          | 5                   | 15              | 60                |                     | 15                  | 5               |
| N Y          | 1                   | 43              | 46                | 4                   | 6                   |                 |
| N C          |                     | 7               | 21                | 39                  | 33                  |                 |
| OHIO         | 3                   | 48              | 46                | 2                   | 1                   |                 |
| PA           | 1                   | 69              | 25                |                     | 5                   |                 |

SEE FOOTNOTES AT END OF TABLE.

VEGETABLES FOR FRESH MARKET: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE           | DIRECT TO CONSUMERS |                 | RETAIL<br>OUTLETS | PACKER/<br>SHIPPERS | TERMINAL<br>MARKETS | OTHER <u>7/</u> |
|-----------------|---------------------|-----------------|-------------------|---------------------|---------------------|-----------------|
|                 | PICK YOUR OWN       | OTHER <u>6/</u> |                   |                     |                     |                 |
| PERCENT         |                     |                 |                   |                     |                     |                 |
| : CUCUMBERS     |                     |                 |                   |                     |                     |                 |
| N J             | 5                   | 5               | 30                | 20                  | 15                  | 25              |
| N Y             |                     | 3               | 26                | 39                  | 32                  |                 |
| N C             | 1                   | 8               | 91                |                     |                     |                 |
| S C             |                     | 1               | 16                | 76                  | 7                   |                 |
| VA              |                     | 2               | 76                | 19                  | 3                   |                 |
| : LETTUCE       |                     |                 |                   |                     |                     |                 |
| N J             |                     | 5               | 60                |                     | 15                  | 20              |
| N Y             | 1                   | 1               | 22                | 57                  | 19                  |                 |
| : ONIONS        |                     |                 |                   |                     |                     |                 |
| COLO            |                     |                 | 50                | 30                  | 17                  | 3               |
| IDAHO           |                     |                 | 1                 | 77                  | 20                  | 2               |
| MICH            |                     |                 | 17                | 74                  | 9                   |                 |
| MINN            |                     | 2               | 3                 | 95                  |                     |                 |
| N J             |                     | 5               | 50                | 5                   | 25                  | 15              |
| N Y             |                     | 1               | 33                | 59                  | 7                   |                 |
| OREG            |                     |                 | 19                | 78                  | 3                   |                 |
| UTAH            |                     |                 | 13                | 87                  |                     |                 |
| WASH            |                     |                 | 87                | 8                   |                     | 5               |
| WIS             |                     | 1               | 47                | 43                  | 9                   |                 |
| : GREEN PEPPERS |                     |                 |                   |                     |                     |                 |
| N J             | 2                   | 3               | 40                | 10                  | 15                  | 30              |
| N C             |                     | 2               | 18                | 16                  | 64                  |                 |
| : STRAWBERRIES  |                     |                 |                   |                     |                     |                 |
| CALIF           |                     | 1               | 32                | 58                  | 9                   |                 |
| FLA             | 5                   | 4               | 39                | 28                  | 24                  |                 |
| MICH            | 39                  | 16              | 19                | 17                  | 9                   |                 |
| OREG            | 38                  | 17              | 45                |                     |                     |                 |
| : TOMATOES      |                     |                 |                   |                     |                     |                 |
| ALA             |                     | 2               | 71                | 25                  | 2                   |                 |
| ARK             |                     | 1               | 3                 | 49                  | 1                   | 46              |
| IND             | 1                   | 10              | 82                | 3                   | 4                   |                 |
| MICH            | 6                   | 5               | 33                | 14                  | 42                  |                 |
| N J             | 3                   | 7               | 45                |                     | 15                  | 30              |
| N Y             | 10                  | 10              | 22                | 38                  | 20                  |                 |
| N C             | 1                   | 11              | 56                | 15                  | 17                  |                 |
| S C             |                     | 2               | 2                 | 91                  | 5                   |                 |
| TENN            | 1                   | 2               | 69                | 25                  | 3                   |                 |
| TEX             | 3                   | 15              | 21                | 8                   | 52                  | 1               |
| VA              |                     | 5               | 14                | 24                  | 57                  |                 |
| : WATERMELONS   |                     |                 |                   |                     |                     |                 |
| ALA             | 3                   | 9               | 20                | 56                  | 12                  |                 |
| GA              |                     | 1               | 15                | 66                  | 18                  |                 |
| IND             |                     | 51              | 18                | 24                  | 7                   |                 |
| MISS            | 5                   | 5               | 53                | 35                  | 2                   |                 |
| N C             | 1                   | 14              | 58                | 27                  |                     |                 |
| OKLA            |                     | 13              | 74                | 13                  |                     |                 |
| S C             | 3                   | 17              | 32                | 46                  | 2                   |                 |
| TEX             |                     | 2               | 57                | 24                  | 17                  |                 |

SEE FOOTNOTES AT END OF TABLE.

POTATOES AND SWEETPOTATOES: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE           | DIRECT TO CONSUMERS | RETAIL OUTLETS | DEALERS | PACKER/SHIPPERS | PROCESSORS | TERMINAL MARKETS | SEED TO OTHER GROWERS | OTHER <u>8/</u> |
|-----------------|---------------------|----------------|---------|-----------------|------------|------------------|-----------------------|-----------------|
| PERCENT         |                     |                |         |                 |            |                  |                       |                 |
| : POTATOES      |                     |                |         |                 |            |                  |                       |                 |
| ALA             | 1                   | 14             | 22      | 8               | 55         |                  |                       |                 |
| COLO            |                     | 10             | 10      | 51              | 27         |                  | 2                     |                 |
| IDAHO           |                     |                | 2       | 27              | 69         |                  |                       | 2               |
| MAINE           | 1                   | 6              | 17      | 23              | 40         | 5                | 8                     |                 |
| MICH            | 5                   | 3              | 21      | 8               | 55         |                  | 8                     |                 |
| MINN            | 2                   | 1              | 30      | 10              | 51         | 4                | 2                     |                 |
| N J             | 5                   | 5              | 55      | 5               | 20         | 10               |                       |                 |
| N Y             | 10                  | 12             | 30      | 11              | 32         | 1                | 4                     |                 |
| N C             | 7                   |                | 16      | 16              | 61         |                  |                       |                 |
| N DAK           |                     | 1              | 1       | 25              | 56         |                  | 14                    | 3               |
| OHIO            | 3                   | 46             | 6       | 10              | 35         |                  |                       |                 |
| OREG            |                     |                | 2       | 20              | 74         |                  | 2                     | 2               |
| PA              | 6                   | 11             | 35      | 4               | 43         |                  | 1                     |                 |
| TEX             | 1                   | 21             | 1       | 30              | 47         |                  |                       |                 |
| VA              | 2                   | 3              | 70      | 12              | 13         |                  |                       |                 |
| WIS             | 3                   | 12             | 14      | 35              | 30         |                  | 6                     |                 |
| : SWEETPOTATOES |                     |                |         |                 |            |                  |                       |                 |
| ALA             | 3                   | 48             | 38      | 10              |            |                  | 1                     |                 |
| GA              | 16                  | 28             | 17      | 39              |            |                  |                       |                 |
| LA              | 2                   | 15             | 1       | 9               | 69         | 3                |                       | 1               |
| MD              | 2                   | 49             | 10      | 3               | 25         | 11               |                       |                 |
| MISS            | 19                  | 27             | 36      | 5               | 12         |                  |                       | 1               |
| N C             |                     | 26             | 31      | 15              | 25         | 3                |                       |                 |
| TENN            | 4                   | 43             | 6       | 43              |            | 3                | 1                     |                 |
| TEX             | 1                   | 21             | 1       | 54              | 23         |                  |                       |                 |
| VA              | 2                   | 15             | 11      | 23              | 37         | 11               |                       | 1               |

SEE FOOTNOTES AT END OF TABLE.

FRUIT SOLD FOR FRESH MARKET: PRODUCER SALES, PERCENT MARKETED BY CHANNELS,  
SELECTED STATES, 1977

| STATE | DIRECT TO CONSUMERS |                 | RETAIL<br>OUTLETS | PACKER/<br>SHIPPERS | OTHER <u>9/</u> |
|-------|---------------------|-----------------|-------------------|---------------------|-----------------|
|       | PICK YOUR OWN       | OTHER <u>6/</u> |                   |                     |                 |
|       | PERCENT             |                 |                   |                     |                 |
|       | APPLES              |                 |                   |                     |                 |
| CALIF |                     | 2               | 5                 | 92                  | 1               |
| COLO  | 1                   | 1               | 19                | 79                  |                 |
| CONN  | 8                   | 41              | 40                | 10                  | 1               |
| IDAHO |                     | 6               | 1                 | 93                  |                 |
| IND   | 9                   | 54              | 25                | 12                  |                 |
| MAINE | 4                   | 11              | 42                | 42                  | 1               |
| MD    | 2                   | 11              | 67                | 20                  |                 |
| MASS  | 9                   | 13              | 56                | 21                  | 1               |
| MICH  | 1                   | 4               | 73                | 22                  |                 |
| MO    | 8                   | 24              | 28                | 34                  | 6               |
| N H   | 11                  | 18              | 66                | 4                   | 1               |
| N J   | 3                   | 22              | 70                | 5                   |                 |
| N Y   | 1                   | 10              | 24                | 65                  |                 |
| N C   | 2                   | 23              | 24                | 50                  | 1               |
| OHIO  | 3                   | 30              | 66                | 1                   |                 |
| OREG  | 1                   | 4               | 2                 | 93                  |                 |
| PA    | 2                   | 22              | 53                | 22                  | 1               |
| VT    | 3                   | 4               | 29                | 64                  |                 |
| VA    | 1                   | 7               | 49                | 43                  |                 |
| W VA  | 1                   | 11              | 40                | 48                  |                 |
| WIS   | 4                   | 38              | 42                | 16                  |                 |
|       | PEACHES             |                 |                   |                     |                 |
| ALA   | 3                   | 39              | 51                | 2                   | 5               |
| ARK   | 10                  | 31              | 49                | 5                   | 5               |
| CALIF |                     | 1               | 65                | 26                  | 8               |
| GA    | 3                   | 9               | 62                | 26                  |                 |
| MD    | 4                   | 20              | 71                | 3                   | 2               |
| MICH  | 4                   | 39              | 34                | 23                  |                 |
| MISS  | 2                   | 53              | 44                | 1                   |                 |
| MO    | 8                   | 16              | 1                 | 75                  |                 |
| N J   | 3                   | 5               | 70                | 3                   | 19              |
| N Y   | 14                  | 48              | 37                | 1                   |                 |
| N C   | 3                   | 54              | 37                | 6                   |                 |
| PA    | 19                  | 48              | 29                | 4                   |                 |
| S C   | 4                   | 4               | 83                | 9                   |                 |
| TEX   | 13                  | 30              | 23                | 34                  |                 |
| VA    | 7                   | 25              | 51                | 17                  |                 |
| WASH  | 8                   | 22              | 35                | 35                  |                 |
| W VA  |                     | 47              | 29                | 24                  |                 |
|       | PEARS               |                 |                   |                     |                 |
| CALIF |                     | 2               | 3                 | 95                  |                 |
| MICH  | 2                   | 4               | 91                | 3                   |                 |
| N Y   | 1                   | 2               | 16                | 81                  |                 |
| OREG  |                     | 1               | 8                 | 91                  |                 |

SEE FOOTNOTES AT END OF TABLE.

---

### FOOTNOTES

- 1/ Livestock feeding operations whose primary purpose is to feed and market livestock.
- 2/ Sales through marketing associations or pools, to seed companies, or other farmers and ranchers if not shown separately.
- 3/ Sales through marketing associations, to owners of horses other than farmers and ranchers, and for use as mulch, etc.
- 4/ Sales through pools, coops and other miscellaneous types of sales. Also sales direct to consumers or through dealers and brokers if not specified separately and if the sale could not be associated with a designated channel.
- 5/ Excludes eggs from integrated operations.
- 6/ Includes sales other than pick your own; i.e., sales from growers' own roadside stand, home, or stand at a Farmer's Market, etc.
- 7/ For Arkansas and New Jersey, mainly sales through auctions. For other States includes sales to wholesalers, produce houses, etc.
- 8/ Includes sales through brokers where actual buyer was unknown, wholesalers, produce houses, etc.
- 9/ For New Jersey, mainly sales through auctions. For other States, includes sales through brokers where actual buyer was unknown, terminal markets, dealers, etc.



-----

-----

